

# Il Notiziario

## Italy – UAE Business News

A publication of the Italian Industry & Commerce Office in the UAE, Sharjah

Vol. No.3 – May & June 2013

**NEWS** A selection of news articles that featured in official publications in UAE / Qatar and Italy related to the business, economy and culture of the two countries.

### OUTBOUND TOURISM TO ITALY FROM THE UAE LIKELY TO INCREASE BY 5-7% IN 2013

Santino Adriano Berrino, president of the Italian Tourism Union, on a business trip to the UAE, stated that he expected to see an increase in outbound tourism to Italy from the UAE by 5-7% in 2013.

Italy is the second most common tourist destination in the UAE for non-residents. He added that tourism from the Middle East would benefit not only Italy but also Europe. – (Source : Gulf News)

### BIG OPERATION FOR THE FIFA WORLD CUP QATAR 2022

Qatar is expected to invest 250 billion of euro in stadiums and infrastructures in preparation for the FIFA World Cup Qatar 2022. The organizers of the event aim to build 12 stadiums in 7 cities.

The facilities will be eco-friendly and as well be able to maintain the inside temperature of 27° C, thereby meeting all playing conditions. – (Source : Businesspeople.it)

### PININFARINA LOOKS TOWARD THE GULF

Paolo Pininfarina, the famous Italian designer and his company have submitted in pre-qualification files to obtain major works in Qatar. The country is making available 70 billion dollars for infrastructures and transport projects.

The designer also introduced the new limited-edition of Ferrari Sergio, which will be presented only in 6 pre-selected countries and Qatar may be one of them. – (Source: Ansamed)

### DISTRICT ONE, PRIMO PASSO VERSO MOHAMMAD BIN RASHID CITY

Dubai's Meydan Group and India-based Shobha Developers have teamed up to develop 'District One', a luxury gated community within the future Mohammad bin Rashid City in the heart of Dubai. The project will be completed in 7 years and its market value will be 4.3 billion euros. It will consist of 1500 villas and 65% of the area will be covered by parks.

This and the recent 20% rise in real estate prices are signs of recovery from the 2009-2011 crisis of the real estate sector. – (Source : Ansamed)

### THE ITALIAN NATIONAL INSTITUTE OF FOREIGN TRADE FOR UAE, OMAN & QATAR AWARDED AT 'QATAR PROJECT'

The Italian National Institute of foreign trade for UAE, Oman and Qatar participated for the 10<sup>th</sup> year at the 'Project Qatar' and for this, received an award.

Italy is second only to UAE for its number of companies and is the first European country to participate in this show. This clearly indicates the importance Italy gives to Middle East in terms of exports and investments. – (Source : Ansamed)

### ALITALIA OFFERS ENHANCED FLIGHT ROUTES FROM ROME – ABU DHABI

Alitalia and Etihad Airways have entered into an agreement.

The weekly flights between the two cities will be increased from 4 to 5 and the two companies have also increased the number of code-sharing destinations from their respective hub. Thanks to all this, passengers from Italy will be able to easily reach not only Abu Dhabi but also famous touristic destinations in Australia, Southeast Asia, Indian Ocean and South Africa. – (Source: Ilvelino.it)

### ITALY-UAE : ROSSO, REVIVING RELATIONSHIPS BETWEEN THE TWO COUNTRIES

Mario Rosso, president of THE Italy-UAE Association, took part in the conference “**UAE – The new frontier of growth. Between innovation and sustainable development, business opportunities for Italian companies**” organized in collaboration with Ca’ Foscari University, Venezia.

He stated that it’s time to revive trade, industrial and cultural relationships between the two countries and the Association will be a link between the countries in the economic, trade and cultural field, giving prominence not only to the famous ‘Made in Italy’, but also highlighting qualities of other Italian companies in new sectors. – (Source : *Agi.it*)

### \$1 BILLION VICEROY HOTEL SET FOR PALM JUMEIRAH

A \$1bn hotel on the Palm Jumeirah is going to be built in Palm Jumeirah by Dubai-based SKAI Holdings. It will be completed in 2016 and operated by Viceroy Hotels and Resorts. The hotel will have 481 rooms, more than 220 furnished residences and the beachside property will host 10 restaurants and markets. – (Source : *The National*)

### STRONG ITALIAN TRADE DRIVEN BY EXPORTS

The statistics institute ISTAT, published its latest figures on the Italian economy. Even though the economy activity is still sluggish, Italy achieved a strong trade surplus for March. Exports were up by 1,2% in the month of April equivalent to 3.2 billion euros (\$4.1 billion). It was all driven by trade with non-EU countries. - (Source : *Khaleej Times*)

### QATAR ACQUIRES 40% STAKE HOLDING OF PORTA NUOVA

After taking over Costa Smeralda’s resorts, Qatar Holding has acquired 40% of the real estate development project ‘Porta Nuova’ in Milan and Hines Italia Sgr maintains the other 60%. This move is included in the group of investments of Qatar Holding in the EU, such as London’s Financial District. - (Source : *La Repubblica*)

### DUBAI AIRPORT FREEZONE ON A MISSION TO ITALY

The Dubai Airport Freezone is in Italy to look at potential investments in the famous fields of ‘Made in Italy’: fashion, luxury goods, cosmetics and perfumery, and the agro-food industry. The Dubai Airport Freezone offers important incentives like tax exemptions for companies, 100% property for foreign company, 100% repatriation of capital and profit, no currency restrictions. - (Source : *Ansamed*)

### ‘DUBAI TOUR’ COMES ALIVE

The Dubai Sport Council and RCS Sport have entered into an agreement for the organization of the ‘Dubai Tour 2014’.

Dubai Tour 2014 will be a world bicycle race, lasting for four days from the 5<sup>th</sup> to the 8<sup>th</sup> of February 2014. A Dubai Sport Council delegation is in touch with Giro d’Italia to learn the dynamics of television, media, sales and logistics of an international competition for the first level. – (Source : *Gazzetta dello Sport*)

### DRYDOCKS AND MARITIME WORLD PROMOTES DUBAI’S WORLD EXPO 2020 BID IN ITALY

A delegation from Drydocks World and Maritime World attended the ‘Mare Forum’ in Italy. During the meeting, the delegation spoke with spokespersons of the Italian Transport Ministry and Italian Navy about mutual interests and cooperation. DDW & MW took the opportunity to sponsor Dubai as the host to the World Expo 2020 and requested Italy for their support in the bid. This would have a positive impact on the cooperation and opportunities for bilateral trade between the two countries. – (Source : *Khaleej Times*)

### QATAR’S SHEIKH DISCOVERS ‘MADE IN SICILY’

Sheikh Mohammed bin Hamad is visiting Sicily to discover its best products with the objective of promoting ‘Made in Sicily’ in the new luxury mall in Al Markiya. It will be the most important Italian luxury mall in Middle East, with lakes, squares and 250 shops.

Sheikh Mohammed bin Hamad’s visit to Sicily provides the city a great opportunity to value its products. - (Source : *Livesicilia.it*)

### RECORD SURGE IN DUBAI’S FDI FLOW

Dubai FDI, the foreign investment office in Dubai’s Department of Economic Development, released data which shows the foreign direct investment in Dubai increased by 26,5% in 2012 compared to the previous year. Proactive government initiatives to improve regulations and facilitate business are enabling Dubai to remain one of the best FDI choices in the emerging picture.

The top source countries in 2012 for FDI into Dubai are the USA, Britain and India, but also Germany, France, Saudi Arabia, China and Qatar are among the leading FDI source companies. – (Source : *Khaleej Times*)

### MEGA PROJECTS BOOST THE REALITY MARKET IN THE UAE

After recovering from the crisis, Dubai has once again taken its place as a financial safe haven in the region. The centre of its plans for the future is tourism, with the construction of Mohammed Bin Rashid City which will house the world's largest shopping mall, more than one hundred hotels and a park bigger than London's Hyde Park. Subsequently, the Dubai hotelier plans to add 19,000 new hotel rooms. For the real estate industry, these plans are very reassuring. - *(Source : Khaleej Times)*

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### IICUAE ACCOMPANIES DELEGATION OF UAE & QATAR BUYERS TO COSENZA

Important businessmen from Qatar and UAE met in Cosenza (Italy) to meet with local companies. There are 43 companies interested in trade missions, specialized in various sectors from food to information technology. The Italian Chamber of Commerce of Cosenza promoted this meeting as a tool to overcome the crisis and find new markets. - *(Source : Telecosenza.it)*

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### QATAR HOLDING LOOKING AT VERSACE INVESTMENT

Qatar Holding and an Italian state-controlled investment fund seem to be interested in investing in the Italian fashion house Versace.

In November, Qatar Holding signed a joint venture agreement with FSI (the Italian strategic investment fund owned by state financing company Cassa Depositi e Prestiti) to invest in Italian companies in sectors including food, fashion and luxury.

Some months ago, Versace chief executive said that the fashion house may be open to outside investors. - *(Source : Gulf News)*

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### PLANS FOR A HEALTHY FUTURE

Projects worth billions of dirhams are at the heart of Dubai's 12-year-long healthcare master plan that puts medical tourism, patient satisfaction and access to healthcare as top priorities not only for residents but also for medical tourists.

These projects include three new hospitals, 40 primary healthcare centres (PHCs) and a Dh3 billion extension for Rashid Hospital. The hospitals will be within the radius of eight to 12 kilometres from all catchment areas.

This strategy is in line to Shaikh Mohammed's Dubai Strategic Plan 2015, whose goal is to provide Dubai residents and visitors with access to internationally recognized levels of healthcare. - *(Source : Khaleej Times)*

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### EMIRATI ART GAINS PERMANENT HOME AT VENICE BIENNALE

The UAE Ministry of Foreign Affairs has signed a 20-year agreement with the Venice Biennale. This agreement will guarantee a permanent pavilion at the art and architecture exhibit, allowing UAE to move from its temporary space it has occupied since 2009.

The aim of the permanent pavilion is the promotion of local Emirati talent at the highest level possible and communicating the depth of the country's contemporary art. - *(Source : The National)*

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### EXPO 2015 – UAE SUPPORTED BY THE MASDAR GROUP

UAE will participate at the Expo 2015 supported by the energetic company, Masdar Group. The theme of the exhibition "Feeding the planet - Energy for life" is really important in the UAE, where a lot of sustainable projects have been completed and others are in progress, such as Medinat Masdar, an energetically sustainable city with zero emissions.

Regarding the Expo, the UAE delegation said that their pavilion will surprise and delight those who visit it. *(Source : Ansamed)*

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### PLACEMENT OFFICE IN DUBAI: CA' FOSCARIS'S RECIPE

The new project of Ca' Foscari University (Venice) is a Placement Office in the UAE. This project aims at helping Ca' Foscari students find work experience in this country. The office will open in Autumn and will be placed within the premises of the Italian Chamber of Commerce office in the UAE.

The staggers will search for Italian companies working in the UAE, which can be of interest for all the students. Mauro Marzocchi, Secretary General of the Chamber of Commerce in the UAE, states that there are a lot of opportunities in the UAE and it could be the ideal place for qualified workers. - *(Source : Corriere della Sera)*

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### ITALY – UAE : LEADING COMPANIES AT "UAE DAYS IN MARCHE"

UAE days in Marche is the name of a set of meetings organized during the event Marche Endurance Lifestyle, during the second week of June in Marcelli di Numana (Italy). On the 12<sup>th</sup> and 13<sup>th</sup> of June, 12 companies from UAE visited industrial districts in Marche. The Emirati delegation included companies specialized in different fields: technology, agriculture, food and beverage and green economy.

- *(Source : Liberoquotidiano.it)*

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### ITALIANS CELEBRATE NATIONAL DAY

On 2<sup>nd</sup> June, the Italian Ambassador, Giorgio Starace hosted a reception for guests on the occasion of the National Day. The event was held at the Ritz Carlton Hotel and it commemorated one of the most important events in the Italian modern history, the institutional referendum of 1946 when the Italian population decided what form of government to give to the country after the Second World War. - (Source : *Khaleej Times*)

### ITALY WORKSHOP – UAE : AGRICULTURAL & FOOD SECTOR

During Marche Endurance Lifestyle 2013 which will be held in Marcelli di Numana (Italy) from June 13th to 16th, there will also be the opportunity of business debates between Italian and Emirati delegations. Two important meetings are the Bilateral Workshop Italy-UAE "Investment and strategic partnership" and Business forum Italy-UAE "Investment and strategic partnership" on the 14th of June. Delegations from 12 Emirati companies, chosen by Khalifa Fund, will also visit Italian companies in industrial areas of Marche region to consider business opportunity. - (Source : *Teatronaturale.it*)

### DELEGATION FROM ITALIAN EMBASSY VISITS AL MAYA

Italian delegation led by Italian Ambassador visited Al Maya group, the UAE-based business conglomerate which runs more than 35 supermarkets in Gulf countries. The group sells pasta, pasta sauces, coffee, biscuits, can products, chocolates, oil, household items, etc from Italy and contributes to the promotion of quality products. - (Source : *Khaleej Times*)

### DUBAI GOES GREEN

Dubai launched a new project, a totally eco-friendly one. The construction of Dubai Sustainable City has started. It will be completed in 2016 and its main feature is to be energetically autonomous. The 70% of the area will be covered by green spaces and the project will include 186,000 square meters of solar panels, irrigation systems, recycling and water treatment which will drastically reduce wastage- (Source : *The National*)

### TOURISM TO DRIVE DUBAI TO GREATER HEIGHTS

Dubai's economy grew by 4.1 per cent in the first half of 2012, the biggest GDP increase in five years. Tourism has played a key role in that. The Emirates' goal is to attract more than 20 million of tourists by 2020 and at the current rate of growth, this is an achievable objective, since last year more than 10 million people visited UAE. To help push the number of visitors higher, Dubai launched a lot of projects such as new theme parks and airports. - (Source : *The National*)

### ITALIAN NESITE RAISED FLOORS CHOSEN FOR THE NEW DUBAI TRAM STATIONS

Nesite after the great project of ITCC in Riyadh, strengthens its presence in the Gulf by acquiring the project of supplying floors for new Dubai tram stations. Nesite is the Italian leader in raised floors and has been chosen in the stations where specific mechanical performance and resistance to fire are required. The new tram will link Mall of the Emirates, Dubai Marina and Jumeirah Lakes Towers. - (Source : *Edilportale.com*)

### DA VINCI'S GENIUS MACHINES TO COME TO LIFE AT ABU DHABI'S EMIRATES PALACE

An exhibition dedicated to the famous Italian genius and will feature 40 life-size machines drawn by the artist, made to Da Vinci's code by engineers and carpenters in Florence, Italy. They have been built using wood and cords and they are divided into four sections: air, water, earth and fire. It is the first time the exhibition will be presented in Middle East and it is an opportunity to show evidence of the excellence of Italian culture, technology, philosophy and innovation capacity. - (Source : *The National*)

### ALUMINIUM: AGREEMENT BETWEEN SHEIKHS FOR A 15 BILLION FUSION

The UAE has recently announced the merger of two big national companies in the metallurgic sector, Mubadala Development Co. (Abu Dhabi) and Dubai Aluminum (Dubai), valued at 15\$ billion. It will be called Emirates Global Aluminum (Emal) and will have a production of 2.4 million tons per year, when completed in 2014. - (Source : *Il Sole 24 ore*)

### NEW ITALIAN VISA CENTRE OPENS IN AL BARSHA

Cox & Kings Global Services (CKGS), the company appointed as the new service provider for processing visa applications for travel to Italy, has opened a new visa application centre in Al Barsha 1. It was inaugurated on the 30<sup>th</sup> June and it will process all categories of visas: tourist, business, transit, work/employment, student, family reunion and medical visas. The visa facilitation centre will provide easier communication with operators and appointments within a short time frame. - (Source : *Khaleej Times*)

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## THE CHAMBER – RECENT ACTIVITIES

A synopsis of the activities recently undertaken by the IICUAE with the aim of promoting Italian companies in the UAE and vice versa.

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**INSTITUTIONAL MISSIONS / EVENTS** : During the period May - June 2013, IICUAE organized events for Italian companies to the UAE/Qatar with the objective of building relationships between the operators of both countries.

### 15-18.05.2013 – Italy : Outbound Mission – Cosenza

From the 15<sup>th</sup> – 18<sup>th</sup> May 2013, as a follow up to the scouting mission from Cosenza in March, the Italian Industry & Commerce Office in the UAE in collaboration with the Cosenza Chamber of Commerce and Mondimpresa, organized a mission to Italy for Emirati and Qatari operators from the food sector. The project was a part of the National Union Camere program and involved five provinces each of Calabria, Apulia and Basilicata, with a total of 45 companies from the South of Italy.

One of the most appreciated products was olive oil, the treasure of South Italian agriculture sector. Figures show that 859 companies are specialized in the production of olive oil in Apulia. In 2012, Calabria, with over 800 producers, experienced an increase of 22% in the export of olive oil to the UAE.

General Managers of nine Emirati and Qatari food importers and distributors taking part in the mission, showed a great interest in Italian products, stating that they represent the excellence of food in the Mediterranean area.

Giuseppe Gaglioti, President of the Cosenza Chamber of Commerce, declared on the Gazzetta del Sud magazine that the projects` “aim is to help our companies to know new markets. Today we reached our goal, but our work is not complete and we will support our producers and help them to transform these contacts in business”.

#### UAE Companies

Food : ADMMI, Ahmed Almazrouei Group, Al Ahlia General Trading, Dolce Antico, Emirates Gourmet General Trading, Hallmark Foods LLC, Italfood FZC

ICT : Al Rostamani Communications LLC, Tecnosistem FZ LLC

#### Qatari Companies

Food : Hazen International Trading, Trelco Limited Company



## THE CHAMBER – RECENT ACTIVITIES .....contd.

**INDIVIDUAL MISSIONS** : During the period May - June 2013, IICUAE organized individual missions of Italian companies to the UAE with the objective of building relationships between the operators of the countries. B2B

### 30.05.2013 - UAE : Buonissimo ([www.buonissimo.io](http://www.buonissimo.io))

Company specialized in home-made ice cream, sumptuous snacks and aromatic specialty coffees.

### 08-11.06.2013 - UAE : Ama.Marmi - Confapi Sardegna ([www.granitimarmi.com](http://www.granitimarmi.com))

Our office in coordination with CONFAPI organized an incoming trade mission for “Ama. Artistica Marmi Anglona Srl’. The company is specialized in the manufacture and trade of all types of granite, marble, basalt and trachyte for public and private buildings. Artistica Marmi Anglona’s clientele are completely diverse with requests ranging from religious places to large hotels and their works include : floors, walls, columns, pilasters, cornices, stairs, squares, fountains, stone-paved streets, temples, altars with external cladding work made entirely by the hands of the most experienced stone masons. With references to both marble and granite interiors, Artistica Marmi Anglona provides wall covering stones, bathroom countertops with or without basin, shower trays, bathtub coverings, and any item of furniture in which stone is the key raw material. Finishes on the products: chipping, scratching, hammering and flaming are included.

### 22-28.06.2013 - UAE : Giacomello Spa ([www.giacomello.com](http://www.giacomello.com))

Present for almost 30 years, Giacomello S.p.A. can claim a consolidated experience in the marketing of steelmaking products. The company is a wholesaler, stockholder and trader for steel products and a service centre to prepare steel products : cut to length, drill, punch, sandblast, robot cut all sales materials. They trade in the following : IPE-NP and HE beams - up to 24 meters length and up to 1100 mm high, Burback Rails, Hot Rolled steel products, Contoured Pipes, Structural High Quality Pipes, Coil Sheets, Hot Rolled Sheets, Roof Sheets, Drilled Sheets, Checkered and Protection Sheets, Grids, Nets, Pipes for Mechanical and Hydraulic application and duct pipes, Elbows, etc. The international markets they are currently working with : Austria, Germany, France, Slovakia, Croatia, Serbia, Bosnia, Montenegro, Albania, Greece, Egypt, Tunisia, Morocco, Saudi Arabia and India.

## PROMOTIONAL & NETWORKING OPPORTUNITIES

IICUAE extended the support of its office in promoting Italy in the UAE through several promotional programs and meetings.

### 11.05.2013 – Aperitivo Italiano at La Bussola



### 11.06.2013 – Italian German Aperitif – Villa Romana

The first ever Italian - German Aperitivo Party was organized by the [Italian Industry & Commerce Office in the UAE](#) in collaboration with the German Emirati Joint Council for Industry & Commerce (AHK). A great networking event which saw the presence of the Italian Consul General in Dubai, the German Consul General in Dubai, the President of the IICUAE and representatives of the AHK, opening mutual collaboration opportunities between the German and Italian companies operating in the UAE, in view of Germany being ranked first and Italy being ranked third amongst the European exporters to the UAE. The ENIT - Italian State Tourist Board hosted by the IICUAE participated as well promoting Italy as tourist destination.



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### 24.06.2013 - ENIT – Training with Etihad Holidays

ENIT - The Italian State Tourist Board hosted by the Italian Industry & Commerce Office in the UAE held two training sections for the agents of Etihad Holidays in their office in Abu Dhabi. With the aim of increasing the tourist flow to Italy, ENIT gave an extensive presentation of the Italian tourist offer as well as useful information on our beautiful country for the local operators. In view of the success of the event, the training experience will be repeated with other tour operators of the UAE.



13-16.06.2013 – Italy : Marche Endurance Lifestyle – Ancona

Our Chamber partnered towards the 'Marche Endurance Lifestyle 2013' edition which took place in Ancona, Italy from 13th – 16th June 2013.

The ENDURANCE LIFESTYLE is an event dedicated to sports, economy, education and entertainment aimed at enhancing the promotion of 'Made in Italy' products whilst fostering the economic development, territorial marketing and creation of synergies. The previous editions have favored cultural exchanges, network activities and the establishment of economic partnerships and commercial projects between Italy and the United Arab Emirates

On the axis Italy - United Arab Emirates, the "UAE Days nelle Marche" offered a great opportunity to reopen the dialogues initiated in 2012 and strengthen business synergies between Marche, Italy and the United Arab Emirates. Two days full of initiatives aimed at creating real opportunities for growth, thanks to the visit to the Marche Industrial districts and to the Business Forum Italy - UAE "Investment and strategic partnership". Encouraging the development of economic and industrial activities between Italy and Dubai and the UAE, was the primary goal of "UAE Days nelle Marche".

THURSDAY, JUNE 13, 2013 **KHALEEJ TIMES**

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# Stage set for Conero Endurance

The horse racing event comprises the 'sport' part of the Marche Endurance Lifestyle

## KT Report

MARCHE – Sport has an amazing ability to bring people together and the Marche Endurance Lifestyle 2013 does the same. The mega event is all set to take place this year in Italy in a tried and trusted format that shows how sport, business, international meetings and regional promotion can focus the spotlight on two countries, the UAE and Italy.

Last year His Highness Shaikh Mohammed bin Rashid Al Maktoum, Vice-President and Prime Minister of the UAE and Ruler of Dubai (the winner of last edition), his sons Shaikh Hamdan bin Mohammed bin Rashid Al Maktoum, Crown Prince of Dubai (who will attend the event this year and who was placed second last year) and Shaikh Majid bin Mohammed bin Rashid Al Maktoum, Chairman of the Dubai Culture and Arts Authority (who was placed third), took part at the event.

"The 'sport' part of Marche Endurance Lifestyle will consist of the

Conero Endurance Cup, scheduled for Saturday, June 15, which will see riders from all over the world challenge each other on a course drawn up entirely within the Conero Regional Park," says Gianluca Laliscia, the owner of [sistemaeventi.it](http://sistemaeventi.it) in Italy, and the organiser of Endurance Lifestyle for several years. For the past two years he has been organising the event in Marche, Italy.

Italy, the UAE and other up-and-coming nations will be playing a lead role from June 13 to 16 on the Conero Riviera, giving continuity to an event that last year generated an overall turnover of 5 million Euros and attracted around 100,000 spectators.

UAE-based Meydan is the main sponsor of the event and the Italian Industry and Commerce Office in the UAE has also partnered with 'Marche Endurance Lifestyle 2013' edition. Fifteen horses belonging to the Maktoum family are currently housed with Gianluca, which he personally trains.

"Two competitions are planned – one over 120 and one over 90 kilometres – in order to really highlight the concept of a 'marathon on horseback' that an endurance event succeeds in representing," Laliscia explains.

The Marche Endurance Lifestyle relates to business and culture as well. Sharing of ideas and projects on an international scale take place here. "The formula will be that of 'UAE Days in the Marche', already tried out with great success a year ago and will really be able to emphasise in a synergetic way the aspirations for growth of the Marche region





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## MEMBERSHIP

### Membership Opportunities with the Chamber

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We would like to welcome the following new members to our Chamber;

| <u>Company</u>                      | <u>Sector</u>                  | <u>Website</u>   |
|-------------------------------------|--------------------------------|--|
| ➤ Basant Jewellery                  | Jewellery                      | <a href="#">(n/a)</a>  |
| ➤ Sait Abrasivi Spa                 | Abrasive Manufacturing Company | <a href="http://www.sait-abr.com">www.sait-abr.com</a>                               |
| ➤ Art Tra Srl                       | Transformers                   | <a href="http://www.art-tra.it">www.art-tra.it</a>                                   |
| ➤ Ditta Angelo Maxia & Figli SAS    | Interior Furnishes             | <a href="http://www.angelomaxia.it">www.angelomaxia.it</a>                           |
| ➤ Union Energy Srl                  | Power Lines                    | <a href="http://www.unionenergy.it">www.unionenergy.it</a>                           |
| ➤ Gatti Spa                         | Water Injection Pumps          | <a href="http://www.gattispa.com">www.gattispa.com</a>                               |
| ➤ Progress Profiles Middle East LLC | Technical Parts                | <a href="http://www.progressprofiles.com">www.progressprofiles.com</a>               |
| ➤ Wonder Chain Trading LLC          | Food – Distribution            | <a href="http://www.wonderchain.com">www.wonderchain.com</a>                         |
| ➤ Golden Star International         | Food – Distribution            | <a href="http://www.goldenstarinternational.com">www.goldenstarinternational.com</a> |
| ➤ Scame Middle East (Branch)        | Electrical Parts               | <a href="http://www.scame.ae">www.scame.ae</a>                                       |
| ➤ C.S. Hospital                     | Medical devices                | <a href="http://www.stmmedicali.eu">www.stmmedicali.eu</a>                           |
| ➤ AMA Artistica Marmi Anglona Srl   | Marble / Granite               | <a href="http://www.anglonamarmi.it">www.anglonamarmi.it</a>                         |
| ➤ Diacron Consultants               | Accounting & Tax Consultancy   | <a href="http://www.diacron.eu">www.diacron.eu</a>                                   |

**We invite all companies and private individuals who are linked or interested in doing business between UAE and Italy to join our growing network of members!!!!**

At present the Chamber has enlisted 105 associate members, but this year in an effort to deliver more value and having implemented exceptional benefits to our members, we aim to increase our count by 50%. Our strength lies in our members and having a large number of members under our apex, also enhances our relationship with the local government authorities, institutions, municipalities, etc. which thereby proves to be an additional asset.

Moreover in an endeavour to facilitate relationships with our members, we are pleased to inform you that our Chamber will shortly be relocating our office to Business Bay in Dubai.

Becoming a member of our Chamber, entitles you to the following privileges;

- ✓ Listing in the Members` Directory
- ✓ Access to the Chambers` extensive databases and various sources of information.
- ✓ Access to discounted rates for services and activities in the UAE and Italy. The holder of the membership card will enable them avail of discounts in almost 52 countries within the assocamerestero network. Upon registration, you will receive a membership card that will entitle you to the listed discounts.
- ✓ Assistance in a wide range of business areas, including: company trade lists, market studies, statistical information, organization of business-related seminars and conferences.
- ✓ Current news and information from the Chamber's newsletter
- ✓ Current news and information from the new newsletter of Ospitalita' Italiana
- ✓ Specialized invitations to the Chambers events such networking activities, the annual flagship event of the Chamber 'The Italian Festival Weeks' and Networking opportunities at the Chamber's business and promotional events which are attended by prominent members of the local and international business communities
- ✓ Assistance in meetings with UAE governmental authorities on matters of interest to the local enterprises and the community in general, such as the Dubai Municipality for customs, or on the inheritance laws in the UAE, banks, cultural associations of Bastakia, etc.
- ✓ Access to a comprehensive listing of associate partners offering discounts to all our members in the UAE (as attached herewith).

We look forward to welcoming you aboard and serving you in the coming year. Should you require any further clarifications on our Chamber, we would be more than pleased to provide you with the same.

**For membership enquiries please contact: [B2B@iicuae.com](mailto:B2B@iicuae.com)**



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