

INVESTOR VISA ITALY

News, opportunities and guidelines for foreign investors



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or donate
in Italy**

**Get an entry visa
for you and your family**



INVESTOR VISA ITALY

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The Italian challenge: The Law objectives and the role of InvestorVisa.it in supporting investors

by Raffaele Miele
Jusweb Founder and CEO

For many years, I have been dealing with legal issues concerning immigration and international mobility of people: at first as Vice Quaestor of the Italian State Police (I also contributed to the drafting of the Immigration Act in 1998) and now as a journalist and entrepreneur in the fields of publishing and legal advising.

This long experience, to my mind, allows me to express a positive opinion on the recent choices of the Government and the Italian Parliament on foreign investment. In particular, I greatly appreciated the efforts of our Legislator to ensure a fair balance between the needs of money seekers, those of who invest in it, and those of the Italian State that must ensure the transparency and the rightfulness of money coming from abroad.

These measures may seem more restrictive than those adopted elsewhere. I'm not referring to the exceptional cases of Malta and Cyprus, which "reward" the investment in real estate (in addition to a substantial contribution to the state coffers) granting citizenship. I'm referring to other EU member countries, such as Greece, Latvia, Portugal, and Spain, which grant the entry visa with an investment in real estate. Italy, instead, chose a more careful path: only those investors wishing to make an effective contribution to the Italian economy by investing in the capital of Italian companies will be eligible to get the new entry visa for investors.

The procedure is quite complex, but it's also very quick: it is mandatory, indeed, to conclude the evaluation of the visa request and the anti-money laundering controls not later than 30 days.

Although the Italian way is stricter, as I said, yet it might give a signal of strength and coherence, which could attract not only a simple investor, but someone who wants to invest in a Country which now demonstrates credibility and commitment to its economic development. To be clearer: investments in real estate can actually facilitate the issuing of a type C visa (brief-sojourn or travel visas) or an elective residence visa, but the investment alone does not guarantee the approval of the request. Moreover, these visas do not allow to work in Italy, and all the type C visas permit a visit of up to 90 days in any half-year and are valid for one (C1), two (C2), three (C3) or five years (C5).

Parliament's other choice, probably unique at international level, is to equalize large donations to investments, provided that they are targeted at specific public interest objectives in the field of culture, scientific research and the integration of immigrants. An important message to international patrons: a tangible recognition for those who want to contribute to supporting one of the world's greatest cultural heritage. For all these reasons, **Jusweb** decided to take up this new challenge.

We created *InvestorVisa.it* with the aim of actively supporting the investment policies of our Country. We involved top-ranking professionals who will be able to identify qualified investment opportunities and large donations, and to provide investors and patrons with all the support they need to ensure the success of their choices, in every phase of the visa and residence permit issuing.



Attracting investments from abroad, a priority for Italian foreign policy

by Angelino Alfano

Italian Ministry of Foreign Affairs and International Cooperation

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The most difficult economic crisis of the post-World War II era is at last giving way to a phase of economic development. Many factors helped Italy to overcome these hard times: the social fabric could count on its traditional safety nets; the production system, with its thousands of small- and medium-sized businesses, made use of its ability to combine tradition and innovation to maintain its competitiveness on international markets; the Government began a courageous reform path of which, now, we can reap the benefits.

Reforms take time to show their effects, but in the short term they have the aim of creating an economic environment which is more favourable to Italian companies and more welcoming for foreign investors. Indeed, foreign investments represent an essential component for the smooth running of the economy of any country. Italy, too, can only benefit from an increased influx of foreign capital since this can increase the presence of our small- and medium-sized businesses on international markets, and encourage investments in new technologies and modern production methods.

The Ministry of Foreign Affairs and International Cooperation, (MAECI) stands at the core of the Government action supporting the Italian production system with the implementation of a dynamic economic diplomacy, focused on the needs of companies, whether they are already operating abroad or intend to commence internationalization.

At Farnesina we have created a specific unit with the task of representing a reference point for foreign investors, and to support our Ambassadors and Consuls, the first port of call for both the largest institutional or private investors in their reference countries. MAECI is also pursuing an integrated promotion strategy which aims at relaunching the Italy's presence abroad: a strategy that led to participating in more than five thousand events in the last two years. The Italian Trade Agency has now nine FDI-desks, with highly qualified personnel, in those countries where it is probable that investments could originate (San Francisco, New York, London, Istanbul, Dubai, Singapore, Hong Kong, Beijing and Tokyo). MAECI and Borsa Italiana (the Italian Stock Exchange) signed a memorandum of understanding to ease contact between listed companies and international investors.

Attracting foreign investors has become an integral part of the activities of the Steering Committee for Italy's internationalisation, and MAECI reinforced its commitment in the Interministerial FDI Committee at the Ministry of Economic Development. This Committee supports investment projects by

formulating national strategies for each sector. Although Italy is lagging behind the main European economies (in 2016 Great Britain and Spain attracted investments up to almost 45% of their GDP, France reached a little over 28%, and Germany 22.2%, while Italy only 18.7%) the latest data are encouraging. According to the United Nations Conference for Trade and Development (UNCTAD), foreign investments grew from 19 to 29 billion USD (from 2015 to 2016), thus allowing Italy to pass from the 17th to 13th position in the world's ranking of investment destination countries.

In this framework, an entry visa policy is crucial. We have worked to ensure that the bureaucratic procedures of issuing visas for foreign entrepreneurs and managers, partners of Italian entrepreneurs and first clients of Made in Italy production, be easier and faster. The Italian diplomatic-consular network is committed to reducing the time needed to deal with visas for commercial purposes, without compromising the controls required to guarantee all aspects of security. In 2016, diplomatic and consular offices abroad dealt with 178,074 business visa applications and we expect to surpass this level by the end of 2017.

Three years ago, the "Start-up Visa" was introduced in order to attract creative and innovative companies, and at this very time the new "Investor Visa" is going into effect: this visa will ease entry and sojourn in Italy for production and financial investors. This is an important innovation, and even though we will be able to verify its impact only in the long run, it is useful to underline at least two of its peculiarities compared to similar measures adopted by some of our European partners.

Firstly, the Italian law does not provide for any facilitations for mere investments in real estate since our aim was to endorse production and financial investments, in particular those concerning start-up companies. Secondly, from a perspective of integrated promotion and considering the empathy and recognition gained abroad by the extraordinary Italian heritage, the law also includes philanthropic donations benefiting culture and projects dealing with the preservation of cultural assets and landscape heritage among the activities which entitle application to the visa.

With these initiatives and this attitude Farnesina confirms its commitment in support of the Italian economy by regulating the increasing investments and economic development.





Why invest and live in Italy

It is highly probable that you are one of the many people who love Italy, a country full of natural and cultural wonders, boasting millenniums of history, and motherland of iconic products which contributed to create the “Italian style” appreciated worldwide.

Moreover, Italy is a great choice for your journey, the perfect place to live in. For all these reasons and much more, maybe you are considering to invest in Italy.

Italy is ranked the 3rd largest national economy in the Eurozone, the 8th in the world

The national market comprehends 60 million people with access to 500 million consumers in the European Union, as well as 270 million from North Africa and the Middle East. Also, the Italian manufacturing sector is the 2nd strongest in Europe thanks to the extraordinary know-how of the companies operating in machinery and automation, fashion and design, food and cooking. Our researchers and research institutes are prominent in many areas of knowledge and more than 20 Italian universities are among the 500 best in the world. In conclusion, no other country could provide this great potential and the same quality of life!

2017. Italy's three-spot rise to 13th ties for the second-largest positive gain in this year's Index. This strong gain comes despite mixed macroeconomic indicators and political volatility after the country's December 2016 referendum. The economy grew by a sluggish 0.9 percent in 2016, and the IMF projects growth of just 0.7 percent and 0.8 percent in 2017 and 2018, respectively. More positively, separate reports by the Organisation for Economic Co-operation and Development (OECD) and Italy's National Institute for Statistics announced in February

that the manufacturing sector, a major driver of the country's economy, is showing signs of recovery, and the service sector grew at its fastest rate in 14 months.

Italy gains the pole position for quickness and legal guarantees

The Doing Business 2018 report underlined the merits of the Italian notaries in making the establishment of a company simpler, quicker, and safer (thanks to the electronic data transfer to the Registro Imprese archive).

The report, analyzed by the Italian National Council of Notaries, points out that, since 2013, Italy gained 24 positions in the “Starting a Business” chart. In addition to the quantitative aspects, since 2015, the Doing Business started to measure the final score taking into consideration also the quality of the economic infrastructure and the legal security, in accordance with the recommendations of the main international organizations (OCSE, GAFI, IMF, and the World Bank itself). The “Registering Property” indicator, which influences the final score, now takes into account the controls held by notaries and the legal system quality.

Taking into account the purely qualitative aspect of real estate transfers, Italy (with a score

of 26.5 points out of 30, far above Belgium 22.5, Germany 22, Spain 22.5 and Switzerland 23.5 and to the OECD 22.7 average of high-income countries) is still confirmed this year in the highest part of world rank. As far as the corporate constitution is concerned, Italy – from 2013 onwards – has earned about 24 positions and currently has a much better (even as absolute rank) DTF value than that of Switzerland, Spain, and Germany.

The “Registering Property” indicator has made up another place (rising to the 23rd position of the chart) and confirms Italy among the top rankings (with a 0.01 percentage point improvement in the DTF standard index that describes the distance from the top performance). The “Starting a Business” indicator also shows a substantial stability (DTF improvement of 0.02 percentage points). These results confirm the stability of the Italian economy which now can offer even more guarantees in terms of safety to the national and foreign investors interested in investing in Italy.

Source: *Appunti / Doing Business e Notariato* by Antonio Cappiello, National Notary Council, Studies and International Relations



Tetsuro Akanegakubo: What Japanese investors and donors look for in Italy

by Flavia Bazzano

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It was in the 1960s when **Tetsuro Akanegakubo**, little more than twenty years old, arrived in Italy for the first time during a promotional world tour campaign. Since then, the journalist has actively promoted relations between Italy and Japan, as well as working in the art field with Fondazione Crocetti (of which he is president). He has collaborated with some of the top Japanese newspapers such as The Nikkei, the most important financial paper in the world. Akanegakubo is presently a correspondent for the Shakai Shimpō.

INVESTORVISA – Your interest for Italy came about almost by chance: you arrived from Calcutta on a motorcycle, when you were forced to stop in Rome for repairs. This unforeseen event gave you the opportunity to cover the 1960 Rome Olympic games as a reporter for Mainichi Shimbun. You were twenty-one. What made you stay?

AKANEGAKUBO – It was all by chance that I discovered the beauty of Italy, and found true love. It all happened so quickly, and today I still consider myself very fortunate for the way things turned out. Italy is a splendid country and as time went by I learned so many of the nuances that a tourist or foreigner rarely discover. And those nuances still fascinate me. A mountain road, the waves of the sea, a wine cellar, the laughter of people. Time seems to go slower, the imperfections that make Italians perfect and envied by the whole world. These are just some of the reasons why I decided to stay.

You are one of the foreign correspondents interviewed by Dutch journalist Maarten van Aalderen, Vice President of the Foreign Press Association in Italy, who collected the experiences of some of his colleagues living in Italy in the book *The Beauty of Italy. The Belpaese seen by foreign press correspondents* published in 2015 by Albeggi Edizioni. In your article, you affectionately focused on what you like so much about the Roman 'trattorie' which are simple restaurants and their capacity to recreate a home-cooking like 'mamma' made. Do you think this is the secret to the success of Italian cooking all over the world?

The real flavours of Italian cooking are found in people's homes. This is probably the secret to Italian cooking. An enormous variety of good ingredients,

cooked in a simple and genuine way. Just like a mother would cook for her child. And I feel right at home in the Roman 'trattorie' of today.

It seems that a passion for Italian cooking has captured Japan as well, where Italian cuisine is second only to Chinese in terms of the number of restaurants. Do you think this is an attractive business sector for a Japanese investor who would like to invest in Italy?

The agricultural sector is certainly one of the strongest in Italy. Many Japanese investors are attracted to our cooking, as evidenced by the high number of Italian restaurants that open in Japan. Mediterranean cooking is very close to the Japanese way of eating, especially for seafood. So it is easy for the Japanese to accept Italian cooking. However, I don't think investors are interested in this sector in Italy because they prefer to buy products directly from Italians.

As you know, the Italian Government has adopted a series of measures to encourage foreign investment in Italian companies or donations towards public projects. Among these, one can obtain a visa and a residency permit (both valid for the Schengen area and extendible to immediate family members) with a tax break on personal income. Do you think these terms are attractive to a potential investor?

These are certainly very important measures. What holds investors back is the bureaucracy and fear of corruption, but also high taxation. Whichever of these three aspects the new policies can solve is surely an advantage for foreign investors. Transparency is the most important since investors are often discouraged because they don't know what amount of taxation they will have to face, where/how to expedite the official procedures, basically what an investor needs to know and do.

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Guido George Lombardi: Investments and security, a comparison with the United States

by Flavia Bazzano

Guido George Lombardi, former Executive Director of the International Council for Economic Development, is an entrepreneur in the real estate field. For the past thirty years, he has been interested in economic politics and finance between the United States and Italy. Lombardi became known to the press primarily for his relationship with the President of the United States, Donald J. Trump, as an advisor. Before the American tycoon crossed the threshold of the White House, Lombardi managed The Donald's group of followers on social media and during his recent visit to Italy, he was the reference point for the president in Italy. Currently, he lives on the 63rd floor of Trump Tower.

INVESTORVISA – In addition to your activities for President Trump, you are a real estate developer. In light of your experience, what do you believe are the main criticalities in the real estate sector in Italy, as compared to the United States?

LOMBARDI – With respect to investments in the real estate sector, we see that many doors are starting to open, for Italian businesses to invest in Italy as well as for foreign companies investing here too (not necessarily American, and many Chinese). With Trump winning the election in the United States and hence since his inauguration on January 20th until today, the stock exchange has gone up by \$3 trillion. An extraordinary amount and this money also flow into real estate although of an industrial type, rather than commercial. Unfortunately for Italy, since unless there is an economic shift upwards due to political stability (and therefore I imagine after the next elections), I think it will be difficult for those who are less educated as to risks to take any initiative. At the present time, the only domestic or foreign players available to take any initiatives in Italy are those who are willing to take some risks.

According to an estimate published by LuxuryEstate.com, Made in Italy products and even manpower constitute value added in buying and selling luxury real estate. In the eyes of Americans, is Italy still a place of excellence?

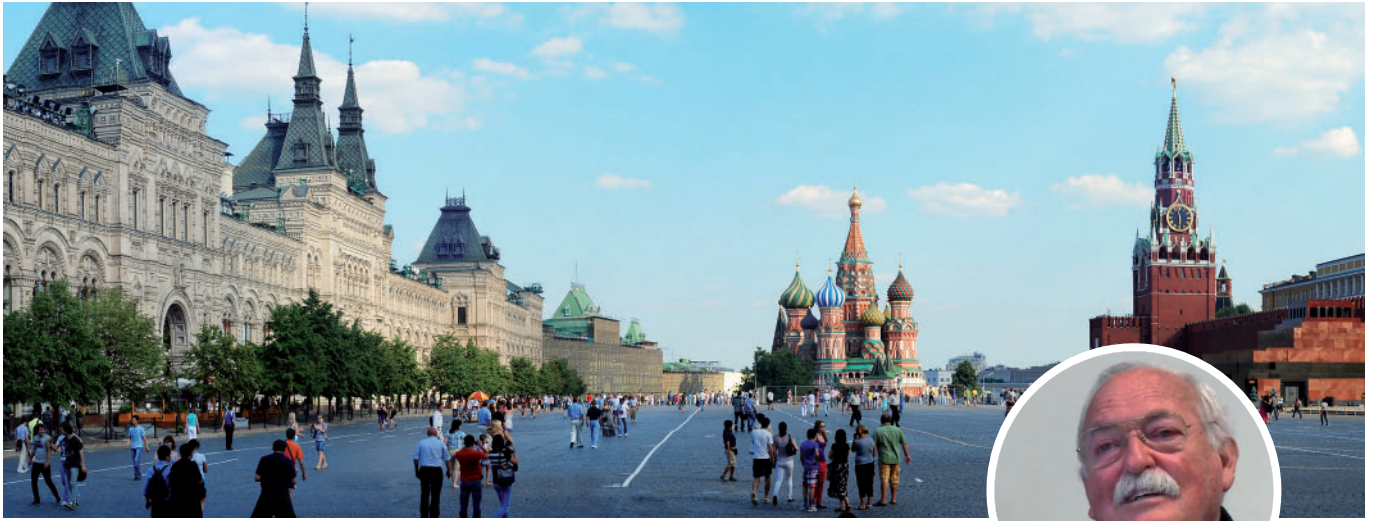
Absolutely. In fact a few days ago we gave the Eccellenza Italiana Award in Washington, DC. It was very well received by leading Italians as well as

Americans and so let's just say that with respect to luxury in general (whether products or real estate) there is always this need. Italy is one of the top countries in the world, no one wants to invest in luxury apartments in Beijing.

As you are aware, Malta even offers non-EU investors citizenship through the purchase of real estate property, plus payment of EUR 650,000 in contributions. Consequently, with approximately one million Euros, one can become a European citizen. The Other Member States also offer visas and residency permits but not citizenship. Commencing this year Italy too will grant visas to non-EU investors, but only for investments in the capital of Italian companies or for donations of public interest, consequently real estate investments, whether or not residential, are excluded. Moreover, strict anti-recycling controls have been implemented. Do you believe that regulations as strict as the Italian ones would be a deterrent to big investors or that they could be considered a positive aspect, such as a guarantee for legality?

It's a deterrent, compared to other countries. It could be something more with respect to what there was in the past however not when compared to what other countries such as Malta or even the United States are offering. With approximately one million dollars, even here in the States you can have a special visa which immediately gives you the opportunity to enter as an investor and you are absolutely free to invest wherever you wish, so in the commercial, industrial, residential properties or even your own home. The important thing to consider is that that available capital is what gives the US the certainty that the person in question is not someone who comes looking for work. That's why it's called an Investor's Visa. I believe that Italy should follow the trend and adapt to what the other countries are doing and not always be behind them in everything.

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Alexey Bukalov: Italy-Russia, culture and finance

by Flavia Bazzano

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Alexey Bukalov is the director of the Russian press agency ITAR-TASS. For more than ten years he has been the correspondent for TASS with the Holy See as well as writing for the daily newspaper *Novoje Vremja*. In 2014 the cultural association Amici della Russia honored him with the International Pushkin Award for his book "Bereg dalnij. Iz zarubezhnoj Pushkiniy" (*The far shore. Foreign studies on Pushkin*), the third on the great Russian writer. And in 2016 Alexey Bukalov was awarded the "Triumph International" in the journalism category, by the RUDN University (People's Friendship University of Russia).

INVESTORVISA – In your opinion, do you believe that Italy, with its culture and lifestyle, represents an attractive country for Russian investors?

BUKALOV – Absolutely. Just as many observers and experts in our country are indeed convinced, there are no two other countries in Europe that are so similar as Italy and Russia – for better or for worse – in talent, hospitality but also in the ability to swindle... Admiration for the culture and age-old traditions of our historic bonds is in my countrymen's blood. This climate can only promote the intentions of Russian investors.

Italy has launched a media campaign to revamp the image of the Bel Paese in the eyes of foreign investors. How do you think Italy is perceived by your fellow countrymen?

As I have previously indicated, the prestige of the Bel Paese is very high in the eyes of Russian citizens and entrepreneurs. If Italy is mentioned in the

course of a conversation, Russians immediately think of art, food (starting with pizza or pasta), soccer, the mafia, the Vatican and so on, but never war – just try to mention the word Germany and right away the threat of the Second World War comes to mind. This is also due to the fact that the Italian soldiers on the River Don did not behave like enemy invaders.

A very recent law offers the opportunity for non-EU investors to receive a long-term permit to stay, valid for the entire Schengen area. Do you believe that this measure will represent sufficient encouragement to motivate a Russian to invest or donate in Italy?

Most certainly I believe that this new legislation could encourage the flow of Russians to Italy. But let's not exaggerate – there are other ways and itineraries at times easier for Russians: Italian bureaucracy is not the most welcoming in Europe. There is also another obstacle to Russian-European rapprochement: the anti-Russia sanctions issued by the EU. And there is also a principle to consider – Russia has always been and will always be an integral part of Europe.

Russia boasts a deep-seated and lengthy tradition in classical dancing, the theater, concerts. Do you believe that this would be interesting for Russian patrons who could donate to Italian foundations?

I do believe that this great Russian tradition, so appreciated in Italy, also belongs to the future. I would like to hope that the trend will also have meaning for the prospects of Italian investments in Russia. It should be a reciprocal process!



*Read the News and Press Releases on our website: InvestorVisa.it
You can find more information about how to invest or donate in Italy and related topics*



General conditions governing the entrance and sojourn of foreign national investors to Italy

ADMISSION ONTO ITALIAN SOIL through an external Schengen Area border is only permitted to aliens who:

1. are in possession of a valid passport or equivalent recognized travel document permitting them to cross the border;
2. are in possession of documents substantiating the purpose and the conditions of the planned visit and have sufficient means of support;
3. are in possession of a valid entry visa. The entry visa consists of a sticker placed on a passport or other valid travel document authorizing its foreign bearer to set foot on the soil of the Italian Republic or that of another contracting country for transit or stay, to be evaluated on the basis of the needs associated with the status of international relations and with the defence of national security and the public order. The entry visa for stays of longer than 90 days is called a "National Visa" (NV) and allows long-term residence on the soil of the State that issued it and, as long as it is valid, free circulation for a period of no more than 90 days per half-year on the soil of another Member State;
4. have not been identified as inadmissible by the Schengen Information System (SIS);
5. are not considered to be a threat to public order, national security or the international relations of any of the Contracting Parties, under Italian law or the law of another Schengen State.

The sojourn in Italy

Non-EU citizens in possession of a National Visa (NV) for sojourns longer than 90 days are required,

within eight (8) days from entry into Italy to request a residence permit (permesso di soggiorno) from the Italian authorities, and will be subject to photo/fingerprint registration. Only this residence permit, which is issued for the reason and for the period indicated on the visa, authorizes an alien to sojourn in Italy. Under Schengen rules, the residence permit issued by the Police (Questura) allows aliens, unless express limitations are imposed, entry to and exit from the Schengen area and to travel without restraint for a period not to exceed 90 days in any 6-month period within territories of the other Contracting States, provided that they hold a valid national passport or equivalent travel document. Nevertheless, all aliens are required to report their presence to the police on the soil of any other Schengen State within 3 working days of entry.

Aliens already resident in another Schengen State, and in possession of a sojourn permit, are exempt from the obligation to obtain a visa for periods of up to 3 months, on the condition that entry into Italy is not for the purpose of subordinate work, autonomous work or study/internship or study/ training;

If any one of the aforementioned conditions are not met, the alien may be denied entry by the border authorities even if in possession of a valid entry visa. The foreign citizens interested in coming to Italy and making an investment (see next page) are granted direct and facilitated access to offices of the Diplomatic Consular Representation responsible for submitting the visa application, without prior appointment.

2017. Italy, first in Best Countries and in the Bloomberg Global Health Index

1st place in the **Cultural influence** sub ranking, surpassing France, U.S.A., Spain, and the UK. Italy, therefore, confirmed its leading role as a cultural guide both in Europe and the world.

1st place in **Heritage**. Italy has 51 World Heritage Sites, according to UNESCO's World Heritage Convention. 1st place in the Bloomberg Global **Health** Index. Italy has World's healthiest people. When it comes to living a long life, Italy is the place to be. The high-heeled boot surrounded by five seas is ranked the healthiest country on Earth in the Bloomberg Global Health Index of 163 countries. A baby born in Italy can expect to live to be an octogenarian. While Italy is among the most developed countries, growth has stagnated for decades. Yet Italians are in way better shape than Americans, Canadians and Brits, who all suffer from higher blood pressure and cholesterol and poorer mental health. Italy also has "an excess of doctors," said Tom Kenyon, a physician and CEO of the global relief organization Project Hope. Then there is the diet, rich in vegetables and drizzled with extra virgin olive oil. Adam Drewnowski, director of the Center for Public Health Nutrition at the University of Washington, has written about the importance of consumers having access to fresh produce, fruit, lean meats and fish.

Source www.bloomberg.com

INVEST IN ITALY



A new entry visa for Investors and Donors

8

This is the right time for investing in Italy!

The 2017 Budget Law introduces in the Immigration Law a new "entry visa for investors" which will entitle foreign investors an advantageous treatment, only provided that they will carry out a durable investment in Italy or a large donation involving benefits for Italian culture and research.

Golden donors and entrepreneurs seeking to conduct their business activity in Italy will be allowed to enter and stay in Italy, initially for two years with the possibility of a three more years extension. The visa is also extendable to family members.

Moreover, if you move your fiscal residence to Italy you'll also have a very favorable tax break applied only on the income earned abroad. This treatment is valid for a fifteen years long period.

Getting your visa is easy and quick

InvestorVisa.it is the service created by Jusweb to help you in selecting the best investment or donation opportunity and managing all the bureaucratic procedures for both visa and residence permit.

Visa advantages

The new entry visa (Article 26-*bis* Consolidated Law on Immigration) offers many advantages:

- The holder shall receive an entry visa and a residence permit valid for two years. Once expired, the permit is renewable for the next three years. After five years the foreigner resident can apply for a long-term residence permit.
- The possibility to stay in Italy or run your business from your country without waiting for further permits or visas. Is it also possible to enter other EU countries (Schengen Area) and stay up to 90 days every six months.
- The family members of investors visa/permit holders can also apply for a residence permit for family reasons.
- If interested in moving the fiscal residence to Italy, the investor could get a forfeit tax on the income earned abroad.

The investment shall involve:

- Companies,
- Projects and initiatives in the fields of culture, education, immigration management, research, restoration of cultural heritage and landscape,

- Government bonds.

The law envisages three investment opportunities:

- An investment of at least one million euros in the capital of an Italian company, at least five hundred thousand euros in an innovative start up,
- A donation of at least one million euros in projects and initiatives in the fields of culture, education, immigration management, research, restoration of cultural heritage and landscape. Projects and initiatives must have a public interest,
- An investment of at least two million euros in Italian Government bonds.

The investment must be kept for at least two years

A total amount of one million euros as provided by law is the minimum amount and is intended to be the net amount after expenses for the notary act stipulation, registration fees to the program and all traveling and accommodation expenses which are totally charge on the donor, or the donee if so agreed. It can include, instead, professional fees related to the project development of the operations financed. income earned abroad.

Requisites

The investor/donor:

- Must demonstrate that he/she has the amount for investment and that this amount has a lawful origin, and it is available and transferable to Italy,
- Must declare of having used the amount for an investment or a donation within three months from the date of entry in Italy,
- Must demonstrate to have the economic resources for financial self-supporting during his/her stay in Italy.

Visa for self-employment – business owners: a further opportunity for entrepreneurs who want to start a business in Italy

THE ITALIAN LAW (Article 26 Consolidated Law on Immigration) permits also the issue of entry visas for “self-employment – business owner” for non-EU entrepreneurs willing to build their own business in Italy. This entry visa and the related residence permit are different from the visa for investors and may be issued under the following conditions:

1. the visa is issued in the context of the annual installments set by the Government. Each year, the Government determines the number of foreign entrepreneurs allowed to enter Italy. For 2017 the maximum number is set at 2,400 visas;
2. a visa may be issued only if the alien demonstrates to have run the business activity on a continuous basis in his home country. Entrepreneurs may start their new business in Italy even in sectors other than their own. Managers, professionals, and employees can't apply for this visa;

3. the business owner must submit an investment plan (business plan) including the use of own-resources of at least EUR 500,000 and the creation of at least three new job positions.

The Entrepreneur, with the help of Jusweb, must provide:

- the Entry visa application form;
- a recent passport-size photograph;
- a valid travel document whose expiry date is three months longer than that of the visa requested;
- proof of suitable accommodation in the form of one of the following documents: agreement for the purchase or rental of a building; statement made in accordance with articles 2 and 4 of Law no. 15 of 4th January 1968; statement made in accordance with the same law by an Italian or foreign national legally residing in Italy, confirming that they have made available to the visa applicant suitable accommodation that complies with

the minimum standards laid down in the relevant regional law regarding public housing accommodation;

- a Certificate of an abstract recognition of the resources necessary for the business, trade or craft activity to be undertaken, issued by the relevant Chamber of Commerce for the area where the activity shall take place. These resources must not be fewer than the annual amount of the minimum income (€ 4,962.36);
- sufficient funds available in Italy to guarantee the resources as per the Certificate;
- the proof of the availability of an income relating to the previous financial year which must be higher than the minimum level required by law for the exemption from health care contribution (€ 8,400), already acquired in the country of residence;
- the authorization (*nulla osta*) from the relevant Questura.

Favorable tax break

Starting from 2017 natural persons who move their fiscal residence to Italy can opt for pay taxes on income earned abroad, providing that the interested person, for a period of at least nine years during the ten years preceding the beginning of the option validity, did not reside in Italy, for fiscal purpose. The tax applies to all income, except for capital gains generated from the cession of ‘qualified’ shares held in a company.

The total amount of tax to be paid is EUR 100,000 for each tax period in which the above option is valid, regardless of the income amount actually earned. The amount is reduced to EUR 25,000 for each tax period for each family member who is included in the visa extension. Therefore family members who earn income abroad, with the exception of capital gains generated from the cession of ‘qualified’ shares held in a company, are taxed a total amount of EUR 25,000 instead of EUR 100,000 as the principal applicant.

Subject to a positive response from the Tax Agency, the option must be accomplished within the deadline for the declaration of income concerning the tax period in which the applicant moves his/her residence to Italy and it is operative since that tax period.

The option lasts fifteen years and can be withdrawn by the applicant. In any case, the option is automatically annulled in the case of failure to pay the tax amount entirely or partially. After withdrawal or annulment, a new option cannot be obtained. One or more family members can choose not to exercise the option, by requesting regular taxation of income earned abroad.

WHAT WE DO

We'll assist you and your family with entry visa practices

Getting your investor visa is easy and quick:
InvestorVisa.it is the service created to help you in selecting
 among several opportunities to invest in companies or donate
 and in managing all the bureaucratic procedures for both visa and residence permit.
 Getting your Italian investor visa was never so easy!

Have you decided to invest in an Italian company?

IF YOU ARE NOT SURE exactly where to place your investment yet, we can suggest various opportunities among which you can choose in order to suit your requirements and your needs. Once you have made your choice, we can put you in contact with the Company so you can conduct all the aspects of the financial operation. Upon arranging the agreement, we can assist you in requesting your entry visa.

Once you have obtained a visa you can enter Italy. Within eight days of entry, the residence permit may be requested through Jusweb. Within three months you will have to finalize your investment.

The financial operation will be guaranteed by a deed, before a notary public with two witnesses. If you do not have your own notary, you can choose among notaries we can refer to based on their experience and knowledge of transnational operations, one for each region in Italy. A notary deed is a fundamental document that shows that all conditions required by the law, and necessary for obtaining the residence permit for investors, have been satisfied. We will look after the request for your residence permit.

If you already know which company you want to invest in, and you have already chosen the professionals to conduct the operation, our services will give you assistance in requesting your visa and your residence permit.

Have you decided to make an important donation?

IF YOU ARE NOT SURE exactly where to place your investment yet, we can suggest various opportunities among which you can choose in order to suit your requirements and your needs. Once you have made your choice, we can put you in contact with the director of the arts or other cultural project or a trusted professional (notary, agency, accountant, or lawyer) so you can conduct all the aspects of the financial operation. Upon arranging the agreement, we can assist you in requesting your entry visa.

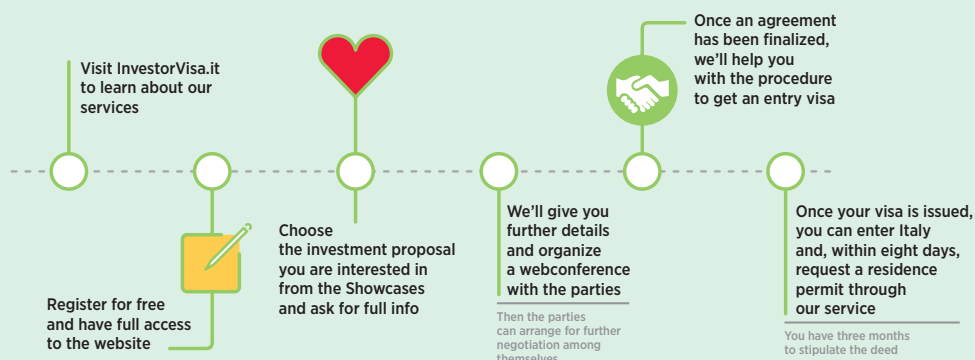
Once you have obtained a visa you can enter Italy and within eight days of entry, the residence permit may be requested through Jusweb. Within three months you will have to finalize your donation.

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If you already know in which project you will make a donation, and you have already chosen the professionals to conduct the operation, our services will give you assistance in requesting your visa and your residence permit.

Our service at a glance

Six steps for making an investment or donation with *InvestorVisa.it*, a service of Jusweb srl



Start up a Company in Italy

by Antonio Reschigna, Civil Law Notary



The new Company Law passed by the Italian Chamber and Senate in 2003 renewed substantially the rules regarding Limited Companies and Companies Limited by shares, creating much more flexible provisions and up to time opportunities for entrepreneurs and investors.

A Company Limited by shares (*Società per azioni*) is usually a Company of larger size than a Limited Liability Company (*Società a responsabilità limitata*) and has for a long time been the only Company open to mass investors.

A decade after the Companies' Act of 2003, the Italian Parliament passed a new simplified version of the Limited Company (*Società a responsabilità limitata semplificata*) and established a new Company in the technological field (Start-up innovativa) in order to facilitate the approach of young people to economic activities with up to date technological characteristics. The purpose was to encourage sustainable growth, new forms of entrepreneurship, youth employment and technological innovation development.

Limited Liability Companies of small and medium size, furthermore, are not required to have forms of auditing, reducing the costs related to the company's management. This trend of introducing simplified forms for companies is common to many other Civil Law countries all over Europe, the United Kingdom and the United States of America.

In order to better understand the Italian companies system one important concept to be known is that the PMI (*piccola media impresa* i.e. a Company of small or a medium size) is a company employing less than 250 employees and having an annual turnover of no more than 50 million euros or a total annual budget of no more than 43 million euro.

Medium and small size companies are very common in Italy and they are run by a single en-

trepreneur or through some forms of companies with no limited responsibility, partially limited responsibility (*Società di persone*), or through S.r.l. (Limited Liability Company).

Thanks to new updates, PMI is now open to different kinds of shareholders: shareholders who want to run the Company and that usually start the Company and shareholders with limited voice powers whose only intent is to act as investors. In the past small and medium-sized companies could receive funding only from their members, nowadays the provisions are much more flexible and this allows businesses to be easily funded from birth and small companies to develop and grow.

Recently a new act has provided that small and medium-size companies can be externally funded both having or not having an innovative technological purpose. This means that medium and small companies can be funded generally by investors and also by Mutual investment funds and by venture capital investors or private equity entities. A medium or small size company can have managing shareholders and investors as shareholders: the company can get different financial incomes, from a tight circle up to an open market.

Since April 2017 PMI incorporated as SRL's can offer their shares to public investors and also through equity-based crowdfunding in order to reach mass investors.

The entire small and medium-size system of Companies has been radically changed, this new approach allows for a much more simplified way of incorporating a company in Italy and its funding.

In Civil Law countries companies are registered with a local Company Register and by the local Revenue. The average time to incorporate a company and register it, once the Articles of Association and By-Laws are executed, is 48 hours.



The Italian legislation in support of innovative SMEs

Source: Ministry of Economic Development

The Decree-Law 3/2015, (known as "Investment Compact"), converted into Law 33/2015, has extended most of the benefits envisaged for innovative startups to a broader range of companies: "innovative SMEs", small and medium Enterprises operating in the field of technological innovation, regardless of their date of incorporation, the economic sector in which they operate or their stage of maturity. This regulatory intervention acknowledges established principles of the contemporary economic doctrine, which unanimously ascribes to technological innovation a decisive impact on the levels of competitiveness and growth and on the processes of job creation. The aim of the legislator was thus to foster with greater effort and reach the propagation of technological innovation within the domestic productive fabric. In an economic environment, as it is the Italian one, dominated by small and medium enterprises, the "expansive breakthrough" impressed by the "Investment Compact" represents the logical and inescapable evolution of an industrial policy – as the one carried out by the Italian Ministry of Economic Development – that, through technological development, aims at promoting sustainable growth and the diffusion of an entrepreneurial culture committed to research and innovation and open to the global flows of human and financial capital.

Innovative startups and innovative SMEs clearly represent two sequential stages of the same continuous and coherent growth process. Therefore, the Italian Government has intended to support not only the initial phase of the business but also, in view of the data collected on innovative startups during the four years of validity of the special regime (see the dedicated online, weekly-updated directory of the Business Register), to accelerate the dimensional growth and to support the consolidation of those companies characterised by high technological contents.

As described in the following paragraphs, the legislation designed in favour of innovative SMEs consists in a vast and diversified package of measures that touch every aspect of a company's lifecycle, including the introduction of more flexible corporate management tools, the liberalisation of remuneration schemes, the facilitation of the access to credit – for example by facilitating the investment in equity, and the support in the process of internationalisation of innovative enterprises.

Requirements for documents from abroad and for use abroad

Source: The National Council of Notaries

In general, for documents originating in a foreign country to be valid in Italy it is necessary, as in most legal systems, that they undergo a process of recognition and validation by the Italian diplomatic and consular authorities abroad: this is called “legalisation”, whereby those authorities certify that the document in question was lawfully produced in its State of origin and its content is therefore reliable.

Given that legalisation is a procedure that involves an expenditure of time and resources that is hardly compatible with the requirements of modern commerce, most countries in the world - including Italy - have signed the Hague Convention of 5 October 1961 regarding the abolition of legalisation of foreign public documents. This Convention means signatory nations have allowed legalisation to be replaced, as regards documents from another signatory nation, by the appending of an Apostille, rendering the document valid in the foreign country.

The Apostille is an attestation, prepared in accordance with a standard required by the Hague Convention, as to the legal qualification of the public official (or functionary) who has signed the document and the authenticity of his or her seal or stamp.

This method means that a foreign national in possession of a document requiring validity in Italy can go to the authorities of the State in which it was issued - and a list of the appropriate authorities for each country is contained in the act of accession to the Convention itself - to have the apostille appended, thus making the document legally enforceable in Italy.

With the exception of those documents submitted on multilingual forms pursuant to international conventions, such documents must also be translated into Italian.

The national authority designated by Italy for issuing apostilles for Italian documents to be used abroad is the public prosecutor's office for notarial deeds, for court documents and for those regarding civil status, while for administrative acts the competent office is the Prefecture (Territorial Government office) of the place where the document was issued.

The regulation of donations in Italy

by Giulia Proietti, Civil Law Notary



According to Italian law, donations are contracts through which a party, the donor, dispose of a right or assume an obligation in favor of another party, the donee, with the so called *animus donandi*, or the intent to impoverish themselves gratuitously for the benefit of the other party.

Accordingly, donations are characterized by the lack of any consideration and by the spontaneity and freedom of the donor's action. In order to guarantee the presence of both characteristics, the Italian legislator provides certain formalities for the validity of the act ¹.

First, as contracts, the law requires that both parties, donor and donee, participate and agree to the terms of the transaction. Then, the contract must be made in the form of a public act, stipulated in front of two witnesses and a notary. In Italy a notary is an impartial public official who ensures the legality of the contract, the respect of each party's will and keeps copy of the act. If one party does not speak Italian and the notary does not know that party's language, an interpreter must assist the stipulation and at least one of the witnesses must be able to understand the foreign language. The notary will then read the act to the party in front of the witnesses and make sure it respects their will before it is signed.

If these formalities are not respected, the donation is void and cannot produce any effect, nor be remedied a posteriori.

Donations are also considered “personal acts”, meaning that only those who are capable and free to dispose of their own property can be donors. The object of a donation can be real estate, personal property, cash, securities, as well as an obligation to give something in the future.

According to anti-money laundering regulations, donations of sums exceeding 2,999 euro must be made through traceable instruments, such as bank transfers and not transferable checks. If personal properties are donated, each item and its value must be described in the public act or in a separate attachment signed by all parties, the witnesses and the notary. This requirement guarantees that the object of the donation is

precisely identified and that the donor is aware of their disposition of property.

Donors can also impose certain burdens on the donee, like the obligation to use the assets donated for a particular purpose, without triggering the gratuitousness of the act. If the donee does not act accordingly and disrespect such obligations, the donation can be terminated either by the donor or their heirs, but only if the public act expressly provides so.

The expenses connected with donations consist of taxes and notary's fees. The fiscal treatment of donations varies based on the relationship between the donor and the donee, ranging from 2% to 8% of the donation's value ². If the object of the donation is real estate, further taxes are applicable (specifically the Mortgage Registration Fee of 2%, and the Land Register fee of 1% of the donation's value). However, donations are tax-free if they are made in favor of the Italian State or in favor of legally recognized foundations, associations or charities ³ carrying out specific public purposes (social assistance, scientific research, education or other public finalities) ⁴.

Taxes are to be paid at the time of the stipulation to the notary, who is responsible for their liquidation, together with notaries' fees, which vary based on the complexity and on the value of the transaction. The notary is usually chosen by the donor, who is also the party paying for the relevant expenses.

Notes

- 1) With the exception of donations of moderate value or donations made to future spouses.
- 2) Exemptions apply if the donation does not exceed certain values (for example, one million euro between spouses).
- 3) Specifically, charities having the legal qualification of “ONLUS”.
- 4) In case this exemption applies and the object of the donation is real estate, Mortgage Registration Fees and Land Register fee are 200,00 euro each.

Villa Serbelloni: the luxury resort in Bellagio, the “pearl” of Lake Como



Grand Hotel Villa Serbelloni

Via Roma, 1 - 22021 Bellagio CO

Phone: +39 031 950216

www.villaserbelloni.com

Lombardy and its wonderful lakes fascinated travelers since centuries. A place of honor is given to the Lake Como: on its shores, some of the most prestigious villas of the region were built. Some of these villas were turned, in time, into luxury resorts offering a unique and unforgettable holiday experience. Even now, Lake Como and the medieval town of Bellagio, the “pearl of the lake”, are home to some of the best hotels in the world.

The **Grand Hotel Villa Serbelloni** was built as a private home in 1853 and turned into a luxury hotel in 1873. It is located in a privileged position in Bellagio, at the tip of the promontory in the center of Lake Como, and it's also the only 5-stars L in town, the ideal location for holidays as well as for weddings, private parties, and top management business meetings. In 2016 the hotel was awarded by The Telegraph as one of the 50 best hotels in Italy. The fame of the hotel is increased by its two restaurants: the Mistral (one Michelin star), famous for its molecular cuisine, and La Goletta an informal restaurant offering traditional food including pizza. Both are managed by Chef Ettore Bocchia a proper scientist of cuisine who revolutionized the pleasure of food by making many traditional Italian delights lighter and healthier.



Castello del Nero: experience authentic Tuscany in a 12th century castle

Celebrated by Forbes as one of the finest resorts in Chianti, **Castello del Nero** was built in the 12th century and preserves all its charm: still today is possible to admire original frescoes, fireplaces, vault ceilings and the coat of arms of the Del Nero family, representing a rearing greyhound. The private chapel and the clock on the main tower were built in the 18th century, while the magnificent Italian style garden which welcomes the guest at the entrance was created a century later. As the Del Nero family went extinct, the Torrigiani (another great Florentine family) took over the estate. Due to its undeniable cultural importance, the estate (750 acres) is under the tutelage of the Italian Fine Art.

The hotel has 50 rooms and suites which feature state-of-the-art technology for in-room entertainment, individual climate control, and many other benefits. Selected suites offer even a unique bed, designed to replicate an original piece created to the specifications of the Marquise Teresa Torrigiani in the 16th century. All the suites include a daily entrance per person to the ESPA Heat Experience. The hotel's ESPA center is the largest in Italy and offers signature treatments with the use of homemade extra virgin olive oil. The outdoor heated swimming pool is located in front of the SPA, boasting a magnificent view of the valley.



Castello del Nero Hotel & Spa

Strada Spicciano, 7

50028 Tavarnelle Val di Pesa FI

Phone: +39 055 806470

www.castellodelnero.com



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Verdura Resort Sicilia

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Phone: +39 0925 998180

www.rocfortehotels.com

Set on 230 hectares, Verdura Resort is a place with a true sense of space. It's a place where your room will seem woven subtly into the landscape, with uninterrupted views of the sea from your private balcony or terrace. There are three championship golf courses, a 60-metre infinity pool, six clay tennis courts, a 4,000 m2 spa, four restaurants, five bars and much more. Located on the south-west coast of Sicily, next to the seaside town of Sciacca, the resort is perfectly positioned for exploring the island. The capital, Palermo, is just over an hour's drive, and the Valley of the Temples in Agrigento and the Temple of Selinunte are both just a 40-minute drive away.

The resort offers 203 luxurious and stylish rooms and suites, all with private terraces, stunning sea views and beautiful interiors that combine modern luxury with authentic Sicilian motifs. In 2017, Verdura Resort launched the new Villas, perfect for family stays in the Sicilian resort. The three Villas differ slightly in size and they all offer large sitting rooms and dining areas with kitchenettes. Space, luxury, and privacy are the hallmarks of the Verdura Resort, offering an unparalleled style and sophistication for well-travelled clientele seeking a quiet or active getaway, romance or spending time with family.

Palazzo Gattini: a 5 star resort in Matera's Unesco World Heritage Site



Palazzo Gattini Luxury Hotel

Piazza Duomo, 13 - 75100 Matera
Phone: +39 0835 33 43 58
www.palazzogattini.it

Nestled harmoniously in the marvelous city of Matera, Palazzo Gattini is a unique example of architecture where history and modern needs coexist. Former house of the Gattini family, who settled in Matera in the 15th century, the palace was built in 1700. The architect Ettore Mocchetti, director of the "AD: Architectural Digest" took it to its original splendor thanks to a masterful use of local stone, the mazzaro, and bespoke pieces. Coloured curtains and artisanal furniture stand out on the stone, recalling the festive adornments Gattini family used to love. Also, the private church of the family, the Malvinni-Malvezzi chapel, adjacent to the hotel, came to new life as a prestigious meeting room. This 5 stars Luxury Hotel takes care of its guests every moment of the day. Palazzo Gattini is the only resort in Matera providing spa and restaurant services. A wide staircase and a glass lift lead to the cavernous spaces on the lower floor, converted into a spa that is reminiscent of Roman baths. Suffused lighting and care for details contribute to the special atmosphere of the place, which invites the visitors to enjoy a vacation of rest and relaxation. The true magic of Palazzo Gattini, though, manifests itself on the roof garden: a charming venue for exclusive events with a breathtaking sight of the Sassi and the Murgia Park of Matera, Unesco World Heritage site.



Sina Bernini Bristol: elegance and hospitality in the Eternal City since 1874

Located in the heart of Rome, the historical Sina Bernini Bristol is one of the most renowned 5-star hotels in the Eternal City. 1874: the Bristol Hotel (today Bernini Bristol) becomes one of the first hotels to have a hydraulic lift.

Even today the sophistication of the cosmopolite atmosphere at Bernini Bristol wins the heart of Heads of State, Captains of industry, and celebrities from fashion and cinema. At Bernini Bristol ancient and modern melt harmoniously. The XVI century tapestry, its classic style furniture, and its marble interior come with the most up to date equipment.

Sina Bernini Bristol welcomes guests in 112 rooms and 15 suites in classic and contemporary style. Among them, the most sought-after is the Tritone Suite with a private swimming pool on a panoramic terrace. The panorama is truly breathtaking: from its privileged location between Piazza Barberini and Via Veneto, just a few minutes walk from the Trevi Fountain and the Spanish Steps, this 5-star hotel offers one of the most beautiful terraces of Rome's historic center.

Visitors can appreciate the view of the domes of Rome also from the panoramic terrace of the hotel's restaurant, located on the 8th floor.



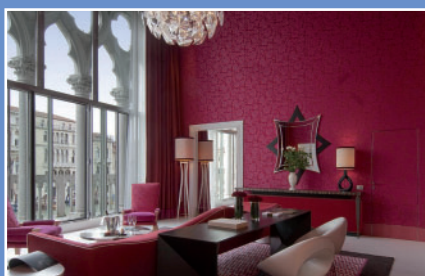
Sina Bernini Bristol

Piazza Barberini, 23 - 00187 Roma
Phone: +39 06 488931
www.sinahotels.com

SINA FINE ITALIAN HOTELS, hospitality made in Italy

Other 5 Stars De Luxe: Villa Medici (Florence) - The Gray (Milan) - Brufani (Perugia)

Sina Centurion Palace: a dreamlike vacation on the Grand Canal



Sina Centurion Palace

Dorsoduro, 173 - 30123 Venice
Phone: +39 041 34281
www.sinahotels.com

Located in the artistic district of Dorsoduro, one of the oldest in Venice, the new Centurion Palace is housed in the well known Palazzo Genovese, which dates back to the nineteenth century. With its direct access on the Grand Canal, this 5 star deluxe offers a stunning view of some of the most important monuments in the "City of Love": Santa Maria della Salute, Punta della Dogana, Campo di San Gregorio, the Peggy Guggenheim Museum, and San Marco Square, the heart of Venice.

During the recent restoration works, an ancient coin with the image of Antinoo, friend of Emperor Adriano, was found, testifying the close connection between Venice and the ancient Rome.

The Centurion Palace recalls the idea of the door to the East: a contemporary style with a refined Venetian touch are the main characteristics of this hotel opened in October 2009: 50 rooms and suites, all different one from the other, among which the unique Presidential Suite with view on the Grand Canal, Antinoo's Lounge and Restaurant, with direct access from the Grand Canal, a fascinating cloister, meeting rooms, fitness and exclusive services to make the Centurion Palace a landmark in Venice.



ABOUT US



Legal publishing, Continuing professional development courses, Legal advice and services on immigration and international movement of persons

Jusweb is a company established in 2003 and located in Viterbo, the capital city of Tuscia, northern Lazio (Italy). It operates on a national level in judicial publishing industry through the periodical *Immigrazione.it* online since 2005, concerning the fields of International Law, National Law, and European Union Law, focusing on foreigners' condition and international mobility of the individual. Since its first publication, the periodical has been chosen by the Italian Ministry of Interior as a tool for revision for officers of Border Police, Police Headquarters, and Immigration Offices. **Jusweb** is registered in ROC and is authorized to conduct online consulting and services just Law n. 4 /2013.

Jusweb also holds accredited training programs for professionals, such as notaries, lawyers, certified public accountants, and journalists. Since 2010 these programs are available on the platform *FormazioneWebTV.it*, the first in Italy to provide interactive live streaming lectures and seminars.

Jusweb provides non-Italian citizens advice in regard entry and residence in Italy. Among its services, it deals with web marketing and communication.

InvestorVisa.it service is managed by the staff (including our editorial staff and teachers) in collaboration with native language interpreters and translators for Chinese, French, Spanish, Japanese and Arabic, and experts from:

- Studio Serpieri & Associati, Viterbo and Milan – trust and financial advice
- Studio Papperini Relocation, Rome – visa practice
- Manca Graziadei law firm, Rome and Edinburgh – legal advice and visa practice for Chinese clients
- Maria Tolmatcheva law firm, Florence – legal advice and visa practice for Russian clients.



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INVESTOR VISA ITALY



ielp™

26-27 October 2017
Cannes, France

The International Expo Emigration & Luxury Property (IELP) is the major series of international conferences and exhibitions dedicated to immigration, luxury real estate, and private financial consulting. Jusweb attended this important event and stood out presenting to international competitors and industry professionals its latest service: **InvestorVisa.it**.

