



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



# ANNUAL REPORT 2017

UNIDO ITPO Italy

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# ANNUAL REPORT 2017

**UNIDO ITPO Italy**

Italian Investment and Technology Promotion Office

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# Foreword

Dear friends and colleagues,

In 2017, UNIDO ITPO Italy celebrated 30 years of mobilizing investment technology and partnership opportunities to developing countries and countries with economies in transition. Through its particular mandate, unique in the UN system, our Office has been providing professional support to enterprises and entrepreneurs for partnership and business negotiations and offered first-hand knowledge on how to do business in many countries around the world.

As we marked this milestone, today, more than ever, developing countries need our continued support to achieve the Sustainable Development Goals (SDGs) and ensure poverty reduction, social integration and environmental sustainability. Thus, our focus on promoting inclusive and sustainable industrial development, in those areas where it is particularly needed, is more important than ever.

UNIDO ITPO Italy is deeply grateful to our funding and implementing partners, who champion our work by contributing to our regular resources, fund thematic and country initiatives that allow us to test new ideas, and support us to adapt the best lessons learned and apply them for greatest impact.

First of all, I would like to thank the Italian Ministry of Foreign Affairs and International Cooperation for their continued and valuable support. It is worth underlying that this year our Office, in synergy with the Italian Ministry for the Environment, Land and Sea, has established 2 new focal points in Botswana and Iran to identify sustainable investment opportunities and lay the foundations of new international partnerships. Furthermore, thanks to the support of the Friuli Venezia Giulia (FVG) Region, we managed to strengthen bilateral cooperation among companies and institutions from this Region both with Cuba and China.

An important highlight in 2017 was the launch of the second edition of the International Award “Innovative Ideas and Technologies on Agribusiness”. This resulted in the selection and award of five Italian and international start-ups, out of over 330 foodtech and agtech innovation proposals received from more than 80 countries.

2017 also represented a real momentum for advancing in one of the objectives at the very core of UNIDO’s mandate: to forge a gender-equal world where both women and men benefit from working in the industrial sectors. Hence, our annual report also illustrates our compromise to promote women’s empowerment for inclusive and sustainable development, in particular in the Middle East and North Africa Region, where thanks to our collaboration with UNIDO AGR/RJH, we provided technical support to promote women-led investments through training, coaching, identification and facilitation of business partnerships opportunities.

With the continuing strong support of our growing network of partners in both public and private sectors, UNIDO ITPO Italy is ready to move forward for an effective implementation of the 2030 Agenda for Sustainable Development, focusing on bringing concrete benefits to entrepreneurs, governments and Institutions in developing countries.

My special thanks also go to the entire team that works incredibly hard to carry on the numerous activities of UNIDO ITPO Italy.

Together we can contribute to a new more inclusive and resilient era, so that we can all fulfil the “Agenda 2030” commitment to leave no one behind.

Diana Battaglia  
Head of UNIDO ITPO Italy

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# Highlights



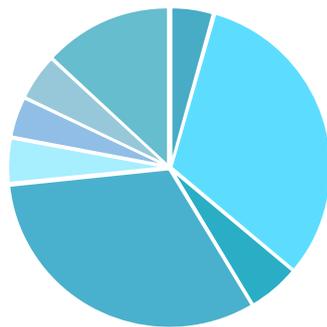
Following the success of the 1<sup>st</sup> International Award “Innovative Ideas and Technologies on Agribusiness” organized within the EXPO Milano 2015, UNIDO ITPO Italy launched a new edition of this important contest, with the aim of identifying technologies and innovative ideas at the international level in the whole agribusiness value chain with the potential of improving the socio-economic conditions of developing countries.

The contest promoted by UNIDO ITPO Italy, jointly with Seeds&Chips and the Italian National Research Council (CNR) and under the patronage of the Italian Ministry of Foreign Affairs and International Cooperation, aimed at strengthening the link between innovation, agribusiness development, youth, private and research world. Thereby, the contest put together all the main stakeholders involved in these areas and created a virtuous circle of connections between private, academic, financial and institutional sectors. During the selection process, particular attention was given to technologies and innovative solutions that can help improving the processing and conservation of food products, tackling food waste, and valorizing agricultural products of small agricultural communities, as well as technologies that produce energy from alternative sustainable sources.

As a result of an extended international promotion and outreach, our Office received 330 foodtech and agtech innovation proposals, coming from over 80 countries and 5 Continents. After a careful selection process, five Italian and international start-ups were selected and awarded under the following three categories: Overall, Women, and Under 35. The Award Ceremony was organized within the Special Conference – Inspire Power: Food Security for Developing Countries at Seeds&Chips 2017.



**332**  
project  
candidates

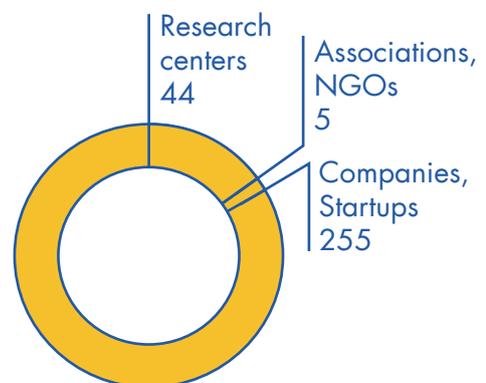


- 4,5% ■ ICT, telecommunications
- 31,7% ■ Agriculture, cattle-raising, fishing
- 5,4% ■ Machinery, mechanical equipment
- 31,7% ■ Agro-industry
- 4,5% ■ Environment
- 4,5% ■ Energy
- 4,5% ■ Multisectorial
- 13,2% ■ Other sectors

**WOMEN**  
category **92**

**UNDER 35**  
category **143**

**OVERALL**  
category **97**



OVERALL



Yarok Technology Transfer, Ltd. is an innovation-based start-up that has developed a fast microbiological testing system for the fresh food industry to protect consumers and safeguard producer interests. Clear, high-resolution results are provided in 45 minutes; final assessment within a few hours.



Evaptainers takes evaporative cooling and brings it into the 21<sup>st</sup> century by employing modern design, production, and materials. By creating a refrigeration solution that runs only on water we have created dependable cold-chain solutions without dependence on costly infrastructure.

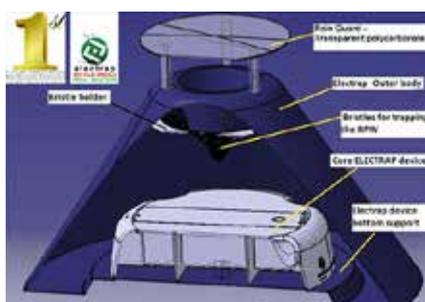


Coffee Flour is made from the pulp and skin of the coffee cherry that is typically discarded during coffee milling operations. An estimated 21 billion kgs of wet cherries are wasted annually. Coffee Flour dries and mills the cherries into a nutritionally-dense flour.

MENTION OF HONOR



Ricult provides smallholder farmers easy and cheap access to credit, higher quality goods, soil testing, free delivery, and a direct link to buyers, leading to improved yields, better quality crop, and higher profitability.



The RPW (Red Palm Weevils – *Rhynchophorus Ferrugineus/Palmarum*) infestation is hitting, worldwide, the palm trees population in a very critical, severe way, creating many millions USD damages every year. ELECTRAP, in fact, is absolutely both pesticide and maintenance free: no need of water and bites refilling and environmental friendly.

UNDER 35



Green Code Srl combining tradition with biotechnologies and environmental engineering, Green Code with DEMETRA creates novel solutions to mitigate the human impact on the environment. We develop innovative and green strategies to decrease waste, optimize productive processes, and reduce consumption of natural resources.

WOMEN



The BIOCOPACPlus has been funded under LIFE+ Environment Policy and Governance project application. The goal is to prove and demonstrate the viability of an innovative technology for the production of a bio-lacquer obtained from the re-use of the tomato waste and to be used as coating for food contact applications in metal cans.

#UNIDOItPoltaAward2017



“As the United Nations, UNIDO ITPO Italy has the moral obligation of supporting innovative processes that benefit developing countries in the sector that contributes to their society the most; this is also why we have made such an effort in the organization of the International Award on Agribusiness”

Diana Battaglia,  
Head of UNIDO ITPO Italy



The Award Ceremony event ensured the participation of high-level keynote speakers such as Kerry Kennedy, the Director General of the Italian Development Cooperation, Mr. Pietro Sebastiani and the Ambassador of Mozambique in Italy, Maria Manuela Lucas, among others.

In line with SDGs 2030 and UNIDO’s global campaign to promote Inclusive and Sustainable Industrial Development – ISID, ITPO Italy contributed to raise the importance of innovation in the agribusiness sector as a fundamental enabler of economic growth in developing countries. It did so in the context of Seeds&Chips, a leading international forum in this sector, which in 2017 boasted the participation of the former President of the United States, Barack Obama.



# Achievements

1400

## Business Meeting

More than 1400 BtoB and BtoG meetings were organized or supported by ITPO Italy between foreign and Italian counterparts to discuss about potential business collaboration



11

## Study and Professional Tours

More than 11 study and professional tours organized or co-organized by ITPO Italy involving stakeholders from Italy and abroad

424

## New Companies Associations Other Stakeholders

More than 424 new companies, associations and other relevant stakeholders have been contacted and registered in the UNIDO ITPO Italy database

800

## Entrepreneurs and Institutional representatives from DCs

Around 800 entrepreneurs and institutional representatives from DCs were involved in business meetings, economic forums, study tours or international fairs in Italy and abroad

17

## Official Missions Abroad

17 official missions abroad organized or co-organized by UNIDO ITPO Italy related with the on-going projects and programmes



13

## International Fairs

ITPO Italy took part to 13 international fairs in Italy and abroad, with the aim of meeting the exhibitors and supporting BtoB meetings on the basis of the scouted IIPPs



6

## Dedicated Websites

- [unido.it/mozambico](http://unido.it/mozambico)
- [unido.it/agrofish](http://unido.it/agrofish)
- [unido.it/botswana](http://unido.it/botswana)
- [unido.it/iran](http://unido.it/iran)
- [unido.it/cinacuba](http://unido.it/cinacuba)
- [unido.it/myanmar](http://unido.it/myanmar)

52

## Promotional Initiatives

Around 52 promotional initiatives (roundtables / international conferences / workshops / business fora) were organized in Italy and abroad to spread awareness about investment and technology transfer opportunities to the Italian and foreign business community

3

## Catalogues

3 catalogues (Botswana, Iran and West Africa) were prepared by UNIDO ITPO Italy and disseminated among the Italian business community in order to promote investment opportunities in the target countries

4

## Delegate Programme

3 representatives from Botswana and 1 representative from Iran invited to Italy in the framework of the delegate programme and hosted with the aim of promoting a specific investment portfolio, receiving ad hoc trainings on the UNIDO methodology, extending the network of ITPO Italy's focal points in Botswana and Iran

1

## Booklet

International Award 2017 booklet

70

## New Projects

A total of new 70 projects were identified and promoted to the Italian potentially interested counterparts (ITPO Italy can count on a database of thousands of companies organized by geographical and sectorial area of interest)



# 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 Inclusive and Sustainable Industrial Development (ISID) in Developing Countries and Economies in Transition, and it works towards improving living conditions in the world's poorest Countries.

The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the recently adopted 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next years. UNIDO's mandate is fully recognized in SDG-9, which calls to "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation". The relevance of ISID, however, applies in greater or lesser extent to all SDGs.

Accordingly, the Organization's programmatic focus is structured in four strategic priorities:



Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO's four enabling functions: (i) technical cooperation; (ii) analytical and research functions and policy advisory services; (iii) normative functions and standards and quality-related activities; and (iv) convening and partnerships for knowledge transfer, networking and industrial cooperation.

In carrying out the core requirements of its mission, UNIDO has considerably increased its technical services over the past ten years. At the same time, it has also substantially increased its mobilization of financial resources, testifying to the growing international recognition of the Organization as an effective provider of catalytic industrial development services.

## ITPO 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 to 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.



## ITPO Italy

### Mission 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 DCs:

#### 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.

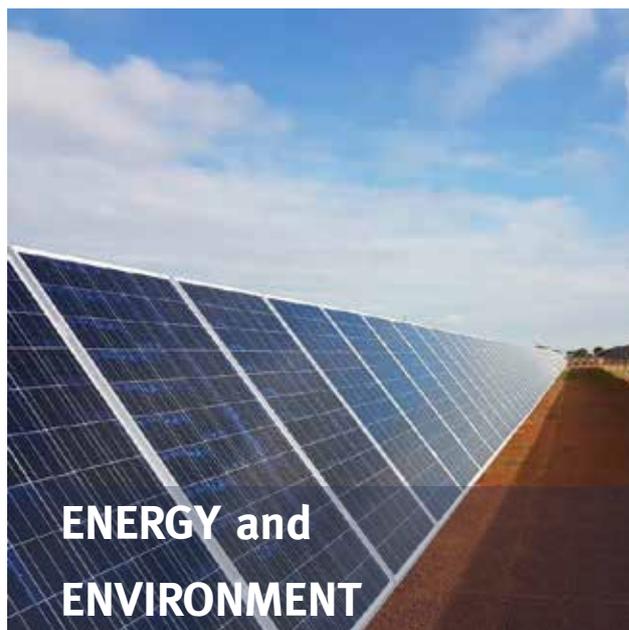
As far as Energy and Environment are concerned, ITPO Italy is working to reinforce the concept of environmental protection policy and to diffuse the utilization of renewable energies, by making firms in Developing Countries more sensitive to environmental problems and more aware of the advantages derived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



- Agriculture machineries
- Fishery
- Wood products
- Dairy products
- Food processing
- Leather
- Textiles



- 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) and Friuli Venezia Giulia Region (FVG Region).

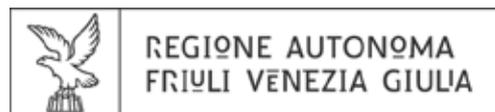
“Belt and Road Initiative” Forum - Vienna, 26-28 September 2017



## 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**, **Confindi**, **Banca Popolare di Sondrio**, **other Italian regions**, like Basilicata and Lazio, **UPI** (Unione Parmense degli Industriali), **Padova Promex** (the special Agency of the Chamber of Commerce of Padova); **CNH Industrial** and **local Investment and Promotion Agencies**, **Industrial Districts** and **Universities**.

## Friuli Venezia Giulia Region



Under the framework of the **Joint declaration** signed between UNIDO ITPO Italy and Friuli Venezia Giulia Region on 8 May 2015, the Region requested to UNIDO ITPO Italy to implement the project SMEs 4 Business Development China & Cuba. The project intends to promote and facilitate the creation of partnerships among companies from the FVG Region, the Shanghai Province and the Republic of Cuba, in order to strengthen bilateral cooperation and foster the transfer of innovative processes, technologies and know-how.

In close collaboration with Universities, research centres, tech and science parks of Friuli-Venezia Giulia Region and the public and private **stakeholders** in China and Cuba, the project aimed to identify an agenda of initiatives to support the industrial development in favour of SMEs and clusters.

## 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 2017, 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 matchmaking activities between Italian and Developing Countries private and public sectors.

## 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, Italy and Myanmar based companies and respective 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 Myanmar in the gems and jewelry sector.

## 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 line with 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, in order to delink the concept of economic growth to that of environmental degradation. In fact in the course of 2017, ITPO Italy implemented two projects concerning Iran and Botswana, financed by IMELS. Both projects are pursuing the objectives and commitments undertaken at the **Cop 21 Climate Change Conference**.

## Ministries and Embassy representatives of DCs

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 interaction 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.

# Sub-Saharan Africa



*“UNIDO ITPO Italy is doing a good job with its projects”... “if Africa develops energy from coal the Paris Agreement has no longer meaning”*

Francesco La Camera,  
Director General Sustainable Development Environmental Damage & Relations with the EU & International Organizations, Italian Ministry of Environment Land & Sea



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## Angola

### Sustainable Rural Development Programme for Cooperatives guided by Women in Angola

As follow up of the activities related to the Sub-Saharan Africa Region, UNIDO ITPO Italy jointly with other Italian stakeholders, Confimi Industria, Coopermondo and Etimos conducted an official mission in Angola in order to discuss with the local Government about the project “**Programa de Desenvolvimento Rural Sustentável em Cooperativas Lideradas por Mulheres**” (Sustainable Rural Development Programme for Cooperatives guided by Women). The mission took place in Luanda, from the 20 until the 23 February 2017.

During the mission, UNIDO ITPO Italy met high level governmental representatives of the Angola Government, as the Minister of Family and Women Promotion; the Minister of Industry; the Minister of Fisheries; the Secretary of State for Forestry; the Secretary of State for Internal Trade, National Bank of Angola and entrepreneurial associations in order to discuss the potential implementation of this project. The Ministry of Family and Women Promotion of Angola (MFWPA) proposed the Delegation to sign a MoU with the aim to draft a road map for the implementation of the project.

Furthermore, during the mission, a workshop was organized by the Technology Unit for Private Investment from the Presidency of the Republic of Angola, in order to meet private investment projects promoters. The delegation met more than 60 local operators, who presented commercial and productive collaboration projects, funding requests, lists of machines for the production upgrading.

On the last day we visited a production facility of a fruit and vegetable company. A company that currently meets 30% of the Angolan market needs and it is already able to export some products. A large delegation from Angola is expected to participate at the forthcoming edition of Macfrut Trade Fair.



Meeting with local operators



Meeting high level governmental representatives of the Angola Government



Visit to a fruit and vegetable company

## Botswana

*UNIDO ITPO Italy, in synergy with the Italian Ministry for the Environment, Land and Sea, established and operated a focal point in Botswana to assist our Office in scouting an ad hoc portfolio of sustainable investment opportunities in the country and open up new international partnerships*

### Inception mission to Botswana



Meeting with local stakeholders

From 17-25 March 2017, UNIDO ITPO Italy conducted an inception mission to Gaborone with the aim to present the project in supporting Botswana private sector and relevant institutions in the field of renewable energy.

During the mission our Office met local stakeholders from public and private sector, involved in the renewable energy sector, to explain the project objectives as well as the activities foreseen by this Project for the forthcoming months.

During the meeting with the local Ministry of Energy, which is also the Authority responsible for Renewable Energy sector, it was indicated that the main areas of intervention for Botswana were solar (off grid solutions) and biogas sectors.



Field visit

### Participation of Botswana at Ecomondo

UNIDO ITPO Italy participated in the 21<sup>st</sup> edition of ECOMONDO exhibition, the leading international trade fair on green economy, dedicated to environment, material recovery, renewable energy and sustainable industrial development held at Rimini Fair from the 7 to the 10 of November 2017.

In order to strengthen the capacity of developing countries to implement the international commitments of COP 21, UNIDO ITPO Italy coordinated and assisted a business delegation of 12 SMEs from Botswana. The delegation was composed by companies dedicated to the distribution of technologies in renewable energy, institutions implementing biogas projects in the country, companies dedicated to green residential and hospitality sector, firms working on recycling materials as well as representatives of the Ministry of Environment in particular in waste management, officials in charge of environmental sector in the three municipalities of Botswana (Gaborone- Capital, Francistown, Kgatleng), a representative of the Botswana Association from local authorities and representatives of the Botswana Investment and Trade Center (BITC).

The Botswana delegation engaged in an intense activity meeting with **60 companies** in the field of renewable energy, water treatment and pumping sector, environmental sector as well as participated in two study tours, the first one in concentrated solar power visiting the company Soltigua while the second visiting the biogas installation of BIOMAX and a biogas installation with mix biomass thanks to the Biological Care company who facilitated the visit.

With the purpose that Botswana private and public sector could have the possibility to participate in study tours, interact with technology providers and have the experience to observe best practices in the field of renewable energy in solar and biogas sector, UNIDO ITPO Italy developed an ad hoc project that supported the participation of a **delegation of 12 persons** from Botswana in the Italian Green Technology Fair ECOMONDO held in Rimini, Italy last 7-10 November.



Ecomondo 2017



Ecomondo 2017

**ECOMONDO  
BOTSWANA**



12 representatives



60 BtoB organized

As a result of this participation, the Botswana Delegation hold more than **60 BtoB** meetings with Italian technology providers, and participated in two study tours, one related to concentrated solar power (CSP) and the second one related to biogas sector. Through these activities, the delegation had the possibility to establish a direct dialogue with the Italian business community and to convince them to visit Botswana in order to have a first-hand approach about the investment and technology transfer opportunities in biogas, solar and environmental technologies.

### Renewable Energy Dialogue between Botswana and Italy

In order to get closer to the needs of the industrial sector of Botswana, UNIDO ITPO Italy organized the Seminar “**Renewable Energy Dialogue between Botswana and Italy**”, which was held on 5-7 July 2017 in **Gaborone**, Botswana.



Mr. Machacha, Ministry of Agriculture; Ms. Zoe Isaacs, Business Botswana; Mr. Mmolotsi, Ministry of Environment

The event was aimed to promote technological solutions in the solar sector from concentrated solar power (CSP) to mini-grids solutions, storage systems and testing laboratories thanks to the participation of 8 Italian companies.

The event was opened by the Minister of Environment, Natural Resources Conservation and Tourism of Botswana, Hon. Mr. Tshekedi Khama and the Director General of the Italian Ministry of Environment, Mr. Francesco La Camera. At the event participated around 135 representatives, from the private sector, operating in the renewable energy sector, as well as, research authorities; public institutions and local media.



Mr. Tshekedi Khama, Minister of Environment, Natural Resources Conservation and Tourism of Botswana



Mr. Francesco La Camera, DG Italian Ministry of Environment, Land & Sea

## Delegate Programme



Delegate from SIAB - Company visit Soltigua

With the aim to promote the opportunities in the Solar and Biogas sectors in Botswana and to develop actions of capacity building for the private and public sector, UNIDO ITPO Italy hosted during 2017, three delegates from Botswana. During May-June 2017, our Office hosted one Delegate from the **Solar Industries Association of Botswana (SIAB)**; and in November, two Delegates from the **Botswana Investment and Trade Center (BITC)** were also hosted in Italy.

The Delegate from the Solar Industries Association of Botswana (SIAB) promoted interesting technologies and investment opportunities in the solar sector, such as: off grid system solutions (including 300W – 50KW options); solar thermal commercial and residential water heating; storage solutions (lithium ion or latest technological advances); concentrated PV & CSP technologies; pumping including DC pump options and Variable Speed Drive; and solar hybrid options (thermal and PV combined).

As a first result of the Programme, many Italian companies, operating in the solar sector, showed interest to visit Botswana during July 2017 to present their technological solutions in storage systems, concentrated solar power, mini-grids and solar testing technologies.

Other two Delegates from Botswana visited Italy to participate mainly at the Italian Trade fair ECOMONDO, which was held from 7 to 10 November 2017 in Rimini. The following technologies and investment projects were promoted by the Delegates: off grid system solutions, like solar home systems; solar water heaters and solar water pumping.

Furthermore, several cooperation opportunities were illustrated to lease solar power lighting and sealing phone charging units for off grid rural communities and solar systems for street lighting for Gaborone. Other opportunities were illustrated, including the identification of companies interested to invest in a local production line budget for 2017 of the capital city - 1.5mill USD (15mill BWP); Build, Own, Operate and Transfer a 1 MV Solar PV Plant; Solar Testing - Building a solar PV panels testing and research laboratory for the campus of the Botswana International University of Science and Technology (BIUST) in Palapye; Gaborone Transfer Station & Recycling Centre; identification of a company that could provide an integrated solution in recycling and waste management; identification of technologies to produce waste to energy for a plant that will intake 430 tons per day to produce 15MW of power; identification of technologies and services from agro-waste and chicken and cow manure sources to support the UNDP GEF project that will benefit municipalities of Botswana (Gaborone and Kglteng) and finally recycling tyre technologies.

As result of the visit from BITC's Delegates, our Office received the interest of Italian financial institutions and private sector representatives, operating in the field of solar technologies for residential areas, concentrated solar power, and environmental field to participate in a business mission to Botswana in 2018.



Delegates from BITC - Company visit Albarubens



Delegate from SIAB - Company visit Consorzio Arca

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## Ghana

### UNIDO ITPO Italy brought Ghana to the “Padua Space Week”

As part of its activities supporting companies and institutions from developing countries, UNIDO ITPO Italy facilitated the participation of a Ghanaian delegate to a 5-day study tour in Italy on aerospace industry, organized by Padua Special Agency for Internationalization of the local Chamber of Commerce – PROMEX – from 3 to 8 December 2017 within the “Padova Space Week”.

After a selection procedure carried out in collaboration with our local partner, WTC Accra, UNIDO ITPO Italy identified the Africa World Airlines as beneficiary to take part of this training opportunity on this highly growing industry in Africa. During the 5-day study tour, the Delegate had the opportunity to meet and visit selected local companies operating in the optical, mechanical and electronic sectors in the aerospace industry.

### A Ghanaian delegation participated at the 21<sup>st</sup> Edition of Ecomondo

The Ghanaian delegation, composed by **14 delegates** belonging to the Eco-building and construction, financial sector, rubber/plastic material and Oil&Gas downstream, held around **60 BtoB** meetings with exhibitors and companies operating in waste and wastewater disposal, management and treatment, and technology providers for eco-construction and new material. The delegation, supported by UNIDO ITPO Italy in the framework of the follow up activities related to past programme in “Energy and Environment” implemented in Ghana until 2015, was jointly organized by WTC Accra and led by Mr. Alfred George Thompson, Deputy Managing Director of the National Investment Bank of Ghana. As first follow up of this activity, UNIDO ITPO Italy paved the way for future exchanges of technical and economic proposals on specific technologies.

ECOMONDO  
GHANA



14 representatives



60 BtoB organized



Ecomondo 2017



Ecomondo 2017 - Initial briefing



Ecomondo 2017 - BtoB meeting

## Mozambique

*The project “Support to Mozambique’s SMEs in Investment Promotion” is implemented from 2016 by UNIDO ITPO Italy in collaboration with the local Agency for Investment and Export Promotion – APIEX, and funded by the Italian Development Cooperation.*

*The objective of the project is to support the Mozambican Government to increase local and national production and improve the competitiveness of local SMEs through technology transfers and investment promotion activities, with a focus on agribusiness value chains. Under this Project the following activities have been implemented during 2017:*

### UNIDO ITPO Italy supported Mozambican companies in TUTTOFOOD and MACFRUT

From 8 to 11 May 2017, TUTTOFOOD took place in Milano – Rho Fiera, in the framework of Milano Food City.

It was attended by almost 3.000 exhibitors and more than 80 thousand certified professionals from 141 countries, resulting in over 30.000 BtoB meetings arranged in the framework of the event. UNIDO ITPO Italy, in cooperation with the organizers of the event, facilitated and supported the participation of 4 business representatives from Mozambique engaged in the field of production and distribution of foodstuffs.

The participation in the fair was highlighted by the conference organized by our Office: **“Challenges and Opportunities for the Agrofood Sector in Developing Countries: Focus on Mozambique”**, featuring the participation of the Mozambican Embassy in Italy, represented by Counsellor Inacio Muzime. The purpose of the event was to present and discuss the investment opportunities in the country, while emphasizing the key role of UNIDO ITPO Italy as an honest broker, committed to encouraging the establishment of virtuous partnerships and synergies among leading actors in the agri-food sector.

With the same agenda, UNIDO ITPO Italy took part in the 34<sup>th</sup> edition of MACFRUT, the International Fruit and Veg Professional Show, supporting a delegation composed by 7 Mozambican companies. Macfrut is a fast growing fair, which is today one of the leading events in the fruit and vegetable sector worldwide.

During the 2017 edition, it recorded outstanding levels of participation, with 1.100 exhibitors representing the whole supply chain and roughly 40 thousand visitors.

The Mozambican companies supported during the event, namely Agropecuária Olinda Fundo, Frutas do Revue, Quinta Irini, Yogò, Kuvanga, Citrum and Sombras Matshinhe, whose activities range from agricultural production to fertilizers and fruit and vegetables processing, already concluded some promising trading contract that hopefully will open the door to further more ambitious partnerships.

Cynosure of the 2017 edition of MACFRUT has spread once again a special sensitivity on Africa related issues and its opportunities in the agribusiness sector. Indeed, this has been the keynote topic during the round table organized by UNIDO ITPO Italy and LegaCoop Emilia-Romagna, bringing together the representatives of the Mozambican companies attending the fair, Ms. Simona Caselli, Regional Minister for Agriculture Emilia-Romagna, Mr. Renzo Piraccini, President of Macfrut and Counsellor Inacio Muzime, on behalf of the Mozambican Embassy in Italy.



MACFRUT 2017 - BtoB meeting



MACFRUT 2017

## UNIDO ITPO Italy coordinates the Steering Committee of the Project “Support to Mozambique’s SMEs in Investment Promotion” in Maputo

UNIDO ITPO Italy organized a mission to Maputo from 30 May till 4 June 2017 to coordinate the Steering Committee of the Project “Support to Mozambique’s SMEs in Investment Promotion” and to meet the main counterparts involved during the implementation process, and plan further activities to be implemented.

Members of UNIDO ITPO Italy staff had the opportunity to meet the new CEO of the FDA, Mr. Eusebio Tumuitikile and present the ongoing activities carried out in the framework of the project and some high level officers at IPEX the Mozambique Institute for Export Promotion, the organizers for the FACIM – the most important business event held in the country that takes place every year in late August.

Finally ITPO Italy outlined the activities of the project to the new Italian Ambassador in Maputo, H.E. Marco Conticelli, who gave a positive feedback and congratulated our Office about the activities carried out during the first phase of the project implementation.

## UNIDO ITPO Italy assisted two incoming delegations from Mozambique in Italy

During 11-14 July 2017, UNIDO ITPO Italy supported two Mozambican delegations, one composed of members of the Confederation of Economic Associations Mozambique (*Confederação das Associações Económicas de Moçambique, CTA*), a non-governmental economic organization whose mission is contributing to the economic and social development of Mozambique, and the other one coming from Maputo Province.

On 11 July 2017, UNIDO ITPO Italy jointly with Unindustria Lazio, CTA and CCMI organized a “Country Presentation about Mozambique”, which was attended by **H.E. Maria Manuela Lucas, Ambassador of the Republic of Mozambique to Italy** and several companies from the Lazio Region. Besides UNIDO ITPO Italy, the high-level keynote speakers included, among others, representatives from CTA, CCMI, the Italian Development Cooperation Agency – AICS and Simest, which illustrated the activities that they are carrying out in Mozambique.

On 12 July 2017, the delegation took part in the event “Mozambique: Investing in the Future”, organized by Assolombarda, in Milan, with the participation of several representatives from private sector, operating mainly in the field of agribusiness.



Roundtable “Insight on the Business Opportunities in Maputo Province – Focus Agribusiness”

In the following days, UNIDO ITPO Italy, in cooperation with the Mozambican Embassy in Italy, arranged the visit of an institutional and entrepreneurial delegation from Maputo Province. The aim of this mission was the promotion of opportunities in the field of **agribusiness** in the southernmost province of Mozambique. On 13 July 2017, the delegation participated in a number of activities in Reggio Emilia, a city with long historical ties to Mozambique, and met local institutions and several businesses of the area, including also a company visit to Progeo, one of the most important Italian agricultural cooperatives operating in agricultural and livestock production.

Afterwards, on 14 July 2017, UNIDO ITPO Italy hosted the Roundtable “Insight on the Business Opportunities in Maputo Province – Focus Agribusiness”. The event aimed at presenting the investment opportunities in Maputo Province and involved several high-level speakers and guests as H.E. Maria Manuela Lucas, Ambassador of the Republic of Mozambique to Italy, a number of institutional members from Maputo Province, led by H.E. Claudina Maria São José Mazalo, the presidents of the Mozambican Community in Italy and of the Association of Mozambican Women as well as several businesses and Italian NGOs.



Country Presentation about Mozambique

## UNIDO ITPO Italy participated to FACIM 2017 with a delegation of Italian companies

UNIDO ITPO Italy participated placing its stand within the exhibition area of the 53<sup>rd</sup> Edition of FACIM – the International multi-sectoral Trade Fair of Maputo that took place from 28 August to 3 September 2017. This stand was jointly managed with the Italian Trade Agency (ICE), to support the Italian economic operators attending the fair.

Besides, ITPO Italy organized an agenda of business meetings for a delegation of Italian companies operating on the production of special fertilizers and the assembly of small agricultural machinery such as two wheel tractors and threshing machines, which are suitable for the small size of local companies and cooperatives.

FACIM is the major economic event organized internationally in Mozambique; it is a multi-sectoral trade fair, which focuses on certain sectors such as agriculture and agroindustry that are considered a priority at the governmental level.



Mr. Filipe Nyusi, President of the Republic of Mozambique and Mr. Marco Conticelli, Italian Ambassador in Maputo



FACIM 2017

## UNIDO ITPO Italy participated in the Future Agro Challenge Event

UNIDO ITPO Italy, after having actively participated in the promotion of the initiative within its network of agribusiness companies and startups in Mozambique, attended the final event of the agribusiness competition the Future Agro Challenge – FAC, held on 16 November 2017 at the *Universidade Eduardo Mondlane* in Maputo.

In this edition of the contest, UNIDO ITPO Italy registered the participation of several local companies that were supported in the framework of the “Support to Mozambique’s SMEs in Investment Promotion” project, including Quinta Irini and Finana.

Future Agro Challenge is an international competition involving 60 countries to promote innovative solutions in agribusiness, with the winners convening in Istanbul in April 2018. This 2<sup>nd</sup> Mozambican edition of FAC, which counted on 14 out of 70 selected companies, was organized by the local consulting company DEV Mozambique in partnership with the development finance institution Gapi, Barclays, and African Management Service Company (AMSCO).

In line with its strong international positioning on the theme of agribusiness innovative ideas and technologies in developing countries and in Mozambique specifically, UNIDO ITPO Italy shares the view of Gapi CEO, Mr. Francisco Antonio Souto that **“the FAC is important to stimulate not only young people directly, but also the higher technical education institutes that should incentivize and improve their curriculums and form of teaching”**.

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## Ethiopia

### Industrial parks in Ethiopia: opportunity for international investors

As part of UNIDO’s support to the Ethiopian Government for the establishment of **Agro-Industrial Parks**, a Roundtable was held on 22 May 2017 in the premises of the legal office BonelliErede in Rome with the aim to give an overview about the existing investment opportunities in Ethiopia, with a focus on the Industrial Parks. This project, which envisages 4 well-defined areas that will optimize the processing of agricultural products, exploiting scale economies and implementing state-of-the-art technologies, has been promoted by UNIDO ITPO Italy, in the context of the ISID strategy implemented in this African Country.

## Mauritania-Senegal-Cote d'Ivoire-Guinea

*UNIDO ITPO Italy in cooperation with UNIDO HQs and with the Legacoop (Italian Cooperatives Association) is implementing a project of technical cooperation for the fishery sector of four Western African countries: Mauritania, Senegal, Cote d'Ivoire and Guinea.*

*The project aims to facilitate the access to the global market for local entrepreneurs and is supported by STDF (Standard and Trade Development Facility), a branch of the WTO (World Trade Organization), based in Geneva.*

### Promoting fishery sector in Africa through Aquafarm show

From 26 to 27 January 2017, UNIDO ITPO Italy participated in the Aquafarm Show, a two-day exhibition dedicated to technologies, products and best practices of sustainable food production from water held in Pordenone, Italy.

The project was presented to many exhibitors present in the fair, promoting the existing opportunities in Senegal, Guinea and Cote d'Ivoire. Particular interest was also showed for the Forum that UNIDO ITPO Italy organized in May 2017, where Italian companies of the sector were able to meet the local counterparts to evaluate potential partnerships.

### Observatory of Mediterranean fisheries

As part of the collaboration established with the Fisheries District of Mazara del Vallo, UNIDO ITPO Italy participated on 13 February 2017 in the Observatory of Mediterranean fisheries, a body aimed at monitoring the biological and technical aspects, as well as the socio-economic and environmental issues linked to the sector, deepening the analysis and knowledge of the Mediterranean fishery industry. At this purpose, the Observatory proposes initiatives for the preservation of fisheries resources and for the modernization and internationalization of companies belonging to the district.

In this context, UNIDO ITPO Italy presented the project aimed at supporting the fishery chain in West Africa, with the aim of increasing the market access for the operators in the sector. The **Fisheries District** of Mazara showed considerable interest in the project, especially in a perspective of creating partnership.

### Deepening partnership opportunities during the Economic Forum “Opportunités de partenariats dans le secteur de la pêche en Afrique de l’Ouest”

Within the framework of the technical cooperation project for the fishery sector in West Africa, an Economic Forum was held on 16 May 2017 in Legacoop premises in Rome.

Several business opportunities in each of the four African countries were presented, as well as the strengths and weaknesses that have been identified in the fishery sector. Moreover, the discussion was focused on the improvement of the cold chain, the need for technology transfer, the compliance with sanitary and phytosanitary standards and training activities needs for the local community.

More than **50 Italian companies** attended the event, carrying out more than **100 BtoB** in the specific session organized in the afternoon with the **14 African counterparts** involved in this initiative.



Economic Forum “Opportunités de partenariats dans le secteur de la pêche en Afrique de l’Ouest”



Economic Forum - BtoB session

## Acquiring best practices in the fishery sector

Following the Economic Forum held in Rome, a professional tour to explore the opportunities in the fishery sector was organized from 17 to 19 May 2017 in Italy for an African delegation. The aim of the professional tour was to meet experts, fisheries cooperatives and consortia in different Italian regions to have a first-hand approach of the sector in Italy.

During the professional tour, the delegation had also the opportunity to visit the fish Market of Bellaria with the main purpose of gaining knowledge on working methods and good hygienic sanitation practices of fish trade for small-scale artisanal fisheries. Afterwards, the delegation went to Ancona to meet the Organization Produttori Pesce Azzurro, where they discussed about trade of fish products, starting from the European provisions governing the sector, as well as the techniques of processing, smoking and storing the products, up to trainings of locals of the fisheries chain. At the end, the Delegation visited **Slow Fish**, an event dedicated to fish and marine resources, good fishing practices, scientific knowledge, taste education and the protection of biodiversity held in Genoa.

As far as the institutional counterparts are concerned, the delegation had the occasion to meet Federpesca Marche, Legacoop Romagna and Liguria Region representatives.

It was a valid opportunity to interact with the Italian business community in order to gather useful information on the investment projects currently being promoted.



## International partnerships in the fishery sector

As a follow-up to the Fishery Economic Forum organized in Rome by ITPO Italy in May 2017, two commercial partnerships arose between two Italian companies involved in import-export activities and two West African companies based in Senegal and Cote d'Ivoire respectively.

The first partnership regarded Fenagie Peche, a Senegalese company involved in fisheries since 1999. An agreement with an Italian company was signed concerning trade of fresh fish such as dentex, red scorpion fish, groupers and breams among others.

The second partnership involved BPE, a big Ivorian company based in San Pedro. It started in December 2017, and envisages a stable relation concerning trade of fresh fish from Cote d'Ivoire, namely tuna and curls fish, as well as cuttlefish, in a measure of 1 ton each week.

## UNIDO ITPO Italy in Blue Sea Land to foster cooperation in west African fisheries

UNIDO ITPO Italy took part in Blue Sea Land from 28 September to 1 October 2017. The event was organized by the fishery district of Mazara del Vallo with the aim of presenting the regional excellences in the fishery and agro-industry sectors.

UNIDO ITPO Italy intervened in the **Panel "Focus Africa"**, presenting the existing opportunities in 4 West African Countries, in the framework of the technical assistance project. It envisages a training phase in favor of fishery communities and competent authorities, as well as a component aimed at favoring the creation of partnerships with the Italian companies involved in catching, in the cold chain and in fish processing and storage. The final objective is to increase the market access of these emergent economies, through the improvement of the final products' SPS standards.

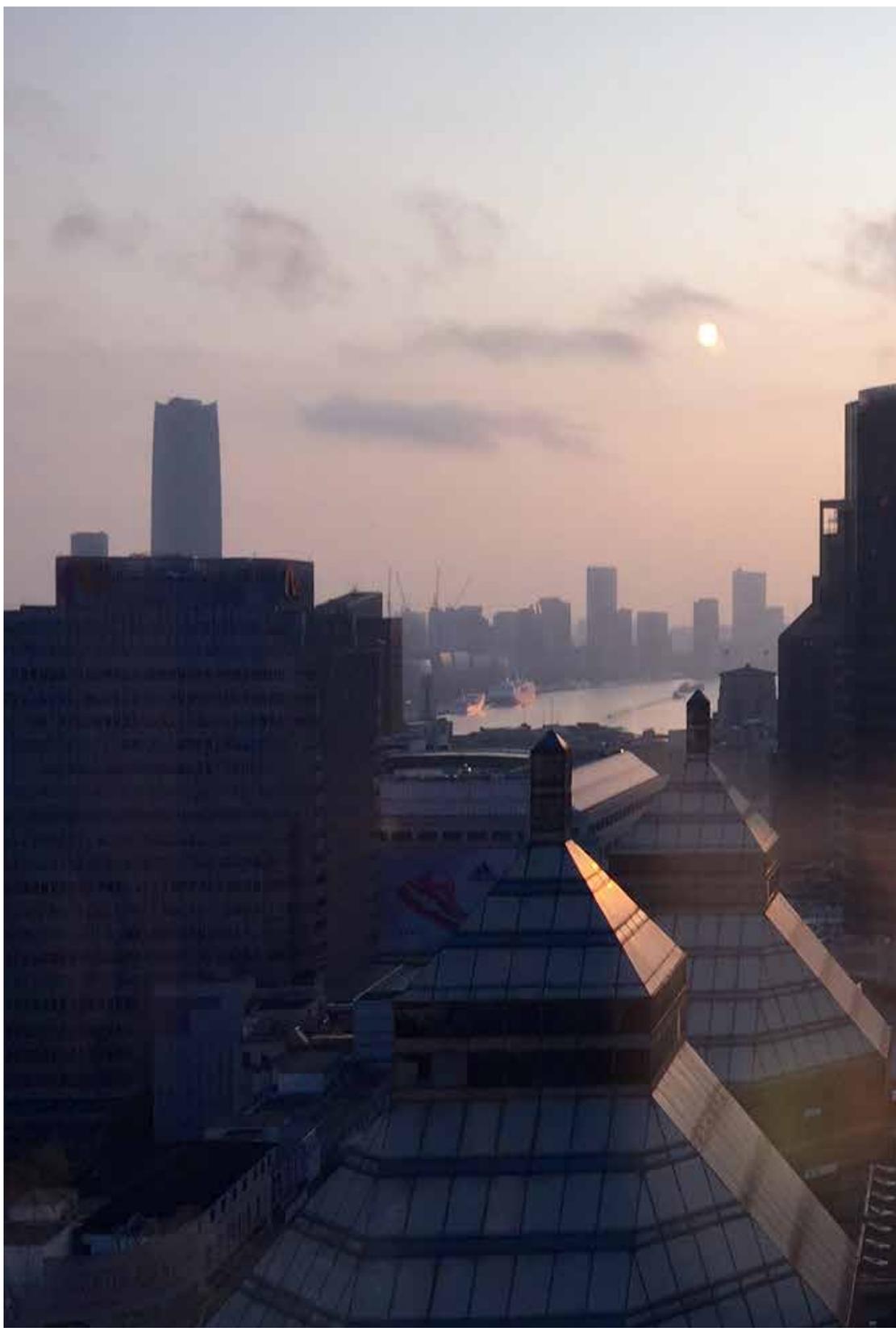


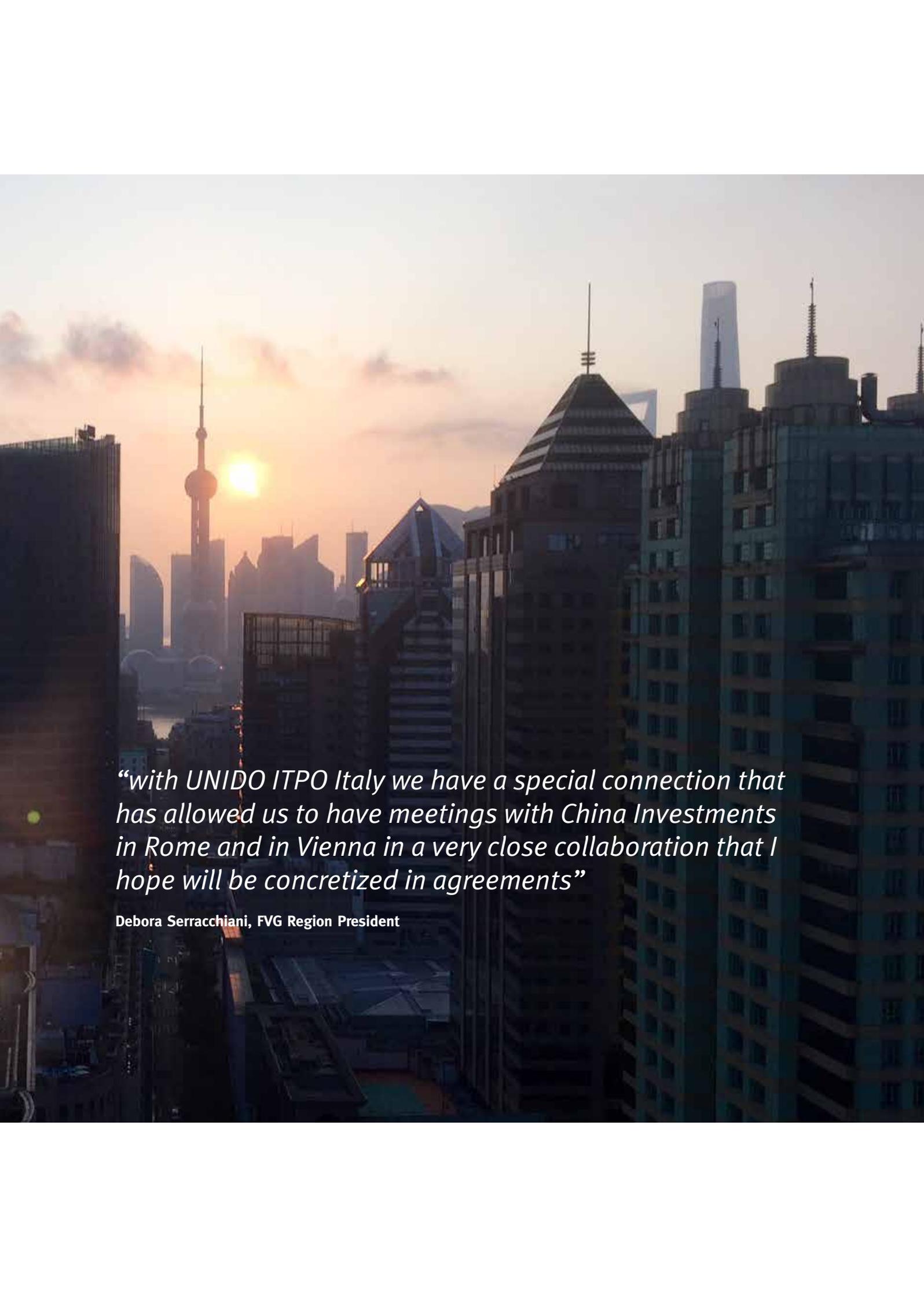
## Enhancing fishery value chain in DCs

Within the context of the attention paid to fishery sector in Developing Countries, on 5 December 2017, UNIDO ITPO Italy took part in the Conference "The Fishery value chain: challenges and innovation", organized by Legacoop Agro-Alimentare in order to discuss about current challenges that cooperatives, SMEs and the large-scale retail trade are facing in this period.

The occasion was also useful to better know about the best practices implemented by some Italian cooperatives involved in fishery activities.

# Asia



A photograph of a city skyline at sunset. The sun is low on the horizon, casting a warm orange glow over the scene. The Oriental Pearl Tower is prominent on the left side of the frame. Other skyscrapers of varying heights and architectural styles are visible against the hazy sky. The foreground shows the silhouettes of buildings and a street with some lights.

*“with UNIDO ITPO Italy we have a special connection that has allowed us to have meetings with China Investments in Rome and in Vienna in a very close collaboration that I hope will be concretized in agreements”*

**Debora Serracchiani, FVG Region President**



## China

*Under the framework of the Joint declaration signed between UNIDO ITPO Italy and Friuli Venezia Giulia, UNIDO ITPO Italy is implementing the project SMEs 4 Business Development China & Cuba, with the objective to promote and facilitate the creation of partnerships among companies and institutions from the FVG Region and the Shanghai Province.*

### Strengthening cooperation between FVG Region and Shanghai

In the framework of the Italy-China Economic Cooperation and Trade Forum that was held in Rome on the 14 of June 2017, a bilateral meeting was organized by UNIDO ITPO Italy between the President of Friuli Venezia Giulia, Ms. Debora Serracchiani, and the **President of Invest Shanghai, Mr. Sun Xinhua**, to discuss potential cooperation initiatives.

During the meeting they discussed common areas of interest where they could make bilateral investments, especially on their respective ports, across the system of regional research and on the higher education provided by Universities. Furthermore, they agreed to sign a Memorandum of Understanding to launch concrete joint projects in some economic sectors of mutual interest, such as: regional port, rail infrastructure system, technological and scientific innovation as well as wood-furniture, design and agro-food sectors.



Mr. Sun Xinhua and Ms. Diana Battaglia

Particularly significant is the prospect of collaboration, indicated by Mr. Sun Xinhua, between the Free Port of Trieste and the “free zone” of the port of Shanghai, strengthened by the recent intentions expressed by Chinese President Xi Jinping to evaluate investments in the Italian ports of Genoa and Trieste as project terminals for the new **Silk Road**.



Italy-China Economic Cooperation and Trade Forum



Presentation Annual Report “China 2017”



Ms. Diana Battaglia, Ms. Debora Serracchiani, Ms. Margherita Barberis, Ms. Lucia Cartini

## Organization of the Presentation about China and the Annual Report “China 2017”

A presentation of China through the Annual Report “China 2017” edited by the Centre of Studies for Enterprises, Italy-China Foundation (CeSIF) was held on 17 July 2017, in Trieste, at the Palace of the Friuli Venezia Giulia Region. In this event scenarios and perspectives for companies”, which includes researches, risk analysis and short to medium-term prospects for the Asian country were debated, as a follow-up to the Italy-China Economic Cooperation and Trade Forum.

The event was organized by UNIDO ITPO Italy, Friuli Venezia Giulia Region and Fondazione Italia Cina. The Head of UNIDO ITPO Italy opened the presentation by recalling the important bilateral meeting between President of Friuli Venezia Giulia, Ms. Debora Serracchiani, and President of Invest Shanghai, Mr. Sun Xinhua. During the presentation, Ms. Debora Serracchiani stressed the crucial importance of pointed out how important is the strategic initiative “**One Belt one Road**”, launched by the Chinese government and the fact that Friuli Venezia Giulia has been the only Region that

participated to this initiative with the Prime Minister, Paolo Gentiloni.

This project has the objective to foster integration between Asia and Europe, through a multibillion dollar investment in maritime and land infrastructure connections that will enable an ever-increasing movement of goods and technologies. For this purpose, Ms. Serracchiani explained that the Port of Trieste and of Genoa, according to the Chinese government are the only strategic terminals for the new Silk Route. This Beijing interest has further grown in the light of the implementation of the free port of Trieste, which opens the doors to new opportunities of investment in the only extra tariff area within Europe.

The presentation of Ms. Pan Yan has been remarkable; she has in fact illustrated the interesting opportunities and the viable options of collaboration between China and Friuli Venezia Giulia.

In this context, UNIDO ITPO Italy in collaboration with Friuli Venezia Giulia Region and Fondazione Italia Cina have promoted the creation of partnerships between SMEs, regional Cluster and companies of the Province of Shanghai, in order to encourage commercial cooperation and investments, thus favoring Friuli Venezia Giulia business fabric.

## Participation at Second Annual Belt and Road Initiative Forum in Vienna

UNIDO ITPO Italy took part at the second annual Belt and Road Initiative Forum, organized at UNIDO HQs in Vienna with a focus on helping cities to develop green economies. The event brought together more than 500 participants coming from 131 cities from 65 countries, as well as representatives of municipal governments, the business sector, development agencies and academia. Also the mayors of Cairo, Lanzhou, Luxor, Kabul, Karachi, Nuremberg, Poznań, and Tirana, as well as the President of Friuli Venezia Giulia Region took part to this event.

The event, organized by UNIDO and the Finance Center for South-South Cooperation (FCSSC), was designed to support the implementation of the Belt and Road Initiative, hailed by the UN General Assembly as a vehicle for economic integration in participating regions for the advancement of the **2030 Agenda for Sustainable Development**.

At this event a “high-level policy dialogue” took place, with the aim to facilitate a constructive dialogue between policy-makers and key development stakeholders like financial institutions, international organizations, business and industry, in order to guide event participants throughout the whole process of sustainable urban-industrial development, by connecting policy to practice.



BRI Forum



Mr. Li Yong and Ms. Debora Serracchiani

During the event, the President of Friuli Venezia Giulia Region, Ms. Debora Serracchiani, specially invited by UNIDO ITPO Italy, also held bilateral meetings with Mr. John WU, Vice Chairman and Director General of the FCSSC and with Mr. Li Yong, Director General of UNIDO. During these bilateral meetings, Ms. Serracchiani confirmed the important relationship that links UNIDO with Friuli Venezia Giulia, permitting to strengthen bilateral cooperation with China and reaffirming the interest of the Region to seize the opportunity offered by the New Silk Road, due to its strategic position in the Mediterranean Area, and in particular for the port city of Trieste, which will likely become one of the Belt and Road terminals.



Bilateral Meeting - Mr. Li Yong and Ms. Debora Serracchiani

## Mission to Shanghai and MOU for cooperation between FVG Region and Shanghai SOFCOM

As a follow-up to the bilateral meetings held in Rome and Trieste, UNIDO ITPO Italy supported a Delegation from Friuli Venezia Giulia during an institutional and entrepreneurial visit to Shanghai, within the framework of the project “SMEs 4 Business Development China & Cuba”. In particular, in accordance with the Joint Declaration signed in May 2015 by Friuli Venezia Giulia Region and our Office, the mission was aimed at enhancing cooperation between FVG region and China, by promoting the transfer of innovative technologies and encouraging the creation of partnerships between SMEs, regional clusters and Chinese companies. More specifically, the two sides expressed a concrete interest in fostering partnerships and developing synergies in the following sectors: port operations, logistic and marine supply chain management, smart city, innovation and research, innovation industry and design, biomedicine and health care.

In order to achieve such ambitious goals, UNIDO ITPO Italy organized the Shanghai-FVG Economic and Trade Cooperation Forum in collaboration with Invest Shanghai, UNIDO ITPO Shanghai and the Consulate General of Italy in Shanghai, and facilitated bilateral meetings between the FVG entities and the Chinese counterparts.

During the Forum it is worth noting the participation of Ms. Zhong Xiaomin, Vice Chairwoman of Shanghai Municipal Commission of Commerce, Ms. Debora Serracchiani, President of FVG and Mr. Stefano Beltrame, Consul General of Italy in Shanghai, as well as nearly 100 governmental and business representatives. At the end of the Forum, Ms. Zhong and Ms. Serracchiani signed a Memorandum of Understanding to further deepen economic and trade relations and explore new cooperation opportunities.



MOU for cooperation between FVG Region and Shanghai SOFCOM

With the aim to facilitate the implementation of this MOU, the Parties agreed on establishing close cooperation with UNIDO ITPO Italy and UNIDO ITPO Shanghai.

After the Forum a networking event was held to find solutions to address current challenges in urban areas. In particular, the two parts underlined the opportunity to share best practices for integrated urban-industrial development, facilitate knowledge transfer and city-level matchmaking, advance capacity-building and encourage dialogue for **city-to-city, city-to-business and business-to-business cooperation**.

In the light of the activities undertaken and achievements obtained, the mission represented a very promising step forward to strengthen bilateral cooperation and ultimately foster sustained economic growth and inclusive and sustainable development.



Mission to Shanghai and MOU for cooperation between FVG Region and Shanghai SOFCOM

## Iran

*UNIDO ITPO Italy is implementing the project “Support to Iran’s SMEs through investment promotion and technology transfer in energy and environment”, in the framework of the cooperation for environmental protection and sustainable development between the Department of Environment of the Islamic Republic of Iran and the Italian Ministry for the Environment, Land and Sea, pursuing the objectives and commitments undertaken at the Cop 21 Climate Change Conference. During 2017 the following activities have been developed:*

### Inception mission to the Islamic Republic of Iran

From 21 to 28 January 2017 UNIDO ITPO Italy has carried out a one-week inception mission to the Islamic Republic of Iran, in order to launch and pave the way for the future implementation of the project in Iran.

The objective of the mission was to start the inception phase of the project, that aims to support Iranian government in upgrading and strengthening the competitiveness of the industrial SMEs in Iran by identifying and promoting sustainable investment and technology transfer opportunities in selected energy and environment sectors, supporting sustainable development, local job creation and fostering international partnerships in alignment with ISID – Inclusive and Sustainable Industrial Development and SDGs 9 & 13 on inclusive and innovative industrial development and climate action.

UNIDO ITPO Italy, with the support of the UNIDO Regional Office in Teheran, carried out a series of meetings with relevant institutions, associations, research centers and representatives of the private sector operating in the areas of interest of the project in Tehran and Isfahan in order to gather first-hand information from involved local stakeholders and disseminate information on the project’s objective and activities. Among the numerous local counterparts met by UNIDO ITPO Italy staff, it’s worth mentioning the meetings with the Ministry for Industry and Trade; the Department of Environment; the Iran Energy Efficiency Organization (SABA); the Organization for Investment, Economic and Technical Assistance of Iran (OIETAI); the Center for Innovation and Technology Cooperation (CITC); the Innovation and Prosperity Fund; the Institute for Trade,

<p><b>7</b> AFFORDABLE AND CLEAN ENERGY</p> 	<p><b>9</b> INDUSTRY, INNOVATION AND INFRASTRUCTURE</p> 	<p>Demonstrate technical viability of innovative technologies on sustainable energy and climate change adaption in line with SDG7 - SDG9</p>
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Meeting with Isfahan Chamber of Commerce

Studies and Research (ITSR); the Iran International Chamber of Commerce (ICC); the Iran Italy Chamber of Commerce and the Chamber of Commerce of Isfahan, among others. The mission provided the UNIDO ITPO Italy staff with the opportunity to interact and strengthen working relations with around **50 representatives of relevant local institutions and companies** and define the road map for the project implementation. All the stakeholders met during the mission expressed their interest and strong will to cooperate with UNIDO ITPO Italy, paving the way for a fruitful collaboration within the project’s planned activities.



Iran-Italy Chamber of Commerce

## UNIDO ITPO Italy to the Conference “Which opportunities for Italian companies in Iran?”

On 14 March 2017 UNIDO ITPO Italy participated to the country presentation entitled “IRAN: which opportunities for Italian companies?” organized by **Banca Popolare di Sondrio** in its Headquarters in Sondrio. The conference, attended by nearly **60 representatives** from companies and institutions, was also broadcasted using video conference, in a multitude of branch offices of the bank in northern and center Italy, for a total of more than 300 companies registered for the event.

The conference focused on the presentation of the numerous opportunities of investment in the Islamic Republic of Iran, especially since the recent removal of the economic sanctions. Among the main speakers, we can underline the interventions of Mr. Mario Erba, Deputy Director General of Banca Popolare di Sondrio; Mr. Fabrizio Sala, Deputy President of the Lombardy region; Mr. Amid Masoud Miri, Consul General of the Islamic Republic of Iran in Milan; Mr. Pierluigi D’Agata, Secretary General of the Italian-Iranian Chamber of Commerce and Industry; and Mr. Andrea Goldstein, Managing Director of Nomisma-Osservatorio Iran.

In this context, UNIDO ITPO Italy presented the project “Support to Iran’s SMEs through investment promotion and technology transfer in energy and environment”, to be implemented by UNIDO ITPO Italy and funded by the Italian Ministry for the Environment, Land and Sea in agreement with the Iranian Department of Environment.

## Workshop on innovative energy management technology supporting Iranian SMEs operating in the cement sector

On 14 August 2017, UNIDO ITPO Italy organized in Tehran a dedicated workshop on the waste heat recovery technology, in collaboration with SATBA, the Renewable Energy and Energy Efficiency Organization affiliated to the Iranian Ministry of Energy.

The workshop was focused on the technology of the Organic Rankine Cycle (ORC) and its application in the cement sector, with the aim to disseminate knowledge among local SMEs and local institutions, and contribute in strengthening local partners capacities. The seminar was mainly addressed to managers and representatives of local companies operating in the cement sector and it was attended also by institutional representatives of the Iranian Ministry of Industry, the Iranian Department of Environment. In total 60 representatives of local companies and institutions attended the workshop.

The seminar has been characterized by the interventions of Dr. Mohammadnezhad, Dr. Bahamanabadi and Dr. ZARBAKHSH from SATBA, Mr. Ghafari from the Cement Association, and Mr. Afshar from MEEMCO who presented the technology developed by leading Italian companies such as Turboden and Bedeschi. Other relevant interventions were made by Mr. Ahmadgoli, Project manager of Shasta, Mr. Niknezhad, Manager of Financial Investment from the Bank Mellat, and Mr. Talaghat, Project manager of the Fars Nov Cement Plant.



Ms. Mahnaz Sayahi, UNIDO ITPO Italy



Workshop on innovative energy management technology supporting Iranian SMEs operating in the cement sector

## Participation of an institutional and a business delegation to Ecomondo

From 7 to 10 November 2017, UNIDO ITPO Italy participated with an Iranian delegation to the Ecomondo Exhibition in Rimini, the leading international trade fair on green and circular economy in the Mediterranean area, dedicated to environment, material recovery, renewable energy and sustainable industrial development. The Iranian delegation of 16 people was composed by 6 distinguished institutional representatives and 10 managers from 9 local companies, operating in multiple sectors of activity, mainly interested in the purchase of technology and the creation of partnerships in the renewable energy, water treatment and waste recovery sectors.



Ecomondo 2017

UNIDO ITPO Italy supported the Iranian companies in a series of BtoB meetings previously arranged with Italian exhibitors and technology providers attending the fair. Each Iranian enterprise carried out an average of 8 to 10 dedicated meetings with Italian technology providers, with a total of more than 70 meetings carried out. In addition, on 8 November 2017, all the Iran delegation participated in a study tour, visiting the plant of the Italian company Soltigua, operating in the solar energy sector.



Ecomondo 2017 - BtoB meeting

ECOMONDO  
IRAN



16 representatives



70 BtoB organized

## Presentation of portfolio of opportunities of investment and technology transfer in energy and environment



Presentation of portfolio of opportunities of investment and technology transfer in energy and environment

On 8 November 2017, UNIDO ITPO Italy organized a **dedicated conference** within the Ecomondo trade fair in Rimini, to present the opportunities of investment and technology transfer in energy and environment scouted within the project implemented by UNIDO ITPO Italy in Iran. This event represented the opportunity to illustrate the opportunities of investment and technology transfer in energy and environment scouted within the project implemented by UNIDO ITPO Italy and to disseminate detailed information on specific procedures, concrete experiences and suggestions for Italian technology providers and stakeholders potentially interested in investing in the country on the energy and environment sectors.

Among the keynote speakers attending the event, we underline the remarks of the following Iranian institutional representatives: Dr. Madani, Deputy Head of Iran's Department of Environment; Dr. Taheri, Advisor to Energy Minister in Environment Affairs and Director General of Environment, Safety, Health and Social Affairs in Ministry of Energy; Dr. Zarbakhsh, Manager of Training and Awareness at the Renewable Energy and Energy Efficiency organization (SATBA); Dr. Moghimi, Deputy of Planning at the Iran Small Industries & Industrial parks Organization (ISIPO); and Dr. Fazel, President of the ECO Institute for Environmental Science and Technology (ECO-IEST). This event was attended by 40 representatives from institutions and companies.

## Delegate Programme

From 12 to 24 November 2017, UNIDO ITPO Italy hosted in its premises Mr. Amir Doudabi Nezhad, officer of the Renewable Energy and Energy Efficiency Organization (SATBA), affiliated to the Iranian Ministry of Energy.

The organization SATBA, based in Tehran, was created by the merging of the Renewable Energy Organization of Iran (SUNA) and the Energy Efficiency Organization of Iran (SABA). The mission of the organization is to promote efficiency and develop clean and renewable energies by setting the right infrastructure in the country, increasing the efficiency and reducing the loss of transmission, distribution and consumption. Furthermore, SATBA has the mandate to set the incentive policies and support the private sector by paving the way for the development of renewable energies at the industrial level. In this context, during his stay in Italy, Mr. Doudabi promoted some concrete industrial investment opportunities scouted by his organization in the project's target sectors, namely energy and environment. In addition, he has been introduced to UNIDO's activities and methodologies in the framework of the support to public institutions which characterizes UNIDO ITPO Italy's mandate and the Delegate Programme.

UNIDO ITPO Italy provided the operational support by organizing an agenda of dedicated meetings between the Iranian delegate and potential counterparts, such as institutional stakeholders in line with SATBA's mission and Italian companies interested to invest in the country or willing to receive further information on the legal and regulatory framework for renewable energy and energy efficiency in Iran, implemented by Mr. Doudabi's organization. In particular, UNIDO ITPO Italy organized a series of sectorial encounters with companies in Rome and Milan, like those with Greenvest, Solar Ventures and the group CSM Rina Consulting; as well as some meetings with specialized agencies such as Elettricità Futura, the Italian association of companies operating in the energy sector in Italy and the Italian National Agency for New Technologies, Energy and Sustainable Economic Development (ENEA).

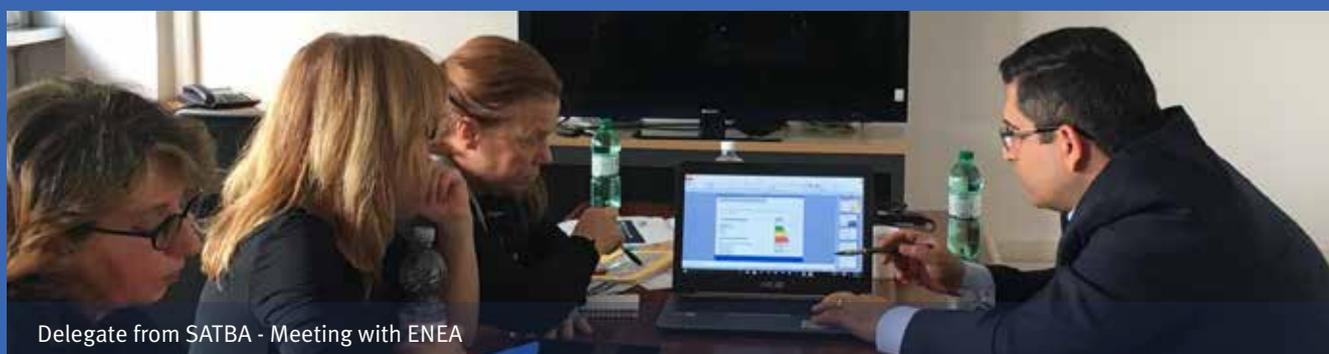
Through the multiple connections established during his stay in Italy, thanks to the participation in the Delegate Programme, Mr. Doudabi could act as a focal point for the numerous stakeholders met and support their effort to invest in Iran with the objective of establishing sustainable partnerships with relevant institutions and local SMEs.



Delegate from SATBA - Meeting with Solar Ventures



Delegate from SATBA - Meeting with Elettricità Futura



Delegate from SATBA - Meeting with ENEA

## Round table on Investment opportunities on Renewable Energy and Energy Efficiency

On 23 November 2017, UNIDO ITPO Italy organized in its premises a Round table to disseminate information on investment opportunities in the energy and environment sector scouted in Iran. The country presentation was attended by 15 representatives of companies and Italian institutions interested in investing on the country or exploring possible synergies with local stakeholders in the sectors of interest. Among the participants we can cite the distinguished representatives of relevant agencies such as the Italian Trade Agency (ICE), the Italian National Agency for New Technologies, Energy and Sustainable Economic Development (ENEA) and the Italian association of companies operating in the energy and electricity sector (Elettricità Futura).

This event represented an additional opportunity for the Iranian delegate hosted by UNIDO ITPO Italy, Mr. Doudabi Nezhad from the Renewable Energy and Energy Efficiency Organization (SATBA), to disseminate information on the mandate and activities of SATBA as well as on the portfolio of investment opportunities in the energy and environment sector selected by his organization that have been promoted among Italian technology providers. Furthermore, Mr. Doudabi managed in particular to disseminate detailed information on the regulatory and legal framework currently in force in Iran in the renewable energy and energy efficiency sector. Indeed, the organization SATBA is directly in charge for setting the regulatory framework and the incentives policies designed to facilitate the development of clean and renewable energy in the country.



## Myanmar

*UNIDO ITPO Italy, in synergy with the Italian Ministry for Economic Development and on the basis of its previous successful experience concerning this Country, is implementing a project aimed at supporting Myanmar SMEs in the agro-industry and mining sector, through investment promotion activities and technology transfer, with the aim of supporting sustainable development, local job creation and fostering international partnerships.*

### Promoting investment opportunities



Country Presentation Myanmar

On the basis of the great potential existing in Myanmar, UNIDO ITPO Italy and the Italian Ministry of Foreign Affairs, in collaboration with the Ministry of Economic Development and ICE agency, organized on 2 February 2017 in Rome the Myanmar Country Presentation, focused on the huge investment opportunities that the country offers in different economic sectors. The event has sparked great interest in more than **200 Italian companies** that attended the event. Several business opportunities were presented, especially in relation to three specific sectors: infrastructure, energy, machinery (agro-industry, food processing, textiles), taking also in consideration the instruments to support these investments. In the afternoon the BtoB session was held, giving the opportunity to the Italian companies to establish direct contacts with the 24 Myanmar companies that attended the event. More than 200 BtoB meetings were held in order to discuss synergies and potential investments.

## Exploring partnership opportunities in the gems sector in Myanmar

UNIDO ITPO Italy organized between 3 and 6 July 2017, a study tour on the gems sector, aimed at discussing **potential joint synergies** between Myanmar companies and Italian ones. Four companies involved in gems mining and processing took part in the study tour, all belonging to the MGJEA (Myanmar Gems and Jewelry Entrepreneurs Association).



Visit to Robert Coin Group

They had the opportunity to meet Roberto Coin SPA, one of the leading Italian companies in Jewelry sector, as well as Fiera Vicenza, that offered the possibility to take part in Vicenza Oro exhibition, with the purpose of organizing a Myanmar pavilion.

Finally, the delegation met Assogemme, the National Association of Gems sector, which is part of Confindustria system. The Association is interested in rough gems, and can contribute to the development of Myanmar in terms of technology.



Company Visit in collaboration with Assogemme

## Assogemme and MGJEA signed a MoU to pave the way for further joint synergies

UNIDO ITPO Italy supported a mission on the gems sector in Myanmar, assisting Assogemme, the Italian association on gems belonging to Confindustria. The mission, which is part of the Myanmar project, funded by the Italian Ministry of Economic Development, has been organized between 15 and 21 November 2017 – as a follow-up to a similar study tour held in Italy, which counted on the participation of MGJEA representatives in different meetings in Vicenza and Rimini.



MoU between Assogemme and MGJEA



Study Tour

The mission aimed at discussing potential joint synergies in the sector, starting from training, to certification and laboratories, as well as an ethic protocol that could certificate the entire gems supply chain of Myanmar.

The delegation had the opportunity to meet MGJEA sections of Yangon, Mandalay and Mogok and also to visit Mogok mining sites. The mission reached a relevant output with a MoU between MGJEA and Assogemme, oriented to include knowledge and technological exchanges as well as the promotion and visibility of joint activities.

UNIDO ITPO Italy will support further activities linked to this agreement, such as the incoming of Myanmar delegations to exhibition in Italy or next missions in the Country to study an ethic protocol that concerns gems sector.

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## Pakistan

*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, professional tour and participation in trade fair in order to support Pakistani Institutions and the private sector:*

### Workshop on Institutionalizing Credit Guarantee in Pakistan

A workshop on Institutionalizing Credit Guarantee in Pakistan was organized in Lahore on the 12 January 2017 with the aim to deliberate on the establishment of a Credit Guarantee Fund Company based on a feasibility study conducted in the country. The objective of the workshop was to create awareness about the proposed recommendations of the study and get feedback that will enable **SMEDA** to recommend and advocate to the Government of Pakistan for the establishment of a Credit Guarantee Fund for SMEs, in the forthcoming Federal Budget 2017/18.

More than 40 representatives of financial institutions, Chambers of Commerce and other stakeholders attended the workshop and further aspects of the feasibility study were highlighted for discussion. Indeed, as stated in the study the fund may be launched by establishing an independent Investment Finance Company (IFS). It was emphasized that there is a strong demand for such a company given the vital importance of financial intermediation to enhance access to finance. This type of fund can be a key policy tool to address the financing gap as SMEs are limited in their capacity to access finance due to lack of collateral, no credit history and lack of expertise required to produce financial statements.



Workshop on Institutionalizing Credit Guarantee

### Supporting Pakistani Women Fashion Designers

A delegation of Pakistani Women Fashion Designers from the **Lahore Chamber of Commerce and Industry (LCCI)** participated in a professional tour in Italy from 30 January to 2 February 2017 to understand Italian fashion trends and the European market. The professional tour was organized by UNIDO ITPO Italy in collaboration with CNA/Federmoda and gave them a chance to witness the creativity and the management of the fashion industry in Italy.

During their mission the delegation attended the Alta Roma International fashion show and participated in a training course on fashion trends at CNA Federmoda. The delegation held a working session with a famous fashion designer to learn how to develop a collection from the sketches /ideas to the selection of fabric. In Florence, they visited a famous Fashion Design School, where they learned about the Tuscany Fashion System and then, they visited the luxury concept store, Luisa Via Roma, in order to understand the fashion trends, colors with respect to different seasons and comprehend the importance of developing a website. Consequently, in Milan, the Pakistani women designers attended an introductory course at “SAE Comunicazione Integrata” about communication and marketing in the fashion sector and they visited also the leading fashion magazine Vogue. At the end, they met *Camera Nazionale della Moda Italiana* (The National Chamber for Italian Fashion), which represents all the highest cultural values of Italian Fashion world.



### Reinforcing cooperation with LCCI Pakistan and agreement between LCCI and CNA

A multisector delegation from Lahore Chamber & Commerce & Industry (LCCI) visited UNIDO ITPO Italy to explore avenues of cooperation between LCCI and UNIDO ITPO Italy in the areas of investment promotion and technology transfer. During the meeting our Office illustrated the ITPO's activities with a particular focus to the initiatives

implemented in Pakistan. The members of the delegation, led by Mr. Khadim Hussain, Member Executive Committee of LCCI, expressed their desire to further intensify business contacts with Italy in the food processing, dimension stone and energy sector. During the visit to Italy, the Delegation also met other Italian stakeholders, such as Italian Trade Agency, Confcommercio, Lazio Innova and held BtoB meetings with Italian entrepreneurs.

Thanks to UNIDO ITPO Italy facilitation, a MoU on mutual cooperation was signed by LCCI and CNA (Italian National Association of SMEs and Artisans). The MoU was signed by Mr. Gorgio Aguzzi, Vice President of CNA and Mr. Khadim Hussain, on behalf of LCCI, in the presence of the Ambassador of Pakistan and UNIDO ITPO Italy.

### Supporting Pakistani women fashion designers at “the ONE Milano”

As follow up of the professional tour in Italy, UNIDO ITPO Italy, jointly with the Embassy of Pakistan in Rome, supported a Delegation of 7 Pakistani Women Fashion Designers to participate and exhibit at “The One Milano”. The event took place in the context of the Milan Fashion Week, from 22 to 25 September 2017, at FieraMilanocity, in Milan, and gave them the possibility to realize important commercial relations with international partners.

During this exhibition, which actually represents a unique opportunity for buyers and companies to meet up and create solid and tailor-made business relations, the Pakistani women fashion designers had the possibility to show their products to international companies and possible buyers.

This event gave more visibility to their products and it was an occasion to create working relations with buying houses and



Ms. Aasia Saail Khan, founder and designer of Designer Collection at The One Milano

retailers, as well as collaborations with third parties to share knowledge and know-how, thus improving the quality of their products.

### Increasing skills of the Pakistani women fashion designers

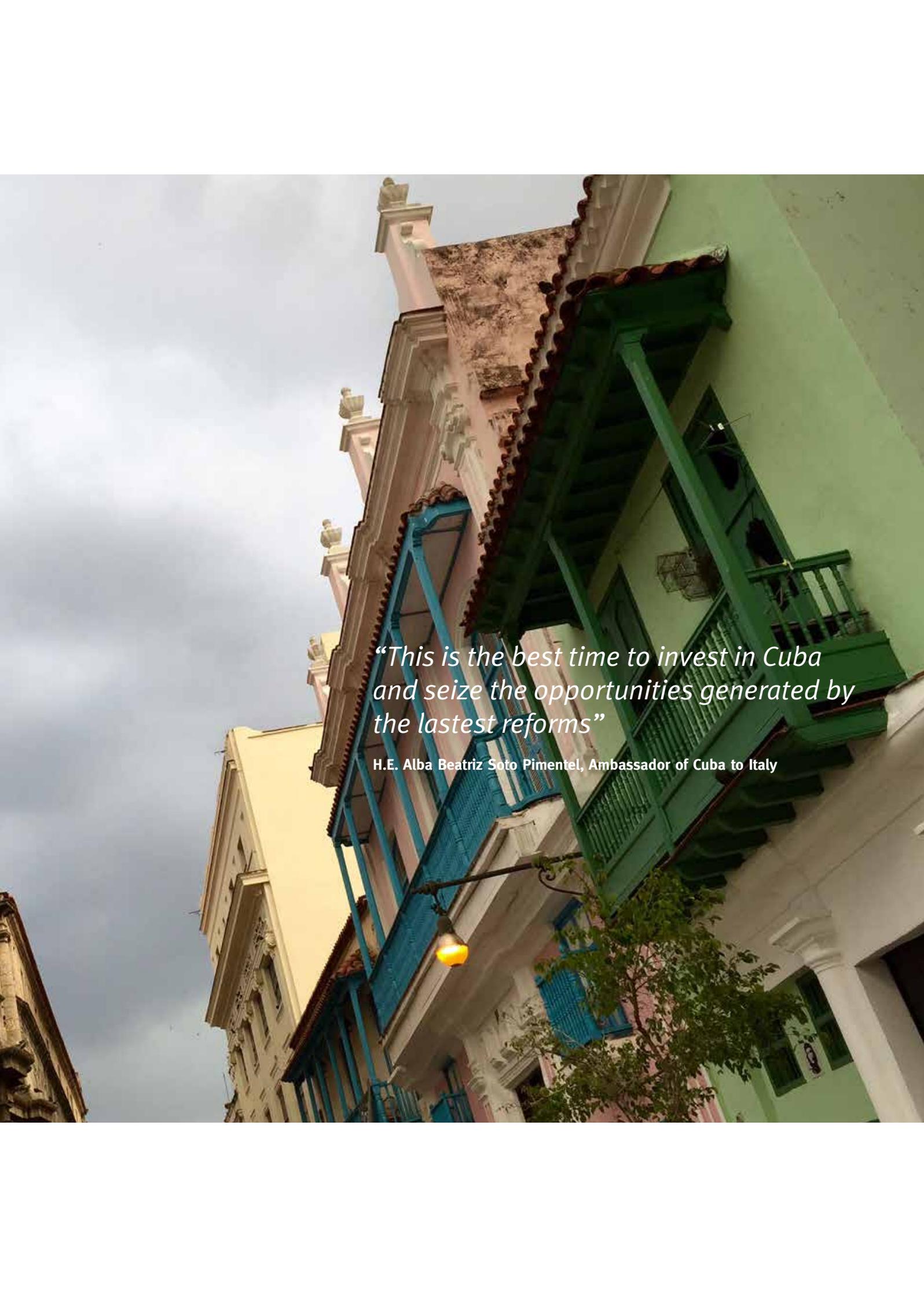
As a follow-up to their participation at “The One Milano”, the Italian fashion designer, Ms. Francesca Liberatore visited Lahore to do an assessment of the Pakistani Fashion sector and advised them on how to develop a collection for a fashion show from the sketches/ideas to the selection of fabric to ensure that the fabric works with the garment and how to present them during a show. Indeed they agreed to work with a selected number of women designers from Pakistan to do some embroidery for her forthcoming fashion show to be held in the Milan Fashion Week in February 2018.



Pakistani Women Fashion Designers at The One Milano

# Latin America





*“This is the best time to invest in Cuba  
and seize the opportunities generated by  
the latest reforms”*

H.E. Alba Beatriz Soto Pimentel, Ambassador of Cuba to Italy

## Cuba

*Under the framework of the Joint declaration signed between UNIDO ITPO Italy and Friuli Venezia Giulia, UNIDO ITPO Italy is implementing the project SMEs 4 Business Development China & Cuba, with the objective to strengthen bilateral cooperation and foster the transfer of innovative processes, technologies and know-how among companies and institutions from the FVG Region and Cuba.*

### Strengthening cooperation between FVG Region and Cuba

A round table “Focus Cuba” was held on April 26, 2017, in Trieste. Before the event, a bilateral meeting was held between the President of FVG Region, Ms. Debora Serracchiani and the Ambassador of the Republic of Cuba in Italy, H.E. Alba Beatriz Soto Pimentel, in the presence of the Head of UNIDO ITPO Italy, Ms. Diana Battaggia. Both parties agreed that there are all the conditions to strengthen the relationship between FVG Region and Cuba. In fact, Friuli Venezia Giulia is historically related to the country for the widespread presence of the emigrant network and the international attitude of the port of Trieste. These relations - as agreed by the President and the Ambassador – should be appropriately structured and organized.

The Round Table, organized by UNIDO ITPO Italy in collaboration with the Friuli Venezia Giulia Region and the Embassy of Cuba in Italy, was held at the headquarters of the Chamber of Commerce of Venezia Giulia, and chaired by the President of the Chamber, Antonio Paoletti. The President manifested the willingness to organize further studies in order to provide the companies with more information on Investment opportunities, created by the new regulations which came into force in Cuba, and on the governmental guidelines to ensure stability for the country.

The Chairman of the Port System Authority of the Eastern Adriatic Sea, Zeno D’Agostino, recalled the importance of innovation, a fundamental element, because the competitiveness of a port is characterized not only by its ability to be a pivotal point for the maritime traffics but also for the sectorial expertise and the **know-how** that can be shared with the Cuban Port of Mariel. Additional sectors have also been mentioned: buildings, food and wine products, furnishing - design, innovation, research and development.

At the end, the Cuban Ambassador invited the participants to take part to the Havana Fair, which takes place in the first week of November and represents a good opportunity to explore the investment opportunities in the Caribbean island.



Visit to the Port of Trieste



Strengthening cooperation between FVG Region and Cuba

## Mission to La Havana to foster cooperation between FVG Region and Cuba

UNIDO ITPO Italy organized and coordinated an institutional and entrepreneurial mission of a delegation from Friuli Venezia Giulia Region (FVG) to Cuba. During the mission, UNIDO ITPO Italy in coordination with the UNIDO Desk in La Habana organized the FVG- Cuba Business Forum and several bilateral meetings to discuss cooperation opportunities in the following sectors: maritime-cruise; biomedical and research; wood-furnishing and restoration.



FVG- Cuba Business Forum

The Delegation firstly met the Italian Ambassador at La Habana to illustrate the scope of the mission and to receive advice on the current investment and business situation in Cuba. Moreover, during FVG Region-Cuban Business Forum, organized in cooperation with the Cuban Chamber of Commerce and **MINCEX** (*Ministerio de Comercio Exterior y la Inversión Extranjera*), the Italian representatives outlined the potential of FVG Region as a reliable partner to establish mutually beneficial cooperation in the aforementioned sectors. Furthermore, our Office arranged high-level meetings between FVG Delegation led by the Regional Minister for Culture, Sport and Solidarity, Mr. Gianni Torrenti, and Cuban counterparts such as the Cuban Ministry of Culture, the Ministry of Sport, the National Institute of Cuba for Sport, Physical Education and Recreation (INDER), the international director of the National Assembly of the People's Power, the Oficina del Historiador and MINCEX.

As a result, both sides had the opportunity to reap the benefits from a first-hand approach aimed at enhancing mutual understanding of respective needs and expectations.

In this respect, this mission represented an important achievement to strengthen bilateral relations and a very promising step forward further fruitful cooperation.

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## Conference “Towards the Summit CELAC- EU in El Salvador: The Reflection of the Women of EU and Latin America”

On 18 May 2017, UNIDO ITPO Italy participated in the Conference “Towards the Summit CELAC- EU in El Salvador: The Reflection of the Women of EU and Latin America” held in the premises of the Italian-Latin American Institute (IILA).

The objective of the presentation was to illustrate the activities of UNIDO ITPO Italy and to share the actions of UNIDO in Gender and Women Empowerment to the group of Parliamentarians from Bolivia, Peru, Honduras and Uruguay who visited Italy from 18-22 May 2017.

UNIDO ITPO Italy presented the Gender Equality and Empowerment of Women Strategy 2016-2019 as well as the different projects of women empowerment of UNIDO in the field of creative industries in Pakistan, cosmetic and gold in Mali, Textile Sector in Peru, Energy in the ECOWAS region and the regional project on Women Empowerment for the Mediterranean and North Africa.

Parliamentarians from Latin America were very interested and underlined the importance of empowering women in economic activities.



Towards the Summit CELAC- EU in El Salvador: The Reflection of the Women of EU and Latin America

# MENA Countries



*“Thanks to UNIDO, Palestinian Women were introduced to a wider range of network at a regional and global level. Experience sharing between 7 countries, at organization and members level, added value to both BWF and its members. Furthermore, the well-organized business missions to Europe introduced our members to new technologies, new ideas and new resources of materials.”*

Mrs. Doa Wadi, Executive Director Business Women Forum-Palestine BWF



## Bahrain

### Country Presentation “Bahrain: gateway to the Gulf”



Country Presentation Bahrain

UNIDO ITPO Italy participated in the Country Presentation “Bahrain: gateway to the Gulf” at the Confindustria premises in Rome on 13 October 2017.

The meeting was attended by High-Level guests such as the Minister of Industry and Trade of Bahrain H.E. Zayed Zayani, Chief Executive of government agency dedicated to foreign investment (Bahrain Economic Development Board – EDB), Dr. Khaled al Rumaihi and Representatives of Sovereign Fund Bahraini Mumtalakat, with some Bahraini companies interested in meeting Italian firms already operating or wishing to operate in the Country.

The event was an opportunity to promote the “**World Entrepreneurs Investment Forum 2017**” which took place from 31 October to 2 November 2017 in Manama, Bahrain allowing stakeholders to network and evaluate the opportunities offered in many sectors of the local economy.

### Participation at the WEIF

From 30 October to 3 November, UNIDO ITPO Italy supported an Italian delegation from **Basilicata Region**, led by the President, Mr. Marcello Pittella, during an institutional and entrepreneurial visit to Manama and the participation at the World Entrepreneurs Investment Forum 2017. On such an occasion, several meetings were organized with Bahraini top-level institutional authorities and entrepreneurs from Bahrain, Pakistan and Sub Saharan African Countries. In particular, our Office assisted the Basilicata Region delegation during the bilateral meetings with, for instance, HH Shaikh Faisal bin Rashid bin Isa Al-Khalifa and Mr. Zhao Yongli, Secretary General of MCSRCA (Maritime-Continental Silk Road Cities Alliance).



Basilicata Region delegation and UNIDO DDG at the WEIF

During the first meeting prospects of strengthening joint cooperation and exchanging expertise and human resources in sports, tourism were discussed and ultimately, Basilicata Region and MCSRCA signed a Membership Agreement enabling the Region to be part of this strategic Alliance.

Furthermore, UNIDO ITPO Italy attended the signing ceremony of the Memorandum of Understanding between UNIDO and EXPO Dubai 2020 with the aim to achieve common objectives, including the promotion of investment and entrepreneurship for development to achieve the Sustainable Development Goals (SDGs).

As a result of the mentioned activities, UNIDO ITPO Italy pursued one of its long-standing core missions: acting as an honest broker to promote entrepreneurship and innovation in all economic and social dimensions, as key strategies to achieve the SDGs. In this respect, the Forum’s legacy seems to be perfectly in line with UNIDO’s core philosophy. In fact, our Office fully embraces the belief that decisive support for entrepreneurship and innovation can play a key role in guaranteeing job creation, sustained economic growth, sustainable development and social inclusion.



Signing ceremony of the MoU between UNIDO and EXPO Dubai 2020

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## Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia

*During 2017, UNIDO ITPO Italy continued to support the activities in the MENA Region in line with UNIDO Project: “Promoting women’s empowerment for inclusive and sustainable Development in the MENA Region” managed by UNIDO AGR/RJH.*

### Supporting the organization of the IV Regional Steering Committee Meeting (IV RSCM)

The Regional Steering Committee Meeting (RSCM) was established to advise on the overall implementation of the project’s activities to ensure its alignment with the priorities of the counterparts (**MENA National Women’s Business Associations in particular**) and with the strategy of the Donor. The main objectives of the fourth RSCM consisted in: launching the project’s second phase; looking back on the first phase’s project results and lessons learned; presenting the scope of the project’s independent evaluation that is being carried out; and in the presentation and agreement of the work plan.

The RSCM was held on 3 April 2017 in Rome and it was composed by 7 Ministers of Industry from the related MENA countries (Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia), the Italian Government, representatives of the 7 Women Business Associations and UNIDO.



H.E. Hussein El Hage Hassan, Minister of Industry, Lebanon

### Organization of a Round Table on access to finance for women entrepreneurs



Round Table on access to finance for women entrepreneurs in the MENA Region

Collaboration was given to the organization of the Round Table on access to finance for women entrepreneurs in the MENA Region. Leaders of women’s business associations in the Middle East and North Africa (MENA) among others discussed access to finance for women entrepreneurs. The event was organized by our Office, jointly with the Directorate General for Development Cooperation of the Italian Ministry of Foreign Affairs (DGCS), the Italian Agency of Cooperation for Development (AICS); Union for the Mediterranean (UfM) and the Entrepreneurs Association and Women Business Leaders (AIDDA) in Rome.

The round table also involved the launch of the UNIDO Technical Paper “A study on Women Entrepreneurship Development in Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia.” Based on an extensive survey of over 1,200 women entrepreneurs in the region, the research was part of the UNIDO project “Promoting women empowerment for Inclusive and Sustainable Industrial Development in the MENA region,” funded by the Italian Ministry of Foreign Affairs and International Cooperation (MAECI), executed by UNIDO and labeled by the Union for the Mediterranean (UfM).



Ms. Carcò speech at the Round Table on access to finance for women entrepreneurs in the MENA Region

## Training Course on Financial Analysis and Investment Promotion in Egypt

In the framework of the UNIDO project “Promoting women empowerment for Inclusive and Sustainable Industrial Development in the MENA region”, UNIDO ITPO Italy, conducted a Training Course on Financial Analysis of Investment Project Scenarios with Application of COMFAR Lite with the support of external experts.

The training course was held in Cairo, Egypt from 30 April to 4 May 2017 for officers of the IDA (Investment Development Authority). During the course, UNIDO ITPO Italy addressed 3 modules training concerning: UNIDO systematic approach for the identification and formulation of investment opportunities (IIPP); UNIDO Methodology of Investment Promotion and raising awareness of investment opportunities; and Networking through UNIDO and how to organize an investment and technology forums including BtoB interactions.

Around 20 officers from the IDA participated at the training. During the course, trainees had the opportunity to interact in order to get a clear understanding about UNIDO’s methodology for investment promotion. Particular attention was given to the of organizing a potential investment forum in Egypt.

## Co-organization of the Women Entrepreneurship & Investment Programme at MEDAWEEK 2017

The 11<sup>th</sup> edition of the MedaWeek, the Mediterranean Week of Economic Leaders economic leaders conference “Strength in Diversity: Our Economic Power” was held in Barcelona from 22 to 24 November 2017 and brought together over 400 leaders in economics, politics, business and multilateral institutions from Europe, the Middle East, and Africa.

In this edition, UNIDO ITPO Italy has been working during 5 months, jointly with UNIDO HQs, Union for Mediterranean (UfM), and the Association of the Mediterranean Chambers of Commerce and Industry (ASCAME) organized a Women Entrepreneurship & Investment Programme (WEIP), a special program to promote and facilitate the dialogue between women entrepreneurs from both sides of the Mediterranean basin, through dedicated forums, BtoB meetings and study tours.

“There is thus a real momentum for an issue that is at the very core of UNIDO mandate: to forge a gender-equal world where both women and men benefit from working in the industrial sectors”

Diana Battaglia,  
Head of UNIDO ITPO Italy



Ms. Diana Battaglia speech in the Mediterranean Week of Economic Leaders

The Business Meetings helped to develop new connections between business-women facing challenges and it also represented an opportunity to encounter female entrepreneurs acting as driving force and representing models of inspiration. Around **50 women entrepreneurs from Algeria, Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia** participated in the business meetings.



MEDAWEEK - BtoB meeting



WEIP Buyers' Workshop

The Buyers' Workshop was dedicated to women entrepreneurs in the Mediterranean and shed light on the challenges they face in terms of access to markets and on how to identify and seize market opportunities.

Concretely, this session gave women entrepreneurs from the MENA region and Europe, the opportunity to share their experiences/success stories and learn from each other. The session also featured European buyers providing insights on how to identify and seize market opportunities in Europe.

The WEIP Programme was supplemented by Technical tours in Barcelona, organized for the MENA Business Women Associations representatives and MENA women entrepreneurs. The following study tours were offered by:

- Agro-food sector: visit to EcoVeritas SL
- TC sector: visit to 22@Barcelona Innovation district and Pasiona Consulting SL
- Textile sector: visit to Bershka Hqs (Inditex Group)

The aim of the study tours was to strengthen the exchange of experiences and the identification of best practices while bringing direct support to women entrepreneurs and reinforcing the networking with European counterparts.



ASCAME Award to UNIDO



MEDAWEEK 2017



Study Tour on textile sector

# Global Forum and International Meetings

## Participation at the Global Manufacturing and Industrialization Summit



Ms. Diana Battaglia and Mr. Li Yong

The Global Manufacturing and Industrialization Summit (GMIS) held in Abu Dhabi's Paris-Sorbonne University, from 27-30 March 2017 provided leaders with a venue for their voice to be heard in order to transform manufacturing, encourage greater investment in capabilities, foster innovation and drive global skills development. The GMIS brought together 1.200 delegates including world leaders, expert industry CEOs and specialist researchers and academics, as well as representatives from the UNIDO ITPO Network. The GMIS was hosted by the United Arab Emirates (UAE) Ministry of Economy and the United Nations Industrial Development Organization.

UNIDO ITPO Italy together with other ITPOs participated actively in the GMIS as exhibitor and attended the debate between **Global Leaders** focused on the role that manufacturing can play in restoring global prosperity. Delegates were asked to find long-term innovative solutions to the challenges faced by manufacturing industry, in particular in the context of the structural shift towards more innovation- and technology-oriented production, which will change the nature of manufacturing, reinvent the notion of work, redraw the traditional boundaries of industries, and create new sources of value for people, firms and entire economies.



UNIDO ITPOs Heads met the UNIDO DG

## Participation at the Conference “Making Sustainable Agriculture a future for youth in Africa”



Mr. Gerardo Pataconi, Mr. Christophe Yvetot, Mr. Li Yong, Ms. Diana Battaglia and Mr. Dino Fortunato

UNIDO ITPO Italy coordinated the agenda of the UNIDO Director General, Mr. Li Yong during his participation to the African Union - European Union Agriculture Ministers Conference “Making Sustainable Agriculture a future for youth in Africa” that was held on 2 July 2017, in Rome, Italy and assisted him during the bilateral meetings held on 2-3 July 2017.

The conference was co-hosted by the African Union Commission, the European Commission and the Estonian Presidency of the EU. Ministers of Agriculture from the AU and the EU were invited to participate to this high level event, organized in the margins of the FAO bi-annual Conference. The meeting brought together policy makers in the European Union and in the African Union, agribusinesses and farmers’ organizations from EU and African countries, international organizations, development agencies and NGOs.

The conference intent was to promote the debate on the subject, through roundtable dialogues around four main themes: “Promote responsible private sector investments and access to markets in the agro food sector in Africa”; “Research and innovation and the role of digitization in agriculture - The **EU-AU partnership** on food and nutrition security and sustainable agriculture”; “Sustainable water management in agriculture”; and “Climate Smart Agriculture and reducing food losses and waste”.

## LDC Ministerial Conference 2017: UNIDO ITPO Italy’s contribution in BtoB session organization

The 7<sup>th</sup> edition of the UNIDO LDC Ministerial Conference took place on 23-24 November 2017, in Vienna, Austria, bringing together over 350 participants. Held under the theme “Building global partnerships: Enhancing growth and inclusiveness in LDCs” the conference aimed to identify innovative schemes and mechanisms by enabling partnership building and resource mobilization for sustainable industrial development in LDCs. The two-day conference discussed the determinant role of multi-stakeholder partnership-building and the importance of investment promotion, as well as innovative financing solutions for LDCs’ industrial development, to finally address the question of sustainability and the way forward by 2030 and beyond.

Moreover, in order to foster interactions between the stakeholders, UNIDO organized BtoB/BtoG face-to-face meetings on 24 November 2017, bringing together all partners and facilitating a setting for potential partnership building on the margins of the conference.

In this context, the wide experience of UNIDO ITPO Italy on arranging BtoB/BtoG events was fundamental. Our Office collaborated with UNIDO HQs, collecting information about all BtoB/BtoG participants, defining the schedule agenda for each meeting, producing reports about the results, and giving assistance to the entrepreneurs during the event. In conclusion, over 100 BtoB/BtoG meetings has been successfully organized between 122 institutions and companies representatives.

## Other activities

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### Green Economy Business Forum

As part of the support provided to transition economies, UNIDO ITPO Italy took part in the Green Economy Business Forum, organized by the Hungarian Embassy in Rome on 8 March 2017. The event aimed at favoring the relations between Italian companies and the Hungarian ones in the management of waste, water and renewable energies.

More than 50 Italian companies took part in the event, having the possibility to meet the Hungarian counterparts in a specific BtoB session.

### Strengthening the relations with Polish Trade and Investment Agency

Within the framework of the collaboration with the ITPO Network, UNIDO ITPO Italy hosted Mr. Wojciech Fedko, the Vice President of the Polish Trade and Investment Agency on 16 and 17 March 2017. The Polish Government is indeed evaluating the opening of an ITPO in Warsaw and the visit aimed at meeting ITPO staff and improving the knowledge about ITPO tools and methodology. During the meeting our Office illustrated the ongoing projects and activities and arranged some meetings with the main ITPO counterparts.

All these meetings were useful to have an overview of the collaboration with private sector associations that represent thousands of Italian companies (like Confimi and Confindustria), as well as with a governmental Institution that supports Italian investments abroad (SIMEST).



### UNIDO ITPO Italy took part in the PRIMA Stakeholders Forum in Siena

UNIDO ITPO Italy was invited to attend the First Stakeholders Forum of the Partnership for Research and Innovation in the Mediterranean Area (PRIMA) that was held on 22 May 2017 in Siena, Italy.

The Stakeholder Forum was held at the University of Siena, with the aim of engaging industrial actors in the Euro-Mediterranean Research and Innovation on food and water themes. The Siena Forum generally aimed at reinforcing the link between research, innovation and industrial know-how, by promoting and stimulating the adoption of innovation by Mediterranean companies active in the agrifood sector.

UNIDO ITPO Italy's participation to the Forum was very important given the coincidence of common themes and objectives shared with the PRIMA initiative.

### New synergies between Confindustria Reggio Calabria and UNIDO ITPO Italy

Partnership opportunities with Developing Countries and Industrial Cooperation, these were the main topics of the round table organized by Confindustria Reggio Calabria on 25 May 2017, in which UNIDO ITPO Italy participated together with the Reggio Calabria Chamber of Commerce and several local companies. UNIDO's strategy towards Developing Countries has been appreciated, since it allows extending the framework of opportunities to territorial contexts other than those already known, such as northern Europe, expanding into new areas and sectors not yet explored.

In this context, UNIDO ITPO Italy had the possibility to present projects currently underway, sparking considerable interest among the local companies which took part in the event.

### UNIDO ITPO Italy acted as Mentor in occasion of the Selection Days of SBC FoodTech in Rome

Within the framework of the activities carried out by the Office in following up the International Awards on Agribusiness and in line with the UNIDO focus on the nexus startup/innovation/youth, UNIDO ITPO Italy participated as a mentor to the Selection Days of StartupBootCamp Foodtech, an accelerator based in Rome and focused on agro/foodtech which supports early-stage tech founders to rapidly scale their companies by providing direct access to an international network of the most relevant mentors, partners, and investors in their industry.



During this 3-day event, from 14 to 16 September 2017, around 100 highly qualified mentors, including UNIDO ITPO Italy, coached, evaluated and ranked the top 18 teams out of the hundreds applications received from all around the world with the aim of selecting 9 high-growth tech startups operating within all the segments of the food chain from agriculture to food substitutes and drones, to be involved in the dedicated 3 month acceleration program in Rome.

The partnership of the organizers, involving among others, Gambero Rosso, LVenture Group, Cisco, M3 Investments, will invest EUR 15.000 in capital and up to EUR 35.000 in “convertible notes”. Additionally, StartupBootCamp will offer to the selected startups work space, technological and tutoring services, and access to a network of investors and selected mentors including UNIDO ITPO Italy, namely for advising startups involved in technologies applicable in developing countries.

## UNIDO ITPO Italy participated at HEROES event in Maratea

UNIDO ITPO Italy was invited as speaker to the Conference “Tech for Good: Ideas & Technologies for Social Innovation” within the framework of HEROES, the second edition of the First Euro-Mediterranean Co-Innovation Festival that was held in Maratea, Basilicata, 21 to 23 September 2017.

The event brought together the main international stakeholders operating in the startup ecosystem and focused on the hottest topics of innovation: agrifood, man-machine interaction, artificial intelligence, growth hacking, industry 4.0, fintech, and many others. The Panel Tech for Good, one of the most important roundtable organized in the main stage, was opened by some important speakers like Mr. Dinis Guarda of Humaniq, Mr. Daniele Russolillo from Planet and Mr. Luca La Mesa from Singularity University. The opening gave way to a debate on the social impact of innovation, in which UNIDO ITPO Italy offered the Office’s perspective on the challenges and

opportunities related to the innovation in developing countries. The debate also involved Mr. Dario Carrera from Impact Hub Rome, an innovation lab and business incubator belonging to a worldwide network of more than 80 offices and Chelsea Rostrum, a sharing economy expert and influencer from San Francisco, CA.

## UNIDO ITPO Italy promotes “Research, Innovation and Technology Transfer for Development Cooperation”



On 28 September 2017, in the context of the collaboration with ENEA, UNIDO ITPO Italy took part in the event “Research, Innovation and Technology Transfer for Development Cooperation”, aimed at deepening and exchanging views with the protagonists of the National Cooperation System and major international institutions.

Ms. Diana Battaglia intervened in the panel devoted to the importance of partnerships in the Development Cooperation. The Head underlined the engagement of UNIDO ITPO Italy in favoring the creation of partnerships between Developing countries’ companies and Italian ones, such as Joint ventures supported in Ghana and Ethiopia. Finally, Ms. Battaglia mentioned the **Joint Declaration signed with ENEA**, a milestone for further joint synergies to develop during the years to come.

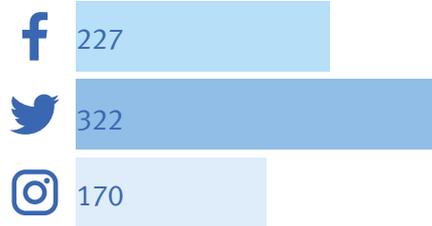
## Visit of a delegation from China

On 29 September 2017 UNIDO ITPO Italy hosted a Chinese delegation from the **China International Center for Economic and Technical Exchanges (CICETE)** and **UNIDO Center for South-South Industrial Cooperation (UCSSIC)**, in the framework of the regular collaboration with foreign organizations and UNIDO’s relevant stakeholders.

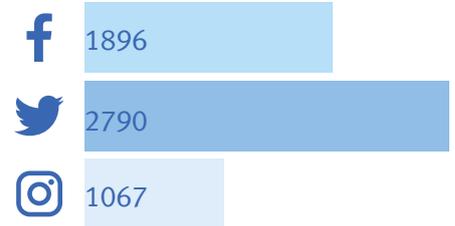
The scope of the visit was to learn about UNIDO ITPO Italy’s activities and best practices, and to collect as well information from the experience of our principal Italian stakeholders on the promotion of trade and investments between Italy and China.

# Press Clips

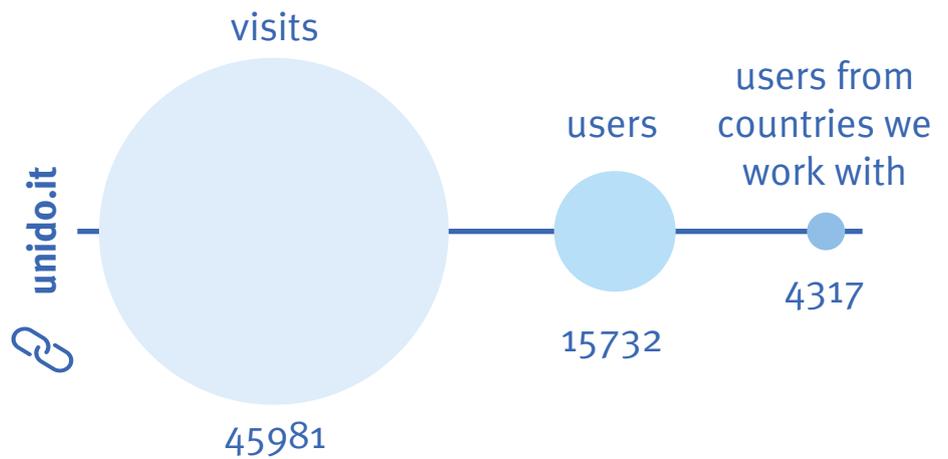
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# Notizie Geopolitiche

Qualitativa informazione sui temi di geopolitica e politica estera - dal 2013

## COUNTRY PRESENTATION MYANMAR: UN NUOVO MERCATO PER LE IMPRESE ITALIANE

2 febbraio 2017



Al via oggi alla Farnesina una Country Presentation dedicata alle opportunità di collaborazione e di investimento nell'Unione del Myanmar, uno dei nuovi mercati del Sud Est asiatico che offre grandi prospettive di crescita e attrai spazi per le imprese italiane. La rimozione delle sanzioni americane, l'approvazione di una nuova legge sugli investimenti e una politica che privilegia l'attrazione dei capitali stranieri sono solo alcuni dei segnali della trasformazione in atto nel Paese e del nuovo clima economico: fattori questi che, sommati alla grande ricchezza di materie prime e alla posizione geografica in un'area strategica come quella del sud est asiatico, fanno del Myanmar un paese dalle grandi potenzialità anche per le aziende italiane. L'evento, organizzato dal Ministero degli Affari Esteri e della Cooperazione Internazionale con il supporto dell'Ambasciata Italiana a Yangon, in collaborazione con il Ministero dello Sviluppo Economico, ICE-Agenzia per la Promozione all'Estero e l'Internazionalizzazione delle Imprese Italiane e **UNIDO Italy**, sarà aperta dal Sottosegretario Benedetto Della Volpe, dal Sottosegretario allo Sviluppo Economico, Ivan Scalfarotto e dal Ministro del Commercio dell'Unione del Myanmar, Than Myint.

RIMINITODAY

Cronaca

### Delegazione Onu in visita ai luoghi della marineria bellarese

L'assessore Comunale "La presenza di questa rappresentanza istituzionale è del settore, sotto il profilo dell'Onu, il centro di eccellenza per la filiera ittica"



La delegazione della comunità di Bellaria Igea Marina, una città studiata presso il Mare Adriatico e, in generale, un luogo di lavoro della marineria italiana, allo scopo di valutare le opportunità di lavoro e creare nuovi legami con i luoghi del commercio ittico per la piccola pesca artigianale. L'iniziativa, patrocinata dall' **Organizzazione delle Nazioni Unite (ONU)** e da Legacoop Romagna, legata al tema dell'accesso al mercato globale da parte degli imprenditori locali, è stata inoltre supportata da UNID (Servizio di sviluppo standard e commercializzazione) con sede a Livorno, grande ospite di Bellaria Igea Marina, una delegazione internazionale composta da rappresentanti turistici, economici e diplomatici della piccola pesca artigianale provenienti da Senegal, Costa d'Avorio, Mauritania e Guinea.

**info Mercati Esteri**

Analisi | Report | Sintesi | Studi | Commenti | Contatti | News | Servizi

Analisi | Report | Sintesi | Studi | Commenti | Contatti | News | Servizi

**ANALISI - Mercato Senegal, diventa nell'ultimo periodo (2017) sempre un mercato con un grande potenziale agricolo ed è molto richiesto per la produzione di frutta e ortaggi. Il mercato è in crescita e si prevede un aumento del consumo di frutta e ortaggi, in particolare di frutta esotica e frutta.**

Al centro sono presenti i rappresentanti di diverse aziende italiane di una delegazione promossa dalla Confederazione dell'Industria Manifatturiera (Cinifim), dell'Onu Italia per la promozione all'estero e l'internazionalizzazione delle imprese italiane (ICE) e dell'Organizzazione delle Nazioni Unite per lo Sviluppo Industriale (UNIDO), del settore Energia e Cooperazione.

**OnuItalia.com**  
IL GIORNALE ITALIANO DELLE NAZIONI UNITE

In Rome a **UNIDO/ICS Round Table** on "Access to finance to support women in business in MENA region"

ICIME, AFIB, s.p.a. - In the framework of the project "Promoting women empowerment for Inclusive and Sustainable Industrial Development in the MENA region" of the United Nations Industrial Development Organization (UNIDO), the Italian Agency for Cooperation to Development (AICS), Union for the Mediterranean (UMI) and the Telepresence Association and Women Business Leaders (AWBL) organized a Round Table on "Access to finance: challenges and good practices to support women in business in Egypt, Jordan, Lebanon, Morocco, Palestine and Tunisia".

**strettoweb.com**

Reggio Calabria: Confindustria e **Unido** insieme per promuovere la cooperazione industriale

Confindustria e Unido insieme per promuovere la cooperazione industriale

La strategia messa a punto **Unido** (United Nations Industrial Development Organization) per promuovere la cooperazione industriale tra imprese italiane e quelle nel Paese in via di sviluppo e le concrete forme di partnership aziendale (marketing, assistenza alle negoziazioni, identificazione delle fonti finanziarie e joint venture), sono state al centro di una tavola rotonda ospitata nella sede di Confindustria Reggio Calabria. All'evento hanno preso parte Filippo Arcelli, vicepresidente di Confindustria Reggio Calabria, Saverio Angiolino, assessore alle Attività produttive del Comune di Reggio Calabria, Ileana Trionfanti, presidente della Camera di commercio di Reggio Calabria, Mariela Giordano, referente operativa Internazionalizzazione Confindustria Reggio Calabria e Francesco Palocco, Investment promotion Expert Unido. Unido, organizzazione delle Nazioni Unite specializzata nell'incremento delle attività industriali dei Paesi membri, è presente in 170 paesi - ha spiegato Palocco - ed ha attualmente 847 progetti, in particolare in Africa, Brasile Orientale e sud est asiatico. Operiamo in Paesi che hanno grandi potenzialità ma che non hanno le capacità o il know-how per svilupparli. Le nostre priorità sono la riduzione della povertà attraverso attività produttive che siano in grado di portare su energia e tutela ambientale. Il modello a cui guardiamo è quello di uno sviluppo industriale sostenibile e inclusivo".

# DailyNews

Friday July 07, 2017 No. 127

## Batswana to adapt to renewable energy

By Lesedi Thatayamolimo

GABORONE - Botswana have been requested to adapt to renewable energy.

Speaking during a press briefing in Gaborone on Tuesday, the Deputy Permanent Secretary in the Ministry of Environment, Natural Resources Conservation, Mr. Thabang Botswana stated that there was need for Botswana to change their way of thinking in regard to climate change.

The briefing was held by the governments of Botswana and

meeting between our ministry and IMELS a work plan for the renewable energy sector was approved by the two countries," he said.

He stated that from that work plan, the first bilateral project was termed technical assistance programme in supporting Botswana private sector and relevant institutions in renewable energy through investment promotion and technology transfer, prepared by **UNIDO Italy** on the basis of the renewable energy sector agreement.



DIRE 30/07/2017

### Africa, nasce a Roma l'alleanza per la pesca



ROMA - La pesca nell'Africa settentrionale impiega tre milioni di persone a tempo pieno, pari al 10 per cento della popolazione attiva, per la più alta quota della pesca artigianale. Sfruttare il potenziale di una delle più importanti attività produttive della regione e realizzare la pesca artigianale significa una sola cosa: proteggere l'ecosistema ma anche migliorare il benessere delle comunità, assicurando la pesca e favorendo l'occupazione locale. Per questo **Unido Italy** (Organizzazione delle Nazioni Unite per lo Sviluppo Industriale) ha organizzato oggi a Roma il forum "Opportunità di partnership nel settore della pesca nell'Africa settentrionale". L'iniziativa è dedicata alle opportunità che il settore ittico offre in quattro Paesi dell'area: Mauritania, Senegal, Costa d'Avorio e Guinea. Come a centro dell'incontro, la Sicilia, tra cui ad esempio la zona del Gela. Come spiega Daniele Battaglia, direttore Unido Igea Italia, l'obiettivo dell'Organizzazione è avviare un partenariato tra questi quattro Paesi - e soprattutto per coloro che sono impegnati nella pesca artigianale - che consista nel 50 per cento l'accesso ai mercati regionali e internazionali, migliorando gli investimenti e creando una sinergia con i paesi dell'Ue e dell'Italia in particolare. Il ministro Pesca "È un accordo nel settore - spiega ancora Battaglia - per tecniche di pesca e poi nella filiera: informazione del pescatore, imballaggio, conservazione, rispetto degli standard Igc, apparenze commerciali, monitoraggio delle imbarcazioni a sea view". Tutte competenze che possono essere trasferite per migliorare la produttività e la qualità del prodotto.



### Italy handholds Botswana in renewable energy

At the first joint committee meeting between MENT and IMELS held last year April, the two countries approved a work plan for the renewable energy sector. From this work plan, the first bilateral project was termed 'technical assistance programme in supporting Botswana private sector and relevant institutions in renewable energy through investment promotion and technology transfer' prepared by **UNIDO Italy** on the basis of the renewable energy sector agreement.

### #gonews.it

Prato - Pistoia  
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### Imprenditrici pakistane in visita a Montemurlo



Tappa montemurlo per le sette imprenditrici e fashion designer pakistane in questi giorni in Italia in missione di studio. Oggi pomeriggio, 1 febbraio, la delegazione internazionale, accompagnata dal vice sindaco del Comune di Montemurlo, Simone Calamai, ha fatto visita all'azienda Manteco della famiglia Mantelloni, leader nella produzione di tessuti di alta qualità. L'incontro rientra in un progetto, promosso dal **Unido** (Organizzazione delle Nazioni Unite per lo sviluppo industriale) con Cna per facilitare i rapporti di conoscenza, cooperazione e scambi economici tra le imprese italiane e pakistane, in particolare del distretto di Lariano.

## Regioni: Serracchiani, FVG vocato a rapporti con Cina

Annunciata visita Regione FVG in Cina in autunno



(ANSA) - TRIESTE, 17 LUG - "Il Friuli Venezia Giulia è una delle regioni italiane più vocate ad avere rapporti con la Cina". Lo ha detto la presidente del Friuli Venezia Giulia, Debora Serracchiani, nell'intervento introduttivo alla presentazione del Rapporto annuale Cina 2017, organizzata a Trieste da Unido, Fondazione Italia Cina e Regione Friuli Venezia Giulia.

REGIONE AUTONOMA FRIULI VENEZIA GIULIA

### COOPERAZIONE INTERNAZIONALE E ALLO SVILUPPO

26/04/17

**Cuba: Fvg lavora a rapporti più forti e strutturati insieme a UNIDO ITPO Italia**

Il rafforzamento della cooperazione tra il Friuli Venezia Giulia e Cuba è al centro del focus promosso oggi a Trieste dalla Regione, nell'ambito del "Cuba in Italia" e del "Cuba in Fvg" (investment and technology promotion office Italy), che è stata inaugurata da un recente incontro tra il presidente della Regione Debora Serracchiani e l'ambasciatore Alfo Basso. Sono presenti, inoltre, la presidente della delegazione dell'Itpo guidata dalla direttrice Diana Battaglin.



**Energia: domani a Roma conferenza stampa Unido su opportunità d'investimento in Botswana nel settore solare**

Roma, 06 giu 11.26 - (Agenzia Nova) - Si terrà domani, 7 giugno, presso la sede italiana dell'Organizzazione delle Nazioni Unite per lo sviluppo industriale (Unido Itpo) di Roma, una conferenza stampa sulle opportunità d'investimento in Botswana nel settore solare. La Conferenza, si legge in un comunicato, sarà tenuta da Karen Giffard, membro dell'Associazione industriali del settore solare in Botswana, che dal 29 maggio al 17 giugno è in Italia con l'obiettivo di presentare e promuovere un portfolio progetti e le due espressioni d'interesse attualmente aperte nel paese. Con il supporto di Unido Itpo Italy, la delegata avrà la possibilità di incontrare imprese specializzate nella produzione di tecnologia per il settore dell'energia rinnovabile, al fine di poter scambiare informazioni tecniche sulle opportunità d'investimento e sul trasferimento tecnologico a beneficio dello sviluppo del solare in Botswana. (Com) © Agenzia Nova - Riproduzione riservata

**9colonne** Agenzia Giornalistica direttore Paolo Pagliaro

CHI SIAMO COSA FACCIAMO CONTATTI

### Fvg-Cuba: possibili sinergie in campo medico

(18 ottobre 2011) Il Friuli Venezia Giulia potrebbe sviluppare sinergie a Cuba in campo medico, in particolare per quanto riguarda formazione e ricerca, anche in considerazione dell'altissimo livello raggiunto dal Paese centroamericano che l'ambasciatore italiano a L'Avana, Andrea Ferrar, ha evidenziato nel corso dell'incontro con l'assessore regionale del Friuli Gianni Torrenti, in questi giorni in visita istituzionale a Cuba per verificare quali siano i possibili interscambi da attivare. A questo proposito, è stato detto, Friuli Venezia Giulia e Cuba potrebbero sviluppare collaborazioni anche nel settore biomedicale e rispetto alla filiera del legno e del restauro. Sono infatti numerosi i beni culturali sparsi nell'isola che debbono essere riportati al loro fascino artistico e culturale originario. La delegazione regionale guidata da Torrenti ha in programma a Cuba una serie di incontri con rappresentanti del mondo economico locale per valutare le effettive possibilità di avviare specifici partenariati, concretizzando in questo modo la missione organizzata da Regione e Camera di Commercio di Udine, in collaborazione con l'ufficio per la promozione dell'investimento e della tecnologia dell'Unido Itpo di Roma, nell'ambito del Forum imprenditoriale Cuba-Friuli Venezia Giulia. (red)

(© 9Colonne - citare la fonte)

**OnuItalia.com** IL GIORNALE ITALIANO DELLE NAZIONI UNITE

### UNIDO ITPO Italy ed ENEA: ricerca e innovazione per raggiungere gli obiettivi dell'Agenda 2030

ROMA, 27 SETTEMBRE - Dama e Roma (l'Organizzazione del Onu UNIDO ITPO) nell'ambito di una collaborazione con l'Enea, prenderà parte all'incontro "Scienza, innovazione e trasferimento tecnologico per la cooperazione allo sviluppo", momento di approfondimento e confronto con protagonisti del Sistema Nazionale della Cooperazione e delle Strategie di Sviluppo Internazionali: dal contributo di ricerca e innovazione tecnologica al trasferimento di competenze, capacità professionali e finanziarie per raggiungere gli obiettivi dell'Agenda 2030 e lo sviluppo socio-economico nei paesi in via di sviluppo.

L'incontro nella partecipazione di personalità del panorama della Cooperazione internazionale, da **Luca Filigheddu** - Direttore ACS e **Pietro Sestini** - Direttore Generale per la Cooperazione del Ministero degli Esteri e della Cooperazione Internazionale. La Direzione **Unido Itpo Italy** avrà in persona il presidente del Consiglio di Amministrazione **Andrea Sestini** anche in rappresentanza del progetto Unido Itpo Italy nella promozione di partenariati tra aziende del paese in via di sviluppo e aziende italiane.

**Messaggero Udine** EDIZIONE UDINE

### Via della Seta: Serracchiani, a Vienna Fvg si conferma ponte per Cina

26 settembre 2017

Vienna, 26 settembre - Il Friuli Venezia Giulia come terminale della Via della Seta e il suo rapporto strategico con la Cina furono argomenti su cui si è discusso ampiamente oggi a Vienna con la partecipazione della presidente della Regione Debora Serracchiani alla sessione di apertura della tre giorni "Bridge for China, Belt and Road Initiative: developing green economic for cities" ("Ponte per la Cina, L'Iniziativa Belt and Road per sviluppare economicamente città per le città") promossa al Veneto International Centre del Unido (Organizzazione delle Nazioni Unite per lo sviluppo industriale) e dal Economic center for South-South cooperation.

**la Repubblica.it** | **ECOMONDO** Per un'idea innovativa della vita

### Rimini, il cuore pulsante di un evento mondiale

Fattiva la collaborazione anche col ministero dell'Ambiente, capofila nell'organizzazione di una delegazione istituzionale da Libano, Marocco, Cina e Iran, che parteciperà ad alcuni dei numerosi seminari internazionali, anche in qualità di speaker. Altro partner di rilievo per l'internazionalizzazione della fiera è UNIDO (United Nations Industrial Development Organization) col quale sono organizzate visite di delegazioni da Iran e Botswana, investitori interessati rispettivamente alle energie rinnovabili e al biogas per la costruzione di impianti.

Di rilievo la partecipazione di ISWA (International Solid Waste Association), per la terza volta a Ecomondo. ISWA rilascerà due nuovi rapporti ISWA, 4a Rivoluzione Industriale e Marine Litter.

**IL PICCOLO**

Notizie ufficiali a cura di REGIONE AUTONOMA FRIULI VENEZIA GIULIA

### Fvg-Cina: Serracchiani, possibili collaborazioni con porto Shanghai

Shanghai, 7 dic - "Le tappe delle visite a Shanghai sono state tutte estremamente importanti e hanno avuto al centro il tema dell'intera piattaforma logistica del Friuli Venezia Giulia e la presentazione delle potenzialità che il porto di Trieste ha per la Cina, anche in relazione agli importanti impegni che i nostri due Governi hanno raggiunto sul progetto della nuova Via della Seta".

L'avvio è stato il business forum organizzato da Unido (United Nations Industrial Development Organization), durante il quale è stato firmato l'accordo con la Commissione municipale per il commercio di Shanghai, uno strumento importante per rafforzare la cooperazione istituendo una piattaforma di promozione di investimenti bilaterali per facilitare gli affari in Friuli Venezia Giulia e a Shanghai in settori prioritari.

Investment and trade cooperation between Friuli Venezia Giulia Region and Shanghai.



The Shanghai-Friuli Venezia Giulia Region Economic and Trade Cooperation Forum, hosted by Shanghai Municipal Commission of Commerce and Friuli Venezia Giulia Region, and co-organized by Invest Shanghai, UNIDO ITPO Italy, UNIDO ITPO Shanghai and the Consulate General of Italy in Shanghai, was held on December 8.

Iranian delegation meets ENEA experts on energy efficiency

An Iranian official from SEBA (Organization for Energy Efficiency) had an interesting exchange of information with ENEA experts in this sector.

The meeting was organized by the Agency's International Relations Office upon request by UNIDO ITPO Italy (United Nations Industrial Development Organization, Investment and Technology Promotion Office), with which ENEA renewed a Joint Declaration for promoting sustainable technologies and best practices in developing countries.

The two-day meeting was held at ENEA headquarters with the following attendees: Amir Doudabi Neshad from SEBA, and Lorenzo Alderighi from UNIDO. The ENEA experts were Simona De Iulio (Energy Technologies Department), Anna Salama (Energy Efficiency Technical Unit), and Isabella Mazziotti (International Relations Office).

**La Provincia di Sondrio** 

Lavorare con l'Iran: «Un'opportunità da cogliere al volo»

Giornata informativa dedicata alle imprese quella promossa ieri dalla Banca Popolare di Sondrio. Sala: «Paese con uno sviluppo economico importante».

Come muoversi, l'hanno spiegato gli esperti intervenuti al focus: Marco Padovan dell'omonimo studio legale ha ricapitolato i principali aspetti normativi, Dario De Caro di Alitalia ha illustrato le nuove tratte verso l'Iran, Andrea Motalli della Banca Popolare di Sondrio ha chiarito il quadro rispetto all'operatività bancaria e finanziaria, Alberto Guglielmo di The Story group ha parlato di comunicazione e marketing nel Paese del Medio Oriente, mentre Lorenzo Alderighi di UNIDO Itpo ha presentato le attività a supporto del settore energetico. Per finire, Jacopo Nardi del gruppo Rina ha presentato l'esperienza diretta del Centro sviluppo materiali in Iran.

MARTEDÌ 16 MAGGIO 2017

Legacoop a Macfrut protagonista dell'incontro tra imprese italiane e mozambicane

Nel quadro del progetto "Emilia Romagna Go Global", Legacoop Emilia-Romagna, in collaborazione con l'Ufficio per la Promozione Tecnologica e degli Investimenti di UNIDO (l'Organizzazione delle Nazioni Unite per lo sviluppo industriale) ha partecipato alla fiera MACFRUT, il grande evento dedicato alla filiera



MedaWeek 2017: Salaheddine Mezouar primé à Barcelone

Par MAP - 22 novembre 2017

L'ASCAME è accordé, lors de cette cérémonie, d'autres prix à des personnalités et institutions du pourtour méditerranéen comme signe de reconnaissance de leurs efforts entrepris pour la promotion du développement économique du bassin de la Méditerranée.

La MedaWeek 2017 (du 22 au 24 novembre) est organisée à l'initiative de l'Association des Chambres de Commerce et d'Industrie de la Méditerranée (ASCAME), en partenariat avec la Chambre de Commerce de Barcelone, l'Union pour la Méditerranée (UpM) et l'Institut Européen de la Méditerranée (IEMed), ainsi que de nombreuses organisations internationales, comme l'Organisation des Nations Unies pour le Développement Industriel (ONUDI).

TheOneMilano, va in passerella l'haut-à-porter donna

Oltre 150 brand italiani ed esteri presentano le nuove collezioni alto di gamma a fieramilanocity dal 29 al 25 settembre durante la settimana della moda. Debutteranno abiti da sera e da cocktail, collezioni resort & cruise e giovani stilisti di talento.

TheOneMilano accoglie anche la creatività e l'artigianalità del Pakistan in ideale continuum con il Pakistan Trade and Investment Forum, tenuto a Roma nell'aprile del 2016 con l'organizzazione della Direzione Generale per la Promozione del Sistema Paese della Farnesina, in collaborazione con Ice-Agenzia, UNIDO Itpo Italy, Confindustria e l'ambasciata Pakistan. Il Salone collabora così nel realizzare un progetto congiunto per aumentare il numero di interventi industriali in Pakistan attraverso la partecipazione di partner stranieri. Sette le imprenditrici designer pakistane della città di Lahore che portano in fiera tutta la loro creatività e artigianalità, in uno scambio di valori e contaminazioni di stili che spaziano dall'abbigliamento alle decorazioni.

**Public.**

04/04/2017 | Press release | Distributed by Public on 04/04/2017 16:49

**UNIDO ITPO** Heads' Meeting 2017 Held In Bahrain

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**Specializzati** **Tecnologia**

Maratea capitale dell'innovazione con Heroes. Al via la seconda edizione del più grande festival euro-mediterraneo dedicato a futuro e impresa

13 settembre 2017



Ampli dibattiti anche su un argomento di forte interesse collettivo, ovvero l'**Industria 4.0**.

E poi, le **Policy per favorire l'innovazione**. Un macrotema in cui si rispetcia la volontà di creare un dialogo tra il mondo pubblico e quello privato. Parteciperanno al dibattito **Andrea Carapellese**, UNIDO ITPO Italy, che si interrogherà sull'uso delle tecnologie per l'innovazione sociale. Con **Valeria Fascione**, Regione Campania, lo sguardo cade su startup e internazionalizzazione. Il confronto sull'argomento coinvolgerà poi, tra gli altri, **Davide Zaottini**, Consob, **Pierluigi Dal Pino**, Microsoft, **Raffaele Maiorano**, Confagricoltura Giovani, e **Roberto Martino**, Commissione Europea. Presenti anche rappresentanti di **Assintel**.

## Blue Sea Land 2017 a Mazara del Vallo: pesce ma non solo...

Giuseppe  
4-6 minutes

...Forum Africa, sul futuro delle migrazioni e la giornata mondiale dell'alimentazione 2017: «Investiamo nella sicurezza alimentare e nello sviluppo rurale e del mare»

Cooperazione allo Sviluppo; Francesco Pallocca, **Unido Itpo - Italy**; Stefano Manservigi, direttore generale Devco Commissione Europea; Luciana Delfini, ad hoc Group della Fao; Marco Trevisan, Agrisystem Uscs; Beatrice La Porta, Agrisystem - Uscs; Gifty Ohene-Konadu, coordinatore nazionale One District One Factory

L'evento. I numeri del contest organizzato da Seeds&Chips

## Oltre 300 progetti per l'agribusiness

Oltre 300 progetti presentati, 332 per la precisione, in arrivo da 80 Paesi di cinque continenti: si può parlare a pieno titolo di campagna di livello planetario quella che ha caratterizzato il contest "Idee Innovative e Tecnologie per l'Agribusiness", promosso da **Unido Itpo Italy** (l'Ufficio italiano per la Promozione Tecnologica e degli Investi-

mentale (in misura del 40%); sostenibilità ambientale ed economica di lungo periodo (25%); concreta possibilità di replica ed estensione in diversi contesti (20%); ricadute occupazionali attese (10%); coinvolgimento e cofinanziamento dei proponenti (5%). Grande attenzione, in particolare, è stata rivolta quest'anno alle tecnologie per la lavorazione e con-

12 aprile 2017

Boom di candidature per la II edizione del concorso "Idee Innovative e Tecnologie per l'Agribusiness" promosso da **Unido Itpo Italy**, Seeds&Chips 2017 e CNR

Categoria: Comunicazione, produttori e concorsi



Si è concluso il 10 Aprile il concorso internazionale "Idee Innovative e Tecnologie per l'Agribusiness", iniziativa promossa da **UNIDO ITPO Italy** Ufficio in Italia per la Promozione Tecnologica e degli Investimenti dell'Organizzazione delle Nazioni Unite per lo Sviluppo Industriale, in collaborazione con il Consiglio Nazionale delle Ricerche (CNR) e Seeds & Chips - The Global Food Innovation Summit, per individuare tecnologie ed idee più innovative a livello globale nel settore foodtech e agtech, che possano migliorare le condizioni socio-economiche dei Paesi in Via di Sviluppo.

Il contest, alla sua seconda edizione, ha raggiunto risultati sorprendenti raddoppiando i numeri del primo lancio, tenutosi durante Expo 2015, che aveva visto 110 candidature da 30 Paesi.

Quest'anno l'iniziativa ha ottenuto un boom di adesioni con una copertura capillare in tutto il mondo. Sono state infatti raccolte oltre 300 candidature da 80 Paesi: dall'Albania al Bangladesh, dal Brasile al Congo, da Cile alla Danimarca, dall'Giappone al Giappone, dal Kenya alla Nuova Zelanda, dalla Spagna al Qatar solo per citare alcuni. Le candidature sono arrivate da PMI, grandi imprese, startup, Enti di ricerca, Università, Istituzioni e Associazioni/ONG.

**NOVA** | Scienza | Tecnologia | Creatività | Social Innovation

### Rischio grabbing per le biomasse

di **M.Cristina Corosa**

Un esempio: l'impianto pilota a Canneto sull'Oglio, nel Mantovano, dove su scala semi-industriale (capacità di 100 kg/ora) si estrae dalle bucce di pomodoro la cutina con l'obiettivo di produrre una vernice biometallica per l'industria degli imballaggi alimentari. È quanto il progetto Life+ BiocoppacPlus, sviluppato dalla stazione sperimentale per l'industria delle conserve alimentari di Parma, sta dimostrando di poter fare tanto da ricevere il premio per le "Idee Innovative e Tecnologie per l'Agribusiness" da **Unido Italia**, Seeds&Chips e CNR.

## Seeds&Chips 2017: premiate startup innovative nel settore food



Premiazione del concorso "Idee Innovative e Tecnologie per l'Agribusiness" al Seeds&Chips 2017 (foto: ufficio stampa Seeds&Chips)

**A Fiera Milano l'atto conclusivo del concorso che ha visto un totale di 330 partecipanti da oltre 80 Paesi**

Sono state premiate a Milano le eccellenze a livello globale nei settori del foodtech e dell'agritech. Nell'ambito dell'evento internazionale **Seeds&Chips 2017** si è svolta, infatti, la cerimonia di premiazione del concorso "Idee Innovative e Tecnologie per l'Agribusiness", promosso da **Unido Itpo Italy**, Seeds&Chips e CNR. Da un totale di 330 partecipanti da oltre 80 Paesi, cinque startup sono state selezionate per aver individuato tecnologie e idee capaci di migliorare le condizioni socio-economiche dei Paesi in via di sviluppo.



Home - Lavoro - Professionisti - Seeds&Chips, vincitori del concorso 'Idee e tecnologie per agribusiness'

## Seeds&Chips, vincitori del concorso 'Idee e tecnologie per agribusiness'

Publicato il: 12/05/2017 10:17

Nell'ambito della Special conference 'Inspire power: food security for developing countries', tenutasi a Seeds&Chips 2017, si è svolta la cerimonia di premiazione del concorso 'Idee innovative e tecnologie per l'agribusiness', iniziativa promossa da **Unido Itpo Italy**, Seeds&Chips e CNR, volto a individuare tecnologie e idee innovative a livello globale nel settore foodtech e agtech, che possano migliorare le condizioni socio-economiche dei Paesi in via di sviluppo. Tra i 330 partecipanti



Di: **Anna Maria Lombardi**

### UNIDO, SEEDS&CHIPS, CNR: ANNUNCIATI I VINCITORI DEL CONCORSO "IDEE INNOVATIVE E TECNOLOGIE PER L'AGRIBUSINESS"

MILANO | aise - Nell'ambito della Special Conference - InspirePower: Food Security for Developing Countries, tenutasi a Seeds&Chips 2017, si è svolta la Cerimonia di Premiazione del concorso "Idee Innovative e Tecnologie per l'Agribusiness", iniziativa promossa da **Unido Itpo Italy**, Seeds&Chips e CNR, volto ad individuare tecnologie ed idee innovative a livello globale nel settore foodtech e agtech, che possano migliorare le condizioni socio-economiche dei Paesi in Via di Sviluppo.

Tra i 330 partecipanti da oltre 80 Paesi, sono state assegnati 5 premi suddivisi nelle categorie Ascolò, Donne e Under 35, a 5 startup d'eccezione nel panorama italiano e internazionale. Per la categoria Ascolò: Yarak, startup israeliana, ha sviluppato un sistema rapido di test microbiologico per l'industria alimentare del fresco finalizzato a proteggere i consumatori da batteri pericolosi, come E. coli, Listeria e Salmonella, nonché a facilitare l'accesso dei produttori ai mercati mondiali. EvapTainer, americana con soluzioni per la catena del freddo per la conservazione dei beni alimentari. Coffee Flour, sempre dagli Usa, con attenzione agli scarti del caffè per realizzare un "super ingrediente" con molteplici utilizzi in ambito culinario. Per la categoria Under 35, l'italiana Green Code è il suo progetto Demetra, relativo ad un trattamento naturale post raccolta volto ad allungare la shelf life del prodotto fresco, il quale, soprattutto nei Paesi in via di sviluppo, non riesce ad accedere ai mercati in buono stato. Inoltre, per la categoria Donne, il premio è andato al Biocoppac Plus sviluppato dal BBI-CA per il progetto su un prodotto estremamente diffuso e consumato nel mondo, il pomodoro. La tecnologia premiata propone di realizzare dagli scarti dello stesso una vernice bio metallica per l'industria degli imballaggi, con vantaggi igienico-sanitari e di riduzione delle emissioni di anidride carbonica.

**ASCAME** @ascameorg Following

Diana Battaggia from @ITPO\_Italy at #medaweeek17 : The #mediterranean is experiencing a new centrality in intl' trade & investment » New oppoort #Women #YOUTH #medawomen17

Traduci dalla lingua originale: inglese



**Seeds&Chips** @SEEDsandCHIPS Following

#SaC17 è con noi sul palco Diana Battaggia @UNIDOItpoly #SeedsandChips durante la conferenza #Foodsecurity for developing countries

Traduci dalla lingua originale: italiano



**ENI CBC Med** @ENICBCMed Segui

Programme, @FAOKnowledge & @ITPO\_Italy share insights on the role of #partnership to achieve the objectives of the #2030Agenda @ENEAOOfficial

Traduci dalla lingua originale: inglese



**FutureAgroChallenge** @FAC\_network Segui

Proud of FAC2016 finalists @Evaptainers for their efforts and growth and now winning an award @UNIDOItpoly #SaC17 #FACagripreneurs

Traduci dalla lingua originale: inglese



**Zara's & Myrahs** Metti "Mi piace" a nome della Pagina

With the creative head of @Galeyanid yesterday we also showcased her glorious collection for Fall Winter Milano at the #MilanFashionWeek. We would also like to thank our hosts Dico Fortunato and @UNIDOITPOItaly The One Milano Fashion Week



**DGCoop.it\_Sebastiani** @DGCS\_SEBASTIANI Segui

Thanks @MarcoGualtieri @ClaudiaLarix. @UNIDOItpoly for inviting me to today's conference at #seedsandchips #SAC17 with @KerryKennedyRFK

Traduci dalla lingua originale: inglese

RETWEET 4 | LIKES 6

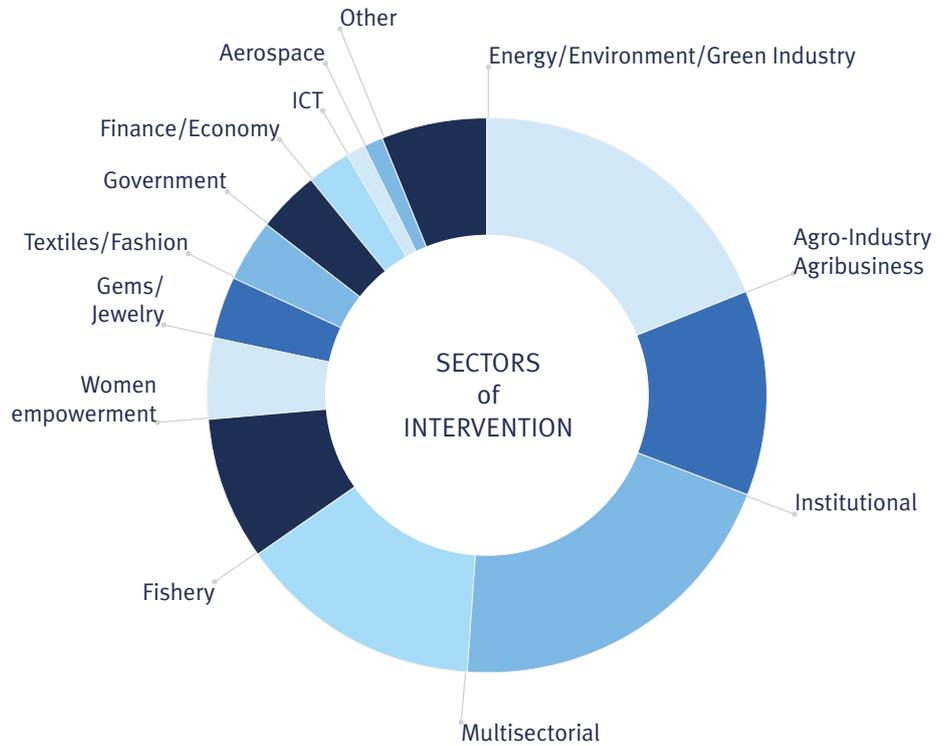
06:55 - 10 mag 2017

Tarita la tua risposta

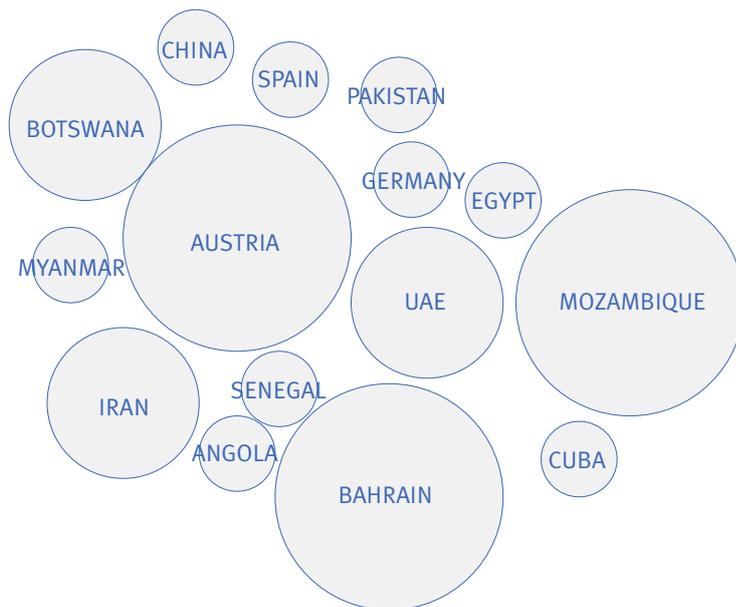
**ClaudiaLarix** @ClaudiaLarix - 25 min  
in risposta a @DGCS\_SEBASTIANI  
Honoured to have you at #SAC17. It has been an amazing special conference with great contents and speakers. Thank you!

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

# 82 events



COUNTRIES INVOLVED in the events



Date	Event	Place	Sector	Type of Event	Number of participants
12 Jan.	Workshop on Institutionalizing Credit Guarantee in Pakistan	Lahore, Pakistan	Financial	Workshop	40 representatives from local government and financial institutions
21-29 Jan.	Inception Mission IRAN Project	Teheran, Iran	Energy and Environment	Inception mission	50 representatives of local institutions
26-27 Jan.	Aquafarm	Pordenone, Italy	Fishery	Exhibition	30 participants
30 Jan. - 2 Feb.	Pakistani Women Fashion Designers meet the Italian Fashion World	Rome-Florence-Milan, Italy	Fashion	Study Tour	7 Pakistani Women fashion designers
2 Feb.	Myanmar Country Presentation	MAECI - Rome, Italy	Multisectorial	Country Presentation	220 representatives from companies and institutions
13 Feb.	Observatorio per la Pesca en el Mediterraneo	Mazzaro del Vallo, Italy	Fishery	Conference	50 participants
21-22 Feb.	Regional Meeting on Fisheries	Dakkar, Senegal	Fishery	Coordination meeting	25 participants
22 Feb.	LUISS Career Day - UNIDO Booth	Rome, Italy	Institutional	Meeting	600 participants
22 Feb.	Italy-Angola Investment and Economic Forum	Luanda, Angola	Agro-industry	Forum	65 representatives from local government and financial institutions
8 Mar.	Green Economy Business Forum Hungary	Rome, Italy	Green Industry	Forum	50 participants
13 Mar.	International Career Fair	Rome, Italy	Institutional	Fair	200 participants
14 Mar.	Conference "Which opportunities for Italian companies in Iran?"	Sondrio, Italy	Institutional	Country Presentation	60 representatives from companies and institutions
16-17 Mar.	Vice president of Polish Trade and Investment Agency visits UNIDO ITPO Italy	Rome, Italy	Government	Meeting	15 representatives from Italian institutions
17-24 Mar.	Inception Mission to Botswana - IMELS Project	Botswana	Renewable Energy	Inception Mission	30 representatives from Botswana institutions
27-30 Mar.	GMIS 2017	Abu Dhabi, UAE	Multisector	Global Summit	500 participants
30 Mar.	International Workshop on Resource Efficiency	Rome, Italy	Energy Efficiency	Conference	50 participants
31 Mar.	Joint Committee Meeting between Italy and Botswana	Rome, Italy	Renewable Energy	Meeting	n.a
3 Apr.	Regional Steering Committee Meeting Women MENA Project	Rome, Italy	Institutional	Meeting	28 representatives from companies and institutions from MENA Region and Italy
3-4 Apr.	UNIDO ITPOs Head Meeting	Manama, Bahrein	Institutional	Meeting	
4 Apr.	Round table on access to finance for women entrepreneurs in the MENA region	Rome, Italy	Women empowerment	Conference	110 representatives from companies and institutions from MENA Region and Italy
5 Apr.	Study tour about Women Emporwement	Rome, Italy	Multisectorial	Study Tour	18 representatives from MENA Region associations
6 Apr.	mcTER Roma 2017	Rome, Italy	Energy Efficiency	Fair/Conference	150 participants
26 Apr.	Round table - Focus Cuba	Trieste, Italy	Multisectorial	Country Presentation	35 representatives from companies and regional institutions
30 Apr. - 4 May	Training Course on Financial Analysis and Investment Promotion in Egypt	Cairo, Egypt	Finance & Economy	Training	22 representatives from Egyptian Ministry of Industry
3 May	ITPO Bonn Opening Ceremony	Bonn, Germany	Institutional	Ceremony	100 participants
8-12 May	UNIDO ITPO Italy supports several Mozambican companies on the occasion of TUTTOFOOD and MACFRUT	Milan, Italy	Agro-industry	Fair/Exhibition	8 Mozambican stakeholders
9-12 May	Vienna Energy Forum	Vienna, Austria	Energy and Environment	Forum	n.a.
10 May	Award Ceremony "Innovative Ideas and Technologies in Agribusiness"	Milan, Italy	Agro-industry	Conference	200 participants
15 May	Pakistan Presentation to Lahore Chamber Commerce and Industry	Rome, Italy	Multisector	Round table	10 Pakistani delegates

Date	Event	Place	Sector	Type of Event	Number of participants
16 May	Fishery Economic Forum	Rome, Italy	Fishery	Forum	14 representatives from companies and institutions, more than 50 Italian companies
17-19 May	Fisheries in West Africa: a study tour in Italy for potential partnerships and acquiring best practices in the fishery sector	Genova-Bellaria (Rn)-Ancona, Italy	Fishery	Study Tour	14 representatives from companies and institutions
18 May	Conference "Towards the Summit CELAC- EU in El Salvador: The Reflection of the Women of EU and Latin America"	Rome, Italy	Institutional	Conference	20 representatives from companies and institutions
22 May	UNIDO ITPO Italy took part in the PRIMA Stakeholders Forum in Siena	Siena, Italy	Agro-industry	Forum	100 participants
22 May	Industrial Parks in Ethiopia: opportunities for international investors	Rome, Italy	Agro-industry	Conference	10 representatives from companies and institutions
25 May	New Synergies Between Confindustria Reggio Calabria and UNIDO ITPO Italy	Reggio Calabria, Italy	Multisectorial	Conference	10 representatives from companies and institutions
29 May - 17 June	Delegate Programme from Botswana in renewable energy sector	Rome, Italy	Renewable Energy	Delegate Programme	1 Botswana delegates
30 May- 3 June	Mission in Mozambique - Project's Steering Committee	Maputo, Mozambique	Multisector	Mission	8 institutional representatives
14 June	Italy-China Economic Cooperation and Trade Forum	Rome, Italy	Institutional	Meeting	250 participants
28-29 June	6 <sup>th</sup> Bi-Annual European & International Women Inventors, Innovators & Entrepreneurs Exhibition, Conference & Awards 2017	Bari, Italy	Women Emporwerment	Conference	40 participants
2 June	AU-EU Agriculture Ministers Conference in Rome	Rome, Italy	Agro-industry	Conference	280 participants
3-6 July	Myanmar: incoming mission on gems sector	Vicenza-Venice-Rimini, Italy	Jewellery/ Gold and Silverwork	Study Tour	4 representatives from companies and institutions
5-6 July	Renewable Energy dialogue between Botswana and Italy	Gaborone, Botswana	Energy	Conference	135 persons from private and public sector of Botswana
11 July	Mozambique Business Forum and Country Presentation	Rome, Italy	Institutional/ entrepreneurial	Country Presentation	50 Italians and 20 Mozambican stakeholders
12 July	Mozambique Business Forum and Country Presentation	Milan, Italy	Institutional/ entrepreneurial	Country Presentation	60 Italians and 20 Mozambican stakeholders
13 July	Study tour on Agro industry and Tourism Sectors for Mozambique Delegation	Reggio Emilia, Italy	Institutional	Study Tour	11 Mozambican delegates among companies and institutionals
14 July	Round Table - Insight on the agribusiness opportunities in Maputo Province	Rome, Italy	Institutional/ Agribusiness	Round Table	11 Mozambican delegates and 15 Italian participants
17 July	Country Presentation - Focus on China	Trieste, Italy	Multisectorial	Country Presentation	150 representatives from companies and institutions
14 Aug.	Workshop on innovative energy management technology supporting Iranian SMEs operating in the cement sector	Tehran, Iran	Energy	Seminar/ Workshop	60 representatives from companies and institutions
28 Aug. - 4 Sept.	FACIM - International Fair of Maputo	Maputo, Mozambique	Agribusiness	Fair/Conference/ BtoB meetings	2 Italian companies
14-16 Sept.	ITPO Italy acted as Mentor in occasion of the Selection Days of SBC FoodTech in Rome	Rome, Italy	-	Seminar/ Workshop	50 participants
19 Sept.	Press conference "Italy-Africa Business Week 2017"	Rome, Italy	-	Conference	16 participants
21-23 Sept.	UNIDO ITPO Italy participated as guest speaker at HEROES in Maratea	Maratea, Italy	-	Conference	100 participants
22-25 Sept.	Pakistani women fashion designers at "The One Milano"	Milan, Italy	Textiles/ Fashion	Fair/Exhibition	7 Pakistani fashion women designers
26 Sept.	UNIDO ITPO Italy took part in VicenzaOro Exhibition	Vicenza, Italy	Gems/Jewelry	Fair/Exhibition	n.a.
26-28 Sept.	UNIDO ITPO Italy participated at the BRIDGE for Cities in Vienna	Vienna, Austria	-	Conference	180 participants
28 Sept.	Conference "Research, innovation and technology transfer for Development Cooperation" organized by ENEA	Rome, Italy	Multisectorial	Seminar/ Workshop	100 participants

Date	Event	Place	Sector	Type of Event	Number of participants
28 Sept. - 1 Oct.	UNIDO ITPO Italy in Blue Sea Land to promote the existing opportunities in West African fisheries	Mazara del Vallo (TP), Italy	Fishery	Fair/Exhibition	200 participants
29 Sept.	Chinese delgation visits UNIDO ITPO Italy	Rome, Italy	Government	Meeting	15 representatives from institutions
13 Oct.	Bahrain: gateway to the Gulf	Rome, Italy	Multisectorial	Country Presentation	95 representatives from companies and institutions
17-18 Oct.	ITPO Italy attended the opening conference of the first edition of IABW- Italia Africa Business Week	Rome, Italy	-	Forum	100 participants
18 Oct.	Cuba-FVG Economic and Trade Cooperation Forum	Havana, Cuba	Multisectorial	Forum	57 representatives from companies and institutions
31 Oct. - 2 Nov.	World Entrepreneurs Investment Forum (WEIF) 2017	Manama, Bahrain	Government	Forum	800 participants
5-17 Nov.	UNIDO ITPO Italy received the second delegates from Botswana	Rome, Italy	Energy	Delegate Programme	2 Botswana delegates
7-10 Nov.	Ecomondo 2017	Rimini, Italy	Environment	Fair/Exhibition	More than 40 representatives from Botswana, Iran and Ghana
8 Nov.	Presentation of investment and technology transfer opportunities in energy and environment sector in Iran	Rimini, Italy	Energy and Environment	Country presentation	40 representatives from companies and institutions
12-24 Nov.	UNIDO ITPO Italy hosted a delegate from the Islamic Republic of Iran	Rome, Italy	Energy	Delegate Programme	1 Iran delegate
15-21 Nov.	UNIDO ITPO Italy and Assogemme in Myanmar to implement partnerships in the gems sector	Yangon-Mandalay-Mogok, Myanmar	Jewellery, gold and silverwork	Study Tour	50 representatives from companies and institutions
16 Nov.	UNIDO ITPO Italy Participated in the Future Agro Challenge Event in Mozambique	Maputo, Mozambique	Agro-industry	Fair/Exhibition	80 participants
22-24 Nov	MEDAWEEK Barcelona 2017	Barcelona, Spain	Women empowerment	Forum	350 representatives from companies and institutions
23 Nov.	Round Table: Investment opportunities on Renewable Energy and Energy Efficiency sectors in Iran	Rome, Italy	Energy	Country Presentation	15 representatives from companies and institutions
23-24 Nov	LDC Ministerial Conference - ITPO Italy platform development and support for BtoB session	Vienna, Austria	Institutional	Forum	350 representatives from companies and institutions
24 Nov.	Study Tour on Agro food sector	Barcelona, Spain	Agro-industry	Study Tour	9 women entrepreneurs from MENA region
24 Nov.	Study Tour on ICT sector	Barcelona, Spain	ICT	Study Tour	14 women entrepreneurs from MENA region
24 Nov.	Study Tour on textile sector	Tordera, Spain	Textiles, fashion	Study Tour	23 women entrepreneurs from MENA region
27 Nov.	UNIDO ITPO Italy took part in "Iran-Italy Summit 2017"	Rome, Italy	Institutional	Summit	100 participants
27-28 Nov.	22 <sup>nd</sup> WAIPA World Investment Conference	Dubai, UAE	Institutional	Conference	n.a.
29 Nov.	Rome MED Women's Forum at MED 2017	Rome, Italy	Women Empowerment	Forum	75 representatives from companies and institutions
4-7 Dec.	UNIDO ITPO Italy brings Ghana to the "Padua Space Week"	Padova, Italy	Aerospace	Professional Tour	1 Ghanaian delegate
5 Dec.	ITPO Italy took part in the "The Fishery value chain: challenges and innovation"	Rome, Italy	Fishery	Conference	100 participants
5 Dec.	Shanghai-FVG Economic and Trade Cooperation Forum	Shanghai, China	Multisectorial	Forum	80 representatives from companies and institutions
12 Dec.	Meeting with a Delegation from the National Management College of Pakistan	Rome, Italy	Institutional	Meeting	12 representatives from NMC of Pakistan
14 Dec.	UNIDO ITPO Italy took part in the press conference "Investor Visa for Italy"	Rome, Italy	Institutional	Conference	120 participants

## UNIDO ITPO Italy Annual Report 2017

This document has been produced without formal United Nations editing. The designations employed and the presentation of the material in this document do not imply the expression of any opinion whatsoever on the part of the UNIDO ITPO Italy concerning the legal status of any country, territory, city or area or of its authorities, or concerning the delimitation of its frontiers or boundaries, or its economic system or degree of development. Designations such as “developed, “industrialized” or “developing” are intended for statistical convenience and do not necessarily express a judgement about the stage reached by a particular country or area in the development process. Mention of firm names or commercial products does not constitute an endorsement by UNIDO ITPO Italy.

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.





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INDUSTRIAL DEVELOPMENT ORGANIZATION

**Investment and Technology Promotion Office (ITPO), Italy**

via Paola, 41 - 00186, Rome - Italy

Tel: (+39) 06 6796521 - Fax: (+39) 06 67 93570

Email: [itpo.rome@unido.org](mailto:itpo.rome@unido.org)

[www.unido.it](http://www.unido.it) - [www.unido.org](http://www.unido.org)