

Fostering outbound investments into 策动投资在意大利 Italy

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GRANVILLE ROOM, CONRAD HOTEL, HONG KONG (香港港丽酒店金威厅)

“Destinazione Italia” (Destination Italy) is a set of measures aimed at bringing significant changes to the investment landscape into Italy and providing more attractive measures to be made available to foreign investors. This could very well accelerate the level of interest for investment activities into Italy. While Italy has been known as the hub for luxury and brand names, it has also a host of companies specializing in industrial, technology (including environmental-related and auto parts / components) and pharmaceutical sectors, which could be of interest to enterprises in Greater China in their quest for overseas environmental friendly solutions and high-end technology.

“向意大利出发”是一系列旨在改善意大利投资环境并向国际投资者提供优惠待遇的措施。预计这些措施将会显著促进面向意大利的投资活动。意大利不仅是奢侈品牌的重要集中地，其工业、技术（比如环境技术及汽车零部件）和医药产业亦同样出色，这些领先产业可满足大中华企业和投资者在海外环境保护工程、先进科技和产业升级等诸多方面的需求。

AGENDA (议程安排)

- 08:15 Registration 登记
- 08:45 Introduction by Mr. Andrea Napoletano, Head of FDI Unit, The Italian Trade Commission
由意大利政府对外贸易委员会，外商投资部主管Mr. Andrea Napoletano作简介
- 09:00 Panel one: Foreign direct investments into Italy from the Italian perspective
讨论环节（一）：直接投资意大利 - 意大利的观点和经验分享
- 09:45 Panel two: Outbound direct investments into Italy from the Chinese perspective
讨论环节（二）：直接投资意大利 - 中国的观点和经验分享
- 10:30 Q&A and Coffee Break / Networking
问答环节、茶歇及自由交流

PANEL ONE (讨论环节一) :

Foreign direct investments into Italy from the Italian perspective

直接投资意大利 - 意大利的观点和经验分享

- What are the key trends in Italy which could make a direct investment from Greater China attractive?
意大利有哪些重要发展趋势吸引了来自大中华的直接投资者?
- Luxury and brands aside, what are the “hot” sectors where we could anticipate investment or acquisition opportunities?
除了奢侈品牌, 还有哪些热门领域值得投资或有并购机会?
- Would Italian targets prefer a minority investment or acquisition of controlling stake by Chinese investors?
意大利企业倾向向中国投资者出让少数股权, 还是具有控制权的多数股权?
- What is the perception of Chinese investors as business partners of Italian targets?
意大利企业对中国投资者作为商业伙伴的一般看法是什么?
- How can Chinese investors work with Italian entrepreneurs and corporates on post merger integration that will achieve a win-win solution?
中国投资者应如何处理并购后的整合, 以达成一个双赢的局面?

SPEAKERS (moderated by Prof. XI Chao, The Chinese University of Hong Kong)

讲者 (香港中文大学, 习超教授主持)

- **Mr. Marco Nicolini**
Partner, Chiomenti Studio Legale
凯明迪律师事务所, 合伙人
- **Mr. Luca Monti**
Head of Private and Corporate Investment Banking
私人及公司投资银行部主管
UBI Banca
- **Mr. Fabio de Rosa**
President, Italian Chamber of Commerce in Hong Kong and Macao
香港及澳门意大利商会主席
- **Mr. Niccolo' Magnoni**
Director, IPE (Investimenti Private Equity)
私募股权投资部主管
Synergo SGR
- **Mr. Gianluigi Lucchini**
Investment Director & Head of Asia Pacific Desk
投资主管及亚太区主管
Quadrivio Capital SGR

PANEL TWO (讨论环节二) :

Outbound direct investments into Italy from the Chinese perspective

直接投资意大利 - 中国的观点和经验分享

- What are the strategic deal drivers for Chinese investors seeking Italian assets in the industrial, technology (including environmental-related and auto parts / components) and pharmaceutical sectors?
中国投资者在并购意大利工业、技术 (比如环境技术及汽车零部件) 和医药产业的战略诱因有哪些?
- What is the key takeaway on financial due diligence?
财务尽职调查的重点是什么?
- Should Chinese investors opt for a controlling deal or commence with a minority investment in Italian targets?
中国投资者应选择收购具有控制权的多数股权, 还是应该从少数股权投资开始入手?
- What are the key challenges confronting Chinese investors in relation to outbound investment into Italy?
中国投资者境外投资意大利主要面临的挑战有哪些?
- How should Chinese investors deal more effectively with difficulties in relation to post merger integration?
中国投资者应如何更有效率地处理并购后的整合?

- **Mr. Simon Lee** 李绍明
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- **Mr. Zhan Chun Xin** 詹纯新
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Niccolo'
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Simon
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Chun Xin
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Wei
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* Simultaneous translation service English / Mandarin will be provided (将会提供英文 / 普通话同声翻译服务)

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