



ASSOLOMBARDA

Introducing Assolombarda and its business environment

Area Internazionalizzazione – Chiara Fanali

2024

Assolombarda

The most important association within the Confindustria system, the national entrepreneurial federation.

The largest local entrepreneurial Association in Italy, representing more than 7,000 **companies** located in the area of Milano, Lodi, Monza Brianza and Pavia, employing more than **426,000 workers** locally and several hundred thousands in the whole country.

7,080

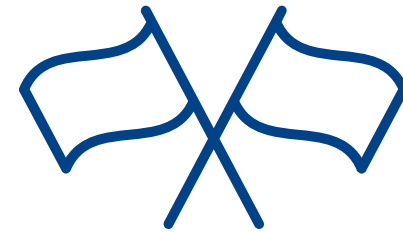
Associated companies

433,000

People working in associated companies

Our values

Our mission is to foster the development of local industry by promoting solidarity and cooperation among member firms and by protecting their interests regarding industrial, social, economic or cultural matters.



We protect and represent the enterprises' interests in dealing with the political world, with social and political organizations, with local authorities as well as Eu and European stakeholders and with trade unions.



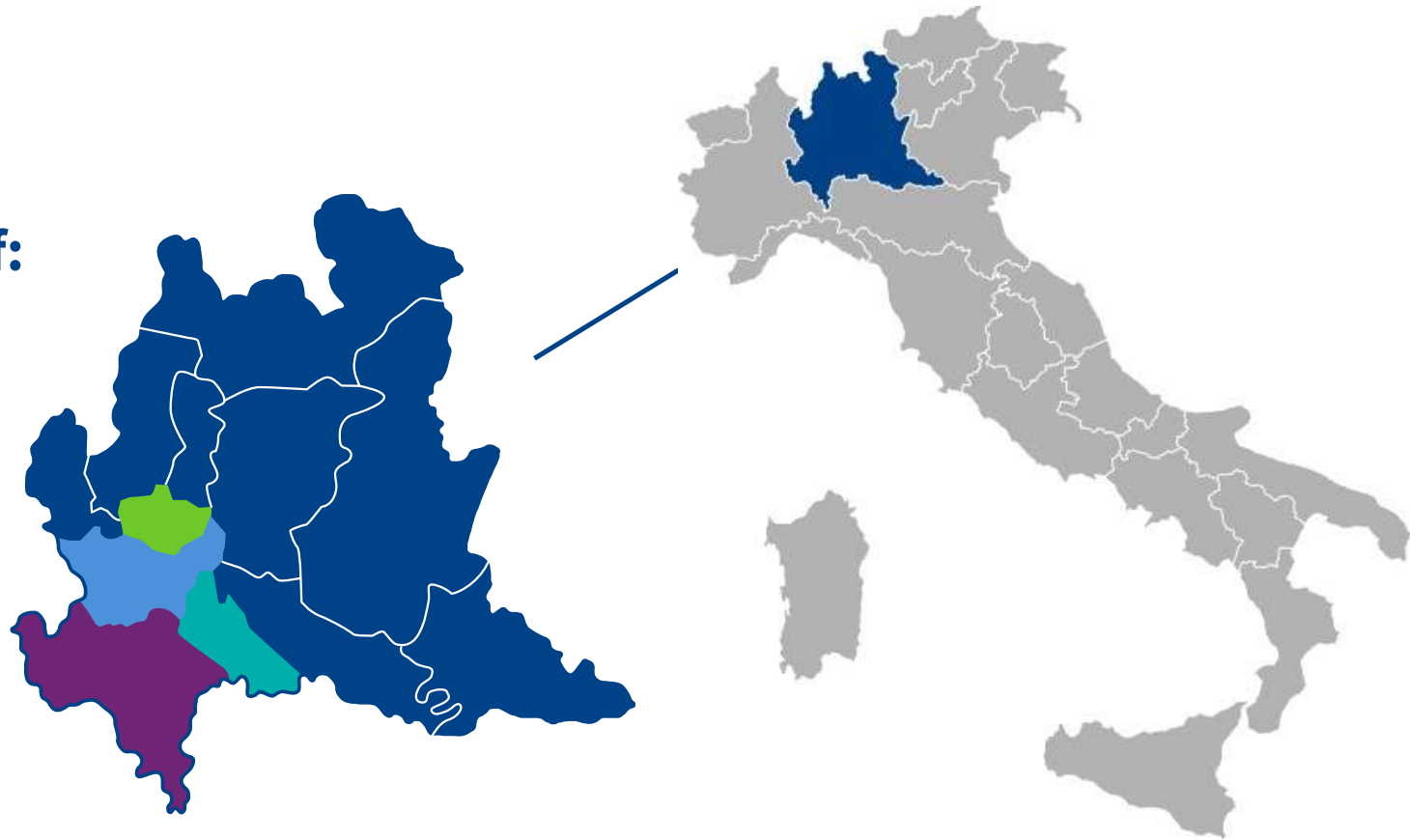
We provide also our associated firms with a great variety of services to support them in managing the business functions/issues



Our territory

Our member companies are located in the area of:

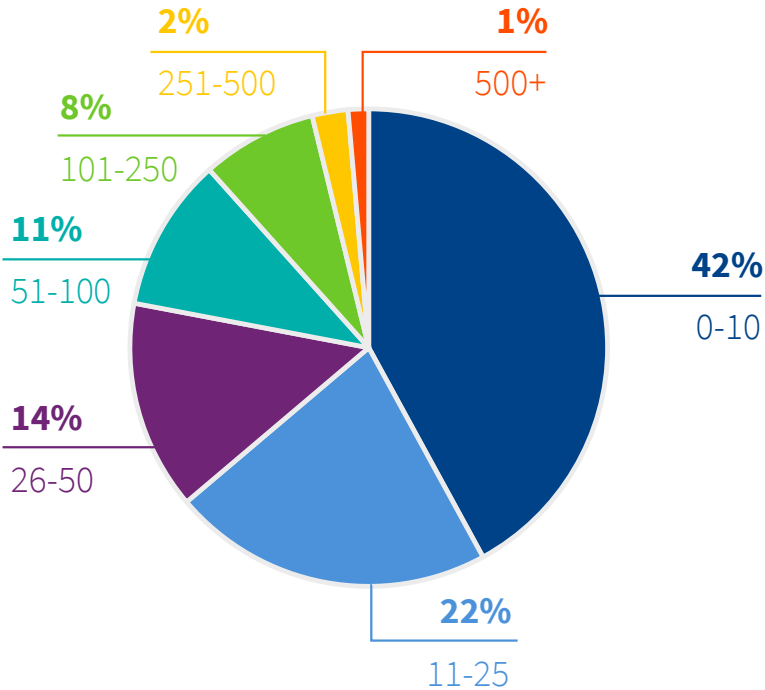
- Milano
- Lodi
- Monza Brianza
- Pavia



Our Associated Companies

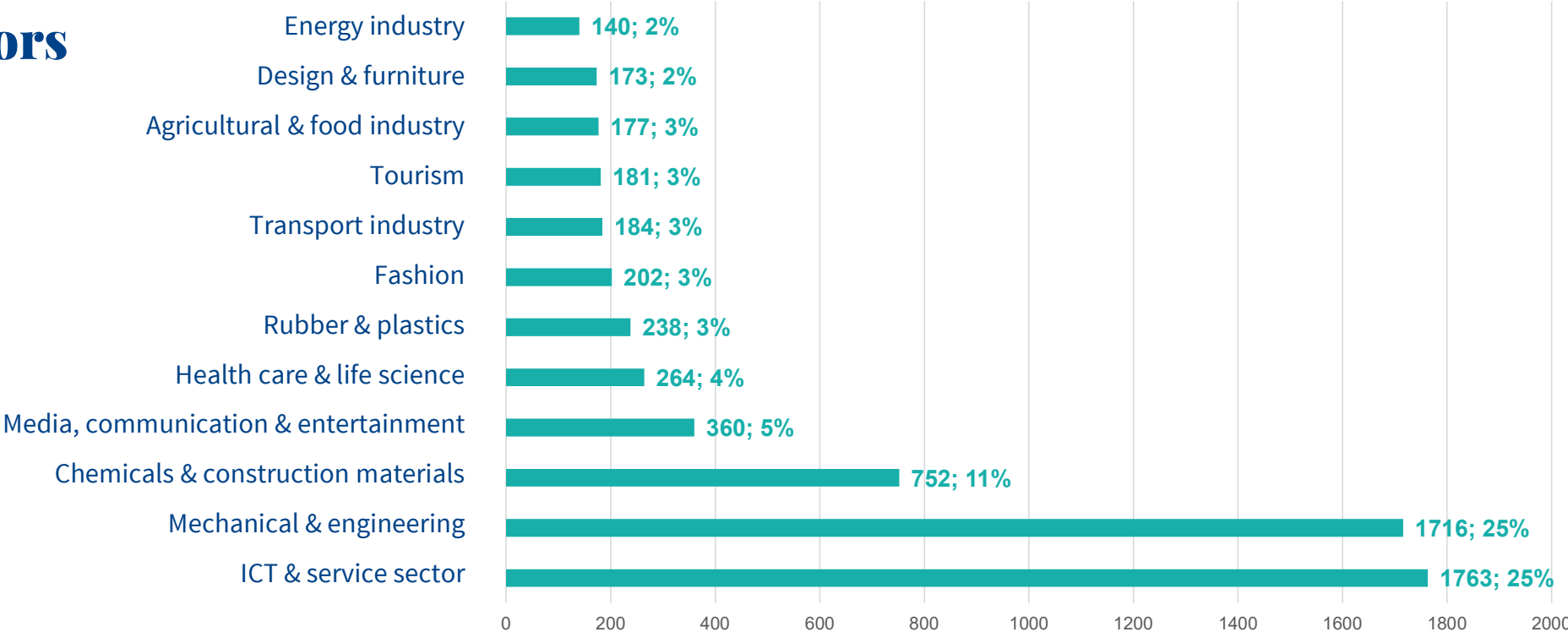
Companies of all dimensions and belonging to all industrial sectors, producing services, goods or both are eligible to become members of Assolombarda.

Companies by size
Nr employees



Our Associated Companies

Sectors



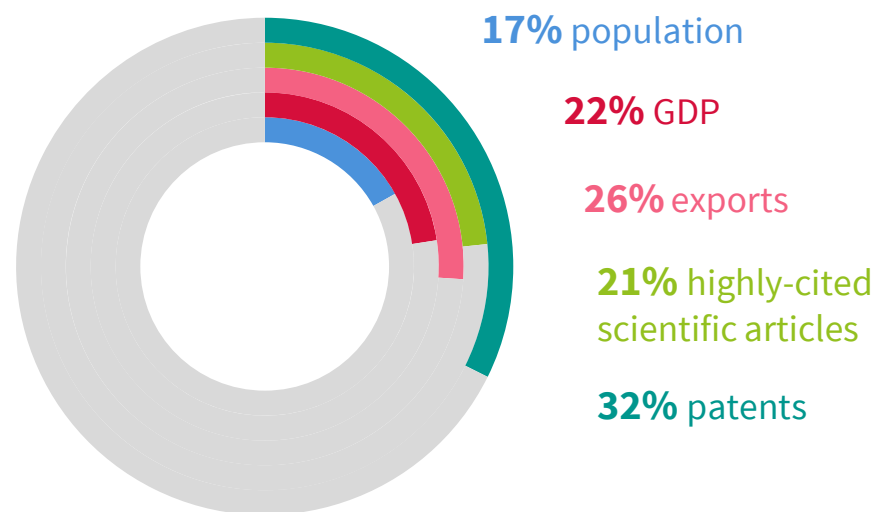
Booklet Italy, Lombardy and Milan

Lombardy's strengths: Internationalization

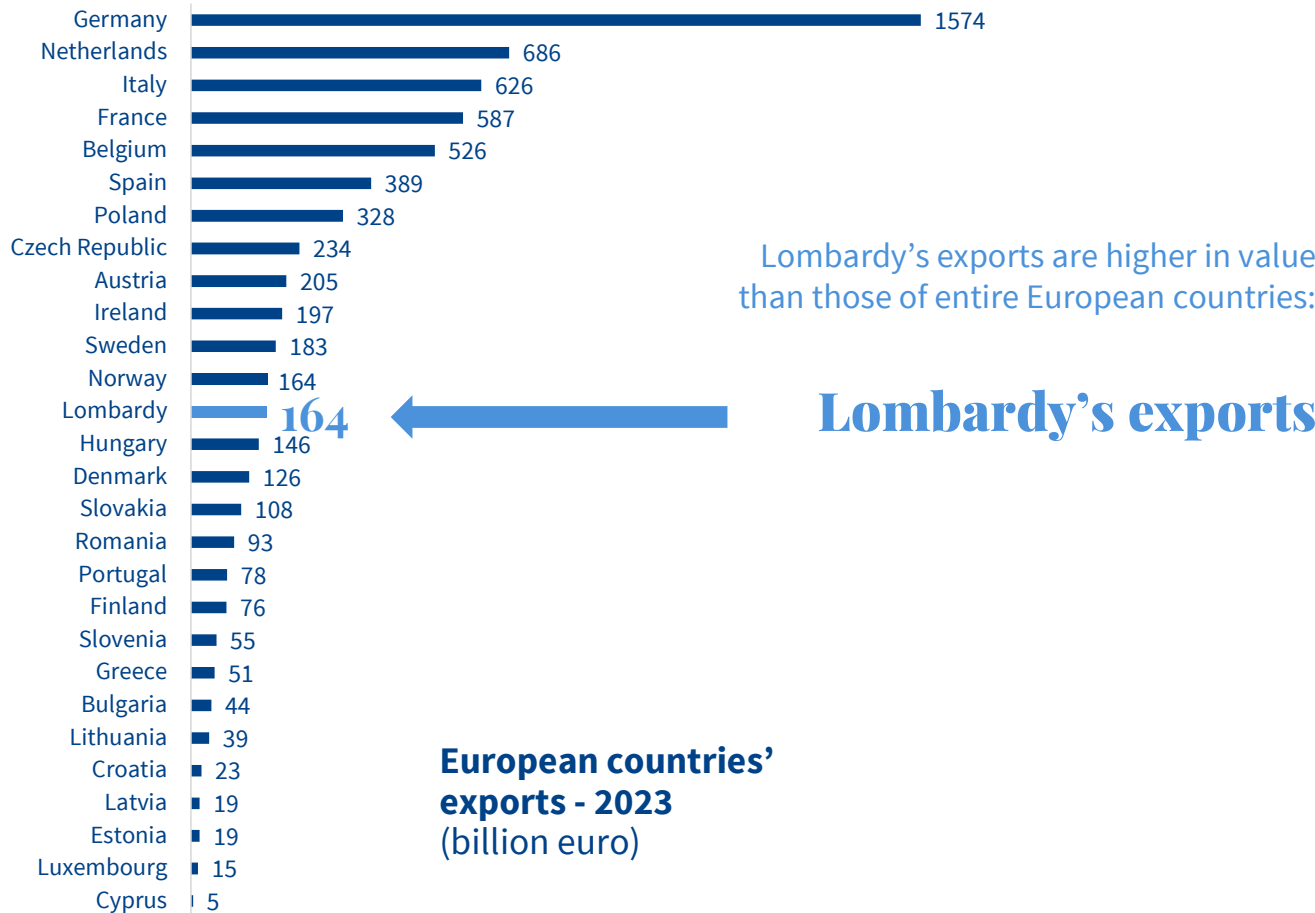
The role of Lombardy in the Italian economy

While concentrating only **17%** of the national population, it accounts for **more than a fifth of Italian GDP** and a **fourth of exports**

It produces **a third of highly-cited scientific articles** and **a fifth of patents**



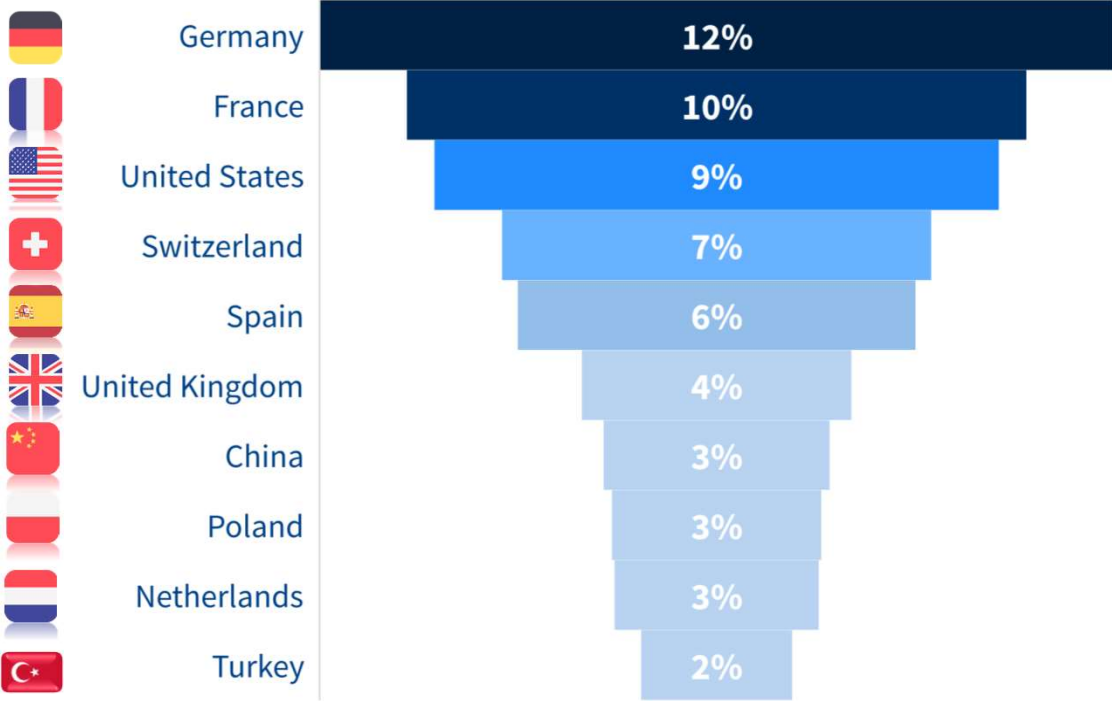
Exports: Lombardy vs other European economies



Source: Assolombarda on WTO and Istat data (for Lombardy and Italy)

Exports: Lombardy's main trade partners

Lombardy's main trade partners - 2023
(% of total exports)



Source: Assolombarda on Istat data

Exports from Lombardy by sector: points of excellence



Food & Beverage



Fashion



Furniture (*)



Mechatronics

electronics, electrical appliances, metals, machinery, automotive (*)

Made in Italy in Lombardy

116 bn € exports

of which

- 10 bn € Food & Beverage
- 18 bn € Fashion
- 5 bn € Furniture
- 83 bn € Mechatronics



Furthermore

27 bn €

Exports **Chem & Pharma**

* Manufacture of electric lighting are included in furniture, not in electrical devices

Source: Assolombarda on Istat data (export 2023)

Assolombarda

Area Internazionalizzazione e commercio estero

L'Area

Internazionalizzazione
e Commercio Estero di
Assolombarda
supporta le imprese
associate

nella definizione delle strategie per lo sviluppo del business estero, fornendo informazioni sui paesi di interesse, creando opportunità di incontro e di collaborazione con operatori esteri, e

dando consulenza sulla normativa doganale per svolgere correttamente le operazioni di import-export

Il nostro network

Ministero degli Affari Esteri+Unità di crisi

Rappresentanze diplomatiche italiane all'estero

Agenzia ICE

Rappresentanze estere di Confindustria

Consolati, Ambasciate, Camere di Commercio
miste, Agenzie di sviluppo dei paesi esteri

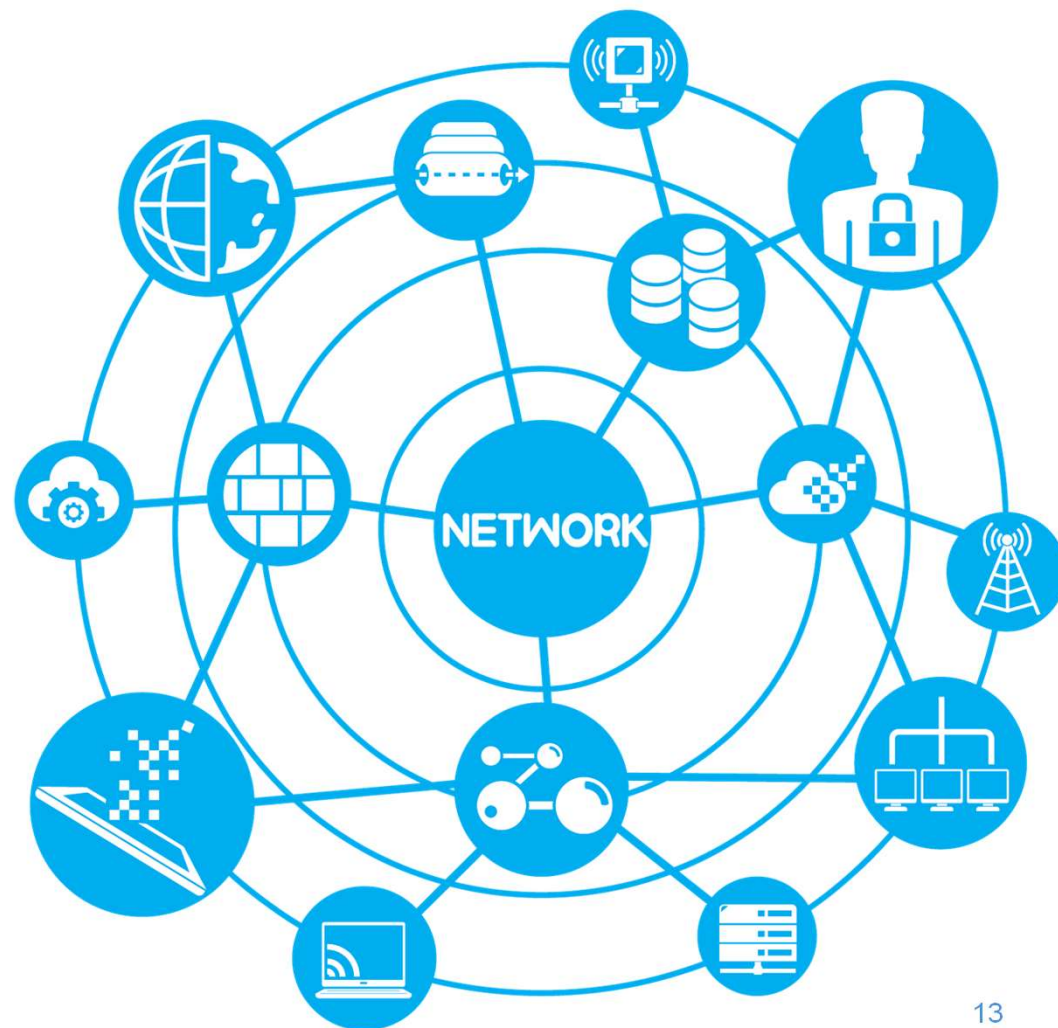
Regione Lombardia

ISPI

Gruppo Cassa Depositi e Prestiti/Simest

Agenzia delle Dogane

Professionisti specializzati per aree geografiche
e con competenze su tecnica doganale,
commercio estero, marketing internazionale



SVILUPPO INTERNAZIONALE

- ✓ Incontri di business matching con operatori stranieri
- ✓ Missioni commerciali
- ✓ Organizzazione di country presentation
- ✓ Progetti di filiera in paesi target
- ✓ Interrogazione di big data per info paesi
- ✓ Informazioni sui finanziamenti e le agevolazioni all'internazionalizzazione
- ✓ Export digitale
- ✓ Database di ricerca partner /rete EEN

CONSULENZA TEMI DOGANALI e COMMERCIO ESTERO

- ✓ Documentazione doganale import/export
- ✓ Intrastat
- ✓ Accordi di libero scambio/free trade agreement (FTA)
- ✓ Origine della merce (made in e origine preferenziale)
- ✓ Semplificazioni doganali
- ✓ Pagamenti internazionali e condizioni di consegna/incoterms®
- ✓ Export control, embarghi e restrizioni
- ✓ Prima assistenza per le gare d'appalto internazionali
- ✓ Legislazioni locali in materia di società, contrattualistica e fiscalità, e confronti con esperti su tali tematiche
- ✓ Assistenza per distacco e trasferte
- ✓ Incontri informativi su tematiche tecniche