



UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION



ANNUAL REPORT 2016

UNIDO ITPO ITALY



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UNIDO ITPO Italy

UNIDO ITPO Italy Annual Report 2016

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This edition of the Annual Report meets the Organization’s reporting requirements with regard to General Assembly resolution 67/226 on the quadrennial comprehensive policy review of operational activities for development of the United Nations system and the UNIDO medium-term programme framework 2010-2013 approved by the General Conference in decisions GC.14/Dec.18 and GC.15/Dec.17 and as adjusted in the midterm review. Unless otherwise mentioned, all references to sums of money are given in United States dollars. References to “tons” are to metric tons, unless otherwise stated.



Foreword

Dear Friends and Colleagues,

Peace, Partnership, People, Planet, Prosperity, the International community intends to build the future of the generations to come on these five words. UNIDO chose to celebrate its 50th anniversary by undertaking to follow up on these challenges and to contribute in the international debate, based on the Inclusive and Sustainable Industrial Development (ISID) approach.

In fact, ISID fosters peaceful, inclusive societies, and encourages the founding of Global Partnerships, ISID spurs all human beings to fulfill their potential in terms of dignity and equality and in a healthy environment. Moreover, ISID strives to protect the planet from further degradation and ensures that all human beings can enjoy prosperous and fulfilling lives.

Following UNIDO's 50th celebration at Headquarters in Vienna, UNIDO ITPO Italy, in partnership with Politecnico di Torino and CNH Industrial, organized the International Conference titled: "50 Years Together for a Sustainable Future", which was held on December 15th, 2016 in Turin at Castello del Valentino. The event was meaningful and provided ample opportunity to discuss the challenges lying ahead, industries' development in the future and to reflect on UNIDO's mandate. The event was also conducive to furthering working relationships with the Italian business community, which clearly showed the strong link it has with the territory and with the stakeholders characterizing ITPO Italy.

In the context of UNIDO's 50th celebration, my Office contributed in the conference entitled: "People Scaling Women's Economic Empowerment through Innovative Approaches". The high-level debate underscored the experiences met in scaling up women's economic empowerment, focusing on the challenges faced by women and exploring innovative approaches that can enhance female economic empowerment. In this framework, ITPO Italy hosted the President of Basilicata Region, who highlighted the fruitful collaboration established with ITPO Italy to increase the role of women entrepreneurs in Arab- MENA region and Basilicata.

ISID is more than a philosophy, UNIDO selected three pilot Countries to implement this approach and put it into practice, by assisting the governments concerned in directing their policies in an inclusive and sustainable way: a fitting example of this is the case of Ethiopia. UNIDO organized the First International Agro-Industry Investment Forum to boost Ethiopia's investment potential, mainly in relation with the Integrated Agro-Industrial Parks (IAIPs). We are very proud that ITPO Italy led one of the biggest delegations that attended the event, showing the considerable interest the Italian private sector has for Ethiopia's case in point in a sector like Agro-Industry which is one among numerous others in which Italy excels.

Several other activities have been successfully carried out in the course of this year, a small drop in the ocean no doubt but one which marked fifty years of the Organization's activities, and thirty years of ITPO Italy's activities. Year after year, we've been positioning our Office as an important platform for Developing Countries and for the Italian business community. Hopefully, we will continue along these lines, wishing UNIDO and all our partners and friends another fifty years of successful initiatives just like the first fifty ones.

This is what we intend to achieve together.

Diana Battaglia

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TURIN

15 December

International Conference



VIENNA

21-25 November

UNIDO's 50th Anniversary



ADDIS ABABA

5-7 October

First International Agro-Industry
Investment Forum



HIGHLIGHTS



FIRST INTERNATIONAL AGRO-INDUSTRY INVESTMENT FORUM

Addis Ababa - Ethiopia

5-7 October

In the context of PCP initiative in Ethiopia, UNIDO, organized the First International Agro-Industry Investment Forum with the Ethiopian Government.

The forum discussed Ethiopia's investment project and private financing, and presented a total of 58 investment profiles in food processing, textiles and garments, as well as leather and leather products. Furthermore, Greenfield investment opportunities have been presented, as well as numerous integrated agro-industrial parks.

In this framework, UNIDO ITPO Italy organized a delegation composed by more than 20 Italian companies involved in food processing and textile sectors. In the course of this event there were approximately 100 BtoB meetings, which provided ample opportunity to discuss potential investments and technology transfer with local counterparts.

In this regard UNIDO ITPO Italy will follow-up on the participating Italian companies' involvement, will support and back up negotiations with the Ethiopian ones, and will gauge the level of interest in investing in new agro-industrial parks.





TOGETHER
for a sustainable future



STRENGTHENING
PARTNERSHIPS



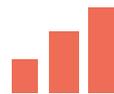
EMPOWERING
PEOPLE



JOBS AND SKILLS
FOR
PEACE



SAFEGUARDING
THE
PLANET



CREATING SHARED
PROSPERITY

#UNIDO50



UNIDO 50th Anniversary Conference and EXPO

Vienna - Austria

21-25 November

In the course of UNIDO's 50th anniversary conferences and Expo coordinated by the Organization, ITPO Italy contributed to the conferences regarding the opportunities and challenges for developing countries, economies in transition, and provided valuable support to a delegation from the Basilicata Region during the event. The event highlighted UNIDO's past achievements as well as the important role of inclusive and sustainable industrial development (ISID) and dedicated partnerships for the achievement of Sustainable Development Goals.



Looking back, moving forward

“As the world advances towards the Sustainable Development Goals, UNIDO's relevance will continue to grow. I wish UNIDO and its partners every success.”

Ban Ki-Moon, Secretary-General of the United Nations, on the occasion of UNIDO's 50th anniversary

UNIDO ITPO Italy also attended and contributed in the conference programme entitled, “People: Scaling Women's Economic Empowerment through Innovative Approaches”. The high-level debates which followed during the event were successfully co-organized by the Office for Gender Equality and Empowerment of Women and ITPO Bahrain, which helped considerably in highlighting the experiences met in scaling up women's economic empowerment, discussing the challenges faced by women and exploring innovative approaches that can effectively enhance female economic empowerment. ITPO Italy invited Mr. Marcello Pittella, President of the Basilicata Region to take the floor in the course of the conference which he did and went on to highlight the fruitful collaboration established with ITPO Italy and to further promote the role of women entrepreneurs in the Arab-MENA region and Basilicata in a concise meaningful speech.



INTERNATIONAL CONFERENCE

“50 Years: Together for a Sustainable Future”

Turin - Italy

15 December



Speakers



FIRST PANEL

Fabrizio Breganni

Kakuzi Kitaoka

Lucia Cartini

Luigi Nicolais

Giovanni Nicola Pes

MODERATOR

Ingrid Tamborin

OPENING SECTION

Diana Battaglia

Marco Gilli

Paola Pisano

SECOND PANEL

Stefano Ligrone

Michele Ziosi

Stella Jean

Francesca Cangelli

Delfim Vilissa

Lucia Lamonarca



In the occasion of UNIDO's 50th anniversary Celebrations, UNIDO ITPO Italy, in partnership with Politecnico di Torino and CNH Industrial, organized the International Conference "50 Years: Together for a Sustainable Future", which was held on December 15th 2016 in Turin at Castello del Valentino.

The Conference focused on the 5-P themes, based on the 2030 Agenda for Sustainable Development and the achievement of Sustainable Development Goals: Planet, People, Prosperity, Peace and Partnership. The event was purposeful and represented ample opportunity to discuss the challenges lying ahead industries' development in the future and to reflect upon UNIDO's mandate which focuses on inclusive and sustainable industrialization. It was also a good occasion to reinforce relationships with the Italian Business community. About 50 companies and Institutions attended the event, demonstrating the great interest they have for UNIDO's activities and clearly showed the strong link they share with the territory and the Italian stakeholders characterizing ITPO Italy.



ACHIEVEMENTS

Business Meeting Organized

900

400

New Companies Associations and
other Relevant Stakeholders

New Projects

72

70

Promotional Initiatives

/ roundtables / workshops /
/ business fora / international conferences /

Delegate Programme
representative from Mozambique

1

150

Entrepreneurs and Institutional
Representatives from DCs

Company Visits and Professional Tours

30

11

Official Missions Abroad

International Fairs
in Italy and Abroad

12

3

Catalogues

/ Mozambique / MENA / Ethiopia /

Dedicated Websites

2

UNIDO & ITPO Italy

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

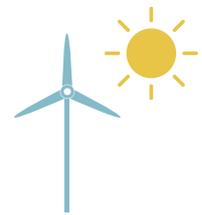
Accordingly, the Organization's programmatic focus is structured in three thematic priorities, each of which represents different aspects of ISID:



CREATING SHARED
PROSPERITY



ADVANCING ECONOMIC
COMPETITIVENESS



SAFEGUARDING
THE ENVIRONMENT

UNIDO implements a gender mainstreaming strategy in its various programmatic activities as it recognizes that gender equality and women's empowerment have significant positive impacts on sustained economic growth and sustainable industrial development, which are drivers of poverty reduction and social integration.

UNIDO ITPOs Network

Within the UN system, there's a unique network made up of technical field offices, strategically situated in industrialized and emerging economies equipped with state-of-the-art technology. A UNIDO global network, which promotes responsible foreign and domestic investments and sustainable technology through public and private sector partnerships for inclusive growth and creation of wealth in Developing Countries.

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



UNIDO ITPO Italy

Missions and Services

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

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 possibilities in Developing Countries



Search for partners and matchmaking activity



Organization of business meetings



Preliminary evaluations of investment projects



Assistance in negotiations including assessment of business plans

SERVICES TO INSTITUTIONS



Training and capacity-building



Technical assistance



Country and sector-based promotion



Networking



Dissemination of information on investment legislations

Special sectors of Intervention

ITPO Italy is mainly involved in two priority sectors, in which Italy excels: **Agro-Industry** and **Energy and Environment**.

Concerning Agro-industry, ITPO Italy assists Developing Countries through the promotion of projects and activities to disseminate technologies and techniques to reduce post-harvest losses and to increase quality systems, in order to enhance food security and food safety.

Within this framework, ITPO Italy actively operates for the identification and promotion of projects concerning food harvesting, processing and packaging, namely of fisheries, fruits, meat and dairy products.

As far as Energy and Environment are concerned, ITPO Italy is working to reinforce the concept of environmental protection policy and to diffuse the utilization of renewable energies, by making firms in Developing Countries more sensitive to environmental problems and more aware of the advantages derived from the use of environmentally sound technologies.

Moreover, ITPO Italy has a long and strong tradition in fulfilling the requests of many African, Asian and Latin American Countries in other sectors. In particular, the office concentrated its efforts in leather & footwear, textile & garment and woodworking sectors with training initiatives aimed at product quality improvement, product diversification, technology upgrading and productivity improvement.

The office offers a range of specific services to these sectors, including: information dissemination and awareness creation, training activities and support for transferring environmentally sound technologies.



Agro-Industry



Agriculture machineries



Fishery



Wood products



Dairy products



Food processing



Leather



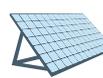
Textiles



Energy and Environment



Biomass and Biogas



Solar



Waste management



Wind



Hydropower



Waste water treatment

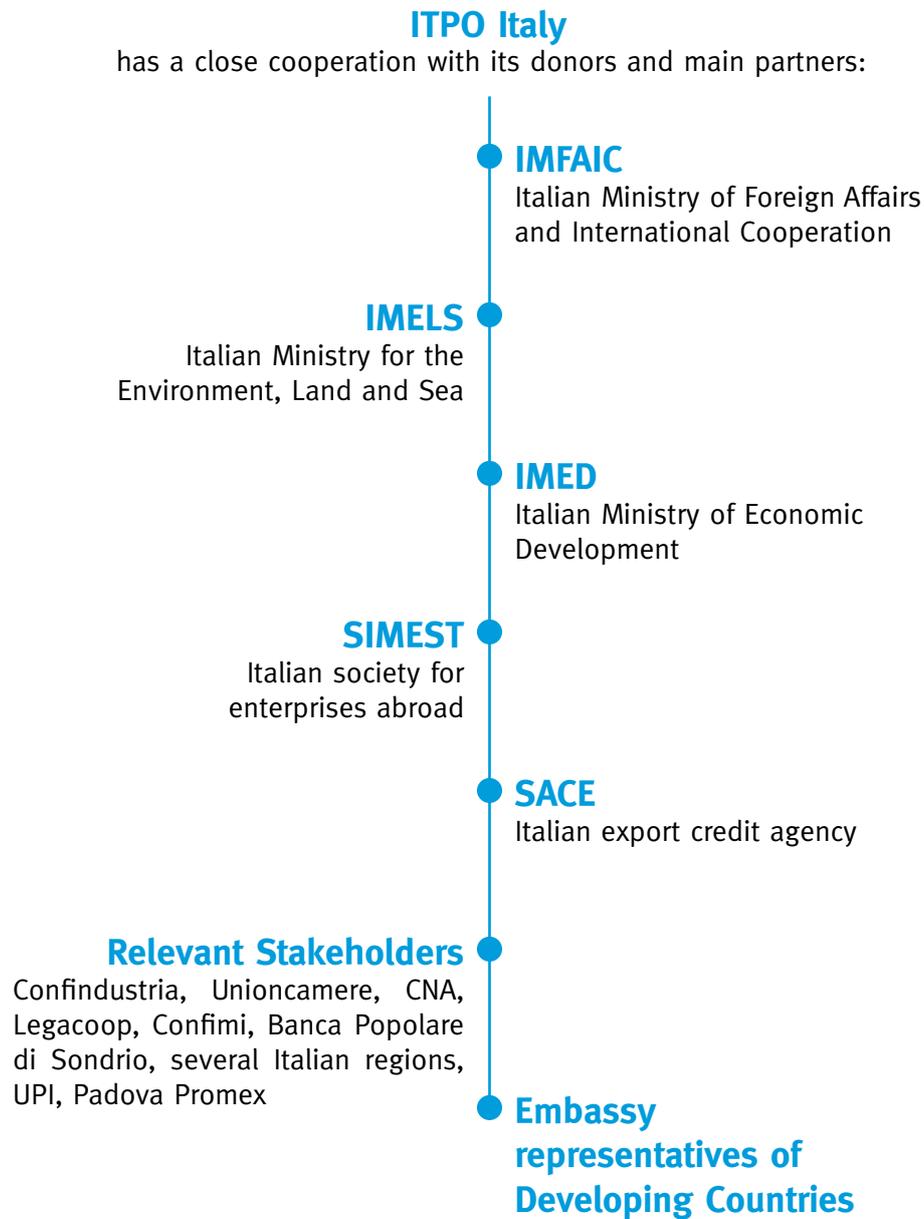


Energy efficiency and techniques

Institutional Strengthening

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 has intensified collaborations and synergies with a large number of institutional key players in order to formulate and implement initiatives and activities, addressed to sustain economic and industrial development in Developing Countries. Our office continues to maintain direct contact with the respective governments and working relationships with national and international business communities.

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



Italian Ministry of Foreign Affairs and International Cooperation

In line with its mandate, ITPO Italy strongly collaborates with some specific IMFAIC Directorates considered as fundamental direct counterparts, such as the DGDC, the Directorate General for the Promotion of the “Country System”, and the Directorate General for Global Affairs. The relevance of the MSMEs development programmes represent the basis for the long-lasting collaboration between IMFAIC and ITPO Italy. In 2016, this collaboration was particularly precious for the implementation of relevant joint initiatives and activities aimed at promoting investment opportunities in new emerging markets and at increasing dialogue and match-making activities between Italian and Developing Countries private and public sectors.

Ministries and Embassy representatives of Developing Countries

ITPO Italy, as an international honest broker, works closely with Embassies of Developing Countries, in order to streamline communication between public and private sectors and to facilitate know-how transfer in the specific fields in which the office is active. In synergy with Embassy representatives and trade officers, and in line with the specific needs of each Developing Country, the office formulates its annual strategy for cooperation, defining specific initiatives to be jointly implemented. This continual contact is a fundamental working tool in ensuring that the measures necessary to the sustainment and to the strengthening of networking collaborations are carried out accordingly. Strengthening links between national focal points and the corresponding local authorities to further cooperation, as well as the exchange of information concerning the development of the private sector for subsequent actions is equally important.

ITPO Italy intensifies collaborations and synergies with a large number of institutional key players

Italian System and relevant stakeholders

ITPO Italy is very well connected with the industrial sector in Italy and frequently collaborates with the “Italian System” members, in order to involve a large number of relevant stakeholders in industrial and economic development processes in Developing Countries. Among its main contributors, it is worth mentioning SIMEST (Italian society for enterprises abroad) and SACE (Italian export credit agency), which are part of CDP (Cassa Depositi e Prestiti) system, as well as ITA (Italian Trade Agency), which represent the main agency working under IMED and of particular relevance for ITPO Italy’s activities. The office also has relevant contacts and collaborates with other important Italian stakeholders, such as Confindustria, Unioncamere (Central Union of Chambers of Commerce), CNA (National confederation of handicraft and SMEs), Legacoop, Confimi, Banca Popolare di Sondrio, several Italian regions (Marche, Friuli Venezia-Giulia, Lazio, Basilicata among others), UPI (Unione Parmense degli Industriali), Padova Promex (the special Agency of the Chamber of Commerce of Padova) local Investment and Promotion Agencies, Industrial Districts and Universities.

Italian Ministry of Economic Development

As a follow up of the 2012 joint declaration, ITPO Italy and the IMED – Directorate General for Internationalization, Policies and Trade Promotion, signed an agreement in 2013 so as to implement two investment support projects in the Philippines and Myanmar. These projects aimed to strengthen local SMEs and to promote business relationships between Philippines, Italian and Myanmar based companies and institutions. The target sectors were the ones in which Italy excels, namely agro-industry, textile and dimension stone.

The results achieved have been particularly appreciated by IMED, which has reconfirmed its intention to cooperate with our office and to increase awareness among Italian entrepreneurs of the investment possibilities offered by both these, and other emerging markets.

Italian Ministry for the Environment, Land and Sea

In 2006 ITPO Italy established a strong collaboration with the IMELS and became one of its main partners. ITPO Italy and IMELS are currently developing joint programmes to promote investments and the transfer of green technologies and best practices to Developing Countries. ITPO Italy’s commitment is to encourage an environmentally friendly industrial development model in the African Continent, in view of the SDGs objectives.

As a result of their longstanding collaboration, ITPO Italy and IMELS decided to strengthen their joint efforts, promoting efficiency and qualitative improvements in terms of natural resources use, pollutant emissions and waste management, so to delink the concept of economic growth to that of environmental degradation. In fact in the course of 2016 IMELS requested ITPO Italy’s assistance in outlining and drafting up a project concerning Iran and Botswana.

SUB-SAHARAN AFRICA

Within the framework of the project “Support to Mozambique’s SMEs in Investment Promotion”, funded by IMFAIC and implemented by ITPO Italy, several activities have been carried out to support Mozambican Institutions and the private sector. Moreover, ITPO Italy organized a strong promotional campaign to promote the First International Agro-Industry Investment Forum, which was held in October in Addis Ababa.

Finally, other African Countries benefited from ITPO Italy’s assistance, namely Senegal, the Ivory Coast, Guinea and Mauritania in the fishery sector, Nigeria and Kenya for leather by way of a Country Presentation which comprised more than 60 Italian representatives from both public and private sectors.



Enhancing fishery sector in Cote d'Ivoire, Mauritania, Senegal and Guinea

Dakar - Senegal
15-17 February



ITPO Italy has contributed in the launching of a project for the development of fishery sectors in four West African Countries namely: Senegal, Côte d'Ivoire, Mauritania and Guinea. The project was funded by Standard and Trade Development Facility (STDF) and implemented by UNIDO ITPO Italy, Lega Pesca and UNIDO HQs have aimed to support fishing communities in the four mentioned Countries in order to enhance the value chain and facilitate access to international markets.

The project focused on three main objectives:

- **Strengthening sanitary/phytosanitary standards of institutions;**
- **Technical training to the fishermen from the artisanal sector;**
- **Identification and promotion of partnership opportunities, investment and technology transfer in the target Countries.**

UNIDO ITPO Italy, in line with its mandate to promote sustainable industrial investments and international business cooperation, will be mainly involved in the implementation of the third component concerning identification and promotion of partnership opportunities. UNIDO ITPO Italy, in collaboration with Lega Pesca, will identify potential investors interested in establishing economic partnerships with fishing companies from the four West African Countries.

Increasing the leather sector in Nigeria

Milan - Italy
23-27 February



Nigerian delegation, Milan Italy

UNIDO ITPO Italy hosted an official high level institutional visit in Italy of a delegation from Sokoto State, situated in North-West Nigeria. The delegation was led by the Secretary to the State Government and counted on the presence of the Head of UNIDO ITPO Nigeria, Mrs. Adebisi Olumodimu. The mission aimed at exploring the Italian cluster model in the leather industry in order to replicate the experience in Sokoto.

The Nigerian delegation visited LINEAPELLE Fair in Milano, one of the most important international exhibitions in this sector. The delegation members met Assomac (Italian Association of Manufacturers

of Machinery for Footwear, Leather-goods, Tannery & related accessories) and Unic (Italian Tanners' Association) representatives, with the aim to discuss potential future partnerships.

UNIDO ITPO Italy also organized a visit to POLIMODA in Scandicci (FI), a well-known International Institute of Fashion Design & Marketing, as well as in the leather district of Santa Croce sull'Arno (Tuscany) one of the most important leather clusters in Italy. The study tour offered the opportunity to have a complete overview on the leather sector in Italy, in terms of technology, know how, and industrial district organization.

Promoting investment opportunities in Ethiopia

Modena and Parma - Italy
8-9 May

A road show was organized by UNIDO ITPO Italy in order to present business opportunities in Ethiopia. With this end, the Ethiopian State Minister of Industry, H.E. Dr. Mebrahtu Meles, attended different meetings within the Italian Food Valley, among which the meeting held in Modena with Confimi Industria – the Italian Confederation of Manufacturing Industries and Private Enterprises, which comprise more than 28.000 companies – also in Parma with UPI (Union of Industrialists from Parma). Furthermore, UNIDO ITPO Italy ensured the Minister was invited to participate to the “World Food Research and Innovation Forum”, held in Parma, a biennial international event intended to define and share strategies and effective initiatives for the planet’s future food supply.

During the Road show, the Minister launched the first International Agro-Industry Investment Forum to be held in Ethiopia in October, co-organized by the Ethiopian Government and UNIDO. In the course of his visit, the Minister also presented the Integrated Agro-industrial Parks project which represent a great opportunity for those willing to invest in the Country.



H. E. Dr. Meles, Parma-Italy



CONFIMI, Modena-Italy



Promoting the investment opportunities in Ethiopia

- H.E. Dr. Mebrahtu Meles,
- participate in different meetings within the Italian Food Valley
- participate to the “World Food Research and Innovation Forum”



Promoting the “First International Agro-Industry Investment Forum – Unleashing the Ethiopia’s Investment Potential”

- 13 May, Rome  **Country Presentation**
100 Italian companies attended the event
- 16 May, Addis Ababa  **Round Table**
at Agrifex Fair
- 21-22 June, Rome and Reggio Emilia  **Business Day Ethiopia**
- 5 August, Altamura  **Clustech Business Day**



Boosting Ethiopia's Investment Potential

Rome - Italy

13 May

With the aim to promote the “First International Agro-Industry Investment Forum – Boosting Ethiopia’s Investment Potential”, a country presentation was held in Rome on May 13th 2016.

The Event, organized by UNIDO ITPO Italy in cooperation with ICE Agenzia, featured the presence of the State Minister of Industry, H.E. Mebrahtu Meles, who described the opportunities offered by the African Country in several sectors: the agro-industry, the textile industry and the tanning ones.

The Opportunities Offered by the African Country



In the course of the event representatives of the Integrated Agro-Industrial Parks presented an interesting opportunity for those willing to work and operate within an economically attractive country, both for its political stability and high growth rate, but also for its strategic position within Central-East Africa, and its wide internal market.

More than one hundred Italian companies attended the event, showing keen interest for the IAIPs and in the following Forum which was scheduled to take place in Addis – Ababa in October 2016.



Ethiopia Country Presentation, Rome-Italy



Ethiopia Country Presentation, Rome-Italy

Round Table with the Italian companies in Agrifex fair

Addis Ababa - Ethiopia
16 May

Within the framework of the collaboration with Verona Fiere, ITPO Italy organized a round table with Ethiopian companies that had been invited to the Agrifex Fair, a leading exhibition in the agro-industry sector, held in Addis Ababa from 14th to 16th May 2016, in which Verona Fiere manned the Italian pavilion.

The Ethiopian companies' representatives seated at the Round table were part of the project's listing scouted by UNIDO in the context of the PCP initiative. The Italian participating companies had indeed been informed of the opportunity this important initiative offered. This was set up by UNIDO in order to implement ISID strategy in selected pilot Countries.

More than ten companies took part in the round table, paving the way to potential partnerships in terms of investments or technology transfer.

Promoting the First International Agro-industry Investment Forum

Rome and Reggio Emilia - Italy
21-22 June

Within the promotional activities carried out to present the Agro-industry Investment Forum (Addis Ababa – 5-7 October, 2016), organized by UNIDO together with the Ethiopian Government, ITPO Italy attended the Business Day Ethiopia in Reggio Emilia and contributed in the launching of the Compete IN project devised to connect different European regions and to promote the companies' internationalization processes.

The Business day event, organized by Confindustria Assafrica & Mediterraneo, was enriched by the presence of the Ethiopian State Minister Alemu Sime, and stimulated by more than 30 Ethiopian companies attending. Several Italian companies, operating in different sectors, showed interest for the forum in Addis Ababa.

During the event, ITPO Italy presented the Forum and the existing opportunities in Ethiopia. The companies attending showed interest for this initiative, due to the special expertise which characterizes the agro-industrial sector in the Reggio Emilia area.

UNIDO ITPO Italy supports an institutional delegation from Mozambique

Milan and Matera - Italy
11-13 July

In relationship to the project, implemented by UNIDO ITPO Italy, on the agribusiness sector in Mozambique the office organized an institutional new entry of GAZEDA (management of special economic zones) and IPEME (support to SMEs) representatives.

The mission aimed to introduce to the investment opportunities scouted and selected in the Country to Italian stakeholders. Furthermore, the mission represented an occasion to showcase what Italy can offer in terms of know-how and technology transfer along the entire agribusiness value chain.

UNIDO ITPO Italy organized an institutional Round Table in Rome for this same reason, counting on attendees from several Italian institutions and companies which had also had among others, the opportunity to discuss Italian participation at the FACIM fair in Maputo.

In Milan, UNIDO ITPO Italy set up meetings with AICE and Promos, the special agency for internationalization of the Chamber of Commerce in Milan, and E4IMPACT Foundation, paving the way for future potential synergies regarding ad hoc agribusiness entrepreneurship training activities in the field.

Moreover, in collaboration with the institutional authorities of the Basilicata Region, UNIDO ITPO Italy organized and supported the Mozambican delegation in several company visits to the agricultural district of Vulture and to the Metapontum Agrobios Research Center. During the study tour, the delegation and ITPO Italy also had the opportunity to meet the Regional Minister of Agriculture, setting the foundation for future potential synergies and collaborations.





Mozambican delegation, Rome-Italy



Mozambican delegation, Matera-Italy



Compete IN, Reggio Emilia-Italy



Mozambican delegation, Matera-Italy



Mozambican delegation, Milan-Italy



Mozambican delegation, Rome-Italy

Scouting mission on Nigeria tanning and leather sector

Sokoto - Nigeria
16-21 July



Following the official visit to Italy, in February 2016, of a high-level institutional delegation from Sokoto, State situated in North-West Nigeria, UNIDO ITPO Italy fielded a mission aimed at evaluating the potential of the local tanning and leather sectors as well as establishing synergies with Italian companies.

The mission to Sokoto was organized in response to an official request of the local Government to the newly established UNIDO ITPO Nigeria and it is part of a wider project of UNIDO HQ aimed at assisting the Nigerian Ministry of Industry in implementing the NIRP, the federal industrial development plan.

The delegation was led by the Head of ITPO in Nigeria, with the involvement of local and UNIDO experts. They took part in over 20 meetings with institutions, associations and local companies in the tanning and leather production sectors, carrying out business meetings and ad hoc technical study tours in order to map Sokoto State's tanning industry. The main objectives of the mission were to identify and select the needs of institutions and those of entrepreneurs in the field of leather processing in the State of Sokoto and to map clusters and specific value chains with high growth potential.

An extended roundtable also took place, attended by over 100 local stakeholders in the sector, among which ITPO Italy identified some potential counterparts for partnerships and technology transfer with Italy.



Enhancing market access of fishery communities in West Africa

Rome - Italy
20 July

Within the framework of the project «Assistance technique sur les normes SPS et la chaîne de valeur pour faciliter l'accès aux marchés internationaux aux pêcheurs artisans de l'Afrique de l'Ouest» UNIDO ITPO Italy invited the most important Italian fishery stakeholders to an informative meeting on the opportunities available in four African Countries (Senegal, the Ivory Coast, Guinea and Mauritania).

Several Italian institutions working in this sector attended and were interested in considering partnerships with the existing realities in West Africa.

The project, funded by STDF (Standard and Trade Development Facility), a branch of the WTO based in Geneva, provides in a first phase adequate training to local competent authorities in the field of sanitary and phyto-sanitary

certifications, followed by a second phase of training dedicated to private companies directly involved in the fishery industry (fishermen, cooperatives, sellers etc.).

The third phase of the project will be managed by UNIDO ITPO Italy, which will be encouraging the creation of partnerships with Italian companies and cooperatives. The main goal of the project is to increase the income of the four countries' fishing communities, improving the quality of the final products and allowing and facilitating access to international markets.

Promoting the First International Agro-Industry Investment Forum in Puglia region

Altamura (Ba) - Italy
5 August

Within the context of the promotional activities of the First International Agro-Industry Investment Forum, ITPO Italy took part in the

event "Clustech Business day", organized by Confimi Puglia and Clustech consortium in Altamura (Ba). The Clustech consortium, a group of companies composed by excellences in the agro-industry sector coming from the Puglia region was presented during the event. Molitecnica sud, a leading company in the milling sector, hosted the event that counted on more than 40 participants.

ITPO Italy presented the opportunities offered by the Agro-industry Forum in Addis, that took place from October 5th to 7th, as well as the Integrated Agro-Industrial Parks, a unique opportunity for companies willing to invest in the Country.

As a result of this promotional activity, several Italian companies expressed their interest and the Clustech consortium's export manager joined the Forum in Addis-Ababa. This activity confirmed UNIDO ITPO's capacity to provide an International perspective for Italian businesses operating in sectors of interest.



Round Table with Italian fishery stakeholders, Rome-Italy

ITPO Italy supports Italian delegation to FACIM in Mozambique

Maputo - Mozambique
29 August - 4 September

UNIDO ITPO Italy participated in the 52nd Edition of FACIM - Multi-sectoral International Fair of Maputo, which was held in Maputo from August 29th to September 4th 2016.

ITPO Italy contributed with an institutional booth in the Italian pavilion to organized by ICE /ITA. During the event ITPO Italy supported and organized an ad hoc business meetings agenda for a delegation of Italian companies operating in the agro-industrial sector and interested in the concrete investment and technology transfer opportunities previously identified in the country. In this context, the office organized over 30 BtoB meetings between Italian and Mozambican stakeholders laying the foundations for the ensuing negotiations between the parties involved and for future business missions to Italy in occasion of the then upcoming international trade fairs.

Delegation of companies from Mozambique at Macfrut

Rimini - Italy
14-16 September

UNIDO ITPO Italy participated in the 33rd Edition of Macfrut, the international fruit and vegetable trade fair held in Rimini from September 14th to 16th 2016, supporting a delegation of companies from Mozambique.

The Mozambican delegation was made up of two UNIDO ITPO Italy selected companies involved in the project named “Support to Mozambique’s SMEs in Investment Promotion”. The Mozambican companies were assisted during business meetings which represented a good opportunity for them to develop commercial and/or industrial relationships.

The Mozambican Delegation also had the opportunity to visit the following companies: Self Globe in the Marche Region, Mulmix Spa in Padua, and the Cooperative CAPA Bologna in Ferrara, in order to have a first-hand approach with the latest technology in food processing and cereal storage to be introduced in their respective projects in Mozambique.

ITPO Italy took part in Cibus Tec International Fair

Parma - Italy
25-28 October

ITPO Italy participated in Cibus Tec 2016, supporting a delegation of Mozambican stakeholders from local institutions and private sectors. Cibus Tec worldwide represents one of the main benchmarks for technological innovation in the food Industry and a showcase of the best solutions on the market – from the ingredients to the processing technologies, from packaging to logistics – for all types of products.

ITPO Italy organized several BtoB meetings during the fair for the Mozambican stakeholders, and showed them Italian cutting edge technology in the food processing sector with a specific focus on tomato processing.

A company visit to a leading Italian supplier of processing and packaging equipment was also set up, as well as a professional tour on Parmesan Cheese production.



FACIM, Maputo - Mozambique



CibusTec, Parma-Italy

Unlocking the existing potential of the growing Kenyan market

Rome - Italy
24 November

In order to unlock the existing potential of the growing Kenyan market as a hub to enter the East African region, a Kenya Country Presentation was organized on November 24th, 2016 at the premises of the Italian Ministry of Economic Development in Rome. The event was organized by UNIDO ITPO Italy in cooperation with Associazione per il Commercio Italo-Keniana and Confindustria Assafrica & Mediterraneo and it brought together 67 Italian representatives from public and private sectors, business associations and government representatives.

Moreover, UNIDO ITPO Italy also organized relevant bilateral meetings between Italian and Kenyan institutional representatives.



Kenya Country Presentation, Rome-Italy

DELEGATE PROGRAMME

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

The Delegates set up a platform for the existing economic and industrial systems of their home Country and the Italian business community. In fact, they have the possibility to directly assist Italian companies and those from their own Countries in the development of agreements, by promoting investment opportunities and technological transfers.

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

Within the context of the Project **“Support to Mozambique’s SMEs in Investment Promotion”, funded by IMFAIC and implemented by ITPO Italy**, a Delegate from CEPAGRI (Center for the promotion of Agriculture) had the chance to present his project portfolio concerning several investment opportunities in the agro-industry sector.



Mr. Delfim Julio Vilissa - Delegate from CEPAGRI

14 November - 15 December

Under the UNIDO ITPO Italy Delegate Programme, our Office hosted Mr. Delfim Vilissa, Technical Expert from the Ministry of Agriculture of the Government of Mozambique from November 14th to December 15th 2016. During his mission in Italy, the Delegate promoted concrete opportunities offered by his Country covering the entire agricultural and agro-industrial value chain. Furthermore, he underwent targeted training on UNIDO’s methodologies and procedures to better evaluate specific investment and technology transfer projects.

With the support of the ITPO staff and in the framework of the Office’s activities in Mozambique, the delegate visited over 10 Italian municipalities. He met about 50 stakeholders – including companies, institutions, research centers and universities – potentially interested in the African continent, and set the foundations for fruitful joint programmes which would benefit Mozambique.

ITPO Italy also organized specific Professional Tours in European

centers of excellence in the field of research and technology transfer: Parco Tecnologico Padano in Lodi and the Mach Foundation in San Michele d’Adige; company visit to Idromeccanica Lucchini in Turin, leader company in the greenhouses and forest biomass sectors; institutional meetings in Turin for the strategic planning of programmes benefiting Mozambique, including further programmes with the Agriculture Department of the Emilia-Romagna Region, the Reggio Emilia Municipality, and the International Relations Division of the Autonomous Province of Trento.

Upon completion of the planned period at ITPO, the Delegate returned to Mozambique as a valuable link through which to support and promote commercial and investment opportunities between partners from Italy and developing Countries. Therefore, the skills’ development of delegates becomes an asset for both local institutions and local private entities to which they offer their services.





ASIA

Different activities were fulfilled to support Asian Countries, in the framework of the Joint UNIDO-SMEDA-Italy Programme which is set to establish an Investment Promotion Unit (IPU) in Lahore Pakistan. Several promotional activities were carried out, such as round tables, training courses and participation in trade fairs in order to support Pakistani Institutions and the private sector.

Furthermore, in the framework of the Joint Declaration for the strengthening of the economic and industrial cooperation between emerging countries, signed in May 2015 by Friuli Venezia Giulia Region and UNIDO ITPO Italy, an important round table concerning Vietnam opportunities was organized in June.



Scouting future collaboration opportunities for Pakistan

Rome And Bologna - Italy
1-4 March

A delegation from the Small and Medium Enterprises Development Authority– SMEDA, the most important Pakistani agency supporting SMEs, visited Italy from March 1st - 4th in order to explore Italy's industrial environment and scout future collaboration opportunities.

The aim of these meetings was to present Pakistan's potential and SMEDA services to Italian stakeholders in accessing Pakistani markets and finding local counterparts. The visit also provided SMEDA with a detailed vision of Italian entrepreneurship: delegates received the latest information concerning specific Italian associations, societies and companies, learned more about the functioning of the Business Incubator and also received an introduction to financial schemes in Italy, in particular focusing on SMEs.

During the Study Tour the Delegation met with the President of ITA - Italian Trade Agency in Rome, as well as other relevant institutions: Lazio Innova Spa, SIMEST, Confindustria and the Casaccia Research Centre of ENEA. The mission met Unioncamere Emilia Romagna in Bologna and Conserve Italia Group, a leading Italian fruit, vegetables and tomato processing cooperative.

Enhancing the economic cooperation between Pakistan and Italy

Rome - Italy
5 April

With the aim to enhance economic cooperation between Pakistan and Italy and to promote investment opportunities in the Country a First high level Pakistani Trade and Investment Forum was set up in Rome at the International Conference Room of the Ministry for Foreign Affairs and International Cooperation. More than 200 Italian Business community representatives went to the event organized by the Italian Ministry of Foreign Affairs, and the Ministry for Economic Development, in collaboration

with UNIDO ITPO Italy, ICE/ITA Agency, Confindustria and the Pakistani Embassy in Italy. Approximately 100 bilateral meetings were held between Italian businesses and Pakistan's business delegation. For the occasion, UNIDO ITPO Italy set up a business exchange platform to facilitate the meetings. As a follow-up to the event, another mission was to be held in Pakistan in the course of the second 2016 semester to explore investment and business opportunities in the Country.



Pakistan Trade & Investment Forum, Rome-Italy



Pakistan Trade & Investment Forum, Rome-Italy



Delegation Study Tour, Bologna-Italy

Training footwear manufacturers in Pakistan

Lahore - Pakistan
1-3 June



A three-day workshop dedicated to footwear, leather goods and accessories was organized by UNIDO ITPO Italy in Lahore, Pakistan with a view to promote investments in leather, footwear and related sectors. Two Italian experts were identified by UNIDO to address different topics which included new technology, best practices and global industry benchmarks in order to upgrade the existing industrial infrastructures and to create new industrial units in the Country.

The event was attended by 35 Pakistani footwear manufacturers and organized in collaboration with Small and Medium Enterprise Development Authority (SMEDA) and the Pakistan Footwear Manufacturers Association (PFMA) in partnership with the Punjab Board of Investment and Trade (PBIT), the Italian Agency for Development Cooperation and the Italian Embassy.

To formalize the commitment to build a footwear/leather cluster, a memorandum of mutual understanding was signed among PBIT, InterConnect and the Faisalabad Industrial Estate Development and Management Company (FIEDMC). According to the MoU, 70 acres of land was allocated for the purpose. On this occasion, the PBIT also set up an information desk divulging potential business opportunities in Punjab especially in the footwear and leather sectors to interested parties.

Promoting footwear opportunities from Pakistan

Riva Del Garda - Italy
13-14 June

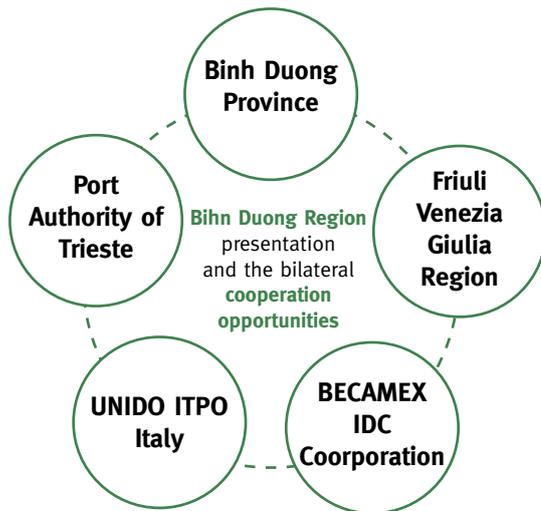
As a follow up to the Training Workshop organized in Lahore, UNIDO ITPO Italy held individual meetings with Pakistani footwear manufacturers during the 85th Edition of Expo Riva Schuh 2016 held in Riva Del Garda.

Eleven Pakistani footwear manufacturers went to the fair. Among others, one of the most common problems hindering the growth of the footwear industry is caused by obsolete machinery, that is still prevailing in shoe factories and the lack of quality footwear training schools which translates into a lack of skilled workers, that could otherwise be absorbed to exploit advanced machinery.



Enhancing bilateral cooperation between Vietnam and Friuli Venezia Giulia Region

Trieste - Italy
27 June



Within the framework of the Joint Declaration for the strengthening of the economic and industrial cooperation between emerging countries, which was signed in May 2015 by the Friuli Venezia Giulia Region and UNIDO ITPO Italy, an important round table focused on Vietnam and on the Binh Duong Region, was held in Trieste on June 27th 2016.

The Vietnamese delegation, led by the Vice-President of the People's Committee of the Binh Duong Province, was welcomed by the President of the Regional Council of Friuli Venezia Giulia. Furthermore the high-level meeting gathered the directors of BECAMEX IDC Corporation, the Investment and Industrial Development Agency of the Binh Duong Region, and the representatives of UNIDO ITPO Italy.

The main objective of the round table was to give the Vietnamese delegation an opportunity to present the Binh Duong Region and the bilateral cooperation opportunities related to its industrial sector.

At the end of the meeting, the Vietnamese delegation, welcomed by the Port Authority of Trieste, visited the port's infrastructures.

Within this context, this meeting represented an important opportunity for the enhancement of bilateral relationships between Vietnam and Italy in order to establish operative synergies with leading institutional players from the Friuli Venezia Giulia Region.



Pakistan Country presentation, Catania-Italy

Promoting Pakistani business and investment opportunities in Sicily

Catania - Italy
13 September

A Pakistani Country presentation was held at the Catania Chamber of Commerce premises to present investment opportunities offered by Pakistan.

The initiative aimed to provide a detailed picture of diverse investment opportunities offered by Pakistan in the industrial, infrastructure and manufacturing sectors, and to learn more about the potential of supplying consumer market products. The event was attended by leading figures from both Pakistani and Italian business communities and institutions.

The Delegation from the Embassy of Pakistan and UNIDO ITPO Italy also met with Confindustria Catania representatives and visited STMicroelectronics, a world leader in providing semiconductor solutions. The company provides a range of technologies aimed at upgrading efficiency, flexibility, and improving safety through automation and robotics "smart industry".



Vietnamese Delegation, Trieste-Italy

Pakistan planters and companies at Macfrut

Rimini - Italy
14-16 September

UNIDO ITPO Italy supported a delegation of companies from Pakistan during the 33rd Edition of Macfrut, the international fruit and vegetable trade fair held in Rimini from 14 to 16 September 2016.

The Pakistani delegation comprised growers, processors and machinery manufacturers from the agro sector attending the Macfrut trade fair to learn more about the latest technologies available in the industry and to meet Italian counterparts to discuss specific industrial cooperation projects, taking advantage of the wide variety of fruits in the Country, which include species from temperate, subtropical and tropical climates.

In the course of a professional tour, the Pakistani delegation viewed post-harvesting technologies at the agricultural cooperative Agrintesa, which associates 4,000 producers of fruit and vegetables in Faenza (Emilia Romagna). The Delegates were given the opportunity to learn the technical aspects and production procedures regarding a variety of fruits directly from the Italian agronomists and also received information about cooperatives and farmers' associations.

Boosting trade and investment relations between Italy and Pakistan

Islamabad and Lahore - Pakistan
5-7 December

A large Italian Entrepreneurial mission was hosted in Pakistan from December 5th to 7th 2016 in the cities of Islamabad and Lahore. The event was set up by the Ministry of Foreign Affairs and International Cooperation, together with the Ministry of Economic Development, ICE Agency, Confindustria and supported by UNIDO ITPO Italy.

The purpose of the mission was to present to the attending Italian companies several investment projects in key areas, on which the government of Pakistan is implementing structural reforms to improve and open up to further business opportunities in the Country. The mission focused on specific sectors, namely infrastructure and construction, renewable energy, mechanical and plant engineering (agricultural, food processing, textile and leather industry, stones and marble processing machines), automotive industry and ICT.

In this framework, UNIDO ITPO Italy supported the organization of the mission, through promotional activities with numerous leading Italian companies and associations, disseminating information on the purposes and target investment areas of the mission, as well as the opportunities for cooperation and investment offered by the Pakistani market.

ITPO Italy participated also in the II Session of the Joint Economic Commission of Pakistan –Italy Meeting that was held in Islamabad on December 5th, 2016 and in the working group related to Trade, Investment and Fashion Design.

Training to improve the olive sector value chain in Pakistan

Chakwal - Pakistan
12-13 December

UNIDO ITPO Italy organized a two-day training workshop for the development of the olive sector value chain at BARI Institute in Chakwal, in collaboration with SMEDA and USAID Punjab Enabling Environment Project. Around 28 Pakistani participants, including planters, processors and organizations/associations that work the olive sector in Punjab, Khyber Pakhtunkhwa and Baluchistan, were trained by 4 Italian experts coming from Italian universities and private sectors.

A leading Italian company in this sector, PIERALISI, was also involved to provide insight into latest Italian technologies in olive oil processing, highlighting the importance of latest technology and modern service centers to satisfy small scale olive growing farmers' needs.





Pakistan delegation, Rimini-Italy



Training program, Chakwal-Pakistan



Pakistan delegation, Faenza-Italy



Training program, Chakwal-Pakistan



Training program, Chakwal-Pakistan



LATIN AMERICA

During 2016 ITPO Italy strengthened cooperation with some Latin American Countries: Cuba and Colombia. As for Cuba, the Office supported an important Italian entrepreneurial delegation in a mission to the Country related mainly to the agro-industry and building sectors.

As far as Colombia is concerned, ITPO Italy hosted a delegation from the Caldas Region to facilitate mutual understanding by sharing respective experiences, and exploring opportunities for future collaboration.



Facilitating business and investment links with Cuba

Havana - Cuba
9-12 May

Regarding Cuba UNIDO ITPO Italy supported an important Italian entrepreneurial delegation to Cuba, related mainly to the agro-industry and building sectors. The mission took place in Havana and involved a lot of managers from different top level Italian companies and institutions.

The mission has been coordinated with the Italian Ministry of Economic Development, ICE/ITA and Confimi Industria. Many meetings were arranged with high level officials, including the Vice-Minister of Foreign Trade and Foreign Investment

in Cuba (MINCEX). Moreover, three seminars were held, following a sector criteria to ensure the involvement of all parties; later company representatives had ample opportunities to meet Cuban Government representatives.

The Italian Delegation also visited some selected Cuban companies and the Special Economic Development Zone of Mariel. The Mariel Zone is a territory where special schemes, fiscal incentives and policies are applied in order to promote sustainable economic development through foreign investment, technological innovation and industrial concentration, in order to increase exports, substitute imports, create effective new sources of employment, in constant coordination with the national economy.



Cuba Mission, Havana-Cuba

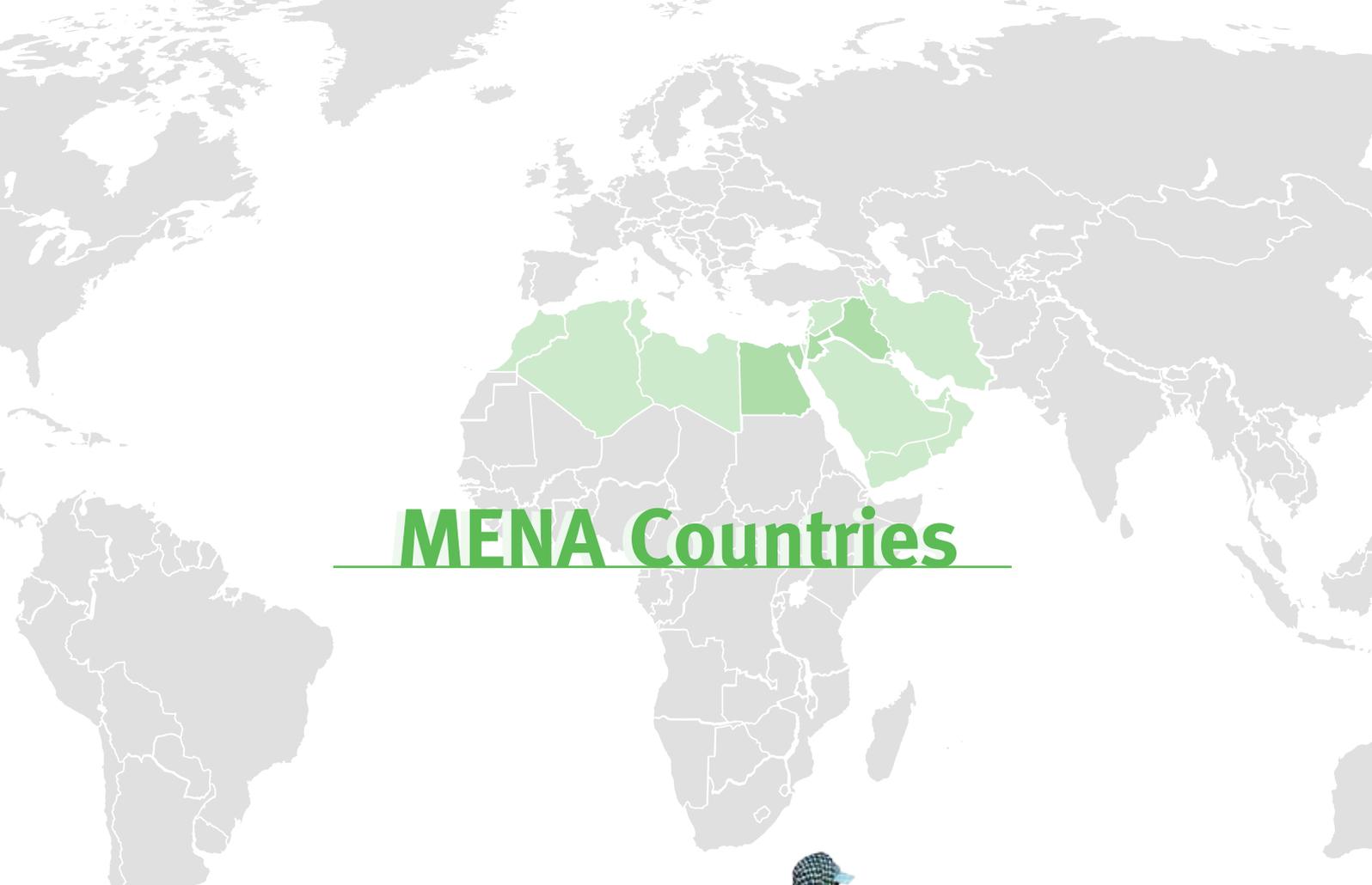


Representatives from Caldas Region, Rome-Italy

Sharing experiences and exploring new cooperation activities with Colombia

Rome - Italy
19 October

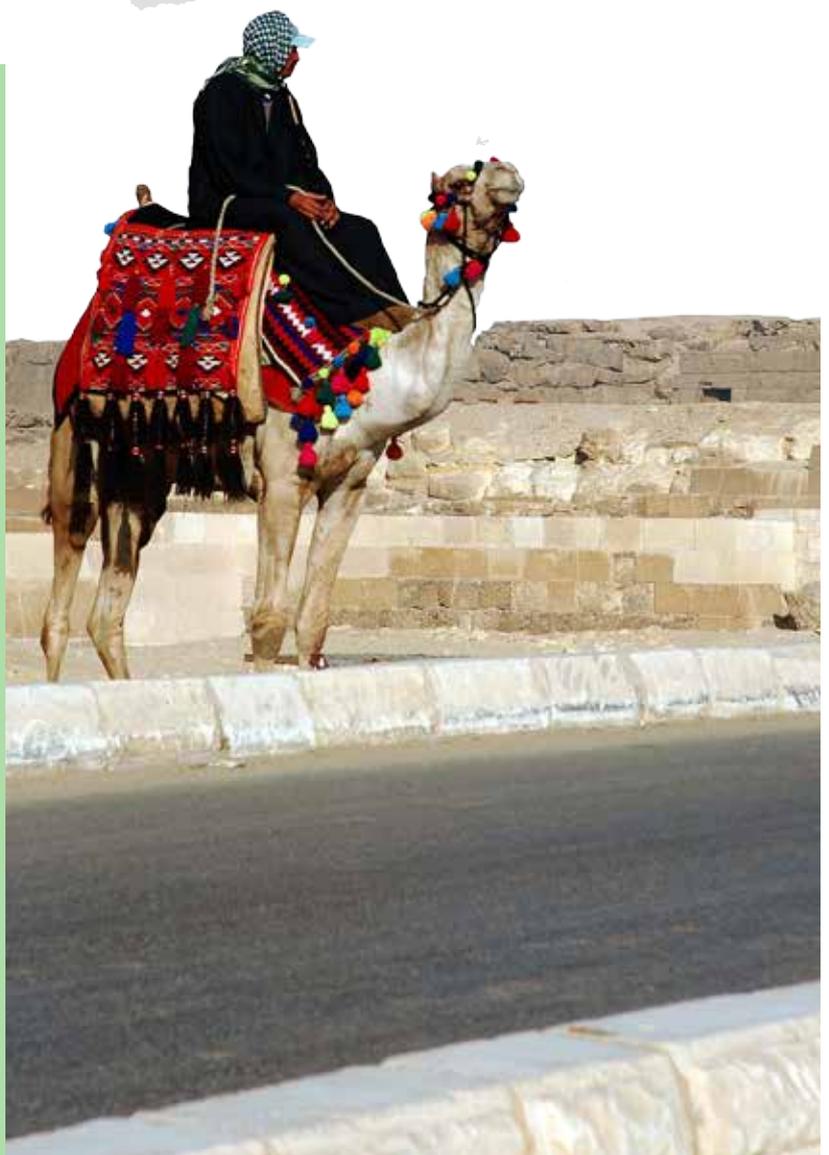
UNIDO ITPO Italy hosted a delegation of Colombian representatives from Caldas Region in order to facilitate mutual understanding by sharing respective experiences, and explore eventual opportunities for future collaboration. Among others, the mayor of Manizales expressed the interest to evaluate a partnership with ITPO Italy, in order to further develop the agro industry sector of the Caldas region, in particular by improving local food processing. Finally, ITPO Italy showed interest to establish an effective cooperation with the Caldas region.



MENA Countries

ITPO Italy's regional efforts in the Middle East and North African (MENA) Countries were focused mainly on women empowerment issues. Our office organized and supported specific initiatives to facilitate networking, economic collaboration, business partnerships and investments in several MENA Countries.

Furthermore, other activities were organized in favor of Iraqi and Bahrain based business communities, mainly in the gardening and energy & environment sectors.



The MeNA countries remains to this day a priority for Italy in terms of politics, economics, and culture

Facilitating agriculture and gardening business trade in Bahrain

Manama - Bahrain
24-28 February

UNIDO ITPO Italy was very involved at the 2016 edition of the Bahrain International Garden Show, the international fair dedicated to agriculture and gardening held in Manama, Kingdom of Bahrain.

In this context, ITPO Italy brought together a delegation of leading Italian companies in the field of landscape gardening, swimming pools, green areas design and technology providers operating in agriculture and gardening. Namely, as a follow-up of the International Award UNIDO & CNR organized in EXPO Milano 2015, ITPO Italy facilitated the participation to the BIGS 2016 of one of the shortlisted candidates to the first edition of the award, the University of Padua and its spin-off Lab.

Empowering Egyptian Women Entrepreneurs' business

Cairo - Egypt
4-7 May

In the framework of the UNIDO Project, "Promoting Women Empowerment for Inclusive and Sustainable Industrial Development in the MENA region", UNIDO ITPO Italy promoted and facilitated the entry of two Egyptian women entrepreneurs at the Macfrut Attraction and Food Africa Trade Fair in Cairo. The two entrepreneurs were selected by the Association for Women's Total Advancement and Development - AWTAD.

Dairy House company representatives at the Food Africa exhibition, tested several new dairy products and met with potential clients who were eager to have Dairy House's products on the shelves of renowned super market chains.

The other one, Sensey, developed a high tech sensor which gathers real time data related to weather and to the soil's condition and its needs. Sensey exhibited the device at the Food Africa Exhibition and met many potential clients who were seemingly very interested in the product.

Promoting women's empowerment for inclusive and sustainable development in the MENA region

Amman - Jordan
20-21 July

During the first semester of 2016, UNIDO ITPO Italy continued to support investment promotion activities in the MENA region in line with UNIDO Project: "Promoting women's empowerment for inclusive and sustainable development in the MENA region".

Within this context, UNIDO ITPO Italy played an important role during the conference on promoting women's empowerment for inclusive and sustainable industrial development in the Middle East and North Africa (MENA) region, which was organized by UNIDO and by the Union for the Mediterranean (UFM).

About 100 people from public and private sectors attended the conference, including women's business associations, entrepreneurs and government representatives of seven targeted countries (Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia). After the conference, UNIDO ITPO Italy participated in the III Regional Steering Committee (RSC), which was established to advise on the overall implementation of project activities in order to comply to the priorities of the counterparts (MENA national women's associations in particular) and donors' strategy.



Women's empowerment, Amman - Jordan

Boosting Iraqi green industry at the Ecomondo Trade Fair

Rimini - Italy
8-11 November

As part of the support provided by UNIDO to the Iraqi private sector, ITPO Italy assisted an entrepreneurial delegation of companies operating in the renewable energy and water treatment sectors.

The delegation was introduced to the Ecomondo fair, a considerable exhibition dedicated to eco-friendly technologies and renewable energies. The attending entrepreneurs had the opportunity to carry out more than 100 BtoB meetings with fair exhibitors, as well as with leading Italian companies in the mentioned sectors, in order to assess potential partnerships.

UNIDO ITPO Italy also organized two company visits, in collaboration with Confindustria Forlì-Cesena, which aimed to discover the excellences of the Forlì area. Moreover, the Iraqis also visited Pro D-3, a leading producer of photovoltaic systems, even in off-grid areas.

ITPO Italy will follow the evolution of current negotiations in order to stimulate a fruitful working relationship between the Italian and the Iraqi companies involved.

ECOMONDO

the platform for green solutions



Iranian stakeholder, Rimini-Italy



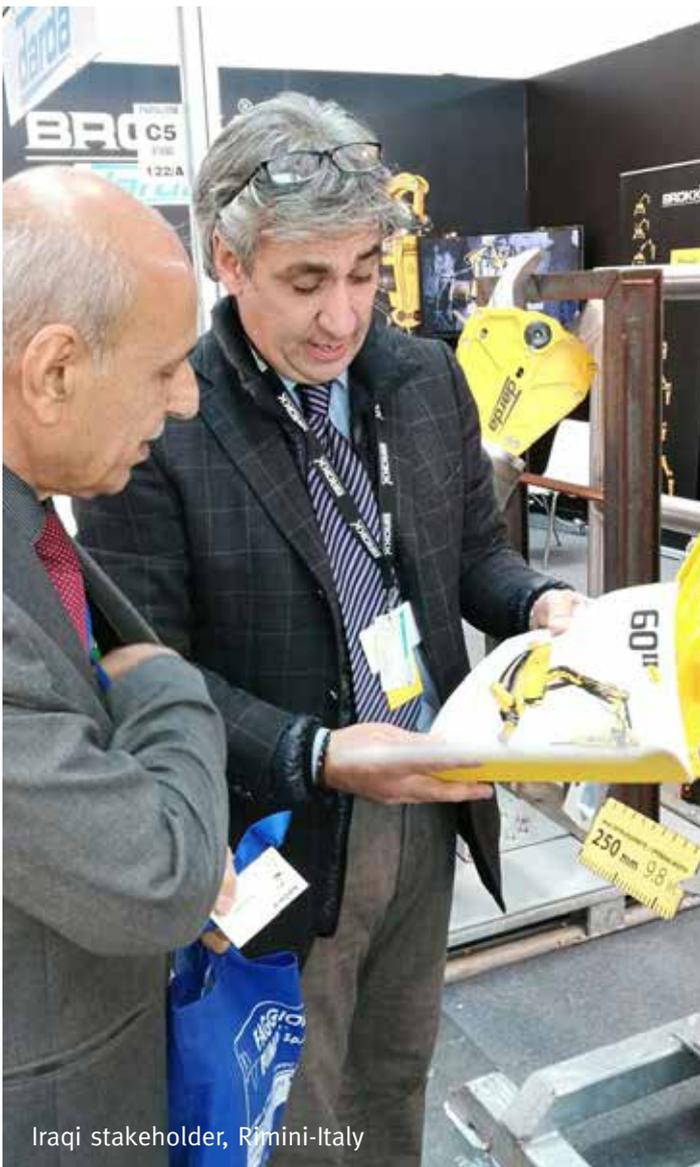
Iraqi delegation, Forlì-Italy



Iraqi delegation, Forlì-Italy



Iraqi stakeholder, Rimini-Italy



Iraqi stakeholder, Rimini-Italy



Iraqi stakeholder, Rimini-Italy



Iraqi delegation, Forlì-Italy

Global Forum and International Meetings

Youth and Tech: answers to food security issues in developing countries

Milan - Italy
12 May

UNIDO ITPO Italy was at the latest (the second) edition of the international Seeds & Chips event and contributed to the realization of several activities namely, organizing the conference titled “Youth and Tech: answers to food security issues in developing countries” hosted at the MiCo, in Milan.

The event gathered representatives from major stakeholders involved in international development, who analysed the nexus between innovation, food and youth with regard to developing countries’ challenges, underlining the importance of promoting virtuous synergies and partnerships between private, academic, institutional and financial sectors.

The leading role of UNIDO ITPO Italy in organizing this event highlights the continuing commitment and unceasing efforts of the Office in fighting poverty and under development through the active support of innovative youth and entrepreneurship as well. Furthermore, the event represented an opportunity for the participants to share their expertise in developing state-of-the-art concrete solutions to the challenges posed by food security and safety emergencies and increasing global population.

The event organizers, and UNIDO ITPO Italy also provided free exhibition booths for five start-ups that took part in the UNIDO & CNR International Award of 2015.

Finally it is worth mentioning that the Ethiopian Minister of Industry, Mebrahtu Meles was invited by, UNIDO ITPO Italy in the course of his official State visit to Italy to visit the Seeds & Chips event in order to present the agro-opportunities offered by the African State he was representing and to explore potential future synergies and collaborations with the organizers.



Supporting Italian cities in the One-Belt-One-Road initiative

Vienna - Austria
20-21 October



Inclusive and Sustainable City Exhibition and Dialogue

The One-Belt-One-Road initiative intended to promote an open and inclusive global economy, by building cohesive regional trade networks and enhancing connectivity for future growth, sparked UNIDO ITPO Italy to carry out a scouting activity aimed at selecting the most promising Italian cities, which could be considered as valid examples of Smart cities.

As a result of this scouting activity, two delegations were selected for the event, the cities of Matera and Venice.

UNIDO ITPO Italy assisted the two delegations during the OBOR event. In this framework, they presented city plans aimed at improving sustainability and increasing international involvement. The city representatives also expanded their network through bilateral meetings with other delegates coming from cities belonging to different continents.



Trainings and Institutional strengthening

Strengthening cooperation with Germany



Rome - Italy
16 February

Following a meeting held in January 2016 between UNIDO Strategic, Planning and Coordination Office and Representatives of the German Federal Ministry for Economic Cooperation and Development (BMZ) during which the proposal to establish an ITPO in Bonn was discussed, on February 16th, 2016 UNIDO ITPO Italy hosted in its premises a meeting with Dr. Peter Failer, Director for international Development Policy of the German Federal Ministry for Economic Cooperation and Development.

The purpose of Dr. Failer's visit was to be briefed on the functioning of ITPO Italy, its services and main activities and to get directly acquainted with the operations of an ITPO. This presentation was instrumental to provide the honest broker role played by an ITPO vis-à-vis the business community and institutions in ITPO host country and abroad.



Training on COMFAR for ITPO Italy staff and selected Italian companies and Institutions

Rome - Italy
16 February

A four days training workshop was held at UNIDO ITPO Italy premises. The workshop focused on UNIDO methodologies and tools for project formulation and appraisal, namely COMFAR (Computer Model for Feasibility Analysis and Reporting). COMFAR is the software developed

by UNIDO, which facilitates the computation of financial statements needed for financial and economic appraisal of investment projects; it can be used for any kind of project, as well as for expansion, rehabilitation and modernization of existing enterprises and joint ventures.

The training was attended by ITPO staff and 15 others from selected Italian companies and Institutions, such as ENEA, the Italian Agency for Microcredit, Confindustria and one of the start-ups that won the ITPO Italy award on agro-industry.



Supporting Italian start-ups, innovation and new digital technologies at the “DigithON” initiative

Bari - Italy
23-24 June

UNIDO ITPO Italy participated at the event “DigithON”, held in several cities of the Puglia Region and organized by Francesco Boccia MP., in collaboration with Confindustria – the General Confederation of Italian Industry – and the Puglia Region. The aim of this initiative was to provide a forum for all the involved stakeholders in order to debate and discuss innovation and digital technologies in Italy, and their multiple applications in the economic and industrial productive sectors.

The event gathered more than 400 attendees ranging from rep-

resentative institutions and economic organizations, researchers, entrepreneurs, investors, analysts and high-level personalities.

This event was a great opportunity to get first-hand information about newly developed innovations and digital technologies available in Italy. Moreover, it provided a good occasion to get acquainted and liaise with new counterparts and possible future partners and to disseminate information on ITPO Italy’s mandate and activities in Italy and within the context of developing countries and economies in transition.



Strengthening cooperation with Russia

Rome - Italy
8-9 September



UNIDO ITPO Italy coordinated Mr Georgy Mikhno's visit to Italy, who is Deputy Permanent Representative of the Russian Federation to the International Organizations in Vienna, and assisted him during his stay in Rome.

ITPO Italy presented the mandate and the activities carried out by the Office to Mr. Mikhno, and accompanied him to visit some ITPO Italy partners namely: Confimi Industria, Confindustria, the main Confederation of Italian Industries, and Lazio Innova, the specialized agency from Lazio Region dedicated to innovation, finance and economic development of local companies. Finally Mr. Mikhno met SIMEST on another institutional visit. SIMEST stems from the CDP Group which supports and promotes the activities of Italian companies abroad while SIMEST handles financial development.

The visit was a great opportunity for UNIDO ITPO Italy to expand its collaboration with representatives and organizations of the Russian Federation.

ITPO Italy in the Jury of the international contest "I Dogi Award"

Venice - Italy
18-20 November

Within the context of the attention paid by UNIDO to creative industries, ITPO Italy was invited to be part of the Jury of the international contest "I Dogi Award". The Jury awards the winner of this competition. The contest aims to reward the best architecture and interior design offices coming from all over the world. I Dogi Group is specialized in the creation of tailor-made, oversized chandeliers, huge wall lamps and matching floor lamps to meet the requirements of architects dealing with important luxury projects. ITPO Italy was also very active in the scouting phase of the projects, counting on its worldwide network of companies and Institutions.

The latest 2016 edition focused on projects that express the most original interpretation of a classic style in interior design while giving due care for our contemporary context. The event was useful in establishing relevant contacts within Italy's Creative Industry while enhancing visibility of ITPO Italy activities.

After a selective evaluation, Russian design office AD Studio was prized for a project named "Gold on the Gold". The project received the award for the "design that best amplifies the brightness of spaces, with elegant colour combinations and the ability to blend contemporary artworks and design objects in creating a welcoming and comfortable environment".



PRIMO PIANO ASSOCIAZIONE SERVIZI COMMUNITY

ETIOPIA: ROMA, 13 MAGGIO PRESENTAZIONE UNIDO-ICE-AGENZIA

13 maggio 2016, ore 10.00. In un'aula della sede dell'ICE di Roma, si è svolta la presentazione congiunta dell'UNIDO, dell'ICE e dell'Agazia per lo Sviluppo Industriale e il Commercio Estero (ASICE).

Responsabile
Stefania Marcone

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Confirma Industria a Cuba. Internazionalizzare la PMI manifatturiera per tornare a competere.

Confirma Industria a Cuba, Internazionalizzare la PMI manifatturiera per tornare a competere.

La Farnesina, l'Ente Nazionale per gli Affari Economici Internazionali, ha organizzato a Cuba un tour di lavoro per le imprese manifatturiere italiane. L'obiettivo è quello di favorire la nascita di nuove collaborazioni commerciali e industriali tra le imprese italiane e le imprese cubane.

Happy New Year 2016

Ethiopia aspires to lure anchor companies in dev't of agro-industrial parks

The Ethiopian government is seeking to attract anchor companies to its agro-industrial parks to boost the country's industrial sector and create jobs for the growing population.

Press Clips

ITALY - Meeting with Ethiopian Minister of Industry H.E. Dr. Melbraku Meles | 9,30 May 2016

On May 9, 2016, the Italian Trade Agency (ITA) and the Ethiopian Trade Agency (ETA) held a meeting in Rome to discuss the cooperation between the two countries in the industrial sector.

Farnesina

Havana - Construction, energy and the agro-food industry: B2B of Italian and Cuban companies

Construction, energy and the agro-food industry are the sectors that are most active in the Italian-Cuban trade relations.

Happy New Year 2016

Ethiopia aspires to lure anchor companies in dev't of agro-industrial parks

The Ethiopian government is seeking to attract anchor companies to its agro-industrial parks to boost the country's industrial sector and create jobs for the growing population.

- 125 press releases published on online news agencies
- 664 likes on posts on Facebook
- 98 Twitter mentions
- 8929 website users

Ethiopia underlines its potential at presentation in Rome

ROME, May 13 - Ethiopia presented itself at a country presentation in Rome, underlining its high potential. Double-figure economic growth, rich in arable land, cheap labour, cheap energy and a growing middle class (Ethiopia is the "prime and example for the continent") "Africa is the future, Ethiopia is already there," said Matthew Lamb, expert of the Central Nations Industrial Development Organization (CNIDO), which organized the Country Presentation in collaboration with the Italian Trade Agency (ITA).

NEWS

Latest news

Training workshop on olive oil sector's development

The olive oil sector is one of the most important in the Mediterranean region. This workshop aims to improve the competitiveness of the sector.

1659 views of "UNIDO 50th celebration in Turin" tweet

The tweet celebrating UNIDO's 50th anniversary in Turin has received 1659 views and significant engagement.

Africa24.it

#Farnesina, 5 aprile 2016: PakForumItaly2016, @UNIDOItaly, registrati per partecipare... divr.it/Ks4NCt

Registration for the Farnesina event on April 5, 2016, is open. The event will focus on trade opportunities in Africa.

E4Impact Foundation

Meeting with UNIDO, IPEME & GAZEDA to talk about #development of #SMEs and promotion of #investment in #Mozambique.

The meeting discussed the development of SMEs and investment opportunities in Mozambique.

BUSINESS RECORDER

SME teams to attend Trade Fair 'Machin 2016' in Italy

The Business Recorder magazine is organizing a trade fair for SMEs in Italy.

Africa24.it

#Farnesina, 5 aprile 2016: PakForumItaly2016, @UNIDOItaly, registrati per partecipare... divr.it/Ks4NCt

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APLF

Nigeria - UNIDO set to revitalize Sokoto Leather Industry

UNIDO is supporting the revitalization of the leather industry in Sokoto, Nigeria.

Africa Affari

ETIOPIA: AGROINDUSTRIA E PARCHI INDUSTRIALI AL CENTRO DELLA VISITA IN ITALIA DEL MINISTRO DELL'INDUSTRIA

The Italian Minister of Industry visited Ethiopia to discuss agro-industrial parks and industrial clusters.

NOVA

LEONARDO

Business news and market analysis from NOVA and LEONARDO.

OnuItalia.com

50 anni UNIDO: celebrazioni a Torino con Politecnico e CNH Industrial

UNIDO's 50th anniversary is being celebrated in Turin with the Politecnico and CNH Industrial.

Annexes A

Country Presentations, Study Tours, Entrepreneurial Missions, Seminars and Fairs

 EVENT		SECTOR	TYPE		
15/12	International conference "50 Years: Together for a Sustainable Future"	Turin, Italy	Multisectorial	Conference	60
12-13/12	Training on Olive Oil Sector in Pakistan	Chakwal, Pakistan	Multisectorial	Training/ Institutional Support	28
5-7/12	Italian Entrepreneurial Mission to Pakistan	Islamabad, Lahore, Pakistan	Multisectorial	Entrepreneurial Mission	40
24/11	Kenya Country Presentation	Rome, Italy	Multisectorial	Country Presentation	90
21-25/11	Supporting Basilicata Region delegation in UNIDO's 50 th anniversary Conference and EXPO	Vienna, Austria	Multisectorial	Conference	65
14/11-15/12	Delegates Program for Mozambique – Training and Projects' Promotion in Italy	Italy	Agro-industry	Technical Assistance	45
8-11/11	Support to Iraqi companies during Ecomondo fair	Rimini, Italy	Environment	Fair/Exhibition	30
25-28/10	Assistance to Mozambican entrepreneurs in Cibus Tec exhibition	Parma, Italy	Food Processing	Fair/Exhibition	42
20-21/10	Support to Matera and Venice delegations in their participation in One-Belt-One-Road initiative	Vienna, Austria	Multisectorial	Conference	50
19/10	Meeting with an institutional delegation from Colombia	Rome, Italy	Multisectorial	Institutional Meeting	10
5-7/10	Support to the Italian companies participating in the First International Agro-Industry Investment Forum	Addis Ababa, Ethiopia	Agro-industry	Fair/Exhibition	98
14-16/9	Assistance to entrepreneurial delegations from Pakistan and Mozambique at Macfrut 2016	Rimini, Italy	Agro-industry	Fair/Exhibition	52
13/9	Pakistan Country Presentation	Catania, Italy	Agro-industry	Country Presentation	41
13/9	Mozambican delegation met the Ambassador H.E. Maria M. Lucas	Rome, Italy	Agro-industry	Institutional Meeting	9
8-9/9	Meeting with the Deputy Head of the Russian PM in Vienna	Rome, Italy	Multisectorial	Institutional Meeting	18

29/8-4/9	Support to the Italian delegation in FACIM Mozambique	Maputo, Mozambique	Agro-industry	Fair/Exhibition	43
5/8	Presentation of Agro-Industry Investment Forum Ethiopia	Altamura, Italy	Agro-industry	Conference	39
20/7	Conference on promoting women's empowerment for inclusive and sustainable industrial development in MENA	Amman, Jordan	Multisectorial	Conference	100
20/7	Presentation of the technical assistance project in favour of West Africa fishery communities	Rome, Italy	Fishery	Round Table	5
16-21/7	Scouting mission on Nigerian tanning and leather sector	Sokoto, Nigeria	Furs, leathers and by-products	Scouting Mission	34
12/7	Institutional Round Table: Mozambican Agribusiness Opportunities and Italian Instruments for Supporting Foreign Investments	Rome, Italy	Agro-industry	Round Table	18
11-13/7	Support to an institutional delegation from Mozambique	Milan-Matera, Italy	Agro-industry	Institutional Meeting	15
30/6	Participation in the Conference "Fashion dresses peace"	Monte di Procida (Na), Italy	Textile, Garment	Conference	50
27/6	Round Table Vietnam	Trieste, Italy	Institutional	Country Presentation	22
23-24/6	Participation in the Conference "DigithOn"	Brindisi, Italy	Information Technology	Conference	120
22/6	Presentation of the First International Agro-industry Investment Forum	Reggio Emilia, Italy	Agro-industry	Conference	41
21/6	Presentation of the First International Agro-industry Investment Forum	Rome, Italy	Agro-industry	Conference	50
13-14/6	Assistance to Pakistani Footwear Manufacturers at RIVA SCHUH	Riva del Garda, Italy	Leather, Footwear	Fair/Exhibition	15
1-3/6	Training Workshop on Footwear, Leather Goods & Components in Pakistan	Lahore, Pakistan	Leather, Footwear	Training/ Institutional Support	35
14-16/5	Round table with Italian companies in Agrifex fair	Addis Ababa, Ethiopia	Agro-industry	Fair/Exhibition	20
13/5	Country Presentation Ethiopia	Rome, Italy	Agro-industry	Country Presentation	100

12/5	Organization of the Conference "Youth and Tech: answers to food security issues in developing countries" within Seeds and Chips exhibition	Milan, Italy	Agro-industry	Conference	240
9-12/5	Support to an Italian entrepreneurial delegation to Cuba	Havana, Cuba	Agro-industry	Entrepreneurial Mission	18
9/5	Participation of the Ethiopian Ministry of Industry in the World Food & Research Forum	Parma, Italy	Agro-industry	Seminar/Workshop	150
9/5	Round Table in UPI Parma for the Ethiopian Ministry of Industry	Parma, Italy	Agro-industry	Round Table	12
8/5	Round Table in Confimi Modena for the Ethiopian Ministry of Industry	Modena, Italy	Agro-industry	Round Table	10
6/5	The Lucrative Pakistan's Textile Sector	Rome, Italy	Textile, Garment	Presentation and business meetings	18
4-7/5	Assistance to Egyptian women entrepreneurs in Mac Fruit Attraction	Cairo, Egypt	Agro-industry	Fair/Exhibition	30
26-29/4	Training Workshop on Financial Analysis of Investment Project Scenarios with Application of COMFAR software	Rome, Italy	Multisectorial	Training	15
13/4	Presentation of activities in Mozambique to the new Mozambican Ambassador in Rome	Rome, Italy	Multisectorial	Institutional Meeting	6
5/4	Pakistan Trade & Investment Forum	Rome, Italy	Multisectorial	Country Presentation	250
1-4/3	Study tour for SMEDA-Pakistan Delegation to Italy	Rome-Bologna, Italy	Multisectorial	Study Tour	21
1/3	Meeting for re-launching of the activities in Pakistan	Rome, Italy	Multisectorial	Meeting	10
24-28/2	Bahrain International Garde Show	Manama, Bahrain	Environment	Fair/Exhibition	96
23-27/2	Study Tour in Italy for a Delegation from Nigeria in the leather sector	Milan, Santa Croce sull'Arno, Italy	Furs, leathers and by-products	Study Tour	10
16/2	Meeting with Mr. Peter Failer, representative of the German Cooperation	Rome, Italy	Multisectorial	Institutional Meeting	10
15-17/2	Enhancing fishery sector in Côte d'Ivoire, Mauritania, Senegal and Guinea - ITPO Italy at the project launch	Dakar, Senegal	Agro-industry	Seminar/Workshop	30

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