



UNIDO ITPO ITALY

Annual Report 2010



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

Rome, December 2010

Dear friends and colleagues,

I am proud to share with you our Annual Report for 2010 which contains detailed information on our major activities. Firstly, I would like to state that we reinforced our commitment to UNIDO's thematic priorities with a specific regard to poverty reduction by implementing measurable goals like the organization and delivery of the "Symposium on Technology for Food Safety". Further, our Office hosted a roundtable with several Ambassadors of Sub-Saharan African Countries to create an institutional platform aimed at supporting economic and industrial development in that region. In addition, UNIDO ITPO Italy entered into some important agreements with other Italian stakeholders concerning the promotion of industrial partnerships in developing countries.

We continued to encourage and support industrial partnerships particularly in Sub-Saharan Africa where we promoted industrial projects through an intense cooperation with UNIDO Field Offices, AfrIPANet members, and some African Embassies in Italy. Furthermore, ITPO's commitment to support Africa in improving its private sector motivated its participation in the second edition of the Forum "Italy & Africa: Partners in Business".

Several programmes have been successfully implemented in Latin America with a specific focus on olive oil industry in Chile, investment promotion for agribusiness in Mexico, and technology promotion and management solutions in environmental protection and renewable energy development for Argentina.

As to MENA (Middle East North Africa), we organized a Study Tour on the most important Italian clusters working on natural stone and marble for a Palestinian Delegation. Furthermore, ITPO Italy assisted a Jordanian delegation during B2B sessions held alongside the Arab-Italian Business Summit, and supported an Arab-Mediterranean entrepreneurial delegation during an olive oil fair. As for Asia, the Office promoted investment opportunities in India and, in cooperation with the Pakistan IPU, provided technical assistance in support of the Italian credit line to Pakistan.

Our commitment to energy and environment was expressed through the number of training courses that we held. Within the framework of the Energy and Environment Programme, ITPO Italy assisted several foreign entrepreneurial delegations during their participation in several significant international exhibitions.

Our Delegate Programme continued giving excellent results throughout the promotion of UNIDO's activities. Three delegates coming from Cameroon, Mozambique, and Mexico brought these important and fast growing developing countries to the attention of the Italian business community.

UNIDO ITPO Italy consolidated its relationship with HQ in Vienna, ITPOs, Field Offices, and the AfrIPANet networks. Needless to say, ITPO Italy continued its cooperation with both Italian and foreign central Governmental Authorities, Italian Regions, Foreign Investment Promotion Agencies, and of course, Italian and especially foreign enterprises, mainly developing country ones, which not only are our core clients but also represent the people whose needs it is our job to try to meet.

ITPO Italy will continue to honour its commitment to assist developing countries meet future industrial development challenges and develop a strong and vibrant private sector.



Sincerely
Diana Battaglia
Head, UNIDO ITPO Italy



Table of Contents

UNIDO ITPO Network	3
Highlights.....	4
♦ Promotion of Food Safety Technologies as tools to alleviate world hunger	4
Press Review	6
Geographical Areas of interest.....	8
♦ Asia	9
♦ Sub-Saharan Africa	10
♦ Latin America	14
♦ Mediterranean and Middle East	17
Special Investment Promotion Programme	20
♦ Environment, Energy, and Sustainable Development	20
- Capacity Building Activities	23
Institutional Strengthening.....	25
Delegate Programme	27
Annexes	28
♦ Fairs and Exhibitions with Industrial meetings	28
♦ Country Presentations and Workshops	29
♦ Study Tours	30



UNIDO ITPO Network

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 Network

UNIDO is represented by designated country or regional offices and, in addition, by a network of Investment and Technology Promotion Offices, financed by the countries they are located in, by National Cleaner Production Centres established jointly 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, Greece, Japan, Mexico, Russia, United Kingdom, and Walloon Region of Belgium), UNIDO ITPO Italy also cooperates closely with the UNIDO Field Offices and local Investment Authorities, as well as the AfrIPANet network.

UNIDO ITPO Italy

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's mandate is to enhance SMEs competitiveness in developing countries, through the mobilization of investments as well as the transfer of technology 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 activity
- ◆ Organization of business meetings
- ◆ Preliminary evaluations of investment projects
- ◆ Assistance in negotiations including the drafting of business plans

Services to Institutions

- ◆ Training and Capacity building
- ◆ Technical Assistance
- ◆ Country and Sector Promotion
- ◆ Networking
- ◆ Dissemination of information on investment legislations

Highlights

Promotion of Food Safety Technologies as tools to alleviate world hunger

Joint Declaration between UNIDO and Ipack-Ima – Rome, Italy, 13 January 2010



Mr. Corbella and Ms. Battaglia signed the joint declaration

Earlier in 2010, UNIDO ITPO Italy and Ipack-Ima, one of the most highly regarded organizers of packaging and food processing fairs in Italy and abroad, signed a joint declaration to favour the promotion of food safety technologies to alleviate world hunger. UNIDO ITPO Italy in collaboration with the World Food Programme and Ipack-Ima decided to organize an international Workshop on Technology for Food Safety based on a joint work carried-out in 2009, because it believes it is useful that agencies should work jointly to facilitate developing countries' companies access to food safety through processing and packaging technology.

Workshop on Technology for Food Safety – Bologna, Italy 9-10 June 2010

During the Workshop held in Bologna, on 9-10 June 2010, international experts and companies discussed and analyzed carefully the role of technology in ensuring safety and hygiene in the food production process. The workshop was addressed to industry and distribution professionals, manufacturers of materials and packages, suppliers of monitoring and safety systems, trade associations, and universities. Key topics included ultra-clean technology, traceability and tracking techniques, monitoring systems, combined IT, preprocessing, protective packaging technology, freezing processes, food contact packages and materials.

The two-day conferences consisted of an introductory session, two plenary lectures, and four simultaneous production cycle and technology sessions. At the same time, a showroom of about twenty-five stands was open and various industrial meetings were also arranged and held.



H.E. Ms. Mary Margaret Muchada - Ambassador of Zimbabwe in Italy, Mr. Federico Bonini (WFP), Ms. Diana Battaglia (UNIDO) and Mr. Guido Corbella (Ipack-Ima)



The workshop started with general presentations about UNIDO ITPO Italy, WFP and Ipack-Ima and their mandates and activities. Ms. Diana Battaggia, Head of UNIDO ITPO Italy, illustrated UNIDO's activities in promoting industrialization in developing countries and emerging economies, through the diffusion of know-how, transfer of technology, and direct assistance with specific investments. She also underlined the importance of assuring worldwide food safety and security in order to fight food waste, both in industrialized and developing countries. Several sessions of the Symposium were dedicated to developing countries, where the lack of adequate food processing and preservation technology is the primary cause of food waste. Particularly relevant was Mr. Ali Badarneh's speech from UNIDO Vienna Trade Capacity Building Branch, which focused on "Technology for Food Safety in developing countries". He held a detailed presentation of UNIDO's mission and industrial cooperation, arguing his points with specific case studies.



Ms. Battaggia's presentation at workshop on Food Technology

During this event, UNIDO ITPO Italy – present through the staffing of an information desk – had the opportunity to exchange information about individual industrial projects and special projects and programmes to improve the linkages between developing country enterprises and Italian ones.

ITPO Italy also organized and held ad hoc industrial meetings between Delegates (from Egypt, Morocco, and Mozambique) and local companies and institutions.



African delegates at Unido stand

Press Conference at Pack Expo – Chicago, USA

2 November 2010

As a follow up to this initiative, UNIDO took part in a press conference held on November 2nd at Pack Expo in Chicago, USA. During the press conference, Mr. Guido Corbella from Ipack-Ima, Ms. Bettina Luescher, Chief spokesperson for the World Food Programme, and Mr. George Assaf, Director of UNIDO in New York City, explained to the journalists the role of packaging as a key tool for the elimination of world hunger. In particular, Mr. Assaf described different activities carried out by UNIDO to ensure food safety through packaging initiatives such as the Etrace Project in Egypt and LibanPack in Lebanon.

Mr. Assaf said "It is a matter of concern from an economic as well as a safety standpoint because developed Nations in Europe and elsewhere are more prone to reject exports from developing nations on safety grounds, which include substandard packaging". "That's why this meeting is so important" Assaf added "Packaging really matters".

Selected Press Review

♦ Joint Declaration between UNIDO and Ipack-Ima – Rome, 13 January 2010

Ipack-Ima e UNIDO ITPO Italy fanno network contro la fame nel mondo

Roma - Ipack-Ima Spa, nota organizzatrice di manifestazioni fieristiche internazionali nei settori delle tecnologie per il processo di confezionamento e la logistica, e UNIDO ITPO Italy, ufficio in Italia dell'Organizzazione delle Nazioni Unite nata per favorire la cooperazione industriale con le imprese dei Paesi in via di sviluppo, hanno siglato un accordo con l'obiettivo di promuovere lo sviluppo tecnologico a garanzia della sicurezza alimentare e contro la fame nel mondo. Scopo dell'intesa è l'organizzazione e la promozione di eventi, in Italia e all'estero, focalizzati al trasferimento tecnologico nei paesi emergenti con l'obiettivo di costruire un percorso verso Expo 2015 che, come noto, ha come slogan "Feeding the Planet , Energy for Life". [...]



Nel 2010 UNIDO ITPO Italy concederà il proprio patrocinio ad un altro importante evento, a Bologna il prossimo giugno: "Le giornate di Ipack-Ima - Tecnologie per la sicurezza alimentare". Si tratta di una due giorni di approfondimento sui temi dell'innovazione tecnologica durante i quali una sessione specifica verrà dedicata all'analisi delle problematiche legate all'assenza di tecnologie adeguate per la trasformazione e la conservazione delle derrate alimentari e dei cibi, causa primaria di perdita di alimenti e di rischio igienico per i Paesi in via di sviluppo.

"In linea con le strategie della nostra Organizzazione, siamo intenzionati a contribuire con sempre maggior vigore al trasferimento di tecnologie alimentari sicure ed efficienti verso i Paesi meno avvantaggiati al fine di favorirne uno sviluppo sostenibile. In questo contesto, siamo lieti di poter rafforzare la collaborazione e le sinergie con Ipack-Ima, quale punto di riferimento di eccellenza nel settore. Siamo fiduciosi che tale collaborazione potrà contribuire a migliorare i processi produttivi delle aziende attive nei PVS valorizzando al contempo le eccellenze e le expertise disponibili in Italia ", Diana Battaglia, Direttore - UNIDO ITPO Italy.

♦ Joint Declaration with CONFAPI Modena - Modena, 27 May 2010

Siglato l'accordo di cooperazione internazionale tra UNIDO ITPO Italia e Confapi pmi Modena

È stato siglato oggi pomeriggio, l'accordo di cooperazione internazionale tra UNIDO ITPO Italia e Confapi pmi Modena. Il piano d'azione prevede la collaborazione tra l'ufficio italiano dell'organizzazione e l'associazione modenese per l'individuazione e la promozione di opportunità industriali nei Paesi in via di sviluppo e nei Paesi emergenti e per l'accesso alle nuove tecnologie di queste realtà. Diversi i settori d'interesse che vedranno, nel prossimo futuro, l'applicazione dell'intesa firmata dal direttore di UNIDO ITPO Italia Diana Battaglia e dal presidente di Confapi pmi Modena Dino Piacentini: infrastrutture, macchinari per l'agricoltura, trasformazione agro-alimentare, meccatronica, alimentare, tessile e IT. [...] L'impegno di UNIDO ITPO Italia e Confapi pmi Modena vedrà una costante collaborazione per lo sviluppo di programmi e attività di carattere promozionale e tecnico incentrati sulla definizione, valutazione e promozione di progetti di investimento e/o di trasferimento tecnologico nei Paesi in via di sviluppo e in quelli con economie in transizione. L'obiettivo è quello di incentivare la partecipazione privata alla realizzazione di progetti industriali compatibili in questi Paesi. La firma dell'accordo è stata preceduta da una tavola rotonda alla quale hanno preso parte Dino Piacentini, presidente Confapi pmi Modena, Diana Battaglia, direttore di UNIDO ITPO Italia, Stefano Gatti, UNIDO ITPO Italia, Victor Zakharian, Senior Industrial Development Officer – Armenia, Ana Cristina Schirinian, Presidente Tierras de Armenia CJSC, Romina Di Lorenzo, CORFO Cile, Mr VN Shiju, Executive Officer of Confederation of Indian Industry, Guido Corbella, Amministratore delegato di IPACK-Ima, Gian Carlo Muzzarelli, Assessore Attività Produttive Regione Emilia-Romagna.



♦ **Workshop on Technology for Food Safety – Bologna, 9-10 June 2010**

Successo per il convegno tecnologie per la sicurezza alimentare



Istituzioni internazionali, imprese e mondo dell'Università si sono incontrati a Bologna, il 9 e il 10 giugno, per discutere sul tema della sicurezza alimentare e delle tecnologie adottate per dare soluzione alla tutela di ciò che giunge in tavola, nelle società avanzate come nei Paesi in via di sviluppo. Un argomento che in un mondo sempre

newsfood.com



più globalizzato assume grande importanza e al quale Ipack-Ima SpA, il più importante organizzatore fieristico italiano nel campo della meccanica strumentale per il packaging e il processo (food e non-food), ha voluto dedicare questo simposio, patrocinato dall'Organizzazione per lo Sviluppo Industriale (Unido) e dal Programma Alimentare Mondiale (Wfp) delle Nazioni Unite. [...]

“Sono fiero di aver radunato a questo convegno - ha spiegato l'amministratore delegato di Ipack-Ima, Guido Corbella - il meglio della realtà accademica italiana in tema alimentare, cui siamo riusciti ad affiancare prestigiose aziende in un contesto di grande respiro internazionale che vede la presenza dell'Onu e di diverse rappresentanze diplomatiche. [...] A fianco di Corbella, ad animare la nutrita due giorni di simposio, caratterizzata da plenary lecture, convegni e tavole rotonde, gli esponenti delle Nazioni Unite Diana Battaglia, direttore italiano Unido [...]

♦ **The Pakistani shoemaking sector protagonist at EXPO RIVA SCHUH - Riva del Garda, 12-15 June**

Calzature, Unido promuove joint-venture Italia-Pakistan

Quattro giorni per rafforzare le relazioni economiche ed industriali tra le aziende del settore calzaturiero pachistane e quelle italiane. Con questo scopo dal 12 al 15 giugno a Riva del Garda, in occasione dell'Expo Riva Schuh, l'Unido Itpo Italy, l'Ufficio italiano per la promozione delle Tecnologie e degli Investimenti dell'Unido, ha organizzato in collaborazione con Unido Ipu Pakistan, una serie di incontri d'affari mirata alla joint venture per la promozione degli investimenti e delle relazioni tra le industrie italiane e pakistane, che mirano al partenariato industriale, ai trasferimenti tecnologici e all'accesso al mercato per una nazione che vanta una tradizione calzaturiera centenaria. Alle delegazioni pachistane che arriveranno ad Expo Riva Schuh, (che si conferma una delle più importanti manifestazioni del business delle calzature nella grande distribuzione), si offrirà una panoramica completa sull'intera filiera settoriale, comprese le ultime tecnologie utilizzate nel settore.

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♦ **Renewable Energy, Argentina looks forward to the Italian excellence - October 2010**

Rinnovabili, l'Argentina guarda con interesse alle eccellenze italiane



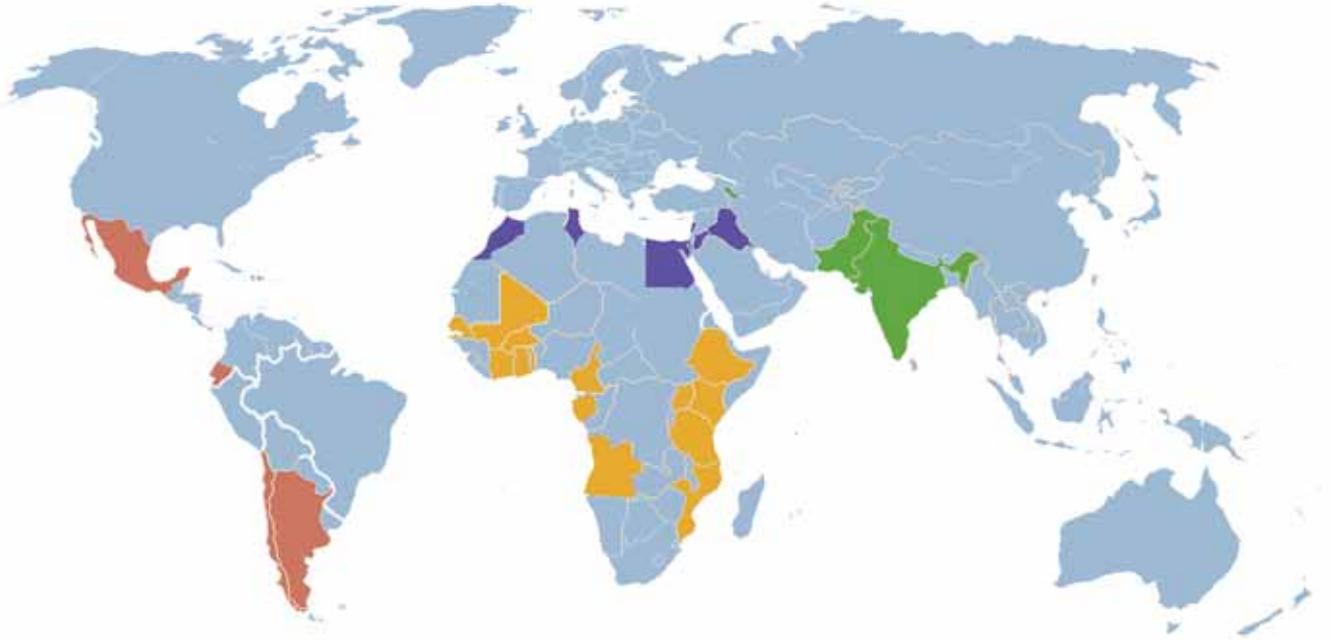
UNIDO ITPO Italy, in collaborazione con l'Associazione dei Sindaci dell'Argentina, ha organizzato un tour italiano a cui hanno preso parte circa 30 tra consiglieri, sindaci e funzionari argentini per approfondire la conoscenza sui sistemi e le tecnologie di punta adottati dall'Italia nella protezione ambientale e nello sfruttamento delle fonti rinnovabili. Un vero e proprio tour alla scoperta delle eccellenze italiane nel settore ambientale e nello sfruttamento delle fonti rinnovabili è quello che dallo scorso 18 ottobre stanno compiendo nel nostro Paese circa 30 tra sindaci, consiglieri e funzionari delle regioni argentine di Cordoba e Santa Fé. Un viaggio lungo tutta la penisola, organizzato da UNIDO ITPO Italy – l'organizzazione delle Nazioni Unite per lo Sviluppo Industriale in collaborazione con l'Ufficio per

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la Promozione Tecnologica e degli Investimenti e con l'Associazione dei Sindaci dell'Argentina, che ha come obiettivo approfondire, fino al prossimo 22 ottobre, la conoscenza del sistema amministrativo italiano e delle soluzioni tecnologiche e gestionali attualmente disponibili in Italia nel campo della protezione ambientale e delle rinnovabili.

Geographical Areas of Interest



Latin America

Argentina

Conference, Study Tour, Investment Promotion

Chile

Country Presentation, Investment Promotion

Ecuador

Investment Promotion

Mexico

Country Presentation, Delegate programme, Fairs, Study Tour, Investment Promotion

Sub-Saharan Africa

Angola

Institutional Meetings, Business Meetings, Fairs

Burkina Faso

Investment Promotion

Cameroon

Delegate Programme, Investment Promotion, Business Meetings, Fairs, Study Tour, Seminars, Institutional Meetings

Ethiopia

Investment Promotion, Fairs, Business Meetings, Institutional Meetings

Gabon

Institutional Meetings, Investment Promotion, Business Meetings

Ghana

Institutional Meetings, Investment Promotion

Ivory Coast

Investment Promotion

Kenya

Investment Promotion, Fairs, Business Meetings, Institutional Meetings

Mali

Technology Transfer

Mozambique

Delegate Programme, Investment Promotion, Business Meetings, Fairs, Study Tour, Seminars, Institutional Meetings

Senegal

Investment Promotion, Business Meetings, Fairs, Seminars, Institutional Meetings

Tanzania

Investment Promotion, Business Meetings, Fairs

Togo

Investment Promotion, Business Meetings, Fairs, Institutional Meetings

Uganda

Investment Promotion, Institutional Meetings

Mena

Egypt

Investment Promotion, Seminars, Fairs, Business Meetings, Technology Transfer

Iraq

Investment Promotion, Study Tour, Fairs

Jordan

Investment Promotion, Business Meetings, Fairs

Lebanon

Fairs, Study Tour

Morocco

Investment Promotion, Seminars, Workshop, Business Meetings, Training & Capacity building, Fairs

Palestine

Fairs, Study Tour, Investment Promotion

Tunisia

Investment Promotion, Business Meetings, Fairs, Seminars

Asia

Armenia

Country presentation, Investment Promotion

India

Study Tour, Fairs, Investment promotion

Pakistan

Fairs, Investment Promotion

ASIA

During 2010, ITPO Italy conducted several promotion activities and provided support services in some Asian countries. ITPO's main objective was to foster investment opportunities in these countries as well as identify potential partners and financial tools to establish industrial partnerships between Italian companies and local ones.

Investment opportunities in the automotive sector in India

During 2010, UNIDO ITPO Italy promoted some investment opportunities in the automotive sector in India that were presented by Mr. Shiju VETHAMUTHU, Executive Officer of the Confederation of Indian Industry, who participated in the business meeting organized by Confapi Modena and UNIDO ITPO Italy in the framework of the Conference: "SMEs' internationalization process as a key to support industrialization in developing Countries". During the event, opportunities in this sector were brought to the attention of more than 60 entrepreneurs to inform some companies in the possibility of establishing an industrial partnerships with Indian companies.



Mr. Vethamuthu

ITPO Italy technically supports the Italian credit line in favour of Pakistan (ex art. 6 of Italian law 49/87)

Within the framework of the Italian credit line supporting the Pakistani private sector, technical assistance on credit line providers was granted to IPU Pakistan in order to ease the use of this financial instrument. In this context, ITPO Italy provided technical assistance on arguments related to the exchange rate, the limit of guarantees, as well as on the role of UNIDO IPU in the appraisal of and assistance to the applications to use the credit line. Furthermore, criteria of eligibility, with particular reference to pilot projects and enterprises with public participations were exhaustively analyzed. Several examples of templates for industrial project design and appraisal were provided as well as assistance in drafting information material on the procedures to access the credit line.

The Pakistani footwear production sector as a key actor at Expo Riva Schuh 12-15 June 2010, Riva del Garda, Italy

As a consequence of the promotional campaign implemented by UNIDO ITPO Italy and at the request of IPU Pakistan, 10 Pakistani enterprises benefited from UNIDO services during the business-to-business meetings arranged with Italian stakeholders. UNIDO ITPO Italy organized B2B sessions during the fair with the aim of encouraging and strengthening the development of small and medium-sized Pakistani enterprises operating in the footwear sector, on the basis of received company profiles. For this purpose, after an earlier phase of identification and selection, ITPO Italy recruited 13 Italian companies operating in footwear manufacturing, and invited them at Expo Riva Schuh. Further, ITPO Italy mobilized experts, institutions and specialized centres operating in shoe technology, design, and equipment supply and production. Expo Riva Schuh organizers contributed to UNIDO's support for the recovery of the Pakistani footwear industry by publishing detailed information on



Pakistani delegation at Expo Riva Schuh

the Pakistani delegation and investment opportunities in the country. From a technical assistance standpoint, ITPO Italy helped Pakistan Footwear Manufacturing Association (PFMA) in meeting several leading Italian Institutions, (namely: PISIE, ARS SUTORIA and MODA PELLE Academy) dealing with training courses of footwear industry value chain, including fashion and marketing. These meetings were particularly encouraging and the Italian sector institutions, mobilized by ITPO, confirmed their interest in arranging a training course to be delivered to selected Pakistani companies, with the goal to improve managerial and design skills of the country's leather industry.

SUB-SAHARAN AFRICA

The core objective of UNIDO ITPO Italy in Sub-Saharan Africa is to foster industrial development through investment and cutting edge technology promotion. In 2010, the main countries of intervention were the following: Angola, Cameroon, Ethiopia, Gabon, Ghana, Kenya, Mali, Mozambique, Senegal, Tanzania, and Togo. UNIDO ITPO Italy promoted several industrial projects in regards of different sectors such as agro-industry, tanning, and environment. Furthermore, our Office also played an active role in promoting several business meetings, roundtables, and other activities in order to inform Italian entrepreneurs about investment opportunities in many of these Sub-Saharan Africa countries.



Ms. Pinedo presented ITPO Italy Africa Programme

Forum Italy & Africa Partners in Business 2010 1-2 July 2010, Rome, Italy

Thanks to the success of last year's edition, UNIDO ITPO Italy participated in the second "Italy and Africa, partners in business" Forum. The conference represented a good opportunity for Italian institutions and companies to share their experiences with African counterparts. About 500 Italian companies and more than 20 delegations of several Sub-Saharan Africa countries participated in the event, promoted by the Italian Ministry of Economic Development in collaboration with the Italian Ministry of Foreign Affairs and SIMEST. International Organizations, as well as several Italian and foreign Ministers, mainly from Sub-Saharan Africa countries, attended the event.

The Forum which focused on needs and potentialities of the African continent – was an opportunity for strengthening cooperation and partnerships between Italian and African companies. Indeed, four workshops were organized to discuss development priorities of the continent, namely: agro industry, raw materials, infrastructure, and international financial instruments to stimulate industrial growth and development. At this Forum, within the panel dedicated to agribusiness, UNIDO ITPO Italy presented its Africa Programme and the main activities carried out to promote industrialization in Sub-Saharan Africa countries.



African and Italian representatives at the Final Session of Italy & Africa

ITPO Italy promotion of Food Processing techniques and technologies in SSA: the Mali success case

UNIDO ITPO Italy has long been committed to scout and promote innovative solutions in advanced food processing and packaging technology to support the industrial development of SMEs in Africa.

This year, in the framework of the UNDP's Mali Cadre Intégré 2009 project, UNIDO ITPO Italy co-operated with UNIDO Field Office in Mali and UNDP Bamako in scouting and selecting solutions for food-processing. Indeed, during 2010 UNIDO ITPO Italy was involved in scouting Italian companies dealing with machines for fruit and vegetables processing that could be suitable for jam and marmalade production in Kolondjéba.

Between the proposals suggested by some European firms, an Italian company, Bertuzzi Food Processing Srl, was selected to implement the UNDP project in the Kolondjéba District community. Bertuzzi Srl is an Italian food processing company which has been building plants and equipment for food industry since 1936. Its long experience includes the successful installation of food processing equipment in almost 100 countries.



Supporting Gabonese industrial development in wood working 5 October 2010, Rome, Italy

On 5th October 2010, UNIDO ITPO Italy hosted on its premises a meeting with a Gabonese delegation composed by some representatives of the Embassy of Gabon in Rome and led by H.E. the Minister of Water and Forests Mr. Martin Mabala. Several Italian entrepreneurs working in the wood industry attended the meeting, entitled: "Wood Sector in Gabon and Future Collaborations". On this occasion, UNIDO ITPO Italy gave a presentation on its intervention in favour of the African continent (Mission, UNIDO Network, Projects etc.). The meeting further represented a platform for the Minister to illustrate his country and its policies for industrial development, with a specific reference to the wood sector. Participating Italian companies had the opportunity to exchange views and ideas with the Gabonese delegation and illustrated their wood products. As a result of this initiative, and thanks to the synergies established between UNIDO ITPO Italy and the Gabonese Representatives, some concrete support was immediately agreed, in terms of matchmaking activities to assist the development of local SMEs working on wood.



The Gabonese delegation and Italian entrepreneurs

Debating African strategic initiatives 7-8 October 2010, Taormina, Italy

To strengthen its corporate image and the impact of UNIDO activities, ITPO Italy participated in the Taormina Forum entitled: "Developing Regions of Africa and Europe", organized by The European House Ambrosetti, in order to share its experience with other leading institutions and companies operating in the African continent. With over 200 participants (among which Presidents, Ministers, Nobel Prizes, and representatives of the most influential European and African companies) the forum presented a crucial crossroad to discuss upon strategic relations and business opportunities in the African continent and to confirm UNIDO's commitment to, and priorities in the whole continent.

Ambassadors' Roundtable on "Synergies for the Development of Local Capacities and Entrepreneurship in Africa"
27 October 2010, Rome, Italy



A session of the meeting

On 27th October 2010, UNIDO ITPO Italy hosted on its premises in Rome a roundtable with several Ambassadors of Sub-Saharan African Countries and a representative of the Italian Ministry of Foreign Affairs. The roundtable was entitled "Synergies for the Development of Local Capacities and Entrepreneurship in Africa". The meeting aimed at creating an institutional platform for a better understanding of development needs in the African continent as well as to stimulate synergies and activities for supporting economic and industrial development in those countries. Furthermore, the Roundtable aimed to identify common strategies for the following issues: the creation of promotional campaigns for improving the perception of the African continent within the Italian business community; to discuss the local capacities and specific needs of each country, especially with the aim to support the private sector and local SMEs; identification of joint activities in supporting investments and transfer of know-how.



A session of the meeting

The Representative of the Italian Ministry of Foreign Affairs - Directorate General for Sub-Saharan Africa (DGSA) and a large number of representatives of Sub-Saharan Africa coming from Angola, Cameroon, Ethiopia, Gabon, Ghana, Ivory Coast, Kenya, Mozambique and Uganda, took part in the event. In this context, UNIDO ITPO Italy and the Italian Ministry of Foreign Affairs had the opportunity to present their initiatives and activities in Sub-Saharan Africa countries. At the same time, the Ambassadors identified the main strengths and weak points of industrial development and local policies and programmes aimed at supporting the private sector.



Family photo

Finally, a debate about local capacities in Africa, investment opportunities for the foreign private sector, and eventual joint activities between UNIDO ITPO Italy, Embassies, and local institutions took place. The initiative was positively seen by the representatives of the African governments, who considered this platform a viable instrument to palliate the lack of information and coordination, which can threaten the establishment of industrial and economic relations on the continent. As a result of this first meeting, it has been decided to hold at ITPO Italy, a series of regular roundtables to seek synergies and define activities in support of economic and industrial development in those countries.

African Entrepreneurial Delegations participation in Lineapelle 12-14 October 2010, Bologna, Italy

From 12th to 14th October 2010, UNIDO ITPO Italy participated in the event Lineapelle – Simac – Tanning Tech 2010. The event - with 1300 exhibitors and representatives of 45 different countries - is the most important international exhibition dedicated to leather, accessories, components, synthetics; and models for footwear, leather goods, garments, and furniture. UNIDO ITPO Italy coordinated and supported a delegation of entrepreneurs coming from Africa (Cameroon, Ethiopia, Senegal, and Tanzania) and Latin America (Mexico), with the aim of strengthening the industrial and economic relations between companies from developing countries and the Italian Industrial community. To this end, UNIDO ITPO Italy organized a series of B2B sessions between Italian and foreign entrepreneurs, to foster possible joint-ventures, technology transfer, market access, and trade relations. Furthermore, at the request of some Tanzanian companies, an extra company visit was organized in Tuscany Region to show them at first hand the latest technologies for leather treatment and processing.



Ethiopian delegation at Lineapelle

Promoting agro industrial technologies for Africa at EIMA 2010 10 -14 November 2010, Bologna, Italy

The African continent was also present at EIMA Trade Fair through the participation of one company from Ethiopia and three institutional representatives from Tanzania. The Tanzanian delegation, represented by the Tanzanian Investment Centre (TIC), was able to identify technology suppliers and investors producing agricultural machineries and accessories. Likewise, the Ethiopian delegate focused on irrigation technologies and grains and crops storage systems, and further stressed ITPO staff on the importance of capacity building in his country. In this regard, UNACOMA and ITPO staff, together with the foreign representatives, discussed the possibility of receiving technicians from Africa for training activities on agriculture studies and mechanization with some of the main Italian universities. UNACOMA also shared with UNIDO ITPO Italy its interest in working in Africa through “technology demonstration model farms”, and provide specific solutions and seek to satisfy some of the needs in agricultural mechanization of those countries.



Representatives from the Tanzanian Investment Center at a meeting with UNACOMA

Integrated Platform to support Senegal and Mozambique private sector

During 2010, UNIDO ITPO Italy focused its efforts on some Sub-Saharan Africa countries through the creation of an integrated platform to support the private sector in Senegal and Mozambique. Through this platform, local private companies and SMEs benefit from UNIDO ITPO Italy assistance to improve competitiveness and to modernize their processing lines. As for Senegal, after ITPO field mission, some fruitful contacts have been established with several public and private authorities and stakeholders located in Dakar, such as the Direction des Petites et Moyennes Entreprises, the UTL Office Dakar, the Bureau de Mise à Niveau, and the local UNIDO Field Office. So far, thanks also to the collaboration with ADEPME (Agence de Développement et d'Encadrement des Petites et Moyennes Entreprises) some local companies' projects were identified and promotional follow-up activities took place with the Italian business community. As for Mozambique, thanks to the synergistic work with the Embassy of Mozambique in Italy, and the new contacts established with the IPEME, a needs assessment was conducted to identify priority sectors of interest, thus leading to some specific interventions in the near future.



Mozambican delegate from IPEME at a Company visit in Cesena

LATIN AMERICA

UNIDO ITPO Italy established many contacts with several Latin America countries such as Argentina, Chile, and Mexico with the objective of promoting industrial partnerships and relationships between Italian companies or associations and local SMEs. During 2010, UNIDO ITPO Italy strengthened its relationships with CORFO in Chile and the Centre of Investment and Trade of Sinaloa - Mexico (CIT). Another significant collaboration was established with the Mexican agro industry as well as with Argentina's renewable energy sector.

ITPO Italy cooperates with CORFO in support of the olive oil industry growth in Chile 19 March 2010, Rome, Italy



Mr. Pablo Ugarte with Italian entrepreneurs

The visit of Mr. Pablo Ugarte, Responsible of the Olive Sector from CORFO-Chile, gave ITPO Italy the opportunity to organize a promotional campaign to show Chile's olive potential. For this purpose, a Workshop was held on 19th March 2010, where more than 10 Italian olive processing and harvesting equipment companies attended and were informed of Chile's current situation and opportunities in the olive business. Meetings were organized in collaboration with the Chilean Investment Agency, CORFO. Mr. Ugarte had the opportunity to meet other institutional stakeholders in the Italian olive business such as UNAPROL and FederOlio.

ITPO Italy organizes a workshop to support the renewable energy sector in Chile 23 September 2010, Rome, Italy



Ms. Di Lorenzo's presentation

With the aim of illustrating the potentialities and possibilities offered by Chile in renewable energy, UNIDO ITPO Italy, in collaboration with CORFO Chile, organized a workshop entitled "Investment Opportunities in Renewable Energy in Chile". Ms. Romina di Lorenzo, a CORFO representative, illustrated several concrete opportunities identified by her institution on the usefulness of industrial partnerships in geothermal production, biomass transformation, biofuel technologies, and wind parks. The event was held on 23rd September 2010 with the participation of 12 Italian companies and manufacturers of technologies in geothermal, mini wind energy, and solar energy.

Italian Industrial Excellence at disposal of the Mexican Agribusiness Sector 5-8 October 2010, Cesena – Bologna, Italy



Mexican delegation at Macfruit Trade Fair

UNIDO ITPO Italy organized a study tour on post-harvesting and fruit processing technologies in Cesena and Bologna. Beneficiaries of the initiative were producers of mango, citrus, and "annona muricata" from the Mexican States of Chiapas, Nayarit, and Yucatan where the total production of tropical fruit is estimated at 243.050 tons per year. During the study tour, the Mexican representatives took part in the "Second European Meeting of Fruit Producers" and had the chance to acquaint with international trends and market challenges. They also received information about cooperatives and farmers' organizations such as Conserve Italia, a leading company specialized in food processing organized on a cooperative basis. Furthermore, the delegates participated in Macfruit Trade Fair where they had the opportunity to meet importers of tropical fruit. They visited also the central market of Bologna (CAAB) to have direct information on fruit treatment and commercialization standards, and to identify specific technologies required for their business.

**Study Tour in Agro Industrial Mechanization Technologies for a Mexican Delegation
10 -14 November 2010, Bologna, Italy**

On November 2010, during the EIMA International Exhibition held in Bologna, UNIDO ITPO Italy organized a Study Tour in Agro Industrial Mechanization technologies with the support of UNACOMA. As a follow-up action, the Confederation of Associations of Farmers of the State of Sinaloa (CAADES) and the Centre for Investment and Trade of Sinaloa (CIT) contacted more than 80 technology manufacturers seeking solutions for the Mexican agriculture sector, such as tomato post-harvesting machinery, storage grains systems, and potato cultivation and harvesting machinery. Thanks to the support provided by UNACOMA, the Mexican delegation benefited from a stand in order to promote their fair Expo Agro Sinaloa 2011, in which Italy will be the guest of honour.



Mexican and African Delegation at EIMA Trade Fair

**Renewable Energy: Argentina looks forward to the Italian excellence
18-22 October 2010, Rome – Bari, Italy**

UNIDO ITPO Italy, in collaboration with the Association of Mayors of Argentina, organized a Study Tour in Italy which was attended by 26 mayors, councilors, and officials of the Argentinean Regions of Córdoba and Santa Fe. Their main objective was to learn and to get a first hand view on technologies and management solutions currently available in Italy in the fields of environmental protection and renewable energies.

During their first days in Rome, among the meetings that Argentinean representatives attended, particular focus was set on new solutions for municipal solid waste treatment and special materials recycling. In addition, other important presentations were held to show a new technology on waste management for the production of alternative energy, reduce costs of water purification, and on how to recycle tires, batteries, and other hazardous materials. Some companies such as Dulevo Spa, Hafner Spa, Danese Group, Novamont Spa, Idecom Srl, Tires Spa and Bernardi Spa, introduced their respective technologies and solutions in these fields.



Ms. Battaglia's welcoming speech



Mr. Fortunato's presentation about renewable energy in L.A.



A session of the meeting in ITPO Italy Office



Meeting with FORMEZ



Meeting in Apulia Region

Another seminar was organized and focused on technological know-how available in Italy, on investment opportunities in renewable energy, and on second-generation biofuels production potentials. A representative from ANEV, the Italian Association for Wind Energy and companies such as Chemtex Srl and Tozzi Nord Wind Turbines contributed to the seminar by disseminating and improving awareness about renewable energy solutions.

The Study Tour continued in Apulia Region - Italy, with a visit to its Industrial District in Renewable Energy and Energy Efficiency. This District is particularly involved in defining and developing alternative energies projects. The visit was followed by a roundtable focused on technological options in the renewable energy and energy efficiency sector. At Confindustria Puglia, some important companies such as Vestas Italia, Jonica Impianti Srl and Guastamacchia Spa illustrated their different technologies and solutions on photovoltaic and wind energy. The study tour gave an important opportunity for the Argentine public decision-makers to press on with the promotion of renewable energy and to facilitate the development of a supportive policy framework to strengthen clean energy initiatives.



Ms. Battaglia, Mr. Fabio De Lillo - Comune di Roma, Mr. Enzo Tucci - "La Nuova Energia" and the Argentinean delegation

MEDITERRANEAN AND MIDDLE EAST

During 2010, UNIDO ITPO Italy had the opportunity to organize several business meetings and study tours, to promote cutting edge technologies for some delegations coming from Mediterranean and Middle East countries. To this end, ITPO aimed to encourage the development of Small and Medium Enterprises (SMEs) in the Arab-Mediterranean region as well as paving the way to industrial partnerships with Italian companies. The main sectors promoted were agro-industry and dimension stone.

Arab-Mediterranean entrepreneurial delegation at MedOliva **14 - 17 May 2010, Arezzo, Italy**

Within the framework of MedOliva, the International Fair on Mediterranean Olive Tree, which took place in Arezzo from 14th to 17th May 2010, UNIDO ITPO Italy coordinated the participation of a prominent entrepreneurial and institutional delegation from the Arab-Mediterranean countries and assisted them in the organization of B2B meetings with Italian companies. As a matter of fact, olive oil is one of the most important agro industrial goods produced in the Mediterranean countries and ITPO Italy's intervention could support the growth of the olive oil industry of Arab-Mediterranean countries. Indeed, UNIDO assisted olive oil producers from Egypt, Jordan, Morocco, and Tunisia by promoting their industrial cooperation proposals and sought to facilitate joint-ventures, transfer of cutting edge processing technology, and access to both Italian and international markets. UNIDO's delegation had the opportunity to meet several olive oil experts and testers who, with their tips and suggestions, advised on how to improve the quality and the value of products in terms of cultivation, harvesting, processing, and packaging, thus giving the participants a chance to experience the state of the art technologies and see emerging trends in their products.



Arab-Mediterranean delegation at MedOliva fair

Study Tour on Natural Stone and Marble Enterprise Clusters for the Palestinian Delegation **16-22 May 2010, Verona-Carrara, Italy**

From 16th to 22nd May, as requested by UNIDO PTC/TCB/CIU, UNIDO ITPO Italy organized a Study Tour in the most important Italian clusters on natural stone and marble for a delegation of 15 representatives from Palestine. The whole activity was meant to increase awareness of the Palestinian dimension stone companies/institutions and their investment opportunities and to establish contacts with potential local counterparts, offering their current products, introducing their project proposals, and liaising with contacts that could lead to future industrial and/or commercial collaboration. UNIDO ITPO Italy scheduled several institutional and company visits in Verona and Carrara areas, including a visit to the heart of the stone quarries of Breccia Pernice in Verona and White Carrara, with the support of several geologists. Other important meetings were held with the Videomarmoteca – which has a consultancy service answering queries and solving problems connected with marble – and with the experts of Verona Marble School. The Delegation visited some other stone producers such as ESSEGI, Antolini Luigi & C. and manufacturers of machines and plants for working marble such as Socomac and Dazini.



Palestinian delegation at Breccia Pernice stone quarry

UNIDO ITPO Italy assists the Palestinian delegation in Marmotec Trade Fair
19-21 May 2010, Carrara, Italy



Palestinian delegation at Carrara Marmotec

During the Carrara Marmotec Trade Fair, the Palestinian delegation met some important Italian companies active in the stone business with the collaboration of Carrara Marmotec organizers. The participating companies are leaders in this field and produce marble-working machinery (block cutting machines, polishing machines, automatic saws) and tools such as diamond wire saws and diamond disks. B2B meetings were held between Italian industrialists and the Palestinian delegation. The entrepreneurs, were particularly interested in technical information and contract terms. As a result, some agreements were concluded. The institutional part of the delegation gave assistance to the companies and attended some ad-hoc meetings.

UNIDO ITPO Italy assists the Palestinian delegation in Marmomacc Trade Fair
29 September - 2 October 2010, Verona, Italy



Palestinian delegation at Marmomacc Fair

With the financial support of USAID, 15 companies/institutions from Palestine participated in Marmomacc Trade Fair, with a big and centrally located stand, which gave them great visibility and contributed to the promotion of Palestine marble. Marmomacc represents one of the most important international natural stone exhibitions. It offered a great opportunity to show to Italian and foreign operators the possibilities and potentialities of the dimension stone business in Palestine. During the fair, the Palestinian delegation – with the assistance of UNIDO ITPO Italy – met some Italian companies that proposed different technologies for marble stone production, in particular, block cutting machines, splitting machines and resin reinforcing lines.

UNIDO ITPO Italy brings Jordan to the Italian excellence attention
13-16 October 2010, Pesaro, Italy



The president of Unioncamere Marche, Mr. Drudi and the Arab delegation

As requested by the Jordan Investment Board and within UNIDO's investment and promotion activities framework, ITPO Italy assisted the Jordanian Delegation during the B2B session held on the occasion of the Arab-Italian Business Summit organized in Pesaro by Unioncamere Marche and ICE. About 30 Jordanian entrepreneurs operating in Food & Beverage industry, Cosmetics, Agribusiness, Dimension Stone and Furniture, participated in the event and benefited from the assistance provided by UNIDO ITPO Italy. In this context, our Office strengthened synergies with Jordan's Investment Board and entrepreneurial associations such as JOPEA (Jordan Olive Products Exporters Association) and JOSTONE (Jordan's leading stone and tile association), and supported the Jordanian delegation in arranging B2B meetings. Furthermore, many business contacts were established during the workshop in collaboration with the Chamber of Commerce of Pesaro and Fair representatives. Likewise, the event gave a new impulse to the collaboration with JOPEA, as well as to new joint actions to promote Jordanian industrial sector to the Italian business community.

Promoting best practices and technology upgrading opportunities in agro industry to Iraq and Lebanon 10-14 November 2010, Bologna, Italy

UNIDO ITPO Italy, in cooperation with UNIDO PTC/AGR/AIT and in the framework of UNIDO's Special Project for Iraq and UNIDO's Laiser Project for Lebanon, organized an agenda to inform Iraqi and Lebanese delegation about best practices and opportunities to upgrade technology to further develop agro industry in both countries. The Study Tour observed agricultural technologies and led the Delegations to B2B meetings held at EIMA, the International Agricultural Machinery Exhibition. In addition other study visits and business meetings were also held outside the exhibition.



Lebanese delegation at EIMA 2010

The Delegations had the opportunity to visit Argo Tractors Spa (Landini and McCormick brands), one of the leading Italian tractor producers. The technical visit to the tractor manufacturing plant, located in Fabricco, allowed the participants to observe all the assembly process, which counts on the most advanced and highly-automated assembly methods and skilled human resources capable of developing products in the short, medium, and long term. It should be noted that this technology is useful for any type of tractor, including tailor-made ones. The second visit was to Menu Srl, a well known food processing company, that produces more than 450 different products for the entire food market for the Ho.Re.Ca. channel, with a turnover exceeding Euro 52 million. The delegation visited the whole production facility (about 30,000 m²) located in Cavezzo, in the Province of Modena.



Visit to Argo Tractors Spa (Fabricco - MO)

During the Exhibition, ITPO Italy gave direct assistance to the Iraqi and Lebanese delegations to make sure they could observe the latest models and cutting edge technologies available in the agriculture sector in Italy. In particular, seed drill-till machines; chickpea/lentil harvesters, water irrigation systems, and other farming equipments. The Iraqi representatives were most interested in innovative irrigation and water resource management techniques for agricultural use that could be suitable for the Ninewa Governorate.



Visit to Menu Srl (Cavezzo - MO)

Special Investment Promotion Programme

Environment, Energy, and Sustainable Development



UNIDO ITPO Italy is committed to the reduction of the environmental impact of industrial processes through the increased promotion of renewable resources and clean technologies. In this framework, ITPO's mission is to promote environment protection because a clean environment is an asset for each country and not a burden which slows industrial and economic development. Efficiency, innovation, and technology are keywords of "new" industrial processes such as recycling, reuse of materials, and energy efficiency. UNIDO ITPO Italy is directly involved in programmes and promotional/technical activities that define, evaluate and promote investment projects. UNIDO promotes investments, technology transfer, know-how, and investment opportunities in the field of energy and environment to encourage private participation in

environment-friendly projects through industrial/technological partnerships in developing countries. Green Industrial collaboration with developing countries is the spark for cleaner growth processes that meet the needs of the present without compromising the possibilities of future generations.

ITPO Italy boasts a cooperation with the Italian Ministry for the Environment, Land and Sea



Within UNIDO ITPO Italy's commitment to the environment protection and promotion of renewable energies and energy efficiency techniques, in February 2006 an agreement between the Italian Ministry for the Environment, Land and Sea (IMELS) and UNIDO ITPO Italy was signed. The joint programme aimed to foster industrial cooperation and technology transfer among private companies active in the environment and energy sector in Egypt and Morocco. The Ministry and UNIDO ITPO Italy selected the above mentioned countries as the first beneficiaries of their joint effort, due to their great potentiality in sectors such as renewable energies, energy efficiency, solid waste, waste water and water treatment, management and recycling.

Conference on "Tourism, Environment and Territory in the Euro-region"

22 January 2010, Monfalcone, Italy



A Conference entitled "Tourism, Environment and Territory in the Euro-region" was held in Monfalcone, in order to discuss technical and financial cooperation in the Euro-Adriatic and Mediterranean regions. Speakers from local and international public authorities as well as representatives of institutions working in the international cooperation field attended the event. UNIDO ITPO Italy was invited to present its mandate, activities, and project portfolio as well as its Energy and Environment Programme funded by the Italian Ministry for the Environment Land and Sea (IMELS).

**ITPO Italy promotes the dissemination of eco friendly technologies at SEP - Systems for Environmental Projects 2010
21-24 April 2010, Padua, Italy**

UNIDO ITPO Italy, in collaboration with Padova Fiere, organized a joint activity in the framework of SEP to promote investment opportunities in Morocco and Egypt in the field of environment, as well as to identify suitable technologies that could be transferred to developing countries. SEP - Systems for Environmental Projects - is an international exhibition devoted to environmental sustainability and land protection, organized by Padova Fiere SpA. The exhibition counts on the cooperation of leading companies, opinion makers, and associations active in environmental promotion, training, and communication in order to develop themes of environmental protection as well as to update and compare management models and market trends. Furthermore, UNIDO ITPO Italy also participated in a Workshop entitled "Innovation in water treatment". The event was organized by Padova Fiere along with the scientific collaboration of IRSA-CNR (the Research Institute on Water of the Italian National Research Centre). The workshop was held on 22nd April 2010.



Mr. Gatti's speech in the workshop "Innovation in water treatment"

**Discussing low carbon business after Copenhagen - ZeroEmission 2010
7-10 September 2010, Rome, Italy**

UNIDO ITPO Italy has participated as speaker in the Conference "Low carbon business: economic and financial perspectives in emission reduction policies after Copenhagen" organized in the framework of ZeroEmission Trade Fair. ZeroEmission is the international event dedicated to renewable energies in the Mediterranean and was held at Rome Fair Centre from the 7th to the 10th September 2010. In particular, the event presented an international meeting point for companies and operators interested in the development of renewable energies, emissions trading, and environmental sustainability as well as on themes such as wind energy, photovoltaic technologies, solar power plants, geothermal energy, energy saving, carbon credit market, and on Carbon Capture and Storage technologies.



Zero-Emission Trade Fair 2010



ITPO Italy supports developing countries in shifting to green technologies at ECOMONDO 2010
3-6 November, Bologna, Italy



Ecomondo delegation

From 3rd to 6th November 2010, UNIDO ITPO Italy attended the international exhibition ECOMONDO 2010. This Fair is the main exhibition in Italy dedicated to the green economy and the largest annual expo for the environment and sustainability industry which endeavors to meet the global challenge of combining development and sustainability, environment and energy, and globalization and environmental protection. UNIDO ITPO Italy organized and assisted a prominent delegation of entrepreneurs coming from Angola, Cameroon, Kenya, Morocco, Senegal, Togo, and Tunisia. Moreover, UNIDO ITPO Italy planned around 150 matchmaking meetings between foreign entrepreneurs and Italian companies in order to facilitate the establishment of joint-ventures, technology transfer, market access, and trade relations. In this framework, foreign entrepreneurs had the chance to experience at first hand cutting edge technologies in material & energy recovery and sustainable industrial solutions.



B2B meetings at Ecomondo

Energy Efficiency and Renewable Energy Sources: potentials and opportunities for small and medium enterprises in the Mediterranean basin
25 November 2010, Tunis, Tunisia



On 25th November 2010, UNIDO ITPO Italy gave a lecture about promotion of private investment for sustainable development in Tunis during the workshop “Energy efficiency and renewable energy sources: potential and opportunities for SMEs in the Mediterranean basin”. The workshop was organized by E-cube Srl, APREIME, and Becasse Sarl, with the financial contribution of REEEP and in collaboration with the Italian Ministry for the Environment, Land and Sea (IMELS). In particular, the workshop was organized in two different sessions: during the first one, E-Cube Srl showed the web-tool addressed to SMEs to evaluate energy efficiency interventions. In the second session, together with other international institutions, UNIDO ITPO Italy illustrated its mandate, activities, and projects as well as giving an overview of its Energy and Environment Programme.

CAPACITY BUILDING ACTIVITIES

Lecture on the Inter-Governmental Agencies working in the Energy and Environment fields and ITPO Italy 4 March 2010, Rome, Italy

At the invitation of SAFE, a small research and teaching institution active in the energy & environment fields, UNIDO ITPO Italy gave a lecture on “The Inter-Governmental Agencies working in the Energy and Environment fields”. The presentation focused on the following four themes: a) the most important relevant international organizations (mission and activities); b) The UN-Energy coordination mechanism and its mandate and activities; c) UNIDO and its Energy and Environment strategies; d) UNIDO ITPO Italy and its Energy and Environment Programme.



ITPO Italy delivers a Capacity Building on project appraisal in Morocco 8-12 March 2010, Marrakech and Casablanca

Within the framework of the Energy and Environment Programme, UNIDO ITPO Italy held two training courses on UNIDO’s methodology for industrial project appraisal in the field of Energy & Environment. In particular, on the basis of the cooperation established between UNIDO ITPO Italy and CDER, the Moroccan Centre for the development of renewable energies, a project appraisal course addressed to CDER’s internal staff was organized and held. Furthermore, in cooperation with IZDIHAR, AMITH, and other local industrial companies/associations, and thanks to the technical assistance of the UNIDO Field Office in Morocco, a second project appraisal course was organized and held. This one presented the following matters: the UNIDO methodology used for preparing comprehensive industrial project profiles; general concepts regarding financial statements; the concept of discounted cash flows; the most common financial ratios; the risks that could afflict an industrial project; the UNIDO IIPP form as a useful tool for gathering information and for promoting industrial projects. Finally, the class held a hands-on performance and executed an exercise on the COMFAR III Expert software.



UNIDO ITPO Italy and CDER internal staff

Project appraisal training course at CONFAPI Modena
15 July 2010, Modena, Italy



Within the framework of the capacity building activities carried out by UNIDO ITPO Italy and that of the cooperation agreement signed with CONFAPI PMI Modena, a project appraisal course was organized and held in Modena to improve internal staff skills and capabilities in the analysis of projects in developing countries. In particular, the course - which lasted one day with fulltime lessons in the morning and in the afternoon - was addressed to CONFAPI PMI Modena's internal staff, especially to the International department assigned to the cooperation agreement with UNIDO ITPO Italy. The course focused on UNIDO methodology for preparing comprehensive business plans as well as on the illustration of the Office financial assessment methodology used to evaluate industrial projects. All the participants demonstrated full appreciation for the course, expressing their willingness to participate in further UNIDO capacity building activities.

Project appraisal training course at Bologna University
3-5 December 2010, Bologna, Italy



Within the framework of the capacity building activities carried out by UNIDO ITPO Italy and in collaboration with the Italian Permanent Committee for Micro-Credit and Bologna University, a project appraisal course was organized and held by UNIDO ITPO Italy in Bologna, to present the UNIDO methodology for preparing comprehensive project profiles and to illustrate the financial assessment methodology used to evaluate industrial projects. The course was addressed to high-level course on micro-credit students, and organized by the committee and Bologna University. Twelve participants including managers and representatives of public and private institutions attended the course. The organizers and the participants gave a positive feedback. At the end, certificates of attendance were delivered to participants and copies of the materials used during the lessons were distributed.

Institutional Strengthening

UNIDO ITPO Italy joints industrialization with modern managerial techniques 10-11 May 2010, Bologna, Italy

UNIDO ITPO Italy was invited to deliver a presentation during the International Forum entitled “La Modernità” (Modernity), organized by Praxis Spa and Fondazione Intellectual Enterprise. The event was held in Bologna at Cappella Farnese - Palazzo d’Accursio and was further enriched by the participation of two prominent Nobel Peace Prize winners, Wangari Maathai (Kenya – 2004) and Shirin Ebadi (Iran – 2003). During her speech Ms. Diana Battaggia, Head of UNIDO ITPO Italy, highlighted the mandate and objectives of the Office, drawing attention to the significant link between technology, modernity, cultures and on how the rational use of resources and technology transfer can significantly change people’s lives. To this end, noteworthy is her speech passage depicting modernity and industrialization: “There is modernity where modern rational organization of work, not only is compliant with the preservation of cultural heritage, but also brings long lasting benefits in the lives of people who otherwise would be forced to migrate. Material benefits, integrated with the respect of and enriched by cultural heritage, are the seeds of participation and democracy.”



Ms. Battaggia at “La Modernità” Forum

ITPO Italy and UNIMED: bringing industrial innovation through the Universities 13 October 2010

The Mediterranean Universities Union (UNIMED) founded in October 1991, is an association of 84 Universities located in different countries of the Mediterranean basin. Its structure, based on the mobility and the exchange of human resources, has the aim of promoting, in a multidisciplinary perspective, interuniversity research and education within the field of conservation and valorization of cultural heritage, environment, health, economics, as well as new technologies, to contribute to the integration of the two Mediterranean shores. On 13th October 2010, UNIMED organized the roundtable entitled “UNIMED and cooperation among Universities”, in order to brainstorm about possible ways of networking on international cooperation programmes. Several speakers, representing universities as well as national and international institutions, were invited to present their views. UNIDO ITPO Italy was invited to present its mandate and activities as well as to illustrate possible avenues of cooperation with the Universities.



Joint Declaration with CONFAPI Modena

ITPO ITALY strengthens its synergies with CONFAPI Modena in support of Developing Countries

27 May 2010, Modena, Italy



Ms. Battaglia and Mr. Piacentini sign the joint declaration

On 27th May 2010, a cooperation agreement between CONFAPI PMI Modena and UNIDO ITPO Italy was officially signed in order to reinforce the promotion of industrial opportunities in developing countries and to provide information about suitable technologies available in Italy. The agreement concerns industrial collaboration among companies in developing countries and Italian ones. It was also agreed to develop a joint initiative to promote opportunities in developing countries and to raise the awareness of business communities and civil society about these countries, as well as to facilitate access to the most suitable technologies related to infrastructure, farming machinery, agro-food processing, mechatronics, food, textiles, and ICT. CONFAPI PMI Modena - Italian Confederation of Small and Medium-sized Enterprises of Modena and Province - was established in 1962. CONFAPI Modena cooperated for many years with local authorities in order to support local SMEs, also by means of research and monitoring actions to assess their needs, with the aim of supporting their entrepreneurial and competitive development in Italy and abroad.

Country Presentations of Armenia, Chile and India

27 May 2010, Modena, Italy

Following the above signing ceremony, a presentation Seminar was organized with Confapi Modena to promote specific industrial opportunities in Armenia, Chile, and India. The Seminar, entitled “The internalization of SMEs as successful pattern for the development of developing countries”, involved highly qualified speakers identified by UNIDO ITPO Italy. Ms. Ana Cristina Schirinian and Mr. Victor Zakharian illustrated some opportunities in the agro industry and infrastructure sectors in Armenia and Ms. Romina Di Lorenzo delivered a presentation about the investment opportunities currently available in the environment sector in Chile. As for India, Mr Shiju Vethamuthu from the Confederation of Indian Industry - Chennai presented the potential and opportunities in the automotive sector.



Ms. Schirinian



Mr. Zakharian

Delegate Programme

The Delegate Programme is operational in all UNIDO ITPO offices and represents an essential tool supporting promotional activities. Delegates create a link between the economic systems of their home countries and Italy. They assist Italian companies and those from their own countries in the development of collaboration agreements, through the promotion of investment opportunities, and by facilitating the search for potential partners. In this way, they have the opportunity to disseminate information about their respective countries, pointing out local opportunities available to Italian entrepreneurs and investors. The Delegate Programme also supports the promotion of bilateral cooperation between Developing Countries and Italy, sometimes even South-South collaboration, as Delegates from several developing countries can meet, interact, learn from each other, and collaborate together at ITPO Italy. Since 1987, more than 50 Delegates have been hosted by UNIDO ITPO Italy. They came from all around the world, in particular from Africa, Asia, Eastern Europe, Latin America, and the Middle East. During 2010, ITPO Italy hosted the following representatives:

Ms. Maryse Meyo Akoulouze, Cameroon, IPA – Investment Promotion Agency (October 2010)

Ms Maryse Meyo, a representative of the Investment Promotion Agency of the Republic of Cameroon (API Cameroun), was hosted in Rome with the aim of promoting investment opportunities in a large range of industrial sectors. With a special reference to the Energy and Environment issues, Ms. Meyo participated in Ecomondo Fair, the major Italian exhibition dedicated to green economy, environment and sustainability, and held in Rimini. In this context, Ms. Meyo introduced the investment climate and business opportunities through individual meetings with representatives of the Italian private sector and other relevant organizations. Moreover, the Delegate participated in a study tour co-organised with Federalimentare, the Italian Federation of Food and Drink Industries which represents the second largest business sector in Italy. The goal was to gather first hand information about products and industrial process improvements as well as on technology in the food processing industry. Finally, within the framework of her projects portfolio, she had also the opportunity to visit Expoedilizia, the exhibition focusing on building industry and architecture, with the aim of identifying cutting edge technologies that could be useful for some projects in the building sector.



Mr. Eleuterio Simoes Mabjaia, Mozambique, IPEME - Institution for the promotion of SME's (November 2010)

In November, UNIDO ITPO Italy hosted Mr. Eleuterio Mabjaia, a representative of IPEME (Institution for the promotion of Mozambican SMEs), with the aim of promoting a portfolio of investment projects among Italian Small and Medium Enterprises and relevant local stakeholders. The presence of Mr Mabjaia represented an opportunity for Italian entrepreneurs to achieve latest information about Mozambican projects as well as investment opportunities. The promoted projects portfolio concerned several industrial fields, such as fruit processing, packaging, dairy products, and mineral water. During his stay, and in consideration of his industrial projects portfolio, Mr. Mabjaia participated in the study tour, co-organized with Macfrut, in Bologna and Cesena. In this context, Mr. Mabjaia had the opportunity to promote Mozambique's investment and business opportunities in respect of fruit and vegetable processing sectors, to the organizer of Macfrut fair. Following this activity Mr. Mabjaia participated in some company visits, and came across some of the latest developments in food processing technology. Based on his projects portfolio, Mr. Mabjaia visited three companies operating in the milk processing sector in the Province of Latina, Latium Region.



Mr. Bernard Herrera, Mexico, FOCIR - Fund of Capitalization and Investment for the Rural Sector of Mexico (November 2010)

In November, UNIDO ITPO Italy hosted Mr. Bernard Herrera, a representative from FOCIR - Fund of Capitalization and Investment for the Rural Sector of Mexico, with the aim of identifying technologies and promoting investment opportunities in agro industry and renewable energy projects. The representative of FOCIR promoted different investment opportunities with a special focus on agribusiness processing technologies. The main objective of his mission was to scout technological opportunities for: the development of new olive plantations in the Mexican State of Baja California for a total of 3200 hectares; the development of slaughterhouses able to process 1000 cattle and 2000 swines in the States of Nayarit and Jalisco; the identification of suitable technologies for turning powdered milk into liquid milk destined to isolated Mexican communities, as well as technologies for the processing of African palm oil to be used in the biodiesel production. During his stay in Italy Mr. Herrera met the main actors involved in the olive oil sector, starting from companies specialized in technologies for olive harvesting to the main associations of olive oil producers such as UNAPROL. Thanks to ITPO Italy's support, the Delegate was also able to establish contacts with leading technology providers in meat processing and visit one of the biggest slaughterhouses in Europe namely: INALCA. Finally, Mr. Herrera received first hand information on financial facilities delivered by SACE and SIMEST in support of investment and technology transfer.





Annexes

Fairs and Exhibitions with Industrial Meetings

DATE	EVENT	VENUE (City)	PARTICIPANTS	COORGANIZER
21-24 April	SEP - Systems for Environmental Projects (Environment)	Padua, Italy	Egyptian and Moroccan companies	Padova Fair
14-17 May	MedOliva, Mediterranean Extra Virgin Olive Oil Fair (Agro industry)	Arezzo, Italy	20 companies from Egypt, Jordan, Morocco and Tunisia	Chamber of Commerce of Arezzo
19-22 May	Marmotec Fair (Dimension Stone)	Carrara, Italy	15 companies and institutions from Palestine	USAID and UNIDO PTC/TCB/CIU
12-15 June	Expo Riva Schuh (Footwear)	Riva del Garda, Italy	13 Pakistani Companies	IPU UNIDO Pakistan
7-10 September	ZeroEmission 2010 (Renewable Energy)	Rome, Italy	Chilean Investment Officer	CORFO Chile
29 September - 2 October	Marmomacc (Dimension Stone)	Verona, Italy	Palestinian Companies	USAID
6-8 October	MACFRUT Fair (Agro industry)	Cesena, Italy	5 participants from Mexico	Cesena Fair, UNIDO ITPO Mexico
12-14 October	LINEAPELLE - SIMAC - TANNING TECH (Leather and Footwear)	Bologna, Italy	5 participants from Cameroon; Ethiopia; Mexico, Tanzania and Senegal	SIMAC
13-16 October	Arab-Italian Multisectorial Business Meeting	Pesaro, Italy	30 Jordanian Companies	Jordanian Investment Fund
3-6 November	ECOMONDO 2010 (Environment)	Rimini, Italy	11 Companies from Angola, Cameroon, Kenya, Morocco, Senegal, Togo and Tunisia	Rimini Fair
10-14 November	EIMA – International Exhibition Agriculture Mechanization	Bologna, Italy	18 participants from Ethiopia, Iraq, Lebanon Mexico, Tanzania	UNACOMA, UNIDO project in Lebanon and Iraq

Country Presentations, Seminars and Workshops

COUNTRY	TITLE OF MEETING	VENUE (City)	DATE	CO-ORGANIZER(S)
MEDITERRANEAN COUNTRIES	Tourism, Environment and Territory in the Euro-region	Monfalcone, Italy	22 January	Municipality of Monfalcone
EGYPT AND MOROCCO	Innovation in Water Treatment	Padua, Italy	22 April	Padova Fiere with the scientific collaboration of the Research Institute on Water on the Italian National Research Centre
ALL	International Forum Modernity	Bologna, Italy	10-11 May	Praxis SpA, Fondazione Intellectual Enterprise
ARMENIA, CHILE, INDIA	Internationalization of the SME's factor of growth for Developing Countries	Modena, Italy	27 May	CONFAPI Modena
SUB-SAHARAN AFRICAN COUNTRIES	Workshop "La Strada dell'Africa"	Rome, Italy	7 June	Farefuturo
SUB-SAHARAN AFRICAN COUNTRIES	International Conference "Development after Conflict in Africa: Rebuilding Economic Governance"	Rome, Italy	9 June	Italian Ministry of Foreign Affairs and the Osservatorio Africa of ISPI (Institute specialized in International Relations Studies)
EGYPT, MOZAMBIQUE AND MOROCCO	Workshop on Technology for Food Safety	Bologna, Italy	9-10 June	Ipack-Ima and World Food Programme
MEXICO	Investment Opportunities in the Aerospace Sector in Mexico	Perugia, Italy	29 June	ABE, UNIDO ITPO-Italy
SUB-SAHARAN AFRICAN COUNTRIES	International Conference "Italy & Africa Partner in Business" (2nd Edition)	Rome, Italy	1-2 July	Italian Ministry of Economic Development and SIMEST
ITALY	Training courses on project appraisal	Modena, Italy	15 July	CONFAPI Modena
CHILE	Investment Promotion in Renewable Energy sector in Chile	Rome, Italy	23 September	CORFO Chile
AFRICAN COUNTRIES	Workshop "Comunicare nelle Crisi – International Communication Summit"	Rome, Italy	30 September	Assafrica & Mediterraneo
GABON	Meeting with the Gabonese Republic delegation and Italian private sector	Rome, Italy	05 October	Gabon Embassy
SUB-SAHARAN AFRICAN COUNTRIES	Workshop "Necessità/Opportunità degli aiuti ai Paesi dell'Africa Sub Sahariana e Ricerca di Nuove Procedure di Impiego"	Rome, Italy	05 October	Cestudis
SUB-SAHARAN AFRICAN COUNTRIES	Forum "Sviluppare le Regioni dell'Africa e dell'Europa"	Taormina, Italy	07- 08 October	Fondazione Banco di Sicilia and the European House-Ambrosetti
ANGOLA, CAMEROON, COTE D'IVOIRE, ETHIOPIA, GABON, GHANA, KENYA, MOZAMBIQUE, UGANDA	Ambassadors Roundtable "Synergies for the development of local capacities and entrepreneurship in Africa"	Rome, Italy	27 October	UNIDO ITPO Italy

Annexes

COUNTRY	TITLE OF MEETING	VENUE (City)	DATE	CO-ORGANIZER(S)
ITALY	Press Conference at Pack Expo about the Role of the Packaging as a Key Instrument to Alleviate World Hunger	Chicago, USA	2 November	Ipack-Ima and World Food Programme with the support of the UNIDO Office at New York
ARGENTINA	RENEW –Renewable Energy Opportunities in Argentina	Rome, Italy	17 November	CACIA – Italian Argentinean Chamber of Commerce and Cosmotrade Srl
TUNISIA	“Energy efficiency and renewable energy sources: potential and opportunities for small and medium enterprises in the Mediterranean basin”	Tunis, Tunisia	25 November	APREIME, E-cube Srl and Becasse Sarl, with the support of REEEP and in collaboration with the Italian Ministry for the Environment, Land and Sea (IMELS)
SUB-SAHARAN AFRICAN COUNTRIES	Presentation of the new Executive Director for Italy of the African Development Bank	Rome, Italy	26 November	ICE
ITALY	Training courses on project appraisal	Bologna, Italy	3-5 December	Italian Permanent Committee for Micro-credit and the Bologna University
GHANA & MOZAMBIQUE	Meeting with Embassy Representatives	Rome, Italy	14 December	ITPO Initiative

Study Tours

DATE	LOCATION	PARTICIPANTS	BRIEF
16-22 May	Verona and Carrara, Italy	15 companies / institutions representatives from Palestine	In collaboration with UNIDO Compliance Infrastructure Unit, ITPO Italy organized a Study Tour on the most important Italian clusters on natural stone and marble. The whole activity was thought to increase awareness of the Palestinian companies/institutions operating in the dimension stone sector on the market/investment opportunities in Italy and to develop contacts with potential local counterparts.
5-8 October	Cesena and Bologna, Italy	5 companies / institutions Representatives from Mexico	In collaboration with UNIDO ITPO Mexico and Cesena Fiere it was organized a study tour on post harvesting technologies and fruit processing. Beneficiaries of the initiative were producers of mango, citrus and annona muricata from the Mexican states of Chiapas, Nayarit and Yucatan.
18-22 October	Rome and Bari, Italy	26 institutional participants from Argentina	UNIDO ITPO Italy organized a Study Tour on Renewable Energy for 26 mayors, councilors and officials of the Argentinean Regions of Córdoba and Santa Fe, with the objective to learn and to get a first hand approach about the technologies and management solutions currently available in Italy in the field of environmental protection and renewable energy.
10-14 November	Modena and Bologna, Italy	9 institutional representatives from Iraq and 5 companies / institutions representatives from Lebanon	UNIDO ITPO Italy, in cooperation with UNIDO agro industries Technology Unit and in the framework of the UNIDO’s Special Project for Iraq and the UNIDO Laiser Project for Lebanon, organized and implemented an agenda for a High Level Iraqi delegation and Lebanese representatives. The Study Tour was organized with the idea to provide and to promote awareness about best practice and opportunities for technology upgrading to further develop the agro industrial sector in both countries.



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