



UNIDO ITPO Italy

Annual Report 2013



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

Foreword



"UNIDO, with his new strategic vision of Inclusive and Sustainable Industrial Development (ISID) launched by our new Director General, Mr. Li Yong, has a full agenda to consider"

Inclusive economic development is the aspiration of all emerging Countries. This implies developing a model of growth that generates welfare catalyzed through the sustained creation of jobs. In addition this model positively impacts on increasing GDP per capita, linked with the development of human capital (better education, better use of technology and productivity at work), sustainable management of natural resources, coherent promotion of production for the domestic and export markets and the strengthening of cultural identity, solidarity and ethical values.

In this challenge, the role of the United Nations is more crucial than ever, and UNIDO, with its new strategic vision of Inclusive and Sustainable Industrial Development (ISID) launched by Director General Mr. Li Yong, has a full agenda to consider. ISID provides a concrete space where the three dimensions of sustainable development – economic, social and environmental – can be integrated not just in theory but in practice. Integrating these three dimensions in the pursuit of poverty eradication is the key challenge facing the international community as we are about to formulate a set of Sustainable Development Goals (SDGs) and the Post-2015 development agenda.

It is in this context that I am proud to introduce the present Annual Report, which gathers a fine selection of the main activities delivered by UNIDO ITPO Italy during this year. Our Office contributed to many achievements of which it can be proud, promoting investments, technologies and managerial know-how in different regional areas of the world. Cross-cutting issues from youth employment and gender equalities, to poverty alleviation and sustainable industrial development are some of UNIDO ITPO Italy's main fields of action.

In conclusion of this forward, I would also like to take this opportunity to thank the many donors and institutions who have supported us during this year. In particular, the Italian Ministry of Foreign Affairs and the Italian Ministry for Environment, Land and Sea provided valuable funding to support our activities and subsequently our Work Plan. I would also like to thank all the colleagues from the UNIDO family for their precious efforts and cooperation in the pursue of our great goal of Inclusive and Sustainable Industrial Development.

Diana Battaglia



UNIDO ITPO Italy

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Highlights

UNIDO ITPO Italy assisted the Director General of **UNIDO Mr. Li Yong**, and his staff during his official visit in Italy. In this context a large number of meetings with Italian institutional and business representatives have been organized. The Director General presented UNIDO's priorities to the leading Italian companies like Barilla, Eni, Ipack-Ima, Novamont, FIAT, ABI – (Italian Banking Association) and Confindustria (the main trade organization representing the Italian manufacturing and services companies) including relevant political and economic institutions like H.E. the Minister of Foreign Affairs, Mrs Bonino. These important representatives and decision-makers expressed great interest to work in synergy with UNIDO in order to achieve sustainable industrial development aimed at cre-



ating new job opportunities, and improving food safety and food security through investments, knowhow and technologies transfer. One of the main topic discussed during the meetings was the importance to cooperate with the private sector, to bring a substantial improvement in the following areas of interest of the developing countries: **energy and environment, agro food industry, food safety and food security**. The Director General had the opportunity to introduce the Organization's new strategy for an inclusive and sustainable industrial development, and proposed concrete ways of collaborations with the Italian industrial model, also within EXPO 2015 "Feeding the Planet. Energy for life" framework.



22 October UNIDO Director General Li Yong's official visit in Italy



As an immediate result of the meetings held with the General Director, UNIDO was invited to participate in the "5th International Forum on Food and Nutrition" organized by Barilla Center for Food and Nutrition. Another important output was the follow up of the "[East Afripack 2014](#)" initiative (the first East Africa Packaging Exhibition – September 2014), developed with Ipack-Ima. This initiative, born from the longstanding collaboration established between ITPO Italy and Ipack-Ima, is being carried out in synergy with UNIDO HQs and the East African Community (EAC).





UNIDO

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:

- Poverty reduction through productive activities;
- Trade capacity-building;
- Energy and Environment.

UNIDO ITPOs Network

ITPO's are a unique network, within the UN system, of technical field offices, strategically located in industrialized and emerging countries with state of the art technology. This Global network promotes responsible foreign and domestic investment and sustainable technology through public and private sector partnerships for inclusive growth and creation of wealth in developing countries. The Network relies on Offices in Armenia, Bahrain, China (Beijing and Shanghai), Korea, Japan, Russia and Italy. The mission is to facilitate investment flows and technology transfers for host and recipient countries by providing high quality, tailor made and demand driven services to public and private sectors. The ITPO Network carries out its mandate through partnerships and networks, capacity building, advisory services, promotional activities and events, investment and technology project preparation and matchmaking between industrial profiles.



& ITPO Italy

Mission

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.

Services to Enterprises

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

Services to Institutions

- Training and capacity building
- Technical assistance
- Country and sector promotion
- Networking
- Dissemination of information on investment legislations

Special sectors of intervention

Agro-Industry: in order to improve food supply, ITPO Italy assists developing countries through the promotion of some specific projects and initiatives on agro-food and food security issues. ITPO's activities aim at promoting technologies and techniques to reduce post harvest losses, increase quality systems and, enhance food safety. Within this framework, ITPO Italy actively operates for the promotion of projects concerning, amongst 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 with training initiatives aimed at product quality improvement, product diversification, technology upgrading, etc. Similarly, relying mainly on technology transfer and ad hoc training activities, ITPO Italy helps wood sector companies overcome inefficiency, poor product quality and low productivity.

Energy and Environment: UNIDO ITPO Italy is working to reinforce the concept of environmental protection policies, by 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 better understanding of opportunities and incentive 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

76 New projects



109 Projects for promotion

9 Concluded projects

5 Operational projects

880 Business meetings



27 Jobs created

29 Seminars/
Workshops



10 Country
presentations



5 Fairs and
study tours



5 Roundtables
& meetings



Success cases

Promotion of solar thermal water heating technology for Egyptian hotels

EGYSOL is the 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).



In this context and within the framework of its Environment and Energy Programme, UNIDO ITPO Italy supported this initiative through its local focal point who provided substantive contribution to the **conclusion of 27 projects** concerning **solar water heating systems** and the **creation of 93 new jobs**.



Enhancing competences and cooperation between Vietnamese and Italian companies in the woodworking sector

During the last three years UNIDO ITPO Italy, in cooperation with UNIDO BIT/CBL Unit, supported the **UNIDO Project "SME Cluster Development"** in Vietnam. This project fully achieved its objectives to develop skills through the transfer of the industrial district/cluster concept, and best practices and technologies exchange between Italy and Vietnam.



A Master's Degree in **"Production Engineering and Management of Woodworking Industry"** was successfully organized between UNIDO and the University Consortia of Pordenone. Sixteen Vietnamese Furniture Producers attended the two months Master Course as well as classroom training and internships with the Italian Furniture Cluster of Livenza. The Master provided the participants with high level managerial tools and enhanced specific competences, but it also created the bases for a long lasting cooperation between the Italian and Vietnamese Companies.



Following up this initiative, on May 2013, Italian companies visited Vietnam with the goal of building the first Italian Furniture Industrial Cluster in Vietnam and to allow the Italian SMEs to strengthen partnerships with local companies operating in this sector.



Africa

Since 2010, ITPO Italy strongly supported industrial development in Sub-Saharan Africa. In this context and within the framework of the "Integrated Platform for Senegal and Mozambique", ITPO assisted SMEs in the field of agro-industry and food security. In 2013 our Office increased its support to the economic development of the continent through numerous initiatives and promotional activities in several countries such as Ivory Coast, Ghana, Cameroon, Ethiopia, Gabon, Tanzania and Angola.

Italian Development Cooperation activities in Sub-Saharan Africa

On July 17th, in line with its commitment in supporting the private sector in developing countries, ITPO Italy attended with particular interest the seminar entitled "Italian Development Cooperation in Sub-Saharan Africa: features, perspectives and useful information for business", which presented the **main characteristics of the Italian Development Cooperation intervention in the African continent**. Particular attention was given to aid credits provided by Italy to the Italian companies interested in investing in Developing Countries.

Africa Day 2013

On May 27th, ITPO Italy attended the opening of Africa Day celebrations, held in conjunction with the 50th anniversary of the African Union. In the last years, ITPO Italy supported SMEs industrialization in African countries mainly in agro-industry and in the environment sector. In this occasion, ITPO staff discussed with Sub-Saharan African Embassies representatives about the **importance of technology in the fight against hunger and in the achievement of sustainable development**. Mrs. Diana Battaglia participated in the celebration, where the Italian Minister of Foreign Affairs, Mrs. Emma Bonino, and the Italian President of the Republic, Mr. Giorgio Napolitano, had the opportunity to confirm the commitment of Italy in supporting African development.



Italy-Ethiopia Business Forum

UNIDO ITPO Italy continued to address particular attention to the investment opportunities available in Ethiopia: the country counts on socio-political and macro-economic stability, strong investment incentives and records high annual growth rates of its GDP. In this regard, on May 27th, an "Italy-Ethiopia Business Forum" was organized in Milan in collaboration with the Ethiopian Embassy, the Ministry of Foreign Affairs, Promos - Milan Chamber of Commerce, Assolombarda and the Institute for International Political Studies (ISPI). Mr. Sisay Gemechu, the State Minister of Industry, and other institutional Ethiopians representatives have presented during the event some economic and business opportunities in various sectors. ITPO Italy addressed particular attention to food and coffee processing, leather and leather products, textile and pharmaceutical sectors; and also had the possibility to meet the Ethiopian business delegation as well as a large number of Italian companies interested in the Country and in some areas of industrial cooperation.

Study Tour in Vigevano Industrial District

On May 28th, in order to foster the development of the Ethiopian leather and leather product industry (LLPI), ITPO Italy and ASSOMAC (National Association of Italian Manufacturers of Machinery for Footwear, Leather goods and Tannery) have organized a study tour in Vigevano Industrial District, and which counted on the participation of an Ethiopian institutional delegation, led by Ethiopian State Minister of Industry Mr. Sisay Gemechu. In recent years the Ethiopian leather industry has known a sharp increase in production and quality. In this context, the study tour held at Vigevano District aimed to facilitate the transfer of technology and know-how that may improve the efficiency and quality levels of the Ethiopian tanning industry. During the visit, the institutional delegation had the opportunity to explore the Industrial District excellencies and their sectors of specialization, such as the mechanized-footwear industry: the delegation could better observe not only the state-of-the-art, tannery techniques and technology, but also the organization and the structure of this integrated tannery supply-chain, based on flexible production and market demand adaptability.



Reinforcement of agri-business sector in Ivory Coast

On February 14th, ITPO Italy, which strongly supports agro-food industries in Ivory Coast, through packaging and food processing initiatives, had the opportunity to meet

the Minister of Agriculture, His Excellency Mr. Sangafowa Mamadou Coulibaly. Some Italian key actors of the agro-industrial sector attended the event, in order to discuss about potential synergies for the Country development. Food security is amongst the main priorities in all developing countries, and in particular in the Sub-Saharan region. In this context ITPO Italy will continue to support the Institutions and the private sector in Developing Countries in order to tackle post-harvest losses and contribute to the reduction of poverty.

Ivory Coast and UNIDO ITPO Italy work together for aquaculture development

On March 20th, ITPO Italy hosted a meeting between delegates from the Embassy of Ivory Coast and representatives of the Italy-Dominican Republic Chamber of Commerce, in order to establish a cooperation in the field of aquaculture. On that occasion delegates discussed about a new project proposal concerning Tilapia fish farming and how to expand it to an industrial scale in the medium and long term period. This project would allow higher and efficient fish production, compared to existing techniques. ITPO Italy has always supported the fishery sector in developing countries, as demonstrated by several activities benefiting Sub-Saharan countries. ITPO Italy will continue monitoring the evolution of this project, in order to encourage aquaculture development in Ivory Coast.



Within the framework of the increasing support that ITPO Italy provides to Sub-Saharan Africa, Mozambique remains a target Country and so does for the Italian Cooperation for Development. ITPO Italy is carrying out several activities aimed at strengthening cooperation with local Institutions, in the key sectors for local development, such as food processing and fishery.

Strengthening relations with the Investment Promotion Center of Mozambique

As a result of the Delegate Programme implemented in 2011 with the Investment Promotion Center of Mozambique (CPI), our Head of Office met with CPI's General Director, Mr. Lourenço Sambo, on 8th of February 2013 in our office in Rome, to evaluate outcomes from possible future collaborations on environmental issues, agro-industry and sustainable industrial development and investment opportunities in Mozambique. ITPO reaffirmed the commitment in supporting SMEs in Mozambique by giving Mr. Sambo the opportunity to illustrate the optimal investment climate that Italian stakeholders can find in this country, in terms of infrastructure, work-force and security. Mrs. Battaglia appreciated the presentation of CPI and affirmed the will to continue to support the Mozambican private sector in cooperation with this agency.

Cameroon, Tanzania



As a result of the longstanding cooperation between UNIDO ITPO Italy and the Italian Ministry for the Environment, Land and Sea, specific activities in Cameroon, Ghana and Tanzania have been carried out. After a thorough analysis of Cameroon, Ghana and Tanzania's environment and energy potentials, ITPO Italy identified some of their development needs and priority working areas, relevant institutions, and collected information on investment opportunities, openness level to foreign investors and technical aspects of the technologies required, in order to facilitate business partnerships between local companies and the Italian business community.

UNIDO ITPO Italy showcases future activities of its Environment and Energy Programme in benefit of Cameroon, Ghana and Tanzania

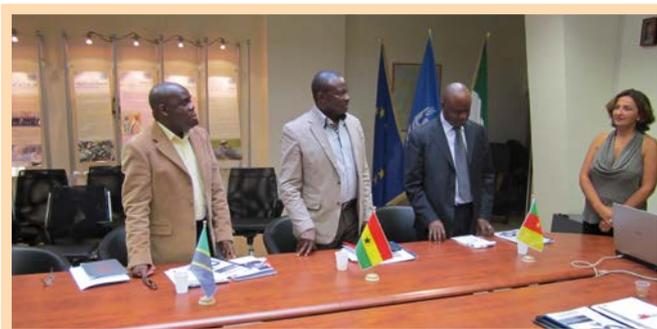
UNIDO ITPO Italy hosted in its premises a Roundtable with the Embassies of Cameroon, Ghana and Tanzania (beneficiary countries of [UNIDO ITPO Italy's Environment and Energy Programme jointly implemented with the Italian Ministry for the Environment, Land and Sea](#)) with the goal to present the state-of-the-art of its technical assistance supporting SMEs in the environment and energy industrial sectors, as well as to present new activities in support of the economic and industrial development of these countries (Cameroon, Ghana, Tanzania).

The meeting confirmed the paramount importance of energy efficiency, renewable energy and environmentally-friendly technologies to satisfy the energetic needs both of civilian and industrial use in these countries. Energy production from renewable sources (hydro, wind, solar and geothermal) is particularly compatible with the mechaniza-

tion needs of agriculture but also for other key economic sectors for these three countries such as tourism.

In this context, ITPO Italy underlined the importance of sustainable development and by remarking the need of technology access, as well as officialising its participation in ECO-MONDO 2013 fair on environment solutions. In this context, ITPO Italy introduced a wide project portfolio and the idea of bringing a conspicuous entrepreneurial delegation coming from various developing countries. Furthermore the news on incoming delegates for 2014 was delivered.

Following UNIDO ITPO Italy presentation, each sub-Saharan African representative intervened, stating the main priorities related to their country environmental and energy needs, emphasizing current local policies and programmes aimed at supporting investments in those sectors.



& Ghana

Ghana is one of the three beneficiary countries of current UNIDO ITPO Italy's Environment and Energy Programme.

Institutions and private companies contacted in Ghana

20 *Companies active in the water sector*

08 *Companies active in the environment sector*

11 *Companies active in the waste sector*

15 *Institutions and associations active in the environment sector (water, waste and energy)*

Projects scouted, all being currently promoted

02 *Projects concerning solar energy*

01 *Project concerning tidal wave energy*

01 *Project concerning wind energy*

04 *Projects concerning biomass*

06 *Projects concerning waste treatment*

03 *Projects concerning energy efficiency*

01 *Project concerning recycling*

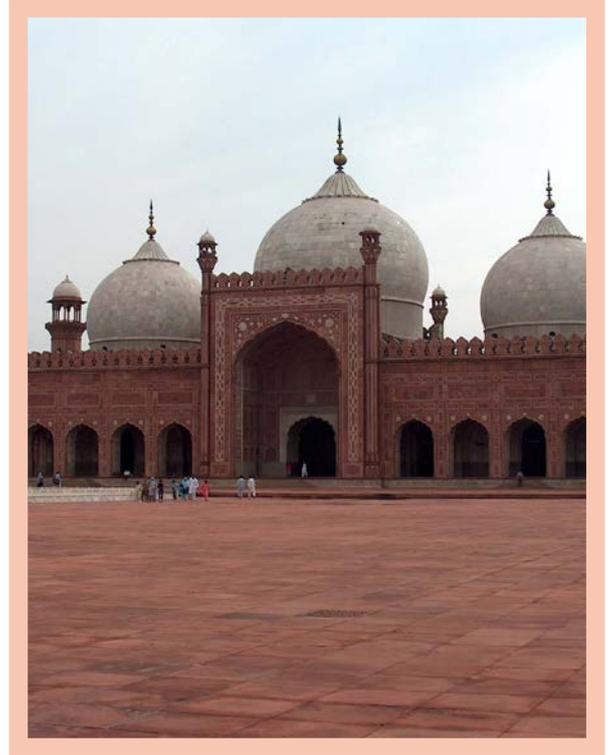
03 *Company visits held as a first result of ECOMONDO 2013 participation*



MYANMAR

A new Asian frontier

On October 23rd due to the great interest UNIDO has in Southeast Asia, UNIDO ITPO Italy's Director Mrs. Diana Battaglia, participated in the conference "Myanmar, a new Asian frontier", sponsored by the Italian Ministries of Foreign Affairs and Economic Development and organized by the Organization for Economic Development and Cooperation (OECD) and the Asian Observatory. Myanmar is implementing an important set of social, political, and economical reforms, and the next year will be in charge of the ASEAN Presidency. Over the last few years, Italy substantially improved the economic relations with the Country and enhanced further opportunities for Italian businesses in some of its key sectors, like energy, mechanics, infrastructure, agriculture, and tourism. Given this background UNIDO ITPO Italy is firmly engaged in planning initiatives in order to foster inclusive and sustainable development.



PAKISTAN

UNIDO has established an Investment Promotion Unit (IPU) in the Pakistani city of Lahore and resumed its collaboration with SMEDA (Small and Medium Enterprises Development Authority), the premier institution of the Government of Pakistan under the Ministry of Industries for SMEs promotion.

The joint **UNIDO-SMEDA-Italy Programme**, funded by the Italian Ministry of Foreign Affairs' Italian Development Cooperation and implemented by UNIDO, aims to increase the number of industrial projects carried out in Pakistan through business-oriented cooperation with foreign partners, in particular from Italy. UNIDO ITPO Italy is supporting the IPU in Lahore to improve its services in support of Pakistan's business sector.

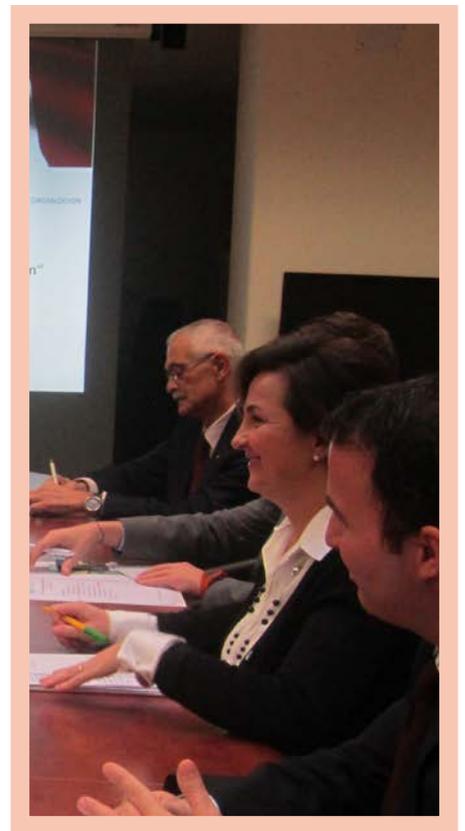
In this regard, UNIDO organized awareness-raising seminars in Lahore to present the Organization's Subcontracting Partnership Exchange Platform

Asia

(SPX) and the UNIDO Investment Promotion Methodology targeting local SMEDA staff and other stakeholders. Furthermore a training on project management, particularly on financial schemes and principles, monitoring and evaluation, was held in Lahore, with the participation of Artigiancassa S.p.A, an Italian bank under the umbrella of the BNL Group. Throughout the course, local beneficiaries worked closely with Artigiancassa experts to learn more about the best practices of Italian (national and local) guarantee schemes.



Fostering economic relations between Pakistan and Italy



On November 26th, ITPO Italy hosted a Roundtable entitled “Fostering economic relations between Pakistan and Italy”. Amongst the participants there were our Head of Office, Mrs. Diana Battaglia, the Ambassador of Pakistan, H.E. Mrs. Tehmina Janjua, and other institutional representatives. The purpose of this meeting was to provide the Italian business community with a comprehensive description of business conditions, investment and cooperation

opportunities in Pakistan. The Roundtable had also the scope to encourage further networking, economic collaborations and/or joint ventures under the UNIDO-SMEDA-Italy Programme. With over 180 million inhabitants, Pakistan offers its investor a strong and large consumer market thanks to an expanding middle class. Moreover, strategically placed at the centre of Asia crossroads and being very close to the Persian Gulf, Pakistan represents an important cen-

tre and market both for trade exchanges and inter-regional investments. For this reason, Italy has always followed with interest the Pakistani market and in the last decades has gradually empowered its position or increased its presence within the country, becoming one of the top ten global trading partners of Pakistan, and the third amongst the EU member States, with a growing trade exchange amounting in 2012 to approximately 1.2 billion US dollars.

Latin America



During an exploratory mission to Lima on March 2013, ITPO Italy's Head, Mrs. Diana Battaglia met Peruvian Minister for Production Mrs. Gladys Triveño. After the successful meeting ITPO Italy acknowledged the Southern-American country need to promote investment opportunities and to transfer know-how and best practices to harness different productive sectors, in particular the textile and fashion industry. As follow up of this mission two specific activities were developed to raise awareness on and promote Peru's textile sector development.



UNIDO presented new investment opportunities in Perù to Italian companies

On May 15th, ITPO Italy, in collaboration with the Private Investment Promotion Agency, Pro-Inversión and the Embassy of Perú, organized the Country Presentation "Perù-Italy: a Potential Partnership". The meeting was attended by

H.E. Mr. Alfredo Ferreyros Arosemena, the Ambassador of Perù in Italy, and the Director of ProInversión through videoconference from Lima, Mr. Hector Rene Rodriguez. During the meeting Mrs. Battaglia stated: "Italy is a great

country, where the constant innovation of the Italian enterprises can offer the best in technology and knowhow in a big range of sectors and that can match perfectly with the needs of the Peruvian enterprises in particular on textile and



fashion design industry". Mr. Rodriguez presented to the Italian companies and associations (among them: Unioncamere, Enel, and Ferrovie dello Stato) some investment opportunities currently offered by Perú. The twenty projects focus on the construction, financing and maintenance of several infrastructure projects (ports, roads, power lines, airports, waste and water treatment). Ambassador Arosemena announced the availability to cooperate with UNIDO ITPO Italy in supporting Italian entrepreneurs that are eager to explore Peruvian economic and industrial realities.



UNIDO supports the development of the textile-fashion sector in Peru

From the 17th to 21st June 2013, the Ministry of Industry and Production of Peru organized the Gamarra Concourse in Lima, an initiative aimed at disseminating best practices and at identifying fashion design finest talents. UNIDO ITPO Italy supported Peruvian SMEs, through the participation of the international designer Ms. Francesca Liberatore whose intervention gave local entrepreneurs the opportunity to participate to a specialized workshop illustrating the entire process of fashion design, from project concept to final realization. Ms. Liberatore held further meetings with ministerial authorities, young local designers and specialized enterprises. In this regard, UNIDO's assistance paramount goal was to sustain and facilitate the development process of key players operating in the Peruvian fashion design sector, giving Gamarra textile industry the instruments to compete on a global scale in the next future. The Minister for Production H.E. Mr. Gladys Triveño, who took part with Ms. Liberatore in the evaluation of the first part of the contest, underlined the high value of the initiative, which plays a fundamental role in the development of local enterprises' competitiveness.



VENEZUELA

UNIDO ITPO Italy at the conference on Venezuelan investment opportunities



On July 30th, UNIDO ITPO Italy participated in the Conference "Opportunities of the Bolivarian Revolution of Venezuela in 2013," organized by the Embassy of the Bolivarian Republic of Venezuela in Rome. On this occasion, ITPO Italy had the opportunity to explore the key areas in which Venezuela is sustaining its internal economic growth and which requires a greater flow of investments, technology and know-how. In this context, opportunities of business cooperation are increasing mainly in the hydrocarbons, electricity, agro-industries and construction sectors. The event was attended by Italian companies interested in the Latin American Country, as well as by the vice president of UN/CEFACT - United Nations Centre for Trade Facilitation and Business - who presented the bilateral economic cooperation between Venezuela and Italy, in the framework of the global market, highlighting the common perspectives in the Trade Facilitation.

Middle East &



Mrs. Diana Battaglia attended the presentation of the Global Trends Report 2030

Rome, 7th February 2013. “We should support Northern Africa and the Middle-Eastern Countries on their political and social stabilization process assisting, at the same time, their economy’s diversification from fossil energetic sources dependency”. With these words, Mrs. Diana Battaglia, introduced her speech at the presentation of the Global Trends Report 2030: Alternative Words, one of the most relevant international events nurtured by the US

National Intelligence Council. At the topic’s briefing “The Euro-Mediterranean area: trends and drivers”, Mrs. Battaglia sent an awakening message about the economic crisis stupor. She encouraged a largely shared and long-term strategy development, which can “renew the multilateralism” as a current energy for new development on the Mediterranean Area. This is aimed to endorse political and social cohesion and to increase economic local production. With particular reference to the Mena Region and the “Arab revolution” developments, UNIDO could play a crucial role towards economic conditions improvement in the area by supporting the cooperation between Governments and Institutions to establish new projects and initiatives. The local productive realities’ incitement and important sectors’ development such as the agro-industry and the environment – explained Mrs. Battaglia – represents the most relevant challenges UNIDO and the International Community must take on the area. The Governments have to establish their commitment to ensure adequate development programs, that can ensure economic and political stabilization of the area.

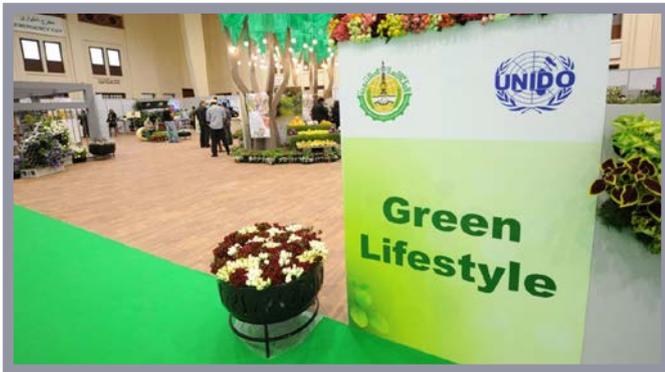
BAHRAIN

Bahrain International Garden Show 2013

In occasion of the 9th edition of the Bahrain International Garden Show (BIGS), the international fair for agriculture and gardening organized under the patronage of His Majesty Mr. King Hamad Bin Isa Al Khalifa in Bahrain, UNIDO ITPO Italy organized and coordinated the participation of 30 Italian companies operating in this field. The Italian delegation, within the framework of the BIGS, held over 100 meetings on the spot with potential local partners, in order to investigate on possible future joint activities. The participating companies also were the protagonists of two workshops. They presented innovative grafting techniques, the “Enclosed Biosphere” project and automatic seeding machines, like the one presented by the Italian company Atlantic and later transferred to the newborn local Bahraini institution with the goal of developing the National



North Africa



Bahrain International Design Week 2013

From the 5th to the 7th December 2013, UNIDO ITPO Italy accompanied 36 delegates representing 20 Italian companies to the 1st edition of the Bahrain International Design Week 2013, at the Bahrain International Exhibition & Convention Centre. Italian experts and prominent figures in the sectors of fashion, architecture and interior design explained to the participants tendencies and best prac-

agricultural program of Bahrain - the National Initiative for Agricultural Development (NIAD). In this context ITPO Italy carried out promotional activities to interested companies on the following topics: trade and investment opportunities concerning agriculture and gardening in Bahrain and in the Gulf area; growth outlook and national strategies on agriculture and gardening; permissions and customs duties regarding machineries and products; shippers and couriers for the delivery of materials, products or equipments; identification of the main potential local stakeholders.



tices of Italian excellence in the design field. The event, opened by the Minister of Commerce and Industry of the Kingdom of Bahrain, counted on the visit of the Italian Ambassador in Bahrain, HE Mr. Alberto Vecchi, who appreciated the variety and quality of the companies part of the delegation led by UNIDO. Finally, it is important to highlight the signature of a Memorandum of Understanding between Bahrain Business Women's Society and the Italian business women association AIDDA, leading to possible future activities and synergies between the two gender business associations.

EGYPT

In Egypt, whose position is prone to solar energy, 27 projects were concluded in the renewable energy field with a particular focus on the Solar Water Heating System and within the framework of Egysol which is jointly sponsored by UNEP and the Italian

Ministry for the Environment, Land and Sea. As a result of project implementation, 93 new jobs were created contributing thus to the Millennium Development Goals and specifically to MDG 1 and 7.



Energy &



UNIDO ITPO Italy is currently implementing the Environment and Energy Programme funded by the Italian Ministry for the Environment, Land and Sea (hereafter referred as IMELS). Cameroon, Ghana and Tanzania are the beneficiary countries of the Programme, due to the important environment and renewable energy resources they hold. In this context, ITPO Italy developed a first analysis of the countries' potentials in the energy and environment sectors in order to identify and better target attractive investment priorities. As a first result a set of tables on energy potentials were created and made available on UNIDO ITPO Italy website www.unido.it and in the ad hoc dedicated website on ITPO Italy's Environment and Energy Programme <http://www.unido.it/ambiente/>. A total of 48 projects were scouted in different fields of environment and renewable energy which were considered as priorities from the local counterparts (trade associations, chambers of commerce and entrepreneurs). Water and waste treatment and management, biogas, biomass, photovoltaic, hydro, tidal wave and wind energy are some examples of project fields which have been identified and promoted amongst the Italian trade associations and entrepreneurs. While raising visibility on its Environment and Energy Programme, ITPO Italy attended over 20 events and fairs where over 500 business meetings have been held and over 1000 contacts with Italian counterparts were made. These activities were crucial to further inform the Italian counterparts on the relevant opportunities existing in the developing world and specifically in Cameroon, Ghana and Tanzania. First knowledgeable feedback was the positive interest from the Italian counterparts taking into consideration to establish partnerships in Sub-Saharan Africa as demonstrated by the 5 partnership proposed to a Ghanaian company.

Environment

Master SAFE: ITPO Italy explains the role of the United Nations in energy



ITPO Italy gave a lecture for students attending the master course titled "Energy Resources Management". The lecture, organized by SAFE (Environmental Sustainability Energy Sources), focused on the role of intergovernmental agencies in promoting awareness on environment and energy fields. During its speech, a representative from ITPO Italy provided students with an overview of the most important programs of United Nations agencies operating in environment and energy and specifically highlighted the role and initiatives of UNIDO, UN Energy and UNEP. ITPO's participation provided a valuable opportunity to raise awareness about the importance of renewable energy, as essential prerequisite to achieve some of the **Millennium Development Goals**.

ITPO Italy showcases future activities of its Environment and Energy Programme in benefit of Cameroon, Ghana and Tanzania



ITPO Italy hosted in its Office in Rome a Roundtable with the Embassies of Cameroon, Ghana and Tanzania (beneficiary countries of ITPO Italy's Environment and Energy Programme jointly implemented with the Italian Ministry for the Environment) with **the goal to present the state-of-the-art of its technical assistance supporting SMEs in the environment and energy industrial sectors**, as well as to illustrate the new activities in support of the economic and industrial development of these countries. The meeting confirmed the paramount importance of renewable energy and environmentally-friendly technologies to satisfy the energetic needs both of civilian and industrial use in these countries. Energy production from renewable sources (hydro, wind, solar and geothermal) is particularly compatible with the mechanization needs of agriculture but also for other key economic sectors for these three countries, like tourism. In this context, ITPO Italy underlined the importance of sustainable development and by remarking the need of technology access, as well as officialising its participation in ECOMONDO 2013 fair on environment solutions. For the participation to this fair, ITPO Italy introduced a wide project portfolio and the idea of bringing two conspicuous entrepreneurial delegations coming from various developing countries. Further the news on incoming delegates for 2014 was delivered. In conclusion of the meeting, each Sub-Saharan African representative intervened, stating the main priorities related to their country environmental and energy needs, emphasizing current local policies and programmes aimed at supporting investments in those sectors.





Solarexpo fair, ITPO Italy highlights the importance of sustainable industrial development

Over 400 exhibiting companies took part in the 14th edition of Solarexpo, one of the most famous fairs in the world for solar energy, technological innovation and development of the photovoltaic sector. In the context of the workshops organized by Solarexpo, UNIDO ITPO Italy presented the role of the Organization in promoting and supporting sustainable industrial development, also by focusing its attention on the solar energy sector and further presented its projects in support of some North African countries (Egypt and Morocco amongst others). In this occasion, delegations from some of the most attractive emerging markets in renewable energy (South Africa, Mexico, Morocco and others) had the opportunity to present some interesting investment opportunities existing in these Countries. In addition UNIDO ITPO Italy illustrated investment opportunities in the field of renewable energy to the Italian entrepreneurs, in accordance with its goal of promoting sustainable and **"eco-friendly"** industrial development.

ITPO Italy participated in the seminar "Italy and the international organizations"

UNIDO ITPO Italy was glad to participate in the seminar **"Italy and the International Organisations"**, focused on the co-funding activities of the IFC – International Finance Corporation in the Agro-industry, Water and Renewable Energies sectors. The seminar, organised by ICE – the Italian Trade Agency – was focused on the methodology to obtain, from the International Finance Corporation, co-funding for investment projects in developing countries. Moreover, it explored IFC financial mechanisms regarding its intervention in the Agro-industry, Water and Renewable Energies sectors, which are of deep interest for UNIDO ITPO Italy. The IFC is a member of the World Bank Group and aims at advancing economic development by investing in the private sector in developing countries in order to reduce poverty and create opportunities for people to achieve better living standards. The panel discussion was composed by IFC specialists, the World Bank Officer responsible for Southern Europe Mr. Massimiliano Paolucci, and the World Bank Executive Director's Advisor for Italy Mr. Tindaro Paganini. UNIDO ITPO Italy is deeply interested in fostering the relations with other International Organisations to create opportunities for developing countries in order to accelerate their sustainable industrial development.

"Its mandate of promoting sustainable and "eco-friendly" industrial development"

Ecomondo 2013

ITPO Italy, as in previous years, took part in Ecomondo International Fair, organizing, coordinating and providing assistance to a business delegation from emerging countries such as Bahrain, Egypt, Ghana and Morocco and organizing over 100 BtoB meetings, during which investment and technology transfer opportunities and projects related to renewable energies and environment were presented.

During its participation in ECOMONDO 2013, ITPO Italy organized, for a Ghanaian entrepreneur interested in developing an analysis laboratory in his Country, **company visits focused on services and technologies for environmental analysis**. The visits were held in three different analysis laboratories of the LAV Group and laid the foundations for possible future cooperations. The first visit concerned solid samples' analysis (mostly waste and soil). The second one dealt with analysis for liquid samples (mainly mud, potable, ground and wastewaters) and in conclusion, the third visit concerned atmosphere analysis. During the tour, the entrepreneur from Ghana had the opportunity to visit a moving laboratory equipped for "on-site" chemical analysis, one of the most technologically advanced and integrated laboratories in Italy, a very interesting solution that could be implemented in Africa as well.



Enel conference on energy efficiency for a new growth

Rome, October 30th 2013 **"Energy efficiency for a new growth. The challenges for an accessible, secure and sustainable energy"**, this is the title of the conference held at ENEL HQ, during which Enel's new annual report on energy efficiency was also presented. ENEL's President Mr. Paolo Andrea Colombo underlined the "Energy Trilemma" as the key message of the conference. This concept relies on three main pillars: energy security (uninterrupted energy availability); energy affordability and competitiveness (energy access at competitive prices); and environmental sustainability, which aims at minimizing negative impacts on the environment. In this context, UNIDO is involved in promoting sustainable industrial development in emerging countries. On this line UNIDO ITPO Italy has developed its Environment and Energy programme in conjunction with the Italian Ministry for the Environment aimed at sensitizing Cameroon, Ghana and Tanzania in the adoption of energy efficiency best practices and technologies in order to minimize energy consumption and waste. The importance of the treated topic was further supported by the presence of the Vice Minister for Economic Development Ms. Sara Vicari, the Vice Director for Energy at Confindustria (Confederation of Italian Industries) Mr. Massimo Becarello, the President of the Authority for electric energy and gas Mr. Guido Bortoni and ENEL's Director of Foundation Research Centre Mr. Alessandro Costa.



Agro-Industry



During the path towards Expo 2015, focused on “Feeding the planet, energy for life”, in 2013, ITPO Italy’s commitment was engaged in fostering food security and food safety, bringing together UNIDO and other main UN agencies based in Rome (FAO, IFAD, WFP) to cooperate at a global level in developing a common approach and mechanism linked to the agro and food-chain sector. Within this framework, ITPO Italy contributed to implement food safety and food security strategies through the promotion of investments and technologies, and global forums to be held in Developing Countries. Moreover ITPO Italy has been a catalyst of private sector initiatives with UN agencies in the field of food security. In this context, ITPO Italy is already working together with Ipack-Ima, a leading association bringing together supply and demand of processing and packaging technology industries, and the World Food Programme for a joint proposal on food safety and food security to be presented at EXPO 2015. The promotional support that UNIDO ITPO Italy gives to East Afripack 2014, the first packaging trade fair in east Africa organized by IPACK-IMA, shows the strong commitment of the Office in the fields of agro-industry and food security. Indeed, UNIDO ITPO Italy and IPACK IMA, the most important fair organizer in Italy in the sector of packaging, have been working jointly to promote different initiatives in the field. In addition to this, the fishery industry represents one of the main source of income for several Developing Countries. Despite the increased international market’s demand of fishery products, the sector is facing two main challenges: decreasing of catches and strong pressures on some of the main fish stocks. The evident consequence is a limited availability of fishery products, despite the recent growth of aquaculture. Furthermore, there is a lack of fish processing before its export which causes substantial loss of product value compared to the processed one. The ability of Developing Countries to export value-added products is hindered by the establishment of some tariffs in the market, imposed against imported and processed fishery products and by the lack of technical know-how and financial resources, that prevents them to comply with safety and quality standards of international market. To tackle this challenge ITPO Italy strongly supports the fishery sector in Developing countries, particularly small-scale artisanal fisheries, that involve local communities.

& Food Security



ITPO Italy supports the fishery sector development in African countries

Given the strong commitment of the Office in the fishery sector, UNIDO ITPO Italy attended the Mediterranean Fishery Observatory, organized by the Fishery District of Mazara del Vallo in Palermo. Several institutional representatives attended the event, coming from Tunisia, Libya, Turkey, Republic of Equatorial Guinea, Republic of Congo, Morocco, Cote d'Ivoire and Mozambique. Who had the occasion to discuss about new management systems of fishery resources with the aim of better integrate the efforts carried out at national level. In this context UNIDO ITPO Italy supports these initiatives, as well as potential projects aimed at promoting the fishery sector, especially in the Mediterranean countries and Sub Saharan Region.



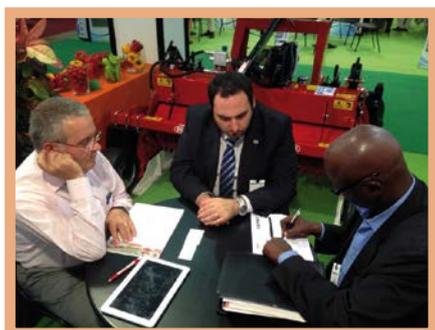
Enhanced collaboration with UN Rome based Agencies

Due to the longstanding collaboration with the UN Agencies based in Rome, ITPO staff participated in the 36th session of IFAD Governing Council, the most important body of the International Fund for Agricultural Development. ITPO Italy strongly collaborates with FAO, IFAD and WFP, with the common objective to eliminate hunger and poverty in the world, in particular through rural, sustainable and inclusive development.



Macfrut Fair: UNIDO supports the fruit and vegetable industry in developing countries

UNIDO ITPO Italy, on the occasion of the 30th edition of MACFRUT fair dedicated to the fruit and vegetable sector, coordinated and supported an institutional and entrepreneurial delegation coming from some emerging countries (Bahrain, Morocco, Senegal). More than 80 BtoB meetings took place on the basis of the delegation's cooperation proposals. UNIDO ITPO Italy offered its assistance during the negotiations with the Italian counterparts, with the aim of strengthening the economic and industrial cooperation and facilitating the south-south cooperation among delegates. ITPO Italy, moreover, took part in two conferences within the fair, with **regards to the strategies and challenges in the fruit and vegetable sector towards 2020 and on the necessities and opportunities of this sector in Sub-Saharan Africa**. Macfrut allowed the Italian excellencies to show the available technology in the field of packaging reliable and food-processing, necessary both for the development of agro-industrial value chains, and to reduce the wasting of food in developing countries, both priority goals for UNIDO.





ITPO Italy at “Blue Sea Land” to support developing countries’ Agro-Fish Industry

“Blue Sea Land” is an annual event aimed to promote the fishery and agro-industry sectors, organized by the Industrial Fishery District of Mazara del Vallo, in Sicily. During this event, ITPO Italy illustrated the Cooperation Agreement between CNR’s (National Research Center) Institute for Marine and Coastal Environment and Mozambique’s Institute for Fishing that will be carried out thanks to its intermediation. Moreover, ITPO Italy through a specific stand promoted activities in support of Developing Countries’ agro-fish industry. As a first result from this event, ITPO staff had the opportunity to interact and strengthen the relations with different institutions, such as the Tunisian Union for Agriculture and Fishery, and Cote d’Ivoire’s Ministry for Agriculture and Fishery.

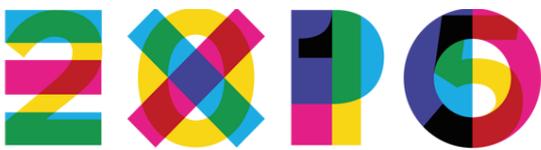
World Food Day celebration in Rome

UNIDO ITPO Italy recognizes that food security plays a fundamental role in the industrial development path. For this reason ITPO took part in the World Food Day’s observance at FAO Headquarters in Rome. In particular, our Office participated in the conference “Global food losses and waste: from reduction to prevention for a sustainable agro-food system” organized by the Italian Cooperation in collaboration with FAO, IFAD and WFP, reiterating its commitment in the promotion of Developing Countries’ Agro-industry improvement.

ITPO Italy to the 5th International Forum on Food and Nutrition

Milan, 27th November, 2013. ITPO Italy Head Mrs. Diana Battaggia participated in the 5th edition of the International Forum on Food and Nutrition, organized by the Barilla Center for Food and Nutrition, demonstrating the Office continuous efforts in supporting the diffusion of technologies and best practices in the food sector. As a result of the recent positive meeting held between the President Guido Barilla and UNIDO Director General Mr. Li Yong, UNIDO actively took part to the debates between international experts on the food security and safety future and the global feeding challenges. In particular, Mr. Karl Schebesta – Unit Chief of the Agri-Business Development Unit – intervened in the debate entitled: “Water: the imperative for a sustainable planet”, underlining the importance of transforming the contents of international declarations in concrete solutions. In this context UNIDO, through its technologies and know-how transfer activities, supports agro and food industries in the Developing Countries, by making them more productive, in line with the quality standards and paying a particular attention to the sustainable use of natural resources, such as water. The event offered important guidelines and ideas to policy makers, institutions and civil society in order to foster a sustainable development and promote technologies and good practices for the agricultural and food industry in the developing countries.

“Emphasises the importance of agricultural production growth to fight poverty as well as the strengthening of production capacity building through technological development”



MILANO 2015
1 MAY • 31 OCTOBER

FEEDING THE PLANET
ENERGY FOR LIFE



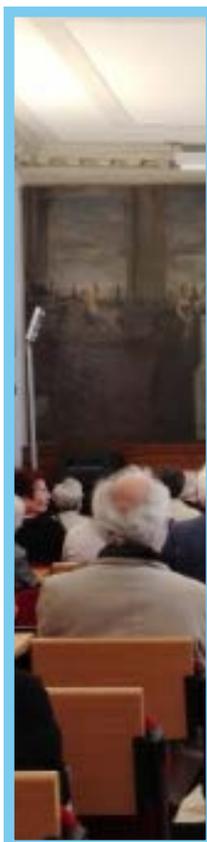
Towards
Expo 2015



On November 12th, UNIDO ITPO Italy participated in the roundtable “Contribution of the Italian Cooperation to EXPO 2015 Event” organized by the Italian Development Cooperation. The event, lead by the Deputy Minister of Foreign Affairs, Mr. Lapo Pistelli and the Director General for Development Cooperation, Mr. Giampaolo Cantini, counted on the participation of NGOs and representatives from Italian institutions and universities active in the development cooperation. UNIDO ITPO Italy participated in EXPO 2015 organizational platform, as it considers that the “event represents a unique opportunity to promote worldwide investments and technologies for developing countries”. In this framework, ITPO Italy gave a strong contribution in two workshops: “The post-2015 agenda for food safety and nutrition” and “post-harvest losses and food waste”. In line with UNIDO’s main objective, the concept of nutrition is perceived as the development of the entire food industry chain, linked with job creation, women and youth empowerment as well as environmental sustainability. In this context, since 2009, UNIDO ITPO Italy started a strong collaboration with the Italian excellencies in the packaging sector, to promote the use of packaging and preservation technologies as a useful tool for enhancing food security in Developing Countries. Furthermore, on November 14th, UNIDO ITPO Italy’s Director Diana Battaglia took part in the signing ceremony for the ratification of the **UN participation agreement to EXPO Milan 2015**. The agreement was signed at FAO Headquarters between Italy’s Commissioner for EXPO 2015 Mr. Giuseppe Sala and FAO’s Vice Director Mr. Eduardo Rojas Briales. Italy’s Minister of Foreign Affairs, Ms. Emma Bonino, who participated in the ceremony, underlined the relevant importance of the UN participation to EXPO 2015 as an “absolutely essential prerequisite”.



Other activities



UNIDO intervened at the Summer Ethics Conference

UNIDO was invited to participate as speaker in the 6th edition of Summer Ethics Conference - SEC, held at Venice Technological and Scientific Park and organized by Studium Marcianum Foundation. Since its first edition in 2007, the SEC was presented as an annual gathering where to meet, discuss and think about social, economical and political issues of global concern, connected to human values such as culture, ethics, religion and social responsibility. Each year a different issue is addressed, according to different variables and paradigms such as Innovation, Creativity, Development, Sustainability, etc. In 2012 the focus was "Arts, Culture and Tourism"; whereas in 2013 the main theme was: "Economy, Research and Talented persons". The Conference counted on the presence of different speakers such as national governmental institution officials, private sector executives, academics, public and trade associations as well as bank and financial institution representatives. UNIDO's speech focused on the challenges that developing countries face in technical and managerial trainings, as well as in industrial development. It was also highlighted how challenging is to develop capacity building activities for small and medium enterprises, so that the world economy rapid changes do not result in negative effects on the social cohesion of those countries. At the end of the speech, the Vietnam SMEs cluster development project was presented as a UNIDO success case that summarizes at its best the Italian industrial excellence in providing technical and managerial training for developing countries SMEs.



World Energy Outlook 2013

UNIDO ITPO Italy was invited to participate to the World Energy Outlook 2013 realized by the International Energy Agency and held at ENI's headquarters in Rome. This outlook is considered the most reliable on energy world markets analysis and a point of reference for the development of Governments' policies and business strategies. The event was enriched by the interventions of H.E. Mrs. Emma Bonino, – Italian Minister of Foreign Affairs; H.E. Mr. Flavio Zanonato, – Italian Minister of Economic Development; Dr. Faith Birol, – International Energy Agency Chief Economist and Mr. Paolo Scaroni, – CEO of ENI. Highlighted the great attention that ENI pays for Asia, with a special focus to Pakistan, Indonesia, Vietnam and Myanmar, countries where ITPO Italy is implementing several activities. Besides providing an overview of next global energy challenges, the event also focused on developing countries needs/demands, and once again underlined the deep connection between energy access, industrial development and economic and social wellbeing, core-themes of UNIDO's activities.

Delegate programme



The Delegate Programme is operational in all UNIDO ITPO offices and represents an essential tool supporting promotional activities. Not only it proves to be an efficient means to obtain the necessary support from local Institutions, but it also helps to promote bilateral cooperation between Developing Countries and Italy, and at times, even South-South collaboration, as Delegates from several developing countries can meet, interact, learn from each other, and collaborate at ITPO Italy in Rome. Thus, the Delegates create a link between the economic system of their country of origin and Italy. They support both Italian companies and those from their own countries, to develop collaboration agreements

through the promotion of Investment opportunities and by facilitating the liaison with potential partners. Coming from public institutions, banks, or the industrial associations of developing countries, the Delegates are posted usually for short-term periods, varying from 1 to 3 or more months, at UNIDO ITPO Italy. They also bring with them and promote to Italian companies, a portfolio of selected investment opportunities. In this context UNIDO ITPO Italy agreed with World Trade Center (WTC) Accra to host Mr. Kwasi Nkansah Baawuah starting from January 2014. As a first result of communications with WTC, 14 projects in the renewable energy and environment sectors were scouted.

Institutional strengthening

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 in the formulation of the national strategy for development cooperation, defining joint activities and initiatives. Within the framework of its specific activities, 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"; the Directorate General for Global Affairs. The relevance of the MSMEs Development Programmes represent the basis for a strong relation established between the Italian Ministry of Foreign Affairs and UNIDO ITPO Italy. In 2013 this collaboration was 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 are committed to developing technical and managerial capacities aimed at promoting an environmentally friendly industrial development in the African Continent in order to facilitate the progress towards achieving the Millennium Development Goals. During 2013, ITPO Italy developed the "Energy and Environment Programme for Sub-Saharan Africa" the main sectors supported are related to the environment, with a special reference to

waste and water treatment and energy. As a result of their long standing collaboration, 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.



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 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; the Ministry for Environment, Land and Sea and the Ministry of Economic Development of Italy.

Italian Ministry of Economic Development

As a follow up of the Joint Declaration signed in 2012, UNIDO ITPO Italy, within its activities of promotion of investment and production technology transfer to Developing Countries, signed in 2013, an agreement with the Italian Ministry of Economic Development (MISE) - General Direction for the Internationalization Policies and Trade Promotion - to carry out two projects to promote investments in Myanmar and in the Philippines. The aim is to support local entrepreneurship development - with a particular focus on SMEs - as well as to strengthen the relations between Burmese, Philipinos and Italian companies and institutions, through investment promotion, know-how and technologies transfer, especially in the sectors in which Italy excels. 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 raise better awareness among Italian entrepreneurs, of the great economic opportunities available in the emerging economies.

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. Amongst 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), CNA (National Confederation of Artisan and SMEs), Asset Camera, Confapi, local investment and Promotion Agencies, Industrial Districts, Universities, etc., are some of the main institutions ITPO Italy works with. These institutions carry out a wide range of activities regarding information dissemination, organization of seminars and missions and other high profile activities. The long lasting relation with them is of strategic importance to support technology and know-how transfer as well as to increase the involvement of Italian companies in 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 streamline 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 successful cooperation established over the last years with embassy representatives. 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. This constant contact is fundamental for discussing the necessary measures aimed at sustaining and strengthening networking collaborations; strengthening links between national focal points and the corresponding local authorities for development cooperation; promoting the exchange of information and experiences on the development of the private sector for subsequent actions.

Press clips

twentyfoursevennews.com

http://www.twentyfoursevennews.com/bahrain-news/italian-company-present-equipment-to-niad

Italian Company presents equipment to NIAD

inShare0

Alberto Vecchi, Italian Ambassador, Bahrain visited BIGS to present a special piece of equipment given by Italian Company Atlantic Man to NIAD. The presentation took place at the UNIDO stand in Hall 1 which showcased several companies from Italy.

The machine called a Seeder Promaster (working with compressed air) is a new technologically advanced machine with a step sowing system that can automatically



Shaikh Ebrahim Khalifa Al Khaifia with Ambassador Alberto Vecchi, Shaikha Maram Al Kahilifa and officials during the presentation ceremony

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"Blue Sea Land", promuovere le tipicità culinarie- enogastronomiche: nel centro storico di Mazara del Vallo

La Regione Siciliana insieme al Comune di Mazara del Vallo organizza a promuovere nel centro storico di Mazara del Vallo "Blue Sea Land", evento che mira alla valorizzazione di prodotti e piatti tipici della cucina siciliana, con particolare riferimento alla cucina di Mazara del Vallo. L'evento si svolgerà dal 2 al 4 settembre 2013, presso il centro storico di Mazara del Vallo, in occasione della manifestazione "Blue Sea Land".

CNA SERVIZIO ESTERO
Reggio Emilia

CON UNIDO AL BAHRAIN INTERNATIONAL DESIGN WEEK

UNIDO IFO Bah - Agenzia della Nazioni Unite per lo Sviluppo Industriale, promuove la partecipazione italiana all'evento "Bahrain International Design Week 2013". L'evento, patrocinato da Sua Eccellenza Ministro dell'Industria e del Commercio del Regno del Qatar UNIDO IFO Bah, rappresenta un'ottima occasione per sviluppare e promuovere i prodotti italiani e del Paese del Golfo Persico. Per l'occasione UNIDO IFO Bah Bahrain metterà a disposizione dei potenziali espositori italiani un tavolo espositivo che offre la possibilità di sfruttare il tavolo espositivo per il proprio business e per il marketing del proprio brand. Sono anche organizzate varie attività per presentare gli ultimi trend e tecniche in allegato la brochure informativa dell'evento.

il **VELINO.it**
Agenzia giornalistica quotidiana nazionale

America Latina
Perù, Unido presenta nuove opportunità di investimento nel paese
Sostegno agli imprenditori italiani che vogliono investire nel mercato peruviano



Si è tenuto ieri a Roma l'incontro "Perù-Italia: una cooperazione possibile", organizzato in collaborazione con l'agenzia peruviana Promovision e l'ambasciata del Perù in Italia. Ad aprire i lavori, la direttrice dell'Organizzazione delle Nazioni Unite per lo Sviluppo Industriale (Unido) **Chela Caltoggio**, che ha ringraziato le imprese italiane e ha auspicato l'instaurazione di una cooperazione "win-win" tra le imprese italiane e quelle peruviane, sulla scia di altri casi di successo riguardanti i paesi latinoamericani. Al meeting hanno preso parte Alfredo Acosvema, ambasciatore del Perù in Italia, e il direttore di Promovision, Hector Fajna Rodriguez, in videoconferenza da Lima. Quest'ultimo ha illustrato alle aziende e alle associazioni italiane convenute (Unioncamere, Enel e Ferrovie dello Stato, solo per citarne alcune) alcune opportunità di investimento attualmente offerte dal paese sudamericano in settori quali la grande opera e le infrastrutture, l'energia (elettrolita), le telecomunicazioni, la depurazione delle acque, l'agricoltura e la zingolizia. L'ambasciatore peruviano ha assicurato la propria disponibilità, in collaborazione con **Unido Italy**, nel sostenere gli imprenditori italiani desiderosi di investire nel mercato peruviano. Questo appuntamento si è inserito nell'ambito delle iniziative promosse da Unido volte

AGI.it
Direttore responsabile: Roberto Iadiccio

Italia-Iraq: Pistelli, "da cooperazione a s

(AGI) - Roma, 3 lug. - Passare da una cooperazione allo sviluppo a una cooperazione commerciale tra pari: è questo l'obiettivo che l'Italia si prefigge nei rapporti con l'Iraq in piena ricostruzione, fonte di opportunità, molte ancora da cogliere, per le imprese tricolori. A ribadirlo è stato il vice ministro degli Esteri, Lapo Pistelli, intervenendo al forum **"Iraqi day - Trade and Investment Meeting"** organizzato alla Famesina dalla **Cooperazione italiana**, in collaborazione con **Unido**. All'evento hanno preso parte il vice

COOPERAZIONE ITALIANA

ITALIAN DEVELOPMENT COOPERATION IN ETHIOPIA

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Italy and UNIDO joint efforts in the leather sector



31.05.13 – **At the presence of Vice Minister of Foreign Affairs of Italy, H.E. Mr Lapo Pistelli, Director General of Italian Development Cooperation, Mr. Giampaolo Cantini, UNIDO Representative and Director of Regional Office, Mr. Jean Bagambanya Bakole, and State Minister of Industry, H.E. Ato Tadesse Haile, the Agreement for the second phase of the initiative "Technical Assistance Project for the Up-Grading of the Ethiopian Leather and Leather Products Industry", was signed today.** The project will be implemented by UNIDO in the next two years, through a 750,000 Euro grant made available by the Italian Development Cooperation. The ceremony was held in the EIFCCOS Cluster located in Yeka Sub-City, which has been established by the Ethiopian Government and supported by the Italian Development Cooperation and UNIDO.

The new Italian intervention **in support of the leather industry** was initiated in 2012 and is the last of several initiatives undertaken **in this sector by the Italian Development Cooperation and UNIDO in the last ten years.** The first phase of the project has provided **support to the leather sector as a whole – strengthening technical and managerial skills of**

IL DISTRETTO DEL MOBILE "CLONATO" IN VIETNAM
Le aziende del Nordes saranno tutelate nell'individuazione del partner da Unido (Onu) e Confindustria

Vittorio Sbercinzi
Dietro mesi per chiudere il Distretto del mobile italiano in Vietnam, dal prossimo Nordes all'area del South Dongnai. Una corsa contro il tempo, con la scadenza del mercato globale e del ciclo dei consumi in occasione e cercare di tenere in casa il "gigante" italiano per cercare nuovi sbocchi. Il basso costo asiatico delle materie, plastiche e della

IL MONDO
21 ottobre 2013

Ministro Bonino incontra Direttore Generale dell'UNIDO Li Yong.

Il ministro degli Esteri **Roberto Maroni** ha incontrato oggi a Famesina il **nuovo Direttore Generale dell'UNIDO, Li Yong**, nuovo Direttore Generale dell'UNIDO, Agenzia Specializzata delle Nazioni Unite per la promozione dello sviluppo e della cooperazione industriale a livello internazionale. Al centro dei colloqui, le prospettive di collaborazione fra Italia ed UNIDO in un'ottica di informazioni sul programma e la società che

Annexes

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
07 Feb	Global Trends Report 2030	Rome, Italy	Institutional	Seminar	150
08 Feb	Mediterranean Fishery Observatory	Palermo, Italy	Fishery	Seminar	30
08 Feb	Presentation of the Investment Promotion Agency of Mozambique CPI	Rome, Italy	Institutional	Country Presentation	15
13 Feb	Woodworking opportunities in Vietnam in the framework of the event "Happy business to you"	Pordenone, Italy	Woodworking	Workshop	34
14 Feb	Roundtable on Agriculture Sector in Ivory-Coast	Rome, Italy	Agriculture	Roundtable	15
28 Feb - 2 Mar	Entrepreneurial Italian delegation assisted at the Bahrain International Garden Show 2013	Manama, Bahrain	Agriculture, landscaping, renewable energy	Trade fair	30
01 Mar	Bahrain International Garden Show 2013 Title: "Automatic seeding machines & innovative grafting techniques"	Manama, Bahrain	Agriculture	Workshop	40
01 Mar	Bahrain International Garden Show 2013 Title: "Enclosed Biosphere" project	Manama, Bahrain	Landscaping	Workshop	40
04 Mar	Master SAFE "Energy resource management"	Rome, Italy	Energy and environment	Seminar	30
20 Mar	Opportunities in aquaculture sector for Ivory Coast	Rome, Italy	Fishery	Meeting	5
05 Apr	UNIDO ITPO Italy meets the young talents of John Cabot University	Rome, Italy	Academic	Seminar	60

Country presentations, study tours, seminars, fairs

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
10 Apr	LUISS Guido Carli Job Day	Rome, Italy	Academic	Seminar	150
08 May	Business Forum "Destinazione Vietnam"	Bologna, Italy	Multisectoral	Country Presentation	45
08 May	SolarExpo 2013	Milan, Italy	Renewable energy	Workshop	50
15 May	New Investment Opportunities in Perù	Rome, Italy	Multisectoral	Country Presentation	20
20 May	Meeting with the Chamber of Commerce and Municipality of Manizales, Colombia	Rome, Italy	Multisectoral	Meeting	35
27 May	"Mission Enterprise Partnerships" in the framework of the SME Cluster Development and Sustainability Project	Ho Chi Minh City, Viet Nam	Woodworking	Seminar	47
27 May	Italy-Ethiopia Business Forum	Milan, Italy	Multisectoral	Country presentation	60
28 May	Study tour focused on Footwear, Leather goods and Tannery in Vigevano Industrial District	Vigevano, Italy	Leather	Study tour	3
17 Jun	Workshop in Perù on fashion and textile design	Lima, Peru	Textile	Workshop	18
25 Jun	UNIDO ITPO Italy introduces its mandate to the new Italian Ambassador in Tanzania	Rome, Italy	Institutional	Meeting	30
28 Jun	Summer Ethics Conference 2013	Venice, Italy	Academic	Workshop	35
02 Jul	Conference "From Rio+20 to the post 2015 process"	Rome, Italy	Energy and environment	Seminar	150
03 Jul	Iraqi Day 2013	Rome, Italy	Multisectoral	Country Presentation	220

Country presentations, study tours, seminars, fairs

DATE	EVENT	PLACE	SECTOR	TYPE	PARTICIPANTS
17 Jul	Italian Development Cooperation Activities in Sub-Saharan Africa	Rome, Italy	Multisectoral	Workshop	55
30 Jul	Venezuela Country Presentation	Rome, Italy	Multisectoral	Country Presentation	75
10 Sep	Roundtable with the Embassies of Cameroon, Ghana and Tanzania	Rome, Italy	Energy and environment	Roundtable	10
25-27 Sep	Entrepreneurial Foreign Delegation assisted during MACFRUT	Cesena, Italy	Agriculture	Trade fair	4
27 Sep	Italy and the International Organizations	Rome, Italy	Multisectoral	Seminar	145
11-13 Oct	Blue Sea Land	Mazara del Vallo, Italy	Fishery	Seminar	220
16 Oct	FAO - World Food Day 2013	Rome, Italy	Agriculture	Official event	250
22 Oct	UNIDO Director General, Mr. Li Yong, 1st Official Visit in Italy	Rome, Italy	Institutional	Official visit	34
23 Oct	Conference "Myanmar: a new Asian Frontier"	Rome, Italy	Multisectoral	Country presentation	300
28 Oct	Italy-Pakistan Conference	Rome, Italy	Multisectoral	Country presentation	60
30 Oct	ENEL Conference "Energy Efficiency for a New Growth"	Rome, Italy	Energy	Seminar	220
05 Nov	Workshop "Electricity and transmission grids as factors for sustainable development and integration in Latin America"	Rome, Italy	Energy	Workshop	280
08 Nov	UNIDO ITPO Italy illustrates its activities at John Cabot University	Rome, Italy	Academic	Seminar	50



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