



# EXPORT PROMOTION, LOCATION SCOUTING AND PRODUCTION IN ITALY

Travel with Danitacom  
and become part of  
Made in Italy

**DANITACOM**

Italian Chamber of Commerce  
In Denmark

## EXPLORE THE POTENTIAL ON THE ITALIAN MARKET

Knowing the Italians and the Italian reality makes it easier to read the market needs and the export potential of one's goods, but who should you meet, where and how?

The Italian Chamber of Commerce in Denmark is the ideal partner to spearhead your company into the Italian market. We are a private association and a young team who has created a large network in both countries, benefiting from Danitacom's bridge building between Denmark and Italy.

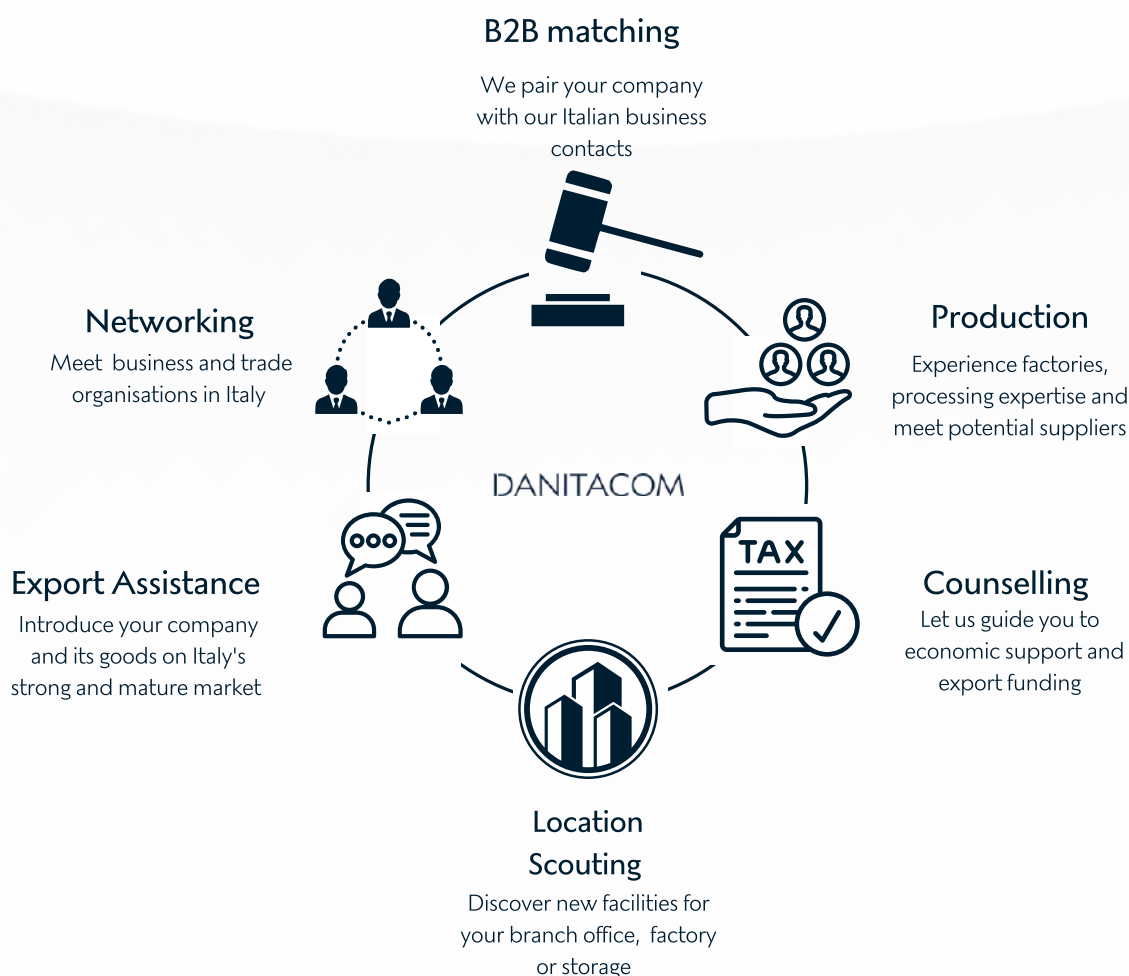
We know the Italian business culture and through our partners we can match and establish physical meetings with companies in Italy that are optimal for your business.

# DANITACOM

Danitacom facilitates b2b meetings and export agreements, strengthening industry connections by tailoring effective delegations to Italy for Danish companies that are both new to and experienced on the Italian market.

We can offer 360 degree solutions and focused efforts in special areas where we draw on our language skills, cultural understanding and large hinterland of local contacts.

Our customers are mostly small and medium-sized Danish enterprises (SMEs) as well as Danish business institutions and trade associations, whose members want to explore the sales potential and production possibilities in Italy.





# OPPORTUNITIES WITH DANITACOM

## Export promotion in Italy

With its quality conscious and well educated population, its tradition of aesthetics and a natural flair for innovation, Italy holds a huge export potential for Danish companies.



Several sectors in Italy are among Europe's largest and leading: the tech industry, the dairy and butchery industry, fashion, design, food & beverage as well as the building and construction sectors are booming and are also being helped along by legislation and government investment.



This creates an obvious synergy with products and skills from Danish companies within the same industries. In addition, the Italians have acquired a taste for Nordic cuisine, and look towards Denmark for collaborations within energy and sustainability.



# OPPORTUNITIES WITH DANITACOM

## Export promotion in Italy

### This is what we offer:

Danitacom plans and executes single trips or joint promotions with Danish customers for industries and fairs in Italy with networking, inspiration and sales in mind.

Beforehand, we screen needs and expectations and match them with the many options in our Italian portfolio. The tours can have several tracks depending on the customer's wishes, and introduce industry experts and consortiums within specific disciplines.

Our customers have the opportunity to pitch their products to the Italian companies we visit, have direct dialogue with the people on site and get a unique insight into the local business community.

Export promotions can be arranged to Italian farms and dairies, to fairs and shops with an interest in Danish food & beverage products, to car factories and high-tech companies, to companies that manufacture building materials and to textile workshops, design and fashion houses.

# OPPORTUNITIES WITH DANITACOM

## Production in Italy

Italy is Europe's largest production country, second only to Germany. The country stands on the shoulders of a long tradition of processing, creating the basis of the Made in Italy brand which stands for high quality and gives added value to goods made in the country.



The production units range from small family workshops to state-of-the-art factory halls that manufacture a wide range of the components that power the Italian commercial locomotive. Italy's manufacturing sector also has a high degree of specialization at a price that is competitive compared to other western countries.



Many Italian luxury brands therefore have their goods made in their home country. They know that it pays off because of the quality.





# OPPORTUNITIES WITH DANITACOM

## Production in Italy

### This is what we offer:

We select workshops, factories and companies in Italy which could be obvious units for the production of our Danish customers' goods.

We screen needs according to budget and organize b2b meetings, demonstrations of the manufacturing processes and machinery as well as professional talks with the local owners and production managers on site.

For example, we can visit units that produce components for cars and electronics, the construction sector, materials for furniture, design and fashion as well as factories for medicinals and pharmaceuticals.

# OPPORTUNITIES WITH DANITACOM

## Location Scouting

In need for a branch office,  
warehouse or private  
factory in Italy?

Italy's many production facilities  
have created a unique infrastructure  
that is perfect to explore by foreign  
companies that want to take  
advantage of the  
Italian industry districts.

Italy is not only an interesting place  
to have parts and products  
manufactured but also to relocate  
the entire production or even your  
company if you want to move  
location.

**Did you know?**  
Danitacom offers its customers  
to use the Danitacom branch  
office in Rome as c/o or  
representative address.





# OPPORTUNITIES WITH DANITACOM

## Location Scouting

### This is what we do:

Why not move your production or even your entire company to Italy if the country has a key position in your strategy?

We know the locations and can according to sector identify the optimal locations that are strategically located in relation to supply routes, transport and export.

Danitacom selects the facilities according to the needs of our Danish customers. We accompany them to Italy to inspect the premises and handle the formalities around rent, purchase and relocation.

# DANITACOM WORKS WITHIN THE BIGGEST INDUSTRIES

We offer export promotion, production visits and location scouting within and across the following sectors:

Fashion & Textiles



Furniture & Design



IT & Digitalization



Medicine & Biotechnology



Trade & Tourism



Farming & Fishing



Building & Construction



Food & Beverage



Technology & Mechanics



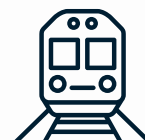
Sustainability & Green Energy



Marketing & Communication



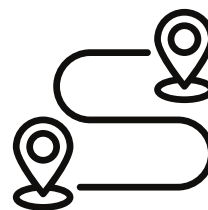
Transport & Logistics



## THE DETAILS IN OUR SERVICES

### Duration:

Export promotions, production visits and location scouting are offered as day trips, weekend trips and week trips to Italy.



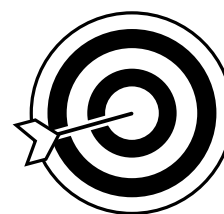
### Prices:

We make a non-binding offer when we know the customer's timeframe, needs and budget.



### This is what we can do:

- Screening of needs and objectives before departure
- Tailor-made meeting programs with hand-picked companies and contacts
- Hotel stay with half or full board
- Selected meals, possibly supplemented with product and wine tastings
- Transport to and from the airport and around the entire trip
- We are happy to accompany our customers and provide translation



### Our clients are responsible for:

- The journey back and forth between Denmark and a relevant airport in Italy, and the insurances needed



## DO YOU NEED EXTRA FORCE BEHIND YOUR EXPORT PROMOTION?

There are ample opportunities to seek funds for Danish companies that want to enter the Italian market.

Danitacom has many years of experience in financial consultancy and searching for funds. We know the rules and are happy to help with overviews and advice in order to secure you a robust economy that can maximize the effect of your export promotion.

Feel free to ask us when taking contact.

# CONTACT US FOR A CASUAL CHAT ABOUT YOUR OPPORTUNITIES

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