



TOGETHER
for a sustainable future

OCCASION

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Annual Report 2012

UNIDO ITPO Italy



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO ITPO ITALY

Annual Report 2012



Foreword

Investing in the future

Dear friends and colleagues,

The UN year 2012 will be remembered for its renewed common commitment to promote an economically, socially and environmentally sustainable future for our planet and for our present and future generations (RIO+20, June 2012).

For UNIDO ITPO Italy, 2012 celebrated the Office 25th year of activity in support of sustainable development and laid promising plans for the future. In a world racked by crisis, changes and challenges on all fronts, our Office continued to foster mutual cooperation among developing countries, transition economies and the Italian business community through investment promotion, technology and know-how transfer.

At the end of the year we concluded a large number of activities aimed at supporting developing countries to become more attractive to investors and increasing their local Micro, Small and Medium Enterprises competitiveness. We reinforced our worldwide network by consolidating the involvement at all levels of private and public entities in the development path of our targeted countries, which in turn strengthened their economies and markets, and spurred job opportunities.

In line with our mandate we worked on two main priorities, namely agro and green industry, in support of those regions most in need of an helping hand and to which we are particularly committed: Sub-Saharan Africa, Middle East and North Africa, Asia and Latin America.

Increasing investments in agribusiness and developing local value chains is one of the most effective ways of strengthening productivity, reducing poverty, enhancing food safety and food security.

We developed capacity building initiatives, and promoted value adding technologies and practices, aimed at increasing exports of local products. In this context, for example, we successfully contributed to the conclusion of the SMEs Cluster Development programme in Vietnam, an effective example of SMEs internationalization as well as of synergic cooperation with HQs.

Following our road map on food processing and food safety, we are laying tracks towards EXPO 2015 "Feeding the planet. Energy for life". Our final objective is to support the spread of efficient food processing and packaging technologies, and to decrease post-harvest losses.



General Assembly Resolution declared 2012 the International Year of Sustainable Energy for All. In this sense, 2012 marked a year of re-engagement on innovative ways of scaling-up and accelerating sustainable development. Achieving sustainable energy for all will reduce energy poverty and will facilitate access to modern energy services, enabling social and economic development, offering opportunities for improved lives and a smooth pathway to prosperity.

UNIDO ITPO Italy, in order to take green industry forward in the context of sustainable development and poverty eradication, has been working with developing countries to support their energy access and the use of clean and renewable energy solutions. To this end, we oriented our targeted countries to engage and discuss key issues of sustainable development such as inclusive globalization, industrial development and environment protection.

In some MENA countries, for example, we performed a large number of initiatives aimed at transferring environmentally friendly technologies and adopting renewable energy solutions. Furthermore, we improved our capacity building techniques and other ad hoc initiatives aimed at linking local private and public institutions from developing countries with the global industrial excellences active in the green industry.

We hope you will find this year's report comprehensive and inspiring, and we look forward to receiving your feedback.

Sincerely
Diana Battaglia



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HIGHLIGHTS

As achieving transfer of investments and technologies is a long process, ITPO Italy approaches the issue by organizing awareness-raising and capacity building activities. Initiatives such as study tours, participation in international exhibitions, specialized seminars and workshops were organized in close collaboration with institutions, industrial business associations, chambers of commerce and industry. This section presents some of the main initiatives and events carried out by UNIDO ITPO Italy during 2012. These were aimed at promoting transfer of investments and technologies to developing countries, contributing to foster sustainable development and to achieve Millennium Development Goals (MDGs).

UNIDO & Ipack-Ima together for enhancing Food Safety & Food Security

International Conference “Enhancing Food Safety and Food Security in African Countries. Packaging & Processing Technologies from the Farm’s gate to the consumer Table”.

1st March 2012, Milan

The event was attended by UNIDO Director General Kandeh K. Yumkella, the Ambassador Dr. Richard Sezibera, the Secretary General of the East African Community and more than 50 delegates from various African Countries (such as Cameroon, D. R. Congo, Kenya, Mozambique, Rwanda, Senegal, South Africa, Tanzania, Uganda and Zambia). This was an exclusive occasion for analyzing the key role played by food security in the fight against world hunger, where a lead position was played by food packaging, preservation and processing technologies. The packaging industry is a key sector of the world's economy, due to its strong contribution to increase food health and production standards. In fact, more than 60% of the globally produced food deteriorates, or goes to waste, due to the lack of proper processing and packaging techniques and technologies.



Letter of Intent on East Africa Packaging Exhibition.

4th July 2012, Vienna, Austria

As a follow-up to the Conference on Food Security held in March 2012 in Milan, the East African Community (EAC), UNIDO and Ipack-Ima signed a letter of Intent aimed at organizing a first of its kind exhibition in East Africa (Nairobi, Kenya) to be held in September 2014. The agreement was signed in Vienna by the Secretary General of EAC, Amb. Dr. Richard Sezibera, the Director General of UNIDO, Dr. Kandeh K. Yumkella, and the Chief Executive Officer of Ipack-Ima, Mr. Guido Corbella. This partnership will enable SMEs in East Africa to be acquainted with new processing and packaging technologies suitable to several crops, ranging from fruit, vegetables, to grain based products and many others. A further step was taken in September 2012, when the Organizing Committee met in Nairobi, to define the name of the Exhibition, East Afripack 2014, and the dates in which the event will be held, 9-12 September 2014.





UNIDO ITPO Italy, in synergy with UNIDO Rural Entrepreneurship Development and Human Security Unit, continued to reserve great attention to the Ethiopian investment opportunities as well as to the Country Development Strategy that gives high priority to the development of MSMEs. In this context the Office, in collaboration with the Italian Ministry of Foreign Affairs, Confindustria, and the Ethiopian Embassy in Italy, organized the “Ethiopia & Italy - Trade and Investment Forum”.

Ethiopia-Italy Trade & Investment Forum.

7th March 2012, Rome

The Ethiopia-Italy Trade & Investment Forum was opened by the Italian Minister of Foreign Affairs, Mr. Giulio Terzi, the Ethiopian Minister of Foreign Affairs and Vice Prime Minister Mr. Hailemariam Desalegn, (the current Ethiopian Prime Minister). The event was attended by a large Ethiopian delegation composed by institutional representatives, such as the State Minister of Industry H.E. Mr. Ato Tadesse Haile, and 36 private companies. The initiative aimed at improving the economic and industrial

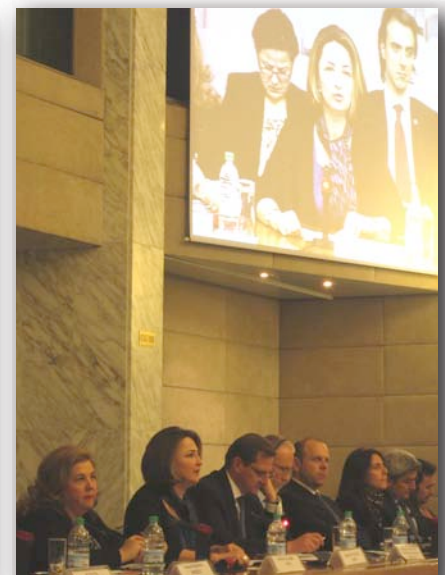
relations between the Ethiopian and the Italian business communities as well as promoting Ethiopian investment opportunities available in several industrial sectors such as leather, textile, metal engineering, construction, renewable energy and agro-industry.

UNIDO supported the Ethiopian tannery sector.

8th March 2012, Rome

The Ethiopia-Italy Trade & Investment Forum was followed by the Ethiopia Country Presentation addressed to all the Italian companies interested in the sectors in which Ethiopia is concentrating its growth such as agro-industry, energy and infrastructure. In this context UNIDO presented its activities and programmes developed in the country, with a special reference to the leather sector.

The conference was attended by more than 220 participants and, during the afternoon, over 250 BtoB meetings between the Ethiopian and Italian companies were held. Considering the great importance reserved to the leather sector for the Ethiopian economy, UNIDO ITPO Italy gave the opportunity to some of the Ethiopian entrepreneurs to participate in a tannery study tour to the district of Santa Croce sull'Arno. Thanks to this initiative, the Ethiopian entrepreneurial delegation learned about the organization and the structure of this integrated tannery supply-chain, and had the opportunity to directly visit and interact with some Italian companies from the sector.





Iraq Trade & Investment Forum.

23rd May 2012, Rome

The goal of the "Iraq Trade and Investment Forum" organized by UNIDO in collaboration with the Ministry of Foreign Affairs, was to present investment opportunities in Iraq to the Italian business community. The high level event, which counted a total of 400 business meetings held, included institutional and business representatives from both countries such as the Italian Under-Secretary for Foreign Affairs Amb. Staffan De Mistura, the Deputy Minister for Industry, Mr. Mohamad Mohammad, the Minister for Industry of the Kurdish regional government, Mr. Sinan Chalabi, the Iraqi Ambassador in Italy, H.E. Saywan Barzani.

During the morning session, the speeches emphasized the main opportunities that the country holds for foreign partners. In return, Italian Director General for Country Promotion, Ambassador Maurizio Melani pointed out how large-scale works in Iraq are major drivers for both the development of local production and the internationalization of Italian firms. Indeed, Italian companies have successfully completed a transport and infrastructure development plan and Italy is Iraq's top European trade partner, noting a steady upward trend in exports. In addition to the presentations and discussions on how to improve the industrial and commercial bilateral relations, a business to business event was organized by UNIDO ITPO Italy for the 27 Iraqi participating companies.

Over 400 bilateral meetings were organized and potential partners found common interests on technology transfer and trade capacity-building proposals. During the days following the Forum, ad-hoc initiatives were programmed and organized by the Office to provide opportunities for both the institutional and private sector representatives. In this context, important meetings were organized with Under-Secretary of State to the Minister Council Presidency, Prof. Antonio Catricalà and with Ms. Barbara Contini, the ex Italian governor of the province of Dhi Qar and President of the Bilateral Parliamentary Section of Friendship between Italy and Iraq. This Section has been in

charge for several years of improving the political and institutional relations between the two countries. On the same day, a group of institutional representatives, led by Al-Rashid Bank's Director General, had a meeting with a group of selected Italian banks, thanks to the support of ABI (Italian Banks Association). According to the feedback from the interested parts, the meeting was considered very important for future collaborations given the fact that



banks now have a paramount role in the reconstruction process in the country. For the entrepreneurial delegation, according to their respective sectoral needs and interests, ad hoc visits were organized. As far as the construction sector is concerned, a visit to the new Italia Congress Centre "Nuvola" took place due to its innovative design and technological features. For the agrofood sector, and thanks to the collaboration of the Chamber of Commerce of Reggio Emilia, a number of meetings were organized with companies of this Municipality, mostly regarding juices, dairy products and turning and milling machineries. Moreover, a



meeting within the Italian Ministry of Infrastructure was organized, where the construction of the Basrah Port and some railways projects were discussed, as they are considered as strategically fundamental for the Iraqi logistics and economic development. At the end of its stay in Italy the Iraqi delegation confirmed that the activities organized by UNIDO ITPO Italy were a crucial instrument to facilitate the dialogue with the Italian entrepreneurs, which in turn allowed further concrete actions, such as the achievement of partnerships and agreements for industrial and institutional cooperation.



Bahrain International Expo 2012.

17th September 2012, Rome

UNIDO ITPO Italy played a key role in the organization of the 1st edition of the Bahrain International Expo in Rome, a business forum co-organized with ITPO Bahrain and several Bahraini partners. The event was organized in order to promote investments and cooperation activities between Italian and Bahraini/ Arab entrepreneurs and to pave the way for joint investments between Bahrain and Italy.



The Forum saw the presence of H.H. Shaikh Ebrahim Al Khalifa, Chairman Board of Trustees of Arab Regional Center for Entrepreneurship & Investment Training, and counted on a high level institutional Bahraini delegation composed by the Chamber of Commerce & Industry, the Economic Development Board, the Bahrain Development Bank, the Ministry of Industry & Commerce and Tamkeen. The event was further enriched by the presence of some of the main Italian institutions including the Italian Ministry of Foreign Affairs, the Italian Ministry of Economic Development, and representatives from ICE, Simest, Confindustria and Confapi. In the afternoon session the UNIDO team organized and coordinated more than 250 BtoBs between the 24 Bahraini companies and over 130 Italian companies, mainly active in the following sectors: jewellery, clothes and textiles, health & care, landscaping, innovative building materials, confectionery machineries, ICT, and services (finance, logistics, education and training, and tourism). The response of the Italian business community was enthusiastic as shown by the intensive follow-up activities carried out by the Office, which revealed a strong interest in establishing partnership opportunities with local companies.





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, 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 the economic and industrial development in Developing Countries. Our Office continues to maintain a direct contact with the respective Governments and working relationships with the national and international business communities. Within the framework of its activities and priorities, mainly focused on agro-industry and energy & environment issues, ITPO Italy has a close cooperation with its donors, the Ministry of Foreign Affairs and the Ministry for Environment, Land and Sea of Italy.

Italian Ministry of Foreign Affairs

The Italian Ministry of Foreign Affairs (IMFA), ITPO Italy's main donor, has recently enhanced its strategic planning processes and formulated the "Programming guidelines and directions" which are updated on a yearly basis. The cooperative process has been established between ITPO and the donor for the formulation of the national strategy for development cooperation, defining joint activities and initiatives. Within the framework of its specific activities, aimed at supporting the industrial and economic development in developing countries, UNIDO ITPO Italy strongly collaborates with some specific IMFA Directorates considered as fundamental direct counterparts, such as the Directorate General for Development Cooperation; the Directorate General for the Promotion of the "Country System"; and the Directorate General for Global Affairs. The relevance of the MSMEs Development Programmes represents the basis for a strong relation established between the Italian Ministry of Foreign Affairs and UNIDO ITPO Italy and for a progressive and constant involvement of the Italian business community in the development processes of developing and transition economies. In 2012 this collaboration was equally fundamental for the implementation of relevant joint initiatives and activities aimed at promoting investment opportunities available in the new emerging markets as well as at increasing the dialogue and matchmaking between the Italian and Developing Countries private and public sectors with the goal to foster a win-win cooperation.

Italian Ministry for the Environment, Land and Sea

Since 2006 UNIDO ITPO Italy established a strong collaboration with the Italian Ministry for Environment, Land and Sea (IMELS) which represents one of its main partners. Within the ITPO commitment to support sustainable industrial development, the Office strengthened the relations with the Ministry, with which it is developing joint programmes aimed at promoting investments as well as the transfer of green technologies and best practices. In this context, ITPO's core activities were committed to developing technical and managerial capacities aimed at promoting an environmentally friendly industrial development in the African Continent to facilitate the progress towards achieving the Millennium Development Goals. In particular, during 2012, the main sectors supported were related to the environment, with a special reference to waste and water treatment and energy. As a result of their long standing collaboration, UNIDO ITPO Italy and IMELS decided to improve their joint efforts to promote poverty reduction and sustainable production patterns, delinking economic growth and environmental degradation through improved efficiency and sustainability in the use of resources and production processes and reduction in resource degradation, pollution and waste.

Italian Ministry of Economic Development

In 2012 UNIDO ITPO Italy and the Italian Ministry of Economic Development (IMED) signed a joint declaration with the aim of strengthening industrial cooperation between enterprises in Developing Countries and in Italy. UNIDO ITPO Italy experience in supporting SMEs

and the industrialization processes in developing countries has been recognized by the Ministry, which decided to work in close cooperation with our Office in order to increase the awareness among Italian entrepreneurs about the great economic opportunities available in the emerging economies. In this context specific initiatives and activities were explored, particularly for a larger involvement of the Italian business community in the sustainable industrial development of developing countries, within a framework of win-win cooperation.

Italian System and Relevant Stakeholders

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 these, it is worth mentioning SIMEST (Società Italiana per le Imprese all'Estero), SACE (Sezione speciale per l'Assicurazione del Credito all'Esportazione) and ICE (Istituto Commercio Estero), which represent the main agencies that work under the Italian Ministry of Economic Development and that interest ITPO Italy activities. The Office also has relevant contacts with other important Italian stakeholders that represent local business communities and which are committed to support the internationalization of Italian companies, the promotion and transferring of Italian technologies and best practices. Confindustria, ANCE, Unioncamere (Central Union of Chambers of Commerce), Asset Camera, Confapi, local investment and Promotion Agencies, Universities, etc., are some of the main institutions ITPO Italy works with. These institutions 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 with them is of strategic importance for supporting technology and know how transfer as well as for fostering an increased involvement of the Italian companies in the development process of developing countries.

Ministries and Embassy Representatives of Developing Countries

UNIDO ITPO Italy, as an international honest broker, works closely with the Embassies of developing Countries, in order to facilitate the dialogue between public and private sectors and to facilitate know how transfer in some specific fields in which the office is active. The Office continued the fruitful cooperation established in the previous years with embassy representatives. In synergy with the embassies, and in line with the specific needs of each developing country, ITPO formulates the annual strategy for development cooperation, defining specific initiatives to be jointly developed like, for instance, the Sub Saharan Africa Ambassadors Roundtable. This event represented a special occasion for discussing with the participants the necessary measures aimed at: sustaining and strengthening networking collaborations among participants; 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.

UNIDO signed a joint declaration with IMED to support developing countries.

31st October 2012, Rome



UNIDO ITPO Italy signed a joint declaration with the Italian Ministry of Economic Development (IMED) with the aim of strengthening industrial cooperation between enterprises in Developing Countries. Mr. Pietro Celi, General Director for Internationalization policies and the Promotion of trade at IMED, underlined the importance of the declaration as a solid connecting bridge between Developing Countries and Italy. In particular, the agreement aims to foster synergy in the industrial sectors in Developing Countries characterized by high growth potential. In the light of the new needs underlined by local actors, investments and technology transfer between SMEs will be promoted, and services such as partners research and promotion of targeted events, support during the negotiation phases, to technical assistance for the implementation of projects will be provided. The Head of ITPO Italy, Ms. Diana Battaggia, welcomed the agreement as an acknowledgment of the important role of UNIDO in supporting SMEs at an international level, particularly thanks to its work in industrial cluster development promotion. She also stated that the declaration will contribute to increasing awareness among Italian entrepreneurs about the great opportunities in Developing Countries, with the scope of supporting them on their path towards sustainable industrial development.

UNIDO ITPO Italy delivered the Environment Enterprise Award 2012.

13th December 2012, Rome

The Head of UNIDO ITPO Italy, Ms. Diana Battaggia, participated in the 6th edition of the “Environment Enterprise Award,” sponsored by UNIDO and promoted by the Italian Ministry for the Environment and Asset Camera – Chamber of Commerce of Rome. During the closing ceremony, five Italian companies were awarded prizes and seven others received special mentions, among a total of 196 candidates. The prizes were conferred to the Italian companies that contributed to supporting sustainable development, as well as for their corporate social responsibility. The five categories were: best management, best product, best process, and best international cooperation & youth entrepreneurship. Ms. Battaggia conferred the award to the cooperative I.So.La participating in the category “Best International Cooperation”, for its project supporting a company from Bosnia-Herzegovina in the production and commercialization of agricultural biological products. Ms. Diana Battaggia underlined that the Environment Enterprise Award, within the framework of the joint declaration signed between UNIDO ITPO Italy and Asset Camera, represents an important occasion for the evaluation of



technological innovations addressed to sustainable development, with the aim of promoting them as a tool for poverty reduction in developing countries. In this context, environmental protection should be considered as an opportunity and not as an obstacle for development. Moreover, the Italian Minister for the Environment, Mr. Corrado Clini, stressed the importance of the initiative as a positive and dynamic trend, as environmental protection is a key factor for development and market access, both on a national and international level. The awarded companies will be admitted to the European Business Awards for the Environment, the prestigious prize sponsored by the European Commission, conferred to companies that affirmed their leadership at an international level through the respect of the environment.





UNIDO ITPO ITALY

The United Nations Industrial Development Organization (UNIDO) is a specialized agency of the United Nations. Its mandate is to promote and accelerate sustainable industrial development 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 Network

UNIDO is represented by designated countries or regional offices and, in addition, by a Network of Investment and Technology Promotion Offices (financed by host countries), by National Cleaner Production Centres (jointly established with the United Nations Environment Programme - UNEP), and by International Technology Centres. Besides being part of the ITPO network (with offices in Bahrain, Brazil, China, Korea, France, Japan, Mexico, Russia, and Walloon Region of Belgium), UNIDO ITPO Italy also cooperates closely with other UNIDO Field Offices and local Investment Authorities, as well as with AfriPANet.

UNIDO ITPO Italy

Mission and Services

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

Below is the set of services that 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
- Organisation of business meetings
- Preliminary evaluations of investment projects
- Assistance in negotiations including the preparation of business plans
- Training and capacity building

Services to Institutions

- Training and Capacity building
- Technical assistance
- Country and sector promotion
- Networking
- Dissemination of information on investment legislations
- Organization of Global Forum events

Special sectors of Intervention

ITPO Italy is involved in two main priorities in which Italy excels: agro-Industry and energy & environment.

Concerning the agro-industry and in order to improve food supply, ITPO Italy assists developing countries through the promotion of some specific projects and initiatives directed to agro-food and food security. Additionally ITPO Italy highlights the need to develop technologies and techniques to reduce post harvest losses, to increase quality systems and, to enhance food safety.

Within this framework, ITPO Italy actively operates for the promotion of projects concerning, among others, fruit processing, meat processing, fishery and dairy products.

Moreover, particularly in the African and Asian continents, the Office concentrates its efforts in tannery and textile projects by supporting the local companies through training initiatives aimed at product quality improvement, product diversification, technology upgrading, etc.

Similarly, relying mainly on technology transfer and on ad hoc training activities, ITPO Italy helps wood sector companies overcome inefficiency, poor product quality and low productivity.

As far as Energy and Environment is concerned, UNIDO ITPO Italy is working to reinforce the concept of environmental protection, sensitizing firms in developing countries that environment is not only a burden to respect, but an opportunity to acquire competitiveness in international markets.

In this context, ITPO Italy activities aim to spread among entrepreneurs, a greater knowledge of opportunities and conducive policies for environmentally friendly investments and technology transfer in emerging economies.

With a special focus on the Mediterranean area but broadening its horizons in many other developing countries, the Office offers a variety of initiatives that include: information dissemination and awareness creation, training activities and support for the transfer of environmentally sound technologies.



ACHIEVEMENTS IN FIGURES

more than **1 000**

Business Meetings organized

22

Developing
Countries Involved

9

Study and
Promotional Tours

UNIDO ITPO ITALY 2012

Fast Facts

29

Training

Sessions, Seminars and
Country Presentations

81

Projects

selected for the
promotion

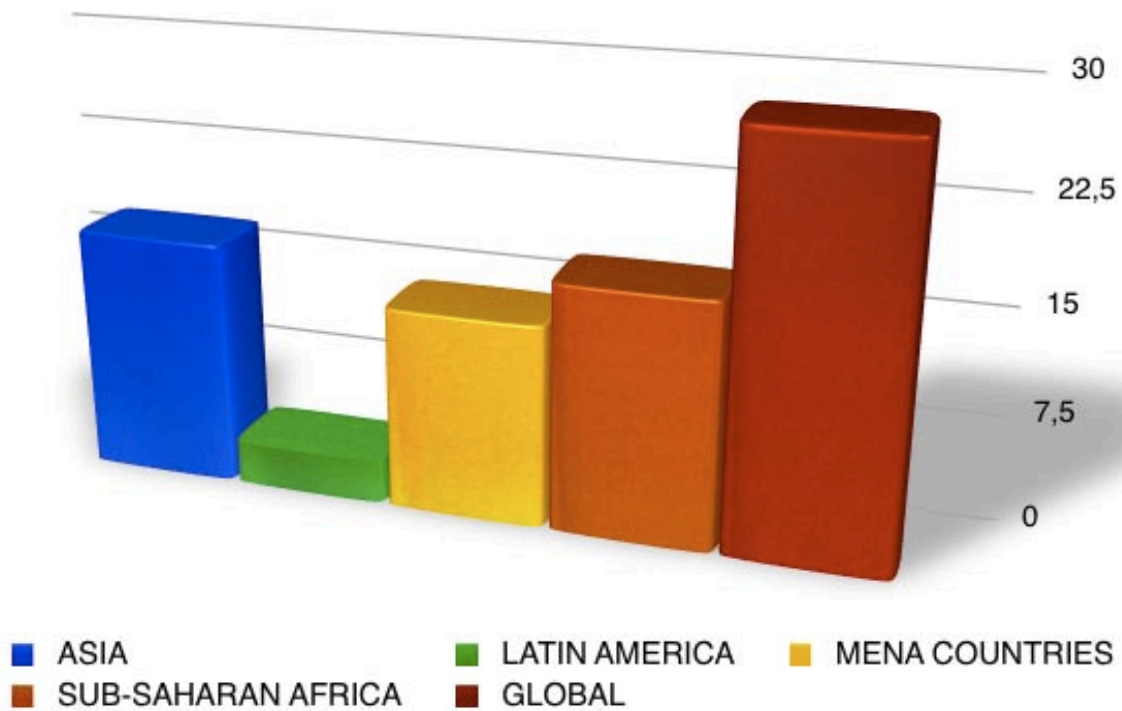
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Fairs and
Exhibitions

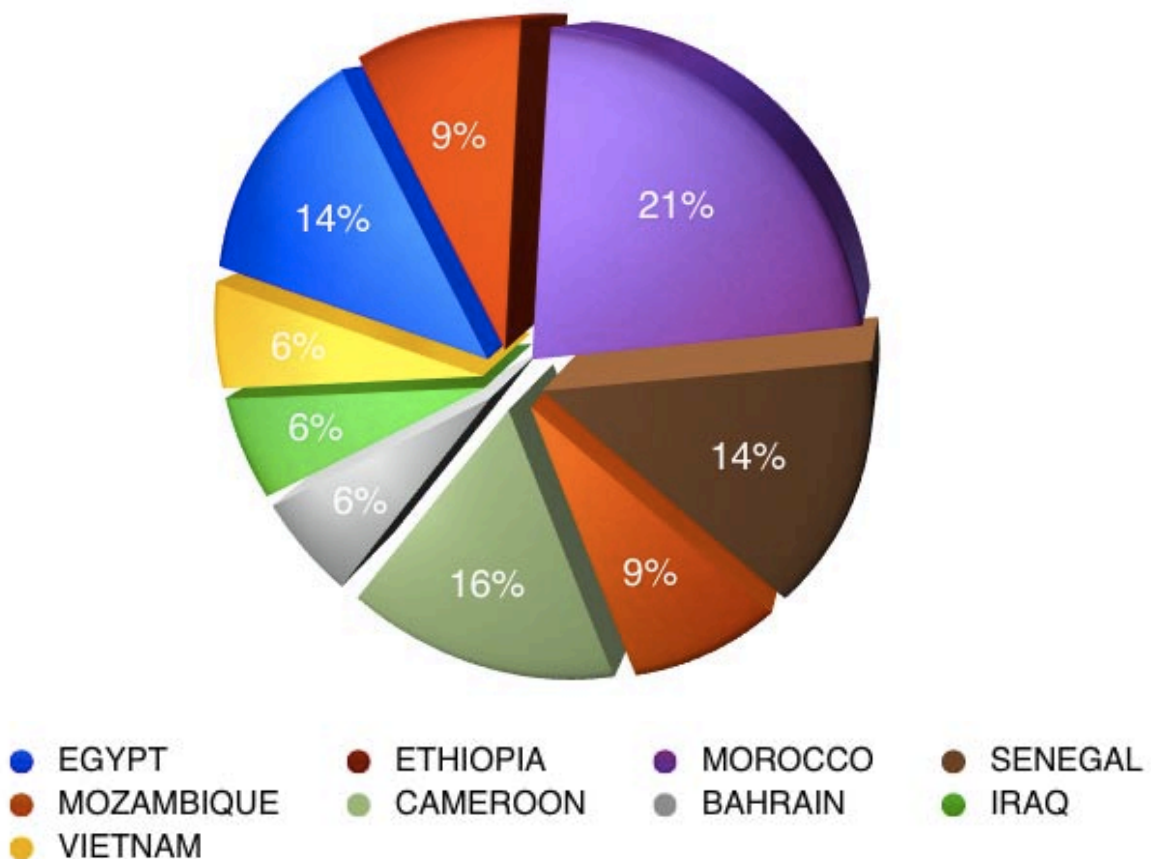
10

Concluded
Projects

Training, Seminars and Country Presentations by Region



Investment Projects Promoted by Country



Geographical Areas of Intervention



LATIN AMERICA	SUB-SAHARAN AFRICA		MENA REGION	ASIA
<p>Colombia Country Presentation, Institutional meetings</p> <p>Ecuador Institutional meetings, Study Tour</p> <p>Peru Institutional meetings, Study Tour</p>	<p>Angola Study Tours, Institutional Meetings</p> <p>Cameroon BtoB meetings, Fairs, Investment Promotion, Seminars</p> <p>Ethiopia Country Presentation, Investment Promotion, Study Tours, Fairs, BtoB meetings</p> <p>Gabon Institutional meetings, Study Tours, Investment Promotion</p> <p>Ghana Study Tours, Institutional Meetings</p> <p>Uganda Country Presentation, Seminars</p>	<p>Ivory Coast Study Tours, Institutional Meetings</p> <p>Kenya Study Tours, Institutional Meetings</p> <p>Mozambique BtoB Meetings, Fairs, Country Presentation, Institutional Meetings, Investment Promotion, Seminars</p> <p>Senegal BtoB Meetings, Fairs, Institutional Meetings, Investment Promotion, Seminars</p> <p>Tanzania Study Tours, Institutional Meetings</p>	<p>Bahrain BtoB Meetings, Fairs, Institutional Meetings, Investment Promotion, Seminars</p> <p>Egypt BtoB Meetings, Fairs, Institutional Meetings, Investment Promotion, Seminars</p> <p>Iraq Country Presentation, BtoB meetings, Institutional Meetings, Investment Promotion, Study Tours</p> <p>Morocco BtoB Meetings, Fairs, Institutional Meetings, Investment Promotion, Seminars</p> <p>Tunisia Study Tours, Institutional Meetings</p>	<p>Armenia Institutional Meetings, Seminars</p> <p>India Study Tours, Institutional Meetings</p> <p>Vietnam BtoB Meetings, Fairs, Institutional Meetings, Study Tours, Seminars</p>

ASIA

In 2012 UNIDO ITPO Italy continued to reinforce the cooperation with a number of Asian countries in order to contribute to their economic and industrial development.

This was achieved by strengthening SMEs competitiveness at local levels through a cluster based approach, technical assistance programmes and the development of international business linkages. Our Office, in close cooperation with HQs and other UNIDO Offices, supported a series of initiatives, such as round tables, business meetings, missions and study tours in Armenia, India, Philippines and Vietnam with the objective of promoting the exchange of experiences and of raising awareness among potential investors about the opportunities offered by those Countries.

The activities mainly focused on agro-industry, including leather, footwear, garment, and woodworking, where Italian industries were ideal counterparts as they reached an excellence peak in design, marketing and technical know how. Asian companies, by bringing together their complementary strengths, can achieve higher competitiveness on global markets, and in particular strengthening their position in the fast growing Asian market.

International organizations consider the investment and trade policies of Armenia to be some of the most open in the entire Commonwealth of Independent States CIS. Foreign companies coming to Armenia are encouraged to invest, and are entitled by law to the same treatment as local companies. In addition, they also have certain advantages. Armenia's investment climate is continuously improving with a strong commitment by the government to attracting foreign direct investments. This includes ongoing refinement of the legislative framework. Large-scale privatization offers additional attractive opportunities. In this context, UNIDO ITPO Italy boasts a long term cooperation with the Armenian Development Agency (ADA) as well as with UNIDO CIIC Russian Federation for an integrated interagency support for the smooth development of Armenian SMEs.

Armenian-Italian Business Forum.

27th-28th September 2012, Rome

The Armenian - Italian Business Forum was held at Tempio Adriani Hall within the premises of the Chamber of Commerce in Rome. This was the first business forum held in the Italian capital and with the participation of the Republic of Armenia (RA) Minister of Economy Mr. Tigran Davtyan. The forum was organized by the RA Embassy in Italy, the Chamber of Commerce of Rome and the Armenian Development Agency and counted on the participation of 14 Armenian and nearly 120 Italian companies. Armenian Development Agency (ADA) had the opportunity to briefly present the current business environment in Armenia, its import and export indicators, the government's taxing and customs policies aimed at encouraging investments, as well as the impact of free trade zones created in Armenia. In this context, and in the framework of the fruitful collaboration established with ADA, UNIDO ITPO Italy supported the event through the organization of various BtoB meetings held within the premises of its office in Rome and invited to the forum a wide number of sector peak point Italian companies.

Stone and marble processing company visit.

1st October 2012, Tivoli



Quarrying is the main stone recovery practice in Armenia and is mainly carried out by blowing up entire areas. This method adds to the natural cracks in the rocks and results in decreased volume and quality of stone suitable for processing. Moreover, the equipment currently utilized for processing the quarried stone has low productivity and precision. Therefore manufacture cannot be at a competitive range of stone products in the world markets. In this context and in the frame of the Armenian-Italian Business Forum, two company visits to the Italian marble and travertine cluster in Lazio were organized. The Company visit was directly organized by UNIDO ITPO Italy and was supported by ADA and the RA Embassy to Rome with the goal to allow the Armenian Company to become familiar

with efficient stone working processes. The first step was the visit to CAMMA Progetti S.r.L., a company specialised in the production of machines for working marble, granite, travertine, which had the opportunity to present to the Armenian representative a large range of ad hoc technologies such as block cutters, bridge sawing machines, polishing and gauging machines, and side polisher machines. The second company visit was carried out at STR (Società Travertino Romano), a leading company in extraction and processing which is supported by three technical, marketing and administrative units. The aim of this visit was the understanding of stone market upscale.

ASEAN

Awareness Summit in Italy.

22nd-23rd March 2012, Rome



UNIDO participated in the ASEAN Awareness Forum, secured by ITPO Italy and organized by the Italian Ministry of Foreign Affairs in Rome, on the 22nd-23rd March 2012. The ASEAN Awareness Forum was the first of its kind organized in a European country, with the goal to develop a solid link between Italy and South-East Asia, and providing a complete scenario of the existing opportunities of co-operation in the ASEAN region. This initiative can thus become a starting point to encourage further specific networking opportunities, economic collaborations and joint ventures.

The Forum was opened by the Italian Minister of Foreign Affairs, Mr. Giulio Terzi, the ASEAN Secretary General, Mr. Surin Pitsuwan, the Advisor to the Royal Government of Cambodia and ASEAN Chairman, Mr. Sok Siphana, and the Vice President of the European Commission, Commissioner for the Enterprise and Industry, Mr. Antonio Tajani. During the event, UNIDO illustrated the activities conducted by the Organization in some ASEAN countries with particular attention to the cluster to cluster approach developed in Vietnam under the project "SME Cluster Development". In this regard, Mr. Tajani and Mr. Pitsuwan also mentioned the value of this approach as a successful avenue of cooperation between EU and ASEAN Regions. As a conclusion to the event, the Italian Minister of Foreign Affairs expressed the view that UNIDO can replicate this type of activity in other ASEAN Countries and encouraged the Organization to implement these programmes, as a means of providing technical assistance and capacity-building, supporting the private sector expansion plans and promoting a greater economic cooperation and a better understanding between the two regions.



INDIA

Since 2008 ITPO Italy has supported the “Consolidate SME Cluster Development Project in India”. The aim of the project is the implementation of a comprehensive programme for SME development, focusing on the creation of mutual credit guarantee schemes in India.

The project was based on an innovative approach integrating technical assistance in the field of credit with necessary development activities in terms of cluster twinning, as well as of investment and technology promotion. During the last semester of the project, ITPO Italy collaborated with UNIDO HQs to consolidate the project’s achievements at the SMEs and institutional level, and to outline SMEs sustainable strategies beyond the Project. Furthermore, ITPO Italy promoted the “Subcontracting & Partnership Exchange Programme (SPX)” among the Italian business community. The SPX is a technical information and matchmaking centre for industrial subcontracting, supply chain management and partnerships between buyers and suppliers, aimed at optimizing the manufacturing capacities and capabilities of the affiliated enterprises.

The UNIDO SPX experts have visited more than 900 manufacturing companies in the auto component, tannery and footwear sectors located in Chennai, Pune and Delhi (National Capital Region). All this information was included in the SPX platform, a data bank – fully operational and in which can be found at the website address www.spxindia.org.

Italy-India: UNIDO attends the Roundtable on Design.

20th July 2012, Rome



In the framework of the growing cooperation between India and Italy, UNIDO was invited by Italy’s Country Promotion Director General Amb. Maurizio Melani, to take part in the roundtable on design, held at the Italian Ministry of Foreign Affairs.

The Indian interest in strengthening collaboration with Italian companies in the sector is further confirmed by the participation of several representatives of the Indian design sector amongst whom: the Director of the National Institute of Design (NID) – institution belonging to the Indian Ministry of Commerce – Mr. Pradyumna Vyas, the President of Rajhnee Group’s and Indian Design Council; the Chief Executive of the Indian Council for Leather Exports (CLE), representatives of Industrial Associations (FICLI; ASSOCHAM), design institutes and private companies. In the framework of this institutional event, “The new Indian National Design Policy” was introduced. This strategy identifies three priority sectors: automotive, textile and industrial sector.

During the roundtable, UNIDO illustrated the results about the “Consolidated Project for SME Development in India”, and encouraged the Italian institutions to reinforce its cooperation in order to transfer know-how and technologies to Indian SMEs.

UNIDO ITPO Italy supported India’s leather sector looking for Italian partners.

9th-12th October 2012, Santa Croce sull’Arno

UNIDO ITPO Italy organized a study tour for an institutional and entrepreneurial delegation coming from India, supported by the Indian Finished Leather Manufacturers & Exporters Association (IFLMEA). The first



step was the visit to the tannery district of Santa Croce sull’Arno, an excellent example of Italian industrial cluster. The Indian delegation visited specialized companies focusing their production on tannery machineries and on tanning chemical products. Entrepreneurs were not only acknowledged with the state-of-the-art of tannery techniques and technology, but also with the organization and the structure of the tannery supply-chain. The study tour carried on with the visit to SIMAC - Tanning Tech Fair, one of the most important international exhibitions on tanning technology. The Indian delegation had the chance to learn about footwear technology and about cutting, sewing, design and, in particular, cad-cam systems. During the event, UNIDO ITPO Italy organized two roundtables aimed at easing business relations in the sector.

The first round table between IFLMEA and Assomac focused on Tanning technology innovations and best practices. Mr Roberto Vago from Assomac illustrated state of the art technology solutions of the Italian leather industry. Mr N. Shafeeq Ahmed, Chairman of IFLMEA introduced the Indian tanning industry and leather clusters of Chennai and presented the need to design a project to develop a leather Technology Center in India. Mr. Mario Pucci, Manager of Assomac, expressed a strong interest in the



project and drew attention to the productive potential that Indian companies hold. The second round table was held with Assoconciatori where Mr. Pietro Maccanti and Mr. Ahmed reviewed the agreement signed in the past between the two Associations and further explored on quality and product design, production facilities technology, management, and marketing skills.

During the fair, the delegation had the possibility to see some technological innovation, crucial to the development of a more sustainable production system. In this context, the study tour was concluded with a focus on environmental issues. Specifically a seminar on thermodynamic solar energy systems was organized in cooperation with Soltigua, followed by the visit to Acquarno, a centralised water treatment plant in S. Croce sull'Arno. The technical visits organized for this study tour allowed the Indian delegation to get first hand information on latest technologies, production organization, product commercialization and market trends in Italy in the leather sector.

PHILIPPINES

Webinar “Philippines: a big market for Made in Italy”.

8th November 2012, Rome-Manila

The Philippines represent a strategic logistic access point to ASEAN market and an interesting destination for investments due to the wide range of business opportunities offered in many fields, such as agro-industry, infrastructure, energy and shipbuilding. Moreover, this country has become a world pole in electronics, and holds a remarkable automotive and textile and clothing industry. UNIDO ITPO Italy promoted, among the Italian business community, the participation in the webinar “Philippines: a big market for Made in Italy” aimed at exploring business opportunities currently available in the country in several sectors ranging from food, fashion to furniture industry. The event, organized by the Italian Ministry of Foreign Affairs in collaboration with Confindustria, was particularly useful also for improving the use of the webinar tool, as an innovative way to establish a first contact between stakeholders and to present a general framework on investment opportunities offered by a country. In this occasion, local counterparts such as trade associations, buyers, retailers and institutions presented the Philippine market, providing information and exploring potential commercial partnerships.

VIETNAM

During the last two years, our Office supported the project “SME Cluster Development” in Vietnam. This project represented an important success story as a result of a close collaboration between UNIDO ITPO Italy and UNIDO HQs. The objective has been to contribute to economic and industrial development in Vietnam by strengthening SMEs competitiveness at local levels through a cluster based approach, technical assistance programs and the development of international business linkages, in particular with Italian enterprises. The Phase-I of this project was concluded in 2012 and fully achieved its objectives to develop skills through the transfer of the industrial districts/cluster concept and of best practices and technologies. In this regard, UNIDO ITPO Italy implemented a series of promotion activities in Italy and Vietnam and which can be found hereafter.

UNIDO and The Economist together for the Vietnam Summit.

11th January 2012, Hanoi, Vietnam



The Vietnam Summit “Finding a Way Forward 2012” offered an interesting and broad view about new investment opportunities and perspectives from

this South-East Asian country, as well as foreign investors attitudes in respect to these opportunities. The Summit, organized by The Economist Conferences and supported by UNIDO, was opened by the Deputy Prime Minister of Vietnam, Mr. Hoang Trung, and involved some of the most important figures from politics and academia, as well as from the economic and financial worlds. UNIDO was represented by the Chief of the Clusters and Business Linkages Unit, Mr. Gerardo Pataconi, who concluded the “Foreign Investor Panel”, introducing UNIDO’s activities carried out in this country. UNIDO ITPO Italy provided fundamental support to the organization of this event.

Vietnam Road Show in several Italian cities.

26th-30th March 2012, Italy



The Vietnam Roadshow was held in four Italian cities (Milan, Padua, Pesaro and Bologna) and partnership presentations were organized in five additional cities during the year (Udine, Pordenone, Como, Matera and Perugia), in collaboration with Confindustria. The roadshow was attended by more than 400 Italian enterprises and institutional representatives. The objective was to raise awareness about Vietnam’s business opportunities, one of the world’s countries with the fastest economic development. UNIDO provided thematic desks focused on specific productive sectors in Vietnam and specifically on textile and clothing, leather and footwear, woodworking and furniture. This series of events was also supported by other Italian institutions such as the network of chambers of commerce, regional development agencies, enterprises consortia and sectoral organizations, Confartigiano, ICE and the support of the Italian Embassy in Vietnam and the Vietnamese Embassy in Italy.

International Furniture Exhibition looks at Vietnam and welcomes UNIDO delegation.

22nd-23rd April 2012, Milan

In occasion of the International Furniture Exhibition, UNIDO ITPO Italy welcomed and assisted a Vietnamese delegation, led by Nguyen Chien Thang, the HAWA (Handicraft and Wood Industry Association) Chairman, composed of 14 Vietnamese entrepreneurs attending the “Production engineering and management of woodworking industry” Master course at the University of Pordenone. During this design week, the Vietnamese delegates, in addition to having the opportunity to become acquainted with the last design trends, took advantage of this event to meet key players in the woodworking sector. UNIDO organized for them ad hoc meetings





on institutional and industrial collaborations between Vietnam and Italy. Moreover, besides the event, HAWA and Federlegno, represented by their Presidents (Mr. Nguyen Chien Thang, for HAWA, and Mr. Roberto Snaidero, for FederlegnoArredo) participated, through UNIDO support, in a round table and paved the way for a cooperation agreement aimed at strengthening the relationship between Vietnamese and Italian enterprises. This was an important step forward to start exploring concrete opportunities of business partnerships in order to establish and increase contacts with the rapidly growing markets of the Asia-Pacific region.

Master's degree in "Production Engineering and Management of Woodworking Industry".

2nd May 2012, Pordenone

The Master's degree in "Production Engineering and Management of Woodworking Industry" was successfully concluded in 2012. It was organized by UNIDO in synergy with the University Consortia of Pordenone under the framework of the UNIDO's SME Development Cluster Project. Sixteen Vietnamese students attended the executive master course and received a diploma certificate, awarded by the President of Region Friuli Venezia Giulia, Mr. Renzo Tondo. The ceremony was held on 4th May 2012 at the Palazzo of the Friuli Venezia Giulia Region in Trieste. The course, which lasted two months, included classroom training and internships, and study tours at furniture companies located in the Furniture District of Livenza and Upholstered Furniture District of Matera. At the end, the participants had the opportunity to attend the internationally known Salone del Mobile in Milan. The course objective was to transfer knowledge to the Vietnamese Production Managers, providing a complete picture of the managerial tools for enhancing the competences, and to create the environment for a long lasting cooperation between the Italian and Vietnamese Institutions. The course focused on functional areas of management and planning development, production control, sales techniques, logistics and quality control. As follow up, the Italian Furniture companies were invited to participate to a mission in Vietnam organized by UNIDO and Confindustria and sponsored by the Ministry of Foreign Affairs. The mission, scheduled from 24th to 26th May 2012 in Ho Chi Minh



City, aimed at providing a unique chance for Italian entrepreneurs to understand the potential of Vietnam as a market and investment destination, and to start exploring concrete opportunities of business partnerships through direct and tailored meetings with selected Vietnamese industries and institutions, in the sectors of textile and clothing, footwear and leather products, and furniture.

Vietnam Business Forum "Enterprise Partnerships for Development".

24th-26th May 2012, Ho Chi Minh City, Vietnam



The results achieved with the "Vietnam Business Forum Enterprise Partnerships for Development" were beyond expectations. More than 40 Italian companies and associations participated, at their own expenses, which demonstrated their keen interest in Vietnam. Top Italian experts and research centres were involved by UNIDO in this occasion. During the three-day event, over 250 business meetings took place with over 80 Vietnamese counterparts. By number of participants, this was the most important Business Forum organized in Vietnam involving Italy since November 2008.



Vietnamese footwear industry showcased at Expo Riva Schuh.

19th June 2012, Riva del Garda

During Expo Riva Schuh 78th edition, a leading international footwear event, UNIDO ITPO Italy welcomed a delegation of Vietnamese entrepreneurs active in the footwear sector. Thanks to UNIDO support, the six Vietnamese companies involved in the project had the chance to show their products to foreign and Italian buyers. This event could be considered as a first evaluation test for the Vietnamese collections, as it not only gives insights on production orientation, but also represents a privileged observatory platform which highlights new tendencies in international markets. Furthermore, Vietnamese entrepreneurs took advantage of this fair and of the BtoB meetings organized by UNIDO to establish successful business activities in the Italian market, and to strengthen long term production/supply partnerships with key players of the sector.



UNIDO meets Binh Duong institutional delegation.

23rd July 2012, Rome

The Vietnamese Ambassador in Italy, H.E. Nguyen Hoang Long, wished a greater involvement of Italian enterprises in Vietnam during the workshop organized by Sviluppo Lazio in collaboration with UNIDO. This event aimed at introducing business opportunities available in the Vietnamese province of Binh Duong. Acknowledging UNIDO's contribution, the Director of Industrial Affairs of Sviluppo Lazio, Mr. Luigi Campitelli, said that, in order to plan an appropriate follow up to this event, it would be really important to identify the most interesting sectors in Binh Duong to promote these opportunities to the Regional business community. Mr. Campitelli invited companies from Lazio Region to open up to foreign markets and, in particular, to Vietnam because of its excellent and strategic outpost to expand business into the Asian markets. The Vietnamese institutional and entrepreneurial delegation promoted the Binh Duong Province, one of the most developed areas of the Country, with a good infrastructure network and a favorable environment for investments. Among the Vietnamese delegates there were also representatives from Becamex, the most important industrial group in the Province, working in



Elisabetta Belloni, Director General for Development Cooperation of the Italian Ministry of Foreign Affairs, expressed her appreciation for the results of the SME Cluster Development project, stemming from a “triangular partnership” between UNIDO, Italy and Vietnam. Ms. Belloni praised the project for achieving self-sustainability and recommended it as a model for excellence.



According to the development programme implemented by the Vietnamese Ministry of Industry and Trade, investment will be prioritized in equipment renewal and in technologies to increase industrial production and production quality, as well as export competitiveness. Sustainable growth, environmental protection and response to climate change, and improvement of human resources quality will also be targeted. The Ministry recommended that AIP should apply measures to ensure effective implementation of set targets on industrial promotion, focussing on SMEs' development also through close cooperation with provincial industrial and trade services. Within this framework and considering the great success of the first step of the SME Cluster Development Programme implemented by UNIDO in Vietnam, the event also included an introduction on the future strategies to be carried forward during the second step of this UNIDO programme. Since the Vietnamese market is a strategic access point for the whole ASEAN region, several Italian companies, particularly from the Friuli Venezia Giulia Region and the Basilicata Region, offered their greater involvement by developing a joint action plan among Italian woodworking and mechanical clusters with the aim of transferring technical assistance to Vietnamese companies, as well as starting up industrial settlements through joint ventures.



the infrastructural sector, constructions, industrial cluster and investment promotion. This initiative belongs to the SME Cluster Development project, implemented in Vietnam by UNIDO, in collaboration with the Italian Ministry of Foreign Affairs and the Vietnamese Ministry for Planning and Investments. The project aims at promoting strategic partnerships between Italian and Vietnamese companies, through study missions and meetings.

UNIDO – Italy – Vietnam: a successful triangular partnership.

18th September 2012, Rome

Within the visit of the Vietnamese Deputy Minister of Industry and Trade, Mr. Hoang Quoc Vuong, UNIDO organized a roundtable to present the investment opportunities offered by this country, in cooperation with the Italian Ministry of Foreign Affairs and the Vietnamese Embassy in Italy. Among the Vietnamese delegates, noteworthy was the General Director of the AIP – Agency for Industrial Promotion, Mr. Do Xuan Ha, who signed an agreement with UNIDO ITPO Italy to jointly increase competitiveness and foster the cooperation between Vietnamese and Italian stakeholders. Ms.



LATIN AMERICA



In line with UNIDO priorities in the region, the activities of ITPO Italy are helping Latin American countries to generate national economic wealth and to raise industrial capacity.

In 2012, UNIDO ITPO Italy worked to reinforce the efforts of sectoral associations and institutions in linking the Latin American with Italian small and medium enterprises. The activities carried out by the Office aimed at attracting more attention to this Region and facilitating the transfer of technology and know how to local institutions as well as developing local entrepreneurship.

Latin American Embassies at the 2012 IILA Conferences.

March-May 2012, Rome

UNIDO ITPO Italy attended a series of Conferences organized by the Italy-Latin America Institute – IILA – for the promotion of opportunities in Latin American countries to the Italian business community. The event gave the opportunity to the representatives of the 20 Embassies based in Rome to present their Country. The event counted on the presence of the following countries: Argentina, Bolivia, Brazil, Chile, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Mexico, Nicaragua, Panama, Uruguay and Venezuela. The different Conferences, held from March to May, provided Italian stakeholders with up-to-date information about the different opportunities from each of the above mentioned countries. These Conferences represented useful occasions for UNIDO ITPO Italy to obtain a more accurate view of current Latin American priorities and to witness the interest that these countries propel in Italian small and medium enterprises, entities and business associations.

COLOMBIA

Country Presentation of Colombia.

14th March 2012, Rome



More than 130 among Italian stakeholders and representatives of public and private institutions, NGOs and academia attended the country presentation of Colombia, organized by UNIDO ITPO Italy, the Ministry of Foreign Affairs, the Colombian Embassy in Italy, Confindustria and Unioncamere. The event aimed to delve into the main potentials of this country and its various development plans. UNIDO ITPO Italy Head Ms. Diana Battaglia highlighted the Office work in enhancing the cooperation



among the business communities in Colombia and Italy. The Conference was enriched by the presence of H.E. the Ambassador of Colombia in Italy, Mr. Juan Manuel Prieto, the Colombian Ministry of Commerce, Industry and Tourism, H.E. Mr. Sergio Díaz-Granados, and the President of Proexport (agency for investment development in Colombia) Ms. Maria Claudia Lacouture. Dedicated business sessions gave valuable insights on Colombian trade and industry opportunities, technology needs, institutional support for attracting foreign direct investments, among others. The participating enterprises had the opportunity to meet Proexport Colombia representatives and to exchange ideas on some of the issues that characterized the fourth largest economy in Latin America. Indeed, for Colombian institutions, the event meant a precious occasion to present those business opportunities offered by the Colombian market, focusing on the sectors that are particularly promising for the economy of the country, namely agro-food, zoo-technical, furniture and design, textiles and renewable energy.

ECUADOR & PERU



Ecuador and Peru explored the Italian Origin Consortia.

21st May 2012, Rome

UNIDO ITPO Italy hosted the first stage of the study tour organized by UNIDO HQ for a delegation coming from Ecuador and Peru, with the aim of exploring the protection consortia for typical Italian products.

The delegation included some UNIDO HQs representatives (Origin and Export Consortia Programme) as well as specialized agencies and institutes within the different Ministries of Industries, Agriculture, Trade and Tourism from Ecuador and Peru. In Rome, the Latin American delegation met the Italian institutions specialized in export support (Federexport), and two associations that assist SMEs in matters related to indications of geographical origin OriGIn (Organization for an International Geographical Indications Network), and AICIG (Italian Association Geographic Indication Consortia). During this meeting, the delegation achieved first hand information about the core duties of these Italian associations to support SMEs in Italy and received valuable information on UNIDO ITPO Italy activities for Latin American countries. The study tour continued in Veneto so that the Latin American representatives could deepen their knowledge on some of the most important Italian consortia for handicraft and food products. Delegates were trained on how to create an origin consortium, as well as on how to add value to traditional products, through both the “geographical indication” and the “collective brand”. This initiative was part of the UNIDO project in Ecuador and Peru, aimed at promoting the “origin consortia”. The valorisation process of typical regional products is a key strategy to improve local producers’ socio-economical conditions, as well as to contribute to an inclusive and sustainable development.

MENA COUNTRIES

Middle East and North Africa

During 2012, UNIDO ITPO Italy consolidated its relations with the Middle East and North Africa (MENA) area. The main industrial sectors supported were in the field of environment, renewable energy, and energy efficiency techniques. This was also made possible thanks to the long term synergies with the Italian Ministry for the Environment, Land and Sea which originated the Environment and Energy Programme in benefit of Egypt and Morocco due to their important natural resources. The smooth running of the Programme saw UNIDO ITPO Italy organizing several business meetings and promoting a substantial portfolio of projects to the Italian business community. Moreover, ITPO Italy work set an initial footpath for the development of local entrepreneurship through networking and transfer of know how initiatives. Concerning the Middle East, during 2012, ITPO Italy, in collaboration with the local UNIDO network, organized two major business forums supporting Bahrain and Iraq which involved over 100 key players between institutions and entrepreneurs who held approximately 600 business meetings with Italian companies.

EGYPT

A report published in 2012 by Egypt's Ministry of Electricity and Energy suggests the country will be increasing its use of renewable energy sources and estimates that these sources will produce 7,200 megawatts by 2020. The outlined potentials encouraged greater private sector participation in constructing power plants that operate on renewable energy, such as solar and wind energy, as well as sensitizing SMEs to adopt clean energy and energy efficiency techniques. In this context and within the UNIDO ITPO Italy Environment and Energy Programme, the Office sought to facilitate partnerships between the public and private sectors as well as fostering the private business tissue to access foreign markets and encourage FDI. Particular attention was given to renewable energy and to those environmentally-friendly technologies aimed at improving solid waste and waste water treatment processes due to the priorities outlined by the Egyptian Government in its recent communications to the United Nations Framework on Climate Change (UNFCCC). In this context several companies were supported in two main Energy and Environment events held in Italy (SOLAREXPO & ECOMONDO 2012) where a large number of BtoB meetings were organized with the goal to facilitate business interactions with the Italian companies.



UNIDO supports Egypt's industrial sustainability.

13th September 2012, Rome

In the framework of its Energy & Environment Programme UNIDO ITPO Italy confirmed its commitment to supporting Egyptian SMEs in their sustainable development process by participating in the Italian-Egyptian Business Council held in Rome on 13th September 2012. The event was enriched by the bilateral meeting between the Egyptian Minister of industry and Foreign Trade Mr. Hatem Saleh, and the Italian Deputy Minister of Infrastructure and Transport and organized by the Egyptian Embassy to Italy on the occasion of the official visit of the President of the Arab Republic of Egypt, H.E. Dr. Mohamed Morsi. During the event UNIDO ITPO Italy presented itself and gave visibility to its activities in support to the Egyptian business community beside also organizing a delegation of Italian companies to attend the BtoB meetings organized for the business session held in the afternoon. The BtoB session was held between a high-profile entrepreneurial delegation composed of 24 Egyptian companies and Italian entrepreneurs who were invited to this event. Paper, leather, tourism, and medical technology were some of the introduced investment opportunities. Renewable energies also played a key role, since Egypt's development plan intends to generate up to 20% of the existing installed electricity capacity by 2020 from renewable energy.

In this occasion UNIDO ITPO Italy presented its commitment to Egypt's industrial development and invited several Italian companies to participate.



EGYSOL

EGYSOL is an initiative for the promotion of solar thermal water heating technology for Egyptian hotels in the Red Sea and South Sinai governorates, initiated by the United Nations Environment Programme (UNEP) in cooperation with the Italian Ministry for the Environment, Land and Sea (IMELS) and the New and Renewable Energy Authority of Egypt (NREA). UNIDO ITPO Italy supported this initiative through its local focal point who provided substantive contribution to 19 projects and the conclusion of 11 concerning solar water heating systems.

IRAQ

UNIDO ITPO Italy fosters Italian excellences to collaborate with Iraqi paper, glass and ceramic industries.

24th-29th October 2012, Milan, Lucca and Modena

Our Office organized two study tours for an Iraqi delegation. The tour focused on paper, glass and ceramic industries, aimed at promoting revamping projects of a state company, which in the last years reduced its activities due to the war conflict that affected the country. This initiative took place in the framework of the UN Iraq Development Project and, more specifically, of the UNIDO Private Sector Development Programme. The programme aims to complete the ongoing modernization process so that local industries can compete on a global scale, promoting a legal and normative environment able to foster direct investments and supporting the adoption of inclusive and eco-friendly policies. The study tour on paper



industry, organized by our Office and supported by Lucca Promos and the Italian Manufacturers Association of Machineries for Graphic, Converting and Paper Industry (ACIMGA), allowed the Iraqi entrepreneurs to meet the main trade associations and companies in order to evaluate commercial and industrial partnership opportunities, as well as to closely get in touch with the cutting edge technologies. A meeting for the packaging sector was organized at ACIMGA premises in Milan, followed by a visit to a plant in the Modena Province specialized in the production of corrugated paperboard. The Iraqi delegation also visited the paper cluster of Lucca

area: the companies of this dynamic district developed networking strategies to provide common services for the whole value chain (raw material processing, paper production, retailing and recycling) and for environmental protection, paying particular attention to innovation processes and the enhancement of professional skills. In regards to the glass and ceramic production, with the support of GIMAV (the Italian Providers Association of Machineries, Accessories and Special Products for glass processing) and ACIMAC (the Italian Manufactures Association of



Machineries and Equipments for Ceramics), a meeting was organized in Milan where different technologies for glass production were presented to the Iraqi representatives. A visit to a glass production plant for pharmaceutical use was also organized. At the end of these company visits, the Iraqi delegation visited ACIMAC in Modena, where the association illustrated different kinds of machineries for pottery production according to the Iraqi needs. The visit to ACIMAC was then followed by some visits to companies of the local ceramic industrial cluster as Modena holds a lead position in this field.

MOROCCO

In the framework of the UNIDO ITPO Italy Energy and Environment Programme, developed with the Italian Ministry for Environment Land and Sea, the 2012 activities focused mainly on the solar energy sector, a key national priority for the local industrial development. In this context UNIDO ITPO Italy gave the opportunity to the Moroccan Agency for Solar Energy - MASEN to participate in a study tour on the solar sector. Thanks to this initiative, MASEN's delegate not only learnt about the potentials deriving from the technologies showcased from two of the most relevant Italian success cases in the sector, but also explored potential partnership agreements with the Italian companies and possible co-participation in International call for tenders addressed to the Moroccan Solar Plan.



UNIDO presented the Moroccan Solar Plan.

23rd April 2012, Rome

UNIDO ITPO Italy hosted a representative from the Moroccan Agency for Solar Energy (MASEN) with the objective of presenting the Moroccan Solar Plan planned by the Kingdom of Morocco and promoting the investment opportunities offered by the solar energy sector among several Italian stakeholders active in this field. ITPO Italy organized an ad hoc institutional session with the Italian Ministry for Environment, Land and Sea and a technical meeting with ENEA (National Agency for New Technologies, Energy and Sustainable Economic Development) for Mr. Ilias



Hamdouch, Chargé de Mission and Senior Executive Advisor at MASEN.

The first meeting represented an interesting occasion to examine policies and activities aimed at supporting the renewable energy solutions for Morocco. During the second meeting with ENEA, the Italian centre of excellence for research, innovation and technology transfer, MASEN had the opportunity to explore specific joint activities in research & development area. This context saw a first in depth presentation on the technological breakthroughs in Italy in the field of solar thermal and a second one on Italian success case implemented in Egypt - MATS Project (Multipurpose Applications by Thermodynamic Solar) - that could be replicated also in Morocco. Following this session, MASEN met representatives from ESSE (a joint-venture between Enel Green Power & Sharp Solar Energy) and ENEL, one of the largest utilities in the world, with the aim of receiving information in relation to the state of the art of the Moroccan Solar Plan. ITPO Italy also organized a round table with more than 20 Italian enterprises active in PV and CSP (Concentrating Solar Power) sector, in order to introduce the opportunities in Morocco on solar energy development. This country has vast areas exposed to double the amount of solar radiation compared to the European average, and has thus concentrated its efforts on this type of energy resource, proposing to develop a competitive entrepreneurial network to maximize local



enterprises' technological knowledge. The final objective will be the implementation of the national Solar Plan (2000 MW by 2020) based primarily on thermodynamic solar and photovoltaic technologies, and finalized to the development of a Moroccan industrial chain within the sector and to act as a driving force at national and international level.

MASEN participated in the study tour on solar energy organized by UNIDO ITPO Italy.

24th April 2012, Sicily

Following a path undertaken in 2011 with the Director of the International Cooperation of MASEN, Dr. Nabil Saimi, UNIDO ITPO Italy organized an ad hoc study tour in Sicily in order to introduce MASEN to the Italian cutting-edge technologies in the solar energy sector and specifically on PV and CSP. The first visit was organized to the 3SUN plant in Catania, one of



the largest photovoltaic panel factories in Europe, and which is the result of a joint venture between Enel Green Power, Sharp and STMicroelectronics. The panels produced in this plant are based on a specific technology composed of thin film triple-junction photovoltaic models, particularly designed for photovoltaic systems that are able to maintain an elevated level of energy efficiency during the energy conversion process, even in very hot climates. Considering the relevance of the CSP technology in the implementation of the Moroccan Solar Plan, UNIDO ITPO Italy organized a visit to Archimede solar power plant in Priolo Gargallo. Using ENEA's technology, this is one of the world's most innovative Concentrated Solar Power plant, as well as the first plant that uses molten salts as a thermo-vector fluid, and which integrates a combined gas cycle and a thermodynamic solar plant for the production of electricity.



UNIDO meets the Moroccan Minister of Industry, Commerce and New Technologies.

17th July 2012, Rome



UNIDO ITPO Italy participated in the meeting with the Moroccan Minister of Industry, Commerce and New Technologies, H.E. Abdelkader Amara, in occasion of the conference organized in Confindustria for the presentation of the new Italian office of the Moroccan Investment Development Agency (AMDI). Along with the Minister of Industry and the Ambassador of the Kingdom of Morocco in Italy, H.E. Hassan Abouyoub, several institutional actors attended the conference, enriching it with their presentations concerning business opportunities in the dynamic Moroccan scenario and specifically in the following sectors: agro-industry, renewable energy, tourism, logistics, automotive, textile and electronics.

UNIDO ITPO Italy involved several Italian lead companies (such as ENEL, Italcementi, Tecnimont KT, Telespazio) in the event and had the opportunity to present its initiatives and activities developed in the energy and environmental sector in Morocco. This event also represented an opportunity to strengthen the collaboration between ITPO Italy and the Moroccan Investment and Development Agency, already started in 2011.



SUB-SAHARAN AFRICA

In 2012 UNIDO ITPO Italy increased its support to the economic development of Sub-Saharan Africa through several initiatives that included promotional activities as well as the promotion of selected investment opportunities. The main countries of intervention were Cameroon, Ethiopia, Gabon, Ghana, Mozambique, Senegal, Tanzania. In particular, UNIDO ITPO Italy promoted several industrial projects and implemented specific initiatives in regards to the two main sectors of Agro-Industry, and Energy & Environment.

Our Office, in synergy with the Italian Ministry of Foreign Affairs and with the Italian Ministry for Environment, Land and Sea, also played an active role in attracting foreign investments and in developing technical and managerial capacities aimed at promoting sustainable development in the African Continent.

CAMEROON

According to the latest international economic reports and to the national energy development strategies, Cameroon is undergoing a sustained development process that also includes the energy efficiency and renewable energy nexus which positively impacts on Gross Domestic Product (GDP) growth. UNIDO ITPO Italy, along with its partner agencies and cooperating institutions, recently implemented a wide portfolio of energy projects and programmes, in line with its core mandate to promote sustainable industrial development. These projects mainly focus on energy

access, renewable energy for productive uses (attention is now given to link agroindustry with renewable energy technologies, as they are now being used for powering agricultural



appliances), improving industrial competitiveness through energy efficiency, tackling climate change and strengthening policy and regulatory framework. Furthermore, in synergy with local institutions and Investment Promotion Agencies (IPA), UNIDO ITPO Italy involved Cameroonian companies in some interesting initiatives. These company representatives participated in key events in the field of energy and environment such as Solarexpo and Ecomondo 2012. Our Office assisted the Cameroonian participants during these events as well

as during their BtoB meetings, and organized for them ad hoc company visits. These initiatives gave to participants the occasion to be directly exposed to technologies and best practices currently available in Italy and helped the Italian companies to explore the possibility to directly invest in the Country. With the aim of reinforcing matchmaking activities in Cameroon, UNIDO ITPO Italy established a fruitful synergy with the UNIDO Subcontracting and Partnership Exchange (SPX) programme, that links domestic enterprises to the supply chains of domestic or international companies. The aim of the UNIDO SPX programme is to develop the capacities of local SMEs to meet buyer needs and to identify profitable business/investment opportunities. The Government of Cameroon officially recognized the necessity to continue to work in synergy, in order to facilitate the transfer of the most suitable green technologies and to develop services and solutions for waste and water



treatment. In 2012 UNIDO ITPO Italy paid also great attention to the agroindustry sector, reinforcing the relations with important stakeholders at national and international level.

Fruitful discussions were started with the University of Udine and the Italian Livestock Association (AIA), with the objective to improve the training of veterinaries and to transfer the necessary food processing technologies to Cameroon.

ETHIOPIA

UNIDO supported the Ethiopian tannery sector.

8th March 2012, Rome

The Ethiopia-Italy Trade & Investment Forum of 7th March, previously presented in the Highlights section of this Report, was followed by the Ethiopia Country Presentation addressed to all the Italian companies interested in the sectors in which Ethiopia is concentrating its growth such as agroindustry, energy and infrastructure. During the event, attended by more than 220 participants, Ms. Aurelia Calabrò, Chief of the Rural



Entrepreneurship Development and Human Security Unit, presented UNIDO activities and programmes developed in the country, with a special reference to the leather sector and to the "top down approach" aimed at producing more and better quality finished leather products. During the afternoon session, ITPO Italy, in synergy with Confindustria, organized over 250 BtoB meetings between the Ethiopian and Italian



companies. During the meetings UNIDO ITPO Italy staff provided assistance to the foreign entrepreneurs. Considering the large number of investment opportunities available in the leather sector, and in line with the large number of UNIDO

programmes aimed at supporting the Ethiopian leather sector development, UNIDO ITPO Italy organized a specific study tour to the Santa Croce sull'Arno industrial district, one of the main industrial clusters in the leather sector in Europe. Thanks to this initiative, the Ethiopian entrepreneurial delegation learned about the organization and the structure of this integrated tannery supply-chain, and had the opportunity to visit and interact directly with several Italian companies.



UNIDO and the African Union organized a Conference on "Economic Diversification and Manufacturing in Africa".

5th June 2012, Addis Ababa, Ethiopia

UNIDO and the African Union organized the Global Conference "Economic diversification and manufacturing in Africa" aimed at discussing strategies and initiatives to promote economic diversification in Africa, with a special focus on agribusiness and pharmaceutical sectors. The event was a follow-up to the 19th Conference of African Ministers of Industry, held in March 2012, where the consensus on the need to focus on agro and pharmaceutical industries in order to accelerate industrial

development in Africa was expressed. Furthermore, this conference anticipated the 19th African Union Summit (July 9th to 16th July, in Lilongwe – Malawi) giving the opportunity to elaborate proposals and suggestions for boosting intra-African trade. Encouraging South-South cooperation, the conference's objective was to foster investment collaboration between African enterprises and companies from both developed and emerging economies and to provide a forum for business-to-business linkages among stakeholders, particularly private sector companies. UNIDO ITPO Italy gave the opportunity to some Italian companies to participate in the event, and to meet a large number of African companies operating in the agribusiness and pharmaceutical sectors in Africa.



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GABON

Since 2011 ITPO Italy is involved in supporting the Gabonese private sector, with a particular attention to the woodworking value chain, which represents the biggest source of income for the country. In particular, ITPO Italy organized a Country Presentation attended by the President Ali Bongo Ondimba and several Ministers, such as the Minister of Forestry and the Minister of Industry. As a follow-up to this big event, our Office is implementing several activities related to the agro-industry sector and involving both entrepreneurial and institutional counterparts.

Meeting between the Gabonese Ministry of Forestry and Federlegno.

27th September 2012, Rome

On the occasion of the 2012 FAO Committee on Forestry, UNIDO ITPO Italy organized a meeting between a delegation of the Gabonese Ministry of Water and Forestry and FederlegnoArredo. In Gabon, the forest area covers about 85% of the territory, of which about 12% is protected. The wood sector employs 20.000 people and represents the second largest



industry in terms of national export. Nonetheless, most of the wood resources are exported as raw material, which in turn hampers the development of the corresponding local chain. To avoid this process, a national law establishes that 75% of timber must be processed in the country before being exported. Within the framework of the projects "Gabon Vert" and "Gabon Industriel", promoted by the Gabonese Government, the country decided to support companies which process

local timber before the export. FederlegnoArredo confirmed its availability to support the industrialization plan of this Sub-Saharan country and expressed great satisfaction for the efforts that the Government is undertaking concerning wood traceability. With the aim of supporting the development of the Gabonese wood chain, UNIDO ITPO Italy continues to assist local companies in identifying suitable solutions by promoting Gabon's opportunities in the Italian business community.

Meeting with the Minister in charge of Agriculture of Gabon.

5th December 2012, Rome



UNIDO ITPO met the Minister in charge of Agriculture of the Gabonese Republic, Ms. Célestine Oguewa Ba, at the presence of H.E. the Ambassador Charles Essonghe. During the meeting, particular attention was drawn to Gabon investment potentialities, highlighting the implementation of two government projects: "Gabon Vert" and "Gabon Bleu". Ms. Ba recognized the importance of UNIDO support especially for the fishery sector, acknowledging the work done so far by ITPO in this



sector in collaboration with the district of Mazara del Vallo and Marche Region. With reference to agriculture, which remains the top priority for Gabon, the sector suffers from high post-harvest losses, as it needs adequate technologies and expertise for the processing and packaging of food products. Among the objectives of "Gabon Vert" programme, a fundamental role is played by the involvement of youth and women, in order to enhance the development of family-based agriculture. In this framework, a key role could be played by capacity building activities and UNIDO ITPO Italy will evaluate the organization of study tours and capacity-building sessions to support the development of productive

chains, along with training courses held on the field by companies representing Italian excellencies in these sectors.

MOZAMBIQUE

Within the framework of the Senegal-Mozambique Platform for the support to the private sector, ITPO Italy is carrying out several activities aimed at supporting the agro-industry sector in Mozambique. As a result, a relevant agreement on the fishery sector was signed, which further links the cooperation between Italian and local counterparts.

Mozambique-Italy: UNIDO encouraged scientific cooperation in the fishery sector.

4th-5th April 2012, Mazara del Vallo



Thanks to UNIDO ITPO Italy support, the Instituto Nacional de Investigação Pesqueira (IIP), welcomed by the Mazara del Vallo Fishery District, met the Experimental Zooprophyllactic Institute of Sicily (IZS), the Institute for Coastal Marine Environment of the National Research Council (IAMC-CNR) and the University Consortium of Trapani (CUPT). An agreement was signed between individual parties and represented the starting point of a new international cooperation. The meeting encouraged specific opportunities for scientific cooperation in the fishery sector. Within this framework, on 30th July 2012 a partnership between the Instituto Nacional de Investigação Pesqueira and the Institute for Coastal Marine Environment of the National Research Council (IAMC-CNR) was defined. The agreement led to an explorative mission to Mozambique in November, aimed at understanding the potential of the fishery sector in Maputo and Cabo Delgado.



The Head of UNIDO ITPO Italy intervened in the Country Presentation organized in the occasion of the twentieth anniversary of the Peace Agreement in Mozambique.

16th October 2012, Rome



The Italian Ministry of Foreign Affairs and the Embassy of Mozambique in Italy organized a Country Presentation, at the presence of H.E. Oldemiro Baloi, the Minister of Foreign Affairs of Mozambique, on the occasion of the twentieth anniversary of Peace Agreements signed in Rome in 1992.

The Head of UNIDO ITPO Italy, Ms. Diana Battaglia, illustrated the efforts that the Office made to support local companies with the contribution of the Italian Development Cooperation. In addition, the organization of several study tours and capacity building sessions carried out by UNIDO ITPO Italy was mentioned, as well as the importance of ITPO Italy's delegate programme, which was confirmed in the speech by Mr. Gil Bires (CPI Mozambique) who joined the programme in 2011. Ms. Battaglia



further recognized that Mozambique represents a real development model for other Countries in the region, and that projects carried out by UNIDO ITPO Italy can be there replicated. After the presentation, ITPO Italy hosted Mr. Gil Bires and the Director of Cepagri, Mr. Aderito Mavie, to discuss the possible involvement of Italian companies in agroindustry projects, particularly in the dairy and tomato processing sectors.



SPECIAL PROMOTION ACTIVITIES

During 2012 UNIDO ITPO Italy held a series of meetings and special initiatives with Italian and international stakeholders, aimed at strengthening the common efforts to achieve sustainable industrial development in Developing Countries. These initiatives paid particular attention to the Office's main sectorial priorities, namely environment & energy and agro-industry, food safety & food security.

SAFE Master course: "The role of intergovernmental agencies in promoting awareness on environment and energy fields".

15th February 2012, Rome

UNIDO ITPO Italy, invited by SAFE (Energy Resources and Environmental Sustainability), gave a lecture for the students attending the master course "Energy Resources Management". UNIDO staff, in the framework of the lesson entitled "The role of intergovernmental agencies in promoting awareness on environment and energy fields", provided an overall view on UN agencies and programmes working on the energy and environment fields, underlining UNIDO's and UN Energy's pivotal positions and initiatives. The main objective of this formative path was to inform students on UN trends and to promote a growing culture on environment and energy fields. UNIDO's involvement represented a valuable opportunity to raise awareness about the importance of increasing access to energy, energy efficiency, and renewable energy, crucial conditions to achieving the Millennium Development Goals.



Informative session about the International Conference on food security.

21st February 2012, Rome

The Informative Session about the International Conference "Enhancing Food Safety and Food Security in African Countries - Processing and packaging technologies from farm's gate to the consumer's table" aimed to



show UNIDO ITPO Italy's commitment regarding food safety and food security in Africa. In front of various Sub-Saharan African embassies representatives, reunited in a round table, UNIDO had the opportunity to present the Packaging Centre Project, an initiative to be developed in East Africa. The session continued with the intervention of Ipack-Ima, a lead organizer of fairs related to packaging and food processing in Italy and abroad. Ipack-Ima's CEO, Mr. Guido Corbella, illustrated the common

strategy that UNIDO ITPO Italy and Ipack-Ima have been implementing since 2009, with the aim of supporting technological development and of ensuring food safety through the promotion of the most suitable technologies and best practices in this field.

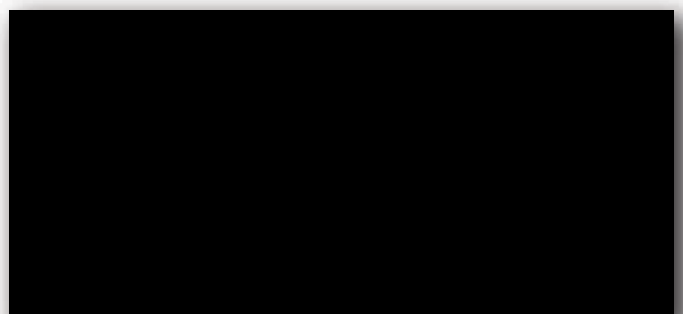
Participation in Ipack-Ima Fair.

28th February-2nd March 2012, Milan

Ipack-Ima fair is one of the most important international events in the industry of food packaging, processing and material handling technology. The exhibition event showcased the very top technology and solutions in all food and non-food sectors for industry professionals from every part of the world. Within this framework, ITPO Italy supported 14 companies coming from Cameroon, Senegal and Mozambique. During their visit, the entrepreneurs had the opportunity to attend more than 60 BtoB meetings with Italian companies, mainly involved in agribusiness sectors such as



fruit processing and dairy production, coffee production and fishery. IPACK-IMA is an event in constant development that offers solutions and opportunities to create and develop future scenarios. A few examples include the Innovation Corner, an area dedicated to companies wishing to present their new products and services, and the Planning the Future area. IPACK-IMA 2012 is the place where the community it represents assembles and discusses on the occasion of an international convention dealing with technology as a means of ensuring food sustainability and safety. This event is part of a multi-year project started in 2009 with the convention "More technology, safety and quality, less hunger" organized with the support of UNIDO and World Food Programme (WFP).



Bahrain Green Tech-Expo & Forum 2012.

12th-15th March 2012, Manama, Bahrain

UNIDO ITPO Italy, aware of the key role played by technology innovation in achieving sustainable development, presented its activities in favor of the Mediterranean SMEs, within “Bahrain First Technology Exhibition & Forum 2012”. Renewable energies, water management, waste



management and green lifestyle were the four main themes discussed during the four-day expo. In this event, UNIDO supported the “Public Commission for the Protection of Marine Resources, Environment and Wildlife” as a co-organizing partner to bring international experts in the environment field to the event and involving about 100 companies that were showcasing their green technologies.

UNIDO visited the ENEA Casaccia Research Centre.

5th April 2012, Rome

UNIDO ITPO Italy, within the framework of its activities aimed at supporting the diffusion of innovative renewable energy solutions in developing countries, visited the Casaccia Research Centre of ENEA, the Italian national Agency for New Technologies, Energy and Sustainable Economic Development. ENEA represents a strong point of reference for research & development of innovative technology applications in multiple



sectors. These include energy efficiency, renewable energy sources (solar energy in particular) environment, climate and new technologies. With the final aim of developing synergies to identify the best technologies for industrial application, this initiative was a precious opportunity for UNIDO ITPO Italy to understand ENEA's activities and to evaluate the possibility of collaboration to contribute to sustainable industrial development in emerging countries.

UNIDO ITPO Italy at the Italian PV Summit.

8th May 2012, Verona

In the framework of Solarexpo 2012, UNIDO ITPO Italy participated as guest speaker in the ITALIAN PV SUMMIT, a key event on solar energy sector, during the office's commitment to the promotion of renewable energy in developing countries was presented along with the projects of our participating foreign delegations assisted by the Office. This event cemented its position as one of the most important conferences for the solar PV industry at an international level featuring over 50 speakers, 10 working sessions and 400 participants from 19 different countries. The



event provides a meeting point for the community of solar sector professionals, gathering alongside the CEOs of leading global and Italian companies (such as Enel Green Power, EPIA – European Photovoltaic Industry Association, European Commission's Joint Research Centre, among others), top international analysts and institutional representatives. The summit offered in-depth insights into the future of the solar sector by carefully analyzing market trends and the many variables in play in order to provide industry players with practical, real-world business intelligence. Through the key role of Italian technologies, UNIDO ITPO Italy confirms its role as honest broker between the DCs' needs and the foreign markets, catalyzing the expansion of the target countries' SMEs. During the fair UNIDO ITPO Italy supported an entrepreneurial delegation from Morocco, Egypt, Ethiopia, Cameroon, Senegal, Lebanon and Armenia interested in the field of renewable energies.

More than 200 BtoB meetings were attended by ITPO foreign delegation at SOLAREXPO.

9th-11th May 2012, Verona

SOLAREXPO is the most important trade fair in Italy, and one of the global leaders dedicated to renewable energy and green economy and with a specific focus on solar energy, PV systems and solar thermal. During this edition UNIDO ITPO Italy coordinated and assisted an entrepreneurial and institutional delegation from Morocco, Egypt, Cameroon, Senegal, Lebanon and Armenia. Ambassadors of Ghana and the Ivory Coast were also supported and had the chance to meet the key players in the photovoltaic sector, who in turn answered to their project ideas. This trade-exhibition provided UNIDO ITPO Italy's delegation with a deeper



overview on the technological innovations in the sector of renewable energies and particularly on photovoltaic technologies. On this occasion, UNIDO ITPO Italy organized more than 200 BtoB meetings between its delegates and the exhibiting Italian firms, at the end of which both parties expressed enthusiasm and satisfaction for the outcomes, in terms of both long term agreements and short term proposals. Furthermore, the photovoltaic sector raised great interest among the participants, especially with regard to photovoltaic modules and cells, but also to solar water-heating systems. A further goal was the successful cooperation with GSE (Energy Services Manager), the state-owned company which promotes and supports renewable energy sources in Italy cooperated by identifying between their associates, suitable partners for our foreign delegation.

UNIDO ITPO Italy to foster Developing Countries' agribusiness at Slow Sea Land.

8th-10th June 2012, Mazara del Vallo

UNIDO ITPO Italy participated in Slow Sea Land, an event for the valorisation of fishing and agro-food production of Mediterranean and Sub-Saharan Areas, in order to promote the activities to support the fishing industry in Developing Countries. Thanks to ITPO Italy support the Investment Promotion Centre (CPI) of Mozambique presented investment opportunities in the country's agri-business sector among the exhibitors from DCs. In concomitance with this event, the Forum on Fishing in the Mediterranean, promoted by ICE and organized by Slow Food together with the Fishing Productive District also took place. The event included a number of technical-scientific, cultural and informative meetings and conferences, aimed at fostering development cooperation projects. Among the initiatives, the presentation of the Annual Fishing and Aquaculture in the Mediterranean Report attracted attentions, as well as a specific session dedicated to the Blue Economy. The convention on the role of productive



districts and agro-food chains in the Mediterranean and Sub-Saharan Areas as a model of economic and social development was of great relevance for UNIDO staff to understand scenarios in this regional area.



RIO+20.

20th-22nd June 2012, Rio de Janeiro, Brazil

In alignment with UNIDO priorities and mission, UNIDO ITPO Italy contributed to the Green Industry Platform during RIO+20 Conference on Sustainable Development which took place in Rio de Janeiro, Brazil, in June 2012. The Green Industry Platform is a global high-level multi-stakeholder partnership intended to act as a forum for catalyzing, mobilizing and mainstreaming action on Green Industry around the world. It provides a framework for bringing together governmental, business and civil society leaders to secure concrete commitments and mobilize action in support to the Green Industry agenda (i.e. greening the manufacturing



process and creating green industries for production of goods and services for domestic use or export). By encouraging a more efficient use of energy and raw materials in manufacturing processes and services, the Platform will contribute both to cleaner and more competitive industrial development, and will help reduce pollution and build reliance on unsustainable use of natural resources.

Three Italian peak energy and environmental engineering and technology companies participated in the event thanks to our Office. This contribution demonstrated the concrete engagement from the high level business community to respond to UN calls to find viable and sustainable solutions to the current patterns of industrial production. UNIDO ITPO Italy confirmed itself as a relevant asset to sensitize the Italian companies to turn into their production processes the values of sustainability.

Round table in the fishery sector.

11th July 2012, Rome

Several African countries, such as Tunisia, Kenya, Ethiopia, Cameroon, Ghana, Zambia and Mozambique, took part in the round table on “Investment opportunities in the fishery sector” organized by UNIDO ITPO Italy at its premises. Throughout the meeting, representatives and directors of fishing institutes presented their countries’ state of the fisheries sector and related investment opportunities to Italian companies and institutions, such as Mazara del Vallo Fishery District, Rovigo Fishery District, Marche Region, Federpesca and Lega Pesca. Over 200 million people in developing countries depend on fisheries and aquaculture for their livelihood, but the state of global fisheries is characterized by weak governance. This situation leads to overfishing, and a vast loss of wealth. In



addition, food safety and food security issues arise because of the lack of traceability records, an inadequate cold chain in seafood production and unhygienic conditions on fishing vessels. In this context UNIDO ITPO Italy organized this round table with the aim of supporting developing countries through technology and know-how transfer for sustainable fishing, as well as for the improvement of the entire fishery value chain to be developed at local level.

The Head of UNIDO ITPO Italy attends the “Women in Diplomacy” International Conference.

16th July 2012, Rome

UNIDO ITPO Italy’s Head, Ms. Diana Battaggia, was invited to participate in the International Conference “Women in diplomacy – building a network for a better world” that took place at the Italian Ministry of Foreign Affairs. The initiative was developed within the framework of the third Millennium Development Goal, which promotes gender equality and women’s empowerment as basic human rights. The event counted on the presence of high level players and successful women who shared their experiences in governmental or international organizations, along with representatives from civil society and industry. Among them, the Italian Prime Minister Prof. Mario Monti, the Italian Minister of Foreign Affairs Mr. Giulio Terzi, the Italian Senate Vice-President, Ms. Emma Bonino, the Italian Minister of University and Education, Mr. Francesco Profumo, the Italian Minister of Labour and Social Policies, Ms. Elsa Fornero, and the



Mexican Minister of Foreign Affairs, Ms. Patricia Espinosa. The U.S. Secretary of State Ms. Hillary Clinton and the Executive Director of UN Women Ms. Michelle Bachelet also contributed to the meeting with two video speeches on Gender and Merit. Furthermore, the event launched a broader Italian initiative, aimed at improving women access to international careers, in accordance with the “Women in Public Service” project presented by Ms. Hillary Clinton. UNIDO ITPO Italy acknowledges women’s active role in society as a key approach against poverty, hunger, and to foster sustainable development. In fact, women’s entrepreneurship is an issue on which ITPO Italy is working actively since 2009.

ITPO Heads Meeting.

4th-5th October 2012, Moscow

During 2012, UNIDO ITPO additionally strengthened its relations with HQ branches, programmes and the other ITPOs, in order to reinforce the direct effect of UNIDO’s activities in developing Countries. The Heads of



the UNIDO ITPOs gathered in Moscow for their annual meeting at the Centre for International Industrial Cooperation (CIIC), which is part of UNIDO’s ITPO Network. New ways of collaboration and industrial promotion were explored in order to adapt policies to new global trends. During the meeting, initiatives and programmes concerning new stakeholders of international cooperation were presented and new

approaches aimed at adding value, on different levels, to the UNIDO system and to expand its sphere of action from a geographical viewpoint, were explored. The meeting confirmed the importance of ITPOs as an effective tool to bring together potential business and institutional associates for investment and technology partnerships, in both advanced and emerging economies, through variety of value-added services to business institutions and entrepreneurs from both hemispheres.

“Feed the Land. Cultivate the Future” to promote food security in developing countries.

15th October 2012, Rome

On the occasion of the World Food Day 2012, UNIDO ITPO Italy participated in the session “I hate wasting food” within the International Conference “Feed the Land. Cultivate the Future” organized by Roma Incontra, in collaboration with the Italian Ministry of Foreign Affairs, the Italian Development Cooperation and the Italian Permanent Mission to the United Nations Organizations in Rome. The event focused on the themes of food security and nutrition, paying particular attention to the issues of food losses and spoilage. As ITPO Italy highlighted in its intervention,



around 60% of worldwide food production perishes due to a lack of adequate food processing and packaging solutions.

Food security and food are central to ITPO Italy’s actions aimed at promoting technologies and solutions to support the agro-industrial sector of developing countries.

UNIDO African delegates participated in the fishery sector study tour.

23rd-24th October 2012, Ancona

A large delegation including institutional representatives from Gabon, Tanzania, Kenya, Angola and Ivory Coast met with the fishery councillor of the Marche Region, Ms. Sara Giannini, in the context of the fishery sector study tour organized by UNIDO ITPO Italy. This initiative was aimed at providing to the Sub-Saharan delegates the opportunity to deepen their knowledge on cutting-edge technologies in the Italian fishery sector. Particular attention was given to fish processing and storage, fishing



instruments and techniques as well as technologies for waste treatment. Specifically, Marche Region is characterized by its extensive experience in fisheries, by its important cold chain system and advanced technologies in the whole productive chain. During the first stage of the study tour, delegates participated to a fish auction sale organized by Consorzio Pesca, the cooperative dealing with fish marketing. It was followed by a meeting



held at the Institute of Marine Sciences (ISMAR) of the National Council of Research (CNR). The African countries representatives had the opportunity to gain information about a research centre which is a point of excellence in Italy and which has relevant strengths in the marine resources management. The delegation also visited some important cooperatives and companies working in fish processing and marketing, with a particular focus on the role of cold chain for food safety. The study tour ended with the visit to the Ancona Port where a specific capacity building session on waste management in docklands was held. UNIDO ITPO Italy addressed a particular attention to the key role that the fishery sector is playing in the sustainable development strategy of a large number of developing countries and emerging economies. The fishery sector does not only represent a valuable contribution for the economic development of coastal areas, but it generates also positive spillover effects, such as infrastructures development and job creation on the whole value chain, including boat-building and maintenance, mechanical components production, and fishing nets, fish processing, packaging production, and transportation.

ECOMONDO 2012: UNIDO supported Developing Countries' sustainable development.

7th-10th November 2012, Rimini

ECOMONDO 16th International showroom on environment, material recovery, renewable energy and sustainable development took place in Rimini Fair from 7th to 10th November 2012. During this edition, and with the aim of encouraging business partnerships and strengthening the economic and industrial relations between companies operating in several developing countries and Italy, UNIDO ITPO Italy coordinated and assisted a delegation of 14 foreign private sector and institutional representatives, who held more than 300 BtoB meetings. The countries



represented this year were: Bahrain, Cameroon, Egypt, Ethiopia and Morocco. With over 84,351 attendees and more than 1.200 exhibiting firms, ECOMONDO furnished an unique platform to forge partnerships, examine

potential joint ventures agreements, as well as providing with the possibility of having a first hand look on a wide range of technical opportunities, systems, equipment, and services aimed at solving environmental problems as well as improving industrial energy efficiency and clean production techniques. During the event UNIDO ITPO Italy held also a speech within the Conference "Appropriate technologies for environment resources value added in Developing Countries", in order to reinforce synergies with other stakeholders active in the promotion and diffusion of innovative sustainable solutions.

UNIDO ITPO Italy to the national conference "Efficiency is wealth".

21st-22nd November 2012, Rome

UNIDO ITPO Italy participated in the Annual National Conference on Energy Efficiency organized by "Amici della Terra", Italian partner of the network Friends of the Earth International, under the patronage of the European Commission, the Italian Ministry of Economic Development, Italian Ministry for the Environment, National Agency for New Technologies – ENEA, and the Energy Services Management - GSE SpA. The conference represents a valuable opportunity to gather first hand information about the situation of Energy Efficiency in Italy and the strategies and guidelines in the sector. Of particular interest were the presentation of cutting-edge Italian technologies in the energy efficiency as well as the presentation of new technologies of leading firms in this field. The Conference was closed by the intervention of the Italian Minister for the Environment, Prof. Corrado Clini, who underlined the necessity to



invest in energy efficiency and renewable energy, not only to achieve numerical targets, but especially for the opportunities that these technologies represent in the international economic scenario.

Global South-South Development Expo 2012.

23rd November 2012, Vienna



ITPO Italy participated in the fifth annual Global South-South Development Expo (GSSD Expo), concluded with more than 600 delegates from 150 countries convening to exchange and scale-up best practices and

innovative solutions to cross-cutting energy insecurity and climate change challenges. The conference was hosted by the UNIDO HQ and organized in conjunction with more than 20 UN agencies and partners. The theme of the event was "Investing in Energy and Climate Change: Inclusive Partnerships for Sustainable Development" and had been conceived as a concrete response to United Nations Secretary-General Ban Ki-moon's "Sustainable Energy for All" initiative. Since its inception in 2008, the GSSD Expo has featured contributions from hundreds of partner countries, United Nations agencies, private sector enterprises and civil society organizations. UNIDO ITPO Italy staff had the opportunity to acquaint with international trends on these matters.

International Conference on productive work for youth in Tunisia.

28th November 2012, Tunis

The Head of UNIDO ITPO Italy, Ms. Diana Battaglia, attended the "International conference on productive work for youth in Tunisia and the rest of the Middle East and North Africa region", together with around 700 participants, including Government delegations and representatives of international organizations and the private sector. The conference counted on the participation, among others, of H.E. Hamadi Jebali, the Prime



Minister of Tunisia, Mr. Antonio Tajani, Vice-President of the European Commission, and Dr. Kandeh K. Yumkella, UNIDO Director-General. The event, organized by UNIDO in cooperation with the European Union, was aimed at supporting the development of Tunisian enterprises operating in labour-intensive sectors, with a special focus on young university graduates. In addition to the plenary sessions, the conference included over 20 parallel events for young entrepreneurs, including interactive workshops organized by partner institutions of the conference. Young entrepreneurs had the opportunity to receive training, and to interact with members of Parliament and potential investors. Moreover, in order to facilitate online discussions on the challenges and best solutions for youth employment, an interactive web platform was established. This conference took place in the framework of the Business and Technology Convention - CAT 2012 held from 28th to 30th November in which ITPO Italy brought its contribution through the participation of 10 Italian companies as a result of an intensive promotional activity.



ANNEXES

Country Presentations, Study Tours, Fairs, and Seminars

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
11 January	<i>Vietnam Summit - Finding a Way Forward 2012</i>	Hanoi, Vietnam	Institutional	Summit	-
13 February	<i>The role of intergovernmental agencies in promoting awareness on environment and energy fields - SAFE workshop</i>	Rome, Italy	Energy & Environment	Lecture	-
15 February	<i>Presentation of the Third Report by the National Centre of Italian Industrial Clusters</i>	Rome, Italy	Cluster development	Conference	-
21 February	<i>Official presentation to Sub Saharan Africa Embassies of the International Conference "Enhancing Food Safety and Food Security in African Countries - Processing and packaging technologies from farm's gate to the consumer's table"</i>	UNIDO ITPO Italy, Rome, Italy	Food safety & Food Security	Roundtable	11 institutional delegates from Sub Saharan African Countries
27 February-20 April	<i>Training on production engineering and management of woodworking industry for Vietnamese SMEs</i>	Pordenone, Italy	Woodworking	Master Course	14 entrepreneurs from Vietnam
28 February-2 March	<i>Ipack-Ima Exhibition 2012</i>	Milan, Italy	Food safety & Food Security	Exhibition and BtoBs	14 entrepreneurs from Senegal Mozambique and Cameroon
1 March	<i>International Conference "Enhancing food safety and food security in African Countries. Packaging and Processing technologies from the farm's gate to the consumer table"</i>	Milan, Italy	Food safety & Food Security	Conference	-
March-May	<i>IILA Conferences with Latin American Embassies</i>	Rome, Italy	All	Conference	-
7 March	<i>Official Opening of the Ethiopia-Italy Trade & Investment Forum</i>	Rome, Italy	Multisectoral	Forum	12 institutional and 48 entrepreneurial delegations from Ethiopia
7 March	<i>Vietnam Country Presentation on Woodworking Sector</i>	Udine, Italy	Woodworking	Forum	14 entrepreneurs from Vietnam

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
8 March	<i>Ethiopia-Italy Trade & Investment Forum</i>	Rome, Italy	Agroindustry	Forum & BtoBs	12 institutional and 48 entrepreneurial delegations from Ethiopia
9 March	<i>Study Tour on Leather Sector</i>	Santa Croce sull'Arno, Italy	Leather	Study Tour	3 entrepreneurs from Ethiopia
13-15 March	<i>Bahrain Green Tech Expo</i>	Manama, Bahrain	Environment & Renewable Energy	Expo	-
14 March	<i>Colombia Country Presentation</i>	Rome, Italy	Multisectoral	Forum	-
19 March	<i>Go International: Youth and International Careers</i>	Rome, Italy	Youth	Informative Session	-
22-23 March	<i>ASEAN Awareness Summit</i>	Rome, Italy	Institutional	Global Conference	-
23 March	<i>Expoedilizia 2012</i>	Rome, Italy	Constructions	Expo	-
26 March	<i>Vietnam Road Show</i>	Milan, Italy	Textile, Footwear, Woodworking	Road Show	-
27 March	<i>Vietnam Road Show</i>	Padua, Italy	Textile, Footwear, Woodworking	Road Show	-
28 March	<i>Vietnam Road Show</i>	Pesaro, Italy	Textile, Footwear, Woodworking	Road Show	-
30 March	<i>Vietnam Road Show</i>	Bologna, Italy	Textile, Footwear, Woodworking	Road Show	-
2 April	<i>The role of UNIDO ITPO Italy in supporting Developing Countries</i>	Rome, Italy	Multisectoral	Informative Session	-

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
5 April	<i>Visit to the ENEA Research Centre</i>	Casaccia, Italy	Energy	Study Tour for Staff	-
4-5 April	<i>Mozambique-Italy for Fishery</i>	Mazara del Vallo, Italy	Fishery	Official agreement	3 institutional delegates from Mozambique
10 April	<i>UNIDO and University of Udine for Cameroon</i>	Udine, Italy	Agro-industry, Food Security, Environment	Meeting	-
17-22 April	<i>Il Salone del Mobile, Furniture International Expo</i>	Milan, Italy	Furniture	Exhibition and BtoBs	14 entrepreneurs from Vietnam
18 April	<i>Renewables 2.0. How the Renewable Energy Sector Changes: New Plays, New Players</i>	Rome, Italy	Renewable Energy	Conference	-
20 April	<i>Doing Business in Conflicts Zones</i>	Rome, Italy	Multisectoral	Conference	-
23 April	<i>Presentation of the Moroccan Solar Plan</i>	UNIDO ITPO Italy, Rome, Italy	Renewable Energy	Meeting	1 institutional delegate from Morocco
24 April	<i>MASEN – Solar Energy Study Tour</i>	Priolo Gargallo, Catania, Italy	Renewable Energy	Study Tour	1 institutional delegate from Morocco
26 April	<i>New Horizons for the Design – Vietnam - Italy</i>	Matera, Italy	Multisectoral	Workshop	3 entrepreneurs from Vietnam
4 May	<i>Master Degree Graduation Ceremony for Vietnamese Woodworking Entrepreneurs</i>	Pordenone, Italy	Woodworking	Ceremony	16 entrepreneurs from Vietnam
7-8 May	<i>Italia-PV Summit, SolarExpo</i>	Verona, Italy	Renewable Energy	Expo	-
10 May	<i>Stage day with Ateneo Impresa</i>	Rome, Italy	Industrial Development	Meeting	-
9-11 May	<i>Solarexpo</i>	Verona, Italy	Renewable Energy	Exhibition and BtoBs	14 entrepreneurs and institutional delegates from Sub Saharan Africa and MENA countries

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
21 May	<i>Ecuador and Peru exploring the Italian Origin Consortia</i>	Rome, Italy	Multisectoral	Meeting	14 entrepreneurs from Ecuador and Peru
22 May	<i>Stage Day with LUISS Guido Carli</i>	Rome, Italy	Industrial Development	Meeting	-
23-24 May	<i>Iraq Trade & Investment Forum</i>	Rome, Italy	Multisectoral	Forum	50 institutional and entrepreneurial delegates from Iraq
24-26 May	<i>Enterprise Partnership for Development Forum</i>	Ho Chi Min City, Vietnam	Multisectoral	Forum	42 Italian entrepreneurs and Institutions
25 May	<i>Study Tour for Iraqi companies</i>	Rome and Reggio Emilia, Italy	Building, agro-industry	Study Tour	35 entrepreneurs from Iraq
4-5 June	<i>Economic Diversification and Manufacturing in Africa</i>	Addis Abeba, Ethiopia	Agribusiness, Pharmaceuticals	Global Conference	2 Italian companies
8-10 June	<i>Slow Sea Land International Expo</i>	Mazara del Vallo, Italy	Fishery	Expo	-
15 June	<i>Global Wind Day</i>	Milan, Italy	Renewable Energy	Conference	-
16-19 June	<i>Business Meeting at Expo Riva Schuh</i>	Riva del Garda, Trento, Italy	Footwear	Exhibition and BtoBs	6 entrepreneurs from Vietnam
18 June	<i>Vietnam Country Presentation</i>	Perugia, Italy	Multisectoral	Conference	12 entrepreneurs from Vietnam
20-22 June	<i>Rio+20, the United Nations Conference on Sustainable Development</i>	Rio de Janeiro, Brazil	Sustainable Development	Conference	3 Italian companies
25 June	<i>Waste new life: recovery and valorisation to energy and material – Safe Workshop</i>	Rome, Italy	Environment & Energy	Workshop	-
4 July	<i>UNIDO & EAC sign a letter of intent with Ipack-Ima</i>	UNIDO HQ, Vienna, Austria	Food safety and Food security	Meeting	-

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
4 July	<i>The ADB presents opportunities for Italian companies</i>	Rome, Italy	Industrial Development & Economic Growth	Seminar	-
6 July	<i>Energetic efficiency, smart grids and renewable sources - SAFE Workshop</i>	Rome, Italy	Environment & Energy	Workshop	-
11 July	<i>Investment opportunities in African fishery sector</i>	UNIDO ITPO Italy, Rome, Italy	Fishery	Round Table	7 institutional delegates from Sub-Saharan African Countries
12 July	<i>East Forum 2012: "The Challenge of Economic Growth, New Approaches to Industrial Policy"</i>	Rome, Italy	Industrial Development	Forum	-
16 July	<i>"Women in Diplomacy" International Conference</i>	Rome, Italy	Women	Conference	-
17 July	<i>Meeting with the Minister of Industry of Morocco</i>	Rome, Italy	Multisectoral	Meeting	-
19 July	<i>Presentation of the Report: "Italy in World Economy"</i>	Rome, Italy	Industrial Development	Conference	-
20 July	<i>India-Italia Design Round Table</i>	Rome, Italy	Leather and Design	Round Table	7 institutions from India
23 July	<i>Workshop on Industrial Parks in Vietnam</i>	Rome, Italy	Multisectoral	Workshop	5 entrepreneurs from Vietnam
5-7 September	<i>ZeroEmission 2012</i>	Rome, Italy	Environment & Renewable Energy	Expo	-
13 September	<i>Egypt Business Event</i>	Rome, Italy	Multisectoral	Conference	-
17 September	<i>BIE - Bahrain International Expo</i>	Rome, Italy	Multisectoral	Forum & BtoBs	7 institutions and 30 entrepreneurs from Bahrain
18 September	<i>Vietnam-Italy High Level Round Table. Visit of the Vietnamese Deputy Minister of Industry and Trade</i>	Rome, Italy	Multisectoral	Round Table	5 Vietnamese Governmental representatives

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
27 September	<i>Meeting between representatives of Gabon and FederLegno</i>	UNIDO ITPO Italy, Rome, Italy	Wood	Meeting	3 institutional representative from Gabon
2 October	<i>SAFE Master Degree Ceremony</i>	Rome, Italy	Energy & Environment	Conference	-
4-5 October	<i>ITPO Heads Meeting</i>	Moscow, Russia	Industrial Development	Meeting	-
9-12 October	<i>Study Tour on Leather Sector for Indian Entrepreneurs, India Country Presentation and Lineapelle fair</i>	Santa Croce sull'Arno, Italy	Leather	Study Tour & Fair	12 entrepreneurs from India
11 October	<i>Presentation of ANCE 2012 Report</i>	Rome, Italy	Construction	Conference	-
15 October	<i>Conference "Feed the Land, Cultivate the Future"</i>	Rome, Italy	Agribusiness	Conference	-
16 October	<i>Mozambique Country Presentation</i>	Rome, Italy	Multisectoral	Country Presentation	-
16 October	<i>World Food Day</i>	Rome, Italy	Agriculture	Conference	-
20-24 October	<i>Study Tour on paper industry</i>	Milan and Lucca, Italy	Paper Industry	Study Tour	3 entrepreneurial delegates from Iraq
23-24 October	<i>Study Tour on Fishery</i>	Marche Region, Italy	Fishery	Study Tour	5 institutional delegates from Sub-Saharan African Countries
29-31 October	<i>Study Tour on glass and pottery industry</i>	Milan, Modena and Rome, Italy	Glass and Pottery	Study Tour	3 entrepreneurial delegates from Iraq
31 October	<i>UNIDO-IMED Joint declaration</i>	Rome, Italy	Industrial Development	Agreement	-
6 November	<i>Meeting with Thai Embassy</i>	UNIDO ITPO Italy, Rome, Italy	Industrial Development	Institutional Meeting	-

DATE	EVENT	PLACE	SECTOR	TYPE OF EVENT	FOREIGN PARTICIPANTS
7-10 November	<i>Ecomondo 2012</i>	Rimini, Italy	Energy & Environment	Exhibition and BtoBs	14 entrepreneurs from Sub-Saharan Africa and MENA countries
8 November	<i>Webinar "Philippines: a Targeted Market for Italian-made Products"</i>	Rome, Italy	Multisectoral	Conference	-
19-23 November	<i>Global South-South Development Expo 2012</i>	UNIDO HQ, Vienna, Austria	Multisectoral	Global Conference	-
21 November	<i>"Energy Think: The Future of the Plant, the Energy Scenarios", 5th International Conference</i>	Milan, Italy	Renewable Energy	Conference	-
21-22 November	<i>4th National Conference on Energy Efficiency: "Efficiency is Wealth"</i>	Rome, Italy	Renewable Energy	Conference	-
26 November	<i>Meeting with Ivory Coast Ambassador</i>	UNIDO ITPO Italy Rome, Italy	Industrial Development	Institutional meeting	-
28-29 November	<i>4th International Forum on Food and Nutrition – Barilla Centre</i>	Milan, Italy	Agribusiness and Agro-industry	Forum	-
29 November	<i>Forum "QualEnergia"</i>	Rome, Italy	Renewable Energies	Forum	-
28-30 November	<i>International Conference on Productive Work for Youth - CAT 2012</i>	Tunis, Tunisia	Youth & Industrial Development	Conference and business forum	10 Italian entrepreneurs
3 December	<i>Uganda Country Presentation</i>	Rome, Italy	Multisectoral	Country Presentation	-
5 December	<i>Meeting with the Gabonese Minister of Agriculture</i>	UNIDO ITPO Italy, Rome, Italy	Agro-industry	Institutional meeting	2 institutional representatives from Gabon
13 December	<i>Energy & Environment Award 2012</i>	Rome, Italy	Environment & Energy	Conference	-



Incontri bilaterali. Il bilancio del Forum sulle opportunità di investimento

L'Etiopia guarda all'industria e «chiama» la tecnologia italiana

Cento imprese italiane, 40 etiopi, oltre 250 incontri B2B, a testimoniare l'interesse che le nostre aziende hanno per un'Africa in crescita e in particolare per un Paese, l'Etiopia, che ha con noi legami storici mai del tutto recisi. È stata di questo tenore la partecipazione delle aziende all'Ethiopia-Italy Trade & Investment Forum, che si è tenuto la settimana scorsa a Roma, alla Farnesina prima e in Confindustria poi (organizzatori dell'evento insieme a Unido e Assafrica), con l'obiettivo di consolidare i rapporti e approfondire le opportunità di investimento nel Paese africano. L'evento è stato organizzato in occasione della visita di stato in Italia del vice primo ministro etiopie, Hailemariam Dessale-

IN FASE DI DECOLLO

Infrastrutture, energia, pelli e tessile sono i settori con le prospettive migliori, ma bisogna battere la concorrenza dei Brics

gn, con una delegazione imprenditoriale al seguito.

L'Etiopia, come molti stati africani, è in forte crescita anche se il Pil con la crisi globale aumenta a ritmi un po' inferiori

Sicurezza alimentare: una fiera in Africa

UNIDO, EAC ed Ipack-Ima firmano un accordo per promuovere la sicurezza alimentare in Africa. Prevista una fiera sul packaging e food processing nel 2014 in Kenya.

Vienna, 4 Luglio 2012. Il Direttore Generale di UNIDO, Mr. Kandeh K. Yumkella, il Segretario Generale dell'EAC (Comunità dell'Africa Orientale), Amb. Richard Sezibera, e l'AD di Ipack-Ima, Guido Corbella hanno firmato un accordo per organizzare una fiera sul packaging e food processing, prevista nel settembre 2014 in Kenya.

«Il nostro Ufficio ha compiuto un notevole sforzo per supportare questo accordo, al fine di assicurare la sicurezza alimentare e alleviare la fame nel mondo. Ora ne raccogliamo i frutti grazie a questo importante risultato», ha affermato Diana Battaglia, Direttrice DI UNIDO ITPO Italy. «È dal 2009 che UNIDO ITPO Italy e Ipack-Ima portano avanti una strategia comune, con l'obiettivo di migliorare sicurezza e igiene alimentare. Da parte nostra c'è grande soddisfazione per l'intesa, che rappresenta un importante passo in avanti verso il raggiungimento degli obiettivi di sviluppo del millennio».



UNIDO alla 16ma edizione di Ecomondo

06.novembre.2012 • Posted in [extrafrica](#)

La 16 a edizione di Ecomondo sarà caratterizzata da un alto profilo internazionale, puntando sui nuovi mercati, quali, ad esempio, quelli dei paesi emergenti (Mediterraneo, Nord Africa, Africa Sub-Sahariana e America Latina). In quest'ottica, UNIDO ITPO Italy coordinerà e supporterà una delegazione di imprenditori provenienti da alcuni Paesi in Via di Sviluppo (PVS) (Bahrain, Marocco, Egitto, Etiopia, Camerun) che presenterà le opportunità di investimento nel settore ambientale dei propri paesi di origine.

Secondo una logica di win-win cooperation, infatti, le innovazioni tecnologiche "made in Italy" presentate in questo contesto possono essere applicate con successo nelle economie emergenti, proprio come ha sottolineato anche il Ministro dell'Ambiente Corrado Clini riferendosi alla "green economy" come allo "strumento per consentire la crescita, soprattutto in questi anni di crisi, e per aiutare ad uscire dalla povertà i Paesi in via di sviluppo, senza gravare in modo irreparabile sul pianeta".



INVESTIRE IN VIETNAM, PMI ITALIANE A HO CHI MINH CITY

(AGI) - Hanoi, 30 mag. - Mostrare le potenzialità del Vietnam come piattaforma produttiva per le imprese italiane che intendono espandersi sui mercati orientali: è l'obiettivo del Business Forum "Enterprise Partnerships for Development", organizzato a Ho Chi Minh City, in Vietnam, dall'agenzia Onu per lo sviluppo industriale (Unido). All'evento hanno partecipato circa 40 di imprese italiane dei settori tessile, calzature, pelletteria e arredamento, e oltre una novantina di partner locali, per un totale di oltre 300 incontri bilaterali.

Il forum è stato realizzato nell'ambito dello 'Sme Cluster Development', il progetto di sviluppo di distretti di piccole e medie imprese finanziato dalla Cooperazione italiana e realizzato in Vietnam da Unido, in collaborazione con Confindustria e l'Ice. L'obiettivo è quello di promuovere accordi tra aziende vietnamite e italiane, sfruttando da un lato le infrastrutture e le relazioni dei partner locali e, dall'altro, il know how italiano nel settore delle Pmi. "Il Vietnam - spiegano gli organizzatori del forum - può costituire la piattaforma produttiva ideale per le aziende italiane che vogliono avviare o espandere la propria presenza sui mercati della regione Asia-Pacifico, l'area del mondo oggi più dinamica e della dimensione di oltre 3 miliardi di abitanti". Il Paese asiatico, infatti, "ha stabilito accordi di libero scambio che consentono di esportare a tariffe doganali nulle o ridottissime in tutti questi Paesi", e il Business Forum "ha rappresentato per le imprese italiane un'importante occasione per comprendere dal vivo il potenziale del Paese".

(AGI) .



L'Italia punta al Vietnam, partendo da Bologna

Il Vietnam? E' la nuova porta che si è aperta per le piccole e medie imprese italiane sui mercati asiatici. Con un costo del lavoro pari alla metà di quello cinese. Una popolazione molto più giovane. Una tassazione nettamente più favorevole. Ma soprattutto, come sottolinea il ministro degli esteri Giulio Terzi in un messaggio che verrà letto venerdì in occasione del grande Convegno sul Vietnam che si terrà a Bologna, un accesso a dazio zero, per le merci prodotte in Vietnam, negli otto Stati che fanno parte dell'Asean, l'Unione economica del Sudest asiatico, tra cui Indonesia, Thailandia, Filippine, Singapore ecc (610 milioni di consumatori). Ma anche in Cina, Giappone, Corea grazie agli accordi doganali conclusi dalla stessa Asean con questi tre Paesi.

Un'occasione unica per chi ha compreso che nei prossimi anni il motore della crescita si sposterà verso l'Asia e non vuole mancare all'appuntamento.

Il convegno concluderà un serie di incontri preparatori che si sono tenuti a Milano, Padova e Pesaro con un imponente schieramento di forze: Confindustria, i Centri estero di una ventina di Camere di Commercio italiane, l'organizzazione delle Nazioni Unite per lo sviluppo industriale (UNIDO). Obiettivo: organizzare una grande missione di imprese italiane nel Paese.

Bahrain: international expo chance for italian firms

Sheik bin khalifa, 'spring and protests won't stop economy'



(By Cristina Missori) (ANSAméd) - ROME - Zero percent taxes, the most pro-business economy in the Arab world - the 12th worldwide - and an ideal market to access an estimated 440 million consumers in the Middle East and Africa were the incentives presented by the Kingdom of Bahrain to Italian companies who participated in the first edition of the Bahrain International Expo which wrapped up last night in Rome.

The expo promoted by the Economic Development Board (EDB) of the Kingdom and the investments office of the United Nations Industrial Development Organization (UNIDO) was attended by representatives from 30 companies hailing from Bahrain and 150 Italian enterprises.

GIORNALE DI BRESCIA

Tra tecnologia e solidarietà per aiutare i Paesi africani



■ Impacchettare al meglio i prodotti agricoli dei Paesi africani, per ridurre la quantità di derrate che vanno a male e aumentare il cibo a disposizione per la popolazione. Se ne parlerà dopodomani alla conferenza internazionale «Migliorare la sanità e la sicurezza del cibo nei Paesi africani», organizzata dalle agenzie agro-alimentari dell'Onu (Fao, Unido, Wfp, Idaf) nell'ambito della fiera del packaging Ipack-Ima 2012. La questione del confezionamento delle derrate alimentari può sembrare secondaria, ma in Africa non lo è.

Secondo la Fao, nei Paesi sub-sahariani il 50% della frutta e della verdura e il 20% dei cereali vanno persi dopo essere stati raccolti. «L'industria del packaging è praticamente inesistente nella maggior parte dei Paesi africani - ha detto la direttrice per l'Italia dell'Unido, Diana Battaglia - . Noi crediamo fermamente che il packaging sia uno dei vincoli più impegnativi allo sviluppo». «Per questo - ha commentato l'amministratore delegato di Ipack-Ima, Guido Corbella - stiamo sviluppando progetti per creare centri di packaging».

Iraq: le opportunita' per le imprese italiane al forum unido-Mae

(AGI) - Roma, 18 mag. - Presentare le opportunita' di investimento in Iraq alle imprese italiane: e' questo l'obiettivo dello "Iraq Trade and Investment Forum", organizzato da UNIDO in collaborazione con il Ministero degli Affari Esteri, in programma il 23 maggio alla Farnesina. Ad aprire i lavori, la Direttrice dell'UNIDO ITPO Italy, Diana Battaglia, e l'Ambasciatore dell'Iraq in Italia, Saywan Barzani. Paolo Romani, per il Ministero dello Sviluppo Economico, introdurrà il Ministro del Commercio iracheno, Kheer Allah Hassan Babkr. A seguire, gli interventi dell'Ambasciatore Maurizio Melani, Direttore Generale per la promozione del Sistema Paese, del Presidente della Commissione Nazionale Irachena degli Investimenti, Sami Al Araji e

L'Italia collabora al Piano Solare del Marocco

Italia e Marocco progettano collaborazioni e pianificano nuovi impianti per lo sfruttamento dell'energia del sole nel paese africano per completare il Piano Solare

(Rinnovabili.it) – Continuano ad andare avanti i progetti di collaborazione tra Italia e Marocco, concentrati per ottimizzare lo sfruttamento dell'enorme potenziale solare del paese africano. Per favorire i colloqui, **UNIDO ITPO Italy** ha ospitato presso la sua sede il MASEN, l'Agenzia Marocchina per l'Energia Solare dove il Dott. Ilias Hamdouch, Chargé de Mission e Senior Executive Advisor, ha incontrato i rappresentanti del Ministero dell'Ambiente italiano in qualità di **partner di UNIDO** per il sostegno al Programma Ambiente ed Energia a beneficio dei paesi del Mediterraneo.

agenzia
NOVA

Cooperazione: Unido Italy organizza "study tour" a supporto del settore ittico africano

Roma, 23 ott 19:01 - (Agenzia Nova) - Una folta delegazione proveniente dai paesi dell'Africa sub-sahariana partecipa allo "study tour" nel settore ittico organizzato oggi e domani dalla **sezione italiana dell'Organizzazione delle Nazioni Unite per lo sviluppo industriale (Unido Italy)**, in collaborazione con la Regione Marche. E' quanto si legge in un comunicato della stessa organizzazione. L'iniziativa rientra nell'ambito del Programma operativo del Fondo europeo per la pesca (Fep), gestito dalla Regione Marche. Durante la prima tappa dello "study tour", si legge nel comunicato, i delegati

Ethiopia-Italy forum: piano di Unido



L'UNIDO presenta il suo piano d'azione strategico per il **settore conciario** all'Ethiopia-Italy Trade & Investment Forum

Roma, 8 Marzo. Più di 140 imprese tra italiane ed etiopi, 220 partecipanti e oltre 250 incontri 'business to business'. Sono i numeri della seconda giornata dell'Ethiopia-Italy Trade & Investment Forum, **organizzato da UNIDO ITPO Italy** in collaborazione con il Ministero degli Affari Esteri, Confindustria, Assafrica & Mediterraneo e in sinergia con l'ambasciata d'Etiopia a Roma.

la Repubblica

Mozambico-Italia, la cooperazione silenziosa che aiuta i pescatori a sfruttare meglio

L'incontro di diverse istituzioni nazionali, **l'UNIDO (Agenzia Onu)** e strutture pubbliche mozambicane per una nuova collaborazione scientifica nel settore ittico, centrale nell'economia del paese, con 500 mila addetti

L'incontro. Grazie al **supporto di UNIDO**, l'Instituto Nacional de Investigaçao Pesqueira (IIP) del Mozambico, accolto dal Distretto della Pesca di Mazara del Vallo, ha incontrato l'Istituto Zooprofilattico Sperimentale della Sicilia (ISZ), l'Istituto per l'Ambiente Marino Costiero del Consiglio Nazionale delle Ricerche (IAMC-CNR) e il Consorzio Universitario della Provincia di Trapani (CUPT). E' stato il punto di partenza per incoraggiare ulteriori analisi, che portino all'individuazione di specifiche opportunità di cooperazione scientifica nel settore della pesca è stato il memorandum di intenti per le attività comuni ai istituti, da portare avanti nei prossimi mesi con l'obiettivo di incoraggiare ulteriori analisi.



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



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