

全球法律服务论坛

暨首届V&T Alliance联盟大会

12.7 9:00-18:00

深圳四季酒店

论坛倒计时



论坛主题三：

国内企业在欧洲资本市场中的新机会

New opportunities for domestic companies in European capital markets



参会席位有限(仅100名)

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Donato Nitti毕业于法律系（佛罗伦萨大学，1994年）。他拥有欧洲联盟比较私法和私法博士学位。

The Opportunity

- There is a huge amount of liquidity searching for investments. Stock markets are at their maximum heights so investing in stocks is extremely risky at present.
- The bond market rates are very low if not negative.
- The new trend in Europe is direct investments in private owned companies, especially SMEs
- The scenario for this kind of investments is extremely favourable now as:
 - The access to traditional banking financing is restricted
 - Sound companies have good opportunity for growth in international markets but need equity



The Italian tax system: complexity vs. opportunity

- Italy has a complex and articulated tax system that requires a highly specialized advice.
- However, the Italian tax system also offers some interesting opportunities for international investors or individuals, such as, just for example:
 - Italy's resident non-domiciled package including flat tax covering all foreign incomes applicable to High Net Worth individual who decide to move their residence in Italy and the attractive procedure to obtain the so-called Investor's Visa.
 - strong tax relief on the incomes of skilled workers who decide to work in Italy moving their fiscal residence in the Country (so-called regime of "attraction of international talents")
 - tax credit regime for R&D expenses incurred in Italy, even if commissioned by foreign companies belonging to the same group.
 - legislation specifically designed to encourage the creation and development of innovative start-up companies in the country as well as to attract foreign direct investment.



Industries

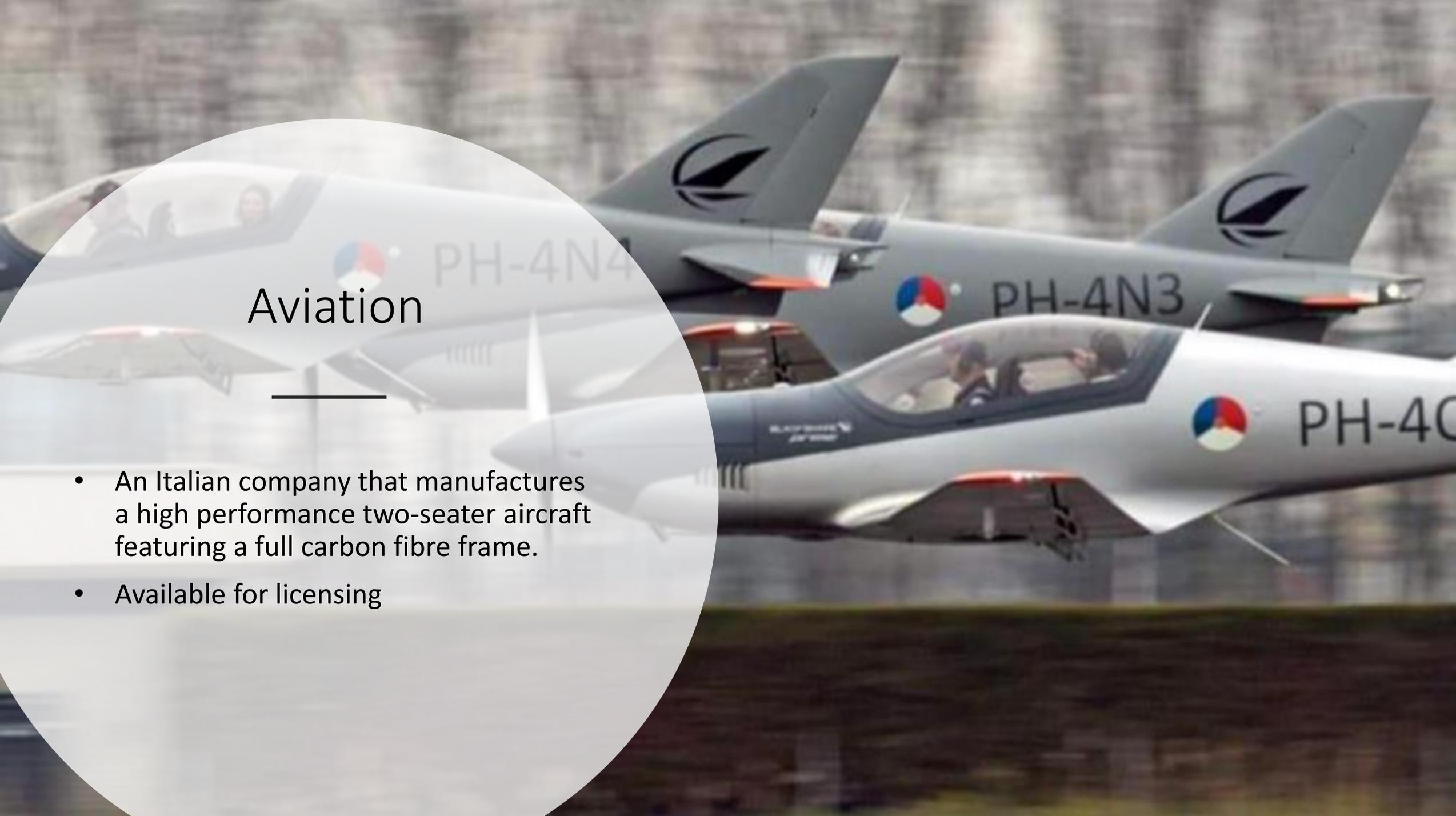
- Aviation
- Cruise lines
- Design & Fashion
- Environmental
- Food & Beverage
- IoT
- Oil & Gas
- Pharmaceutical
- Railway
- Real Estate & Tourism





Automotive & Railway

- Several companies in the railway industry
- From small to medium enterprises
- Available for licensing, joint ventures, M&A

The background image shows three sleek, grey and blue two-seater aircraft flying in formation. Each aircraft has a circular logo on its tail and fuselage, and a registration number. The aircraft in the foreground is labeled PH-4C, the middle one PH-4N3, and the one behind it PH-4N4. The aircraft are flying over a green field with a stone wall in the background.

Aviation

- An Italian company that manufactures a high performance two-seater aircraft featuring a full carbon fibre frame.
- Available for licensing



Cruise lines

- Italian company available for joint ventures:

- Interior design
- Supplier of flooring and coverings and bath furniture
- Production of fabrics, carpets and curtains
- Production of customised and made-to-measure furnishings
- Project management
- Turnkey hotel service



Design & Fashion

1. **Accessories for fashion**, yearly 2019 turnover 10 million, forecasted 2020 turnover 15 million, 2019 EBITDA 10%, forecasted 2020 EBITDA 12/15% Willing to consider new investors. Estimated company value 7,5 million Euro.
2. **Luxury interior design** Willing to consider new investors. Estimated company value 10 million Euro



Environmental & Chemical

- Chemical company that produces **fluorine-elastomers**, Estimated Value 50 million;
- Chemical company that produces **calcium aluminate cement**, Estimated Value 100 million;
- Chemical company that produces **ink for digital printing on fabric**, Estimated Value 50 million;

Internet of Things

- A startup company managing data streams via blockchain
- Big clients in Italy
- Value 4 million euro
- Willing to consider new investors or a technology licensing agreement



Food & Beverage

- Wineries
- Companies valued from 2 million to 150 million Euro
- Available to sell properties, or to sell business without real estate, or to joint venture for distribution and so on



Oil & Gas

- EPCC (Engineering, Procurement, Construction, Commissioning) solution provider, evolving from the design of turbomachinery control systems to the development of cutting-edge solutions for the oil and gas, petrochemical, refinery and power generation industries, completing thousands of engineering and installation projects worldwide
- Willing to sell or consider new investors



Mechanical

- Mechanical company that produces valves, pumps and cylinders for motion control (non-oil & gas), Estimated Value: 150 million

Pharmaceutical

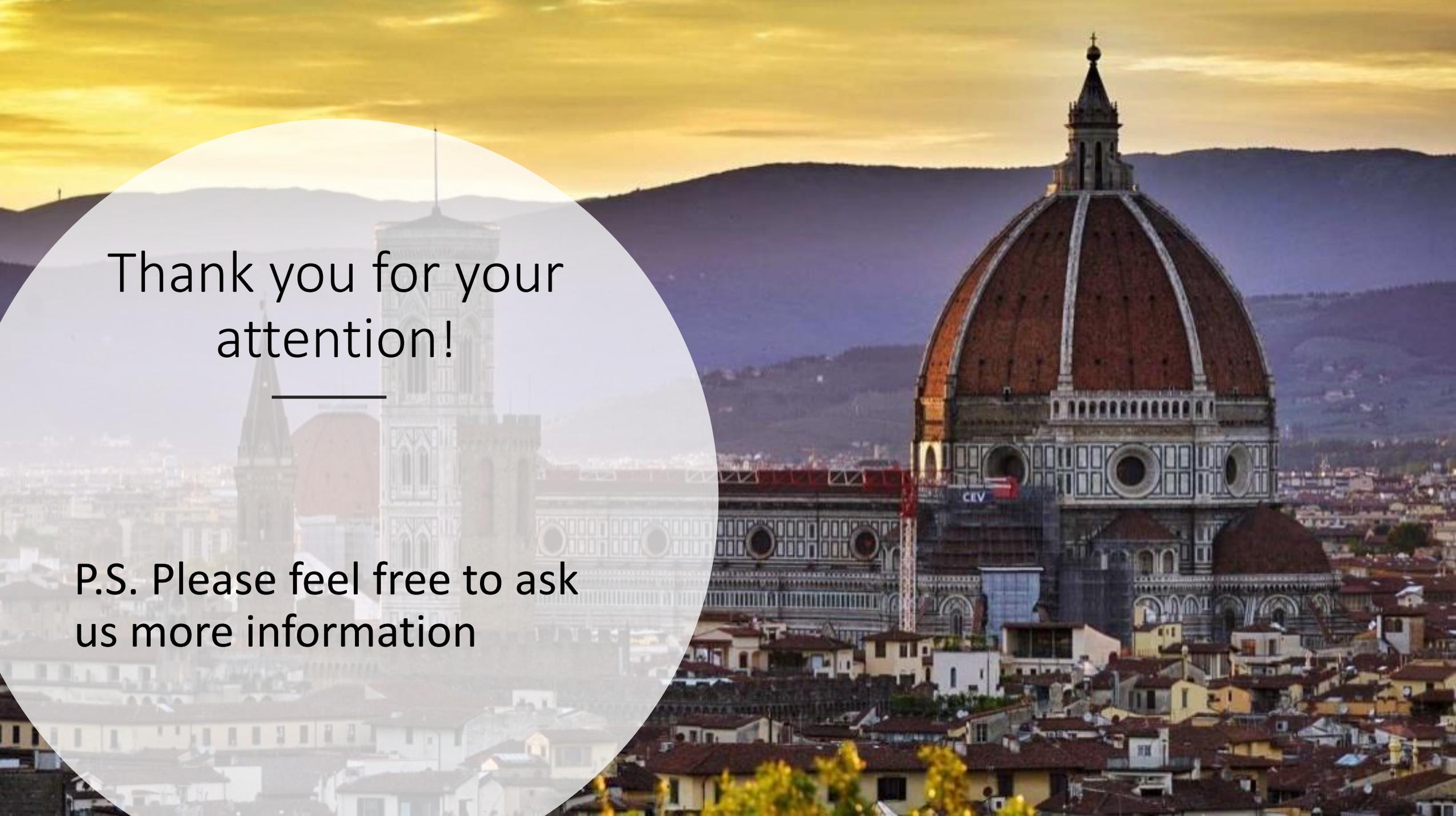


- Major pharmaceutical company
- Available to commercial partnerships



Real Estate & Tourism

- **Real Estate company** owned by an Italian top bank
 - 1) They are willing to sell assets all over Italy (e.g. historical buildings, wineries, commercial buildings, residential buildings, etc.)
 - 2) They are developing an on-line platform to sell assets in China
- Several **Hotels** (e.g., 70 rooms in Rome, 50 rooms in Florence, 70 rooms and spa facilities in Sicily)
- An amazing **historical building** in Florence, 6.000 sq. meters, Estimated value: 30M €
- 70 **seaside apartments** in Southern Italy



Thank you for your
attention!

P.S. Please feel free to ask
us more information