

WELCOME & DESCRIPTION

Dear Guests,

the system of the 11 local associations of Confindustria in Lombardy is pleased to welcome and host you in its great industrial Region.

Confindustria Lombardia is the Lombardy's entrepreneurial federation, founded in 1971, which represents, thanks to its local associations, 13 thousand companies and 700 thousand employees, nearly a quarter of the entire national Italian system. Confindustria Lombardia aims to increase the competitiveness and sustainability of Lombardy's enterprises, guaranteeing a well-being territorial development.

The objective of "MAKING business at HOME" initiative is to present you the excellences of our territorial productive sectors in the field of luxury and practical homes, residences, office and apartments.

*You will meet about **40 selected companies specialized** in furnishing an incredible wide range of products, spaces and climate, which are characterized by:*

- *high **quality and sustainable materials***
- ***advanced materials and technologies applications***
- *extraordinary **Italian taste***

*Combined with the capacity to create **unique atmosphere where everyone can feel comfortable** and a **large degree of flexibility in meeting top level clients demand.***

*You will also be provided with a cultural experience and a taste of Italian fine dining
Let's make business at home!*

Best Regards,
Confindustria Lombardia

PROGRAM

20th February 2019

9.00 a.m. Registration and welcome coffee

9.30 a.m. Welcome by Silvia Pagani,
Secretary General of Confindustria Lombardia

9.40 a.m. Buyers pitches

10.15 a.m. - 1.30 p.m. B2B morning session

1.30 - 2.30 p.m. Networking lunch

2.30 - 5.30 p.m. B2B afternoon session

8.00 p.m. Dinner at [Spazio Niko Romito](#)
*4th floor Mercato del Duomo
Vittorio Emanuele Gallery*

21st February 2019

9.00 a.m. Registration and welcome coffee

9.30 a.m. – 1.00 p.m. B2B morning session

1.00 - 2.00 p.m. Networking lunch

2.00 - 5.30 p.m. B2B afternoon session

7.00 p.m. Cultural visit at [Fondazione Achille Castiglioni](#)
Piazza Castello 27

8.00 p.m. Dinner at [Riso e Latte](#)
Via Manfredo Camperio, 6

WHY LOMBARDY?

Lombardy Region, with a total of 10 million inhabitants, is the most densely populated area and, with a GDP of nearly 360 billion, represents 22% of Italy's total GDP. **Lombardy's relevance at national level is reflected in the wood-furniture-lighting supply chain, which accounts a total production of 8 billion euros, representing 25% of the national amount.** In comparison with other Italian regions, Lombardy ranks first place for number of companies in all three sectors. If we consider all related sectors (furnishing home accessories and appliances), the **business reaches 30 billion euros and counts more than 26.433 companies.**

A turnover almost entirely produced (91%) by 26% of companies only shows how the **regional productive systems is characterized by many small craft enterprises, driven by a few large industrial companies, for a total of 10.392 firms located in Lombardy.**

Strong export vocation of furniture sector (2,5 billion euros) is confirmed by geographical cover: about **60% of the overall production** of the furniture sector in Lombardy is **destined for foreign markets** (mainly France and United States), **reaching more than 170 countries.**

Despite the global crisis, Lombardy **regional value of export increased from 2009 to 2016 by 42%.**

Lombardy is also an important importer in this field, accounting for nearly 500 million euros, thanks the strong concentration of **SMEs which import raw materials and export finished product** (470 million of euros).

FOREIGN BUYERS PROFILES:

Architects, interior designers and distributors from studios in **China, Russia, USA and UK**, whom carry out high-level projects mainly in the residential, hospitality and commercial sectors, as well as operators in the construction world.

LINE ARCHITECTS

18, BOLSHAYA MOLCHANOVKA STR, 121069, MOSCOW, RUSSIAN FEDERATION

<http://www.linearch.ru>



LINE Architects were founded in 2004 to meet the needs of international and Russian customers in high-quality design. It has combined international experience in design with a deep understanding of Russian requirements and occupy one of the leading positions in the Russian market, carrying out projects for leading global and Russian companies. It provides a full range of

services, from drafting a technical assignment to author's supervision of construction. Its main goal is to create a quality project and assist customers in all matters related to the provision of architectural, engineering, construction and construction works.

A LIVING CONCEPT

436 King's Road, London, SW10 0LJ, United Kingdom
<https://www.abnassetti.com>

A Living Concept is an established interior design and architecture atelier specialized in transforming luxury properties in the UK and abroad. Its strength lies in being able to offer a completely integrated property construction and renovation service – design, project management and construction in a single turnkey package, with excellence as standard. Born and raised in the world's design capital, Milan, Annabella Nassetti comes from a family of designers, and this deep-rooted expertise is always present in her own work. The design DNA of Milan – innovative and experimental yet rooted in craftsmanship – is a feature of every project. Since 1998 Annabella has achieved a world class reputation in delivering unique interiors for private clients and property developers for London's most noble addresses.



SWABACK

7550 E McDonald Drive | Scottsdale, Arizona 85250
www.swaback.com

SWABACK is a team of dedicated individuals providing services in special case architectural design, community planning and development services, interior design, environmental and graphic design. The firm was founded in 1978 and currently practices throughout the United States, and internationally. With over 39 years of study and preparation, Swaback was founded to create an Architectural and Planning practice which would provide individualized work for demanding clients. From the start, Swaback Partners set out to build an organization of sufficient depth to undertake very special projects.



The result is an enviable group of clients, including some of the most interesting organizations in the world. The experience of the firm has included a significant number of award winning custom residential designs, residential developments, private clubs and spas, resorts, hotels, and restaurants. Additionally, the firm has a strong base in sustainable building practices.

RED STAR MACALLINE GROUP CORPORATION LTD.

Red Star World Trade Building, 9th Floor No. 598, Nujiang Road North Putuo District Shanghai, China

<https://www.chinaredstar.com/index.html>

Established in 1992, Red Star Macalline Group Corporation Ltd. is a subsidiary of Red Star Macalline Holding Group Company Limited based in Shanghai, China. The company operates and manages home improvement and furnishes shopping malls. From December 2017, the company runs a network of 256 shopping malls under the Red Star Macalline brand name, offering about 20.000 brands across 177 cities in 29 provinces, municipalities and autonomous regions in China. Red Star Macalline Group Corporation Ltd., also retails sale of home furnishing merchandise and provision of related decorated services. Moreover, it offers Internet home decoration, internet retail and logistics and delivery services, as well as shopping mall design, construction, consultation and home design and decoration services and coordination and supervision services.



LOMBARDY COMPANIES INVOLVED:

The initiative involves selected companies operating in categories such as: furniture, lighting, bathroom, textile, fabric kitchens, upholstery, fixtures, air conditioning systems, home automation, construction world operators.

ARREDOUFFICIO S.R.L.

www.arredoufficio.com

ASSABLOY – VALLI & VALLI

www.vallievalli.com

BBF S.P.A.

www.bbf-spa.com

BECCHETTI ANGELO BAL S.R.L.

www.becchettibal.it

BERTRONIC S.R.L.

www.essenzialed.it

CARPANELLI S.R.L.

www.carpanelli.com

CAZZANIGA COSTRUZIONI CIVILI ED
INDUSTRIALI S.R.L.

www.cazzanigacostruzioni.it; www.re-habitat.it

COMPOSIT S.R.L.

www.angelovigano.it

CONSORZIO MARMISTI BRESCIANI

www.consorziomarmisti.org

DNC DELLA NAVE CARLO S.R.L.

www.dellanavecarlo.it

DUCKMA S.R.L.

www.duckma.com

FAST S.P.A.

www.fastspa.com

FIMES

www.fimes.com

GABEL INDUSTRIA TESSILE S.P.A.

www.gabelgroup.it

GORLINI REMO S.R.L.

www.gorlini.it

ILCAR DI BUGATTI S.R.L.

www.casabugatti.it

IOC SPA

www.ioc.it

ISAM

www.isamser.it

KERMA S.R.L.

www.biopietra.com

KOH-I-NOOR CARLO SCAVINI&C. S.R.L.

www.koh-i-noor.it

LAUDARTE S.R.L.

www.laudarte.com

LIMONTA S.P.A.

www.societylimonta.com

LIVING DIVANI S.R.L.

www.livingdivani.it

MAICO ITALIA S.P.A.

www.maico-italia.it

MARIOTTI FULGET

www.mariotti-spa.com

INCOMING DI OPERATORI ESTERI IN LOMBARDIA: MAKING BUSINESS AT HOME

20-21 Febbraio 2019
MILANO Via Pantano, 9 • Sala Meregalli



CONFINDUSTRIA
Lombardia

METRA S.P.A.

www.metra.it

MIRABELLO

www.mirabellocarrara.it

OAK INDUSTRIA ARREDAMENTI S.P.A.

www.oak.it; www.oakdesign.it

PANEL SYSTEM S.R.L.

www.panelsystem.it

POZZI ARTURO S.P.A.

www.pozziarturo.it

PROVASI S.R.L.

www.provasi.com

RIVA ARREDAMENTI S.P.A.

www.riva-arredamenti.it; www.casariva.it

SANDRINI GREEN ARCHITECTURE S.R.L.

www.sandrini.it

SIMES S.P.A.

www.simes.com

TACCHINI ITALIA FORNITURE S.R.L.

www.tacchini.it

VETRERIA BUSNELLI S.R.L.

www.vetrieriabusnelli.it

VIGANÒ S.P.A.

www.vigano.it

ZAMBAITI PARATI S.P.A.

www.zambaitiparati.com

CONFINDUSTRIA LOMBARDIA

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The event is organized with the support of:



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