

Company Presentation

January 2013

➤ Who :

The Distretto Green and High Tech Monza Brianza was founded by :

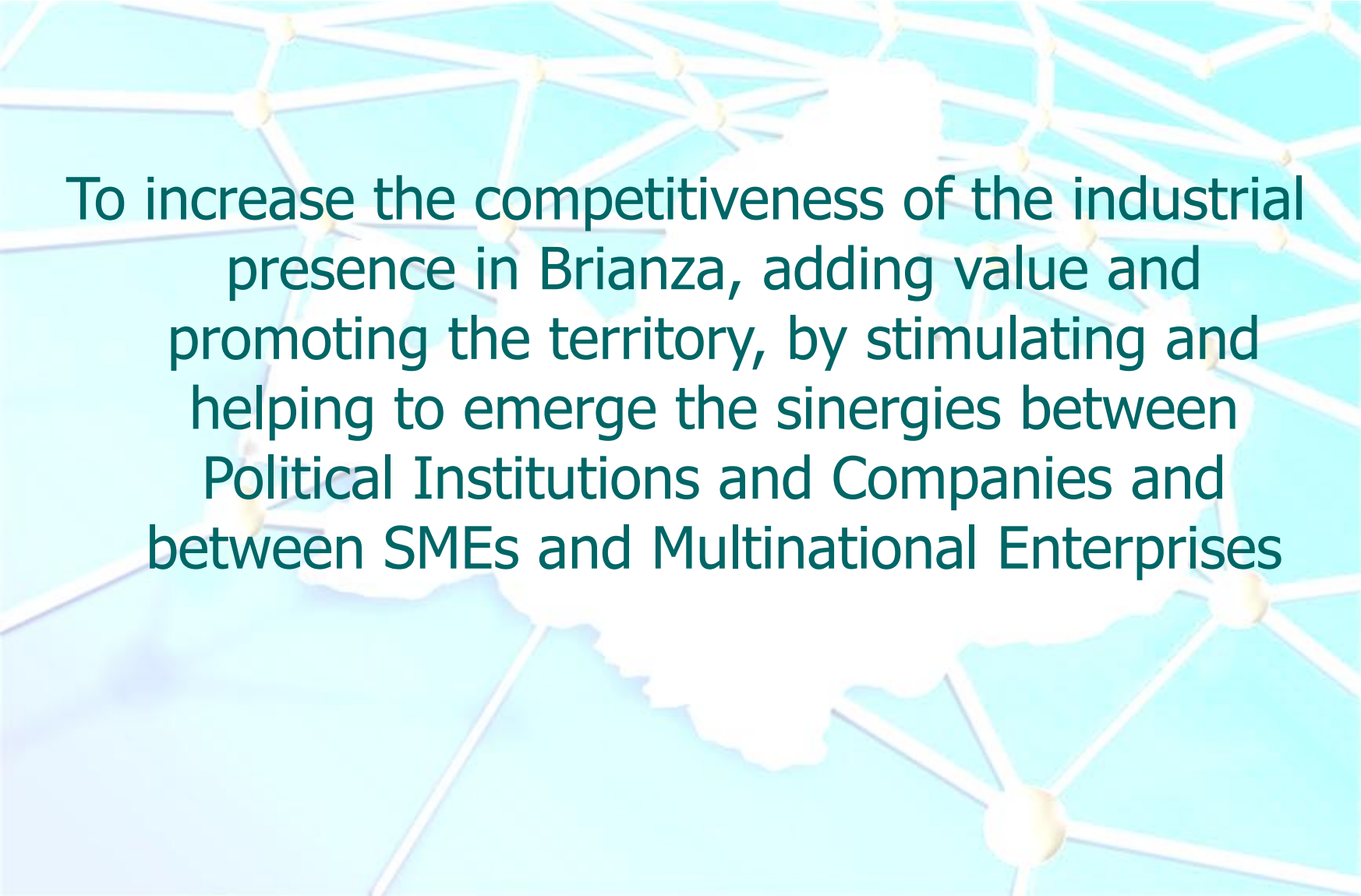
- ❖ Provincia di Monza Brianza (formerly Provincia di Milano)
- ❖ Associazione dei Comuni per il Distretto HT Monza Brianza
- ❖ Confindustria Monza e Brianza
- ❖ Camera di Commercio di Monza e Brianza

➤ Why :

The main goal of the Distretto is to aggregate a 'cluster' of companies having a significant technology content, in order to enable the industrial development and to preserve the large amount of advanced technical know how present in the area

➤ When :

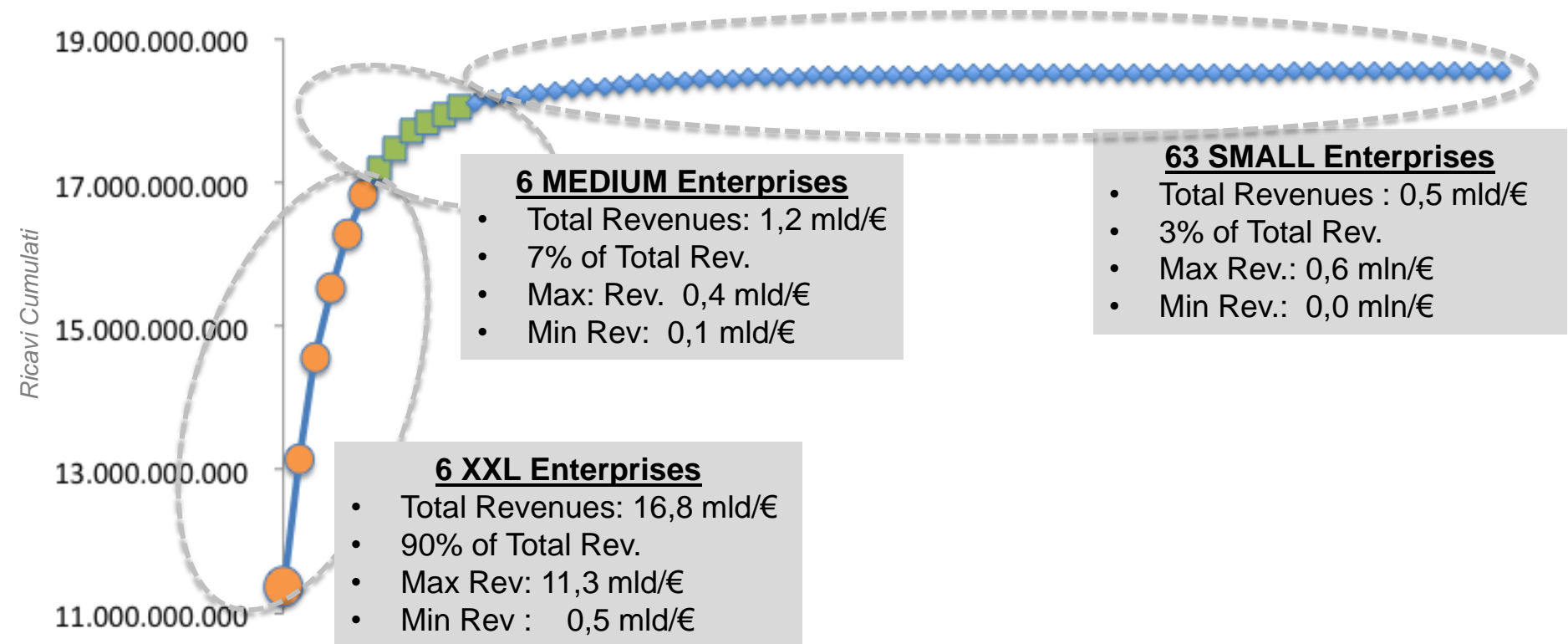
- ❖ Formal kick-off: Jun 2008 (as Distretto High Tech Milano Brianza)
- ❖ Start of the operations: Jan 2009
- ❖ Renewed name and focus (Distretto Green & High Tech Monza Brianza): Oct 2010



To increase the competitiveness of the industrial presence in Brianza, adding value and promoting the territory, by stimulating and helping to emerge the synergies between Political Institutions and Companies and between SMEs and Multinational Enterprises

Enterprises taken into account: Classified into 3 Clusters by size

75 Enterprises taken into account: The Concentration curve *(elaborazione Leanus su dati 2011)*



Only «SW Sector» doesn't show a «Leader Company»

ELECTONICS and MICROELECTRONICS

Revenues: 1.676 mn/€
Employees: 11.022
Enterprises: 17
XXL Enterprises: 1
Mediun Enterprises: 1
Small Enterprises: 15

ENERGY

Revenues : 15.259 mn/€
Employees: 6.261
Enterprises : 21
XXL Enterprises : 4
Mediun Enterprises : 3
Small Enterprises : 14

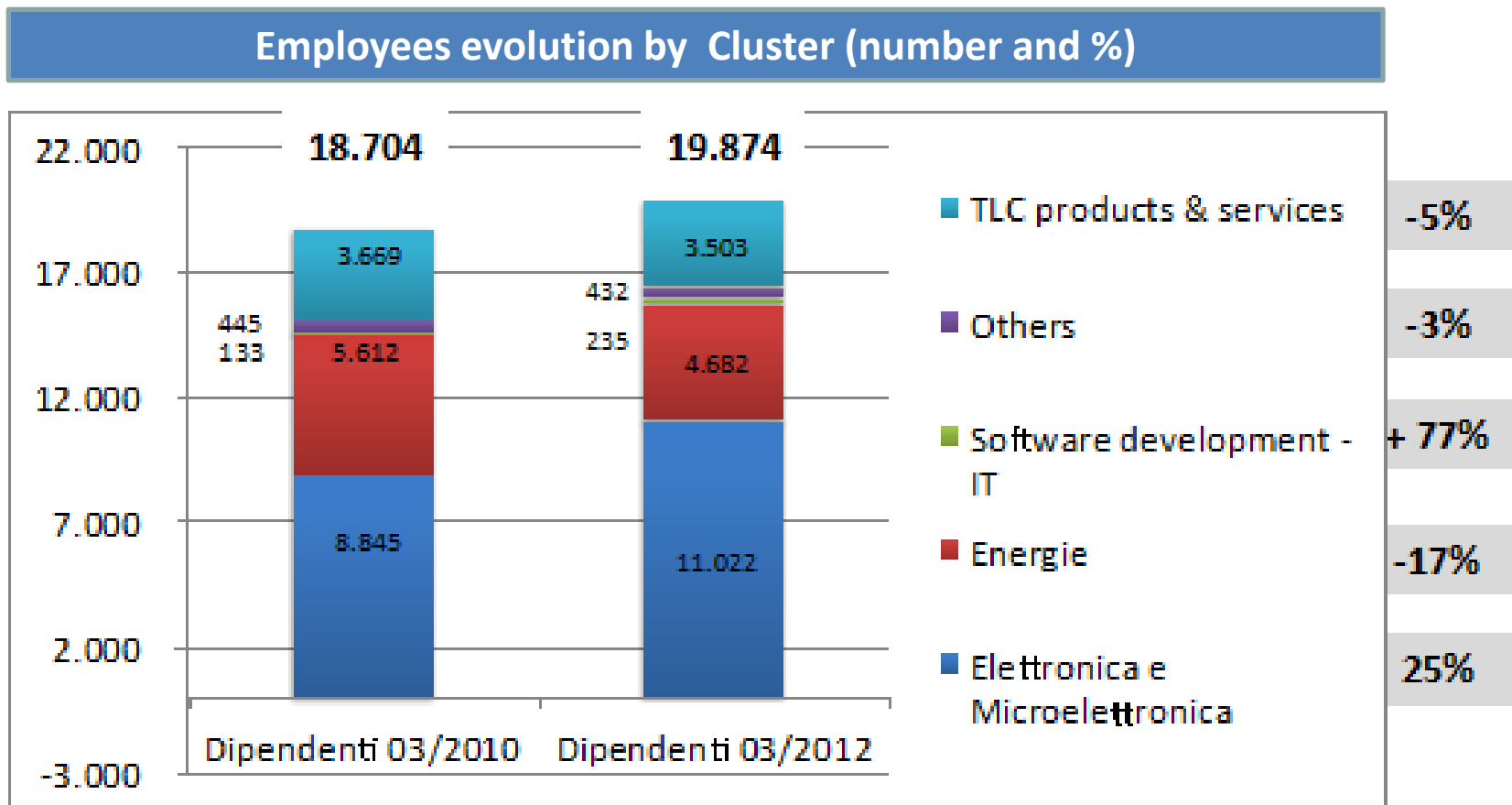
SOFTWARE DEVELOPMENT

Revenues : 46 mn/€
Employees : 235
Enterprises : 15
XXL Enterprises : 0
Mediun Enterprises : 0
Small Enterprises : 15

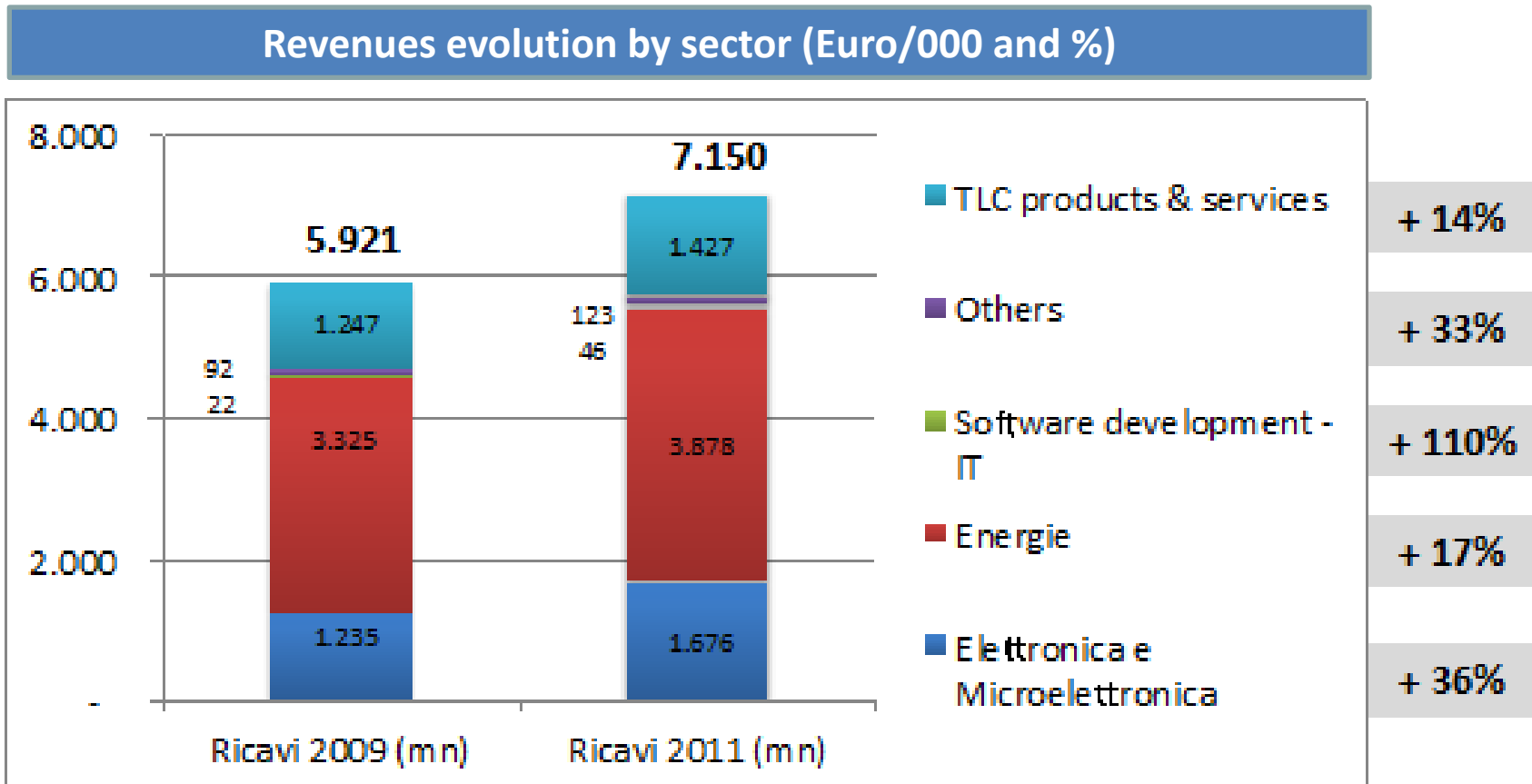
TLC PRODUCTS & SERVICES

Revenues i: 1.427 mn/€
Employees : 3.503
Enterprises : 15
XXL Enterprises : 1
Mediun Enterprises : 2
Small Enterprises : 12

Employees growth 6%. Record in software, energy and TLC decrease.



Revenues growing 21%. All clusters show «+» sign . Record in software.

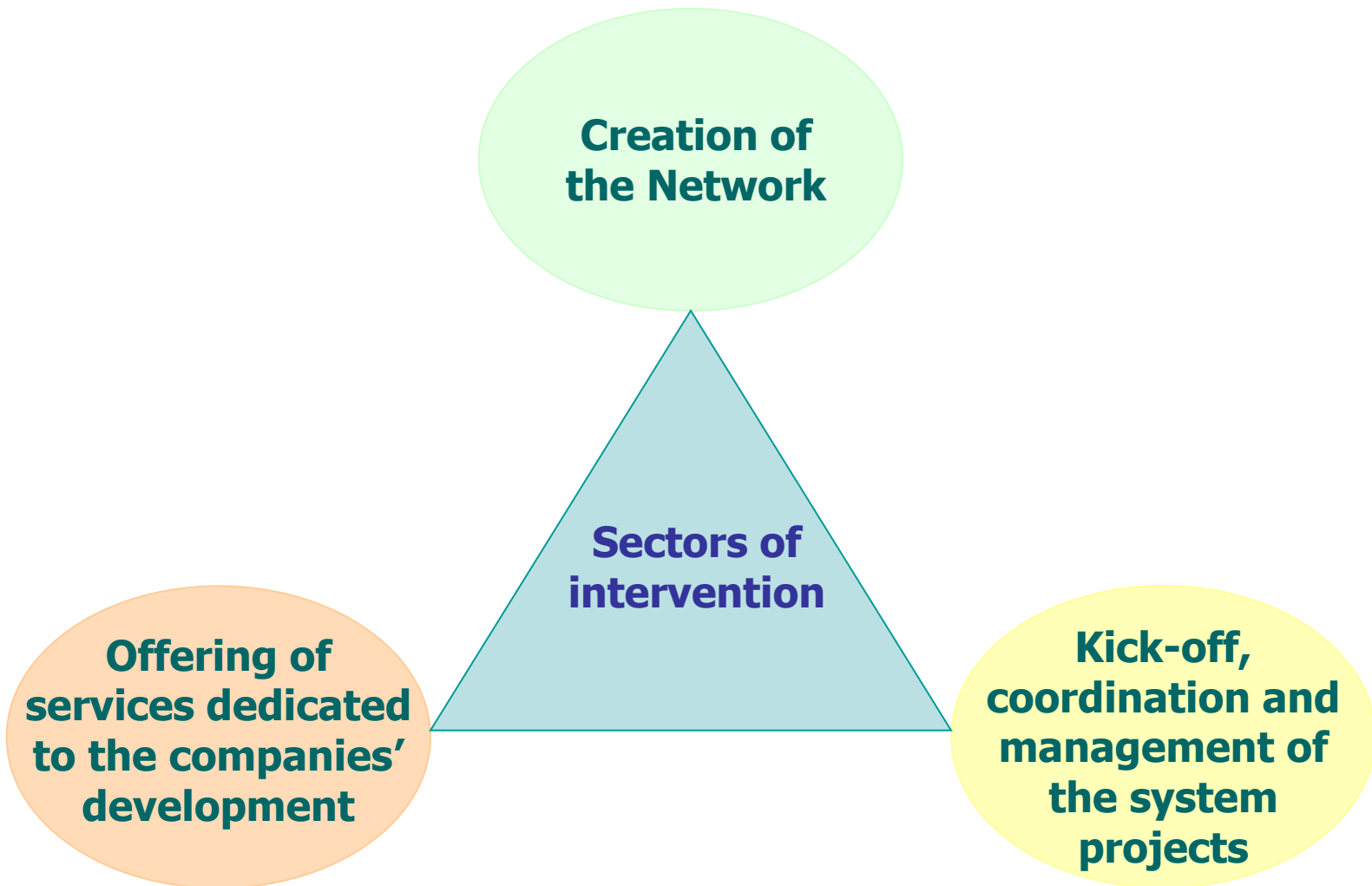


Two levels indentified :

- Focus on **each individual company** (especially SMEs), aiming at enabling a sustainable growth based on products, technology and business process innovation
- Activating **system projects** capable of combining the industrial development and the technological requalification and/or growth of the territory

Execution of the Strategy

It is of fundamental importance to create at both levels a thick network and to aggregate companies, as well as to catalyze the synergies between the industrial world and the local institutions

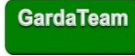




The Company Network



GAMMA ENERGYIA



High-Technological-Services
DESIGNING & CUSTOMIZED MATERIALS FOR INDUSTRIAL APPLICATIONS



siae microelettronica



2. The services offered

➤ **Industrial Development**

- ❖ Biz plan Assessment for start-up companies or in a turnaround phase, marketing and/or strategy development
- ❖ Aggregation of companies to develop production links and facilitate the creation of business opportunities

➤ **Finance**

- ❖ Identification and aggregation of companies to facilitate access to funding
- ❖ Establishing links among Companies and Banks to limit credit crunch impact and to find Venture Capital

➤ **Marketing**

- ❖ Networking among companies and "key individuals"
- ❖ Marketing of the Territory to attract new companies and new activities
- ❖ Creation of an "healthy environment" promoting the companies' needs towards the Public Administration

➤ **Employment**

- ❖ Facilitate inter-company mobility and support Human Resources management

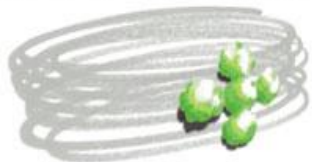
➤ **Research and Innovation**

- ❖ Aggregation of companies on clearly identified R&D projects
- ❖ Providing help in evaluating and identifying innovation processes. Valorize the R&D laboratories present in the area

➤ **Infrastructures and public services**

- ❖ Coordination of companies' needs and local development politics
- ❖ Mobility Management program started in coordination with Municipalities and Companies

Agreements signed with qualified partners having complementary competencies w.r.t. ours, in order to offer a broad set of services to our enterprises



BROKER DI ASSICURAZIONE
CORRISPONDENTE DEI LLOYD'S



eurocrea merchant
consulenza direzionale d'impresa



3. Strategic Project: Ultra BroadBand

Strategic Goal: first installation ever of a Next Generation Access Network (NGAN) - Ultra Broad Band (100M+)

- ❖ Leader companies located in the area have valuable competencies and know-how available and exploitable
- ❖ High interest and massive presence of “educated users” to allow fast deployment in the territory
- ❖ Favorable concentration of special customers with the need to increase available band (Hospitals, Security,....)

Expected output : To increase the attractiveness of the territory aiming to enable the localization of new high tech enterprises and to facilitate the growth of local companies developing products and services dedicated to this new infrastructure

Zona 1° Maggio -



Zona Sud - Concorezzo



•Qualche numero ..

- 500 PMI potenziali utenti
- 421 in Aree di Concorezzo
- 80 in Area Ex Singer e Monza2

Zona Dogana - Concorezzo



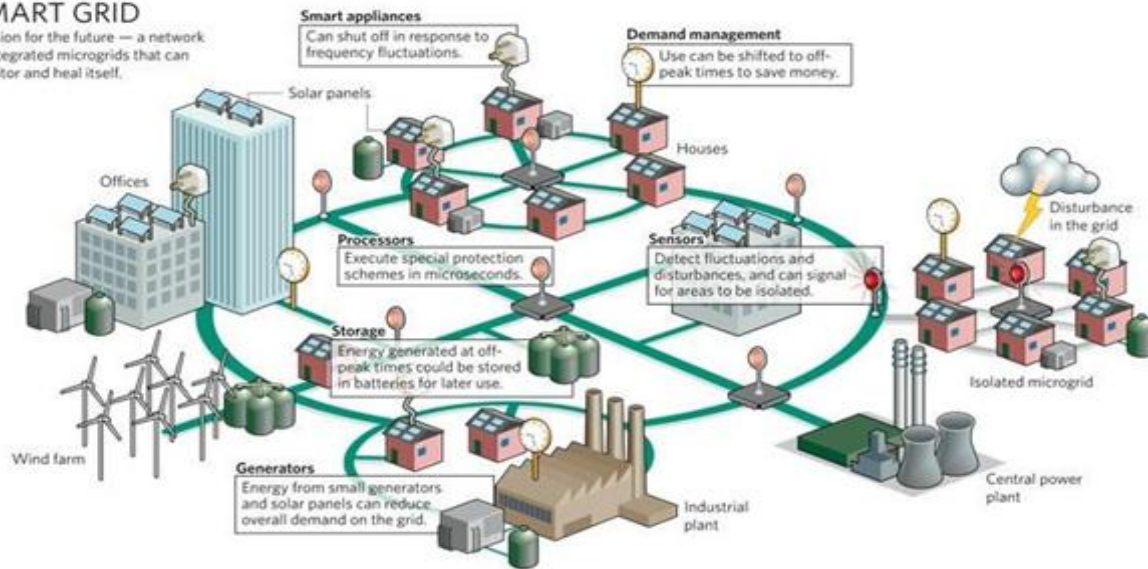
Zona Ex-Singer , Via Pompei- Monza



3. Strategic Project: Smart Grid

SMART GRID

A vision for the future — a network of integrated microgrids that can monitor and heal itself.



Strategic Goal: installation of a pilot smart grid in order to field prove its performances and replicability. This is to be achieved by exploiting the expertise and firm commitment of key leading enterprises of the territory and of the local Institutions

Expected output : The territory will get the benefit from the pilot installation whereas the involved enterprises will get the benefit from the industrial development in this domain

progetto grafico e testi: pub, Foto: Bart herreman



MBNews MONZA BRIANZA

Sulbiate: il led arriva in città, con meno costi e meno inquinamento per tutti

Ambiente
Scritto da Lorenzo Giglio
Lunedì 13 Febbraio 2012



A Sulbiate (Monza) inaugurato impianto di illuminazione pubblica basato sulla tecnologia LED

Scritto da Federico Baglivi
8 Febbraio 2012

Meetings within RL DAT representatives (03.08.2012 e 06.09.2012)

Hypothesis of aggregation for the establishment of the Regional Cluster coordinated by Distretto Foundation Green & High Tech Monza Brianza

Appointment by Lombardy Region of Distretto Green and High Tech Monza Brianza in representation of the future Regional Cluster within the Coordination Committee of the National constituting Cluster Technologies for Smart Communities

Definition of a first draft of the Partnership Agreement for the Regional Cluster on Smart Communities

Signing the letter of intent on the Agreement on Partnership for the establishment of the Regional Cluster by:

- ✓ n. 76 Companies
- ✓ n. 33 Research Entities/Universities

The European semiconductor cluster network



Our Value Proposition

- 👍 Membership allows to be part of the network of enterprises:
 - Easier contacts between SMEs and Multinationals
 - Creation of business opportunities
 - Preferred dialogue with Local Institutions

- 👍 A thorough offering of services dedicated to company's growth will be managed by a single entity

- 👍 It's not only a matter of raising the consensus: all the stakeholders can give their contributions to elaborate strategies and actions

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