

Subforservice is a project offering international buyers a reserved lane to meet over 300 Piemonte subcontractors. The project's Team ascertains the needs and arranges one-to-one meetings with the most suitable partners, in Piemonte or on one's premises. The Team's assistance is completely free of charge thanks to public financial backing.

Subforservice is promoted and supported by the Torino Chamber of Commerce and managed by Piemonte Agency.

www.subforservice.biz

This is the portal of the Piemonte industrial subcontractors, created by the Torino Chamber of Commerce. It provides highly detailed information on over 300 firms working in the subcontracting sectors of metal, plastics and rubber, electronic and electromechanical components.

The portal allows companies to find technical and economic information online and offers buyers the chance of finding commercial and manufacturing partners by selecting different technical parameters: activity description, main production services and manufacturing processes, company turnover, number of workers, destination industries, export area.

Piemonte Agency is the first Italian agency dedicated to internationalisation, focusing chiefly on attracting foreign investment, increasing the presence of local companies and their competitiveness on international markets, promoting the region's tourist offer and agrifood products worldwide, training local and foreign managers and officers on key subjects related to international trade.

The Agency matches the regional production offer with the needs expressed by international markets and proposes targeted activities to connect highly qualified local companies with foreign partners.

For all foreign enterprises willing to locate in the region, Piemonte Agency provides free, responsive and tailored assistance at all stages of the investment project.

Contact
Piemonte Agency
Corso Regio Parco, 27/29
10152 Torino ITALY
Tel. +39 011 6700.664/638
Fax +39 011 6965456
subforservice@centroestero.org
www.centroestero.org

The Torino Chamber of Commerce is a public institution with autonomous statute, regulations, management and accountability, and relies on a flexible, innovation and efficiency-based structure.

Our Mission

The mission of the Chamber is to foster the growth of the local economy and enhance it through effective and targeted initiatives, speaking on behalf of more than 235,000 companies working in the Province and registered in the Torino Chamber of Commerce's Registrar of Enterprises.

The Torino Chamber of Commerce promotes the local excellencies abroad with a focus on the hi-tech sectors such as automotive, aerospace, IT, nanotech and biotech.

In order to foster technology transfer, the Torino Chamber of Commerce coordinates and manages ALPS Consortium, a contact point of the Enterprise Europe Network, which is present in more than 40 countries.

Furthermore the Chamber can count on a proprietor network of foreign offices based in Eastern Europe, the Mediterranean Area, Asia and America.

The Torino Chamber of Commerce provides both local and foreign companies interested in international



cooperation with a full range of services:

- training
- access to local and national financing
- support on EU funding schemes, research projects, legislation and policies
- IPR services
- identification and promotion of technology/commercial company profiles
- advisory services on international trade
- reliability analysis on both local and foreign potential partners
- organization of both incoming and outgoing trade missions
- organization and participation in international technology brokerage and b2b events
- data and statistics about the local economy

Our services are free, responsive, tailored to your needs and totally confidential.

Contact
Torino Chamber of Commerce Industry
Crafts and Agriculture
Via San Francesco da Paola, 24
10123 Torino ITALY
Tel. +39 011 5716363
Fax +39 011 5716369
globus@to.camcom.it
www.to.camcom.it

Subcontracting



Torino Piemonte Italy

Torino & Piemonte Excellence lives here

North Western Italian region, Piemonte is located right at the heart of Europe. Technologically and mechanically advanced, it is a land of excellence with approximately 468,000 enterprises organized in extremely innovative, flexible and efficient clusters. Piemonte is famous worldwide for being the cradle of the Italian car industry, but it is also home to top-class companies specialised in aerospace, ICT, industrial design, eco-industry, life sciences, agro-food and textiles. The region's international vocation is confirmed by its export quota of 30 billion €, i.e. 10.8% of the national total.

Piemonte hosts research, education facilities and competence centres of international standing contributing to the consolidation of an increasingly knowledge-based economy and society.

Thanks to its strategic geographic position, Piemonte is very attractive to foreign investors. The territory offers a wide range of opportunities in terms of relocation and business expansion, everything topped up by high living standards and services.

Facts and figures

Surface: 25,640 km²
Inhabitants: 4,4 million people
Regional GDP: € 124 billion
R&D: 4 universities, over 220 private and public R&D centers, 380 labs, 6 S&T Parks, 12 Innovation Hubs, incubators.

1st Italian region for:

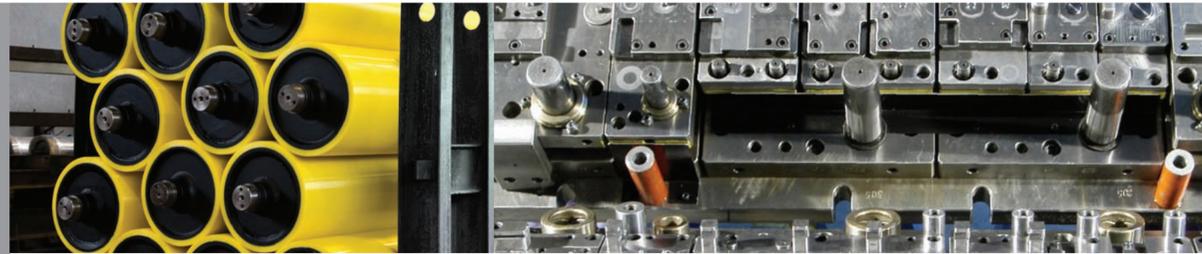
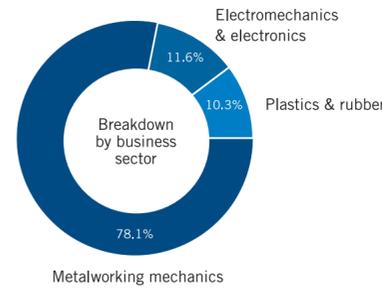
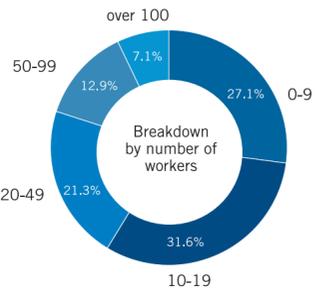
- expenditure on innovation in the manufacturing sector
- private investment in R&D
- hi-tech patents
- collaboration between universities and industries.



Piemonte subcontracting system

Approximately 6,000 technical companies in Piemonte work either exclusively or mostly on a subcontracting basis employing a total of 65,000 workers. Piemonte substantially contributes to the Italian subcontracting supply, accounting for 5% of all enterprises and 13.2% of all employees.

The heart of the system is represented by 2,500 SMEs generating nearly 80% of the region's supply potential and recording a turnover approaching 5,4 billion € every year.



Production skills and specialised technologies

The technical subcontracting SME supply chain in Piemonte mainly addresses the metalworking and mechanical sectors.

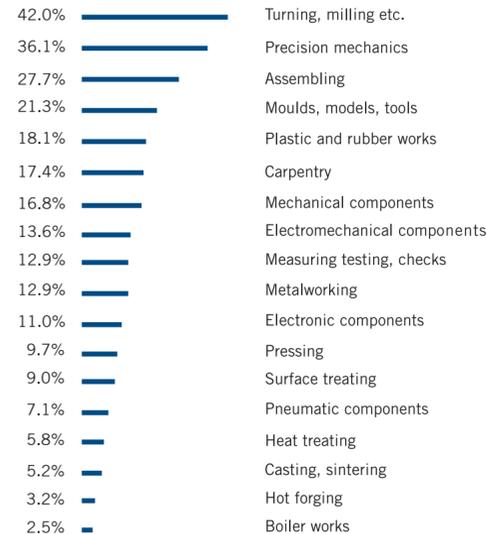
These enterprises are followed by a solid group of companies specialised in electromechanical and electronic productions and in the processing and production of plastic and rubber goods.

The Piemonte subcontracting system is capable of offering industrial customers the full range of processes, intermediate products of various complexity and equipment. The wide proposal of production companies makes the subcontracting supply complete in terms of product mix and technologies used. Piemonte, in fact, provides any type of processing and commodity: hot and cold metal forming, surface treating, pneumatic components, moulds, electric and electronic components, technical services.

Moreover, most companies have specialised technologies and operational capabilities to meet customers' requirements and needs.

These skills are further enhanced by the multiplicity of technical productive relations developed between enterprises: collaboration is favoured by the concentration of activities in the district and consolidated by the aggregation of various operators in associations.

Companies' capabilities



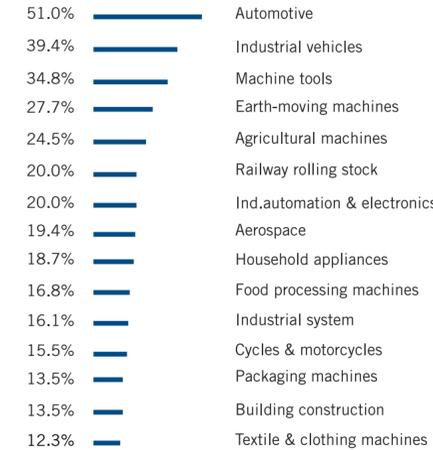
Response to a multitude of industrial needs

The technical subcontracting system in Piemonte can meet the production needs of a multitude of sectors and districts as a whole.

Local subcontractors mainly supply the field of transport vehicle production. This primary market is powered by the automotive sector: more than half of all the companies are involved into activities related to the production of cars, trucks and light commercial vehicles. Many companies are active in the production of motorcycles, railway rolling stock while others target the aerospace, nautical and shipbuilding sectors.

The market represented by machinery and production system manufacturers is equally significant: metalworking machine tools, agricultural machines, construction site machines, earth-moving machines, food-processing and packaging systems, textile industrial machines, robotics and industrial automation are target fields for a considerable number of Piemonte subcontractors.

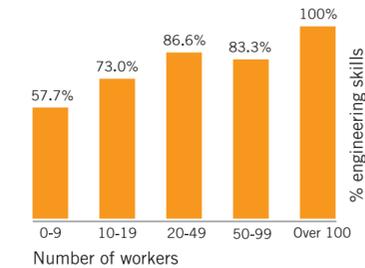
Industrial sectors



Engineering skills

Engineering skills are widespread, with approximately 70% of the local companies offering both competences and resources to customers. In-house engineering skills are extensively present in medium enterprises, which are the most active on the international marketplace. Many foreign buyers, in fact, outsource engineering skills to specialised companies in Piemonte.

Companies with engineering skills Breakdown by number of workers



International presence

60% of technical subcontracting SMEs in Piemonte work for foreign customers on a regular basis.

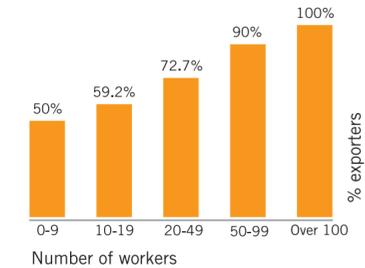
Piemonte companies are successfully operating in countries characterised by the presence of technologically advanced industries and where customers require more selective suppliers' qualification processes.

France and Germany are the most significant foreign markets for number of presences: over 60% of exporters count French and German industries among their customers.

Countries which have recently become EU members are important target markets for 44.2% of exporters. 14% operates with the USA, while 9.5% with Brazil.

Moreover, the capability to respond to big suppliers' requirements allows 7.4% of Piemonte subcontractors to find opportunities in China and India, where industry is growing at fast rate.

Exporting subcontracting companies Breakdown by number of workers



Quality based exports

The target sectors of Piemonte subcontractors and the nature of the international markets on which they focus on prove the high competitive level and qualification of the local supply.

Customers demand overall reliability, service skills and, in many cases, the vocation to become an innovative partner from exporters, in addition to product quality.

One of the characterising factors of Piemonte's offer derives from the companies' disposition to apply and certify Quality Assurance Systems: 75% of exporters implement an ISO 9000/Vision 2000 compliant (or equivalent) Quality System certified by accredited bodies. Another 10% adopts a Quality Manual in all cases.

Over 25% of subcontractors also have more specific certifications, related to the working field (UNI EN ISO 3834 - welding; UNI EN 1585 - welding of railway vehicles; UNI ES ISO 14000 - environment).

Investment & Innovation

49% of the regional subcontracting companies undergo significant investment programmes. Besides the expenditure directed to enhance a major degree of productivity and efficiency, companies invest in innovation for products, quality and reliability, indispensable to compete on global markets and to guarantee productions.

In particular, enterprises active in the metal-mechanic, rubber and plastics fields that have a higher propensity to invest, are immediately followed by those operating for the electro-mechanic and electronic sectors.

Investments goals

