



The Regional Investment Contract

*dedicated to foreign companies wishing
to invest in the Renewable Energy sector
in Piemonte, northwest Italy*

Piemonte Agency is the unique, free reference point for companies wishing to locate in Piemonte. The inward investment team can advise you on every aspect of starting and running a business in Piemonte, providing assistance at every stage of the project.

The team also supports foreign companies which have already invested in Piemonte, in order to facilitate operations and development in the region.

How we can help

We can provide assistance at every stage of the project:

- **assessment and information phase**
 - specific economic and market data
 - legal / labour / tax
 - incentives and grants
 - economic and industrial climate, competencies, know-how and key sectors
 - real estate
- **start-up and assistance**
 - advice on how to set up a legal entity in Italy
 - site selection for production, services and R&D activities
 - selection of grants and incentives for investment, R&D, training
 - introduction to local and regional institutions, science and technology parks, R&D networks, innovation hubs
 - links to universities and centres of excellence
 - pre-feasibility studies

For a confidential discussion about the ways we can help you, please contact investment@centroestero.org



Centro Estero per l'Internazionalizzazione

Piemonte Agency for Investments, Export and Tourism

Piemonte Agency is the first Italian agency dedicated to internationalisation that brings together institutional development actors, public and private business associations, the academic and research worlds. Piemonte Agency focuses chiefly on attracting foreign direct investment, increasing the presence of local companies and their competitiveness on international markets, and promoting the region's tourist offer and products worldwide. Piemonte Agency is the unique, free reference point for companies wishing to locate in Piemonte.

www.centroestero.org



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The Regional Investment Contract

an innovative financial tool, unique in Italy, aimed to foster, finance and support new foreign investment projects in Piemonte in the Renewable Energy sector

Piemonte is the first and only Region in Italy to have created and implemented a financial tool, the Regional Investment Contract, to foster the development and internationalisation of the region through the growth of investments.

The Contract aims

- to encourage the arrival and development in Piemonte of new investments in industry, services and research from abroad
- to create synergies with the local fabric - industry, services, vocational and specialist training, research etc.
- to favour the growth of opportunities for human resources in terms of employment and increase in knowledge, as well as collaboration in the development of positive externalities in the local areas.

The Regional Investment Contract in brief

- *a negotiating tool exclusive to the Region, run by Piemonte Agency, to assist the location of foreign companies*
- *an innovative form of aid to business, implemented by bringing together institutions, public bodies and private actors, all sharing in the location process*

Beneficiaries

- *foreign-owned or foreign-controlled small, medium and large companies not present in the region, which intend to locate an operating unit in Piemonte*
- *public bodies and local authorities, universities and research bodies, science and technology parks, and innovation hubs present in Piemonte, as they contribute directly to the new investment*

Initiatives

- *creation of new manufacturing or services facilities and headquarters*
- *creation of R&D centres, competency and design centres, laboratories; management of research projects*
- *restructuring or conversion of an existing production plant or re-activation of inactive plants or facilities*

Eligible costs

- **For production investments or headquarters**
 - *new location (purchase or leasing of real estate, building and related works)*
 - *infrastructure works*
 - *laboratories, machinery, equipment, plants*
 - *software programs*
 - *training, upgrading, retraining, specialisation of personnel*
- **For R&D centres, research projects**
 - *new location (purchase or leasing of real estate, building and related works)*
 - *infrastructure works*
 - *laboratories, machinery, equipment, plants*

Guarantees

- *rapidity and certainty of timing for administrative procedures*
- *investment support with grants and/or soft loans*
- *the commitment of the local authorities, universities and research bodies involved in the project for the creation of infrastructures, the running of R&D activities in co-operation with the company*
- *assistance in all stages of the projects*

For further information on the Regional Investment Contract, contact Piemonte Agency:
investment.contract@centroestero.org



Piemonte Agency

Commissioned by the Region, Piemonte Agency manages the Regional Investment Contract, which is stipulated between the Region and the company, provides its drafting and implementation, and accompanies the foreign company through the entire negotiation phase:

- preliminary analysis of eligibility requirements
- verification of adherence to the strategic indications given by Regione Piemonte
- accompaniment in the negotiation stages prior to the final definition of the programme, in the relations with public bodies and local authorities, and in the identification of local partners for the development of the project
- assistance in the various phases of implementation of the project
- monitoring and control of the obligations envisaged by the Contract.

Piemonte Agency is the one-stop shop for companies that have an investment project in Piemonte. It gives the investor guarantees in terms of financial support and time scheduling for the project.

A favourable environment

Piemonte, a leader in innovation

Piemonte has been a hub for major technical innovations from the electric engine in the 19th century, to the MP3 file format in the software industry, and the common rail for diesel engines in the automotive industry. In recent decades, Piemonte, traditionally the Italian center of the automotive industry, has diversified its own economic structure, directing itself more and more toward sectors tied to the economy of knowledge. It focuses on R&D activities and invests in strategic sectors, including renewable energy and environmental technologies. The strong industrial vocation of the region remains the rich soil from which innovation keeps springing up and growing.

Facts & figures

- 4.3 million inhabitants
- € 109 billion GDP (8.4% of the national total)
- € 34.7 billion exports of goods and services
- 1.8 % of GDP invested in R&D (about 80% comes from the private sector)
- Over 200 public and private R&D centres, 380 laboratories, 4 universities, 6 science and technology parks
- 1st Italian region to have established a regional agency dedicated to inward and outward investment
- 1st and unique Italian region to have created a dedicated financial tool for attracting and supporting FDI
- 1st Italian region for private investment in R&D
- 1st Italian region for expenditure on innovation in the manufacturing sector
- 1st Italian region in terms of capacity for collaboration between universities and industries
- Torino, 1st Italian city in terms of FDI inflows
- Second centre in Italy for venture capital operations
- Host city of Euroscience Open Forum ESOF 2010
- Europe's most extensive network of district heating is in Torino, fuelled by a high-efficiency TurboGas cogeneration system, which will soon serve almost half a million people



Renewable energy

a great opportunity in Piemonte, northwest Italy

Piemonte has launched important initiatives to attract companies active in the field of renewable energy, also through an innovative financial tool such as the Regional Investment Contract, and is investing significant resources to support research in the energy and environmental sustainability sector. Hydrogen technologies and photovoltaics are strategic priorities.

Renewable energy has an impact of more than 10% out of all energy consumption in Piemonte, split between hydroelectric and biomass production. In line with European objectives, the Region has set a target for 2020 to achieve 20% of renewables, 20% in savings and 20% reduction in greenhouse gases through the development of renewable technologies.

Important operational decisions come from the strong commitment of the Region, such as the allocation of almost 300 million euro of structural funds: Piemonte is the European region that has earmarked most EU financial resources for the renewable energy sector.

Strategic objectives

Energy saving

Energy upgrading involves new and old public buildings - schools and hospitals in particular - but also private companies and housing. The automotive sector is at the forefront in terms of reduction in consumption and emissions

Production and use of renewable sources

Solar heating and photovoltaics, but also geothermal, biomass and hydroelectric energy

Competitiveness of systems and technologies

Expanding the market and encouraging the location of companies to work in this sector and help to create innovative technological supply chains in the energy field

A public administration strategy that finds support in a bubbling private sector strongly oriented towards green business.



Solar energy

- With a 400 million euro investment Silfab (www.silfab.eu) is to launch production of high-quality solar grade polysilicon - for the construction of solar panels - in Borgofranco d'Ivrea near Torino.
It will be a strategic plant for the development of renewable energy in Italy, which will produce 2,500 tons/year of polysilicon within 2009 and 5,000 by 2010. The supply of gas, materials and gas management services is guaranteed by the Piemonte company Rivoira (www.rivoiragas.it).
- The City of Torino, together with the Fiat Research Centre (www.crf.it) and the Politecnico (www.polito.it), participates in the EU initiative "Concerto" aimed at promoting integrated energy systems based on co-generation and renewable energies with the Polycity project (www.polycity.net).
- Piemonte and Lazio have initiated collaboration on research for the development of third generation solar photovoltaic systems.

Biomass

- GM Powertrain Europe (www.gm.com) has set up its own research centre for new generation of low emission engines inside the new Cittadella Politecnica of the Politecnico di Torino.
- The Mossi&Ghisolfi group (www.gruppomg.com) has decided to create the first major Italian plant for the production of bio-ethanol in Tortona, in the province of Alessandria. Advanced research activities on II Generation bio-ethanol will take place as well in the same place.
- In Torino Amiat (www.amiat.it) runs the most efficient plant of energy recovery from waste in Europe, one of the top five in the world for the quantity of energy produced. 10 General Electric motors transform the biogas into energy for 40,000 households.
- 400 biomass heating and thermo-electric plants are active in the region, many of which serving district heating networks.

Fuel cell

- BioEnergyLab runs a new biorefining plant unique in Europe and second in the world from the Environment Park (www.envipark.com) of Torino, where hydrogen is extracted from waste from the processing of cheese, milk and cold meat products, but also from the biological waste produced by families.
- Torino is where the hydrogen fuelled vehicle H-due was created. Constructed from recyclable and low environmental impact materials, H-due is powered by a hydrogen-burning battery, designed by the Politecnico di Torino (www.polito.it) and HySyLab (www.hysylab.com). H-due was produced by a team of Piedmontese companies coordinated by From Concept to Car (www.fromconcepttocar.com), a project of the Torino Chamber of Commerce.
- Electro Power Systems (www.electrops.it), based in Torino, has developed the Electro7™ (www.electrops.it) power system, the first multi-output fuel cell system for business continuity applications which provides 100% clean power.

From the photovoltaics to biomass, from solar power to biofuels, Piemonte accepts the challenge: to build a sustainable future and to achieve energy independence by 2030. This is why 2008 has been declared the "energy year" in Piemonte.

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Foreign network



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