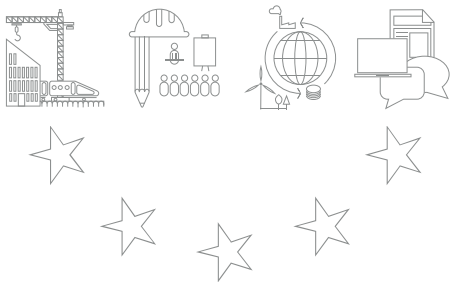




CONFINDUSTRIA
Lombardia

Survey 'Internazionalization in Lombardy'

Period: 2014-2015 - Sample: 900 associated enterprises



LOMBARDY: a worldwide INTERNATIONALIZATION

- More than 70% of Lombardy associated companies is involved in international trade
- Associated companies export 30% of their turnover
- More than 40% of exports is towards Extra European Countries

Countries in which companies intend to export in the next 3 years

Posted by 50-99 companies:
Switzerland
Brasil
UK
Arabian Emirates
India
Spain
Turkey
Poland



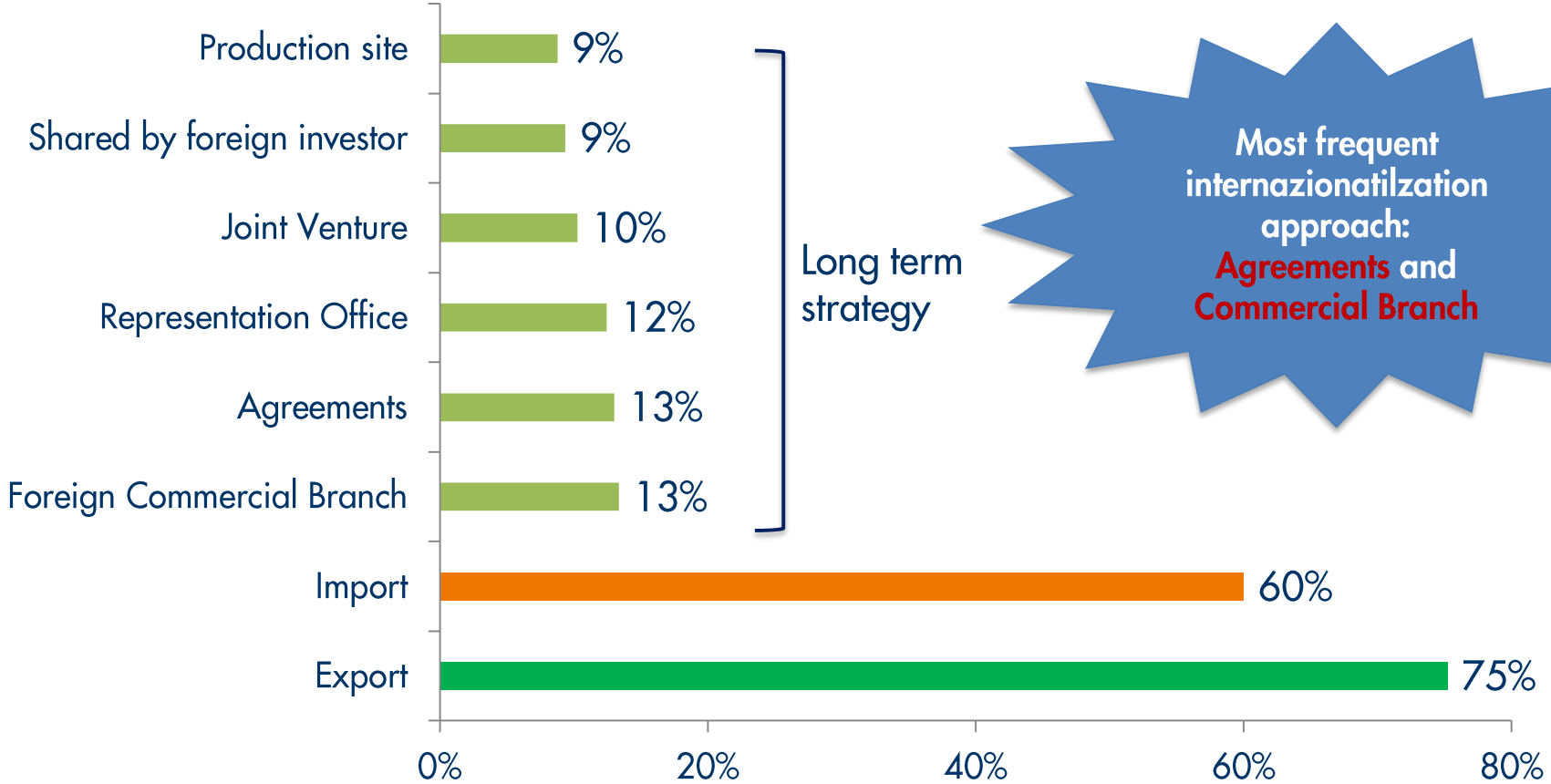
Posted by over 100 companies:
Germany
USA
France
China
Russia



Posted by 20-49 companies:
Messico
Austria
Japan
Iran
Algeria
Marocco
Canada
Egypt
South Korea
South Africa
Australia
Romania

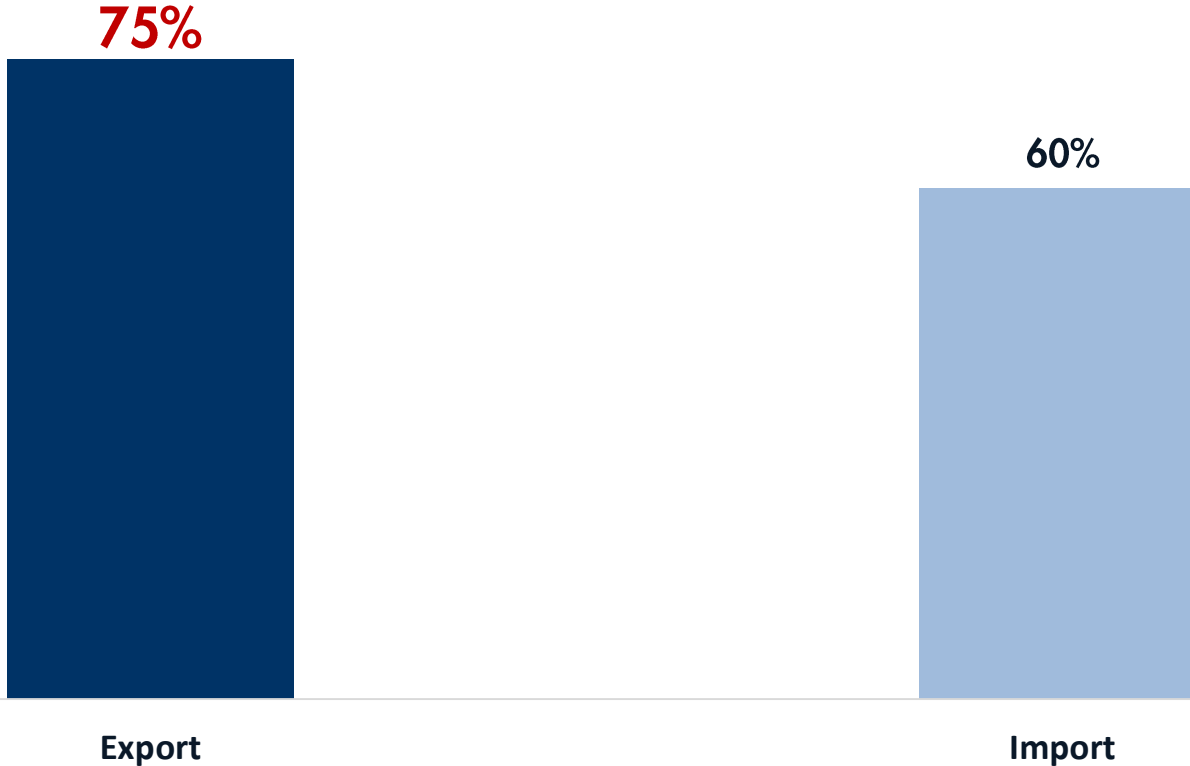


Way to Internationalization



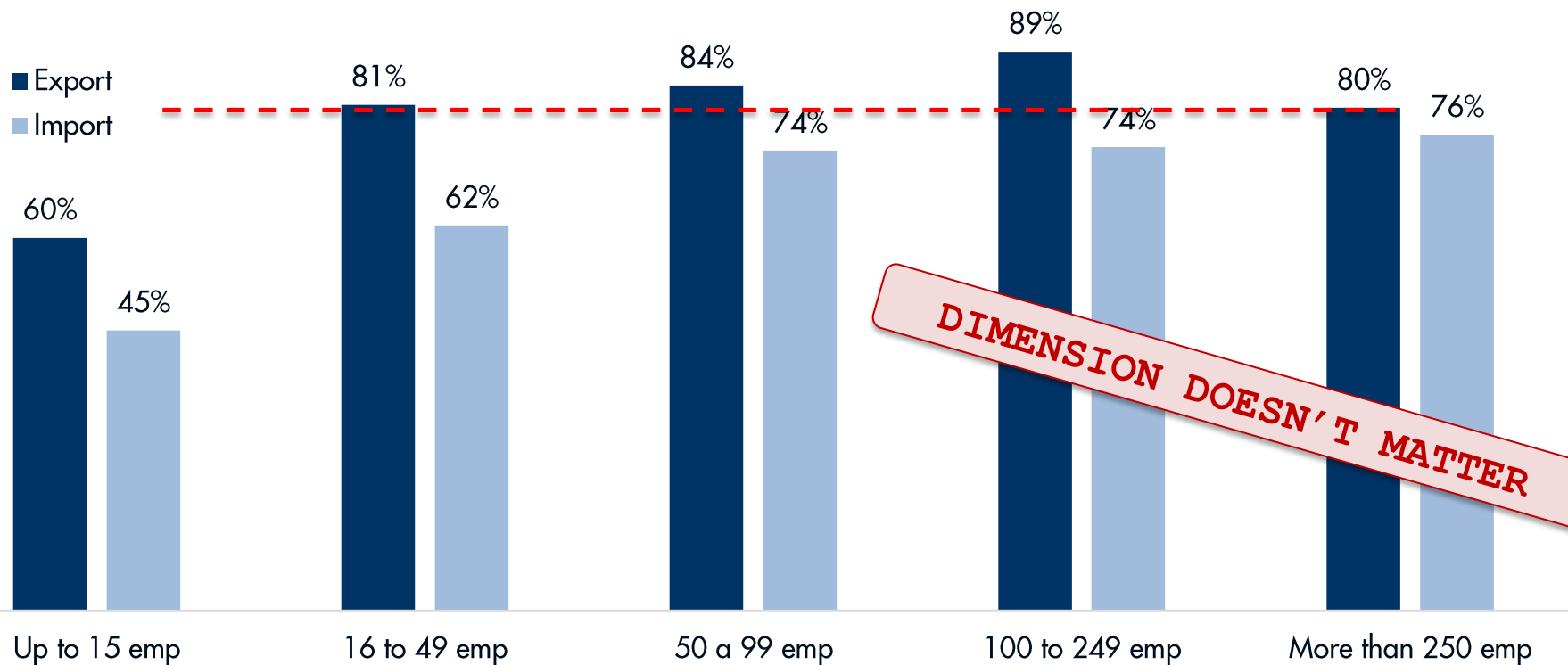
Source: Internazionalization Survey, Confindustria Lombardia, 2015

Our associated companies: there are more exporter than importer

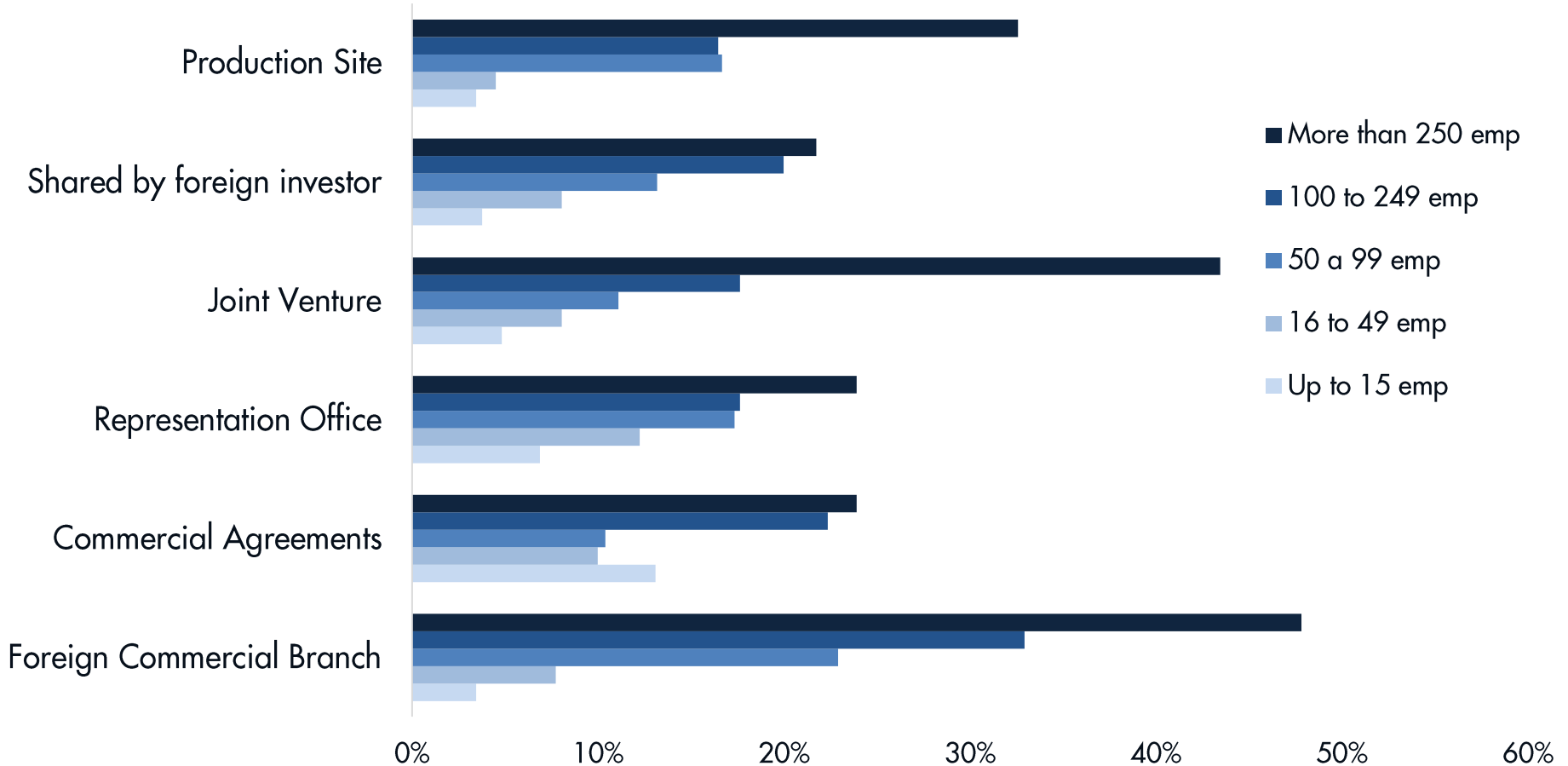


Source: Internazionalization Survey, Confindustria Lombardia, 2015

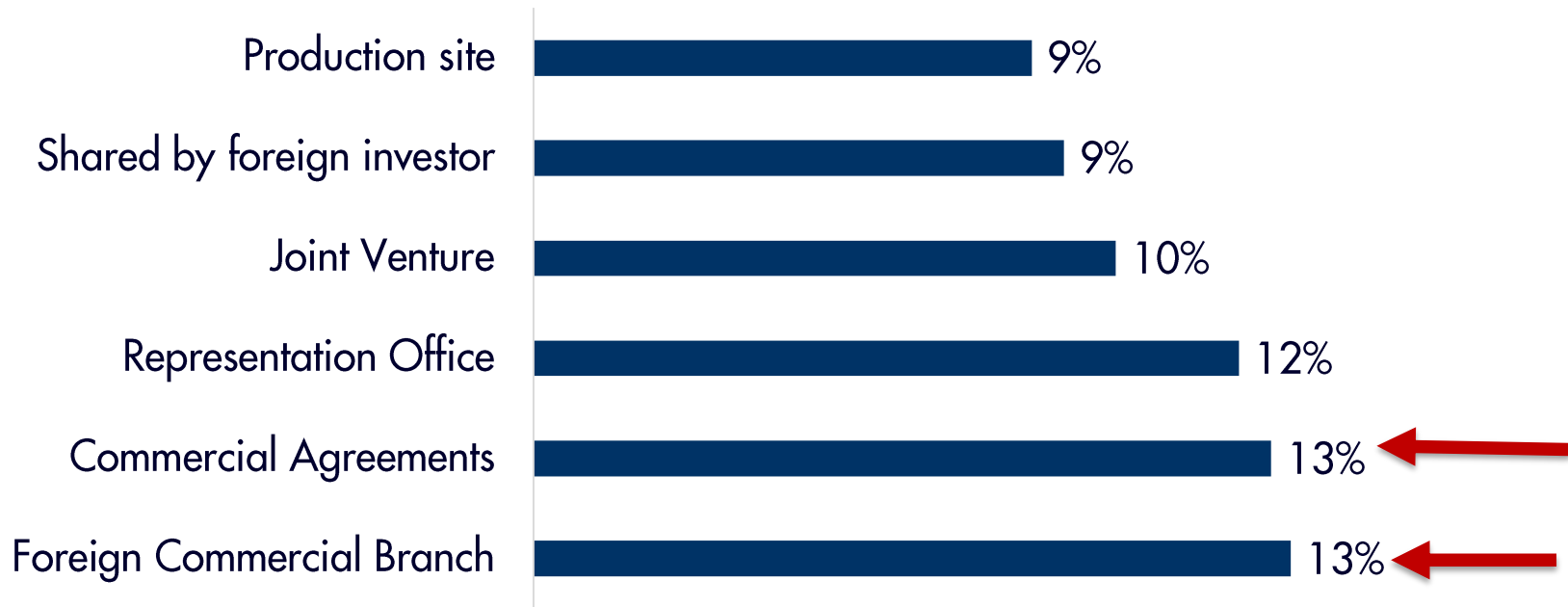
Our associated companies: number of SMEs exporters/importers is even higher than big exporters/importers



Bigger company = more stable international strategy

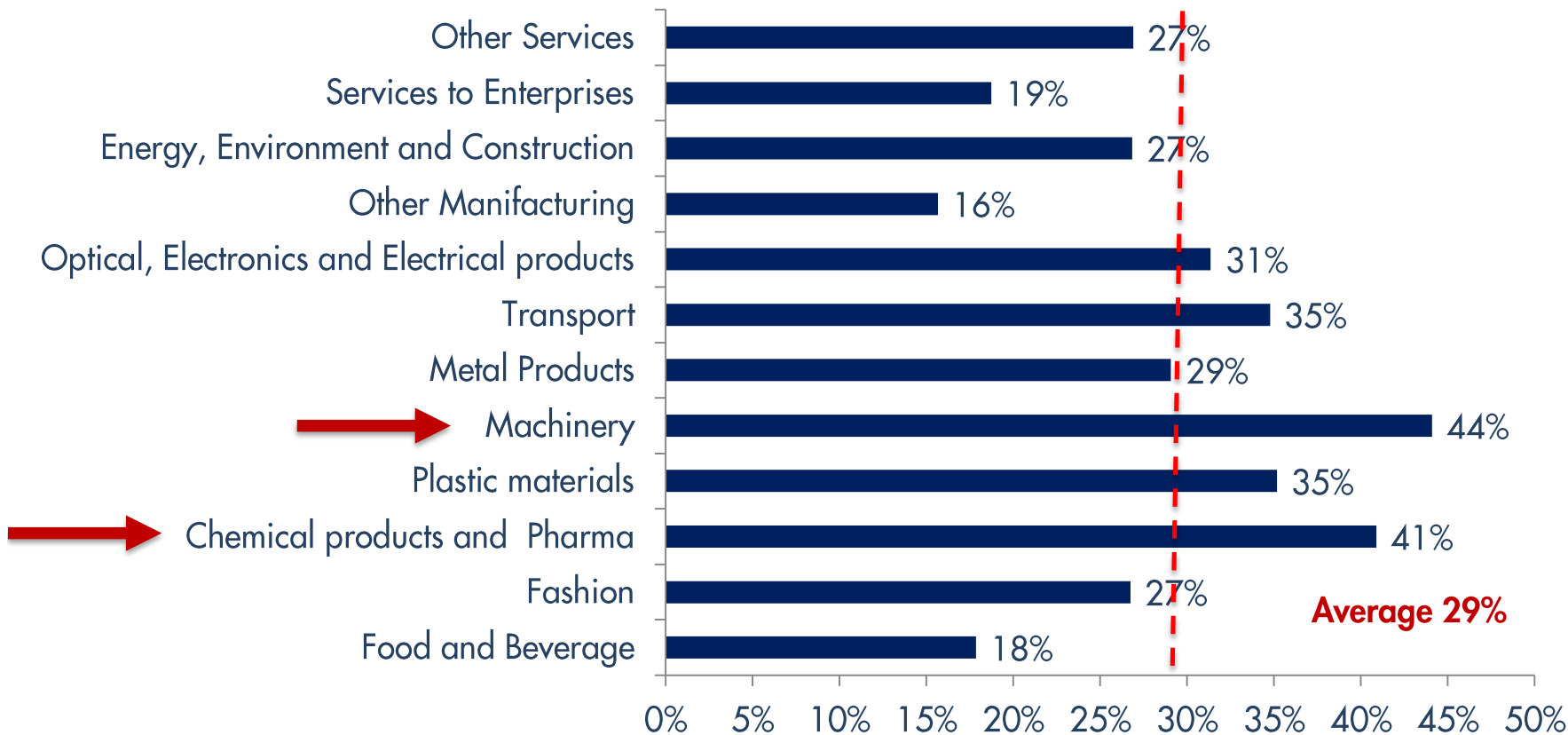


Most of the associated companies facing foreign markets use commercial tools



We have to support them in adopting a more stable internationalization strategy...

Machinery and Pharma: economic sectors with more stable international strategy



Associated companies ask for: B2B, partner research and assistance on tax system and foreign law

