



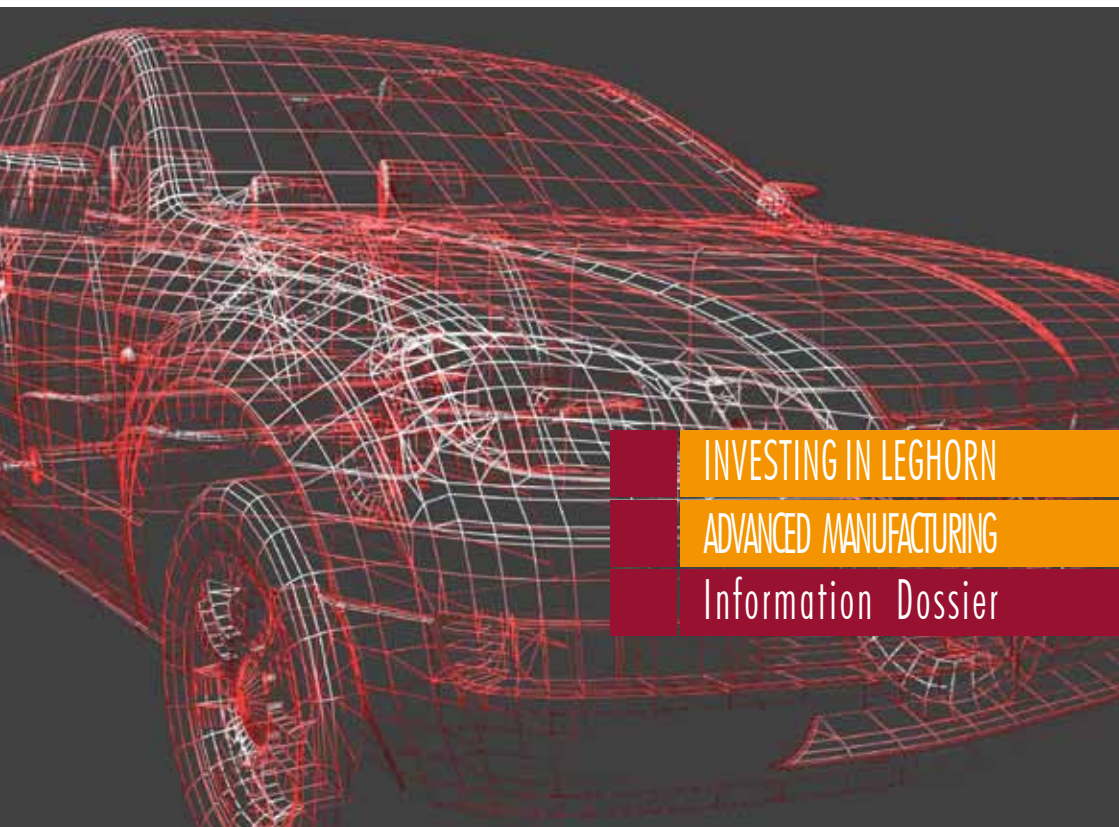
COMUNE DI
LIVORNO



Livorno
Smartcity
Informazione, partecipazione, sviluppo



invest in tuscany



INVESTING IN LEGHORN

ADVANCED MANUFACTURING

Information Dossier



BUILD

BUSINESS INNOVATION LIVORNO DEVELOPMENT



Regione Toscana



REPUBBLICA ITALIANA



UNIONE EUROPEA
2007-2013

Le ali alle tue idee

Operation financed in compliance with PORCREO FESR 2007-2013

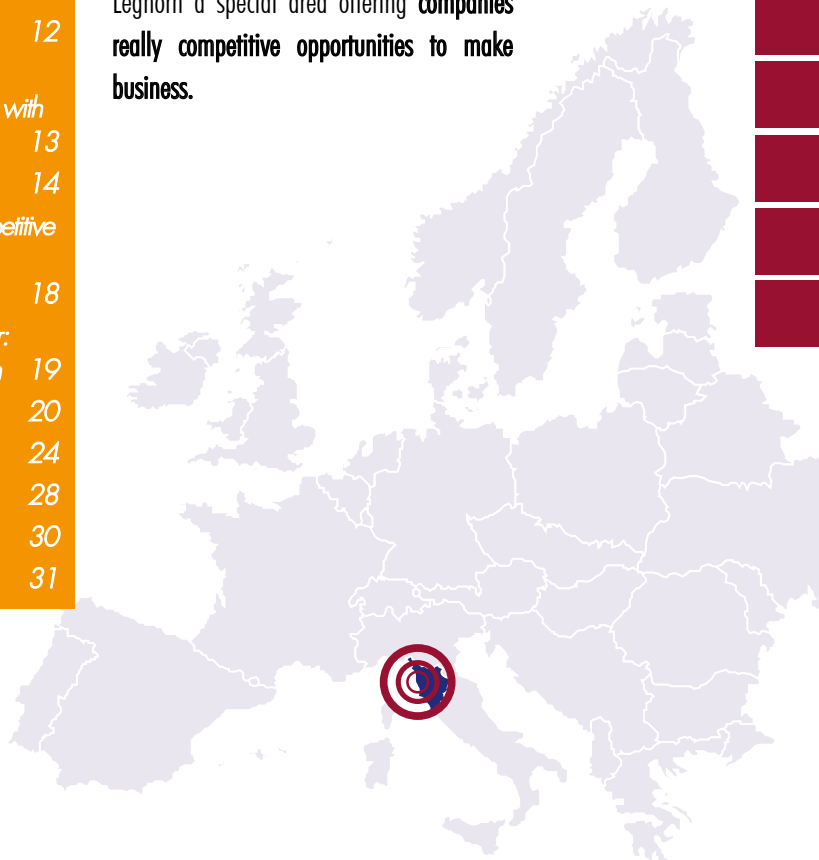
1. Why investing in Leghorn?

Leghorn is a local economy focussing on development and on the needs of enterprises intending to settle down for both production and R&D facilities.

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Leghorn offers companies specific location advantages.

The presence of **logistic and infrastructural assets, widespread and highly qualified professional skills, qualified services, limited investment costs** (really competitive and interesting for anyone intending to settle down in innovative territorial contexts), make Leghorn a special area offering **companies really competitive opportunities to make business**.



Leghorn has always been a place open to foreign investors. It is located in a region, Tuscany, ranking first among the Southern Europe regions in terms of Direct Investment Attraction, in accordance with the classical "FDI - European Cities and Regions of the Future Rankings", drawn up in an independent way by "FDI magazine" every two years; data and information about di 468 locations are compared, including European cities and regions.

Tuscany conquered very good positions in other categories, too: second-best South-European for investment allocations; fifth middle-sized European region for investment attraction strategies; tenth region for investment locations.

8 GOOD REASONS TO INVEST IN LEGHORN

Geographical position with great logistic interest in the Mediterranean, between North and Centre-South of Italy

Area located in a regional context with high standard of living

Very good infrastructures and integrated logistic system

Qualified Universities and Specialised Research Centres

Competitive and exhaustive settlement offer

Industrial vocation and tradition

Local availability of specialised labour



2. Accessibility and optimal infrastructures

Leghorn is in Tuscany, the centre of Italy, on the Tyrrhenian coast of the Italian Peninsula (Genoa-Rome). Its pivotal geographical position is provided with very good infrastructures:

- **road network:** A12 to Genoa, A11 and trunk road SGC Florence/Pisa/Leghorn linked with A1;
- **railway network:** Tyrrhenian line Genoa-Rome; central line Milan-Naples with Florence connection.
High-speed trains.
- **Galileo Galilei Airport in Pisa**
(18 km away).

PORT OF LEGHORN

90 berths, 12,000 linear metres of docks, areas of 2,500,000 sq. m ashore; stores for 56,500 sq. m in state-owned areas; annual handling of almost 30 million tons (goods); about 3 million passengers, including about 1 million cruise passengers

GALEO GALILEI AIRPORT IN PISA

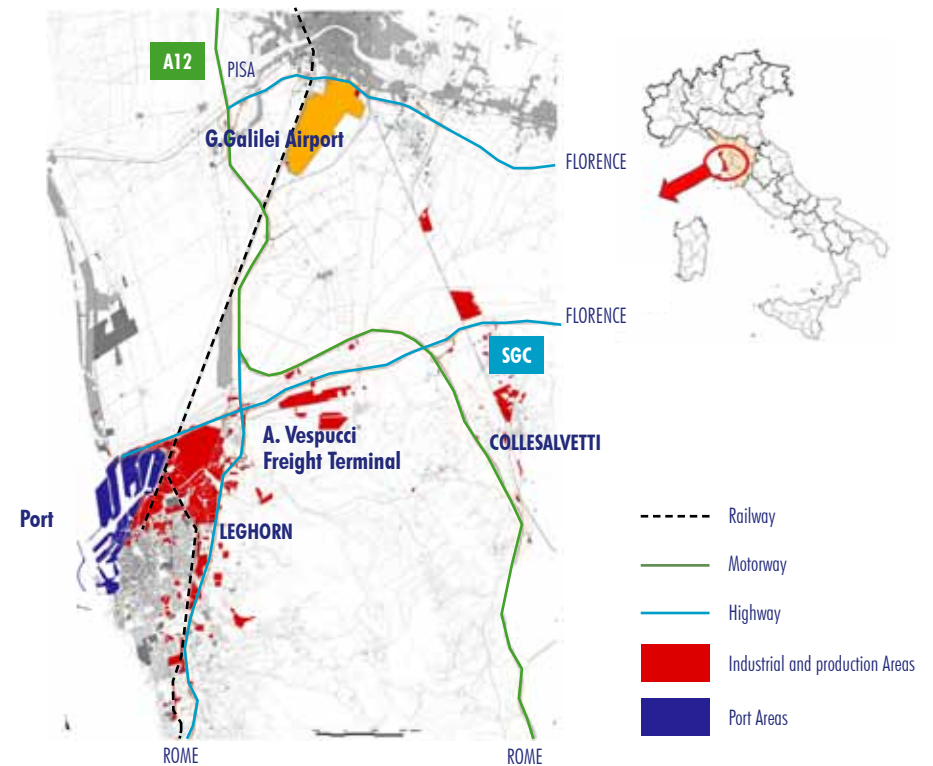
One of the most developed airports in Italy: Regional Connecting Point; 3000 m landing strip; 17 airliners; about 4.5 million passengers; over 7,000 tons of goods traffic (mail included)

The Port of Leghorn is the **sixth Italian trade port**, ranking first in Tuscany.

Containers are mainly shipped to other ports in the Mediterranean (Barcelona, Valencia) and to the North America direction (USA and Canada).

FREIGHT TERMINAL

Area of 2,800,000 sq. m, with 324,500 sq. m of stores, and provided with all the main logistic and industrial services.



Journey time to reach Leghorn:

- > from **Florence**: 1 hour and 20 minutes by train; 50 minutes by car
- > from **Rome – Florence**: 1 hour and 30 minutes by train;
2 hours and 50 minutes by car;
- > from **Milan – Florence**: 1 hour and 40 minutes by train;
3 hours and 10 minutes by car;
- > from **Pisa Airport**: 20 minutes by car; direct flights with the main European cities and the airport hubs for Intercontinental connections.

3. High Standard of Living

Leghorn is a seaside city with old traditions.

Historically, thanks to its port, it is a multicultural and open meeting place, with a solid social cohesion giving rise to a widespread high standard of living.

Today, it is the **second industrial and trade centre in Tuscany, and it is the seat of the Italian Naval Academy.**



Leghorn is also a pleasant place for living, for its naturalistic, environmental context (Park of the Leghorn Hills; Park of the Tuscan Archipelago; Mediterranean Museum of Natural History; Aquarium), and for its mild climate for most of the year.



This City is close to the main Tuscan historical and artistic centres (Pisa, Volterra, Florence), and gave birth to great artists such as Amedeo Modigliani and Giovanni Fattori (Fattori Museum).



Leghorn **ranks as 30th among all the Italian provinces** in terms of standard of living.

Estimates of **social services and resources available in leisure time** are very good, with special reference to the **broadband coverage index**, one of best in Italy.

Overall Position			31				
BUSINESS & LABOUR		total	33	SERVICES & ENVIRONMENT		total	17
Registered enterprises per 100 inhabitants, Sept. 2013		70		Infrastructures (Tagliacarne) - 2012		23	
% jobs for total deposits - 2012		11		Legambiente Index - 2012		39	
Bankrupts per 1,000 registered enterprises - Sept. 2013		24		Climate Index (degree diff. maxT - minT) - 2012/13		30	
% export share by GDP - 2012		45		Health: hospital migration rate - 2012		41	
% Women Employment - 2012		47		Nursery school acquisition index - 2011		13	
Innovative Start up per 10,000 youth - Oct. 2013		43		Civil suit disposal index — 1st half-year 2012		50	
LAW AND ORDER		total	41	LEISURE TIME		total	18
Bag-snatching/pickpocketing/armed robbery x 100,000 inhabitants - 2012		84		Bookshops x 100,000 inhabitants - Sept. 2013		60	
Burglaries per 100,000 inhabitants - 2012		70		Cinemas x 100,000 inhabitants - Sept. 2013		9	
Car thefts per 100,000 inhabitants - 2012		29		Restaurants and coffee bars per 100,000 inhabitants - Sept. 2013		12	
Extortions per 100,000 inhabitants - 2012		9		Broadband Coverage Index - 2013		11	
IT frauds/cheats per 100,000 inhabitants - 2012		67		Volunteers per 1,000 inhabitants - 2011		45	
Crime total variation index - 2008-2012		42		Sport index - August 2013		39	
POPULATION		total	80	STANDARD OF LIVING		total	48
Density: inhabitants/sq. km -2012		82		Added Value per capita - 2012 (Euro)		55	
Difference between registered and cancelled in the civil registry - 2012		20		Bank deposits per inhabitant - 2012 (Euro)		77	
Divorces and separations per 10,000 families - 2011 1012		101		Pension monthly average amount - 2012 (Euro)		10	
Population % variation in the people aged 0-29 2003/2012		39		Consumption expenditure per capita (2010-2012 % variation)		88	
University graduates by residence prova		91		Inflation % (families of workers and employees, using tobacco) - 2012		82	
Foreigners regularly residing per 100 inhabitants - 2012		59		House cost per sq. m - Sept. 2013 (Euro)		41	

Ranking of the Province of Leghorn taking into account several standard-of-living aspects (position with respect to other Italian provinces). Source: Il Sole 24 Ore - 2013.

4. Wide availability of qualified human resources

HIGH-SCHOOL GRADUATES

Higher education of youth living in the Leghorn area involves about **7.000** students yearly. Most of them go to either technical or scientific secondary schools (in general, technical education is either business or industrial oriented), about 40% each.

20% of youth prefers vocational training.

Istituto Tecnico Commerciale	A. VESPUCCI	83
Istituto Nautico	A. CAPPELLINI	48
Istituto Magistrale	A. PALLI	74
Istituto Tecnico Statale per Geometri	B. BUONTALENTI	101
Istituto Prof. Servizi Commerciali e Turistici	C. COLOMBO	79
Liceo Scientifico	F. ENRIQUES	227
Liceo Scientifico	F. CECIONI	174
Istituto Tecnico Industriale	G. GALILEI	232
Istituto Prof. per l'Industria e l'Artigianato	L. ORLANDO	62
Liceo Classico	NICCOLINI E GUERRAZZI	34
TOTAL GRADUATES		1.115

*Graduates in Leghorn schools by institute
Source: MIUR – School year 2011-2012*

UNIVERSITY GRADUATES

University education is widespread, giving the territory a wide and qualified range of engineers, graduates and PhDs in technical scientific subjects.

The university students in the Leghorn area were about **4.700** in 2012.

In the latest three academic years, in the Province of Leghorn, 500 Engineers graduated in different classes; industrial engineering and information engineering prevail.

University degree	Total
Ingegneria industriale	146
Ingegneria dell'informazione	64
Specialistiche in ingegneria gestionale	38
Specialistiche nelle scienze della difesa e sicurezza	30
Scienze dell'architettura e dell'ingegneria edile	28
Ingegneria civile e ambientale	23
Specialistiche in architettura e ingegneria edile	20
Specialistiche in ingegneria delle telecomunicazioni	20
Scienze della difesa e della sicurezza	19
Specialistiche in ingegneria informatica	19
Specialistiche in ingegneria aerospaziale e astronautica	14
Specialistiche in ingegneria elettronica	14
Specialistiche in ingegneria biomedica	13
Specialistiche in ingegneria chimica	13
Specialistiche in ingegneria meccanica	7
Ingegneria dei sistemi edili	4
Specialistiche in ingegneria civile	3
Specialistiche in ingegneria dell'automazione	3
Other	22
TOTAL	500

Engineers graduated in the Province of Leghorn, by subjects, in the latest three years. Source: MIUR - Academic years 2009- 2010; 2010-2011; 2011-2012.

SPECIALISED TECHNICIANS AND WORKERS

Unlike many mature and service-oriented contexts, Leghorn is a place where “it is still possible to make industry”, and thus, it is the ideal location for locating enterprises in need of specialised technicians and workers.

Specialised production are: mechanics, plant design, chemicals, shipbuilding, ICT-Hi Tech, planning.

Type of workers	19-25	26-34	35-44	45-54	55+	Total
Craftsmen, specialised metalworkers, installers and maintenance technicians for electrical and electronic equipment	63	195	365	422	261	1306
Industrial plant operators; machinery operators	43	215	567	580	415	18201
Professionals and technicians in the scientific, engineering and production fields	279	620	891	445	258	2493
Total specialised workers and technicians	385	1030	1823	1447	934	5619

Potentially available specialised professionals. The aforesaid qualifications have been assigned on the basis of certificates. Source: Province of Leghorn – Employment Centre – Update: 30/11/2013.

COMPETITIVE LABOUR COSTS

Labour costs in Leghorn and Tuscany are moderate; they exceed 100,000 dollars yearly just for the factory manager and other managers (production and quality control). Technician costs are under 50,000 dollars, while specialised workers are paid just more than 40.000. Engaging an engineer will cost just 56,467 dollars a year.

Qualification	Remuneration	Further costs	Total
Production Manager	91.191	26.545	117.737
Production Technician	37.108	10.802	47.911
Quality Control Manager	84.897	24.713	109.611
Specialised Worker	32.919	9.582	42.502
Quality Control Technician	38.680	11.259	49.940
Non-specialised Worker	20.418	5.943	26.361
Factory Manager	154.841	45.074	199.915
Engineer	43.735	12.731	56.467

Comparison of annual labour costs for a factory manufacturing car accessories in Tuscany and in Leghorn, 2013 (US\$).

Labour costs are quite competitive in Leghorn as well as Tuscany and Italy, in general, just in the industrial field (specialised workers, technicians and engineers), while personnel is highly trained and productive, no less than in regions or countries where costs of technical human resources are almost twice as much, as in Germany.

5. Territory with industrial vocation: competitiveness key factors

Leghorn hosts a complex and dense SME system with over **15,000 registered enterprises**, fostered also by the **entrepreneurial force of new clusters (hi-tech ICT, Green Economy)**.

Above all, **big national or multinational companies** are rooted here, many of which are **leaders in their market segments**.

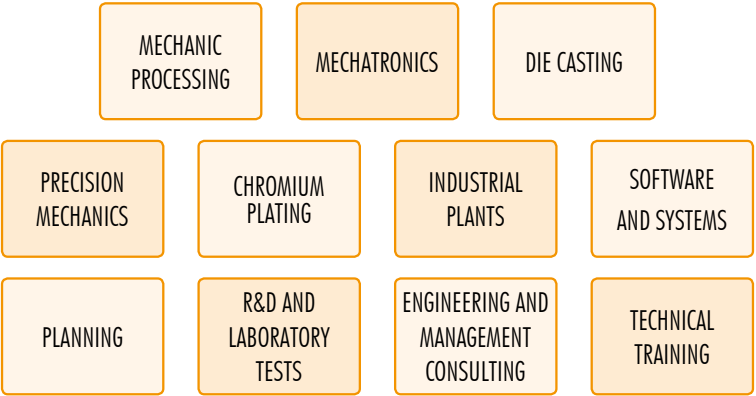
Apart from offering specific important assets such as human resources and well-equipped areas, in the Leghorn territory the two **key factors of competitiveness** are as follows:

- a) development of the local supply chain through enterprise framework and qualified supply of services and productions, which can meet the local supply needs of an auto parts factory;
- b) competitive level of production and management costs for a factory in this sector.

a) LOCAL SUPPLY CHAIN

The figure shows us a few examples of local productions and specialisations, which can be interesting for satellite activities, and for the local supply chain for an auto parts factory.

LOCAL SUPPLIERS: PROCESSING AND SPECIFIC AUTO PARTS SERVICES



b) COMPETITIVE MANAGEMENT AND PRODUCTION COSTS FOR AN AUTO PARTS FACTORY

Leghorn is the ideal location for industrial investments in the Tuscan framework. Tuscany is quite competitive in terms of production and management costs, for middle-sized factories, in several types of manufactures. Example of Tuscany's operating cost advantages for an auto parts medium-sized factory (year 2013; source: Tuscany Region) below. Cost differences may be remarkable, about 30/40%, when comparison is made with highly-developed European regions or areas, such as the Lyon and Stuttgart areas. One element remarkably influencing the difference in favour of Leghorn is labour cost, which is actually lower in the Tuscan context (see section 4 for labour cost details).

Location	Total Costs	Labour Costs	Real Estate Costs	Utilities Costs
Tuscany	20.580.099	15.784.739	4.404.480	390.880
Lyon	26.258.901	20.213.010	5.656.623	389.267
Stuttgart	31.119.339	25.372.099	5.181.074	566.164

Comparison of operating costs for an auto parts factory – Tuscany/Lyon/Stuttgart – year 2013 (US\$). Source: Tuscany Region.



6. Factories and employees in the manufacturing sector

The Leghorn area includes **over 200 factories with over 3,000 employees** operating in manufacturing sectors linked with (or alike) auto parts (metal products, machinery, electronic and precision instruments and devices, motor vehicles and other means of transport).

A remarkable portion of those factories can be regarded as hi-tech: this category includes mechanical units, instrument manufacturing, and top technological components. Moreover, the supply of engineering, ICT and R&D services is really special, represented by centres of excellence as well as a framework of small-sized high-tech enterprises (almost 100 local units in the Leghorn province in the service and manufacturing sectors), including facilities for industrial and engineering companies.

	<i>Factories</i>	<i>Employees</i>
Food & Beverage	148	779
Fashion	50	113
Wood & Furniture	60	253
Paper & Publishing	46	183
Chemicals	36	607
Non-Metal-Bearing Minerals	39	325
Metal Products	146	1190
Electronic, Optical, Electromedical and Precision Instruments	7	29
Devices and Machinery	34	374
Motor Vehicles	12	1542
Other Means of Transport	17	326
Altro manifatturiero	275	1193
Other Manufacturing Industries	870	6914
Total Economy	13920	48680

Employees and factories in the manufacturing sector – Leghorn area - Year 2011.

Source: our processing, from ISTAT data.

7. Incentives and opportunities for enterprises: Leghorn is an area with a complex crisis

The regulations on the *complex industrial crisis areas* acknowledged by the Ministry of Economic Development are meant to support the competitiveness of the Italian production system, attracting new investments for safeguarding employment.

Tuscany Region has been operating to include Leghorn in the Italian complex crisis areas, with the purpose of carrying out projects of industrial conversion and redevelopment, in order to promote:

- production investments — for innovation, too;
- redevelopment of the areas in question;
- human resource training;
- conversion of industrial areas disused;
- environmental recovery and energy efficiency improvement of sites;
- infrastructures meant to support actions.



8. Company Cluster

Leghorn is characterised by several well-structured manufacturing sectors. In particular, mechanics and automotive are specifically important specialisations.

Since the seventies, automotive companies have been concentrating in the Leghorn area, to such an extent that this place has become the **most important production centre in Tuscany** (in 2010, 37% of workers in the Tuscan Motor Vehicle Manufacturing segment operates in the Leghorn area: about 2,400 out of the total of 6,300 - source: IRPET). This centre is also among the most important ones in Italy.



Thanks to its specialisation, the Leghorn area is one of the major automotive concentrations in Italy (after Piedmont, Emilia Romagna, as well as a few clusters in some Central Italy territories - Abruzzo, Lazio and Molise).

The main companies in the Leghorn area by number of employees and turnover are as follows:



Company Name: MAGNA CLOSURES
Corporate Designation: Joint-stock company
Address: 101, VIA FRANCIA
Post Code: 57014
Municipality: COLLESALVETTI, LEGHORN
Employees: 594
Line of business: Manufacturing of locks, hinges and hardware alike
Website: www.magna.com/capabilities/closuresystems/product-services/european-testing-center

Magna is one of the most exhaustive automotive suppliers in the world. It operates in three different zones — North America, Europe and the rest of the world (Asia, South America and Africa). It designs, manufactures, produces and assembles automotive components and modules. It engineers and assembles complete vehicles; it produces original equipment (OEM) for cars and light vehicles. Magna has over 60,000 co-workers and a turnover exceeding 10 billion dollars in the world; it ranks as 2nd in the world in terms of automotive turnover. In Italy, Magna Closures S.p.A. is located in Guasticce, Leghorn. The Magna factory relies on 594 employees and produces a turnover of about 80 million euros. About 6 million locks a year are manufactured in the Italian factory, for the main car groups in the world.



Company Name: PIERBURG PUMP TECHNOLOGY ITALY
Corporate Designation: Joint-stock company
Address: 12, VIA SALVATORE ORLANDO
Post Code: 57123
Municipality: LEGHORN
Employees: about 270 (150 permanent)
Line of business: Manufacturing of water and oil pumps, automotive instruments
Website: www.kspg.com/divisionen/mechatronics/pierburg

Pierburg was established in 1909 in Berlin and immediately specialised in the manufacturing of carburetors; soon it actually became the only supplier of all German car manufacturers and of many international car manufacturers. Through the development of new engine generations, Pierburg specialised in the supply of technologically advanced parts. In the Leghorn area, Pierburg is the heir of Motofides, a historical presence in the seventies. Today it is one of the most active companies in the area, diversifying production, and working for several customers such as Fiat, Renault and Ford. World leader in the car sector, Pierburg manufactures parts for supply, emission control, electric fuel pumps, valves and parts for motor injection and electronic management. Pierburg developed an R&D centre, designing and manufacturing its products by closely collaborating with the main car manufacturers, in order to reduce emissions and consumptions.



Company Name: CONTINENTAL AUTOMOTIVE ITALY

Corporate Designation: Joint-stock company

Address: STATE HIGHWAY 206, KM 28

Post Code: 56043

Municipality: FAUGLIA, Pisa

Employees: about 500 (900 including the factory in San Piero a Grado, Pisa)

Line of business: Manufacturing of electric and electronic equipment for motor vehicles

Website: www.conti-online.com

Though Continental factories are outside the Leghorn area, this company is another important part of the local automotive sector.

Continental manufactures injection systems for petrol engines.

Almost the whole Continental product is for export; its customers, the main car houses, are all over the world (Volkswagen, Audi, BMW, Ford, Porsche, Mercedes, Opel, General Motors and Renault).

R&D is very important for this company, which collaborates with the Engineering Department of the University of Pisa and Centre 12 Innovation Centre, above all. It is also in touch with many students from the Scuola Normale Superiore, Pisa, and the Scuola Superiore Sant'Anna, Pisa.



R&D IN MECHANICS



Company Name: COMPOLAB ADVANCED R&D

Corporate Designation: Limited liability company

Address: 53, Via dell'Artigianato

Post Code: 57100

Municipality: LEGHORN

Activities: Engeneering, planning, modelling and calculation for the mechanical industry

Website: www.compolab.it

Compolab is a new Leghorn company located in the Picchianti production area.

It focuses on innovation, product and process development, as well as transfer of technical and scientific know-how for big companies, industrial groups, and small and medium-sized enterprise.

Thanks to its technical and multidisciplinary expertise, Compolab carries out industrial research projects, or starts operating during the several development stages of new project ideas.

CAD planning, Finite Element Method planning and calculation, fluid dynamic planning services, and 3D tolerance check and calculation are some of its main activities.

As of July 2011, Tuscany Region has appointed Compolab Srl Manager of the Mechanics Innovation Regional Centre: Centre 12.



9. CARS 2020: for a strong, competitive and sustainable European car industry

Through the **CARS 2020 Action Plan for sustainable car industry**, the **European Commission** says automotive industry and auto components sector are one of the strategic elements of the European production-economic system, and one of the primary investment fields in terms of international competition challenges, which the companies in the sector – and in the related supply chain – have to face to keep and possibly develop their world leadership.

For both its special skills and its international innovation and research centre network, Leghorn offers all actors a proactive and competitive context for facing the challenges

through investments and by adjusting the current productive capacity, as the European Commission says, elaborating new methods of production and ensuring further sources of raw materials, which have to be used in a more efficient way; and new clusters and entrepreneurial models will have to be developed.

In this respect, the local Leghorn system offers a well-structured settlement offer which is really favourable for local companies intending to make settlement investments in their territory.



10. Leghorn as the new car frontier: Renewable Energy Generation



GREENGO Electric car planning and trading: a concentrate of technology.

The mission is fostering a new urban mobility: eco-friendly, low-cost and sustainable.

iCarO takes advantage of an “eco-efficient recharge system” for the urban context, integrating renewable source generation with lithium-technology accumulation, with the purpose of managing car recharge in a smart way, ensuring ever lower costs, in terms of environment, too.

- 100 km with less than 1 euro;
- free access to city-centre, restricted traffic areas, and pedestrian areas;
- blue-stripe free parking in many Italian municipalities;
- no car tax;
- 50% off insurance fee;
- always operating, even when traffic is stopped for pollution reasons;
- over 3,000 euros off use costs (per year) with respect to a petrol city-car.



Paragone citycar elettrica vs benzina	iCarO	CityCar benzina
Costo medio kWh e lt benzina	€ 0,24	€ 1,78
Consumo medio kWh/km e lt/km	0,0176	0,047
Percorrenza giornaliera km	60	60
Costo medio "Lubrificazione" giorno	€ 0,83	€ 7,28
Giorni 300 anno	365	365
Costo medio carburante per 21.900 km	€ 383,75	€ 2.426,47
Bollo Anno*	€ -	€ 113,00
Assicurazione PC anno	€ 310,00	€ 796,00
Manutenzione anno (filtri, olio, tagliandi)	€ 75,00	€ 200,00
Costo annuale medio annuo	€ 727,75	€ 3.641,47
Esclusive iCarO		
Assistenza stradale	€ -	€ 100
Assicurazione furto e incendio	€ -	€ 200
Il pieno di vantaggi iCarO	€ 727,75	€ 4.041,47

*Servizio elettrico fornito per i giorni 365



iCarO uses the best and most innovative technologies in the world market: generation II BMS, braking energy recovery system increasing urban endurance, and the exclusive Visual Tracker for georeference and remote car assistance.

iCarO is the first electric car monitored by the Operations Centre.

11. R&D and Innovation

Hi-tech ICT in the Leghorn area is remarkable and widespread, taking advantage of a series of favourable conditions: integration with local and regional specialised productions, the ability of creating networks, the nearby Universities and Innovation & Research Centres, availability of qualified resources originating from the school and university structures in the territory.

The Universities of the academic centre of Pisa, owing to the conurbation with Leghorn, are actually integral part of the Leghorn territory; many students and researchers actually live in the Leghorn area:



UNIVERSITY OF PISA

- teaching/research staff 1,900
- students 49,500
- graduates 6,750

The **University of Pisa** is one of the oldest and most prestigious Italian universities; it is very important with

its 20 departments and 17 libraries available to students. **The first Italian Master's Degree in Information Science was done at the University of Pisa in 1969.** During the latest academic year, 58 A-level degree courses were carried out, and 66 B-level degree courses, with a number of graduates of about 7,000 a year.



SCUOLA SUPERIORE SANT'ANNA DI PISA

- teaching/research staff 62

The **Scuola Superiore Sant'Anna** is a university-level school with advanced course, and is located in Pisa. It is one

of the three Italian high schools with special statute acknowledged by the Ministry of Education. It is a public independent university, operating in the field of applied sciences such as Economic and Managerial Sciences and Industrial and Information Engineering.



SCUOLA NORMALE SUPERIORE DI PISA

- teaching/research staff 118

The **Scuola Normale Superiore di Pisa** is a public institution for university education, for students selected on the

basis of admission examinations living in a collegial system. Classes are conducted as seminars with connection of teaching and research, with the opening of international exchanges, following the best model of European University Schools.

CENTRE 12 – MECHANICS CENTRE www.polo12.it



"Centre 12" is made up of a network of six centres of training, enterprise assistance, and technological transfer, supplying the entrepreneurial system of the mechanic sector with services for improving processes and products: testing, material experimentation, ICT planning, prototyping, technologic due diligence, benchmarking. The mechanical sector of 'Centre 12' includes automotive, rail and tram, aerospace, precision mechanics and robotic segments. In particular, the Centre provides:

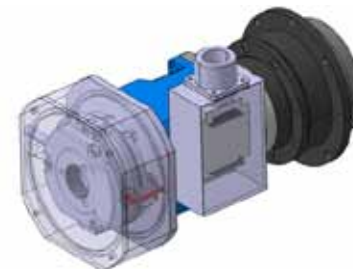
- progetti di fattibilità iniziale: fornitura di azioni di supporto initial feasibility projects: decision-making assistance from technological aspects to financial estimate, certification needs, marketing, market analysis (strategic marketing);
- development of products and processes, analysis, study and testing of materials and relevant treatments;
- intellectual property certification and protection;
- enterprise start-up support;
- marketing and internationalisation actions.

Partners:

- COMPOLAB Srl managing entity – Applied Mechanics R&D Centre (www.compolab.it)
- APEA SIENA - Provincial Agency for Energy, Environment and Sustainable Development (<http://www.apesa.siena.it>)
- CEQ - Excellence and Quality Centre – Research Centre in the leather and footwear sectors, furniture, textiles and engineering (www.ceq.it)

Centre 12 has 329 associated companies, 305 small/medium-sized enterprises and 24 big companies, including the ones below:

- Nuovo Pignone SpA
- AnsaldoBreda SpA
- Magna Closures SpA
- Continental Automotive Italy SpA
- Trigano SpA
- ECM SpA
- Pierburg Pump Technology Italy SpA
- TRW Automotive Italia Srl
- Prysmian Srl
- GKN Driveline Firenze SpA
- Selex Galileo SpA
- Targetti Sankey SpA Targetti Sankey Spa



- I2T3 - Industrial Innovation Through Technological Transfer - Technological transfer centre in the field of mathematical models and simulation for industrial applications (www.i2t3.unifi.it)
- PMD - Promo Design Srl – Advanced services for new product and new production process development (www.consorziopromodesign.it)
- PONT-TECH Srl - Pontedera & Technology. SME start-up, development and support research centre. (www.pont-tech.it)

CPTM — MAGONA TECHNOLOGICAL CENTRE www.polomagona.it

The Magona Technological Centre Consortium (CPTM) was founded in 1997, within the operation for recovering the industrial area



of Magona di Cecina, Leghorn. The municipalities of Cecina and Rosignano Marittimo, the Province of Leghorn, the University of Pisa and twenty private companies are part of the Consortium. The goal is promotion of technological research and transfer of innovation in all sectors of chemical engineering, processing industry, and material industry.

CPTM is part of the management bodies of four of the twelve regional Innovation Centres: PENTA — Sea Technology and Nautical Innovation Centre; PIERRE — Energy Saving and Renewable Energy Technology Innovation Centre; OTIR2020 — Tuscan Fashion Sector Research and Innovation Workshop; CENTO — Internal System Know-How Centre.

CPTM supports enterprises in terms of technological transfer and innovation, taking advantage of its know-how achieved over the years, by means of its chemical and material laboratories. For example, CPTM relies on advanced

equipment for carrying out structural analyses of plastic, metallic and compound materials. RINA (Registro Italiano Navale — Italian Register of Shipping) certification allows CPTM to carry out all the necessary tests for approval of materials used in the nautical field.

CPTM is able to host innovative start-ups in its Enterprise Incubator, acknowledged by Tuscany Region.

LOGISTIC SYSTEM UNIVERSITY CENTRE www.els.adm.unipi.it

Service Centre of the University of Pisa whose purpose is promoting and carrying out university level training, as well as scientific research development and innovation in the logistic sector. The Centre is financed and supported by the following bodies: the Municipality of Leghorn, the Province, the Chamber of Commerce, the Cassa di Risparmio Foundation, and the Port Authority of Leghorn. The Centre plays an interactive and mutual role between the University and the territorial system: without losing its international characteristics, the University is the driving force of a development process based on increasing the value of the peculiarities in the territory, thanks also to the establishment of a highly complex multifunctional service centre, capable of interacting with the main local socio-economic actors.



NAVACCHIO TECHNOLOGICAL CENTRE

www.polotecnologico.it



Navacchio Technological Centre is a generation II park meant to foster collaboration of enterprises and the research world.

Hi-tech ICT, Robotics, Biomedicine, Micro-electronics and Green Economy are the special subjects dealt with by the companies in the Centre, giving also added-value services to external firms reaching agreements with the structure, such as innovation start-up support, marketing and trade penetration support, organisation, training, spotting and support of possible investors, study and management of integrated projects meant for developing innovation activities, information about financing opportunities, enterprise system databases, and press office. Moreover, the Centre is a credited Training Agency. Of course, it is an important point of reference for all R&D projects in the sectors of the Centre itself.

MARINE ROBOTICS AND TECHNOLOGY RESEARCH CENTRE (SCOGLIO DELLA REGINA)

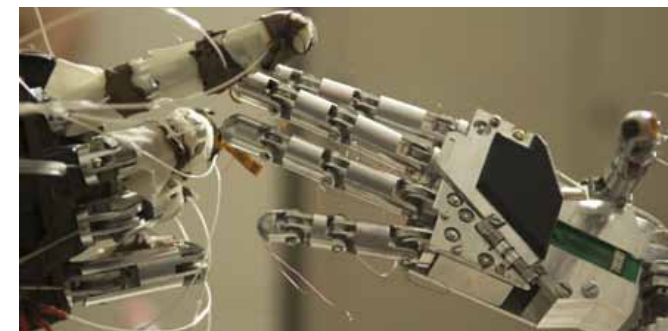
www.sssup.it

The new Research Centre in the field of Marine Technologies and Robotics originates from advanced robotics (ArtsLab) and micro/nanoengineering (CrimLab) laboratories of the Scuola Superiore



Sant'Anna, in the Sant'Anna Centre, Valdera of Pontedera (Pisa). The research themes developed in the Leghorn laboratory are about the specific "marine" sector and biorobotics, a branch analysing interactions and integration of the biological world and the world of machines and robots.

The highly experimental approach is meant for technological knowledge and innovation.



At present, the Centre is carrying out research for developing and implementing new marine robotics technologies, as well as marine robots for environmental monitoring (as happens with the "HydroNet" and "V-Fides" projects), or for other types of exploration and maintenance actions ("PoseiDRONE" project). Moreover, it is involved in projects for design and development of new biomimetic technologies (actuators, sensors, systems and other components), inspired by marine species and for marine applications (OCTOPUS and Octo-Prop projects).

1.2. Competitive Settlement Offer

In the advanced manufacturing sector, Tuscany Region and the Leghorn local system specifically rely on a highly qualified and privileged settlement offer, in order to support local companies' competitiveness, which may attract new enterprises.

In this development strategy, the local Leghorn system is able to provide specific settlement advantages, since it is located in the middle of a very interesting context, due to:

- an important and variegated production framework, with settlements of leading companies on the international level;
- a series of highly specialised skills;
- a system of excellent innovation and research centres.

Amerigo Vespucci Tuscan Freight Terminal

The A. Vespucci Freight Terminal is in the Guasticce area, municipality of Collesalveti; thanks to its location and potentialities, it is one of the most interesting areas on European level, for its state-of-the-art logistics. Located at the centre of the Tuscan coast platform, it is connected with the main national or international road networks, and is a hub with huge potentialities for the goods going to or arriving from Europe, Asia or America.

This Freight Terminal is regarded as an infrastructure of the Core network in the proposal of the Trans-European Transport Network Guidelines (TEN-T), as Rail-Road Terminal included in the intermodal centre of the Port of Leghorn.

On strategic level, the benefits envisioned would be possible thanks to a new European sub-corridor

DATA OF A. VESPUCCI FREIGHT TERMINAL

• Surface	2,800,000 sq.m
• Warehouses	324,500 sq.m
• Service areas	696,000 sq.m
• Railway terminal	126,000 sq.m.
• General services	142,000 sq.m
• Internal streets	15,000 m
• Green re-balancing areas	736,800 sq.m
• Green compensation areas	285,000 sq.m

connecting the Balkan Peninsula with the Iberian Peninsula through the logistic platform of central Italy (from the ports of La Spezia and Leghorn on one side to the port of Ancona on the other). At present, the A. Vespucci Freight Terminal has a surface of 2,800,000 sq.m., 324,500 of which destined to warehouses and 696,000 to service areas.



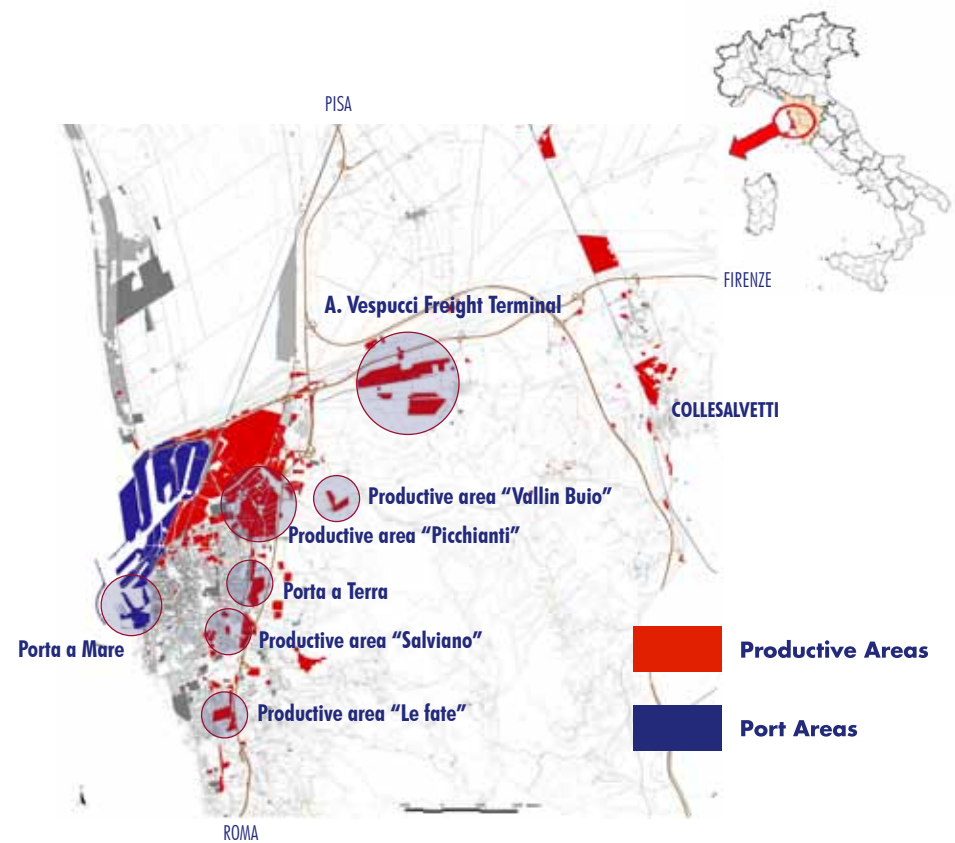
KEY ADVANTAGES:

- **direct connection** with national or international transport lines;
- closeness to and **connection with the port**;
- **competitive settlement costs** (development land with prices in the 100-150-euro/sq.m range, and exemption from all planning fees);
- well-equipped plots: **service areas and parking lots for private or public parking, optical fibres, electric booths for each plot and unlimited electric energy, industrial water pipe, video surveillance, fire system**;
- work start certificates immediately obtained through the Start-up Certified Notification;
- total **flexibility** in the **size and use of the plots**.



Industrial Areas

In terms of settlement, activities and investments in auto parts, in the Leghorn area it is possible to find a large and competitive offer for settlement in well-equipped and well-served industrial areas: **Picchianti, Salviano, Le Fate, Porta a Mare, Porta a Terra, Vallin Buio.**



Moreover, special service areas for manufacturing companies and with prestigious real estate properties are available: **Porta a Terra, Porta a Mare, Grotta delle Fate, Centro Foyer, Ex Borma.**

Real Estate Values

In relatively prestigious areas, too, Leghorn is quite competitive in terms of real estate (purchase and lease) costs of production, trade, managerial as well as residential buildings. Those costs are lower than in cities such as Florence and Milan, by 30/40%. Moreover, Leghorn’s optical fibre coverage is currently very good already, and with a middle-term perspective of further and remarkable extension. The major Italian telecommunication companies are actually investing in the coverage of the territory and the city with optical fibres: the Centre, Via dei Condotti Vecchi, Vallin Buio, Pian di Rota, Via della Padula, Vecchio Dazio, Ardenza, Calafuria as well as the Salviano area are just a few examples of the next extension of optical fibres in a city wishing to set the Italian wiring record (and not only Italian).

Real estate sale and lease values - Leghorn, Florence and Milan

Use / building type			Residential		Production		Trade
			Dwelling		Industrial premises		Warehouses
Leghorn	Market value	min	1750		530		670
		€/mq. max	2350		630		860
	Lease values	min	7,3		1,9		2,6
		€/mq. max	10,0		2,3		3,3
Florence	Market value	min	2700		800		900
		€/mq. max	3800		1400		1900
	Lease values	min	8,6		3,7		4,5
		€/mq. max	12,2		6,4		9,6
Milan	Market value	min	3300		850		900
		€/mq. max	4200		950		1100
	Lease values	min	9,2		4,6		4,5
		€/mq. max	11,6		5,2		5,8

Source: Real Estate Market Watchdog – Land Registry.

(*) The comparison was made on the basis of the homogeneity principle: as for data about residential structures, semi-central city areas were taken into consideration, while data on trade and production structures refer to production areas.

13. Facilities and Incentives

Leghorn provides a selected offer of grants for investors, supported by innovation and qualified employment incentives.

Local and regional, as well as national and European policies are conceived in the wake of that. Policies are rigorously monitored by institutional, local and regional operators taking care of spreading information via computer. Therefore, for an investor, it is very easy and it needs

Freight Terminal investment is awarded through an all-inclusive price relating to the purchase of plots. The investor will pay neither planning fees, nor the building contribution.

It is an important incentive taking into consideration local infrastructure level quality, the outcome of important investments meant for the development of an area whose vocation and main specialisation is within the logistics field.

0% PLANNING FEES +
0% BUILDING CONTRIBUTION =
0% ADDITIONAL CHARGES

a very short time to make sure whether it is possible to obtain remarkable incentives for the investment project, or anyway, for one's case. The whole regional context has the firm intention to be part of Programmes such as Horizon 2020 and Cosme.

Small but quite easily accessible incentives are:

- **R&D investment tax bonus** (Ministerial Decree – Ministry of Economic Development 23/10/2013, G.U. 21.01.2014, no. 16, giving tax credit for 35% and up to 200,000 euros to all the companies engaging technical and scientific qualified personnel, such as

doctors of philosophy and staff with technical or scientific masters);

- grants for registering patents (up to 30,000 euros) or their economic value increase (up to 80% of costs paid, until the maximum grant of 70,000 euros).

The Chamber of Commerce of Leghorn issues calls for enterprise contributions. Some of the most important ones for 2014: actions

to foster environmental and quality certification, as well as SOA accreditation, to grant contributions for purchasing and installing security systems, for participating in exhibitions and fairs, enterprise networks, to support SME investment programmes, and to support start-up firms.

The open competitions are available at: www.li.camcom.gov.it/promozione/bandi2014.



Web regional sources for seeking incentives in Leghorn

The first information source for a company intending to invest in Leghorn and seeking information about possible contributions is the **site of Tuscany**



Region, section **enterprise/calls for loans**:

www.regione.toscana.it/imprese/bandi-per-finanziamenti

Tuscany Region publishes an **Incentive Guide for enterprises** updated every two months; it is a precious information instrument to find out the right solutions in the opportunity 'jungle'.

Moreover, an **Online Guide of Open Calls** provides direct access to single calls for incentives and co-financing to companies; the calls in questions are those issued by the Region, the State and Europe, they are open and expiring soon, in the various sectors.

Moreover, the guide includes **tax reliefs, benefits for engaging workers, and the simplifications introduced by the Government for enterprises**.

Tax reliefs and measures for enterprise simplifications are independent loan sections.

Therefore, the interesting pages are as follows:

- **Sections dedicated to enterprises and jobs**

www.regione.toscana.it/imprese

www.regione.toscana.it/imprese/lavoro-e-formazione

- **Section dedicated to calls**

www.regione.toscana.it/imprese/bandi-per-finanziamenti

www.regione.toscana.it/bandi-europei

- **Section dedicated to investment attraction**

Tuscany Region Office: Regional policies to attract investments

www.regione.toscana.it/imprese/attrazione-investimenti

The auto components sector, and in general, the manufacturing sector are particularly supported by the regional government, through a series of incentives for labour force training, networks, satellite activities, and innovation. Incentives from the new European Programme 2014-2020 will be available soon.

14. Services for Investors

Within the Invest in Tuscany network, the Municipality of Leghorn pledges to offer potential investors a complete range of customised, free and strictly confidential services, in order to facilitate the settlement process, from the pre-settlement stage to the real settlement.

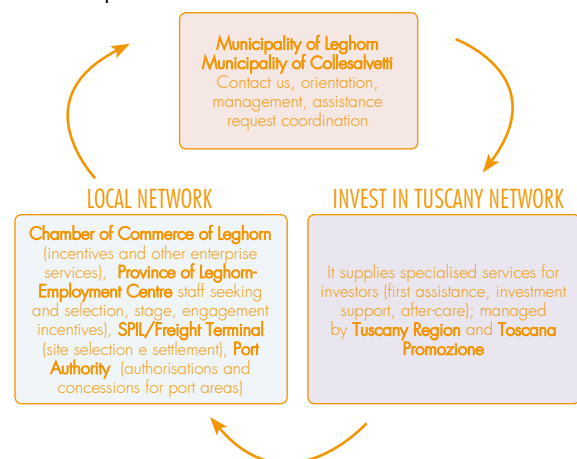
The information and care service for investors is free; it is meant to help and follow operators interested in acquiring elements and data; it facilitates relations with several public or private contact persons to meet any needs.

The purpose of this “**invest-in service**” is to assist and support investors and enterprises throughout the process, giving them opportunities to get all the necessary information to decide on the conditions to carry out one’s investment plan.

The free service offered by the **Centre for Employment in the Province of Leghorn** on human resources is particularly interesting for start-up settlements:

SERVICES AND INCENTIVES FOR INVESTORS

Enterprises and investors find a cosy business environment in Leghorn, thanks also to a special support service coordinated by the Municipality of Leghorn; among other things, this service gives companies opportunities to obtain incentives and contributions, which is particularly interesting for activities linked with R&D and the most innovative ICT segments.



technical assistance to access the IT System for Compulsory Communications about work relationships, Services for combining company employment request with job requests, for training courses, and for obtaining incentives for engaging new staff.

Service supply for investors: Municipality of Leghorn, Invest in Tuscany networks and BUILD table.

15. Contact us

Here are the points of reference and information and care centres for operators interested in assessing production investment opportunities in the Leghorn area.

Those who want to take into consideration Leghorn as possible settlement place for enterprise development can contact the following entities directly, asking for further and detailed information:

MUNICIPALITY OF LEGHORN -

Assessorato al Lavoro e allo Sviluppo economico

Piazza del Municipio, 1 - 57123 Leghorn

tel. +39 0586 820117

www.comune.livorno.it

PROVINCE OF LEGHORN - Employment Centre

Via Marradi, 116 - 57123 Leghorn

tel. +39 0586 269711

ci.livorno@provincia.livorno.it

www.provincia.livorno.it

CHAMBER OF COMMERCE OF LEGHORN -

Entrepreneurial Development and Economic Information Office

Piazza del Municipio, 48 - 57123 Leghorn

tel. +39 0586 231316 - 231319

promozione@li.camcom.it

www.li.camcom.it

INVEST IN TUSCANY - Tuscany Region Presidency General Management

Settore politiche regionali per l'attrazione degli investimenti

Piazza Duomo, 10 - 50123 Florence

tel. +39 055 4382425 / 5033 / 4896

info@investintuscany.com

www.investintuscany.com

TOSCANA PROMOZIONE

Via Vittorio Emanuele II, 62-64 - 50134 Florence

tel. +39 055 462801

info@toscanapromozione.it

www.toscanapromozione.it

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