



**TOGETHER**  
*for a sustainable future*

## OCCASION

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UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO ITPO Italy  
ANNUAL REPORT  
2014



## DIANA BATTAGLIA

Head of the  
Investment and Technology Promotion  
Office in Italy since 2004

Dear friends and colleagues,

2015 is a milestone for UNIDO ITPO Italy, marking 30 years of engagement in contributing to industrial development and economic growth of developing countries. As part of its long lasting mandate, UNIDO ITPO Italy has been particularly involved in increasing international awareness on food security and food safety, promoting investments and technology transfers able to tackle these development constraints.

Nevertheless, the fight against hunger continues to be the main challenge developing countries are facing. In this context, the forthcoming EXPO Milano 2015, with the theme “Feeding the Planet, Energy for Life”, represents a unique opportunity to promote the dialogue and stimulate an international debate on food security and nutrition related topics, rural development and environmental issues, such as a sustainable management of natural resources. In line with EXPO Milano 2015, the United Nations launched the initiative “Zero Hunger Challenge”, aimed at ensuring, the access to sufficient, safe, nutritious, and sustainable food to everyone, all the time.

It is against this background that I am proud to present our Annual Report 2014, focused on the activities carried out on the path to EXPO Milano 2015. This year UNIDO ITPO Italy supported several sub-Saharan countries, such as Ghana, Tanzania and Cameroon, intervened in Latin America (Cuba) and also in Asia (Myanmar, Pakistan, the Philippines). Our office provided a wide range of services – to the private sector and institutions – and, in line with its mandate, implemented important activities to support local businesses and institutional counterparts.

Worth mentioning among our many activities are the “Ghana Trade and Investment Forum” organized in Rome with the participation of almost 200 Italian entrepreneurs and with more than 350

business meetings held, and the “Cuba Country Presentation”, in which Cuban authorities shared with Italian institutions and the Italian business community their new legislation on Foreign Direct Investments as well as the priority sectors and investment opportunities in the Country.

Within the context of the “Energy & Environment Programme”, our office hosted and assisted three Delegates from sub-Saharan Africa. The Delegates coming from Ghana, Tanzania and Cameroon, promoted among the whole Italian business community a solid portfolio of investment opportunities in renewable energy and environment sectors.

Thanks to collaboration with the Italian Ministry of Economic Development (IMED), we also conducted several activities in favor of Myanmar and the Philippines, two very promising developing countries in the Asian context, with several needs in terms of technology, know-how and investments.

In conclusion, I would like to highlight the launch of our web-based matching solution “Supporting your SMEs to discover EXPO 2015 and Italian Excellences” to promote investment and technologies through facilitating experience and information sharing, and to strengthen business partnerships and cooperation worldwide.

It is clear that we have our role to play, helping to build a strong and competitive industrial sector and to widely disseminate food safety technologies as a contribution to eradicate world hunger for the benefit of everyone. Together, we can revitalize efforts to promote an inclusive and sustainable industrial development towards the achievement of this ambitious goal.

Diana Battaglia



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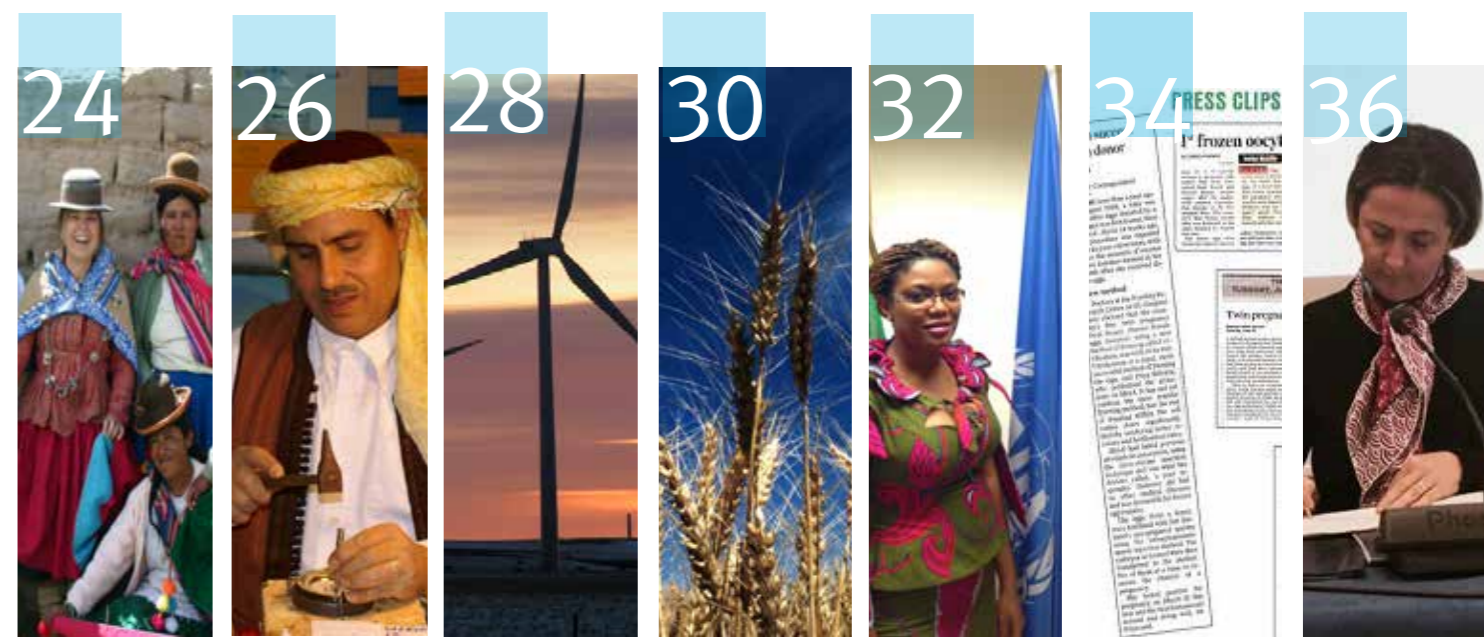
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# Towards EXPO Milano 2015

2015 will be a very important year for UNIDO ITPO Italy due to the Universal Exposition, which will take place in Milan: EXPO Milano 2015, under the motto "Feeding the Planet, Energy for Life".

Open from 1<sup>st</sup> May to 31<sup>st</sup> October 2015, the Universal Exposition will host over 145 participant countries and, in the giant exhibition site covering one million square meters, welcome over 20 million visitors. This event represents a unique opportunity to establish and develop commercial and business relations and to gain direct access for thousands of business owners and decision makers to those Italian companies representing the excellences of the Made in Italy.

In this important occasion, UNIDO ITPO Italy is certainly best placed to cooperate with other Italian and international partners in assisting SMEs to discover not only EXPO Milano 2015, but especially the excellences of Italian technology and its manufacturing and industrial sectors.

Indeed, UNIDO ITPO Italy would like to go beyond the Milan borders and take advantage of this occasion to disseminate worldwide the knowledge inherent to hundreds of Italian industrial districts and hi-tech zones located around the whole country, where their constant innovations can offer the best in technology and know-how in a wide range of sectors, from agro-industry to textile and energy & environment.

To this end, our office will implement the project "Supporting your SMEs to discover EXPO 2015 and Italian Excellences" using an online platform developed to promote and facilitate dialogue among institutions and between companies from around the world during EXPO Milano 2015. Through this platform and in view of the Universal Exposition, institutions and companies from developing countries can request technical assistance from UNIDO ITPO Italy for the organization of business meetings and study tours to Italian industrial districts, hi-tech zones, and companies in various sectors.

This platform and the activities of UNIDO ITPO Italy for EXPO Milano 2015 were presented on 16<sup>th</sup> December 2014 in Rome, in the presence of ambassadors and counselors from the Embassies of several African, Asian, and Latin American countries.

In addition to this initiative, UNIDO ITPO Italy, in collaboration with the Italian Ministry of Foreign Affairs and International Cooperation (IMFAIC) and the Italian National Research Council (INRC), will launch in 2015 an International Award to identify the best technological ideas in EXPO Milano 2015's related themes to benefit developing countries. The winning technologies will be presented in the framework of the Universal Exposition to an audience of representatives of developing countries and potential investors.



## "Come to Padova and Discover Expo 2015"

A Cameroonian Delegate was welcomed to the event "Come to Padova and Discover EXPO 2015", held in Padua from 11<sup>th</sup> to 15<sup>th</sup> November 2014, in the framework of the long lasting cooperation between UNIDO ITPO Italy and Padova Promex – the Special Agency of the Padua Chamber of Commerce for international activities.

During the event, the Delegate held several meetings with local companies and institutions as well as visiting to selected local facilities. Cameroonian businessmen will be informed of forthcoming activities organized by the visited companies and institutions through the Investment Promotion Agency magazine.

Furthermore, in order join the same path in supporting SMEs from developing countries, ITPO Italy and Padova Promex signed a Joint Declaration on 3<sup>rd</sup> December 2014. The Declaration aims to promote industrial collaboration between SMEs from developing countries and Paduan ones, and also foresee joint initiatives on the path to EXPO Milano 2015.



## UNIDO ITPO Italy at the International Ethics Conference

UNIDO ITPO Italy participated in the 7<sup>th</sup> edition of the International Ethics Conference (IEC), an event sponsored by EXPO Milano 2015, which took place on 1st and 2nd December 2014. The main theme of the conference was "EXPO 2015 and beyond: future outlook and strategy for lands, economies and communities".

The first day of meetings was featured several speakers who intervened on issues related to EXPO Milano 2015. During the second day, the discussion focused on EXPO Milano 2015 but especially on Veneto Region and the city of Venice.

Mrs. Diana Battaglia, Director of UNIDO ITPO Italy, delivered an address describing UNIDO and its mission, planned activities in view of EXPO Milano 2015, and the expected legacy beyond the Universal Exposition.



Source: <http://sites.unipg.it>



[www.expo2015.org](http://www.expo2015.org)



[www.un-expo.org](http://www.un-expo.org)



[www.unido.it/expo2015](http://www.unido.it/expo2015)



[www.unido.it/award2015](http://www.unido.it/award2015)

# UNIDO and ITPO Italy

## UNIDO

The United Nations Industrial Development Organization (UNIDO) is a specialized Agency of the United Nations. Its mandate is to promote and accelerate Inclusive and Sustainable Industrial Development (ISID) in developing countries and Economies in Transition, and work towards improving living conditions in the world's poorest countries. In recent years, UNIDO has assumed an enhanced role in the global development agenda by focusing its activities on poverty reduction, inclusive globalization and environmental sustainability. UNIDO services are based on two core functions: as a global forum, the Organization generates and disseminates industry-related knowledge; as a technical cooperation agency, it provides technical support and implements projects. Today, UNIDO is recognized as a highly relevant, specialized and efficient provider of key services in support of the interlinked challenges of reducing poverty through productive activities, promoting the integration of developing countries in global trade through trade capacity building, fostering environmental sustainability in industry, and improving access to energy.

UNIDO focuses on three main thematic areas:

- A) Poverty reduction through productive activities;
- B) Trade capacity building;
- C) Energy and Environment.

## UNIDO ITPOs Network

A unique network, within the UN system, of technical field offices, with state of the art technology strategically located in industrialized and emerging economies. A UNIDO global network, which promotes responsible foreign and domestic investments and sustainable technology through public and private sector partnerships for inclusive growth and creation of wealth in developing countries.

The Network comprises offices in Bahrain, China (Beijing and Shanghai), Korea, Japan, Russia and Italy. The mission is to facilitate investment flows and technology transfers for host and recipient countries by providing high quality, tailor made and demand driven services to public and private sectors. The mission is accomplished through partnerships and networks, capacity building activities, advisory services, promotional events, investment and technology projects assessment and matchmaking.



## UNIDO ITPO Italy

### Mission and Services

The UNIDO Investment and Technology Promotion Office in Italy (ITPO Italy), became operational in 1987 with the financial support of the IMFAIC - Directorate General for Development Cooperation (DGDC). The Office's mandate is to enhance SME competitiveness in developing countries, through the mobilization of investments as well as technology transfer and management skills required for the implementation of industrial projects in developing and emerging countries.

Below is the set of services that UNIDO ITPO Italy provides in support of private companies and institutions of developing countries:

### Services to Enterprises

- Dissemination of information on investment climate in developing countries;
- Search for partners and matchmaking activity;
- Organization of business meetings;
- Preliminary evaluations of investment projects;
- Assistance in negotiations including the preparation of business plans.

### Services to Institutions

- Training and capacity building;
- Technical assistance;
- Country and sector-based promotion;
- Networking;
- Dissemination of information on investment legislation.

### Special sectors of Intervention

#### AGRO-INDUSTRY



UNIDO ITPO Italy assists developing countries through the promotion of projects and activities to disseminate technologies and techniques to reduce post-harvest losses and to increase quality systems, in order to enhance food security and food safety. Within this framework, UNIDO ITPO Italy actively operates for the identification and promotion of projects in food harvesting, processing and packaging, namely fisheries, fruits, meat, and dairy products.

#### ENERGY AND ENVIRONMENT



UNIDO ITPO Italy is working to reinforce the concept of environmental protection and to diffuse the utilization of renewable energies, by making firms in developing countries more sensitive to environmental problems and facilities through the use of environmentally-sound technologies. In this context, UNIDO ITPO Italy activities aim to spread among entrepreneurs a better understanding of opportunities and incentives for environmentally friendly investments and green technology transfers.

Moreover, UNIDO ITPO Italy has a long and strong tradition in meeting the needs of many African and Asian countries in other sectors. In particular, the office concentrated its efforts in **leather & footwear, textile & garment and woodworking** sectors with training initiatives aimed at product quality improvement, product diversification, technology upgrading and productivity improvement. The Office offers a range of specific services to these sectors, including: information dissemination and awareness creation, training activities and support for transferring environmentally-sound technologies.

# Towards an Inclusive and Sustainable Industrial Development with UNIDO: ISID Strategy

UNIDO assists developing countries and Middle-Income Countries to promote Inclusive and Sustainable Industrial Development (ISID) and international cooperation among companies and entrepreneurs.

ISID is the new strategy adopted by UNIDO, following the Lima Declaration, projecting the Agency beyond the Millennium Development Goals (MDGs). This Declaration recognizes that industrialization is the only way to eradicate poverty and achieve higher level of sustainable development in all of its dimensions – economic, social and environmental – for the benefits of the populations. ISID works towards on the following objectives, **creating shared prosperity and partnerships, safeguarding the environment.**

The question is not whether industrialization should be a priority for development, but what kind of industrialization must be prioritized in order to maximize synergies with the Global Development Agenda towards sustainable development and prosperity for all.

ITPO Italy is actively promoting this new strategy, through a wide range of activities implemented during this year. The UNIDO ISID strategy was illustrated to an important number of local and international authorities and entrepreneurs during several promotional initiatives, such as the “Cuba Country Presentation”, and during seminars, study tours, company visits and institutional meetings, with Ghanaian and Myanmar institutional representatives, among others. The new strategy to promote ISID was also described during the Country Presentation of Senegal, which was identified by UNIDO as one of its pilot Countries.

Moreover, three Delegates, from Cameroon, Ghana and Tanzania, hosted within the framework of the Delegate Programme, had the opportunity to become aware of ISID during their permanence in Italy.

Finally, the second ISID Forum on partnerships, held on 4<sup>th</sup>-5<sup>th</sup> November 2014 in Vienna, was also promoted among the Italian business community.



Successfully implementing ISID in our current era of globalization requires new approaches that harness globally available knowledge, technology and innovation. Knowledge exchange and technology transfer will therefore significantly contribute to realize ISID.

To achieve ISID – and to fight poverty – it will be essential to include all stakeholders: private sector, civil society, academia, governmental institutions and international development organizations.

## UNIDO's second ISID Forum on partnerships

The technical assistance delivered by UNIDO in many regions of the world has already led to a concrete impact on the ground and continues to be a crucial mechanism for enhancing development and progress. This was the view emphasized by participants at the international forum on ISID organized by UNIDO in Vienna.

The two-day event (4<sup>th</sup>-5<sup>th</sup> November 2014), entitled “Second UNIDO Forum on Partnerships to Scale up Investment for Inclusive and Sustainable Industrial Development”, brought together around 440 participants from 93 countries, including heads of State and governments, ministers, other United Nations agencies, representatives from the private sector, non-governmental organizations and academies.



The forum was also the occasion to present the new pilot partnership programmes for inclusive and sustainable industrial development in Ethiopia and Senegal. UNIDO experts visited the two Countries during 2014 to evaluate the current situation, identifying several strong partners, both local and international. As a result, two Programmes for Country Partnerships have been designed.

UNIDO ITPO Italy contributed to the success of the Second ISID Forum on partnerships by promoting the event among the Italian business community, which responded very positively to the initiative and saw the attendance of several Italian SMEs and Italy-based multinational companies.



# Achievements

**3** Delegates in the framework of the "UNIDO Delegate Programme"

**26** Country Presentations, Business Fora, Workshops and Seminars organized by UNIDO ITPO Italy or in which it took part

**100+** Foreign entrepreneurs involved in business meetings and other events in Italy

**1500+** Business Meetings organized

New industrial projects identified in developing countries **61**

Fairs, study tours and/or company visits **17**

Developing countries involved **10**

## INSTITUTIONAL STRENGTHENING

UNIDO ITPO Italy has increasingly enhanced and strengthened relations with the main Italian and foreign governmental bodies, institutions, and organizations. As an international honest broker, UNIDO ITPO Italy intensified collaborations and synergies with a large number of institutional key players in order to formulate and implement initiatives and activities addressed to sustain economic and industrial development in developing countries. Our office continues to maintain direct contact with the respective governments and working relationships with national and international business communities.

Within the framework of its activities and priorities, mainly focused on agro-industry and energy & environment issues, UNIDO ITPO Italy has a close cooperation with its donors, the IMFAIC, the Italian Ministry for the Environment, Land and Sea (IMELS) and the IMED.

### ITALIAN MINISTRY OF FOREIGN AFFAIRS AND INTERNATIONAL COOPERATION

The IMFAIC, UNIDO ITPO Italy's main donor, has recently enhanced its strategic planning processes and ended up with the formulation of the document "Programming guidelines and directions", which is updated on a yearly basis. Following the new strategy, UNIDO ITPO Italy and the Donor defined joint activities and initiatives. In line with its mandate, UNIDO ITPO Italy strongly collaborates with some specific IMFAIC Directorates considered as fundamental direct counterparts, such as the DGDC, the Directorate General for the Promotion of the "Country System", and the Directorate General for Global Affairs. The relevance of the MSMEs development programmes represent the basis for the long-lasting collaboration between IMFAIC and UNIDO ITPO Italy. In 2014, this collaboration was particularly precious for the implementation of relevant joint initiatives and activities aimed at promoting investment opportunities in new emerging markets and at increasing the dialogue and the matchmaking between Italian and developing countries private and public sectors.

### ITALIAN MINISTRY FOR THE ENVIRONMENT, LAND AND SEA

Since 2006, UNIDO ITPO Italy established a strong collaboration with the IMELS, becoming one of its main partners. UNIDO ITPO Italy and IMELS are developing joint programmes to promote investments and the transfer of green technologies and best practices to developing countries. UNIDO ITPO Italy's commitment is to encourage an environmentally friendly industrial development model in the African Continent, in view of the MDGs objectives.

In particular, during 2014, UNIDO ITPO Italy implemented the "Energy & Environment Programme" for sub-Saharan Africa. The main sectors involved are environment, with a special reference to waste and water treatment, and renewable energy. As a result of their longstanding collaboration, UNIDO ITPO Italy and IMELS decided to strengthen their joint efforts, promoting efficiency and qualitative improvements in terms of natural resources use, pollutant emissions and waste management, so to delink the concept of economic growth to that of environmental degradation.

### ITALIAN MINISTRY OF ECONOMIC DEVELOPMENT

As a follow up of the 2012 joint declaration, UNIDO ITPO Italy and the IMED – Directorate General for Internationalization, Policies and Trade Promotion signed in 2013 an agreement in order to implement two investment support projects in the Philippines and Myanmar. The objectives of these projects are to strengthen local SMEs and to promote business relationships between Burmese, Philippine and Italian companies and institutions. The target sectors are the ones where Italy excels, namely agro-industry and dimension stone.

The results achieved have been particularly appreciated by IMED, so that to reconfirm the intention to cooperate with our office in order to increase the awareness among Italian entrepreneurs of investment possibilities offered by these emerging markets.

### ITALIAN SYSTEM AND RELEVANT STAKEHOLDERS

UNIDO ITPO Italy is very well connected with the industry sector in Italy and frequently collaborates with the "Italian System" members, in order to involve a large number of relevant stakeholders in industrial and economic development processes in developing countries. Among its principal collaborators, it is worth mentioning SIMEST (Società Italiana per le Imprese all'Estero), SACE (Sezione speciale per l'Assicurazione del Credito all'Esportazione) and ITA (Italian Trade Agency), which represent the main agencies working under IMED and of particular relevance for UNIDO ITPO Italy activities. The Office also has effective contacts and collaborates with other important Italian stakeholders, such as Confindustria, ANCE (Associazione Nazionale Costruttori Edili), Unioncamere (Central Union of Chambers of Commerce), CNA (Confederazione Nazionale dell'Artigianato e della piccola e media impresa), Asset Camera, Legapesca, Confapi, local Investment and Promotion Agencies, Industrial Districts and Universities.

These national counterparts have varying degrees of activity and effectiveness with regard to information dissemination, organization of seminars and missions and other high profile activities. The long lasting relation UNIDO ITPO Italy is maintaining with them is of strategic importance for effectively carrying out its activity.

### MINISTRIES AND EMBASSY REPRESENTATIVES OF DEVELOPING COUNTRIES

UNIDO ITPO Italy, as an international honest broker, works closely with Embassies of developing countries, in order to streamline the dialogue between public and private sectors and to facilitate know-how transfer in the specific fields in which the office is active. In synergy with Embassy representatives and trade officers, and in line with the specific needs of each developing country, the office formulates its annual strategy for development cooperation, defining specific initiatives to be jointly developed. This constant contact is fundamental for discussing the necessary measures aimed at sustaining and strengthening networking collaborations; strengthening links between national focal points and the corresponding local authorities for development cooperation; promoting the exchange of information and experiences on the development of the private sector for subsequent actions.



## Ghana, Tanzania, Cameroon

The “Energy & Environment Programme”, funded by IMELS and implemented by UNIDO ITPO Italy, has the purpose of identifying, promoting and supporting viable investment opportunities and technology transfer activities in environment and renewable energy fields.

In this framework, 3 target countries have been identified for implementing the programme; they are Cameroon, Ghana and Tanzania.

The main activities carried out during 2014 can be summarized as follow:

- A total of new 57 projects were identified and promoted in different fields of environment and renewable energy: water and wastewater treatment and management, solid waste treatment and management, biogas, biomass, photovoltaic, hydro, tidal wave, wind energy and energy efficiency techniques.
- Eighteen promotional initiatives (round tables/workshops/fairs /business fora) were organized in Italy and abroad to spread awareness about investment opportunities to the Italian business community.
- An institutional mission to Ghana was organized to enhance the cooperation with local stakeholders and to pave the way to the “Ghana Trade and Investment Forum” held in Rome.
- Sixty african entrepreneurs were involved in business meetings and other events in Italy.
- More than five hundred new companies, associations and other relevant stakeholders have been contacted and registered in the UNIDO ITPO Italy database.
- Close to six hundred business meetings were held in Italy between African and Italian counterparts to discuss about potential business collaboration.
- Around sixty newspaper articles and online press releases related to the programme were published in Italy and abroad.
- Three catalogues in Italian were prepared by UNIDO ITPO Italy and disseminated among the Italian business community in order to promote investment opportunities in the target countries.



41	53	22
64	42	18
46	43	17
400		

400 Italian companies interested in the 3 target Countries

## Focus Ghana

### Strengthening the relations with Ghanaian institutions



From 2<sup>nd</sup> to 5<sup>th</sup> June 2014 a high-level mission to Ghana was organized, in order to meet some institutional representatives and local companies to pave the way to the Country Presentation in Italy, to be organized on 31<sup>st</sup> October 2014, as well as to present the ISID strategy. UNIDO ITPO Italy representatives met H.E. Ghanaian Minister of Foreign Affairs, Ms. Hanna Tetteh and H.E. Minister of Trade and Industry, Mr. Haruna Iddrisu, the Deputy Minister of Finance, Environment, Science, Technology and Innovation, and the Deputy Minister of Trade and Industry, the latter being also the Commissioner of Ghana for EXPO Milano 2015.



Special relevance was accorded to the round table organized jointly with the World Trade Center in Accra in occasion of the presence of UNIDO ITPO Italy delegation. The event involved more than 15 local representatives of Ghanaian institutions engaged in attracting foreign investments, such as the Ghana Investment Promotion Center (GIPC), the Ghana Free Trade Zones Board, and other authorities and local businesses.

Moreover, in the framework of the mission, UNIDO ITPO Italy participated as a speaker in the Ghana Entrepreneurship Forum, delivering a presentation on the activities carried out to benefit Ghana, especially in the field of renewable energy and environment. On this occasion, UNIDO ITPO Italy met the President of the Ghana Chamber of Commerce, the top manager of the Royal Bank of Ghana, and dozens of local entrepreneurs operating in various industrial sectors.



### Promoting green technologies to Ghanaian private sector

UNIDO ITPO Italy supported a large part of the Ghanaian delegation to the forum in Rome to participate in the 18<sup>th</sup> edition of Ecomondo, the international trade fair dedicated to eco-investments, renewable energies, “green technology”, and waste treatment and valorization (Rimini, from 5<sup>th</sup> to 8<sup>th</sup> November). The Ghanaian booth, arranged with the support of UNIDO ITPO Italy, raised great interest due to the joint presence of institutions such as the GIPC, the World Trade Center of Accra, the Ghana Free Zones Board and the Ghana Export Promotion Authority, which have illustrated to visitors all the investment opportunities in renewable energy and environment offered by the country. Within this framework, UNIDO ITPO Italy organized over 100 business meetings between Italian exhibitors and the Ghanaian delegation.



In addition, still within the context of Ecomondo trade fair, UNIDO ITPO Italy also organized an ad hoc event focused on investment opportunities in energy and environment in sub-Saharan Africa, paying special attention to Ghana and its potential.

As follow-up to the two above-mentioned events, UNIDO ITPO Italy has already registered several exchanges of technical and commercial proposals that are leading to negotiations between Italian and Ghanaian companies.



# Ghana Trade & Investment Forum

ALMOST

200

ITALIAN  
ENTREPRENEURS

ALMOST

50

PEOPLE FROM GHANA,  
INCLUDING 2 MINISTERS



PHOTO: 2014 - FABIO CAMPANA, ANSA

MORE THAN

350

BILATERAL MEETINGS  
HELD



PHOTO: 2014 - FABIO CAMPANA, ANSA

On 31<sup>st</sup> October 2014, UNIDO ITPO Italy organized the “Ghana Trade and Investment Forum” in Rome. The event focused on investment opportunities in Ghana in three main fields: green economy, infrastructure and agro-industry. The forum was attended by almost 200 Italian entrepreneurs and hosted a Ghanaian delegation of around 50 people, including two Ministers: H.E. Mustapha Ahmed, Minister of State in charge of Development Authorities and H.E. Akwasi Oppong Fosu, Minister of Environment, Science, Technology and Innovation.

The forum was organized by UNIDO ITPO Italy in collaboration with IMFAIC, IMELS, ITA, Confindustria and World Trade Centre Accra.

The afternoon session of the event was dedicated to a business meeting session between Ghanaian and Italian companies and associations with about 350 bilateral meetings carried out.

As follow-up to the event, UNIDO ITPO Italy registered several exchanges of technical and commercial proposals that are leading to negotiations between Italian and Ghanaian companies for around Euros 10 million of in the following sectors: cargo & logistics, hydropower, photovoltaic and wind plants, power generation. Some agreements have already been defined and others are in an advanced stage of negotiation.

In addition, many Italian companies have already planned a mission in Ghana for the first months of 2015, namely in hydropower energy and infrastructure and eco-construction sector.



## Cameroon

### Enhancing renewable energies through technology transfers in Cameroon

A Cameroonian company, LIFE AD Sarl, and the Italian TRINA SOLAR, signed in December an agreement to transfer technology related to photovoltaic energy sector. The agreement is the consequence of a business meeting event organized by UNIDO ITPO Italy during the Ecomondo trade fair. The activity was held in the framework of the "Energy & Environment Programme", funded by IMELS, and implemented by UNIDO ITPO Italy.

The purchase agreement concluded in December represents the very first step of a broader agreement, which is under discussion with the Italian partner. Indeed, LIFE AD Sarl not only is looking forward to become the sole distributor of TRINA SOLAR goods in Cameroon, but is discussing the possibility to open a production unit, which will manufacture some of the necessary components and will assemble the final product.

This investment project aims to become a leader in photovoltaic products not only in Cameroon, but to reach all countries belonging to the Economic and Monetary Community of Central Africa (EMCCA) and enlarge its presence towards the Economic Community of West African States (ECOWAS).



technical assistance through the provision of capacity building services to local SMEs, technology transfer and direct investment promotion services, in order to facilitate South African firms to access to foreign markets and to produce positive spill-over in terms of quality standards, technological innovation, and investments.

## Senegal

### Exploring business opportunities during the Senegal Country Presentation



On 19<sup>th</sup> November 2014, a country presentation on Senegal was organized by Confindustria in Rome, in collaboration with IMFAIC and the Embassy of Senegal in Rome. The event was led by the President of the Republic of Senegal, H.E. Macky Sall. Mrs. Diana Battaglia, Director of UNIDO ITPO Italy, was among the main panelists and focused her intervention on further activities of the office in favor of Senegal, as well as on the recent UNIDO strategy to promote ISID, that identified Senegal as a pilot Country for UNIDO.

The initiative aimed to strengthen economic and industrial relations between Italy and Senegal, offering to the participants the opportunity to experience and explore the economic potential of this African Country, together with its business opportunities. The event was attended by leading figures from both Senegalese and Italian business communities and institutions.

## Ethiopia

### Round table with Ethiopian delegation



Within the framework of the "Technical Assistance for Upgrading the Ethiopian Leather and Leather Product Industry", a round table took place in UNIDO ITPO Italy premises on 6<sup>th</sup> October 2014. The Ethiopian delegation was led by H.E. Haile Tadesse, Ethiopian Minister for Industry, in the presence of H.E. Ato Mulugeta Alemseged Gessese, Ambassador of the Federative Democratic Republic of Ethiopia in Italy, with the involvement of Mr. Campanile, representative of IMFAIC.

The meeting aimed to define priorities and objectives in relation with the aforementioned project, following the ISID approach. In particular, the Ethiopian delegation underlined its willingness to continue the collaboration with UNIDO.

## South Africa

### Potential synergies with the Ministry of Industry of South Africa

On 27<sup>th</sup> January 2014, a meeting was held between UNIDO ITPO Italy and some representatives of the South African Ministry of Industry and of the Embassy of South Africa in Italy. On that occasion, UNIDO ITPO Italy illustrated its mandate and activities and discussed with the delegation about possible synergies to support the private business sector. Discussion focused on the possibility to furnish

### UNIDO ITPO Italy participated to the Italy-Africa Agriculture round table

On 20<sup>th</sup> February 2014, UNIDO ITPO Italy participated in the "Italy-Africa Agriculture round table", organized by IMFAIC. The aim of the event was to establish new areas of partnership between Italy and sub-Saharan Africa and to renew its support to sustainable and inclusive growth.

Indeed, sub-Saharan African countries offer an unprecedented opportunity of transformation and sustainable development: particularly, as over 60% of population works in the agricultural sector, which represent 24% of its GDP.

The round table, which was attended by several Ministers of sub-Saharan African countries gathered in Rome for the IFAD's Council, represented a further step in the way towards EXPO Milano 2015, in which around 40 African countries are expected to participate.



### UNIDO ITPO Italy Director Mrs. Diana Battaglia speaks at "Italy-Africa Business Forum"



UNIDO ITPO Italy took part as a speaker in the "Italy-Africa Business Forum", held on 20<sup>th</sup> March 2014 in Confindustria and organized in partnership with ITA, IMFAIC and IMED.

In particular, the opportunities for a sustainable industrial development in sub-Saharan Africa were underlined by Mrs. Battaglia. Furthermore, she pointed out the importance of this Region for Italian companies: six out of ten of the fastest growing economies are sub-Saharan countries, which recorded an average annual economic growth rate of 8% during recent years.

During the second part of the forum, a country presentation on Mozambique was held with the participation of the Mozambican Minister of Industry and Trade, H.E. Ernesto Max Tonela. The Forum represented an occasion for institutions, companies, and experts to discuss and explore the possibilities of investments and cooperation that Africa has to offer, and to create new approaches that can assure long-lasting synergies between Italian and African partners.

### Italy and Africa: working together for a sustainable energy future

On 13<sup>th</sup> and 14<sup>th</sup> October 2014, IMFAIC hosted the Institutional meeting "Italy and Africa: working together for a sustainable energy future".

The event was aimed at promoting inclusive and sustainable economic growth and it was organized in the framework of the "Italy-Africa" initiative. This initiative, concerning the energy sector, had the aim to promote relationships with African countries, through the analysis of future investment opportunities in energy production and the development of transmission networks and renewable energies.

UNIDO ITPO Italy participated in the event in cooperation with IMELS, given the activities and programs implemented by the Office on the same topic.



## Myanmar

### *Several investment opportunities scouted during UNIDO ITPO Italy mission to Myanmar*

Within the framework of the “Project for the Identification of Industrial Sectors and Economic-Commercial Opportunities between Myanmar and Italy”, funded by IMED and implemented by UNIDO ITPO Italy, a scouting mission was organized from 10<sup>th</sup> to 14<sup>th</sup> March 2014. During the mission, several sectors were identified as potentially interesting for the project purpose, such as rice production, textile, infrastructure support in rural areas, and marble production.

During the mission, meetings with the main national institutions were held, such as the Ministry of National Planning, the Ministry of Mines, the Ministry of Trade and the Ministry of Livestock, Fisheries and Rural Development. The Project raised a great interest also in the Italian association Assomarmomacchine, which joined the mission to explore investment opportunities in the dimension stone sector.

During the mission, UNIDO ITPO Italy presented in details the UNIDO ISID strategy to authorities in Myanmar and participants from Italy, an approach which was well received by all stakeholders.

Moreover, a round table with the Union of Myanmar Federation of Chamber of Commerce took place, envisaging the institution of a vocational training school for marble workers, which was particularly appreciated by the Myanmar Federation of Mining Association.

Other activities, namely in the agro-industry sector, are planned for 2015, above all within the framework of EXPO Milano 2015.



### *Sharing knowledge in agro-industry with Myanmar Minister of Agriculture*

On 1<sup>st</sup> October 2014, the Myanmar Minister for Agriculture, Mr. Myinth Hlaing, was assisted by ITPO Italy during his visit to the cooperative Ortosole, a farm situated in Maccaresse (Rome Area). The farm occupies more than 400 hectares of crops cultivating all kinds of fruits and vegetables and respecting the highest environmental sustainability standards. The organization of the visit has been possible thanks to the collaboration with Sprint Lazio, the agency for the internationalization of companies in the Lazio Region.

During the company visit, the Minister had the opportunity to discover the functioning of a typical Italian farm and paid particular attention to greenhouse crops and irrigation systems.



### *Myanmar delegation in Marmomacc 2014*

UNIDO ITPO Italy, in collaboration with IMED, took part in the Marmomacc trade fair, the international trade fair for stone, design and technology, held in Verona from 23<sup>rd</sup> to 27<sup>th</sup> September 2014. As a follow-up to this mission, a delegation of enterprises and institutional representatives from the Ministry of Mines was invited to attend the event, aiming to favor the establishment of fruitful partnerships between Italian and Myanmar enterprises.

More than 50 business meetings were organized with Italian producers of stone-cutting machinery. The delegates had the opportunity to meet Assomarmomacchine representatives and to discuss further joint synergies. The Italian Association is strongly interested in investing in Myanmar with a long-term project, focused on specialized training for operators of marble and stone-working machinery.



## The Philippines

### Enhancing agriculture mechanization in the Philippines

Aiming to support Philippine agro-industry, UNIDO ITPO Italy assisted an entrepreneurial delegation during EIMA, the international fair dedicated to agriculture machinery and gardening, organized by FederUNACOMA (the national federation of agro-machinery builders) that took place in Bologna from 12<sup>th</sup> to 16<sup>th</sup> November 2014.

The Philippine delegation had the chance to discuss with Italian companies during the ad hoc business sessions and to gather information on the most recent technologies and machinery available in the market. Following these positive feedbacks, FederUNACOMA expressed its intention to participate in a scouting mission in the Philippines with UNIDO ITPO Italy, in order to study and understand the local agro-industry sector and eventually to participate in sectoral fairs in the country.

The incoming mission was realized in the framework of the project aimed at promoting commercial and economic opportunities between Italian and local enterprises, in order to develop the agro-industry sector. The project is implemented in collaboration with IMED and envisages several activities meant to foster business opportunities, in particular the creation of trade partnerships and joint ventures.



### Strengthen institutional and entrepreneurial relations at public-public, private-public and private-private levels

UNIDO ITPO Italy organized several scouting missions and business forums in Pakistan and in Italy, in order to strengthen institutional and entrepreneurial relations at public-public, private-public, and private-private levels. In March 2014, UNIDO prepared a scouting mission to Pakistan, where the delegation had the chance to meet companies from different sectors and Pakistani associations and institutions, such as the Sialkot Chamber of Commerce and Industry (SCCI) and the Pakistan Gloves Manufacturers and Exporters Association (PGMEA). The delegation also took part in the Pakistan Auto Parts Show (PAPS 2014) from 6<sup>th</sup> to 8<sup>th</sup> March in Lahore, thus focusing on two of the most promising sectors in the country: auto parts manufacturing and machinery components. The objective of the mission was to appraise the potential of the Pakistani market and scout investment opportunities. On this occasion, numerous new business deals were found by UNIDO ITPO Italy to be offered to Italian companies interested in investing in this developing country.

From 19<sup>th</sup> to 21<sup>st</sup> May 2014, UNIDO ITPO Italy took part in Italy-Pakistan Business Forums in Lahore and Islamabad, in which a delegation of Italian companies invited and coordinated by UNIDO had the opportunity to visit factories and production sites, and meet local entrepreneurs and key Pakistani institutions, such as the BOI (Board of Investment) and the PBIT (Punjab Board of Investment and Trade). The forum was mainly focused on renewable energy, construction, engineering, and ICT for textile and garments.

The third and last scouting mission of 2014 took place from 29<sup>th</sup> September to 1<sup>st</sup> October, when UNIDO hosted a Pakistani delegation from SMEDA and the Ministry of Industries and Productive Development of Pakistan. The official visit and technical tour explored Italy's industrial environment, scouting future collaboration opportunities, and presenting the potential of Pakistan and SMEDA services to Italian stakeholders. During their visit, the Pakistani representatives met some key Italian associations, agencies and institutions, namely CNA, FederUNACOMA, SIMEST, Sprint Lazio, BIC (Business Innovation Centre) Lazio, and a representative of IMED.

### Support to Pakistani government in stimulating industrialization

In addition to country presentations and scouting missions, UNIDO organized a workshop aimed at supporting the Government of Pakistan in its efforts to stimulate industrialization. The workshop took place from 12<sup>th</sup> to 16<sup>th</sup> May 2014 at Lahore's Chamber of Commerce and was held by a team of international trainers from UNIDO HQs and UNIDO ITPOs of Italy and Japan, who presented the modules of UNIDO's methodology, its tools and systematic approach for investment promotion and monitoring. Various Pakistani representatives participated in the event, among which staff from SMEDA, the BOI, the PBIT, the Trade Development Authority of Pakistan, Lahore's Chamber of Commerce and the Automotive Parts Association.

### Pakistani delegation at EIMA and Ecomondo 2014

UNIDO ITPO Italy participated in two main trade shows which took place in November 2014, respectively in Rimini and Bologna: Ecomondo (5<sup>th</sup> – 8<sup>th</sup> November) and EIMA (12<sup>th</sup> – 16<sup>th</sup> November). Before and during the trade shows, UNIDO ITPO Italy coordinated two delegations of Pakistani companies (3 participating in Ecomondo and 11 in EIMA) and set up for them a series of business meetings with Italian counterparts, in order to support the search for business opportunities and promote the creation of trade partnerships. Once the events ended, UNIDO ITPO Italy's role has been to support the follow-up activities of Pakistani and Italian companies, in order to concretize what was established during the fair.

## Pakistan

Following the creation of the Investment Promotion Unit (IPU) in the Pakistani city of Lahore in collaboration with SMEDA (Small and Medium Enterprises Development Authority), a number of activities have been carried out within the joint UNIDO-SMEDA-Italy Programme in order to increase the number of industrial projects in Pakistan through business-oriented cooperation. In this regard, UNIDO ITPO Italy, in synergy with the UNIDO Investment and Technology Unit in Vienna, organized numerous initiatives to support and valorize Pakistan's industrial potential aiming to develop profitable commercial and industrial partnerships between Italian and Pakistani entrepreneurs.

### Awareness-raising events: Country presentations and road show

During 2014, UNIDO ITPO Italy organized in collaboration with the Embassy of Pakistan in Italy four awareness-raising events about Pakistan: two country presentations, respectively in Reggio Emilia (4<sup>th</sup> February 2014) and in Perugia (13<sup>th</sup> February 2014), and a road show in Pesaro (1<sup>st</sup> July 2014) and Padua (7<sup>th</sup> July 2014). These initiatives aimed at providing a detailed picture of the Pakistani economy and outlining business opportunities to Italian companies for commercial and investment activities in Pakistan. Among all sectors, special focus was given to opportunities in industrial, infrastructure, and manufacturing sectors (among which the automotive and farm machinery sectors). All the events could count on the presence of many Italian associations and agencies, such as CNA, Aspin2000 (the special agency of the Chamber of Commerce of Pesaro and Urbino), Confindustria Umbria, Umbria Export, and Padova Promex.



# LATIN AMERICA

## Investment opportunities in Latin America

On 10<sup>th</sup> February 2014, UNIDO ITPO Italy took part in the conference entitled “Opportunities offered by the Article 7 of the Law n° 49/87 on Development Cooperation for the establishment of joint ventures in Latin America”, organized by the Italo-Latin American Institute.

The main objective of the conference was the presentation of the recent amended version of the new rules on soft loans for joint ventures granted by the Italian Development Cooperation.

ITPO Italy reserves a particular interest in studying the tools provided to support the Italian business community in order to create opportunities for developing countries and to accelerate their sustainable industrial development.

## Corporate sustainability in Latin America

In the framework of the relations with the Italo-Latin American Institute, UNIDO ITPO Italy participated in the conference “Corporate sustainability: a key factor in the internationalization process in Latin America”, which took place in Rome on 24<sup>th</sup> February 2014. This conference emphasized that sustainability is a key element of competitiveness for Italian entrepreneurs interested in investing in Latin America.

Indeed, an economically, socially and environmentally sustainable business model can offer incisive answers to Latin American Governments, such as economy growth, social inclusion and use of the huge natural resources without compromising them for the next generations.

The event counted on the participation, among others, of some representatives of big Italian companies that included the concept of sustainability in their business model, like ENEL, FIAT, and Illy. The conference was aimed at favoring the creation of partnerships between Italian and Latin American institutions and enterprises.

## Cuba

### 1<sup>st</sup> International Convention and Exhibition on Cuban Industry

From 23<sup>rd</sup> to 27<sup>th</sup> June 2014, a delegation from ITPO Italy, headed by its Director, Mrs. Diana Battaglia, participated in Cubaindustria 2014, held in La Habana. The event was organized by the Committee of the International Convention of Cuban Industry and sponsored by the Ministry of Industry of Cuba.

It was a remarkable opportunity for presenting scientific research and technical projects, and strengthening technology-related associations among national and external industries. The event subsumed several congresses, involving many industrial sectors, some of them related to UNIDO’s expertise such as recycling, packaging, fashion and renewable energy.

UNIDO ITPO Italy participated in the mission to Cuba in order to strengthen its relationship with the Cuban authorities and set-up a bridge leading to potential business opportunities between Cuban and Italian firms. Furthermore, the ITPO Italy delegation visited the emerging free-trade area at Mariel harbour, 50 km from La Habana.



PHOTO: 2014 - FABIO CAMPANA, ANSA

## Cuba Country Presentation

MORE THAN  
**400**

ITALIAN ENTREPRENEURS AND  
INSTITUTION REPRESENTATIVES

**15**

INSTITUTIONAL REPRESENTATIVES  
FROM CUBA, HEADED BY THE  
DEPUTY MINISTER OF FOREIGN TRADE

OVER  
**200**

INVESTMENT PROJECTS PRESENTED



PHOTO: 2014 - FABIO CAMPANA, ANSA



PHOTO: 2014 - FABIO CAMPANA, ANSA



A presentation about the new legislation on FDI in Cuba was organized in Rome with the participation of the Deputy Minister of Foreign Trade of Cuba, Ms. Ileana Nuñez Mordoche. The event took place at IMFAIC premises on 30<sup>th</sup> June 2014 and registered the participation of more than 400 Italian entrepreneurs and institutional representatives.

The meeting in Rome between the Deputy Minister of Foreign Trade of Cuba, her delegation and the Italian entrepreneurs, also represented the first milestone of an institutional mission among the major European capitals to present the new legislation on FDI within the framework of the ongoing Cuban economic reform process. The event followed the scouting mission to Cuba, where UNIDO ITPO Italy’s Head, Mrs. Diana Battaglia, met high level representatives from the Ministry for Foreign Trade and Foreign Investments, and presented the new UNIDO ISID approach.

The presentation was organized by UNIDO ITPO Italy, in collaboration with the Embassy of Cuba in Italy, IMFAIC, IMED, ITA, and the Italo-Latin American Institute. During the event, Ms. Nuñez Mordoche presented the new economic measures adopted by the Cuban government and highlighted the promotion of foreign investments in Cuba as a strategic action with the goal of modernizing the economy, creating new jobs, and improving infrastructure. The Deputy Minister introduced the national context, the regulatory

framework for investment, the initiative regarding Mariel special development zone, and the business opportunities in specific sectors of the Cuban economy, like tourism, agriculture and forestry, food industry, pharmaceutical and biotechnology industries, construction, and renewable energy and mining.

As a follow-up to these activities, UNIDO ITPO Italy is evaluating with the Latin America and the Caribbean Branch of UNIDO the implementation of a project to improve the business environment, investment promotion tools and to develop industrial competitiveness of Cuban SMEs (including technological upgrading, quality infrastructure, energy efficiency, and capacity building activities).

## Tunisia

### *Supporting the Tunisia private sector*



On 25<sup>th</sup> March 2014, UNIDO ITPO Italy met the representatives of Tunisia's South Development Office in order to discuss potential support to development of Tunisian SMEs through UNIDO tools and methodology.

During the meeting, UNIDO ITPO Italy introduced the Office's various activities, including technical assistance, in benefit of developing countries like Tunisia and laid the basis for future cooperation opportunities.

In particular, the UNIDO methodology for the identification and promotion of industrial projects was introduced, with a specific focus on feasibility studies tools such as COMFAR IV.

The Tunisian representatives and UNIDO ITPO Italy agreed to further collaborate in supporting Tunisian SMEs to achieve an Inclusive and Sustainable Industrial Development.



## Bahrain

### *Italian exhibitors participated in the Bahrain International Garden Show 2014*

The "Bahrain International Garden Show", the international fair on agriculture and gardening held in Manama from 26<sup>th</sup> February to 1<sup>st</sup> March 2014, showcased cutting-edge technology including new machinery and tools to increase productivity and to ensure, at the same time, lower costs and environmental sustainability.

On this occasion, UNIDO ITPO Italy organized a delegation of 10 Italian companies interested in the main fields of the agricultural economy of Bahrain and the Gulf Area. The Italian entrepreneurs showcased cutting-edge products in agricultural machinery, photovoltaic greenhouses, landscaping, and outdoor furniture. A number of technologies were presented, such as: the latest technologies on greenhouses integrated with renewable energies, new green building and advanced seeding techniques, new technologies for indoor cultivation, the latest achievements in urban planning, landscaping, and efficient water treatment.

### *Supporting animal breeding at the Bahrain Animal Production Show "Mara'ee"*

The third edition of the Bahrain Animal Production Show "Mara'ee", the fair on agriculture and breeding, took place in Bahrain from 21<sup>st</sup> to 24<sup>th</sup> March 2014. Thanks to the scouting and the promotional activity of UNIDO ITPO Italy, a delegation of Italian entrepreneurs participated in the fair.

Mara'ee counted about 180 exhibitors from 35 countries and 180,000 visitors. During the event, several initiatives and activities were carried out in order to exhibit and promote cutting-edge technologies and innovations in the field of animal production, agricultural machinery, veterinary, and food industry.

The exhibition was an interesting opportunity to introduce latest technologies to local farmers and to explore investment opportunities for foreign investors. Through this first participation of Italian companies to this event, UNIDO ITPO Italy worked to facilitate partnerships between Italian technology suppliers and local stakeholders to improve local food security and safety.



UNIDO ITPO Italy is committed to improve living conditions of populations in developing countries and assisting local SMEs in the establishment of partnerships with Italian investors and technology providers, in order to promote the adoption of cleaner production systems and renewable energies.

In this context, ITPO Italy is implementing the “Energy & Environment Programme”, funded by IMELS. Cameroon, Ghana and Tanzania have been chosen as pilot countries for their high untapped potentials in the renewable energy.

UNIDO ITPO Italy, in the framework of its Delegate Programme, hosted an officer from each country and promoted among its network portfolios of projects related to environment and renewable energies, with the goal of attracting interested and reliable Italian companies to co-finance, implement and jointly develop investment projects in a win-win cooperation approach.

A total of 57 investment projects were scouted in different fields considered as priorities by local counterparts, including water treatment, waste treatment and management, biogas, biomass, photovoltaic, hydropower, and tidal wave and wind energy.

The Italian business community showed great interest in the “Energy & Environment Programme” and expressed its willingness to invest in the three beneficiary countries. To this end, UNIDO ITPO Italy organized about 600 business meetings between Italian companies and representatives of both private and public sectors of Cameroon, Ghana, and Tanzania.

#### Supporting green industry in Ghana, Cameroon, and Pakistan through participation in Ecomondo 2014

As in past years, ITPO Italy took part in the 18<sup>th</sup> edition of Ecomondo, the international fair dedicated to eco-investments, renewable energies, “green technology” and waste treatment and valorization, held in Rimini from 5<sup>th</sup> to 8<sup>th</sup> November 2014.

Within the exhibition, UNIDO ITPO Italy staff coordinated an international delegation composed of more than 30 companies and institutions from Ghana, Cameroon, and Pakistan, providing tailored business assistance.



## Energy and Environment

During the whole event, UNIDO ITPO Italy organized and supported hundreds of business meetings between foreign and Italian companies belonging to several industrial fields: from design to construction of environmental infrastructures to components and machinery producers for urban and industrial waste collection and treatment.

Finally, it's worth mentioning that UNIDO ITPO Italy organized an ad hoc session to present investment opportunities and successful examples in energy and environmental fields in sub-Saharan Africa, with a special focus on Ghana, given the presence of a large delegation from this African country.



#### UNIDO ITPO Italy promotes “Premio Impresa Ambiente”

Innovation, environment, and sustainability: these were the main themes of “Premio Impresa Ambiente” organized by Asset Camera and UNIDO ITPO Italy on 16<sup>th</sup> April 2014. The prize, sponsored by IMELS was assigned to the best companies that, in their productive activities, gave an innovative contribution to environmental sustainability and social responsibility.

Mrs. Diana Battaglia, while giving the award to the winning company of the “International Cooperation” category, reminded everyone of how these initiatives “are fundamental to encourage technology innovation transfer towards emerging economies”. Technologies are in fact necessary to guarantee an inclusive and sustainable industrial development warrant of an economic growth, which embraces and reinforces values of human life.

UNIDO ITPO Italy actively supports initiatives that sensitize industrial strategies in favour of sustainable development, which includes the value of the environment as an essential asset for the future.

#### Tanzanian Minister for Energy hosted at UNIDO ITPO Italy premises



Within the framework of the “Energy & Environment Programme”, UNIDO ITPO Italy hosted on 15<sup>th</sup> October 2014 in its premises, H.E. Sospeter Muhongo, Tanzanian Minister for Energy and Minerals and H.E. James Msekele, Ambassador of Tanzania in Italy in order to inform them of activities carried out by our Office to benefit Tanzanian SMEs in renewable energy and environment sectors.

Further, ITPO staff provided to the Tanzanian delegation a presentation about UNIDO ITPO’s mandate and an insight on ISID approach. The Minister expressed satisfaction about the activities developed by UNIDO and showed interest in the UNIDO ISID approach, emphasizing the importance of involving local stakeholders in the implementation of industrial projects and energy production, especially in rural areas. Key outcomes of his visit include a new dialogue to enhance the cooperation between Tanzania and UNIDO in these priority sectors.

#### East African Renewable Energy Forum

As a follow-up of the Delegate Programme, UNIDO ITPO Italy promoted the “East African Renewable Energy Forum”, held in Dar Es Salaam, Tanzania, from 31<sup>st</sup> October to 1<sup>st</sup> November 2014.

As a result of this promotional activity, an Italian company specialized in the design and construction of renewable energy plants participated as exhibitor, and was able to meet several stakeholders in the energy field.

#### World Energy Outlook 2014

The World Energy Outlook (WEO) is considered the most reliable source of information and data on the energy/environmental impact. The report is regularly used as an input for the development of Government policies and business strategies, besides raising awareness on energy and environmental challenges the world is currently facing. This report, published by the International Energy Agency (IEA), shows for the first time projections to 2040. The event took place at ENI’s Conference Center in Rome on 10<sup>th</sup> December 2014.

The relevance of this event was highlighted by the attendance of important guests such as Mrs. Federica Guidi, Italian Minister of Economic Development, Mr. Lapo Pistelli, Italian Deputy Minister of Foreign Affairs and International Cooperation, Mr. Claudio Descalzi, ENI’s CEO and Mr. Fathi Birol, Chief Economist at the IEA. UNIDO ITPO Italy, in the person of its Director Mrs. Diana Battaglia, also participated in the presentation.

#### SAFE’s Master course in “Energy Resources Management”

In the occasion of the 15<sup>th</sup> edition of the Master course in “Energy Resources Management”, UNIDO ITPO Italy renewed its commitment with a lecture on “Inter-Governmental Agencies on energy and environment”, which was held on 18<sup>th</sup> February 2014 and provided students with an overview of the most important United Nations agencies and programmes operating in environment and energy sectors.

Organized by SAFE (a small think-tank in environmental sustainability and energy sources) and born from collaboration among several institutions, prestigious Italian and foreign universities and major companies operating in the energy sector, the Master aims to be an added value for graduate students and to contribute to the growth of “green” culture.







The international community is aware of the importance of sustainable food production, as well as of the difficulty of many developing countries to achieve acceptable levels of food safety and security.

In line with its mandate of supporting developing countries through the creation of business opportunities and technology transfers with Italian industrial excellences, UNIDO ITPO Italy is particularly focused on agro-industry. In particular, the Office has a strong tradition in the promotion of projects in agriculture mechanization, food processing and packaging technologies, and various activities have been carried out during the past year in these fields.

In cooperation with IMED, UNIDO ITPO Italy organized the visit of an entrepreneurial delegation from the Philippines to EIMA, the most important Italian exhibition in agriculture and gardening machinery.

Further, UNIDO ITPO Italy gave its promotional support to East Afripack 2014, the first packaging trade fair in East Africa organized by Ipack-Ima, and it managed the attendance of a delegation of Tanzanian SMEs to this fair.

In 2014, UNIDO ITPO Italy also drafted two projects, one regarding the fisheries sector in Western Africa and the other one on agricultural SMEs in Mozambique. They are expected to start in 2015.

Finally, UNIDO ITPO Italy is also playing an active role relating to EXPO Milano 2015, with the theme “Feeding the Planet, Energy for Life”. A web-based platform was launched by UNIDO ITPO Italy, entitled “Supporting your SMEs to discover EXPO 2015 and Italian Excellences”. The platform was designed to spark the interest of companies from developing countries towards Italian industrial districts. Likewise, UNIDO ITPO Italy is planning several other events within the framework of the Universal Exposition.

## Agro-industry and Food Safety & Security

### East Afripack exhibition

The first international packaging exhibition in East Africa, East Afripack, took place in Nairobi, Kenya, from 9<sup>th</sup> to 11<sup>th</sup> September 2014. This event, organized by the Italian leading fair organizer in the packaging industry, Ipack-Ima, in cooperation with UNIDO, the East African Community and the Kenya’s Ministry for Enterprises Industrialization and Development, represented a great opportunity for all East-African companies (from Kenya, Tanzania, Uganda, Rwanda and Burundi) interested in improving their packaging technologies.

East Afripack 2014 is the result of an agreement, signed on 4<sup>th</sup> July 2012, by the above stakeholders in UNIDO HQs in Vienna. Such a partnership was made possible thanks to UNIDO ITPO Italy’s brokering role.

Moreover, UNIDO ITPO Italy promoted the participation of a Tanzanian delegation composed by companies involved in agro-industry. Several business meetings were organized with exhibitors and other international visitors.

### Fisheries sector

Fisheries represent one of the main source of income for several developing countries. Because of this, UNIDO ITPO Italy is formulating a project in favor of four Western African Countries (Senegal, Mauritania, Guinea, and Ivory Coast) aimed at facilitating access to European markets for artisanal fisheries products, through capacity building activities and the reorganization of the sector, in order to overcome sanitary and phytosanitary barriers to trade.

Fisheries are essential for economic growth and constitute a strategic sector for the development and the fight against poverty in West Africa. They also contribute to food security and job creation while earning of foreign currency through exports and commercial agreements. In West Africa, the fisheries employ more than 3 million people, that is more than 10% of the active population.

#### Supporting fisheries in West Africa – Validation workshop in Dakar, Senegal



Within the framework of the “Technical Assistance on SPS rules and value chain to facilitate international market access for artisan fisheries in West Africa”, UNIDO ITPO Italy participated in the validation workshop, which was held in Dakar on 15<sup>th</sup> December 2014, to present the project to local actors and collect their specific requests.

The project is funded by STDF (Standard and Trade Development Facility) and will begin in the first months of 2015. Similar workshops were also held in other capital cities of the countries involved in the project, namely Nouakchott (Mauritania) e Abidjan (Ivory Coast).

The Senegalese Minister of Fisheries, H.E. Oumar Gueye, expressed a strong interest in the project, hoping to implement a fish storage and distribution pilot experiment in one of the ports of his country.

### UNIDO ITPO Italy at the presentation of Macfrut 2015

On 10<sup>th</sup> December 2014, the 32<sup>nd</sup> edition of Macfrut, the international fair of the fruit and vegetable industry, was held on the premises of the Italian Ministry of Agriculture and Forestry. The next fair, which will take place from 22<sup>nd</sup> to 25<sup>th</sup> September 2015, will move from Cesena, its historical location, to Rimini.

There are several innovations for the 2015 edition: the fair will not be exclusively dedicated to the post-harvest processing as usual, but it will create a thematic itinerary through the whole production, supply chain, from the seeds to agricultural mechanization and irrigation.

The event was enriched by the intervention of Mr. Maurizio Martina, the Italian Minister of Agriculture, who emphasized the importance of Macfrut at both local and international levels. He also underlined the prominence of the food sector in Italy, especially in view of EXPO Milano 2015.

Within this framework, UNIDO ITPO Italy confirmed its interest in Macfrut, planning for the participation of business delegations from developing countries.

UNIDO ITPO Italy will closely monitor the implementation of the project, carrying out different actions aimed at promoting partnerships and technology transfer in favor of fisheries communities in the beneficiary countries.

#### Blue Sea Land

In order to strengthen its role in support of the fisheries sector in developing countries, ITPO Italy attended “Blue Sea Land 2014”, an event held within the fishery cluster of Mazara del Vallo on 10<sup>th</sup> October 2014.

As a regular host to the event, UNIDO ITPO Italy presented its activities in fisheries and illustrated the UNIDO ISID strategy to the attending institutions and business associations. The core values of ISID are shared with the concept of the Blue Economy promoted by the fisheries cluster of Mazara del Vallo and close cooperation is expected with UNIDO ITPO Italy in 2015.





## Delegate Programme

The Delegate Programme is operational in all UNIDO ITPO offices and represents an essential tool supporting investment promotion and technology transfer activities.

The UNIDO ITPO Italy's Delegate Programme not only proved to be an efficient mean for obtaining the support of local institutions, but it also helped to promote bilateral cooperation between developing countries and Italy. Moreover South-South collaboration can be fostered, as Delegates from several developing countries can meet, interact, learn from each other, and collaborate during their stay at ITPO Italy in Rome.

The Delegates build up a bridge between the economic and industrial system of their home country and the Italian business community. In fact, they had the possibility to directly assist Italian companies and those from their own countries in developing collaboration agreements, by promoting investment opportunities and technological transfers.

The Delegates generally come from public institutions, banks, or the industrial associations of developing countries and they are usually hosted by UNIDO ITPO Italy for short-term periods, varying from 1 to 3 or more months. They bring from their home countries a portfolio of selected investment opportunities to be presented to the Italian business community.

Within the framework of UNIDO ITPO Italy's "Energy & Environment Programme", Delegates from Ghana, Cameroon, and Tanzania were able to present their respective project portfolios containing several investment opportunities linked with renewable energy (solar, wind and biomass) and environment (waste and water treatment) sectors.

The Ghanaian Delegate's organization, based in Accra, promotes trade and international investments in Ghana and stimulates the Country's economic growth through the creation of ties between foreign and local companies.

UNIDO ITPO Italy organized more than 60 bilateral meetings between the Ghanaian Delegate, Mr. Baawuah, and several Italian companies active in renewable energy and environment, as well as various study tours and company visits all around the national territory.

The Delegate visited the renewable energy cluster in Padua, two biogas plants in Terni, the solar thermodynamic plant in Massa Martana (Perugia) and several wind and photovoltaic plants in Cerignola (Foggia). These meetings represented an important opportunity of dialogue with the Italian business community, leading to the development of future collaborations and concrete investment opportunities in Ghana.

UNIDO ITPO Italy also organized three round tables held respectively at the headquarters of Padova Promex, at UNIDO ITPO Italy office in Rome and at the Apulian District "The New Energy" in Bari. Numerous companies and associations operating in energy and environment fields attended these round tables, which represented a concrete opportunity to present the potential of Ghana. As a result of these activities, great interest was generated and the involvement of a substantial part of the Italian business community was obtained.



 GHANA

**Mr. Kwasi Nkansah Baawuah**  
Investment Promotion officer at World Trade Center  
13<sup>th</sup> January - 7<sup>th</sup> February 2014



 CAMEROON

**Ms. Nathalie Laure Beyala Ekoumou**  
Cameroon Investment Promotion Agency  
25<sup>th</sup> March - 18<sup>th</sup> April 2014

IPA, based in Yaoundé, is the governmental agency in charge of promoting Cameroon as a destination for Foreign Direct Investment (FDI), providing assistance to foreign companies in accessing the local market and in resolving bureaucratic issues and obtaining incentives provided by the investments rules. Moreover, IPA also identifies investment opportunities coming from both public and private sectors and plays an advisory role to the Government on measures to attract foreign investments.

In order to present and promote a portfolio of 17 projects (mostly hydroelectric, biogas, waste management and recycling), UNIDO ITPO Italy organized more than 60 bilateral meetings between the Cameroonian Delegate, Ms. Ekoumou, and several Italian companies active in renewable energy and environment, as well as various study tours and company visits to key industrial areas.

In particular, the Delegate visited two biogas plants in Piemonte Region, four hydroelectric plants between Val Pellice and Val di Susa, and an important Italian turbine manufacturing company in Vicenza. These meetings and visits represented an important chance of dialogue and know-how exchange with the Italian business community, paving the way for further collaboration and concrete economic relations between Italy and Cameroon.

Moreover, UNIDO ITPO Italy organized 4 round tables held respectively at the headquarters of Promos in Milan, in Sondrio with the collaboration of Banca Popolare di Sondrio, in Reggio Emilia with CNA, and at UNIDO ITPO Italy, with a total involvement of more than 60 companies and associations of the sector.



The Tanzania Private Sector Foundation, TPSF, is an association of enterprises and institutions working in numerous sectors (energy, agro-industry, infrastructures), created to support the country's private sector development, namely through the promotion of investment projects regarding SMEs, as well as the representation of the private sector's interests in front of the Government.

To assist the Tanzanian Delegate in presenting his portfolio of 10 projects (mainly wind farms, photovoltaic and waste processing - especially clinical waste), UNIDO ITPO Italy managed more than 50 bilateral meetings with different Italian enterprises, mainly active in renewable energies and environmental, as well as study tours and a range of other activities focused on capacity building in many Italian areas.

In particular, Mr. Landa had the possibility to visit an important company in Marche Region, involved in the production of photovoltaic panels, and interested in new investments in Tanzania. He participated in the round table arranged by the district "The New Energy" in Bari, where he had the opportunity to meet numerous Apulian companies involved in the renewable energies. Most of them have shown great interest in investing in Tanzania, especially in wind and photovoltaic plants.

Finally, UNIDO ITPO Italy organized a study tour in Veneto region, in collaboration with Padova Promex. Mr. Landa had the possibility to meet more than 20 regional enterprises, visiting many hybrid power generation plants in that area. The hybrid plants represent a valuable opportunity for rural areas, especially in countries rich in renewable energy sources.



 TANZANIA

**Mr. Gabriel Geras Landa**  
Tanzania Private Sector Foundation  
12<sup>th</sup> May - 12<sup>th</sup> June 2014

# Press clips



## Farnesina: oggi presentazione normativa sugli investimenti esteri e opportunità di business a Cuba

Roma, 30 giu 08:39 - (Agenzia Nova) - Si svolge oggi alla Farnesina presentazione della nuova normativa sugli investimenti esteri e delle opportunità business a Cuba, alla luce del processo di riforma economica in atto sull'Isola. L'iniziativa, organizzata dal ministero degli Esteri, dall'ambasciata di Cuba in Italia e dall'Organizzazione delle Nazioni Unite per lo sviluppo industriale (Unido) dell'Italian Trade Agency, sarà aperta dal direttore generale per la Mondializzazione delle questioni globali della Farnesina, Luigi Marras, e dal viceministro del Commercio estero di Cuba, Ilena Nunez Mordoch, e si inquadra in un ampio tour che il viceministro Nunez effettuerà nelle principali capitali europee. (segue) (Sit) *Servizi-italiani.net - Rinvio ricerca riservata*

POLITICA

## Cuba, presentata a Farnesina nuova legge su investimenti esteri



Tappa a Roma per il vice ministro del Commercio estero di Cuba, Ilena Nunez Mordoch, in tour presso le principali capitali europee per presentare la nuova normativa sugli investimenti esteri, alla luce del processo di riforma economica in atto nell'isola caraibica. La presentazione alla Farnesina è stata organizzata dall'Unido (Organizzazione dell'Onu per lo sviluppo industriale) e dall'ambasciata di Cuba in Italia, in collaborazione con i ministeri degli Esteri e dello Sviluppo economico.

INTERNATIONAL THE NEWS

Business

## Smeda equipped with COMFAR III

LAHORE: The Investment Promotion Unit (IPU), a joint project of the United Nations Development Organization (UNIDO), the Small and Medium Enterprises Development Authority (Smeda) and Italy, has equipped Smeda with UNIDO's internationally recognised software known as COMFAR III, thus, making it the first-ever organisation in Pakistan to be COMFAR III equipped, a statement said.

According to Smeda spokesperson, Ahmad Nawaz Sukhera, CEO of the authority, received the COMFAR licence keys from Imran Chaudhry, national project coordinator, IPU, at a ceremony held at the Smeda head office, it said.

The event was preceded by a two-week long COMFAR III training for 13 Smeda officers in January, for which an international trainer was engaged by the UNIDO, the statement said, adding that Smeda staff from departments responsible for the prefeasibility studies, project management and E-BDS participated in the training.

BusinessGhana

## WTC Hold Discussions on Energy, Environment and Investment

News Date: 6th June 2014

The World Trade Centre (WTC), in Accra has held discussions with the Head of the United Nations Industrial Development Organisation (UNIDO) Investment and Technology Promotion Office (ITPO) and some selected Ministries and organizations.

The meeting was to deliberate on a possible Ghana country presentation to showcase the country's investment opportunities to the Italian business community at an exhibition scheduled for October 31, this year in Rome, and also a World Expo to be hosted by Milan in 2015.

Togbe Afede XIV, Chairman of the World Trade Centre, said the meeting was relevant because it would help in agreeing on a unified mode of

## LA STAMPA TUTTOGREEN

TUTTOGREEN 05/02/2014

## Tavola rotonda a Roma su prospettive industria "verde" nel Ghana

ROMA, 5 feb. (TMNews) - Si è svolta presso la sede dell'UNIDO ITPO Italy la Tavola Rotonda istituzionale e imprenditoriale alla quale hanno partecipato il Delegato del Ghana Dr. Kwasi Nkansah Baawuah, funzionario del World Trade Center di Accra, ed esponenti del mondo imprenditoriale italiano sui temi dell'industria "verde". Alla presenza della Dott.ssa Diana Battaglia, Direttore dell'UNIDO ITPO Italy, hanno preso parte alla Tavola Rotonda diverse associazioni e aziende italiane interessate al settore delle energie rinnovabili e rappresentati



agi.it

## Ghana: imprenditori in Farnesina, "un Paese su cui puntare"

12:41 31 OTT 2014



(AGI) - Roma, 31 ott. - Un Paese politicamente stabile, caratterizzato da uno sviluppo economico sostenuto e una crescente qualità della vita: un quadro "davvero promettente" sul quale si appuntano gli interessi delle aziende italiane riunite alla Farnesina per il Ghana Trade and Investment Forum, iniziativa organizzata dal ministero degli Esteri e della Cooperazione internazionale con l'Unido Itpo, in collaborazione con World Trade Centre Accra,

Confindustria e Agenzia Ice. Alla presenza di una nutrita delegazione istituzionale e imprenditoriale ghanese, guidata dal ministro per l'Ambiente e l'Innovazione scientifica e tecnologica, Akwasi Oppong Fosu, il segretario generale del ministero degli Esteri italiano, Michele Valensise, ha aperto i lavori sottolineando i "rapporti storici che ci uniscono" e le "ottime

## Banca Popolare di Sondrio

### Banca Popolare di Sondrio: opportunità d'internazionalizzazione con UNIDO e focus sul Camerun

La Banca Popolare di Sondrio, nell'ambito delle attività dello Sportello Unico per l'Internazionalizzazione, ha recentemente avviato una nuova collaborazione con UNIDO, la United Nations Industrial Development Organization.

Proprio per diffondere la conoscenza delle loro attività, i rappresentanti di UNIDO ITPO Italy saranno a Sondrio, presso la sede della Banca Popolare di Sondrio, il prossimo 9 aprile, disponibili anche ad incontrare aziende potenzialmente interessate ad un'assistenza personalizzata.

UNIDO è un'associazione internazionale che intende incrementare lo sviluppo industriale sostenibile nei Paesi in Via di Sviluppo, finalizzato alla creazione di ricchezza e prosperità diffuse globalmente e alla lotta alla povertà nei Paesi meno sviluppati: tramite i propri 46 uffici in altrettante nazioni e in collaborazione con i 172 Stati membri, UNIDO persegue i propri obiettivi mobilitando risorse umane, intellettuali e tecnologiche.



Stampa Articolo

## Myanmar e Ghana, appuntamenti Unido con Cooperazione

TORINO/ROMA - Abbandonando la Cooperazione Italiana con l'Unido, l'Organizzazione delle Nazioni per lo sviluppo industriale è stata invitata nel tavolo di lavoro plenario con i presidenti di Myanmar U Thein Sein, del sindaco Piero Fassino, a lungo inviato speciale dell'Onu nel Paese asiatico. L'occasione è stata il decimo incontro Asia-Europa che si è svolto in ottobre in Italia.

Obiettivo degli incontri: con leader industriali e del mondo accademico italiano lo sviluppo di micro-più e medie imprese nelle ex-Birmânia nell'ambito del progetto UNIDO "Fostering pro-poor and inclusive micro, small and medium enterprises (MSME) development in Myanmar" finanziato dalla Cooperazione Italiana. L'iniziativa verrà promossa al 2015 con un ulteriore finanziamento di 200 mila euro.

La Myanmar al Ghana il 31 ottobre 2014 in programma alla Farnesina, il Ghana Trade & Investment Forum, iniziativa organizzata da Unido Itpo Italy e Ice, in collaborazione con World Trade Centre Accra, Confindustria e Ice Agenzia. I lavori del Forum saranno aperti dagli interventi del segretario generale del ministero degli Esteri e della Cooperazione Internazionale, Michele Valensise, dal ministro dell'Ambiente e dell'Innovazione Scientifica e Tecnologica della Repubblica del Ghana, Akwasi Oppong Fosu, dalla Direttrice dell'Unido Itpo Italy, Diana Battaglia, dal Presidente dell'Ice, Riccardo Maria Moro, dall'Ambasciatore del Ghana in Italia, Dabney Anita Sackey-Hayford e dall'Ambasciatore Italiano in Ghana, Laura Carpin.

L'evento è in particolare dedicato alle opportunità di investimento in Ghana nel settore della cosiddetta Green Economy: dalle infrastrutture e agro-industrie, che saranno illustrate dalla delegazione africana, i rappresentanti dei Ministeri italiani competenti e di organizzazioni italiane e internazionali presenteranno a loro volta gli strumenti attualmente a disposizione delle imprese italiane a sostegno degli investimenti in Ghana. Sarà infine dato spazio all'illustrazione di



## ITALIA-CUBA: UNIDO ITPO ITALY- ICE, PRESENTAZIONE NUOVA NORMATIVA SU INVESTIMENTI ESTERI E OPPORTUNITA' DI BUSINESS

Posted on 17 giugno 2014 | by Ilenia Migletta



(AGENPARL) - Roma, 17 giu - UNIDO ITPO ITALY e ICE Agenzia, con il patrocinio del Ministero degli Affari Esteri e del Ministero dello Sviluppo Economico, collaborano con l'Ambasciata di Cuba a Roma all'organizzazione di due eventi di presentazione della nuova normativa sugli investimenti stranieri e sulla opportunità di business a Cuba. I due appuntamenti che saranno dedicati alla



Abbiamo il piacere di informare che PADOVA PROMEX - Azienda Speciale della Camera di Commercio di Padova per le attività internazionali - in collaborazione con UNIDO ITPO ITALY - United Nations Industrial Development Organization - organizza una tavola rotonda con Mr. Gabriel Sgarbi, ambasciatore del Tanzania Private Sector Foundation, il cui scopo è di rappresentare il settore privato

Il Sole 24 ORE

## Ecomondo piattaforma mediterranea della Green economy

sia, Egitto e Giordania). In collaborazione con Ice, operatori da Cina, Stati Uniti, Libano ed Emirati Arabi Uniti. E in collaborazione con Unido Roma (United Nations Industrial Development Organisation) operatori da Ghana, Camerun e Pakistan. Ancora, Ecomondo ha organizzato due "Focus Paese" dedicati a Cina

## Rai News BETA

IL MODELLO ADOTTATO È QUELLO DEI CLUSTER

## ITALIA-ETIOPIA, INSIEME PER LO SVILUPPO

I rapporti tra Italia ed Etiopia vivono un momento di intensa collaborazione. Grazie al "Programma Paese" del Ministero degli Esteri

di Umberto Martini

27 ottobre 2014

Da un parte c'è la materia prima. Con oltre 52 milioni di capi di bestiame, l'Etiopia ha la più numerosa popolazione bovina dell'Africa e l'ottava al mondo. Dall'altra ci sono tradizione manifatturiera, le competenze tecniche e il gusto del made in Italy.

Il rapporto tra Italia ed Etiopia vivono un momento di intensa collaborazione. Grazie al "Programma Paese" del Ministero degli Esteri - 98,9 milioni di euro per il triennio 2013/15 - la Cooperazione italiana sta creando un ambiente favorevole agli investimenti privati in questo paese dove il Pil cresce del 9% ma il reddito medio pro capite è di appena 1.300 dollari all'anno.

L'Italia e il progetto di Unido

Ad Addis Abeba, la capitale etiopica in pieno boom edilizio, la Cooperazione italiana finanzia un progetto di Unido, Agenzia delle Nazioni Unite per lo Sviluppo industriale, per rilanciare il settore del tessile: il modello di sviluppo mirato al medio e alto reddito. Un cluster di cui si discute di importanza.

Farnesina Ministero degli Affari Esteri

Italy sponsors debate on new UNIDO report

04 March 2014

Structural transformation of the economy is needed if we are to achieve inclusive growth. That is one of the key elements to emerge from the debate on the United Nations Industrial Development Organization (UNIDO) report for 2013. During the event, sponsored by Italy's Permanent Mission to the United Nations in New York and moderated by Ambassador Sebastiano Cardì, the need for an industrial "renaissance" was discussed. Participants underscored that sustainable development and the eradication of poverty can also be achieved through sustainable, inclusive industrialisation.

Support for industry

"Italy is working with UNIDO to support programmes to develop the private industrial sector", commented Cardì. He underscored the focus on small and medium-sized enterprises, industrial districts and business networks. Participants in the debate also reiterated the importance of manufacturing - one of the world's main employment sectors, providing jobs for 16% of the labour force - and of combating youth unemployment, a primary challenge for development.

CN Perugia

ECONOMIA Venerdì 07 Febbraio 2014 10:40

## Opportunità economiche in Pakistan per le imprese umbre

Saranno illustrate in un evento organizzato da Confindustria



Perugia - Confindustria Umbria e Umbria Export organizzano una giornata dedicata alla presentazione delle peculiarità economiche del Pakistan. L'incontro è in programma giovedì 13 febbraio alle ore 15 nella sede dell'Associazione a Perugia in Via Palermo. L'Italia è uno dei principali partner commerciali del Pakistan: terzo importatore tra i paesi UE, dopo Germania e Regno Unito, settimo in assoluto, per un totale di circa 790 milioni di dollari di

investimenti dal Pakistan e 450 di dollari milioni di esportazioni

# Annexes

## Country presentations, study tours, seminars, fairs

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
21 Jan	Meeting with Legapesca about Pakistani fishery sector	Rome, Italy	Fishery	Meeting	7
20-21 Jan	Round Table on Ghanaian investment opportunities in collaboration with Padova PROMEX	Padua, Italy	Energy, Environment	Country Presentation	20
27 Jan	Meeting with South African Ministry of Industry representatives	Rome, Italy	Multisectoral	Meeting	5
28 Jan	Meeting between the Delegate of Ghana and CNR INSEAN	Rome, Italy	Energy	Meeting	5
30 Jan	Meeting with Banca Popolare di Sondrio	Sondrio, Italy	Multisectoral	Meeting	5
30-31 Jan	Company visit for the delegate of Ghana in Archimede Solar Energy and Risorse Nuove Group	Terni, Italy	Energy	Study Tour	5
04-Feb	Country Presentation Pakistan	Reggio Emilia, Italy	Multisectoral	Country Presentation	17
04-Feb	Roundtable on Ghana's "green" industry	Rome, Italy	Energy, Environment	Country Presentation	20
05-Feb	Round Table on Ghanaian investment opportunities in collaboration with the industrial district "The new energy"	Bari, Italy	Energy, Environment	Country Presentation	15
06-Feb	Study Tour in Cerignola for the Delegate of Ghana	Cerignola (Fg), Italy	Energy	Study Tour	5
13-Feb	Participation in the Country presentation on Pakistan	Perugia, Italy	Multisectoral	Country Presentation	20
18-Feb	Participation in Master SAFE: "Inter-Governmental Agencies on energy and environment"	Rome, Italy	Energy	Seminar/Workshop	20
20-Feb	Participation in the Italy-Africa Agriculture Table	Rome, Italy	Agro-industry	Seminar/Workshop	150
26 Feb - 1 Mar	Participation of an Italian delegation in the Bahrain International Garden Show 2014	Manama, Bahrain	Agro-industry	Fair/Exhibition	10
6-8 Mar	Scouting mission in Pakistan for investment opportunities	Lahore, Pakistan	Multisectoral	Scouting Mission	22

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
10-14 Mar	Scouting mission in Myanmar	Yangon-NayPiyTaw, Myanmar	Multisectoral	Scouting Mission	30
20-Mar	Participation in "Italy-Africa Business Forum"	Rome, Italy	Multisectoral	Business Forum	200
21-24 Mar	Bahrain Animal Production Show "Mara'ee"	Manama, Bahrain	Agro-industry	Fair/Exhibition	5
25-Mar	Meeting with the Tunisian South Development Office	Rome, Italy	Multisectoral	Meeting	5
04-Apr	Study tour in Piemonte region for the Cameroonian delegate on hydropower, biogas and biomass	Cuneo, Italy	Energy	Study Tour	5
8-11 Apr	Road show on Cameroonian investment opportunities in Lombardia, Veneto and Emilia Romagna	Milan-Sondrio-Padua-Reggio Emilia, Italy	Energy, Environment	Country Presentation	40
14-Apr	Round Table on Cameroonian investment opportunities	Rome, Italy	Energy, Environment	Country Presentation	20
16-Apr	Business award "Premio Impresa Ambiente"	Rome, Italy	Energy, Environment	Business Award	100
06 May	Meeting with the Cuban Ambassador in Italy	Rome, Italy	Multisectoral	Meeting	5
7-9 May	Presentation of investment opportunities in Ghana and Cameroon within Solarexpo 2014	Milan, Italy	Energy	Seminar/Workshop	50
9-13 May	Participation in the Pakistan International Footwear Show 2014	Lahore, Pakistan	Leather and Footwear	Fair/Exhibition	12
12-16 May	UNIDO workshop on investment promotion in Lahore	Lahore, Pakistan	Multisectoral	Seminar/Workshop	17
19-20 May	Business Opportunities for Tanzanian SMEs in solar energy sector	Ancona, Italy	Energy	Company Visit	5
19-21 May	Business-to-business (B2B) meetings between Italy and Pakistan	Lahore, Pakistan	Multisectoral	Business Forum	3

# Annexes

## Country presentations, study tours, seminars, fairs

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
26 May	Round table on Tanzanian investment opportunities organized in collaboration with the industrial district "The New Energy"	Bari, Italy	Energy, Environment	Country Presentation	15
28 May	Round table on Tanzanian investment opportunities organized in collaboration with Padova Promex	Padua, Italy	Energy, Environment	Country Presentation	30
2-5 Jun	UNIDO ITPO Italy's mission to Ghana	Accra, Ghana	Multisectoral	Institutional Mission	25
23-27 Jun	1 <sup>st</sup> International Convention and Exhibition on Cuban Industry	La Habana, Cuba	Multisectoral	Fair/Exhibition	20
30 Jun	Presentation of the new legislation on foreign investment of Cuba and business opportunities	Rome, Italy	Multisectoral	Country Presentation	350
1 Jul	Country Presentation Pakistan	Pesaro, Italy	Multisectoral	Country Presentation	19
7 Jul	Country Presentation Pakistan	Padua, Italy	Multisectoral	Country Presentation	58
9-12 Sep	East Afripack 2014	Nairobi, Kenya	Packaging	Fair/Exhibition	5
24-27 Sep	MARMOMACC 2014	Verona, Italy	Dimension stone	Fair/Exhibition	3
1 Oct	Myanmar Minister of Agriculture company visit	Rome, Italy	Agro-industry	Company Visit	5
29 Sep - 1 Oct	Pakistani Delegation Official Visit and Technical Tour in Italy	Rome, Italy	Multisectoral	Study Tour	5
6 Oct	Round Table with Ethiopian delegation	Rome, Italy	Leather and Footwear	Round Table	20
9-12 Oct	Blue Sea Land 2014	Mazara del Vallo, Italy	Fishery	Seminar/Workshop	150
13-14 Oct	Participation in "Italy and Africa: working together for a sustainable energy future"	Rome, Italy	Energy	Seminar/Workshop	200
15 Oct	Tanzanian Delegation official visit at UNIDO ITPO Italy Office	Rome, Italy	Energy	Meeting	10

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
31 Oct	Ghana Trade and Investment Forum	Rome, Italy	Multisectoral	Country Presentation	200
31 Oct - 1 Nov	East African Renewable Energy Forum and Exhibition 2014	Dar es Salaam, Tanzania	Energy	Fair/Exhibition	50
4-5 Nov	Participation in UNIDO's second ISID Forum on partnerships	Vienna, Austria	Multisectoral	Forum	440
5-8 Nov	Ecomondo 2014	Rimini, Italy	Environment	Fair/Exhibition	30
12-16 Nov	EIMA 2014	Bologna, Italy	Agro-industry	Fair/Exhibition	13
19-Nov	Participation in "Country Presentation Senegal"	Rome, Italy	Multisectoral	Country Presentation	80
23-26 Nov	Participation in "Bridging Trade Conference"	Milan, Italy	Multisectoral	Seminar/Workshop	16
1-2 Dec	Participation in "International Ethics Conference 2014"	Venice, Italy	Multisectoral	Seminar/Workshop	50
31 Nov - 3 Dec	Agreement between ITPO Italy and Padova PROMEX on the path of EXPO 2015	Padua, Italy	Multisectoral	Agreement	5
10 Dec	Presentation of "MACFRUT 2015"	Rimini, Italy	Agro-industry	Seminar/Workshop	50
10 Dec	Presentation of the "World Energy Outlook 2014"	Rome, Italy	Energy	Seminar/Workshop	100
15 Dec	Validation Workshop on fisheries in Western Africa	Dakar, Senegal	Fishery	Seminar/Workshop	30
16 Dec	Presentation of the new Web platform "Supporting your SMEs to discover Expo 2015" to the DC embassies	Rome, Italy	Agro-industry	Round Table	10



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