

# ***Singapore: financial, logistic, and industrial platform for South East Asia***

**MILANO**  
**27.05.16**

# ASEAN Opportunities

**Countries:** 10  
**Capital:** Jakarta  
**Area:** 4,479 km<sup>2</sup>  
**Population:** 620 Mil  
**GDP (nominal):** ~ USD 2,3 Tln \*  
**GDP per-capita:** ~ USD 3.8k \*  
**GDP Growth Rate:** 5.7% \*  
**Year of Inception:** 1967



(\*) data as of 2013



Source:

<http://www.ustr.gov/countries-regions/southeast-asia-pacific/association-southeast-asian-nations-asean>

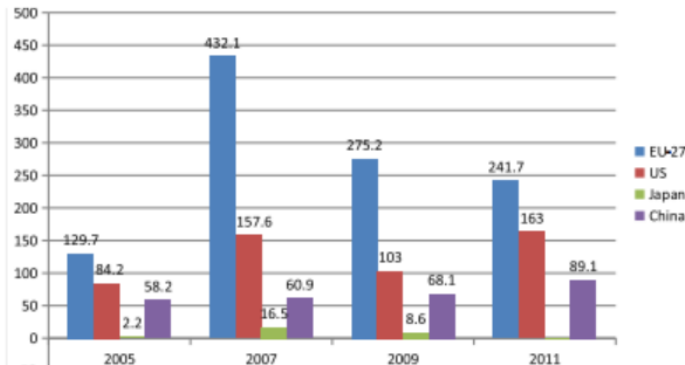
# Importance of Europe in ASEAN

## EU IS RANKED AS ASEAN'S

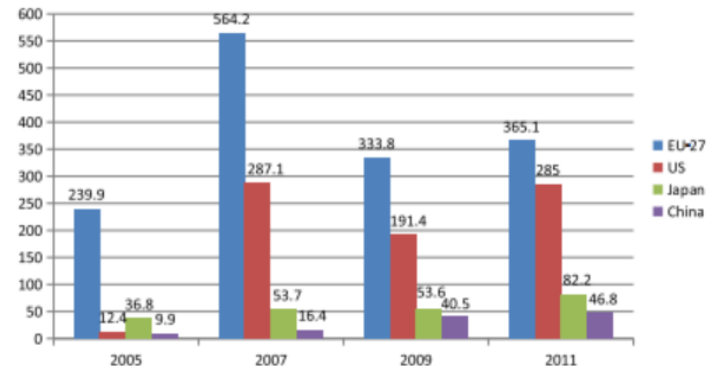
- ❖ 1st FDI contributor ~ 20% @ US\$ 23Bln
- ❖ 2nd export market
- ❖ 3rd trading in goods partner @ US\$ 181Bln
- ❖ 3rd trading in services partner ~13% @ US\$ 52Bln
- ❖ 3rd trading partner ~ 13% @ US\$ 234Bln

Source: EU delegation to Singapore,  
<http://ec.europa.eu/trade/policy/countries-and-regions/regions/asean/> (26 May 2014)

**FDI inflows (billion €) by selected region/country**

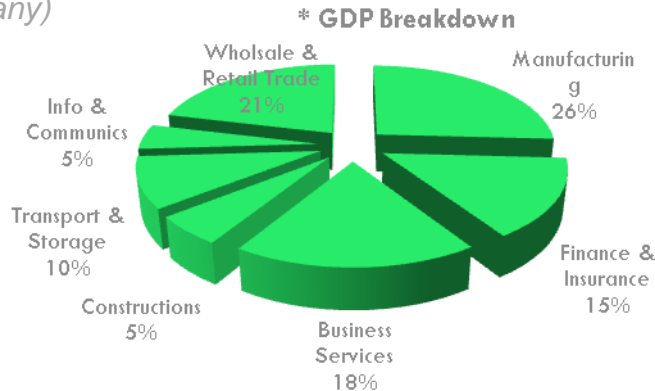


**FDI outflows (billion €) by selected region/country**

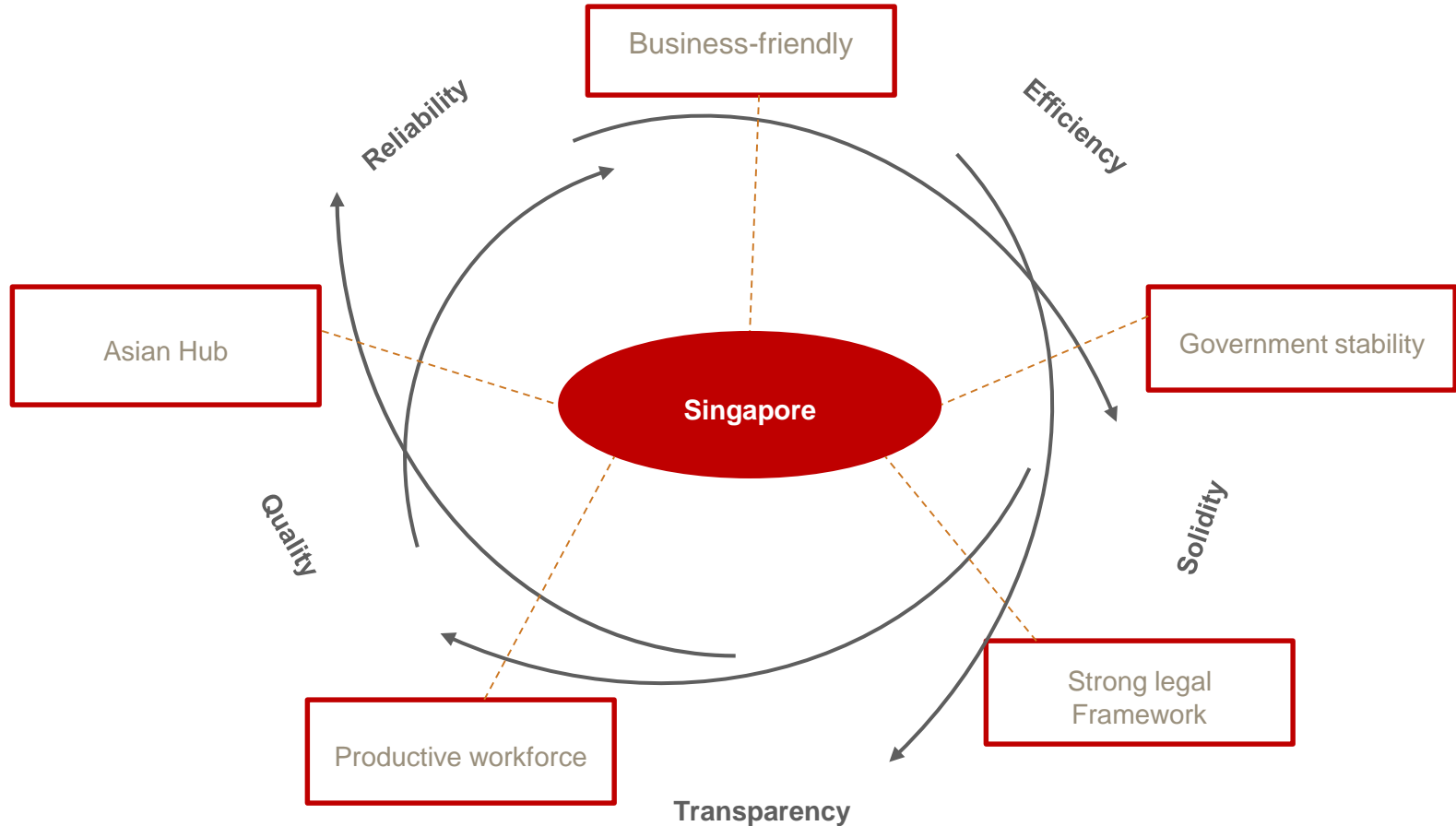


# Singapore's Edge

- ❖ *Rating: AAA (S&P, Fitch), Aaa (Moody's)*
- ❖ *GDP: US\$ 276 Bln (well diversified \*)*
- ❖ *GDP per capita: US\$ 60k (3rd worldwide)*
- ❖ *AUM: S\$ 1,8 Trl*
- ❖ *Easiest country to do business (World Bank Report 2014)*
- ❖ *Local and foreign financial intermediaries: 600*
- ❖ *5° biggest shopping market worldwide (after France, UK, Italy and Germany)*



# Singapore's Ecosystem

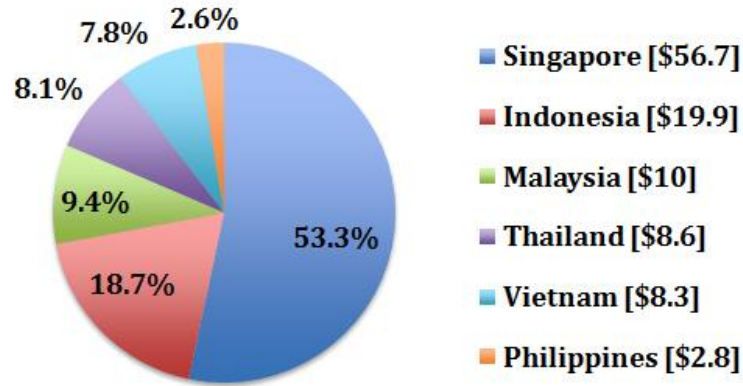


# Singapore's pivotal role

- ❖ 9,300 European companies in Singapore
- ❖ ~60% of EU FDIs to Asean is concentrated in
- ❖ Singapore @ US\$120Bln

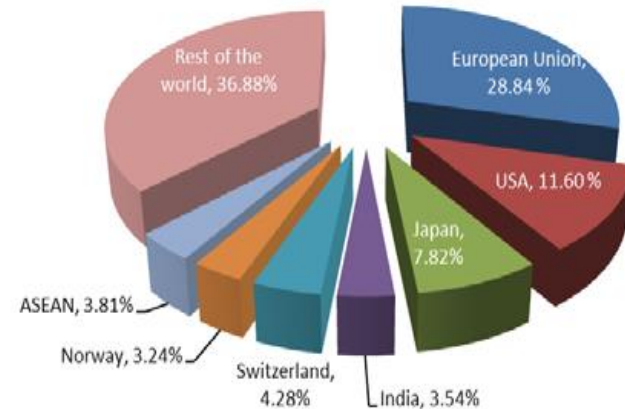
*EU – Spore FTA finalized and to be ratified by EU Parliament*

**ASEAN Six Majors - FDI in 2012**



Values in U.S. billion dollars  
Source: Business Times

**FDI in Singapore by major countries/regions  
(stock at the end of 2011)**



Source: EU delegation to Singapore, 2013

# A Selection of Deals: Italy to ASEAN

- ❖ **MZB Group** (incl. Segafredo, Chock full o'Nuts, Kauai and Hill Bros and Meira): F&B – 2014  
100% acquisition of Singapore-based Boncafe Group @ US\$ 85 Mil (incl. roasting plants in Thai and Spore)
- ❖ **Piaggio:** Motor Vehicles - 2012  
FDI to build a 300k units/year engine production facility in Hanoi, Vietnam
- ❖ **Menarini:** Pharma - 2011  
100% acquisition of Singapore Invida (US\$ 220 turnover, 3,500 employees) from Temasek and other investors
- ❖ **Prada:** Fashion – 2011  
20% IPO of 20% of company's capital @ US\$ 2.1Bln on HKSE
- ❖ **Saipem:** O&G - 2011  
USD 260 Mil FDI to build a 130-hectare, 50k tons/year production O&G manufacturing facility (biggest in APAC) in Karimun, Indonesia
- ❖ **Perfetti:** F&B - 2007  
FDI to build a plant in Ho Chi Minh City, Vietnam

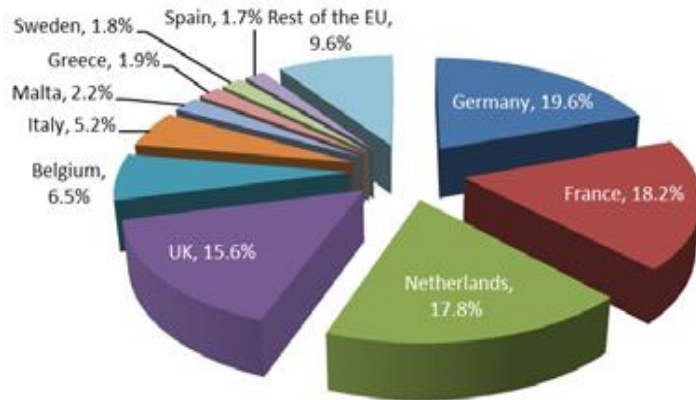
# A Selection of Deals: ASEAN to Italy

- ❖ **Millennium Hotels Group** (Singapore): Hospitality - Ongoing transaction  
Purchase of Hotel Boscolo Exedra, Rome
- ❖ **Indonesian investors** (Indonesia): Sport - 2013  
70% of Internazionale F.C. @ Eur250mio
- ❖ **Dorchester Hotel** (Brunei): Hospitality – 2013, 2003  
Purchase of Hotel Eden, Rome @ Eur 105 Mil  
Purchase of Principe Savoia, Milan @ Eur 235 Mil
- ❖ **Central Group** (Thailand): Retail - 2011  
100% of La Rinascente @ Eur 260MM
- ❖ **Changi Airports** (Singapore): transport - 2010  
5% of Gemina Spa (AdR) @ Eur 100 MM
- ❖ **PSA** (Singapore): transport and logistic - 1998  
Genova Voltri and Venice terminal



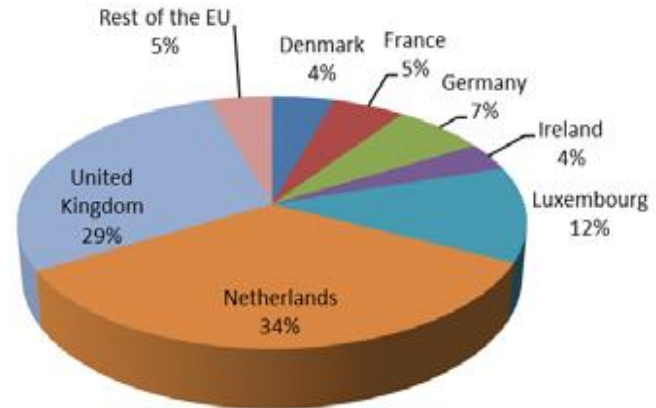
# Further room for collaboration

**EU Member States' share of EU-Singapore trade in goods, 2012**



Source: EU delegation to Singapore, 2013

**Stock of foreign direct investment in Singapore by EU Member State, 2011**



Source: Singapore department of statistics

# Strategic Opportunities

## EUROPE TO SINGAPORE

*Rationale: To expand business presence in countries with the highest consumption potential*

*Actionable items:*

- ❖ *Increasing production capacities*
- ❖ *M&A Activity*
- ❖ *Expanding distribution channels*
- ❖ *Access to capital (eg IPO, equity/debt financing, private placement)*
- ❖ *Distribution agreements*
- ❖ *Industry research*

*Notably in the following sectors:*

***Pharma & medical devices, F&B, infrastructure, logistics, machinery***

# Strategic Opportunities

## SINGAPORE TO EUROPE

*Rationale: Acquiring know-how and brand positioning to accelerate business expansion in Asia*

*Actionable items:*

- ❖ *M&A activity*
  - ❖ *Scouting for purchase targets*
  - ❖ *Structuring equity partnership*
- ❖ *Licensing agreements*

*Notably in the following sectors:*

***Retail, luxury goods, healthcare, wellness, food security, real estate/trophy assets***

# Planning...





...delivering





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**THANK YOU FOR YOUR ATTENTION**