

## COMPANY PROFILING

<b>Business name</b>	BIZZI CLAVICEMBALI S.A.S.
<b>General Manager</b>	GUIDO BIZZI
<b>Foundation year</b>	1975
<b>Export (%)</b>	75%
<b>Annual production capacity</b>	ca. 70 strumenti all'anno
<b>Email / PEC</b>	info@bizzi.com
<b>web</b>	www.bizzi.com
<b>Telephone / Mobile</b>	+39 0332 484372, +39 3480946781 (Lorenzo Bizzi)

### Presentation

#### 1. Product description

- Sale (wholesale and retail) of MUSICAL INSTRUMENTS: HARPSICHORD FORTEPIANI VIOLINS VIOLINS VIOLONCELLI, all made in Italy.
- Restoration of ancient instruments.
- Organization of Masterclass with renowned musicians
- Organization of musical events

#### 2. ATECO Codes (Italy)

32.2 - fabbricazione di strumenti musicali (incluse parti e accessori) / 82.3 - organizzazione di convegni e fiere / 85.59.9 - altri servizi di istruzione nca / 90.02.09 - altre attività di supporto alle rappresentazioni artistiche / 47.91.1 - commercio al dettaglio di qualsiasi tipo di prodotto effettuato via internet.

#### 3. HS Codes (Italy)

**92** strumenti musicali; parti ed accessori di questi strumenti  
**9201** pianoforti, anche automatici; clavicembali ed altri strumenti a corde con tastiera  
**9202** altri strumenti musicali a corde (per esempio: chitarre, violini, arpe)  
**9202 10** ad arco strofinato, a mezzo di un archetto / **9202 10 10** violini / **9202 10 90** altri  
**9205 90 50** organi a canne e a tastiera; armonium e strumenti simili a tastiera e ad ance metalliche libere  
**9209** parti (per esempio: meccanismi per scatole musicali) ed accessori (per esempio: carte, dischi e rulli per apparecchi meccanici) di strumenti musicali; metronomi e diapason di ogni specie  
**9209 30 00** corde armoniche  
**9209 91 00** parti ed accessori di pianoforti

**4. Distinctive / qualifying characteristics of the product:  
elements of advantage to be pointed out over the competition**

- We are artisanal builders of historical keyboard instruments: harpsichords, fortepianos, spinets, etc. and stringed instruments: violins, violas, cellos, all entirely made in Italy.
- We are leaders in the sector at an international level and founders of the Milan School of Lutherie.
- We collaborate in research projects on historical instruments with important Academies and Conservatories, Museums and Cultural Institutions in Europe.
- We offer high quality products for professionals, for sale and for rental for the main concert halls and institutions.
- We are also the only ones on the market to offer a harpsichord model for amateurs, students and music schools at unique economic conditions in this sector.

**Export**

We have our Instruments in 49 countries around the world.

**Customer / Partner Category**

**1. Typical purchasers of our products / services**

Professional musicians, students, amateurs, music schools, concert institutions

**2. Producers, distributors, resellers, etc. examples of activities**

- Education (academies, conservatories, music schools)
- Professional artistic activity (concerts, organization of musical events)
- Amateur artistic activity
- Resale of musical instruments

**3. Distribution channels**

- Direct online sales
- Large distributor of classical music musical instruments
- Classical music instrument shops (pianos, violins, violas, cellos)
- Trade fairs

Date: January 2022