



Hong Kong, 10 July 2023

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 pursuant to art. 7 of DM 192/2017 to appoint for a period of 18 months a specialized company to provide the service of attraction of investments from the Hong Kong SAR to Italy in line with the requirements of the FDI Desk of the Italian Trade Agency 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 conduct a precise analysis on the potential foreign investors based in Hong Kong and Macau;
- to answer enquires from potential investors by providing timely advice and effective assistance;
- to promote the Italian portfolio proposed by the ITA HQ offices and its partners, according to the needs of potential investors who have expressed interest in Italy;
- to organize preliminary meetings and networking events with target investors, in which to present the regulatory and institutional framework put in place by the Italian Government to support the attraction of foreign investments in our country, the new governance on foreign direct investments, the proposals various sectors of interest, etc

- to organize and support investment promotion visits in cooperation with ITA Head office teams or partners;
- keep the ITA HQ Offices informed with bi-weekly and quarterly reports on the activities carried out and in progress and with an annual report;
- promptly share with the competent offices of ITA HQ news relating to any significant opportunities and/or events of particular relevance on the markets of competence for foreign investors;
- to develop links and networks with business multiplier organizations and local authorities
- operate in synergy with the FDI Desk network all over the world as well as the Italian Diplomacy.

To this end, the Italian Trade Commission in Hong Kong intends to acquire candidacies from companies legally registered in the Hong Kong SAR and specialized in the field promotion of investment attraction, in order to invite them to the procedure (either a tender or other procedure requested by Italian law on that date).

The bidding base amount will be Euro 150.000 (one hundred thousand fifty) including all taxes and duties. To this amount a success fee will be added, up to a maximum of Euro 30.000 (thirty thousand) including all taxes and duties, subject to the achievement of Key Performance Indicators.

The offers received will be evaluated and assessed according to the criteria of the “most economic advantageous offer”. The participation in the selection will be reserved to companies that meet the following requirements:

- based and registered in the Hong Kong area;
- sound and consolidated experience in finance and/or investment banking sector;
- deep knowledge of the industrial and commercial environment both in Italy and Hong Kong;
- to 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 link:

https://www.ice.it/en/sites/default/files/inline-files/procurement-guideline_23.2.2021_clean.pdf

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;
- proven experience for generating leads;
- in depth understanding of global FDIs, as well as of the local (Hong Kong and Macau) economic and financial framework;
- knowledge of the industrial and commercial environment both in Italy and Hong Kong;
- outstanding communication skills and work ethic with attention to details;
- proficiency in Chinese and English. Proficiency in Italian will be a plus;
- good knowledge of the most important databases for professionals in the field (i.e. Pitchbook, Capital IQ, FDI Markets).

Interested companies that meet all the requirements at the date of this notice, should notify their interest by email to: hongkong@ice.it, by sending:

- 1) The expression of interest,** to be signed by the legal representative of the company or by an attorney with signature authorization should indicate the following information:
 - a) name of the company and legal status;
 - b) legal address (complete address);
 - c) telephone, fax, email address;
 - d) name of the legal representative or delegate, if any;
 - e) mail address for official communications
 - f) a self declaration regarding the fulfilment of the above mentioned requirements to be invited for the tender.
- 2) the company's BR certificate**

The deadline for the expression of interest is **Monday 31st August at 12.00** (noon).

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 in the section "Tender Notes" at the address: <https://www.ice.it/en/markets/china/hong-kong>
Requests for more information should be addressed to: hongkong@ice.it



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