



ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e  
l'internazionalizzazione delle imprese italiane

## NOTICE FOR EXPRESSION OF INTEREST

### **Notice for companies interested in participating in the selection procedure for the provision of the service "Attraction of Investment from Hong Kong to Italy" of the Foreign Direct Investments Desk (FDI Desk) of the Italian Trade Commission (ITA) in Hong Kong.**

The Italian Trade Commission in Hong Kong has decided to launch a tender procedure to appoint for a period of 15 months a specialized company to provide the service of attraction of investments from Hong Kong to Italy in line with the requirements of the FDI Desk of the Italian Trade Commission in Hong Kong.

The activity the appointed company will carry out includes the following services:

- to develop and implement annual business plans for promoting inward investment to Italy;
- to appoint a well-qualified manager who will act as an interface between the Italian Trade Agency in Hong Kong and counterparts in Italy;
- to act as a representative of ITA Office and actively promote Italy as prime business and FDI destination among investors from Hong Kong and Macau;
- to identify companies in priority sectors and markets through desk research, networking, attendance at conferences and exhibitions;
- to answer enquiries from potential investors by providing timely advice and effective assistance;
- to develop and implement annual business plans to promote inward investment in Italy;
- to organize and support investment promotion visits in cooperation with ITA Head office teams or partners;
- to develop links and networks with business multiplier organizations and local authorities.

**To this end, the Italian Trade Commission in Hong Kong intends to acquire candidacies from companies legally registered in Hong Kong and specialized in the field promotion of investment attraction, in order to invite them to the tender procedure.**

The bidding base amount will be within the amount of Euro 130.000 (one hundred and thirty thousands) including all taxes and duties. To this amount a success fee will be added, up to a maximum of Euro 20.000 (twenty thousands) including all taxes and duties, subject to the achievement of specific Key Performance Indicators.



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The tender offer will be evaluated and assessed according to the criteria of the "most economic advantageous offer/ best value".

Participation in the selection will be reserved to companies that meet the following requirements:

- **based and registered in the Hong Kong;**
- **sound and consolidated experience in finance and/or investment banking sector;**
- **knowledgeable of the industrial and commercial environment both in Italy and Hong Kong;**
- **have a registered turnover, in each of the past three years, not less than Euro 150,000.00**
- **be compliant with the requirements set in the Rules and Regulations for Contractors and Suppliers of the Italian Trade Commission - Hong Kong, published at the following website: <https://www.ice.it/en/markets/china/hong-kong/work-us>.**

The Manager who will be appointed by the selected company for the ITA Hong Kong FDI Desk should possess:

- relevant degree or equivalent professional experience/qualification;
- a sound career background in investment banking or management consultancy, or in an investment promotion agency, or in similar roles (in the private or public sector) related to strategic and operational support activities for attracting foreign investors – with a strong network in different industries;
- in depth understanding of global FDIs, as well as of the local economic and financial framework;
- knowledgeable of the industrial and commercial environment both in Italy and Hong Kong;
- outstanding communication skills and work ethic with attention to details;
- proficiency in English and Chinese (Cantonese and/or Mandarin). Advanced level in Italian will be a plus
- good knowledge of the most relevant databases for professionals in the field (i.e. Pitchbook, Capital IQ, FDI Markets);
- no current affiliation in projects and campaigns with other EU governmental organizations

**Companies interested in being invited to the tender procedure that meet all the requirements at the date of this notice, should notify their interest by email to: [hongkong@ice.it](mailto:hongkong@ice.it)**

The expression of interest should be signed by the legal representative of the company or by an attorney with signature authorization and should indicate the following information:

- name of the company and legal status;
- legal address (complete address);
- telephone, fax, email address;
- name of the legal representative or delegate, if any;
- email address and mail address for official communications (tender invitation), if it differs from the other address of the legal representative;
- a self declaration regarding the fulfilment of the above-mentioned requirements to be invited for the tender

The deadline for the expression of interest is **Wednesday 7th April 2021 at 12.00**



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The Italian Trade Commission will proceed even if just one company has presented its interest to the tender procedure, if that one possesses all the requirements listed in this Notice for Expression of Interest.

The tender procedure may be interrupted or cancelled at any moment and for any reason by the Italian Trade Commission at its full discretion without generating any moral or legal commitment towards the candidates including those fully meeting the requirements.

This notice has been published in the website [www.ice.it](http://www.ice.it) in the section "Tender Notices" at the address: <https://www.ice.it/en/markets/china/hong-kong>

Requests for more information should be addressed to: [hongkong@ice.it](mailto:hongkong@ice.it)

A handwritten signature in blue ink, appearing to read 'G. Morena Gatti'.

**Gioia Morena Gatti**  
**Trade Commissioner**  
**ITA Hong Kong**

