

INVITALIA BUSINESS NETWORK – SCHEDULE OF CATEGORIES, REQUIREMENTS AND PREFERRED QUALIFICATIONS

CATEGORY	MINIMUM REQUIREMENTS	PREFERRED QUALIFICATIONS
<p>1. Banks</p>	<p>(i) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;</p> <p>or</p> <p>(ii) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;</p>	<p>(x) fulfillment of both the minimum requirements;</p>
<p>2. Merchant banks</p>	<p>(i) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;</p> <p>or</p> <p>(ii) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;</p>	<p>(x) fulfillment of both the minimum requirements;</p>
<p>3. Law and/or accountancy firms</p>	<p>(i) a consolidated experience in at least 2 (two) of the following specialist fields: (A) commercial and corporate law; (B) mergers and acquisitions; (C) banking and financial market law; (D) litigation (civil law); (E) arbitration; (F) corporate restructuring and insolvency procedures; (G) tax law and fiscal</p>	<p>(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;</p>

	<p>planning; (H) EU and international law; (I) competition law; (J) administrative law; (K) intellectual and industrial property, information technology and e-commerce law; (L) labour law; (M) telecommunications and media; (N) energy; (O) real estate law; (P) insurance law;</p> <p>and</p> <p>(ii) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;</p>	
4. Auditing firms	<p>(i) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;</p> <p>or</p> <p>(ii) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;</p>	(x) fulfillment of both the minimum requirements;
5. Insurance companies	<p>(i) a consolidated experience in business risk insurance;</p>	<p>(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;</p> <p>and/or</p> <p>(y) the capacity to provide services in both Italian and English, and in at least one of the following</p>

		other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;
6. Real estate firms	(i) a consolidated experience in real estate sales and/or leasing/renting of manufacturing premises;	(x) an in depth knowledge of the real estate market in the South of Italy; and/or (y) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish; and/or (z) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;
7. Staff recruitment companies	(i) a consolidated experience in the search for and selection of manufacturing personnel; or (ii) a consolidated experience in the search for and selection of personnel, in case of corporate internationalization operations ;	(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties; and/or (y) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish; and/or (z) fulfillment of both the minimum requirements;
8. Energy production and selling	(i) a consolidated experience in the supply of	(x) the establishment or membership of an international network, also in connection with

companies	energy services to businesses;	strategic alliances entered into with third parties;
9. Telephone companies	(i) a consolidated experience in the supply of communication services to businesses ;	(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;
10. Communication agencies	(i) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties; or (ii) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;	(x) fulfillment of both the minimum requirements;
11. Consulting firms	(i) a consolidated experience in consulting services in at least one of the following fields of expertise: (A) logistics; (B) tourism; (C) energy, especially with regard to renewable sources; (D) biotech; (E) information technology;	(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties; and/or (y) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;
12. Private equity/venture capital firms, holding companies, investment fund management companies, investment funds, business angels	(i) a consolidated experience in the sector;	(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;

		and/or (y) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;
13. Translation and/or interpretation and/or cultural mediation agencies	(i) the capacity to provide services in both Italian and English, and in at least one of the following other foreign languages: (A) Arabic; (B) Chinese; (C) Korean; (D) French; (E) Japanese; (F) Hindi; (G) Kazakh; (H) Portuguese; (I) Russian; (J) Spanish; (K) German; (L) Turkish;	(x) the establishment or membership of an international network, also in connection with strategic alliances entered into with third parties;