



UNIDO ITPO ITALY Annual Report 2011



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO ITPO Italy

ANNUAL REPORT 2011



FOREWORD

Rome, December 2011

Dear friends and colleagues,

As you all well know, developing countries are weathering the storm of the economic contraction that was unleashed by the global financial crisis. This economic turmoil may have given countries different challenges to master but many have made considerable efforts to mitigate the effects, and SMEs internationalization and technology innovation appears to be a strategic tool to lever developing countries' socio-economic development.

In this context developing countries increased their cooperation with one another and demanded a greater voice in global support.

Our response has been swift and decisive. Since 25 years UNIDO ITPO Italy fosters mutual cooperation among Developing Countries (DCs), transition economies and the Italian Business Community through investment promotion, technology and know how transfer. Whilst carrying out our mandate, our activities in 2011 increasingly focused on two main priorities: agro-industry and green initiatives in support of those regions in most need of a helping hand and to which we are particularly committed: Sub-Saharan Africa, Mediterranean area, Latin America, and Asia.

I am very pleased that in planning to support these countries and propeling them to become more attractive to investors and increase their competitiveness, we also carried out our special investment promotion initiatives on energy and environment, and agro-industry. We also developed a number of activities aimed at strengthening their economies and contributing to build markets resilient to external shocks. In carrying out this commitment to promote sustainable development, foreign investments and poverty eradication, we strengthened synergies with the Italian Ministry of Foreign Affairs and with the Italian Ministry for Environment, Land and Sea. In this process, we also carried out activities to develop technical and managerial skills to empower local SMEs and promote environment-friendly development as a step towards the Millennium Development Goals (MDGs).



For example, in Asia we developed training business facility programmes aimed at creating a competitive business environment in which we involved local stakeholders and the Italian business community. In particular I am delighted that the SMEs Cluster Development programme in Vietnam represented an important success story for SMEs internationalization and also as an example of synergic cooperation with UNIDO HQs. In this context we supported Vietnamese industrialists to develop capacities in the textile, wood, leather and footwear fields in which Italy excels. Lead Italian companies and designers shared their knowledge, know-how and best practices for a value added quality production of Vietnam's industrial sector.

In an effort to better understand the challenges of a changing global environment and economic trends our ambition is to seek to orient target countries to engage and discuss key issues of sustainable development fostering inclusive globalization, industrial development and environment protection. In this context and in cooperation with the Italian Government, UNIDO ITPO Italy concentrates its great efforts to transfer the best technology and entrepreneurial talent, and work with local, regional, and national governments and their respective business communities to address the challenges of a changing world and transform it into a sustainable planet for the next generations.

*Sincerely
Diana Battaglia
Head, UNIDO ITPO Italy*



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HIGHLIGHTS

As achieving transfer of technologies is a long process, ITPO Italy approaches the issue by organizing awareness-raising and capacity building activities in the form of study tours to companies participation of international exhibitions, and also by organizing specialized seminars and workshops in close collaboration with government offices, industrial business associations, chambers of commerce and industry, among others.

Hereunder, some highlights of this type of activities carried out by ITPO Italy during 2011.

Economic Forum Gabon-Italy – Rome, May 2011



UNIDO ITPO Italy's welcoming and opening speech of the Economic Forum Gabon-Italy

UNIDO ITPO Italy organized the Economic Forum Gabon – Italy in Rome, in cooperation with the Italian government and the Embassy of Gabon in Italy. This event counted on the presence of H.E. Ali Bongo Ondimba, President of Gabon, and on a high level institutional delegation from this African country.

The event gathered 100 participants and allowed stakeholders from business, government and academia to achieve first hand information on the actual needs and opportunities of the Gabonese private sector.

Some of Libreville's most important Ministries and the Italian Ministry of Foreign Affairs, the Italian Ministry of Economic Development and



H.E. Mr. A.B. Ondimba, President of Gabon meets with Mrs. Battaglia

the Diplomatic Office of the Italian Prime Minister participated in the event as keynote speakers.

This important Economic Forum Gabon-Italy contributed to increasing UNIDO ITPO Italy's visibility. An immediate result of the Forum was that an Italian Company is now negotiating the transfer of specialized wood processing technology to some promising Gabonese projects. Further developments are expected in 2012.



Mrs. Battaglia's interview for Rai International



Mrs. Battaglia and Mr. Mozzanti from the Italian Prime Minister's Office during the Economic Forum Gabon-Italy



UNIDO ITPO Italy carries out a capacity building for African stakeholders active in the environment field



Environment and technology issues debated during the capacity building on solid waste and waste water techniques for Africa



Mrs. Battaglia moderates the Economic Forum Gabon-Italy

Capacity Building “Dealing with the challenge for a clean environment in Africa: waste and wastewater treatment” – Rome, November 2011



The African delegation assists the presentation of UNIDO ITPO Italy during the Environment capacity building



ATIA-ISWA presentation during the environment capacity building held at UNIDO ITPO Italy

ITPO Italy organized a capacity building session on waste and wastewater treatment for 10 African entrepreneurs participating to the international fair ECOMONDO.

During the symposium, particular attention was reserved to urban and industrial water purification. One of the main needs of developing countries, in fact, is the reduction of water resources contamination thanks to precise interventions to pollution sources, which needs to be accompanied by effective environmental awareness-raising activities.

In parallel, ITPO Italy supported the delegation during ECOMONDO,

which took place in Rimini from the 9th to the 12th of November. With 240 BtoB meetings held, 13 Mediterranean and Sub-Saharan African companies found in the fair a unique platform to establish partnerships, examine potential joint ventures agreements, as well as having a first hand look on a wide range of technical opportunities, systems, equipment, and services aimed at improving industrial energy efficiency and clean production techniques.

As a result of these initiatives, ITPO Italy and FUNAE (Mozambican Energy Fund) started dialogues for setting up activities during 2012 involving the promotion in Italy of Mozambican investment opportunities and technology requirements in the energy sector.



Afternoon session of the environment capacity building



Mrs. Battaglia and Mr. Ruvurla from the Republic of Tanzania Embassy in Rome, during the environment capacity building



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 implement projects. Today, UNIDO is recognized as a highly relevant, specialized and efficient provider of key services in support of the interlinked challenges of reducing poverty through productive activities, promoting the integration of developing countries in global trade through trade capacity building, fostering environmental sustainability in industry, and improving access to energy. UNIDO focuses on three main thematic areas:

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

UNIDO Network

UNIDO is represented by designated countries or regional offices and, in addition, by a network of Investment and Technology Promotion Offices (financed by host countries), by National Cleaner Production Centres jointly established with the United Nations Environment Programme (UNEP), and by International Technology Centres. Besides being part of the ITPO network (with offices in Bahrain, Brazil, China, Korea, France, 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 with AfrIPANet programme.

UNIDO ITPO Italy

Mission and Services

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

Below is the set of services that ITPO Italy provides in support of private companies and institutions of Developing Countries:

Services to Enterprises

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

Services to Institutions

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

Special Sectors of Intervention

ITPO Italy is involved in two main thematic priorities, that are the sectors in which Italy excels: Agro-Industry and Energy&Environment.

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

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

Moreover, particularly in the African and Asian continent, 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.

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

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

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



ACHIEVEMENTS IN FIGURES

13 Developing countries involved

More than **700** Business Meetings organized
to support entrepreneurial delegations

5 Fairs and exhibitions

New Projects identified in developing countries **98**

66 Projects selected for promotion

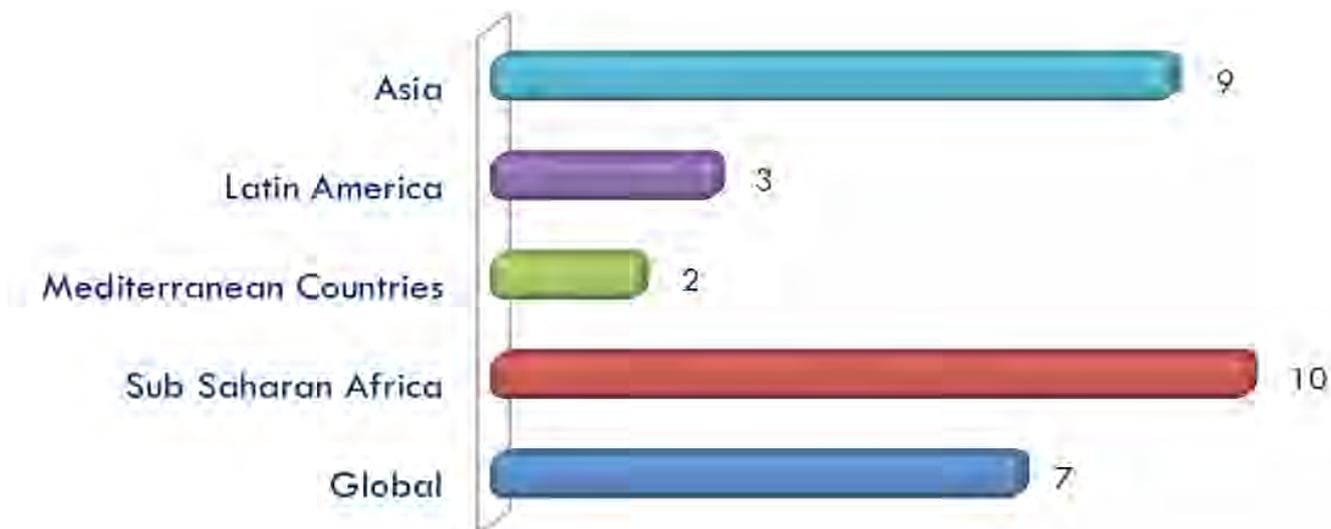
Projects concluded **11**

3 Hosted Delegates coming from developing countries

Study tours and/or promotional tours organized in Italy **4**

Training sessions, Seminars and
15 Country Presentations held in Italy and abroad

Training, Seminars and Country Presentations by Region



Investment Projects Promoted



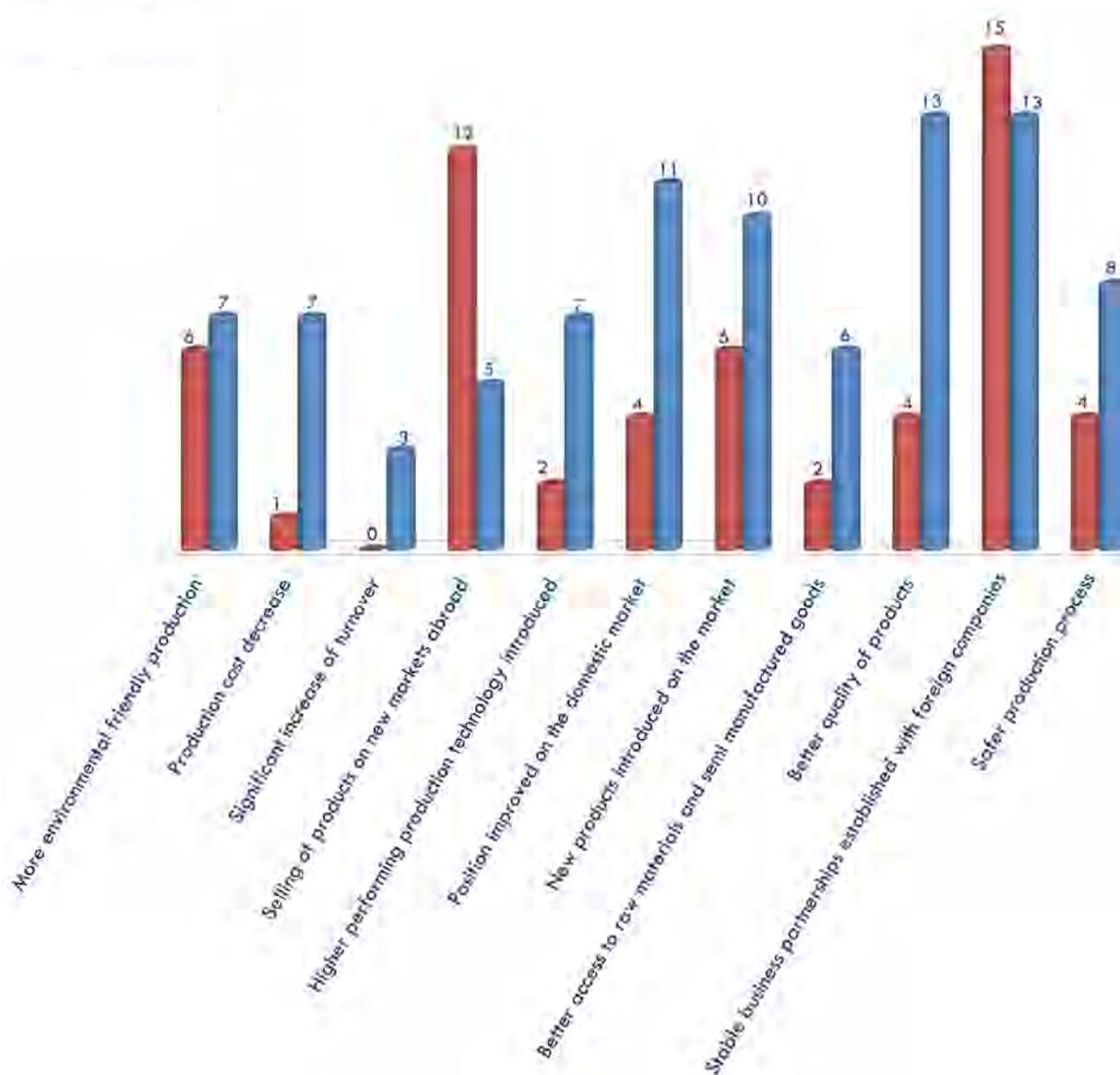
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|------------|-----------|--------------|------------|
| ■ Cameroon | ■ Ecuador | ■ Egypt | ■ Ethiopia |
| ■ Gabon | ■ Ghana | ■ Jordan | ■ Kenya |
| ■ Mexico | ■ Morocco | ■ Mozambique | ■ Pakistan |
| ■ Tanzania | ■ Senegal | ■ Uganda | ■ Vietnam |

Source: UNIDO Independent Evaluation Survey 2011

Effects of UNIDO ITPO Italy assistance on Foreign and Italian business

■ Foreign Companies

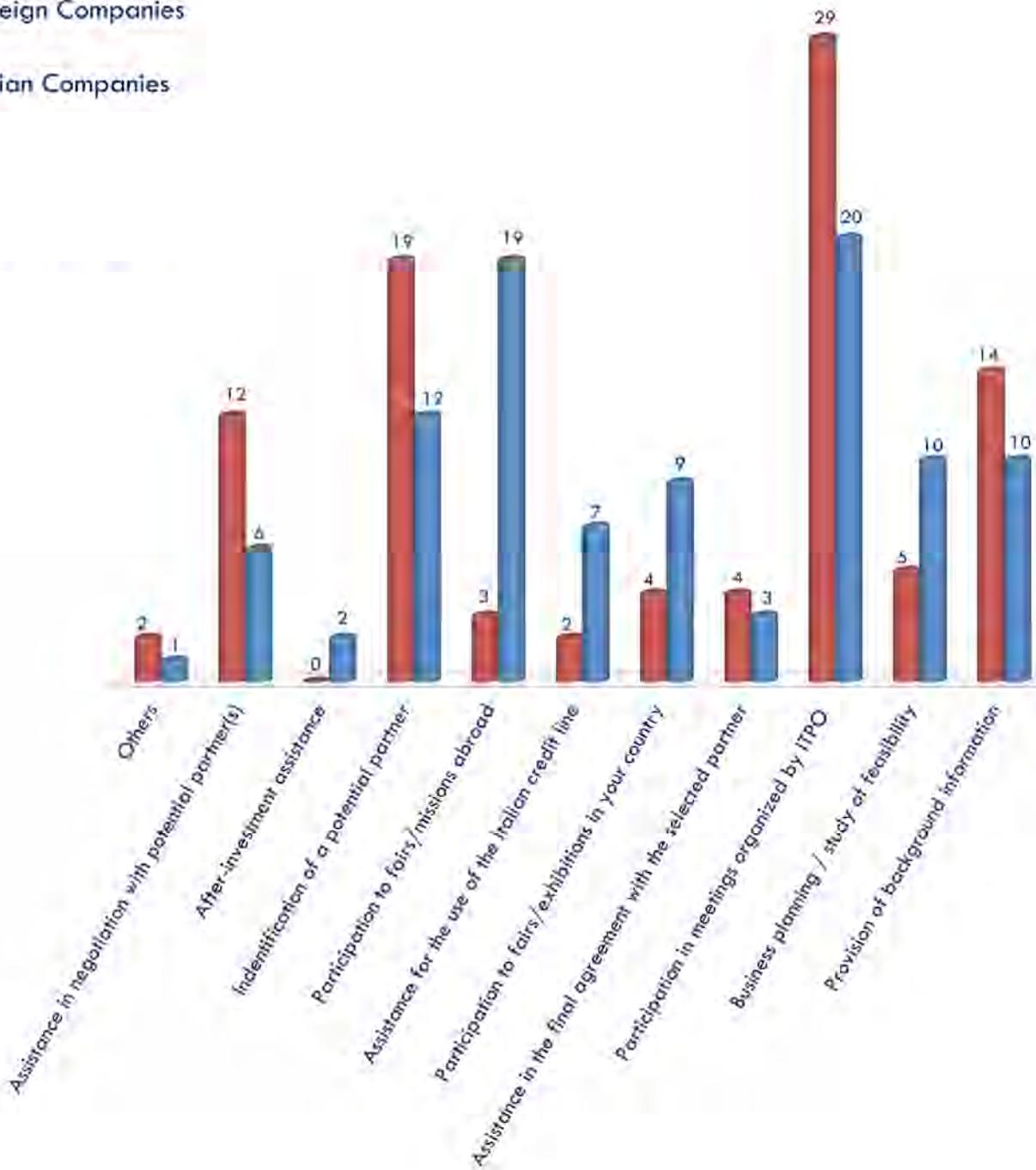
■ Italian Companies



Source: UNIDO Independent Evaluation Survey 2011

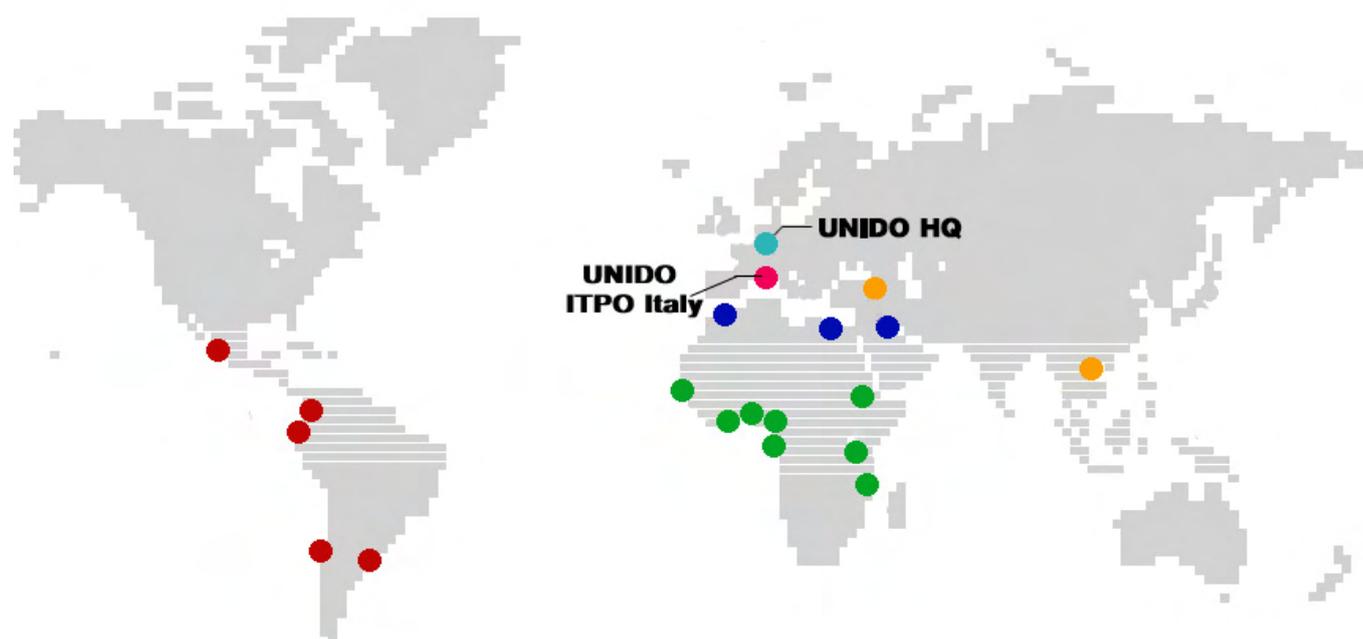
UNIDO ITPO Italy Services used by the companies

■ Foreign Companies
■ Italian Companies



Source: UNIDO Independent Evaluation Survey 2011

Geographical Areas of Intervention



Latin America	Sub-Saharan Africa	MENA region	Asia
<p>Argentina B2B meetings, Institutional meetings, Investment Promotion, Seminars</p> <p>Chile B2B meetings, Investment Promotion</p> <p>Colombia Country presentation, Institutional meetings, Seminars</p> <p>Ecuador Investment Promotion</p> <p>Mexico Institutional meetings, Investment Promotion, Seminars</p>	<p>Cameroon B2B meetings, Delegate Programme, Fairs, Institutional meetings, Investment Promotion, Seminars, Study tour</p> <p>Ethiopia Institutional meetings, Investment Promotion, Study tours</p> <p>Gabon Country presentation, Institutional meetings, Investment Promotion, Seminars</p> <p>Ghana Fairs, Investment Promotion, Seminars, Study tour</p>	<p>Mozambique B2B meetings, Delegate Programme, Fairs, Institutional meetings, Investment Promotion, Seminars, Study tour</p> <p>Senegal B2B meetings, Delegate Programme, Fairs, Institutional meetings, Investment Promotion, Seminars, Study tour</p> <p>Tanzania Fairs, Institutional meetings, Investment Promotion, Seminars</p> <p>Togo Country presentation, Institutional meetings, Investment Promotion, Seminars</p>	<p>Egypt B2B meetings, Fairs, Institutional meetings, Investment Promotion, Seminars</p> <p>Iraq Institutional meetings, Investment Promotion</p> <p>Morocco B2B meetings, Delegate Programme, Fairs, Institutional meetings, Investment Promotion, Seminars</p> <p>Armenia Institutional meetings, Investment Promotion, Seminars</p> <p>Vietnam B2B meetings, Fairs, Institutional meetings, Investment Promotion, Seminars, Study tour</p>



Mrs. Battaglia and the Vietnamese delegation during the study tour in Veneto region



Mrs. Battaglia and EDA - Vietnamese Enterprise Development Agency during the study tour in Veneto region

This year UNIDO ITPO Italy conducted a series of activities in Asia, particularly in Armenia and Vietnam, with the scope of raising awareness to potential investors about interesting business opportunities in the area. Touching on particular sectors of interest such as renewable energy and agro-industry, the Rome office delivered a range of activities and events, such as Round Tables, Business Meetings, Missions and Study Tours. These initiatives were undertaken in order to enhance the promotion of trade relations at local level, the transfer of technology and know-how and cluster twinning, all for the purposes of increasing sustainable development within this region and succeeding in establishing successful business relationships.

Armenia

International Business Forum Fashion and Textile 2011 - Yerevan, October 2011

Organized by UNIDO in collaboration with Armenia Development Agency (ADA) and World Bank, this event represented a great opportunity for foreign investors to undertake trade relationships and industrial collaboration with local actors. The three days were characterized by a great participation of textile sector operators and many BtoB meetings. Within this framework and considering the Italian excellence in this sector, UNIDO ITPO Italy organized an Italian business delegation, with the aim to explore different business opportunities with this country characterized by abundant, convenient and skilled workforce, high production volume with an excellent value for money as well as a free market among CIS Countries.

Armenia Development Agency hosted by UNIDO Italy - Rome, November 2011

The Armenian Development Agency, whose goal is to facilitate foreign direct investments, in the framework of its European road-show, presented Armenia's investment opportunities in the field of renewable energies to some of the Italian industrial excellences active in this field. The event was organized by UNIDO ITPO Italy, which, considering its commitment to promoting sustainable development, supported in this occasion Armenia's drive towards clean energy.



Mr. Vardanyan from ADA-Armenian Development Agency gives a presentation on Armenia's renewable energy potentials at UNIDO ITPO Italy

While illustrating its existing project (for which feasibility studies have been drafted), ADA highlighted Armenia's potential untapped energy resources, which makes of this Country an attractive investment ground.

Vietnam

UNIDO ITPO Italy has been collaborating with the Project "SME Clusters Development in Vietnam" in the promotion of available opportunities in Vietnam in three selected sectors: textile and garment; footwear and leather processing; and wood processing and furniture. The project, implemented by UNIDO and funded by the Italian Development Cooperation, is a concrete example of synergy between public and private companies aimed at recognizing entrepreneurs as key links for International cooperation. The project also represents an important success story as a result of a close collaboration between UNIDO

ITPO Italy and UNIDO HQs, which constantly worked together in support of the economic and industrial development of SMEs in developing countries.

SMEs Cluster Development Project in Vietnam: Round Table "Woodworking Cluster in Vietnam" - Rome, July 2011

The Round Table for the woodworking cluster in Vietnam development project was successfully concluded within UNIDO ITPO Italy premises in Rome. The Round Table was attended by representatives of FederlegnoArredo, Veneto Innovazione, Consorzio Universitario di Pordenone, SIMEST and Confindustria. The government of Hanoi - beneficiary of the project - was represented by the Commercial Attaché of the Vietnamese Embassy in Italy.



Mr. Snaidero, President of Federlegno and Mr. Pataconi at UNIDO ITPO Italy for the Round Table "Woodworking Cluster in Vietnam"

The meeting was possible thanks to the synergic work established by our Office together with the UNIDO Clusters and Business Linkages Unit.



Armenian Prime Minister's speech at Fashion and Textile Forum in Armenia



Visit to Technological Pole of Pordenone



UNIDO Delegation at SIMAC Tanning Tech Fair

UNIDO ITPO ITALY assists a Vietnamese entrepreneurial delegation - Bologna, October 2011

During SIMAC - Tanning Tech Trade Fair, held in Bologna from the 18th to the 20th of October 2011, UNIDO ITPO Italy assisted a delegation of Vietnamese entrepreneurs. The initiative was implemented within the framework of the SME Clusters Development project, initiated in Vietnam and oriented to SME clusters development in three target sectors with high development potential: textile, furniture and footwear industries.

The event provided to the Vietnamese delegation the possibility to learn about the conditions of footwear technology (i.e. cutting, sewing, design and, in particular, cad-cam systems).



Vietnamese operators at SIMAC Tanning Tech Fair

Within the event, UNIDO ITPO Italy organized several ad hoc meetings with trade unions, institutions and enterprises. Moreover, visitors took part in an interesting forum entitled "The future of the shoes", held during the fair.

Roundtable and Study Tour on Italian Industrial District - Veneto Region, November 2011

UNIDO, in collaboration with Veneto Innovazione and Veneto Region, organized



Mrs. Battaglia participates at the round table with the Vietnamese delegation during the study tour in Veneto Region

a round table and a study tour to introduce the Italian industrial districts to the Vietnamese policy makers and share with them the experience of the Veneto Region in regards SMEs organization within a district. Such event gave rise to interesting opportunities for future collaborations with the institutions involved and it is a replicable organizational and productive model for the Vietnamese industrial scenario.

Within the delegation, the leading role was played by the Deputy Director of EDA, the Vietnamese Enterprise Development Agency, who stressed on the importance that the Vietnamese Government welcomes a long term industrial and economic cooperation. Moreover the EDA representative emphasized that the Veneto Region, encompassing one of the most dynamic industrial clusters, could represent a model to be developed in Vietnam.

Roundtable and Study Tour on Woodworking Sector - Triveneto Region, December 2011

In Friuli-Venezia-Giulia Region a Round table focusing on Vietnam's Woodworking was organized by the Consorzio Universitario di Pordenone and UNIDO to facilitate the understanding of the structure, organization and practical functioning of a woodworking cluster.

A Vietnamese delegation of 13 companies/institutions led by the Vice chairman of HAWA (Handicraft and Wood Industry Association) met some Italian institutional representatives to exchange ideas on how to enhance cooperation between Vietnam and Italy in this sector.

The President of Consorzio Universitario di Pordenone opened the roundtable, followed by contributions from the following Italian institutions: FINEST Sportello FVG, Confindustria Pordenone, Veneto Innovazione, Pordenone's Technological Pole, Catas Spa, Chamber of Commerce of Pordenone, Chamber of Commerce of Udine and ASDI Livenza. In particular, the Vice-President of ASDI Livenza and Vice President of Confindustria Pordenone, expressed his intention to evaluate the opportunities offered by Vietnam and consider the possibility of establishing a win-win cooperation agreement.

As a result of the round table, the University of Pordenone presented a customized Training Programme on woodworking sector, which was much appreciated by the Vietnamese delegation. The Consorzio Universitario di Pordenone and the Vietnam Forestry University have also expressed their intention to sign a Memorandum of Understanding to strengthen their institutional relations.



Company visit of the Vietnamese delegation



LATIN AMERICA



AFAMAC, UNACOMA and UNIDO representatives



UNIDO ITPO Italy meets ENERSA Group

UNIDO ITPO Italy efforts for the Latin American Region were focused on two main priorities: Energy for all and Food Security enhancement.

Activities were organized for the promotion of investment opportunities and technology transfer requirements communicated by Latin American countries and in respect of the renewable energy field. During 2011, green investments experienced a very significant increase: the region clearly showed its need to diversify energy sources and to take advantage of the financial incentives of carbon credits.

Other ITPO Italy targeted actions for Latin America involved initiatives aimed at enhancing "Food Security" in the region. The office concentrated its efforts in the promotion of innovative technologies that support an increased agricultural productivity and prevent food losses.

Argentina

Promoting Renewable Energy Projects for Argentina - Rome, March 2011

UNIDO ITPO Italy planned and organized a meeting between the Italian Company API Nuova Energia and the Argentinean Grupo Plaza. The meeting aimed at analyzing the possibilities of establishing a joint venture. As a result, analysis are being carried out to consider the necessary investment for the construction of a 180 MW Wind Park in Achira Region, Cordoba Province in Argentina.



Agreement between Argentina and Italy on Agro Machinery Sector - Rome, April 2011

UNIDO ITPO Italy chaired the operating agreement between UNACOMA (The Italian Association of Agricultural Machinery Manufacturers) and AFAMAC



UNACOMA and AFAMAC sign an MoU through UNIDO ITPO Italy assistance

(The Association of Agricultural Machinery Manufacturers and Components of the Province of Cordoba). The aim of the agreement is to foster the promotion of new technologies and solutions in the field of agricultural machinery components as well as to design and implement, based on the Italian experience, a supplier development programme. The agreement was endorsed by Cordoba's Minister of Industry, Trade and Employment, who participated in the meeting and illustrated the potential of the Province of Cordoba. The Province is among the leading producers of wheat and milk from Argentina and houses the largest concentration of manufacturers of agricultural machinery industries (35%). The local government has designed a strategic plan over the next 10 years

for the development of certain strategic sectors including that of agricultural mechanization.

Visit of Director General of the Argentinean Group ENARSA - Rome, July 2011

UNIDO ITPO Italy, in an effort to promote investment and technology transfer, organized the meeting with the Director General of the Argentinean ENARSA Group, who presented Argentina's investment opportunities in the field of renewable energies.

The meeting was attended by a group of Italian companies with significant experiences in the design and construction of mini hydro, solar, geothermal energy plants, and also in energy storage techniques, comprising the use of innovative



UNIDO ITPO Italy presents its activities carried out in Latin America to ENARSA



Colombia country presentation organized by UNIDO ITPO Italy



UNIDO ITPO Italy supported the Mexican agro-industry in Expo Agro Sinaloa



UNIDO ITPO Italy supported Chilean agro-food opportunities

energy accumulators. The participating firms had the opportunity to obtain first hand information about call of tenders modalities and application procedures. Companies also achieved key information on Argentina's provinces mostly sensible to renewable energies and also on how to proceed in targeted project proposals.

Chile

Investment Opportunities in the Food Industry in Chile - Rome, April 2011

UNIDO ITPO Italy, in collaboration with the Investment Agency of Chile (CORFO), held a meeting on Investment Opportunities in Chilean food industry, which took place on April 12th at UNIDO ITPO Italy premises.

The InvestChile Transversal Programme of Promotion and Investment Attraction in the Food Industry of CORFO aims to increase the competitiveness of this sector and to consolidate Chile as one of the leading producers of quality food. This means attracting capital investment and encouraging technology transfer to improve performance in this area, resulting in products of superior quality at a competitive price.

Colombia

Colombian opportunities for Italian companies - Rome, October 2011

In collaboration with ABC NET and the Colombian Embassy in Italy, UNIDO ITPO ITALY organized the Conference "Opportunities on the relationships

between Italy and Colombia". The goal was to present investment opportunities in the agricultural, infrastructure, environmental, and renewable energy sectors.

The meeting counted on the participation of the Colombian Ambassador in Italy, the Presidents of the Manizales and Pereira Chambers of Commerce, and was enriched by a group of Colombian enterprises and institutions interested in strengthening economic and industrial cooperation.

On this occasion, the Chambers of Commerce of Manizales and Pereira presented Caldas Region development opportunities, with a special focus on development projects concerning coffee production chain, airports and roads building as well as the establishment of mini hydro power plants.



The Colombian Ambassador to Italy and the Colombian Chambers of Commerce meet in UNIDO ITPO Italy

Mexico

Promoting agro industry sector in Mexico Sinaloa (Mexico) - February 2011

UNIDO ITPO Italy cooperated with the State of Sinaloa, Mexico, concentrating its efforts in food processing and agro



Mexico's Expo Agro Sinaloa

technology transfer. For this purpose, two leading Italian companies were involved: FBR ELPO and Bertuzzi, which also participated in the Agro Annual Fair "EXPO SINALOA 2011".

UNIDO ITPO Italy also provided support to the National Association of Protected Horticulture of Mexico (NAPHM) during the Expo Fruit Logistic in Berlin, Germany. In this context, ITPO Italy assisted NAPHM in establishing contacts and negotiating with six Italian companies active in food processing and fresh goods packaging technologies.

Investment Opportunities in the State of Puebla, (Mexico) - December 2011

ITPO Italy participated in a meeting regarding investment opportunities in the State of Puebla, Mexico. The Mexican State is interested in developing new industrial areas for the automotive sector by using green technologies. Based on its mandate and long-term experience, UNIDO ITPO Italy presented the areas for possible collaborations: agro-industry, renewable energy and environmentally friendly technologies.



MEDITERRANEAN AND MIDDLE EAST



UNIDO ITPO Italy gives a presentation of its activities to the Republic of Egypt Embassy in Rome

During 2011, UNIDO ITPO Italy strengthened its relation with the Mediterranean area. The main sectors supported were related to the environment, renewable energy and energy efficiency techniques. This was possible also thanks to the long term synergies created on these issues with the Italian Ministry for the Environment, Land and Sea. In particular, UNIDO ITPO Italy organized several business meetings and promoted a substantial portfolio of projects to the Italian business community. Moreover, the work of the ITPO paved the way for the development of local entrepreneurship through networking and know how transfer initiatives.

ITPO Activities in the Mediterranean at UNIMED General Assembly - Lecce, July 2011



UNIDO's presentation in the "Project Design and International Cooperation" Panel at UNIMED General Assembly

The General Assembly of UNIMED - Mediterranean Universities Union - was held at the Rectorship of University of Salento, in Lecce, from 7th to 9th July 2011. UNIDO ITPO Italy was invited to hold a presentation at the conference "Project design and International Cooperation", an event committed to enhance cooperation opportunities among Mediterranean countries. The objective was to facilitate the development of capacity building initiatives at local level and also to strengthen the interaction between research centers and technology suppliers. ITPO Italy presented its initiatives for the region, focusing on Egypt and Morocco. ITPO staff received a positive feedback from the participants and managed to establish good contacts with the European Union Delegation in Egypt, the International Relations Office for the European Commission, the University of Turin and several universities from the south Mediterranean area. Consequently, future initiatives for 2012 were considered.

Egypt

Meeting with the Embassy of the Republic of Egypt - Rome, July 2011

UNIDO ITPO Italy organized a meeting with the recently appointed Second Secretary of the Commercial Office of the Embassy of Egypt, and the Responsible of Administration and Financial Affairs of the Commercial Office. During this meeting, and in consideration of the political situation in Egypt, future strategies were discussed on how to successfully support FDI from Italy to the Mediterranean country. Likewise, ITPO Italy showed its availability to implement joint activities with the Embassy in regards of the country's local investment opportunities in environment and agro-industry sectors. As a follow up activity, a second meeting was held in July with the Counsellor for Economic and Commercial Affairs of the Embassy of the Republic of Egypt in Rome. On this occasion, ITPO Italy illustrated its activities that see Egypt and Morocco as its target countries for the Mediterranean area, and provided first hand information on Egypt's strategic environmental and renewable energy opportunities and sources. Future strategies were discussed and the Embassy of Egypt showed a positive feedback for cooperating in environmental and renewable energy issues.

European Projects in the Mediterranean Area - ENPI 2011

UNIDO ITPO Italy supported the Egyptian National Cleaner Production Centre (Egyptian NCPC) in finding an European partner to participate in the

call for proposal launched by European Neighbourhood and Partnership Instrument (ENPI). The ENPI project, funded by the European Union, was developed in partnership with the Mediterranean region and aims to work in different aspects such as environment, renewable energy and agro-industry. Taking advantage of its experience in Egypt in regards of environmentally friendly technologies and renewable energies, ITPO Italy supported the Egyptian NCPC which had proposed a desalination plant project to be powered through solar energy in Egypt, Jordan, Lebanon and Tunisia. The project involved, the Italian partnership of the Apulian productive district of renewable energies, La Nuova Energia, which was subsequently selected to participate in the second phase of the call for proposal. UNIDO ITPO Italy also participated in the training session on the second step of the evaluation procedure for ENPI's Call for Proposal for Strategic Projects, held in Rome on December 21th. As a follow up activity, ITPO staff is supporting the interested parties for the coordination and preparation of the second phase of the tender.

Promotion of MED-TEST Technology Transfer Egyptian Projects to the Italian business community

The MED-TEST project was designed to address pollution from land-based activities of priority industrial pollution hot spots identified in the Strategic Action Plan of the Mediterranean Sea. The project will primarily address industrial hot spots of the Mediterranean basin in each of the participating countries, which are associated with Persistent Toxic Substances



UNIDO ITPO Italy staff meeting with Moroccan MASEN



Iraqi representatives meet with Italian industrial associations at UNIDO ITPO Italy



UNIDO ITPO Italy intervenes at UNIMED General Assembly

(PTS), and will serve to test the introduction of an integrated approach, including the adoption of best available techniques, cleaner production technology, appropriate environmental management and accounting practices. UNIDO ITPO Italy supported MED-TEST initiative through the promotion of its Egyptian industrial projects to several Italian companies. Currently, ITPO Italy facilitated contacts and information between Egyptian and Italian entrepreneurs with the scope of enhancing the shift of the Egyptian entrepreneurs towards the use of ecofriendly technologies and the adoption of energy efficiency techniques. To this end over 50 Italian companies were contacted for the promotion of 9 projects and 10 companies showed interest by providing 18 brochures and 2 estimates to the involved Egyptian counterparts. ITPO staff is currently following up on the projects.

Iraq

Meeting with Iraqi Institutional Representatives - Rome, March 2011

UNIDO ITPO Italy hosted in its Office a meeting with an Iraqi Government Delegation, represented by the General Director of the Ministry of Industry and Minerals and the Prime Minister's Special Kurdistan's Regional Government Advisor, and some representatives of Italian manufacturing firms and organizations, including Confindustria. After pointing out sectors of potential interest to foreign investors, the Iraqi Delegation underlined the need to meet European standards in Iraqi products and services. Besides, Iraqi policies about facilitating foreign investment were also presented. In return, Italian representatives took the opportunity to illustrate key industrial areas and also expressed their willingness to undertake synergic capacity building activities with developing countries. The ITPO stressed out that win-win cooperation initiatives could



UNIDO ITPO Italy meets with High Representatives of the Iraqi Government and industrial associations

be developed, meeting both the needs of industrial development for Iraqi SMEs and also answering to the growing demand of internationalization for Italian companies.

Morocco

Presentation of the "Environment and Renewable Energy Programme" to AMDI, Moroccan Investment Development Agency - Rome, September 2011

On September 8th 2011, UNIDO ITPO Italy met the Country Director for Italy of the Moroccan Investment Development Agency. The meeting was held with the aim of presenting UNIDO ITPO Italy's "Environment and Renewable Energy" Programme and exploring cooperation opportunities with AMDI. ITPO Italy illustrated its core activities that see Egypt and Morocco as target countries. Besides, ITPO staff provided first hand information of Morocco's strategic environmental and renewable energy opportunities and sources. AMDI representative, on the other hand, introduced the institution main activities and then gave a general overview on investment incentives available in Morocco, focusing mainly on Integrated Industrial Platforms and on Free Economic Zones.

Meeting with MASEN, Moroccan Agency for Solar Energy - Rome, September 2011

On September 15th 2011, UNIDO ITPO Italy, within activities in support of the

Mediterranean Countries, held a meeting with the Director of the International Cooperation of MASEN - Moroccan Agency for Solar Energy. MASEN, effectively set up in March 2010, is a public stock corporation created for the implementation of the Moroccan Solar Plan and the promotion of solar resources. During the meeting, ITPO Italy's activities involving solar energy and focusing on Morocco were presented to the MASEN. In return, the MASEN's representative explained that the agency was recently appointed by the Kingdom of Morocco to develop an industrial chain in the solar energy sector and to identify projects aimed at producing electricity for both National supply and export supply. MASEN representative, in addition to illustrating the agency's strategies to promote the Moroccan Integrated Solar Plan, know-how and objectives, showed great interest towards the Italian business community. In this context, MASEN and ITPO Italy analyzed strategies to join synergies on training and capacity building activities. MASEN delegate, stressing the high expectations of Morocco in the solar industry, expressed the desire to see in the future a greater involvement of Italian companies in the implementation of the Moroccan Integrated Solar Plan and in upcoming new tenders. On the basis of this meeting, a study tour in Italy, involving the most important Italian stakeholders in Concentrating Solar Power technology was proposed and currently being organized.



UNIDO ITPO Italy illustrates its promotional activities to Moroccan solar energy agency MASEN



SUB-SAHARAN AFRICA



Second Ambassador's Roundtable

In 2011 our Office increased its support to the economic development of Sub-Saharan Africa through several initiatives that included joint promotional activities as well as the promotion of selected investment opportunities coming from Sub Saharan African countries. The main Countries of intervention were Cameroon, Gabon, Ghana, Mozambique, Senegal, Tanzania and Togo. In particular, among others, UNIDO ITPO Italy promoted several industrial projects and implemented specific initiatives in regards of different sectors such as Agro-Industry, Energy and Environment.

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

Second Ambassadors Roundtable - Rome, February 2011



African Embassies representatives at the opening session of the Round Table

On February 4th 2011, UNIDO ITPO Italy hosted the second roundtable with several Embassies of sub-Saharan African Countries, with the aim of reinforcing and deepening the linkages established so far in the development of local capacities and entrepreneurship in the African continent. On this occasion, the roundtable was concentrated on discussing the 2011 work plan of each Embassy, especially with reference to events, workshops and fairs to be promoted throughout the year as well as on the next high level institutional delegations in Italy. Some common 2011 strategies were identified with a particular emphasis on those related to supporting the private sector and local SMEs within the Italian business community. In this sense, the possibilities of promoting events that could

stimulate fruitful industrial cooperation were discussed, such as for example trade and investment fora, incoming missions or seminars concentrated on agro-industry issues.

Forum "Agriculture and investment opportunities in Sub-Saharan African countries" - Rome, June 2011

The Forum was an "Institution to Business" meeting with the participation of the Ministers of Agriculture of the following countries: Angola, Uganda, Mozambique, Gabon, Ethiopia, Sierra Leone and Senegal. UNIDO ITPO Italy Director, Mrs. Diana Battaglia, encouraged the "Italy System" to promote a more consistent involvement of the Italian business community in supporting the economic growth and development of African small and medium-sized enterprises through investments in the agro-industry sector. The Forum counted on 43 representatives from Italian industrial

organizations such as Confagricoltura, Confindustria, Associazione Italiana Allevatori, Federbio, Distretto della Pesca COSVAP, Agricoma, Ipack-Ima, Macfrut, TUV Italia srl, CNH International SA and Gruppo Trevi, among others.

"Africa and Friuli Venezia Giulia: global social business new scenario" Business Forum - Udine, October 2011



H.E. the Minister of Agriculture of Ethiopia Mr. Derbew meets with Mrs. Battaglia



Agriculture and investment opportunities in Sub-Saharan African countries Forum organized by UNIDO ITPO Italy

UNIDO ITPO Italy participated in the Forum "Africa and Friuli Venezia Giulia: Global social business new scenario" which took place on October 20th 2011 in Udine. The initiative, organized by Udine Chamber of Commerce and attended by 30 Italian companies, is part of a project aimed to promote the regional economic system and its internationalization process with the goal of improving the competitiveness of



African Agriculture Ministers at the Agriculture Forum organized by UNIDO ITPO Italy



UNIDO ITPO Italy gives a speech at the African Forum of Udine



Study tour on fishing industry for Ghana at Marche Region

regional SMEs. ITPO Italy intervened as guest speaker and introduced “The new investment opportunities in Africa through UNIDO ITPO Italy activities”, brightening the panorama of its mandate activities and services carried out in favour of developing countries with a special focus on Africa.

The presentation of UNIDO ITPO Italy particularly highlighted the need of a virtuous internationalization process, focusing on the promotion of sustainable development both from the environmental and socio-economic points of view.



Business Forum for Africa at Udine Chamber of commerce

Gabon

Economic Forum Gabon-Italy - Rome, May 2011

Thanks to the ITPO’s Ambassadors Roundtable initiative and within its investment promotion mandate, UNIDO ITPO Italy organised the Gabon-Italy Economic Forum, in cooperation with the Embassy of the Gabonese Republic in Italy.

The forum was honoured by the presence of His Excellency the President of Gabon Mr. Ali Bongo Ondimba who was accompanied by an institutional delegation including some of Libreville’s most important Ministries. Indeed, the speeches of the



Mrs. Battaglia with the Gabonese institutional delegation at the Business Economic Forum Gabon-Italy

Minister of Foreign Affairs, the Minister of Water and Forests and the Minister of the Economy, of the President of the Chamber of Commerce and the General Manager of the Investment Fund of the Gabonese Republic elicited attention and sparked interest from the participants. The event was further enriched by the presence of some of the major Italian institutions including the Central Director for Sub-Saharan Africa of the Italian Ministry of Foreign Affairs (MFA) and some representatives of the Diplomatic Office of the Prime Minister and the Directorate-General for the Internationalization of Policies of the Italian Ministry of Economic Development.

The response of Italian entrepreneurs was proactive and enthusiastic. More than 50 private sector representatives of the highest profile including Confindustria, Federlegno, Ansaldo Sistemi Industriali, Iveco and many others took part in the event, counting on a total of 100 participants.

After the Forum, the Ambassador of Gabon in Italy expressed his gratitude and his general satisfaction for the good results reached. Further joint actions followed, especially concerning the promotion of Gabonese projects in wood working.

Ghana

Ghana Country Presentation - Rome, May 2011

On May 17th 2011, UNIDO ITPO Italy participated in Ghana’s country presentation held at the Italian Ministry of Foreign Affairs premises. This presentation was successful as it provided strategic information on the country’s energy potentials resources, and investment opportunities. ITPO Italy established contacts with the Ghanaian Investment Promotion Centre as well as with other representatives from this African country. During this presentation, the Ambassador of Ghana expressed her interest for the ITPO’s activities aimed at identifying investment opportunities in the environment and energy fields in Ghana.

Study Tour in the energy efficiency technologies involved in the Fishing Industry – Ancona, May 2011



Ghana Deputy Minister for Food and Agriculture meets Marche Region representative

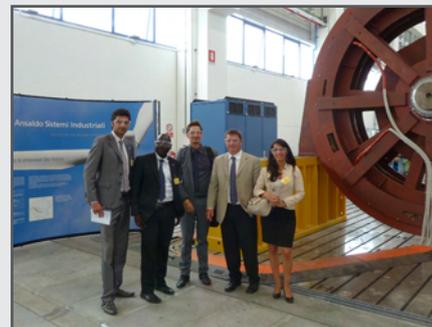
UNIDO ITPO Italy assisted Ghana’s Deputy Minister for Food and Agriculture who is also responsible for the fishing sector. During this study tour, held in Ancona in the 71st International Fishing Fair, the deputy Minister expressed his interest in receiving FDI from Italy and projects were presented in respect of the development of 14 small fishing ports, cooling storage systems, and industrial fishing



UNIDO ITPO Italy organizes a Study tour in the Fishing industry for Ghana



Mozambican CPI at Mazara del Vallo fishing district with UNIDO ITPO Italy



UNIDO ITPO Italy Staff supports a Senegalese delegate in a company visit in Monfalcone



Ghanaian representative visiting Marche Region companies active in the fishing industry

facilities classified as GEFCO. The Minister showed further interest on technology transfer, investment and best practices opportunities that involve inland aquaculture systems.

The fishing industry in Ghana plays a major role for the sustainable livelihood of communities and poverty reduction. In fact, this sector is estimated to contribute with 3.9% of the nation's gross domestic product (GDP). The average of fish consumption is approximately of 20-25kg per person which is higher than the world average of 13kg. In return, the available technology offered by Marche Region companies was mainly linked to shipboard and industrial refrigeration systems, on board and hydraulic equipments, accessories for aquaculture, plants and equipments for fish products processing, boatyards systems specialized in motorized fishing crafts, and on-board radio electronics.

As a result of the meetings held during Minister's visit, the National Research Council (CNR) of Ancona also offered its knowledge on innovative systems to be applied in the fishing sector for future joint actions.

Mozambique

SMILE Initiative for Mozambique

UNIDO ITPO Italy is part of the SMILE Initiative (Systemic Multistakeholder Italian Leveraging Aid) launched by the DGCS (Directorate General for Development Cooperation) of the Italian Ministry of Foreign Affairs. It represents a new approach aimed at linking several actors involved in the field of Development Cooperation, both public and private, for carrying out joint actions that could reduce the fragmentation and costs for what concerns aid in developing countries.

Within the Cooperation agreement signed between Italy and Mozambique for the period 2010-2012 (of approximately 66 million of euros), the initiative is implemented on the basis of three main components: research, professional training and services to enterprises.

ITPO Italy is involved in the third component, i.e. providing support to Mozambican institutional partners through organizational models for providing services to local companies.

The beneficiaries are the BAUs (units that offer services to local companies, managed by Ministry of Industry) and the CEPAGRI (Promotion Centre for Agriculture and Agro-Industry), managed by the Ministry of Agriculture.

The SMILE Initiative includes, among others, representatives of the UTL (local technical unit) of the Italian Embassy in Maputo, the Italian Ministry of Economic Development, the Italian Confederation of Industries, OICS (Interregional Observatory on Development Cooperation), various Italian

Regions, like Emilia-Romagna, Veneto and Puglia and several Universities such as La Sapienza of Rome, University of Sassari and University of Trento.

Mozambican Delegate visits the Productive District of Industrial Fishing - Mazara del Vallo, September 2011

UNIDO, within the agenda scheduled for the Mozambican Delegate, organized the visit to one of the most important European Districts, the Productive District of Industrial Fishing at Mazara del Vallo. With 142 companies and over 2000 employees, the Mazara District represents an outstanding example of the productive activities carried out in Sicily.

The visit included more specifically the Cantieri Navali sites, Matteo Giacalone srl, Alfa Cold, Frigortecnica and were organized responding to the main needs and objectives of the Mozambican projects in the fishery sector. Some investment opportunities and capacity building activities will be followed up throughout 2012.

Recent contacts between the Productive District of Mazara del Vallo and the Instituto Nacional de Investigaçao Pesqueira indicate that some collaboration



CPI delegate meets Mazara del Vallo District with UNIDO ITPO Italy



UNIDO ITPO Italy assists a Senegalese delegate during a company visit in a corn milling industry



Fish processing study tour for DASP



UNIDO ITPO Italy and SAZOF at Togo Country Presentation

proposals are being considered. A visit of some Mozambican authorities to the Productive District of Mazara del Vallo is expected in 2012 in order to coordinate future joint activities.

Senegal

Meat and fish processing technologies for Senegal - Marche Region, July 2011



DASP visits fish processing companies

On the basis of some Senegalese projects needs, a Study tour was organized aiming to find some Italian excellencies in agrofood processing. ITPO Staff together with a representative from the Senegalese Ministry of Economy and Finance visited leading companies working in the poultry and fishery sectors.

Of particular interest was the visit to a company dedicated to the processing of red and white meat: the modular plants presented are small mobile slaughterhouses, which aroused the interest of the Senegalese officer.

The equipment, indeed, could represent a useful solution for African small rural communities since it can be moved and use very easily. Investment opportunities and industrial cooperation proposals will be followed up also in 2012.

Company visits in Energy and Agro-industry sectors - FVG and Veneto Regions - July 2011

UNIDO ITPO Italy organized a study tour in cooperation with important Italian Industrial Sector representatives. Specifically, Ansaldo Sistemi Industriali, De Franceschi Spa, and Agrex Spa were visited as well as Promex Special Agency of Padua Chamber of Commerce. Participants to the Company Visits included ITPO personnel and Mr. Saliou Seck - DASP representative (Direction d'Appui au Secteur Privé) from Senegal's Ministry of Economy and Finance. Mr. Seck participated in the UNIDO ITPO Italy Delegate Programme.

UNIDO ITPO Italy tour started in the city of Monfalcone, in the Province of Gorizia, where both Ansaldo Sistemi Industriali (energy production from renewable resources and "smart" managing transmission systems) and De Franceschi Spa (corn milling) are based.

The visit continued then in Padua where a visit was organized to Agrex, a company specialized in milling equipments and agricultural machines. Besides, an institutional meeting was held at Padova Promex premises, where the Delegate had the opportunity of presenting his projects.



Company visit in Padua organized by UNIDO ITPO Italy for a Senegalese delegate

The Senegalese Delegate had a unique opportunity to have a first hand experience with technologies, solutions and management systems used or produced in the Province of Padua, which holds more than 93.000 companies, most of them SMEs, with a growing interest in developing countries.

Togo

Togo Country Presentation - Rome, May 2011



UNIDO at the Togo country presentation opening session

The country presentation of Togo was organized by UNIDO ITPO Italy jointly with Assafrica & Mediterraneo. The event counted on the presence of representatives from SAZOF (Société d'Administration des Zones Franches) and from Italian institutions working on the African continent, such as the Central Directorate for Sub-Saharan Africa of the Italian Ministry of Foreign Affairs. This Country Presentation is the result of the synergic relation established within the Afripanet Network, and in particular with SAZOF.

Keynotes of some Italian associations and companies already working in Togo enriched the event, stimulating other Italian companies to evaluate fruitful industrial and international cooperation proposals.



SPECIAL INVESTMENT PROMOTION ACTIVITIES



Opening session of the Italian business award for the Environment sponsored by UNIDO ITPO Italy

Environment, Energy and Sustainable Development

UNIDO ITPO Italy, following its efforts in the Mediterranean region, is also highly sensible towards the promotion of sustainable industrial development in Sub-Saharan Africa. To this end, the office considers energy as a prerequisite for poverty reduction and promotes sustainable consumption and 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. This objective is being carried out by promoting investment and technology transfer opportunities in regards of green technologies. During 2011, the Office held a series of meetings with Italian and foreign entrepreneurs active in various renewable energy fields such as biomass, solar energy, wind energy, and hydropower. These meetings were also an opportunity for the staff to inform the Italian private sector about environmental-related activities and to further showcase green investment opportunities.

Italian business award for the Environment 2011 - Rome, March 2011



Mrs. Battaglia at the Italian business award for the Environment

Ecopolis is an international event committed to urban environment and sustainability issues. During this event, UNIDO ITPO Italy, in cooperation with Asset Camera Roma, the Ministry of Economic Development, the Italian Ministry for the Environment, Land and Sea and Fiera di Roma sponsored the Italian Business Award for the Environment 2011. The award objective was to prize the Italian companies which gave a substantial and innovative contribution to sustainability and environmental and social responsibility. The participating companies presented more than 160 projects classified into four main categories: management; product; process/technology and international cooperation. Due to its long commitment towards the sustainability

of developing countries private sector, ITPO Italy shared with the other partners its expertise in the issues involved. Besides, the projects presented at the contest could also serve for the promotion of Italian technology transfer, providing sustainable solutions to technology transfer needs of recipient countries.

Conference on Biofuels: Respect for Environment and Sustainability - Rome, March 2011

ITPO Italy participated in the conference organized by the Italian Association of Biofuels Producers and the Italian Senate of the Republic. The conference was a direct result of the recently legislative provision approved by the Italian Government. This new law intends to integrate the Italian energy legal framework with the European Union recommendations on this issue. During the conference, the Ministry for the Environment declared that Italy is currently supporting different projects which aim to industrially cooperate with countries which make out of biofuels a strong component of their economic growth scheme. In this context, special reference was made to Africa and to South America. A noteworthy information shared by the conference was that a major concern

for developing countries is the access to appropriate certification that would enable their industries to compete in international markets at the same level of foreign competitors.

Meeting with the Italian Wind Energy Association (ANEV) - Rome, March 2011

The main goal of the ITPO Italy meeting with ANEV (the Italian Wind Energy Association), was to promote the industrial production chain involved in wind energy technology which may be transferred or developed in developing countries. A further cooperation outline was drawn by identifying companies interested in doing business through a South-North cooperation. During the meeting, ITPO Italy promoted examples of its environment related activities for developing countries.



Italian companies attending UNIDO's presentation on wind energy



UNIDO at the Italian business award for the Environment



UNIDO ITPO Italy presents its activities to the Italian companies participating in SOLAREXPO fair



UNIDO ITPO Italy meets Italian companies active in the renewable energy sector in ZEROEMISSION fair

In return, relevant information were given on Italian most relevant firms and their capacity of supplying a diverse variety of wind turbines and components. The Italian industry is in fact able to develop both small machines (appropriate for domestic use and generally produced at an artisan level), and wind farms able to produce energy for hundreds of megawatts. As informed by ANEV, a single wind turbine includes more than 8.000 spare parts, which highlights the potential that this industry holds for developing countries.

Investment opportunities scouting and promotion at SolarExpo - Verona, May 2011



BtoB Meetings during SolarExpo 2011

Solarexpo is a leader event dedicated to renewable energies and a platform for know how and information exchange. During this event, ITPO Italy contacted more than 30 Italian entrepreneurs and 10 professional associations active in this field, aiming at being informed on their state of the art technologies and also on the companies interests to invest in developing countries. ITPO was able to obtain further information on renewable energies with a specific regard to solar energy technologies that could be transferred to developing countries. The information and contacts were also useful for future ITPO Italy awareness-raising and capacity building activities for the recipient countries.

Investment opportunities scouting and promotion at Assolterm Conference - Rome, June 2011

UNIDO ITPO Italy participated in Assolterm annual conference on solar thermal energy that was held in Rome in June 30th 2011. The Office, thanks to the participation in this conference, received important technical information on solar thermal technology, its areas of application, future challenges of the sector, industrial chain composition and institutional political position in respect of the sector. As informed by Assolterm, the technology is simple to be installed, affordable and could easily respond to basic needs such as sanitary hot water or power heating systems. To this end the technology is a viable model to be promoted in developing countries. UNIDO ITPO Italy also established relations with the Association and exchanged opinions on cooperation proposals, among others: information dissemination of investment opportunities to the companies, drafting of an exhaustive list of Italian companies active in the sector and opportunities for capacity building and training courses addressed to entrepreneurs and delegates from Egypt and Morocco, being both of them the beneficiary countries of the ITPO Environment and Energy activities in the Mediterranean area.

Investment opportunities scouting and promotion at Zeroemission - Rome, September 2011

Zeroemission is an important event dedicated to renewable energies, environmental sustainability, climate change and carbon emission trading, which took place at the Fiera di Roma from September 14th to September 16th 2011 in Rome.



Conference on climate change during Zeroemission 2011

The event counted on the presence of 650 exhibitors and was exposed through 5 main pavilions showcasing wind and solar energy technologies. While attending the event, ITPO Italy met 30 new companies. More specifically: 15 specialized in photovoltaic; 1 Professional Association; 2 companies specialized in energy efficiency control via software application; 9 companies specialized in wind energy; 3 companies specialized in feasibility studies for renewable energy projects. ITPO Italy, during the fair, familiarized all of the met companies with its Environment and Energy related activities. In return, the office received first hand information about latest technologies and contacted many Italian technology providers that could be of interest for enterprises in developing countries.

Participation at the International Symposium on Alcohol Fuels (ISAF) - Verona, October 2011

ISAF is a non-profit international organization which gathers together specialists, technologists, executives and technical experts from alcohol, alcohol fuels, methanol, ethers and bio-fuel industries. It is one of the oldest and most respected Worldwide group



BtoB meetings at ECOMONDO 2011



UNIDO ITPO Italy presents its mandate during the interview with GreenTG



UNIDO ITPO Italy participates in ECOMONDO green technologies fair

of experts (Technical and Academic) from various fields on alcohol fuels, 1st and 2nd generation biofuels, anaerobic digestion, power generation, emissions and sustainability issues. During the event, meetings with main key actors in the sector were held, and ITPO Italy's Environment and Energy activities for developing countries were presented. ITPO Italy got acquainted with the main technologies in the field and met with the main associations active in the alcohol fuels field.

Technology Transfer for Africa at Ecomondo fair - Rimini, November 2011



Foreign entrepreneurial delegation supported by UNIDO ITPO Italy during ECOMONDO fair

ECOMONDO 15th International showroom on environment, material recovery, renewable energy and sustainable development took place in Rimini Fair from the 9th to the 12th November 2011. During this edition, and with the aim of encouraging business partnerships and strengthening the economic and industrial relations between companies operating in several developing countries and Italy, UNIDO ITPO Italy coordinated and assisted a delegation of 12 foreign private sector and institutional representatives. The countries represented this year were: Cameroon, Egypt, Morocco, and Mozambique. Noteworthy was the support provided by ITPO Italy to a Moroccan

Delegate from CRI of Souss Massa Draa, who held over 100 business meetings. With over 75.980 attendees and more than 1.200 exhibiting firms, ECOMONDO 2011 provided with an increase of 49% (in comparison with 2010 edition) of foreign companies participation and furnished a unique platform to forge partnerships, examine potential joint ventures agreements, as well as providing with the possibility of having a first hand look on a wide range of technical opportunities, systems, equipment, and services aimed at solving environmental problems as well as improving industrial energy efficiency and clean production techniques.

Industrial Meetings with Italian and foreign companies through the promotion of the Environment and Energy activities

UNIDO ITPO Italy, while promoting its Environment and Energy initiatives, met various Italian and foreign entrepreneurs. With the goal of informing about ITPO's core activities and projects in respect of environment and renewable energies topics, the Office also carried out the promotion of several projects to be developed in Egypt and Morocco. More specifically and with regard to Morocco, ITPO Italy promoted energy efficiency projects in 5 meetings, waste and waste water treatment projects in more than 18 meetings, while biogas from waste projects (which drew attention from several Italian companies) were promoted in 13 meetings. In addition, projects on irrigation and water management and conservation of natural areas were also promoted in 6 of the meetings held by the Moroccan Delegate from Souss Massa Draa Region. As per Egypt, 4 meetings with Italian companies were held and different

opportunities concerning energy efficiency and renewable energies were promoted.

Inter-Agency Cooperation Activity

UNIDO ITPO Italy received the request of collaboration from ICS Trieste in identifying contacts from UNICEF and UNESCO to present the "Lamps for Africa" project. ITPO Italy successfully identified and made contacts with representatives of the two specialized UN agencies and achieved its objective.

Seminar: "The State of Land and Water" during the FAO Conference 37th Session - Rome, June 2011



"The State of Land and Water" seminar during the FAO 37th Session Meeting

UNIDO ITPO Italy participated in FAO's Thirty-seventh Session Meeting. More specifically, the Office attended "The State of Land and Water resources" seminar in which information about the State of Water Resources in the World were collected. During this event, ITPO staff took the opportunity to strengthen relations with the Ministries of Agriculture of Ghana and Tanzania. In particular, the Ghanaian Minister emphasized the priority given to investments and technology transfer opportunities in the irrigation sector. As a first result, 6 irrigation projects to be developed in Central, East, West and Volta Region were identified for promotion among the Italian business community.



UNIDO at FAO's 37th Session Meeting



UNIDO ITPO Italy participates in Global Compact Network



UNIDO ITPO Italy at FISE UNIRE conference on waste recycling practices in Italy

Conference: Presentation of the report “L’Italia del Riciclo 2011” - Rome, December 2011

UNIDO ITPO Italy participated in the annual conference of FISE UNIRE (the Association of Confindustria, which represents companies in the waste recovery). The figures presented by the report “Italy Recycling 2011” sponsored by FISE UNIRE and the Foundation for Sustainable Development, indicate that in 2010, recycling in Italy made some important progress. In last years, recycling has increased approximately by 40% (34 million tons of different waste materials) and in this context steel is the material that registered the highest increase (+67.9%). While aluminium, e-waste, wood, paper and glass recycling recorded a significant increase, plastic showed a slight decline. In regards of waste disposals, the conference introduced the lack of infrastructures for the disposal of damp and inert construction materials. Highly interesting for UNIDO ITPO Italy was the analysis of the legal and business status and framework that could facilitate the improvement of recycling practices. In addition, participating speakers, also briefly indicated the most innovative Italian companies and peaks of excellence of the sector, with the aim of orienting the LDC to effective and viable technological solutions.

Meeting with IMELS and e4sma srl - Rome, December 2011

UNIDO ITPO Italy, within the framework of its Environment and Energy initiatives, participated in a meeting with representatives of IMELS (Italian Ministry for Environment, Land and Sea) and members of e4sma (Energy Engineering

Economic Environment System Modeling and Analysis), company interested in developing some projects in Morocco jointly with the Moroccan ADEREE). In this context, the Office received interesting information on the company’s activities . In addition, UNIDO ITPO Italy obtained from its donors, the Ministry for the Environment, important updates on the interest of the Ministry itself regarding the possibilities to increase collaborations, in the near future, in the North African Mediterranean area. A project concerning CO2 storage in underground reservoirs was presented. In respect of the potential role that the Office could carry out in this opportunity, and since e4sma is specialized in scenario analysis, modelling and design, a support throughout project implementation phase could be given, especially by providing an industrial matchmaking service with local Moroccan SMEs (for instance, in the this project support would be given through the identification of CO2 pipes or storage tanks producers). The Italian Ministry confirmed a strong interest for the Mediterranean basin, also in Tunisia and Morocco. The Italian public authority also informed on agreements with ADEREE and the Ministry of Environment of Morocco that are not being adequately followed-up. In particular, the Ministry indicated the need to support by providing feasibility studies on the wind energy sector, extension of the rural power grid and the need of capacity building activities in benefit of local companies. It is worthy mentioning that IMELS is pleased to organize together with ITPO Italy meetings with private companies that are interested to invest in these countries and with the goal to increase their involvement in the sustainable industrial development of North Africa.

Seminar: “Public-Private Joint Efforts Towards Rio+20” of the European Global Compact Local Networks - Rome, October 2011

UNIDO ITPO Italy, during the seminar, increased high level key players (members of the European Global Compact) knowledge on the Office’s activities; In particular we informed these companies on our commitment to promote sustainable development, agro-industry, renewable energy and environment. The three objectives of the gathering were: to secure renewed political commitment for sustainable development, to assess the remaining implementation gaps of commitments that have already been agreed upon and to address emerging challenges.

The Conference of Rio+20 will focus on two main themes: a) to support green economy activities within the context of sustainable development and poverty eradication; b) to create an institutional framework for sustainable development, themes on which UNIDO ITPO Italy is already active.



Mrs. Battaglia during a Seminar on Rio+20 organized by European Global Compact Local Networks



Third Italian National Conference on Energy Efficiency



Capacity building on waste and wastewater treatment techniques for African countries organized by UNIDO ITPO Italy



UNIDO participates in a Roundtable on Euro-Mediterranean MSMEs development future trends organized by Promos Milan

Investment opportunities promotion at the Third National Conference on Energy Efficiency - November 2011, Rome



Italian Minister Clini at the Opening Session of the Third national Conference on Energy Efficiency

The third National Conference on Energy Efficiency and entitled “Capitalizing on heat mines” was organized by “Amici della Terra” - the Italian representative of “Friends of the Earth International”, and was held in Rome on November 30th 2011 in “Palazzo Rospigliosi”.

In the framework of reaching the 20-20-20 European Strategy goals, the Conference addressed energy efficiency as a priority for new energy policies aimed at minimizing environmental impacts, developing high-tech engineering competences, reducing energy dependence on foreign countries, and enhancing a sustained and sustainable economic development.

In this framework ITPO Italy’s Environment and Energy initiatives were promoted between 9 guest speakers out of 13 (70%) which were invited in the Conference. The contacted companies expressed interest in technology transfer opportunities and in providing capacity building and training to Egyptian and Moroccan entrepreneurs (Developing Countries in general).

Capacity Building on waste and wastewater treatment - Rome, November 2011

The activity was prepared for entrepreneurial participants and diplomatic representatives from some developing countries and the beneficiaries of the Environment and Energy initiatives for the Mediterranean: Egypt & Morocco. The goal was to present UNIDO ITPO Italy’s initiatives on environment, renewable energy and energy efficiency.

The presentation apex was the capacity building action on best practices, techniques and environmentally friendly technologies. The idea was to create a symposium with main actors in the environment sector, amongst which the International Solid Waste Association (ISWA-Italia), the Institute for Water Research (IRSA-CNR) and Aquarno Consortium who presented a success cases in Italy represented by the water treatment plant of the tanning district of Santa Croce sull’Arno in Tuscany.

Further, world initiatives on solid waste treatment programmed for 2012 were presented alongside the innovative technologies in respect of biological water treatment as illustrated by the European



Italian Ministry for the Environment Land and Sea presents its activities for Morocco at the capacity building on waste and wastewater organized by ITPO Italy

Environmental Award and the National Research Council of Italy.

Investment Opportunities in the State of Puebla, Mexico - Rome, December 2011

UNIDO ITPO Italy participated in the meeting concerning investment opportunities in the State of Puebla, Mexico. The Mexican State is interested in developing new industrial clusters in respect of the automotive sector, based on green technologies. ITPO, Italy also introduced some possible areas of collaboration in the field of agro-industry and environmentally friendly technologies and renewable energy.

Workshop for the Euro-Mediterranean MSMEs - Milan, December 2011

UNIDO ITPO Italy participated in the International Workshop for the Euro-Mediterranean MSMEs specifically in the two closed-doors round table meetings focused on the Euro-Med MSMEs economic development potential and on the ways to professionalize the support services for the MSMEs and on future trends for MSMEs development in the Euro-Mediterranean scenario.

During this event the ITPO also identified have also identified private foreign and Italian institutions committed to MSMEs development and achieved information on development conducive policies and financial mechanisms. During the event ITPO staff further introduced ITPO Italy’s Environment and Energy initiatives and met some relevant key actors from both the public and private sector of Egypt and Morocco, such as AMDI and EMI Ltd.



UNIDO ITPO Italy, Barilla and IPACK Ima at Interpack - Dusseldorf



Mozambican CPI in a BtoB meeting with Italian companies specialized in fruit processing and organized by UNIDO ITPO Italy



Packing technologies for developing countries

Food Safety and Food Security

ITPO Italy announced at Interpack the International Conference “Packaging Technologies to Enhance Food Safety and Food Security in African Countries” - Düsseldorf, May 2011



Mrs. Battaglia opening speech at Interpack

In the occasion of Interpack, the most important trade fair for packaging industry, held in Düsseldorf from 12th to 18th May 2011, UNIDO ITPO Italy announced “Packaging Technologies to Enhance Food Safety and Food Security in African Countries” International Conference.

The Conference, to be held during the forthcoming Ipack-IMA’s 2012 Edition, has been organized by Ipack-IMA in collaboration with UNIDO, FAO and WFP, in the framework of the joint commitment in promoting new technologies for food safety and food security to help alleviate world hunger.

The goal of the event will be to present technological innovations in the field of food processing which can contribute to solve food safety and food security problems in African countries.

Food Safety Expert Meeting at ICS-UNIDO - Trieste, March 2011

UNIDO ITPO Italy participated in the ICS-UNIDO internal working session on “Promotion of Post - Harvest Technology, Food Safety and Export Trade in Developing Countries” organized in cooperation with UNIDO Agro-Industries Technology Unit and UNIDO Compliance Infrastructure Unit, at ICS Trieste, Italy on February 28th and March 1st 2011. The meeting acknowledged the synergies and the potential benefits of cooperation to the parties and committed to further calibrate the thematic activities of UNIDO and ICS-UNIDO to focus efficiency and impact. The Parties agreed to a general programme of cooperation under the broad overarching umbrella of “Post Harvest Technology Management Systems” which includes capacity building, technology transfer, knowledge management and project formulation. The cooperation programme is entirely consistent with the focus of the EXPO Italia 2015. In fact, within the



main theme of the EXPO, i.e. “Feed the Planet Energy for Life”, UNIDO ITPO Italy will showcase activities resulted from this cooperation.



Seminar: “Land Tenure and International Investments in Agriculture” at the FAO 37th Session on the Committee of World Food Security (CFS)

UNIDO ITPO Italy participated in FAO’s thirty-seventh Session of the Committee on World Food Security in which we specifically attended the seminar “Land Tenure and International Investments in Agriculture”. Relevant information about the current situation of Investments in agriculture were achieved and the paramount importance of increased and improved investments in agriculture for achieving food security and nutrition for all was highlighted.

Moreover, the necessity to involve organizations representing smallholders and agricultural workers in the formulation, implementation and evaluation of policies for investments in agriculture, as well as the design of investment programmes in agriculture and food value chains.



INSTITUTIONAL STRENGTHENING

UNIDO ITPO Italy has increasingly enhanced and strengthened relations with the main Italian and foreign governmental bodies, institutions, and organizations. As an international honest broker, ITPO Italy intensified collaborations and synergies with a large number of institutional key players in order to formulate and implement initiatives and activities addressed to sustain the economic and industrial development in Developing Countries. UNIDO ITPO Italy continues to maintain a direct contact with the respective Governments and working relationships with the national and international business communities. Within the framework of its activities and priorities, mainly focused on agro-industry and energy & environment issues, UNIDO ITPO Italy has a very close cooperation with its Donor, the Italian Ministry of Foreign Affairs as well as with the Italian Ministry for Environment, Land and Sea.

Italian Ministry of Foreign Affairs

The Italian Ministry of Foreign Affairs (IMFA), main Donor for the ITPO Italy, has recently enhanced its strategic planning processes and formulates "Programming guidelines and directions" which are updated on a yearly basis. The cooperative process has been established between ITPO and the Donor for the formulation of the national strategy for development cooperation, defining joint activities and initiatives.

Within the framework of its specific activities, aimed at supporting the industrial and economic development in developing countries, UNIDO ITPO Italy strongly collaborates with some specific IMFA Directorates considered as fundamental direct counterparts, such as: Directorate General for Development Cooperation; Directorate General for the Country Promotion; and the Directorate General for Global Affairs.

The relevance of the MSMEs Development Programmes represents the base for a strong relation established between the Italian Ministry of Foreign Affairs and UNIDO ITPO Italy and for a progressive and constant involvement of the Italian business community in the development processes of developing and transition economies. Also in 2011, 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 of 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 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 whom is developing joint programmes aimed at promoting investments as well as transfer of green technologies and best practices. In this context, ITPO's core activities were committed to developing technical and managerial capacities aimed at promoting an environmentally friendly development in the African Continent to facilitate the progress towards achieving the Millennium Development Goals. In particular, during 2011, the main sectors supported were related to the environment, with a special reference to waste and water treatment, renewable energy and energy efficiency techniques.

As a result of their long standing collaboration, UNIDO ITPO Italy and IMELS decided to improve their joint efforts to promote poverty reduction and sustainable production patterns, delinking economic growth and environmental degradation through improved efficiency and sustainability in the use of resources and production processes and reduction in resource degradation, pollution and waste.

Italian 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.

In this context 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), the main agencies that are working under the Italian Ministry of Economic Development and that are strongly related with the ITPO Italy's activities.

ITPO Italy also holds relevant contacts with other important Italian stakeholders that represent the local business communities and interest and which are committed to support the internationalization of Italian companies, the promotion and transferring of Italian technologies and best practices, such as Confindustria, ANCE, Unioncamere, CONFAPI, local investment and Promotion Agencies, UNIMED, Universities, etc.



These institutions have different degrees of activity and effectiveness with regard to information dissemination, organization of seminars and missions and other high profile “activities”. The long term relation with them is strategically fundamental for supporting technology and know how transfer as well as for fostering an increased involvement of the Italian companies in the development process of developing countries.

ASSET Camera

Within the framework of the great importance that UNIDO ITPO Italy addressed to the role played by innovative eco friendly technologies in the development processes of the weakest economies, the office conceived, jointly with the Ministry of Economic Development, the Italian Ministry for the Environment, Land and Sea and Fiera di Roma, the Enterprise Environment Award 2011, assigned on March 25th. The Award, sponsored by ASSET Camera, is annually assigned to the companies that, within their productive activities, give an innovative contribution in terms of environmental sustainability and social responsibility.

In this context, the President of ASSET Camera and the ITPO Head, Mrs. Diana Battaglia, signed a joint declaration that lies out the cooperation between the two parties focusing new eco-friendly technologies, production processes and best practices scouting that could be transferred to Developing Countries.

Asset Camera is the special agency of the Chamber of Commerce of Rome committed to organize and manage services aimed at supporting innovations and the development of the Italian business community as well as the simplification of the relations between companies and Public Administration.

Ministries and Embassy Representatives of Developing Countries

UNIDO ITPO Italy, as an international honest broker, works closely with the Ministries of the developing Countries, in order to facilitate the dialogue between public and private sector and to facilitate know how transfer in some specific sectors in which the office is acknowledged with. In this context, a large number of initiatives were implemented such as, and among the others, the “Agriculture and investment opportunities in Sub-Saharan Africa countries” Forum, the “Italy-Gabon Economic Forum” or the visit of the deputy Minister of fisheries from Ghana Republic.

UNIDO ITPO Italy established a fruitful cooperation with embassy representatives of the countries where the Office is involved with its activities. In synergy with them, and in line with the specific needs of each developing country, ITPO formulates the annual strategy for the development cooperation, defining specific initiatives to be jointly developed. Like for instance the Sub Saharan Africa Ambassadors Roundtable.

This event represented a special occasion for the discussion, with the participants, of all the necessary measures aimed at: sustaining and strengthening the collaborations among participants; strengthening links between national focal points and the corresponding local authorities for development cooperation; promoting the exchange of information and experiences on the development of the private sector for subsequent actions.



DELEGATE PROGRAMME

The Delegate Programme is operational in all UNIDO ITPO offices and represents an essential tool supporting promotional activities. To this day, not only did it prove to be an efficient means of obtaining the support of local Institutions, but it also helps to promote bilateral cooperation between Developing Countries and Italy.

Coming from public institutions, banks, or the industrial associations of developing countries, the Delegates are posted usually for short-term periods, forming a link between the economic system of their home country 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.

MOROCCO - Mrs. Manar Alaoui Hassani Head of the Department of Promotion and Cooperation of the Regional Investment Center of Souss Massa Draa

On November 2011, Mrs. Manar Alaoui Hassani, Head of Department of Promotion and Cooperation of the Regional Investment Center of Souss Massa Draa, Morocco, participated in the UNIDO ITPO Italy Delegate Programme, with the aim to identify innovative technologies and to promote investment opportunities and projects in the energy and environment fields. In the framework of the “Environment and Renewable Energy Programme”, the Moroccan delegate had the opportunity to promote a substantial portfolio of projects focused mainly on treatment and management of water resources and waste, biogas and energy efficiency techniques. UNIDO organized 23 meetings with associations, SMEs, corporations and financial institutions, which represented an opportunity to exchange useful information, to establish important relationships with the Italian business community and to pave the way for future collaborations.



During these meetings, assisted by UNIDO’s staff, Mrs. Hassani presented Souss Massa Draa investment opportunities, which met a positive response; in particular great attention was given to fish and agricultural waste for energy, ecotourism projects, infrastructure modernization (especially in relation to dams and ports), energy efficiency of buildings and the development of irrigation networks. Moreover, with the support of ITPO Italy, the delegate participated in the international fair ECOMONDO 2011, held in Rimini: the delegate was able to deepen her knowledge on Italian industrial chain in the areas of interest as well as on technological innovations available in Italy and, most of all, to bring Morocco’s investments opportunities to the knowledge of the Italian companies.



UNIDO ITPO Italy supports a Moroccan delegate during a BtoB Meeting



Moroccan Delegate during the water and wastewater treatment capacity building



UNIDO ITPO Italy supports Mrs. Manara from CRI Souss Massa Draa region, during ECOMONDO fair



The Mozambican delegate meets Mazara del Vallo Fishery District



ITPO Italy organized a study tour on Agro-food in Emilia Romagna Region for Mr. Bires from CPI Mozambique



CPI delegate meets Italian excellencies active in food processing



MOZAMBIQUE - Mr. Gil Bires CPI - Centre for Investment Promotion

The Director of the Project Management Division from the CPI (Centre for Investment Promotion), Mr. Gil da Conceicao Bires, was hosted during September 2011 under the UNIDO Delegate Programme. More than 40 business meetings were held, with interested entrepreneurs and institutions, on the basis of the projects promoted. The sectors involved mainly the agro-food and, more specifically, fruit processing, dairy and fishery. Thus, Mr. Bires' stay represented a concrete possibility for the Italian businessmen and institutional representatives to learn about the investment opportunities offered by the Republic of Mozambique, and the services offered by the CPI. Furthermore, ITPO Italy organized a visit to one of the most important European Districts, the Productive District of Industrial Fishing at Mazara del Vallo. With 142 companies and over 2000 employees, the District in Mazara represents an

outstanding body for the productive activities carried out in Sicily. The visits included more specifically the Cantieri Navali sites, Matteo Giacalone srl, Alfa Cold, Frigortecnica and were organized in relation to the Mozambican projects in the fishery sector. As one of the results arising from this activity, discussions are ongoing among the District authorities, ITPO Italy and CPI, on some possibilities of cooperation in the fishery chain for this African country. With the support of ITPO Staff, Mr. Bires participated in the Macfrut Fair and met several companies, thus having the opportunity to know the existing cutting edge technologies in the fields of tomato processing, fruit processing, and packaging.

SENEGAL - Mr. Saliou Seck DASP - Direction D'Appui Au Secteur Privé

Mr. Saliou Seck had the opportunity to promote a portfolio of investment projects among the Italian business community on July 2011. The projects concerned several fields, such as agro-food processing, fishery and cattle raising. The Delegate from DASP, an Agency from the Senegalese Ministry of Economy and Finance, held more than 30 business meetings with Italian entrepreneurs and Company Associations. ITPO Italy organized a Study Tour to the North-East of Italy, where Mr. Seck had the chance to visit several firms and production plants: Ansaldo Sistemi Industriali (energy production from renewable resources and "smart" managing transmission systems); De Franceschi Spa (corn milling); Agrex Spa (milling equipments and agricultural machines). The meeting with Promex Padova, Special Agency of Padua Chamber of Commerce, was also useful for networking and for the promotion of Senegalese projects, receiving first hand information from a province that counts on more than 16000 agro-industry-related companies. Besides, ITPO staff organized a specialized tour in the Marche Region, aiming to present to Mr. Seck relevant Italian companies working in the production of technology for the processing, storage and conservation of fish as well as in technologies for white and red meat slaughtering.



The Senegalese delegate in a BtoB meeting with Italian companies active in meat and fish processing



Milling equipments presented to DASP delegate



Mr. Seck from DASP during a company visit on meat processing technologies



ANNEXES

Country presentations, study tours and seminars

Date	Event	Place	Sector	Type of Event	Number of participants
5-7 December	Study Tour on Woodworking sector in Italy	Pordenone, Italy	Woodworking	Study Tour and Round table on Woodworking sector	13 Vietnamese companies and institutions
8 November	Capacity building session, entitled "Dealing with the challenge for environment in Africa: waste and wastewater treatment"	Rome, Italy	Environment	Capacity Building for African Enterprises, Institutions and Diplomatic Personnel	10 companies and institutions from: Cameroon, Egypt, Morocco, Mozambique, Ghana, Tanzania 5 Italian companies, associations and research institutes
4-7 November	Roundtable on Industrial Clusters	Venezia Mestre, Italy	Multisectoral	Presentation of some industrial clusters in the Veneto Region	7 Vietnamese institutions
3 November	Armenian Country Presentation and institutional meetings	Rome, Italy	Renewable Energy	Country Presentation	11 Italian companies and institutions
17-22 October	Study Tour on Footwear sector in Italy	Bologna/Padova, Italy	Footwear	Study Tour	12 Vietnamese companies and institutions
20 October	Presentation of African investment opportunities	Udine, Italy	Multisectoral	Presentation of investment opportunities from African countries	30 Italian companies and institutions
10 October	Colombia Country presentation	Rome, Italy	Agro-industry: coffee	Country Presentation	15 Italian companies and institutions
6 October	Workshop "Certification: from food safety to religious conformity Halal - Food internationalization and integration tool"	Rome, Italy	Food Security	Specialized Workshop	30 Italian participants
21 July	Roundtable "Woodworking clusters in Vietnam"	Rome, Italy	Woodworking	Round Table for the development project for woodworking cluster in Vietnam	4 Italian companies and associations
18-19 July	Study Tour in Energy and Agro-industry	Friuli Venezia Giulia and Veneto Regions, Italy	Energy and Agro-industry	Study Tour and visit to companies in the fields of energy efficiency and milling plants and farming equipment	1 institutional representative from Senegal (Ministry of Economy and Finance)
14 July	Argentina's investment opportunities in the field of Renewable Energies	Rome, Italy	Renewable Energy	Presentation of investment opportunities in the energy sector	7 Italian companies and representatives of the argentina ENARSA
9 July	Workshop on International cooperation	Lecce, Italy	Multisectoral	Presentation of different activities from Universities from Italy and abroad focused on Developing countries	20 representatives from Mediterranean Universities Union and from EU as well as private sector

Date	Event	Place	Sector	Type of Event	Number of participants
28 June	Forum Agriculture and Investment opportunities in Sub-Saharan Africa	Rome, Italy	Agro-industry	Presentation of investment opportunities in the agricultural sector	32 Italian companies and institutions
27-29 May	Study Tour on Fishery sector in Italy	Ancona, Italy	Fishery	Study Tour and visit to companies Fishing equipment, Processing, Packing and Preserving Systems and equipment	1 institutional representative from Ghana (Ministry of Fisheries)
25 May	Country Presentation Togo	Rome, Italy	Multisectoral	Country Presentation	40 Italian companies and institutions
19 May	Economic Forum Italy-Gabon	Rome, Italy	Multisectoral	Country Presentation	47 Italian companies and institutions
14 May	Presentation on Packaging Technologies to Enhance Food Safety and Food Security in African Countries	Düsseldorf, Germany	Food Security	International Presentation	116 international journalists, associations and companies
8 March	Master lesson on "Energy and environment intergovernmental organizations"	Rome, Italy	Energy	Master Lesson	20 Italian participants
4 February	Roundtable "Synergies for the Development of local capacities and Entrepreneurship in Africa"	Rome, Italy	Multisectoral	II Roundtable with African Embassies	7 representatives from African Embassies (Gabon, Kenya, Ethiopia, Uganda, Senegal, Mozambique, Ghana)

Fairs, exhibitions and industrial meetings

Date	Event	Venue (City)	Participants	Coorganizer
9-12 November	ECOMONDO 2011 (Environment)	Rimini, Italy	13 participants from Cameroon, Egypt, Morocco, Mozambique	Rimini Fair
18-20 October	SIMAC Tanning Tech (Leather and Footwear)	Bologna, Italy	13 companies from Vietnam	SIMAC
14-16 October	International Business Forum fashion and textile (Agro industry)	Yerevan, Armenia	8 Italian companies	Armenia Development Agency
5-7 October	MACFRUT Fair (Agro industry)	Cesena, Italy	1 Mozambican Investment Officer	Cesena Fair
16-18 February	EXPO SINALOA (Agro industry)	Culiacan, Mexico	2 Italian companies	Confederation of Agricultural associations of the State of Sinaloa



SELECTED PRESS REVIEW

Il Sole 24 ORE

Mercati. Accordi di Veneto Innovazione

Le Pmi guardano verso il Vietnam

VENEZIA

Francesco Cavallaro

L'Università Cà Foscari di Venezia dall'anno accademico 2012-13 attiverà il primo corso in lingua e cultura vietnamita. Sempre più frequenti, del resto, sono gli scambi fra il Nord-Est e il Paese del Far East. Secondo una ricerca condotta da Veneto Innovazione, l'agenzia regionale a supporto della piccola e media impresa, il trend di esportazione di macchinari, abbigliamento, sostanze e prodotti chimici dal Tri-veneto al Vietnam sta aumentando di anno in anno. Nel 2010 il valore dell'export è stato di 81 milioni, di cui 34 per macchine utensili e 14 per il settore conciario. «Le nostre aziende stanno aprendo nuovi mercati in questo Paese - sottolinea il professor Marco Ceresa, delegato del rettore di Cà Foscari per i rapporti con l'Asia - e chiedono personale che sappia parlare vietnamita per avere un contatto più diretto con gli imprenditori. Ci aspettiamo una risposta importante in termini di numeri. Ai corsi di cinese sono iscritti 1.500 universitari. Sarà così, almeno sulla carta, anche per il vietnamita».

Veneto Innovazione ha anche siglato un accordo di collaborazione con Unido, l'organizzazione delle Nazioni Unite per la crescita industriale, nell'ambito del progetto "Consolidated project for development in Vietnam", finanziato dal ministero degli Esteri con 3 milioni. Fra gli obiettivi, l'attuazione di un programma di assistenza tecnica e promozione della partnership commerciale tra Veneto e Vietnam. «Sono almeno cento - commenta Raffaele Zanon, presidente di Veneto Innovazione - le aziende nordestine interessate proprio al Vietnam. I settori trainanti? Macchinari, chimia-

chimici. E poi ancora: metallurgia e sviluppo di nuovi materiali». Zanon continua la sua riflessione: «Le nostre Pmi - spiega - nonostante il momento di difficoltà, stanno tenendo la barra dritta. Proprio per questo è auspicabile una maggiore collaborazione anche con il Vietnam». Ne è convinto anche Nguyen Van Trung, viceministro per la Pianificazione e gli investimenti del Paese asiatico. Nei giorni scorsi ha partecipato con una delegazione a una serie di convegni sul tema organizzati da Veneto Innovazione. «Per noi



Raffaele Zanon
VENETO INNOVAZIONE

Il business. Un centinaio le nostre imprese interessate al Vietnam, specie del settore macchine, moda, accessori e prodotti chimici

6,5%

In crescita. Il tasso annuo di sviluppo del Vietnam, dai consumi interni in aumento

2012-13

A Ca' Foscari. Il prossimo anno l'ateneo veneziano attiverà un corso di lingua vietnamita

è importante studiare il modello veneto - chiarisce il politico - Il nostro Ministero intende valutare tutte le idee per una maggiore cooperazione a lungo termine. Il Nord-Est, e il Veneto in particolare, è riconosciuto a livello internazionale come area di eccellenza dei distretti industriali. Il nostro Paese, con un tasso di crescita del 6,5% all'anno, ha necessità di dare risposte immediate alla domanda interna, in continuo aumento. Alla fine sarà una collaborazione vincente per entrambi gli attori».

Il Cittadino Oggi

CORRIERE NAZIONALE

PREMIO IMPRESA AMBIENTE

Ecopolis, proclamati i vincitori Tutti i progetti made in Italy

Tessuti per l'arredamento, processi di alimenti biologici e impianti elettrici in Bolivia per lo sviluppo sostenibile

ROMA - Da tessuti particolari per l'arredamento, a nuovi processi di bio-coltura fino ad arrivare all'installazione di linee elettriche in Bolivia. Sono questi alcuni progetti realizzati da aziende italiane che rappresentano l'eccellenza nello sviluppo sostenibile. Eccellenza riconosciuta dal Premio Impresa Ambiente consegnato in occasione di Ecopolis, la kermesse romana dedicata ai temi della sostenibilità. Il premio, a cadenza annuale, è organizzato da Asset Camera con il patrocinio di Unido e consente alle aziende vincitrici di partecipare all'European Business Awards for the Environment, riconoscimento promosso dalla Commissione europea. Nella categoria 'Gestione' vincitrice è la Abbott srl, azienda di Campoverde di Aprilia, in provincia di Latina, capace di integrare le problematiche ambientali con quelle della salute e della sicurezza nel lavoro all'interno dell'azienda. Nella categoria 'Prodotto' si è ag-



Ecopolis, la kermesse romana dedicata ai temi della sostenibilità

zarsi in applicazioni nutrizionali, cosmetiche e veterinarie. Il processo si chiama Htn. Nella categoria 'Cooperazione internazionale' vince Terna Spa di Roma, che ha lavorato in collaborazione con la Co-

Rinnovabili.it

QUOTIDIANO D'INFORMAZIONE SULLE FONTI RINNOVABILI

Verrà presentato domani il programma "Ambiente, Energia Rinnovabile ed Efficienza Energetica"

UNIDO in convegno per il sostegno all'Africa Sub-Sahariana

Per rinnovare l'impegno a favore dello sviluppo sostenibile nelle economie emergenti UNIDO e Minambiente presentano domani il programma di sostegno di Egitto, Marocco, Camerun, Ghana e Tanzania



(Rinnovabili.it) - Dall'impegno di UNIDO (ITPO, Ufficio per la Promozione Tecnologica e degli Investimenti (ITPO Italy) che si occupa di favorire la cooperazione industriale con le imprese dei Paesi in via di sviluppo e del Ministero dell'Ambiente è nato il Programma "Ambiente, Energia Rinnovabile ed Efficienza Energetica", che verrà presentato domani a Roma.

Attraverso questa iniziativa l'Ufficio dimostra nuovamente l'impegno per lo sviluppo, anche in chiave sostenibile, dell'Egitto, del Marocco e di altri paesi dell'Africa Sub-Sahariana tra cui Camerun, Ghana e Tanzania.

Alla presenza di diplomatici e di una delegazione di imprenditori provenienti dal paese che beneficia e beneficeranno del sostegno UNIDO si terrà domani la sessione di capacity building dal titolo "Affrontando la sfida per l'ambiente in Africa: trattamento dei rifiuti e delle acque" per stimolare la collaborazione e il dialogo tra i diversi attori coinvolti nel settore energetico-ambientale.

Da Roma la delegazione poi si sposterà a Rimini dove dal 9 apriranno le porte di Ecopolis dove è confermata la partecipazione della delegazione a numerosi eventi che si svolgeranno in occasione della Fiera.

FARNESINA, ITALIA PUNTA SU CRESCITA AGRICOLTURA AFRICANA

(AGI) - Roma, 28 giu. - "Il partenariato con l'Africa e' un elemento strategico della politica italiana e l'agricoltura e' uno degli elementi centrali di questa strategia". Con queste parole, il direttore generale per la mondializzazione del ministero degli Esteri, Giandomenico Magliano, ha aperto i lavori del forum "Agricoltura e opportunita' di investimento nei Paesi dell'Africa sub-sahariana" che si e' svolto alla Farnesina per iniziativa di Unid l'organismo dell'Onu.

Magliano ha sottolineato che lo sviluppo dell'agricoltura in Africa e' un perno dei piani internazionali di sostenibilita', osservando che "l'impegno di governi occidentali e dell'Italia e' concentrato sul trasferimento di tecnologie e sulla valorizzazione del territorio e delle risorse umane". Di fronte ai ministri dell'Agricoltura di 7 Paesi dell'Africa sub-sahariana - Angola, Etiopia, Gabon, Senegal, Mozambico, Sierra Leone e Uganda - e ai rappresentanti di 43 organismi industriali, tra i quali Confindustria, Unioncamere e Assafrica e Mediterraneo, Diana Battaglia, segretario di Unid Italy, ha esortato le istituzioni del "sistema Italia", a promuovere un "maggiore coinvolgimento dell'imprenditoria italiana nel sostenere la crescita economica e lo sviluppo della piccola e media impresa nei Paesi africani".

ITALIA-GABON:

**PRESIDENTE ONDIMBA, ORA RILANCIARE PARTNERSHIP
CAPO DI STATO A FORUM ECONOMICO ROMA,
IMPRESE ITALIANE BENVENUTE**



ROMA, 19 Maggio - "Entro il 2025 vogliamo trasformare il Gabon in un paese emergente. E per questo "la cooperazione tra Italia e Gabon deve essere più stretta e deve riguardare aree di intervento più ampie". Così il presidente gabonese Ali Bongo Ondimba, intervenendo al Forum economico Italia-Gabon organizzato a Roma dall' Unid Itpo (ufficio dell'Onu per la Promozione Tecnologica e degli Investimenti), ha invitato le imprese italiane ad "azioni concrete" per sostenere lo sviluppo del suo Paese.

Con un tasso di crescita del "5,4% nel 2010", il governo ora "privilegia una valorizzazione delle risorse, incoraggiando la loro trasformazione nel Paese stesso e il rafforzamento delle infrastrutture", ha aggiunto Ondimba, ringraziando l'Italia per la "calorosa accoglienza" a lui riservata. Sono tre, secondo Ondimba, gli



Due tendenze alimentari opposte e di grande attualità (i freschissimi e il convenience food) saranno al centro della seconda edizione de "Le giornate di Ipack-Ima", patrocinata da UNIDO. Si tratta di un simposio di approfondimento rivolto alla GDO, all'Ho.re.ca e all'industria alimentare che Ipack-Ima SpA organizza il 15 giugno a Milano, presso la sede del Sole 24 Ore.

L'autorevole steering committee, presieduto da Claudio Peri (professore emerito dell'Università degli Studi di Milano e presidente del Centro Studi per la Qualità dell'Accademia dei Georgofili di Firenze) ha lavorato per definire il panel dei relatori e i temi della giornata, che prevede due sessioni tecnologiche (una dedicata ai freschi e alla IV gamma, l'altra ai convenience food) intervallate da una lunch session con dimostrazioni e degustazioni. L'obiettivo è analizzare il ruolo crescente delle due tendenze alimentari nelle scelte dei consumatori, evidenziandone le prospettive di diffusione.

Le relazioni introduttive si soffermeranno sul tema del fresco e del convenience nella percezione e nelle abitudini dei consumatori così come sull'innovazione tecnologica in entrambi i settori.

- La sessione del mattino - dedicata a "freschi, freschissimi e IV gamma" - prevede diversi interventi: il quadro economico della IV gamma; presente e prospettive future della IV gamma; l'organizzazione della filiera nel comparto della IV gamma; dalla IV gamma ai piatti pronti freschi: evoluzione naturale; sistema di trattamento termico e confezionamento in buste asettiche per derivati del pomodoro; qualità dei freschissimi: modificazioni indotte dalle lavorazioni "al minimo".
- La sessione pomeridiana - incentrata sui prodotti convenience - spazierà invece su temi come: passato, presente e futuro dei convenience food; microbiologia e igiene nei segmenti della quarta gamma e dei convenience; tecnologia del sottovuoto; convenience food per prodotti senza glutine; processo relativo alla gastronomia in atmosfera protettiva per GDO; vantaggio ambientale dallo sviluppo di nuovi packaging per gli alimenti freschissimi e i convenience food.
- A conclusione dell'evento si svolgerà una tavola rotonda per discutere sul futuro dei prodotti pronti al consumo.



**DESTINAZIONE TOGO:
UN PARADISO PER IL MADE IN ITALY**

Telex - Roma, 25 mag. - Il Togo chiede all'Italia di diventare investitore privilegiato ed Europa nei rapporti economico-commerciali. E' quanto l'auspicio espresso dai rappresentanti istituzionali pubblici privati presenti alla Country presentation sul Paese africano, che si e' svolta nella sede di Confindustria, di fronte a una platea di 50 imprese italiane. Il vicepresidente dell'Unione industriale di Torino Michel Alouche, che guida la delegazione togolese, ha illustrato le opportunità di investimento offerte dal tessuto economico togolese che sta vivendo un momento di grande espansione.

"Il Togo", spiega Maurizio Bianchi, console onorario italiano che ha organizzato l'evento in collaborazione con Assafrica, Unid e ministero degli Esteri, "intende attrarre i 4 mila dipendenti francesi e per le nostre aziende si tratta di una nuova occasione per fare affari". Il dipartimento ha sede tra l'altro che, sfruttando la legge di sviluppo investimenti in Africa, offre ai cittadini italiani



Il sistema Italia è interessato al Marocco, Hasani

(L'Espresso) 21 maggio 2011

UN PONTE FRA LE IMPRESE ITALIANE E MAROCCHINE NEL CAMPO DELL'EFFICIENZA ENERGETICA E DELLE INFRASTRUTTURE

Intervista a **Moham Abdel Hasani**, Capo dipartimento del Centro Regionale per gli investimenti di **Souss Massa Draa**, in Marocco, durante la sua visita in Italia per incontrare l'imprenditoria italiana grazie al Programma Delegati di ITPO Italy/Unid. Ufficio dell'organizzazione delle Nazioni Unite per lo Sviluppo Industriale (UNIDO)

Lotta agli sprechi



Le priorità degli organismi internazionali in materia di crescita dell'agroalimentare nel mondo sono state illustrate nel corso del seminario Tiv-Aio dal rappresentante di Unid Itpo Italia, **Andrea De Marco**, intervenuto anche a nome della direttrice dell'organizzazione **Diana Battaglia**. Priorità che attingono allo sviluppo locale delle attività produttive, all'aumento della sicurezza alimentare ed alla lotta alla fame nel mondo. Tutto ciò nel quadro di uno degli obiettivi di sviluppo del millennio che dovrebbero condurre ad una riduzione del bisogno per fame del 50% entro l'anno 2015. Uno dei dati significativi esposti è che una grandissima quantità di derrate alimentari si perde nel percorso della catena produttiva, in una percentuale stimata tra il 20 ed il 60% della produzione annuale globale di cibo. Tra le cause principali, inappropriate tecniche di immagazzinamento e di distribuzione: Unid, in proposito, ha individuato fra le soluzioni lo sviluppo di tecniche di imballaggio e sistemi per la tracciabilità del prodotto, riconosciuta ormai come prerequisito per accedere con successo al mercato globale.

Progetto dell'Unido per lo sviluppo delle Pmi del Paese asiatico

Dall'Italia mano tesa al Vietnam

L'Unido scende in campo per il Vietnam. La più importante agenzia per le Pmi, che ha ottenuto grandi risultati, riconosciuti a livello internazionale, nei Paesi in via di sviluppo e nelle economie emergenti, oltre che in Africa, Asia e America Latina.

«Come in passato siamo stati in Cina, oggi guardiamo al Vietnam - afferma Diana Battaglia direttrice dell'Unido Itpo Italy - dove, grazie ad un contributo da 3 milioni di euro, istituito dal governo italiano e realizzato da Unido con la collaborazione di Confindustria, vorremo trasferire il know how e le tecnologie italiane per migliorare la competitività e le capacità delle Pmi di questo paese asiatico; attraverso un programma di assistenza tecnica e di promozione della partnership commerciale tra Italia e Vietnam».

Secondo quanto previsto, il progetto verrà attuato in tre fasi. Unido ha già iniziato la mappatura dei clusters di piccole e medie imprese in Vietnam, selezionando tre gruppi target con un alto potenziale di sviluppo. Questi includono un cluster tessile, dell'abbigliamento, uno di lavorazione cuoio e delle calzature e uno relativo alla lavorazione del legno e costruzione mobili. Questi settori industriali sono stati scelti perché rientrano tra i cinque settori principali in termini di esportazioni del Vietnam. Tuttavia sono settori a basso valore aggiunto, scarsa integrazione e spesso con carenze di progettazione e capacità di marketing.

Nella seconda fase, i clusters selezionati e le relative associazioni di categoria riceveranno il necessario supporto tecnico. Gli accordi di cooperazione hanno iniziato a promuovere il trasferimento di tecnologia e assistenza tecnica con i clusters italiani. Imprese selezionate in ogni settore saranno assis-

delle proposte di business partnership alle imprese italiane. La terza fase include la promozione di legami di cooperazione a lungo termine e di accordi tra associazioni italiane e vietnamite a livello distrettuale e di impresa. Questi accordi aziendali saranno agevolati attraverso diversi eventi, quali capacity building e sviluppo di meccanismi di matching business-to-business.

Oltre cento imprese, tra associazioni territoriali e settoriali e consorzi export all'interno di Confindustria hanno espresso vivo interesse a partecipare al progetto. Esperti italiani di tecnologie per la lavorazione del legno, del tessile e esperti dei mercati sono già stati messi in campo da Unido con la finalità di effettuare una valutazione tecnica e dispensare formazione alle imprese locali. Alla fine del 2010, come parte integrante della strategia di attuazione, il ministro Elisabetta Belloni, il direttore generale per la Cooperazione allo Sviluppo del ministero degli Affari esteri italiano, il vice ministro vietnamita della Pianificazione e degli Investimenti, Nguyen Van Trung; il direttore generale di Unido, Dmitri Piskounov, e il vice presidente di Confindustria, Paolo Zegna, hanno firmato una lettera di intenti ufficiale volta a coinvolgere il sistema industriale italiano per l'attuazione del progetto di cooperazione "Sme Cluster Development" in Vietnam. Confindustria avrà un ruolo attivo come partner per l'implementazione delle attività inerenti al progetto.

Questo accordo rappresenta la prima esperienza di tale genere nella Cooperazione allo sviluppo, ed è uno spin-off di recenti accordi tra il ministero degli Esteri italiano e Confindustria, oltre che un buon esempio per nuovi settori relativamente alla cooperazione e al coordinamento.

Export. Prezzi attesi in rialzo

Legno del Gabon ancora in stand-by

Andrea Brega

«Il Gabon è un Paese che ha iniziato a diversificare l'economia e che vede incrementare massicciamente le opportunità d'investimento in settori diversi da quello tradizionalmente legato all'industria petrolifera», ha dichiarato Diana Battaglia, direttrice dell'Unido Itpo Italia a margine del Forum economico Italia-Gabon che ha avuto luogo a Roma alla presenza del presidente del Paese africano, Ali Bongo Ondimba. Non è un caso, quindi, che tra gli imprenditori italiani interessati all'incontro ve ne fossero diversi legati al mondo

la scarsa domanda del mercato europeo, gli esportatori di legname africano sono abbastanza tranquilli grazie all'aumento delle richieste da altri mercati che garantiscono una produzione di circa due mesi.

È altresì evidente che gli importatori europei per garantirsi approvvigionamenti adeguati dovranno pagare prezzi più elevati, anche se sarà inevitabile avere tempi di consegna più lunghi. Una circostanza tutt'altro che semplice, dunque, che è ulteriormente aggravata dalla situazione contingente in Ga-

COMPARTO BLOCCATO

Continua lo stop delle spedizioni che sta paralizzando il settore forestale

GIORNALE DI SICILIA

GIORNALE DI SICILIA
MARTEDÌ 20 SETTEMBRE 2011

LA RIPRODUZIONE E LA UTILIZZAZIONE DEGLI ARTICOLI E DEGLI ALTRI MATERIALI PUBBLICATI NEL PRESENTE GIORNALE SONO ESPRESSAMENTE RISERVATE ©

Cronaca di Mazara | 21

SETTORE ITTICO. Prosegue la ricerca dei Paesi nordafricani con i quali potere stringere accordi allo scopo di rilanciare la marineria

Il Distretto della pesca avvia trattative per collaborazione con il Mozambico

Pronti progetti per realizzare una struttura per la produzione e riparazione dei pescherecci

Avviata la creazione di un centro di certificazione e prova per la garanzia di un marchio Dop presso la sede Iamc-Cnr di Capo Granitola.

Salvatore Giacalone

Il Distretto della pesca di Mazara continua la ricerca dei Paesi nordafricani con i quali potere stringere accordi sulla filiera ittica. Ma è stato anche questo l'obiettivo della missione esplorativa di Gil Da Conceicao Bires, rappresentante del Paese africano del Mozambico, che è stato in visita al Distretto della Pesca, nell'ambito del Programma dell'UNIDO (organizzazione delle Nazioni unite per lo sviluppo industriale che assiste i Paesi in via di sviluppo ed in transizione). Bires, accompagnato da Francesco Pallocca, funzionario dell'UNIDO, ha fatto visita ad aziende del Distretto appartenenti alla

"catena del freddo" ed al settore della cantieristica navale. Dopo aver visitato l'area portuale di Mazara Vallo ed altre imprese della filiera ittica, il delegato mozambicano ha incontrato il presidente Giovanni Tumbiolo ed alcuni componenti dell'Osservatorio della Pesca del Mediterraneo, organismo riconosciuto dalla Regione Siciliana. Tumbiolo e Bires hanno espresso reciproca e piena disponibilità per la creazione di un distretto della pesca nell'ex colonia portoghese, partendo subito da due progetti di cooperazione: il primo riguarda la creazione di una struttura artigianale per la produzione e riparazione di pescherecci, il secondo è relativo ad un impianto di macchine per la produzione del ghiaccio necessario alla conservazione del pesce. Non appena Bires sarà rientrato in Mozambico sarà predisposto un protocollo di intesa. Intanto il Distretto ha dato il via alla creazione di un centro di certificazione e



Nella foto da destra: Francesco Pallocca, Da Conceicao Bires, Giovanni Tumbiolo, Franco Allegri e Sara Conoscenti

prova per la garanzia di un "marchio Dop" presso la sede dell'Iamc-Cnr di Capo Granitola. È stato annunciato a margine della riunione plenaria dell'Osservatorio della Pesca del Mediterraneo, nel corso della quale è stato illustrato il "Disciplinare per la DOP del Gambero di Sicilia", elaborato nell'ambito del progetto «Ricerca dei limiti ambientali, alleucici e di filiera allo sfruttamento del Gambero». È stata individuata la sede dell'Iamc-Cnr di Capo Granitola, nella quale istituti di ricerca componenti l'Osservatorio della Pesca, riuniti in ATI, effettueranno le prove per la certificazione del prodotto. L'ottenimento del "marchio Dop" - ha sottolineato Giovanni Tumbiolo, Presidente del Distretto della Pesca - implica necessariamente un cambiamento culturale da parte degli operatori della pesca. Il Disciplinare rappresenta uno strumento innovativo a disposizione delle imprese di



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