



*Ministero dello Sviluppo Economico  
Gabinetto del Ministro*

# **MiSE INCENTIVES for COMPANIES**

Disponibilità Plafond/Contributo

52% Prenotato Effettivo 48% Disponibile



 **Beni  
Strumentali**  
Nuova Sabatini



# **Start Up**



## INCENTIVES FOR COMPANIES

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# **INCENTIVES FOR COMPANIES**



# SUPPORTING COMPETITIVENESS



# CAPITAL GOODS

## “NUOVA SABATINI”

Art. 2 DL 2013, n. 69 converted with modifications by the law of 2013, n.98



To facilitate the **purchase or leasing of new machinery, equipment, capital goods and business equipment for business use**, including hardware, software and digital technologies.

### BENEFICIARIES

**SMEs**, as well as SMEs established in another EU Member State, operating in all productive sectors including agriculture and fisheries

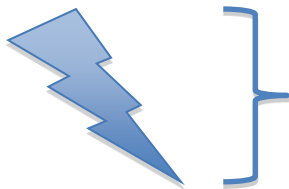
### INCENTIVES

The incentive covers part of the interests on the bank loans and it equals the total interests calculated at the **rate of 2.75%**, based on a repayment plan, with conventional six monthly installments and lasting five years

### AMOUNT

Corresponding to a bank loan (or leasing), up to **80%** of a guarantee fund between **€20,000 and €2 million**

### CONDITIONS



- ✚ For the purchase of new capital goods
- ✚ The bank loan (or leasing) must last **no longer than 5 years**, including the Pre-EMI
- ✚ The contribution is delivered only after the conclusion of the investment, which must be terminated within **12 months** from the signature of the loan (leasing) contract



There are separate applications for requesting both the bank loan and the ministerial contribution. Applications for grants can be made online through forms downloaded from the website of the Ministry (<http://www.mise.gov.it/index.php/it/incentivi/impresa/beni-strumentali-nuovasabatini>) and sent by registered mail to one of the participating intermediary banks.

The requests are processed in chronological order until the funds are exhausted.

Active until 31 December 2016.

# GUARANTEE FUND

To facilitate SME **access to financing** through **state guarantee on bank loans**. SMEs will obtain financing without additional guarantees on the amount of the Guarantee Fund. The Fund does not intervene directly in the relationship between the bank and the enterprise. The parties contractually determine the rates of interests, the conditions of reimbursement etc.

## BENEFICIARIES

**SMEs**, including craft businesses; SMEs and mixed consortia; registered **trade professionals** or members of professional associations registered with the Ministry of Economic Development

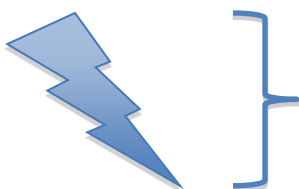
## INCENTIVES

Public guarantee on the bank loan

## AMOUNT

The maximum coverage guaranteed is equal to **80% of the financing**  
The maximum amount guaranteed by the Fund is **€2.5 million** per company, a ceiling that can be used with one or more financing operations

## CONDITIONS



- ✚ All operations are admissible, medium-long and short term, for liquidity or investment operations
- ✚ In order to gain access to the Guarantee Fund, eligible enterprises must be assessed economically and financially viable
- ✚ Startups are evaluated on the basis of their business prospectuses



There are three different types of public guarantee:

- ✚ **Direct guarantee:** the Fund directly provides the guarantee to banks.
- ✚ **Counter-guarantee:** the Fund provides a counter guarantee to Mutual Guarantee Institutions (MGIs).
- ✚ **Co-guarantee:** the Fund directly provides a guarantee on bank loans and jointly with MGIs.

Info <http://www.fondodigaranzia.it/>

# MICROCREDIT



To support the creation and development of **micro-entrepreneurship** by **facilitating access to finance**.

## BENEFICIARIES

**Small businesses or self-employed individuals possessing a VAT number**

## INCENTIVES

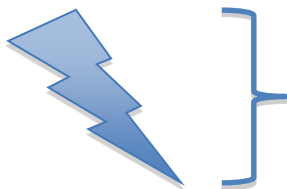
**Direct Guarantee** (maximum guaranteed coverage is equal to 80% of the financing)

**Counter-guarantee** (maximum guaranteed coverage is equal to 80% of the financing guaranteed by Mutual Guarantee Institutions or other guarantee funds)

## AMOUNT

Maximum amount of micro-loans is **€25,000**. The limit can be increased by €10,000 if the funding foresees fractional supply

## CONDITIONS



- ✚ Limited to small businesses that have been established for less than 5 years and self-employed individuals that possess a VAT number for less than 5 years
- ✚ No more than **5 employees**; 10 in case of simplified limited liability companies or cooperatives
- ✚ Positive balance sheet no greater than €300,000; gross revenues up to €200,000 and indebtedness level not exceeding €100,000
- ✚ Funding limited to a **7-year duration**



**Reservation.** Beneficiaries can reserve the guarantee on line.

**Confirmation.** The reservation will be confirmed on line by a party accredited to provide the loan within 5 business days.

**Request for state credit guarantee.** After the confirmation of guarantee, the accredited party can make the request for state credit guarantee within 60 days.

Info <http://www.fondidigaranzia.it/microcredito.html>

# FEMALE ENTREPRENEURSHIP



To facilitate access to the Guarantee Fund by small businesses run predominantly by women, providing them with **advantageous conditions** for delivery of the guarantee, such as the ability to apply directly, the prioritization of the request, exemption from a one-off tax on the Fund and guaranteed coverage up to 80% of the financing.

## BENEFICIARIES

**SMEs composed mostly of women and trade professionals** or members of professional associations registered with the Ministry of Economic Development

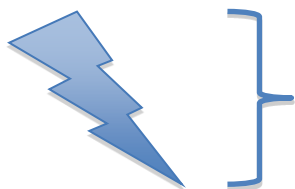
## INCENTIVES

**Public guarantee on bank credits** (Direct Guarantee, Counter-guarantee and Co-guarantee)

## AMOUNT

Guaranteed coverage up to 80% of the financing

## CONDITIONS



SMEs composed mostly of women are defined as:

- ✚ **Cooperatives and partnerships in which the number of women members is at least 60% of the shareholders**
- ✚ **Limited company, with 2/3 shares held by women and whose governing bodies are composed of at least 2/3 women**
- ✚ **Companies led by women**



**Reservation.** Beneficiaries can apply directly by sending the request by registered mail with return receipt or fax (0647915005) or certified email ([bdm-mcc@postacertificata.mcc.it](mailto:bdm-mcc@postacertificata.mcc.it)).

Once approved by the Fund's Committee, the enterprise can request the loan and the financial intermediary can request confirmation of the guarantee up to three months after the Committee's decision.

Info <http://www.fondidigaranzia.it/femminili.html>



# SME PUBLISHING



Supporting Publishing SMEs' investments and ensuring the widest possible diffusion of technological and business innovations.

BENEFICIARIES

**SME publishers**

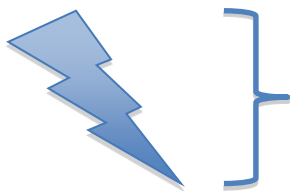
INCENTIVES

**Public guarantee on bank credits** (Direct Guarantee, Counter-guarantee and Co-guarantee)

AMOUNT

Guaranteed coverage up to 80% of the financing

## CONDITIONS



- ✚ Financial operations aimed at realizing investments in technological and digital innovations
- ✚ According to ATECO 2007 classification, SME Publishers are those engaged in Publishing or Publishing & Printing Books, Newspapers, Periodicals, and Radio, TV and News broadcasting and programming



**Reservation.** Beneficiaries can reserve the guarantee on line.

**Confirmation.** The reservation will be confirmed online by a party accredited to provide the loan within 5 business days.

**Request for state credit guarantee.** After confirmation of the guarantee, the accredited party can make the request for state credit guarantee within 60 days.

Info <http://www.fondidigaranzia.it/editoria.html>

# DEVELOPMENT CONTRACTS

MD 9 December 2014



Development Contracts provide incentives toward major investments in the industrial (including business that process and sell agricultural products), tourism and of environmental protection, including R & D and innovation.

## BENEFICIARIES

**Italian and foreign large, medium and small enterprises**

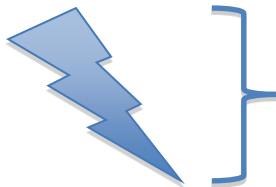
## INCENTIVES

The incentive includes the following financial benefits (also delivered in combination): **subsidised financing** / **interest-rate subsidy** / **non-repayable grant towards facilities** / **non-repayable grant toward expenses**

## AMOUNT

The amount depends on the type of project (investment or research; development or innovation), on the location of the initiative, and on the size of the company. The incentives are different for projects with environmental aims

## CONDITIONS



- ✚ The **total minimum investment required is €20 million**, exclusive of infrastructure expenses. For businesses that process and sell agricultural products, this is reduced to €7.5 million
- ✚ The investment program shall conclude **within a maximum period of 48 months** from the approval date of the request for financing



Applications for grants can be made according to the procedures and through forms downloaded from the Invitalia website.

Info <http://www.invitalia.it/site/new/home/cosa-facciamo/sosteniamo-grandi-investimenti/contratto-di-sviluppo.html>

# New Entrepreneurship

## Interest Free for new Enterprises



Strengthening youth and female entrepreneurship in Italy by providing easier and faster access to financial support to small and micro enterprises.

### BENEFICIARIES

Italian **Micro and Small Enterprises**, composed mostly of **youth** (18-35 years old) or of **women** (without age restrictions)  
**Any Individual** looking to establish a business

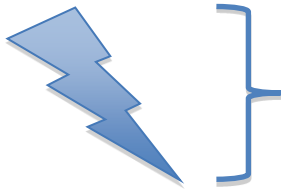
### INCENTIVES

**Interest-free loan** on funding which must last **no longer than 8 years** and **cover a maximum 75% of the expenses**

### AMOUNT

**Maximum amount €200,000** per company

### CONDITIONS



- ✚ New enterprises established for less than 12 months
- ✚ Any individual can apply for funding and must **establish the enterprise within 45 days** from the date of approval
- ✚ The **maximum amount of the investment program is €1.5 million**
- ✚ The beneficiaries must cover **25% of the costs** with their own resources



Applications for grants can be made according to the procedures and through forms downloaded from the Invitalia website.

Info <http://www.invitalia.it/site/new/home/cosa-facciamo/creiamo-nuove-aziende/nuove-impresе-a-tasso-zero.html>

# HIRING TOP-QUALITY EMPLOYEES

Art. 24 DL 2012, n. 83 converted with modifications by the Law 2012, n. 134  
MD 23 October 2013



Supporting the recruitment and retention of highly qualified personnel.

## BENEFICIARIES

Innovative startups, certified incubators and businesses located in areas affected by the seismic events of May 20 & 29, 2012 are eligible for reserve funds

Upon the exhaustion of reserve funds, these businesses may access the general fund

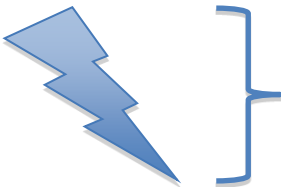
## INCENTIVES

**35% tax credit on all costs** for hiring highly qualified personnel

## AMOUNT

Maximum amount **€200,000** annually per company

## CONDITIONS



- ✚ **Fixed-term labor contracts** for personnel who hold PhDs or technical/scientific Master's degrees engaged for R & D
- ✚ Labor contracts must last longer than 3 years, or 2 years in the case of SMEs
- ✚ Enterprises must not delocalize their activities



Starting January 11<sup>th</sup>, 2016 businesses may request access to tax credits for recruitments made during 2014.

Applications can be made online at [www.cipaq@mise.gov.it](mailto:www.cipaq@mise.gov.it)

Info

<http://www.sviluppoeconomico.gov.it/index.php/it/incentivi/impresa/credito-d-imposta-assunzione-personale-altamente-qualificato>

For recruitments made during 2015 and later, businesses may request access to the R & D tax credit.

# ITALIAN VENTURE CAPITAL FUND



The Venture Capital Fund aims at supporting investments in venture capital firms with high growth potential. It is managed by Invitalia Ventures SGR and partners with national and international private investors. The goal is to strengthen the Venture Industry with a focus on innovative startups.

## BENEFICIARIES

**SMEs and innovative Startups** with high growth potential

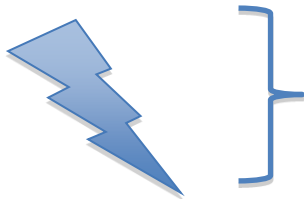
## INCENTIVES

**Direct or Indirect Investment on equity capital**

## AMOUNT

The Fund operates exclusively on a co-investment basis with private investors, committing **up to 70%** of investments within a range of €0.5 million and €1.5 million

## CONDITIONS



**+** The investment strategy will focus on **high-growth sectors such as:** Internet & ICT, Logistics & Mechatronics, Biotech and Health, Clean Energy & Green Tech, Public Administration & Government, Social Impact and Sustainability, Food, Fashion, Life Style and FinTech



Info <http://www.invitaliaventures.it/>

# COOPERATIVES-NUOVA MARCORA

Small and Medium Size Cooperatives



Promoting the establishment and development of cooperatives. The benefits are aimed particularly at supporting the establishment, in the national territory, of cooperatives mainly consisting of workers coming from firms in economic difficulties, social cooperatives and cooperatives that manage companies confiscated by organized crime. The incentive is executed jointly with the Marcora Law.

BENEFICIARIES

Cooperatives

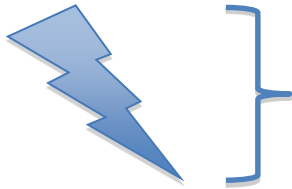
INCENTIVES

Subsidized financing

AMOUNT

Maximum amount €1 million

## CONDITIONS

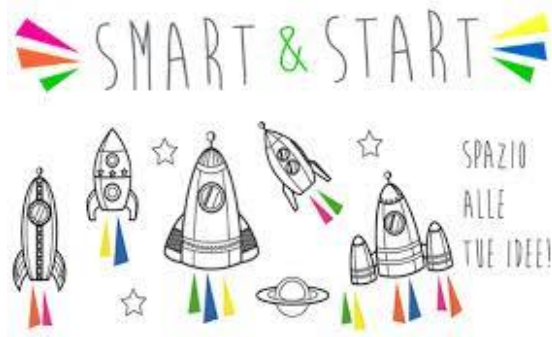


✚ Subsidized loans with a **maximum duration of 10 years** including the period of pre-installment, regulated with an interest rate of 20% of the European reference rate in force and may cover 100% of the investment program



Applications can be submitted with all relevant documents to the financial institutions by certified email, **starting July 20<sup>th</sup>, 2015**, to the following:

- a) CFI – Cooperazione Finanza Impresa (Cooperation Finance Enterprise) Scpa, Pec.: [cfi@pec.it](mailto:cfi@pec.it);
- b) SOFICOOP sc, p.e.c.: [soficoop@pec.soficoop.it](mailto:soficoop@pec.soficoop.it)



# SUPPORTING INNOVATION



# TAX CREDIT

## Research & Development

Inter-ministerial Decree of 27 May 2015 (published in the Official Journal n. 174 on 29 July 2015)

Supporting and strengthening investment in **R&D**.

### BENEFICIARIES

**Any Company**

### INCENTIVES

50% of incremental costs for recruitment and “extra muros” research contracts with individuals or companies  
25% of incremental costs connected to depreciation and technical charges for maintenance and development, acquisition and management of industrial patents and property

### AMOUNT

**Maximum amount €5 million**

### CONDITIONS



- Companies that bears costs for one or more of the R&D activities described in the decree, beginning 31 December 2014, until 31 December 2019
- **€30,000 minimum** annual investment in R&D, where the total R&D annual spending exceeds the average spending of the three tax years up to 31 December 2015



The Italian Revenue Agency has introduced a new tax code that companies can use to offset income taxes.



# TAX CREDIT

## Investing in the Mezzogiorno

Law 2015, n. 208 art. 1 c. 98-108

Renewing investment in the South of Italy.

### BENEFICIARIES

**Any company located in the Mezzogiorno Region** (Campania, Puglia, Basilicata, Calabria, Sicilia, Molise, Sardegna and Abruzzo)

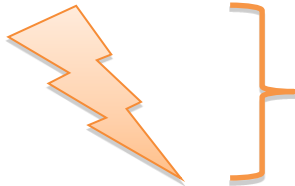
### INCENTIVES

The incentive is granted in the form of a **tax credit** for expenditures in new capital goods from **2016 to 2019**, to be used to offset annual income taxes. The percentage of the deduction is determined by company size: i.e. 20% SMEs, 15% medium size companies, 10% big companies

### AMOUNT

Maximum amount per investment: **€1.5 million to SMEs; €5 million** to medium size companies, **€15 million** to big companies

### CONDITIONS



- Investments for purchasing or leasing of new machinery, equipment, capital goods and business equipment for production
- Companies under financial duress and those operating in the following industries are not eligible: iron and steel industry; coal industry, ship and boat builders; synthetic fiber producers; transportation and storage; energy production, distribution and infrastructures; credit, finance and insurance institutions



The tax credit must be itemized in the annual income declaration form and refer to the fiscal year when the expenditures were taken.

The Italian Revenue Agency provides the details for requesting the tax deduction.

# SUPER AMORTIZATION REGIME

Law 2015, n.208 art. 1 c. 91-97

Supporting investments in new capital goods.

## BENEFICIARIES

**Companies, Trade Professionals and Artisans**

## INCENTIVES

The incentive is granted in the form of a **tax deduction** in determining taxable income. i.e. Corporate Income Tax (Ires) and Personal Income Tax (Irpef)

## AMOUNT

A 40% increase in the tax deduction of the new and leased capital goods. Fiscal amortization charges will therefore increase their value by 40% compared to their book value, for the entire amortization period. The incentive also includes the purchase of any vehicle not exclusively used for the business

## CONDITIONS



- Investments in purchasing new capital goods acquired between **15 October 2015 and 31 December 2016**
- The incentive is not applicable to new capital goods with a coefficient of amortization lower than 6.5%, buildings and construction, as well as some particular goods (i.e. water pipeline, domestic electricity grid, water supply, railroad and air travel materials)



Deductions related to applicable amortization must be itemized in the annual tax return.

# PATENT BOX



The Italian Government is committed to making Italy a competitive place for innovation and growth. The aim of the Patent Box plan is to promote Italy as a hub of intellectual assets currently located abroad by supporting investments in R&D.

## BENEFICIARIES

**Any company**

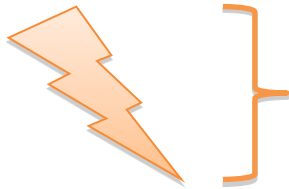
## INCENTIVES

**Optional Tax Regime.** The regime is an elective tax regime granting **50% exemption** from **Corporate Tax (IRES)** and **Local Tax (IRAP)** on income derived from the licensing or the direct exploitation of qualifying intellectual property (IP). The exemption will be 30% for 2015, 40% for 2016 and 50% starting 2017 onwards

## AMOUNT

Qualifying income is determined for each intellectual property (IP) on the basis of the ratio between the costs sustained for the development, maintenance and improvement of the IP and the overall costs of its production

## CONDITIONS



- ✚ Capital gains arising from the disposal of IP are exempt from taxation provided that at least the 90% of the consideration is reinvested before the end of the second tax year following the disposal in R&D activities
- ✚ A foreign business can access the plan only if it has business income through a permanent establishment in Italy and is located in a state that has a double tax agreement with Italy and undertakes an effective exchange of information
- ✚ Performs R&D activities either directly or in cooperation with universities



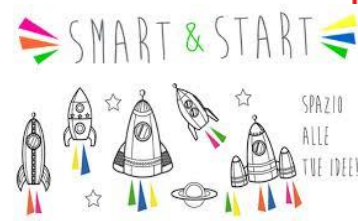
The optional tax plan must be itemized in the annual income declaration and last for five fiscal years. It cannot be revoked and is renewable.

Applications can be made online according to the procedures and through forms available on the Italian Tax Agency website.

# SMART & START

## Supporting Innovative Startups

MD 24 September 2014, Official Journal n. 264 13 November 2014



Designed to support the establishment and growth of new businesses in the digital economy, to strengthen the value of the fruits gained from scientific and technological research and to lure back eminent Italian talent from abroad.

### BENEFICIARIES

Teams looking to establish innovative Startups and Foreign companies planning expansion to Italy

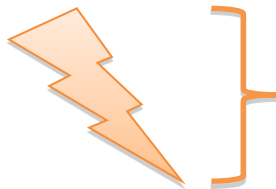
### INCENTIVES

**Interest-free loans** to cover capital investment and operating costs related to starting a business. Startups based in the South of Italy or in the areas affected by the Aquila earthquake repay only 80% of the funding. New Startups established in the **last 12 months** are further supported with technical and managerial mentoring

### AMOUNT

The loan amount can cover **up to 80%** of expenses (maximum €1.2 million), if the Startup consists **entirely of people under the age of 36 or women**, or includes at least one **Italian PhD** who has been permanently engaged abroad. In all other cases, the loan amount can cover up to **70%** of expenses (maximum €1.05 million)

### CONDITIONS



- ✚ The investment shall terminate **within 2 years** from the signature of the loan contract
- ✚ Innovative Startups must have been established for less than **48 months**
- ✚ **Funds from the loan will only be released for expenses actually incurred**, following a request from the startups, for an amount not less than 20% of the eligible costs



Applications can be made online according to the procedures and through forms available on the Invitalia website.

Info [www.smartstart.invitalia.it](http://www.smartstart.invitalia.it)

# NATIONAL INNOVATION FUND

Law 2006, n. 296 art. 1 c. 851



**Increasing the competitiveness of SMEs** by strengthening the value of their innovative projects, intellectual property (IP) rights, their resulting goods and services and by promoting their introduction into the marketplace.

BENEFICIARIES

**Micro companies and SMEs**

INCENTIVES

Participation in risk capital for the development of patents and the introduction of new and innovative products and services into the marketplace

AMOUNT

**Risk Capital:** Maximum investment **€1.5 million per year**

## CONDITIONS



✚ The **investment must last no longer than 10 years** in accordance with the Fund's strategy



Info

<http://www.uibm.gov.it/index.php/la-proprietà-industriale/incentivi-alle-impresе/incentivi-alle-impresе-2/linea-capitale-di-rischiо>

# DESIGNS +3



Supporting the innovative talents and the competitiveness of SMEs by maximizing the value of their industrial design work in the national and international marketplace.

## BENEFICIARIES

**Micro companies and SMEs**

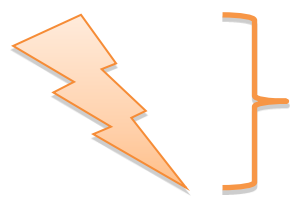
## INCENTIVES

A **Non-repayable capital grant**: maximum 80% of eligible expense, in concert with the promotion of relevant design work. The company can request funds to cover the costs of recruiting external technical support

## AMOUNT

**Maximum amount €120,000 per company**

## CONDITIONS



✚ The project must be completed within 9 months of approval



Applications can be made online according to the procedures and through forms available at <http://www.disegnipi3.it>



# TRADEMARKS +2

Supporting the innovative talents and the competitiveness of SMEs by promoting the internationalization of their trademarks.

## BENEFICIARIES

**Micro companies and SMEs**

## INCENTIVES

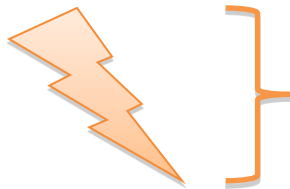
**INITIATIVE A:** Incentives for encouraging registration of EU trademarks with OHIM (Office for Harmonisation in the Internal Market) through the purchase of specialist services

**INITIATIVE B:** Incentives for encouraging registration of international trademarks at the WIPO (World Intellectual Property Organisation) through the purchase of specialist services

## AMOUNT

**Maximum amount €20,000**

## CONDITIONS



✚ All costs must have been sustained prior to 1 February 2015 and therefore before submitting the application for financing



Applications can be made online according to the procedures and through forms available at <http://www.marchipiu2.it>.

Applications can be submitted starting 1 February 2016 until the funds are exhausted.

# ENERGY EFFICIENCY



Conto Termico



Certificati Bianchi





# WHITE CERTIFICATES



White certificates, also known as “Energy Efficiency Certificates” (EEC), are instruments issued by an authorized body guaranteeing that a specified amount of energy savings has been achieved. Each certificate is a unique and traceable commodity carrying a property right over a certain amount of additional energy savings and guaranteeing that the benefit of these savings has not been accounted for elsewhere. Suppliers with at least 50,000 domestic customers (including affiliated licenses) are eligible.

## BENEFICIARIES

Electricity and gas distributors, ESCOs and other organizations that have an energy manager or an ISO 50001-certified energy management system in place

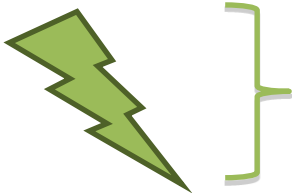
## INCENTIVES

Electricity and gas distributors may fulfill their obligation by implementing energy efficiency projects eligible for white certificates or by buying white certificates from other parties in the Energy Efficiency Certificates Market managed by GSE

## AMOUNT

The number of white certificates issued is proportional to **energy savings** generated by the energy efficiency project. The economic value of the single certificate depends on the financial market

## CONDITIONS



✚ The energy efficiency projects shall guarantee extra energy savings with respect to the average energy consumption



Gestore dei Servizi Energetici-GSE S.p.A. is the body in charge of implementing and managing the scheme.

Info <http://www.gse.it/it/CertificatiBianchi/Pages/default.aspx>

# THERMAL ENERGY



Supporting the production of thermal energy from renewable sources (by private companies) and the implementation of energy efficiency projects in municipal buildings (either directly or through ESCO).

**BENEFICIARIES**

**Companies, municipal bodies and individuals**

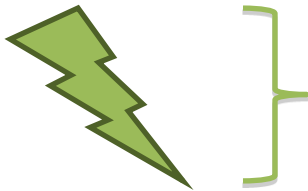
**INCENTIVES**

**Non-repayable capital grant**

**AMOUNT**

**Based on project type**

## CONDITIONS



⚡ Companies may apply for incentives only for small-scale projects for systems for producing thermal energy from renewable sources and high-efficiency systems



Gestore dei Servizi Energetici-GSE S.p.A. is the body in charge of implementing and managing the scheme.

Info <http://www.gse.it/it/Conto%20Termico/Pages/default.aspx>



# INTERNATIONALIZATION



# FOREIGN MARKET EXPANSION PROGRAM



Supporting foreign market expansion (non EU countries) for launching and distributing new products and services, or for gaining new markets for existing products and services through permanent establishments.

BENEFICIARIES

**Any Italian company**

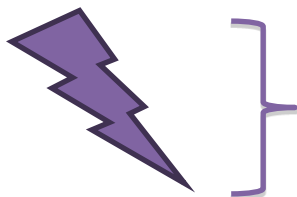
INCENTIVES

**Financing at subsidized interest rates**

AMOUNT

Financing can cover **up to 85% of the amount of the budgeted expenses** and can be granted in an amount that does not exceed the amount permitted under EU *de minimis* rules. Financing **cannot exceed 25% of average turnover in the last 3 years**

## CONDITIONS



- ✚ The programme shall be realized in non-European countries
- ✚ The Program last **6 years in total**
- ✚ The programme must be carried out in the period between the date of presentation of the application and 2 years from the execution of the loan agreement. The loan is then repaid over the next 4 years



Companies submit their applications for financing to Simest ([www.simest.it](http://www.simest.it)), together with the documentation specified in the application form.

# EXPORT CREDIT SUPPORT

Promoting the export of capital goods (machinery, systems, related studies, spare parts and services) throughout the world.

## BENEFICIARIES

**Any Italian company**

## INCENTIVES

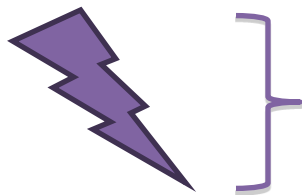
**a) Buyer credit.** By means of a stabilization intervention, for each interest period the difference between the floating rate (Libor/Euribor plus the eligible spread) and the fixed interest paid by the borrower to the bank (CIRR) is calculated. SIMEST pays the difference to the bank if it is positive whereas it cashes it in if it is negative

**b) Supplier credit.** At the request of the Italian intermediary bank or of the exporter (where the notes are discounted abroad), SIMEST grants the exporter interest support in a lump sum equal to the difference between the net proceeds of the discounting of the notes at the market rate (deemed appropriate by SIMEST and within the permitted limits) and their present value at the CIRR paid by the foreign buyer

## AMOUNT

**85% is repaid in installments** no less frequently than every six months;  
**15% is paid in cash** at or before the "starting point of credit"

## CONDITIONS



- ✚ Payment must be deferred by at least 2 years from the starting point of credit
- ✚ Minimum interest rates are set on the 15<sup>th</sup> of each month by the OECD according to the currencies being used. They are calculated on the basis of medium/long-term government bond yields plus an additional margin of 100 basis points and are published on the Ministry website



Applications for support are submitted to SIMEST by the Italian or foreign bank providing the financing. In case of supplier credit, where the notes are discounted abroad, the application may be submitted directly by the exporter.

The request for support has to be made using the application form, together with the documentation specified in the application form.

Info <http://www.simest.it/index-en.php>

# FEASIBILITY STUDIES AND TECHNICAL SUPPORT

Providing financial support for Italian businesses undertaking pre-feasibility and feasibility studies or implementing technical assistance programs in non-EU countries.

## BENEFICIARIES

**Any Italian company**

## INCENTIVES

**Financing at subsidized interest rates through a revolving fund**

## AMOUNT

Financing can cover up to 100% of the amount of the budgeted expenses. However, it may not exceed the amount permitted under EU *de minimis* rules, specifically no more than:

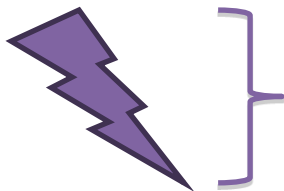
**€ 100,000.00** for studies linked to commercial investments;

**€ 200,000.00** for studies linked to investments in production;

**€ 300,000.00** for technical assistance.

Financing cannot exceed 12.5% of average turnover in the last 3 years

## CONDITIONS



- ✚ The program associated with **feasibility studies** must be realized within **six months** after the signature of the loan contract; **12 months** if associated with **technical assistance**
- ✚ Financing cannot exceed 12.5% of average revenues in the last 3 years
- ✚ The guarantees provided by **SMEs** that meet the specified evaluation criteria and approved by the Support Committee *must cover at least 40% of the loan amount*, while those provided by large companies must always cover 100% of the loan amount



Companies submit their applications for financing to SIMEST ([www.simest.it](http://www.simest.it)), together with the documentation specified in the application form.

Info <http://www.simest.it/index-en.php>

# VENTURE CAPITAL FUND



The Italian Government has established the Venture Capital Fund to support investments outside the EU by Italian businesses which can be used alongside SIMEST's ordinary equity investments in foreign companies.

## BENEFICIARIES

**Any Italian company**

## INCENTIVES

SIMEST can invest in the equity capital of foreign firms (with Italian firms' participation) to support foreign investments in countries outside the European Union

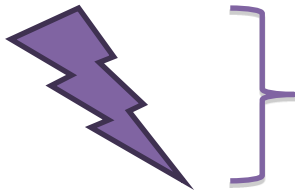
SIMEST participation does not preclude continued access to the interest rate support on bank loans obtained by Italian companies (Art. 4 of Law 100/1990)

## AMOUNT

The Fund, managed by SIMEST, allows for an overall shareholding (SIMEST + Venture Capital Fund) of up to 49% of the foreign company's share capital

It cannot be more than double the SIMEST' shareholding

## CONDITIONS



- + R&D as well as a substantial percentage of companies' activities must continue to be maintained in Italy
- + The investment has the same duration as the SIMEST' shareholding, and cannot in any event exceed 8 years
- + Investments in foreign companies are limited to the following geographical areas: **Far East** (India, Indonesia, Malaysia, the Maldives, People's Republic of China, Sri Lanka and Thailand); **Eastern Europe & Balkans** (Albania, Armenia, Azerbaijan, Bosnia Herzegovina, the Russian Federation, Georgia, Kosovo, the former Yugoslav Republic of Macedonia, Moldova, Montenegro, Serbia and Ukraine); **Africa, The Middle East** and **Central and South America**



Companies submit their applications for financing to SIMEST ([www.simest.it](http://www.simest.it)), together with the documentation specified in the application form.

Info <http://www.simest.it/index-en.php>

# INVESTMENT IN COMPANY EQUITY

To promote Italian company investment in companies located outside the EU.

## BENEFICIARIES

**Any Italian company owned or managed within the EU**  
Priority is given to SMEs

## INCENTIVES

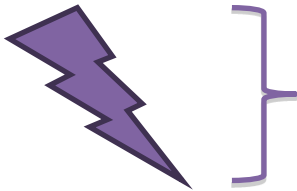
**SIMEST can acquire** equity capital of foreign firms to support foreign investments in countries outside the European Union

**Interest rate support** for financing granted to Italian firms by any bank authorized to do business in Italy for the acquisition of risk equity shares in non-EU foreign companies in which SIMEST also invests

## AMOUNT

The investment **cannot exceed 25% of risk capital** with a maximum term of 8 years. **Interest rate support** up to 50% of the current interest rate

## CONDITIONS



- ✚ R&D as well as a substantial percentage of companies' activities shall continue to be maintained in Italy
- ✚ During the period SIMEST shares foreign company's capital, the expenses in R&D must at least equal the 50% of the capital share
- ✚ SIMEST can acquire up to 49% of equity capital of foreign firms to support foreign investments in countries outside the European Union and for investments in R&D



Italian businesses must present their applications for support using the form sent to candidates following the resolution of SIMEST's Board of Directors authorizing the investment. The application, duly completed and signed, must be received within three months of the date of approval by the Board of Directors.

Info <http://www.simest.it/index-en.php>



# CAPITALIZATION OF SMEs

Stimulating, enhancing and safeguarding the **financial strength** of exporter SMEs to support their competitive strength in foreign markets. Companies must submit their **plan for expansion** into foreign markets in order to obtain financing.

BENEFICIARIES

**SMEs.**

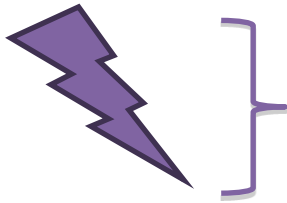
INCENTIVES

**Financing at subsidized interest rates**

AMOUNT

Financing cannot exceed **€300,000**, in accordance with EU *de minimis* requirements, with a ceiling of **25% of the shareholders' equity** of the applicant. The loan is disbursed in a single lump sum installment

## CONDITIONS



- ✚ SMEs must have generated, in the last three years, at least 35% of their total revenues from abroad
- ✚ SMEs shall be organised in the form of a joint-stock company (Inc.) at the time the funding is disbursed
- ✚ In order to access to the incentive, companies must prove their solidity, calculated on the ratio between equity to net and non-current assets



Companies can submit their applications for financing to Simest ([www.simest.it](http://www.simest.it)), together with the documentation specified in the application form.

Info <http://www.simest.it/index-en.php>

# TRADE SHOWS PARTICIPATION IN NON-EU MARKETS

Encouraging first-time participation in a trade shows and/or exhibitions in non-EU markets by SMEs.

BENEFICIARIES

**SMEs**

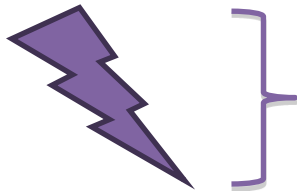
INCENTIVES

**Financing at a subsidized interest rate**

AMOUNT

Maximum **€100,000** per company and **€300,000** for groups of 4 or more not owned by the same entity. Financing can cover up to 85% of the amount of the budgeted expenses and must not exceed the amount permitted under EU *de minimis* rules

## CONDITIONS



- ✚ Companies must submit a declaration stating that the request is for first-time participation in a trade show and/or exhibition in a non-EU market
- ✚ Financing may be granted for first-time participation in two or more different trade shows and/or exhibitions, even in the same country, but not for subsequent participation in the same trade show and/or exhibition
- ✚ Financing cannot exceed **12.5%** of average revenues in the last 3 years



Companies can submit their applications for financing to Simest ([www.simest.it](http://www.simest.it)), together with the documentation specified in the application form.

Info <http://www.simest.it/index-en.php>

**FOCUS**

**INNOVATIVE  
STARTUPS and SMEs**

# Innovative Startups Policy



Supporting the establishment of new innovative companies with **high growth potential**.

## BENEFICIARIES

### Innovative Startups

## INCENTIVES

Administrative burden reduction  
Flexible working arrangements  
Facilitated access to finance through the Guaranteed Fund  
Fiscal incentives for investments  
Crowdfunding  
Italia Startup Visa & Hub  
Fail-Fast

## AMOUNT

Simplified, direct and free access to the SME Guarantee Fund, with maximum amount guarantees of **€2.5 million and coverage equal to 80%** of the financing. Personal Income Tax (IRPEF) deduction of 19% for investments up to €500,000 and Corporate Income Tax (Ires) deduction of 20% for investments up to €1.8 million in innovative startups

## CONDITIONS



- New innovative companies or companies established for less than 5 years
- Less than **€5 million** in total revenues
- Non publicly traded companies
- Technological innovation aimed at corporate social responsibility.
- Companies formed through merger, scission or transfer of assets are excluded
- Investments in R&D, highly qualified personnel or patent ownership or licensing



Awaiting the Ministerial decree aimed at reducing the administrative burdens.

# Innovative SMEs Policy



Supporting the strengthening of innovative SMEs.

## BENEFICIARIES

### Innovative SMEs

## INCENTIVES

Administrative burden reduction  
Flexible working arrangements  
Facilitating access to finance by means of Guaranteed Fund  
Fiscal incentives for investments  
Crowdfunding

## AMOUNT

Simplified, direct and free access to the SME Guarantee Fund, with maximum amount guarantees of **€2.5 million and coverage equal to 80%** of the financing. Personal Income Tax (IRPEF) deduction of 19% for investments up to €500,000 and Corporate Income Tax (Ires) deduction of 20% for investments up to €1.8 million in innovative SMEs

## CONDITIONS



- ✚ Corporations
- ✚ SMEs in accordance with the Commission Recommendation 2003/361/EC
- ✚ Non publicly traded companies
- ✚ Investments in R&D, highly qualified personnel or patent ownership or licensing



Ministerial Decree concerning the Guarantee Fund

## FOCUS INNOVATIVE STARTUPS and SMEs

| INCENTIVES   | INNOVATIVE STARTUPS | INNOVATIVE SMEs | DESCRIPTION   |
|--|---------------------|-----------------|---|
| <b>Reduction of administrative burdens</b>   | YES                 | NO              | Innovative startups are exempt from the payment of stamp duty and fees incurred due to the obligation of registering to the company register, as well as the payment of the annual fee due to Chambers of Commerce.   |
| <b>Flexible corporate management (Srl≈Spa)<br/>Srl (Equivalent of an Ltd.)<br/>Spa (Equivalent of an Inc.)</b> | YES                 | YES             | Creation of categories of shares with specific rights (i.e. categories of shares that do not attribute right to vote or that attribute such rights in non-proportional terms to the participation); the possibility of carrying out operations on one's own shares; the possibility of issuing participative financial instruments; offer to the public of capital shares.                                |
| <b>Exemption from the regulations on companies reporting systematic losses</b>                                 | YES                 | YES             | In case of systematic losses, innovative startups are subject to a special regime on the reduction of the company's share capital. Startups have a 12-months extension, during which the capital can be reduced proportionally to the losses. While ordinary companies must lower capital by the following financial year, startups can do this for up to two financial years after they suffered losses. |
| <b>Exemption from regulations on dummy companies</b>   | YES                 | YES             | Regulations concerning non-operational dummy companies which consistently claim losses do not apply to startups.  |
| <b>Exemption from the duty to affix the compliance VISA for compensation of VAT credit</b>                     | YES                 | NO              | The general regulation states that the application of the compliance visa for compensation in F24 shall apply for VAT credits above €15,000. For innovative startups, the threshold is increased up to €50,000.   |
| <b>Flexible "fixed-term contract"</b>  | YES                 | YES             | Innovative startups and SMEs, as an exception, take advantage of a "fixed-term contract" which has a minimum duration of six months and maximum of 36 months and is extendable to 48 months After this term, the contract is transformed into a permanent contract.   |

| INCENTIVES  | INNOVATIVE STARTUPS | INNOVATIVE SMES | DESCRIPTION   |
|---|---------------------|-----------------|---|
| <b>Flexible remuneration system</b>                       | YES                 | YES             | Salaries due to workers employed in innovative startups can have a variable component linked to the efficiency or profitability of the company, the productivity of the employee or team of employees, or to other output and performance objectives and parameters as agreed upon by the parties.  |
| <b>Stock options and work for equity</b>                  | YES                 | YES             | Innovative startups and PMI can offer employees and suppliers, such as lawyers and accountants, capital shares as additional compensation. The revenues resulting from these financial instruments are tax deductible for both fiscal and contributory purposes.  |
| <b>CIPAQ 2012-2014</b>                                    | YES                 | NO              | Startups have incentives in the form of tax credits up to 35% on all costs for hiring highly qualified personnel (see in details page 12).  |
| <b>Fiscal Incentives for Investment</b>                   | YES                 | YES             | Personal Income Tax (IRPEF) deduction of 19% for investments up to €500,000 and Corporate Income Tax (Ires) deduction of 20% for investments up to €1.8 million in innovative startups.<br>The fiscal incentive is higher if the investment concerns social startups and startups related to the production and commercialization of goods with high technological value for the energy sector (Personal Income Tax (IRPEF) deduction of 25% and Corporate Income Tax (Ires) deduction of 27%). |
| <b>Crowdfunding</b>                                       | YES                 | YES             | Raise capital, also from abroad, through certified web portals.   |
| <b>Preferential Access to the Guarantee Fund for SMEs</b> | YES                 | YES             | Simplified, free and direct access to the Guarantee Fund for SMEs. (see details page 6)   |
| <b>ICE Support for Internationalization</b>               | YES                 | YES             | More targeted support to the process of internationalization provided by the Italian Trade Promotion Agency (ICE), including assistance in legal, corporate and fiscal activities, as well as in real estate and credit matters. Further, innovative startups can benefit from free-of-charge participation in select international fairs and events, as well as in international initiatives aimed at  |

| INCENTIVES                      | INNOVATIVE STARTUPS | INNOVATIVE SMES | DESCRIPTION   |
|---------------------------------|---------------------|-----------------|---|
|                                 |                     |                 | promoting partnerships with potential investors. ICE has issued a “startup service card” the grants 30% discounts on its assistance services.   |
| <b>Smart &amp; Start Italia</b> | YES                 | NO              | Interest-free loans to cover capital investment and operating costs related to starting a business.<br>(see details page 20)  |
| <b>Italia Startup Visa</b>      | YES                 | NO              | Introduction of a rapid, exclusively online, centralized and simplified mechanism for granting working visas to applicants intending to set up a new innovative startup in our country or join an existing one as a shareholder.  |
| <b>Italia Startup Hub</b>       | YES                 | NO              | Extension of the Italia Startup Visa procedure to extra-EU citizens who are already in possession of a regular residency permit and are willing to stay beyond its expiry date to launch an innovative startup. In this way, it is possible to convert a residency permit into a “permit for entrepreneurs in an innovative startup” without leaving the Italian territory and thereby benefit from the same simplified measures provided for the startup visa. |



