

# Il Notiziario

Italy – UAE Business News

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

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

## DUBAI SHELLS OUT BIG BUCKS FOR 2013

**Dubai Electricity and Water Authority (DEWA) has announced an estimated 2013 budget of AED 13.8 billion for water and electricity projects in the emirate.**

Saeed Mohammed Al Tayer, Managing Director and CEO of DEWA, said, "The budget includes an amount of AED 12.508 bn for operating budget and AED 1.206bn for capital projects and capital purchases which comprises AED 204m for 132 KV cable laying circuits at various locations in Dubai and other works for electricity transmission system in addition to AED 52m for installation of distribution substation equipment and low voltage cables."

An amount of AED 281m will be reserved for developing water transmission and distribution network in various parts of Dubai and AED 562m is for purchase of cables and accessories, switchgear, transformers, pipes etc. besides other items relating to capital projects and capital purchases, in addition to AED 120.351m as administration capital budget.

"These reserve margins will contribute to the fulfillment of the power and water requirements of the recently announced prestigious mega-development projects, such as the Mohammed Bin Rashid Garden City project among others," he added.

"Additionally, these important strategic reserves will meet the future electricity and water needs of various economic, commercial, tourism, industrial and urban sectors," confirmed Al Tayer. - (Source : [www.constructarabia.com](http://www.constructarabia.com))

## THE PALM TO BEAR FRUIT

**Construction works on the Nakheel Mall project at the Palm Jumeirah in Dubai will begin soon.**



His Highness Sheikh Mohammed bin Rashid Al Maktoum, Vice- President and Prime Minister of the UAE and Ruler of Dubai has ordered that necessary measures be taken to commence the implementation of The Nakheel Mall project. The Dh2.5 billion project will be located at the bottom of the trunk of the Palm Jumeirah in Dubai.

His Highness has also ordered the commencement of The Pointe project, overlooking the Jumeirah Beach hotel and the Atlantis resort at a cost of Dh800 million.

The Nakheel mall will feature a view of Al Ittihad Garden and the Atlantis at the Palm Jumeirah. It will be built on a one million square feet area and will house a 200-room hotel, 200 hotel apartments and a restaurant with a panoramic sea view.

'The Pointe,' will be located at the tip of The Palm just across the bay from Atlantis. This project is a large scale complex offering a combination of bustling retail shops, high end restaurants, cafes and patisseries. - (Source : [www.constructarabia.com](http://www.constructarabia.com))

## THE KEY TO LONGEVITY & DYNAMISM



**Bright prospects inevitably await the Gulf aluminium industry as it taps further into its distinct competitive edge and rising global demand.**

Since 1971 the Middle East has evolved into one of the most rapidly emerging global producers of the industrial metal, contributing an approximate 7% of total world output with a current yield of just around 3.6 million tons per year. But with a number of substantial expansionary investments already in place and several more under consideration, it is becoming increasingly obvious that the Gulf is yet to realize its peak potential in global aluminium production.

### **Mega-plans under consideration**

“The Gulf is going to be producing five million tons per year from 50 million per year worldwide. So we’ll be between 10 and 12% [of global aluminium production],” purports Mahmood Daylami who has been serving as Secretary General of the Gulf Aluminium Council since its formal inception in 2010.

This shall be backed by increased investment in the sector which, according to Daylami, is set to peak at a new high over the next few years. “At the moment, it [total investment] is about \$40 billion and Ma’aden added another \$10 billion. The Emal project is \$4.5 billion which is now being implemented. So it will be around \$55 billion by the year 2015,” he projects, referring to two new landmark aluminium smelters that are currently being developed in Saudi Arabia and the UAE to add to the GCC’s existing portfolio of four in Bahrain, Qatar, Oman and the UAE.

However, these projects will not mark the end of the road as far as expansion of supply in the region is concerned. “There is talk that Saudi Arabia will ramp up production to reach maximum capacity.” reveals Daylami, adding, “Bahrain might also do an expansion; we are doing a feasibility study now. That will add another 400,000 tons but we will only know by the first quarter next year, 2013. There is potential for others to expand as well but there is nothing at the moment on the table as a decision.”

- (Source : [www.constructarabia.com](http://www.constructarabia.com))



### AED 6BN TOURISM PROJECT IN DUBAI UNVEILED



**His Highness Shaikh Mohammad Bin Rashid Al Maktoum, Vice-President and Prime Minister of the UAE and Ruler of Dubai, on Wednesday approved the 'Bluewaters' project, a unique mixed use development by Meraas Holding.**

Valued at Dh6 billion, the destination will be located off the Jumeirah Beach Residence coastline and is poised to emerge as one of the largest tourist hot spots in the world

Meraas has also unveiled plans for the Dh1 billion 'Dubai Eye' that will feature as a major component of the 'Bluewaters' Island development. The world's largest Ferris wheel will prove a must-visit experience for visitors and residents in the UAE and articulates Dubai's long-term vision to be a key tourism hub in the world.

'Bluewaters' will also feature demarcated retail, residential, hospitality and entertainment zones. Market studies forecast that the project will draw more than three million visitors annually.

'Bluewaters' construction is set to commence in April, 2013. Construction for 'Dubai Eye' is scheduled for the second quarter of 2013. Hyundai Contracting and Starneth Engineering have been appointed as primary contractors for the design and construction of 'Dubai Eye'.

The 210-meter 'Dubai Eye' will offer breath-taking views of Dubai's exotic coastline and iconic landmarks such as Burj Al Arab, Palm Jumeirah and Burj Khalifa. The piazza at the base of the wheel will serve as an entertainment zone and a unique venue for special occasions and conferences. Additionally, a large LED screen mounted on the wheel will create an innovative electronic platform for broadcasting, adverts, and interactive information.

The destination will feature a bespoke 'souq' encircled by a promenade that will boast alfresco dining outlets serving a wide variety of cuisine. The 'souq' will also host an eclectic mix of retail stores and a 'food hall' offering fresh produce in a traditional 'market' atmosphere. Complementing the ambience, 'Bluewaters' will host a luxury five star hotel and varied residential options.

Connected to the mainland with a direct roadway from the Sheikh Zayed Road, the destination will deploy a mono rail system that will transport visitors to the entertainment zone from the metro station. Alternatively, a pedestrian bridge will link the island to the JBR beachfront, while a cable car will ferry visitors to the entertainment piazza. - (Source – Zawya)

### VENICE TO OPEN A DESK TO INITIATE WORK IN THE UAE

A desk will shortly be opened a to help young Italian graduates in finding a job in the UAE. Related to this, a country presentation on the UAE was recently held in Venice where the Secretary General of the Italian Chamber of Commerce in the UAE, Mauro Marzocchi illustrated the data of the imports and exports between Italy and the UAE. - (Source : *Gente Veneta Journal*)

### ABU DHABI TO GET A FASHION DISTRICT

An article featured in the *Il Sole 24 ore* highlighted the project of building a fashion district in Abu Dhabi. The district will host all the main brands of the fashion industry and restaurants and is expected to be completed by 2017. This will create an ideal platform for Italian companies operating both in the fashion and in the food sector. - (Source : *Il Sole 24 Ore*)

### ITALY SAYS READY TO SUPPORT UAE TECHNOLOGY DRIVE

**Italian Defense Minister Giampaolo Di Paolo has hailed relations with the UAE and said Italy is ready to support the country's drive to acquire technology in industry and other sectors.**

"We are very satisfied with the cooperation with the UAE in the Defense sector. There is definitely room for improvement in the industrial, as well as in the technical/operational, and technical/capability sectors," he told daily Nation Shield in his remarks marking IDEX show.

"We are ready to work in this direction, as we understand the UAE's desire to develop their own industry. We are therefore available to transfer technology and our know-how, also through the participation to common programs. Some good examples are already in place, which represent excellent benchmarks.

Di Paolo also said Italy maintains strong ties with other Gulf countries and that the Italian government supports all initiatives by local companies to expand cooperation with the UAE and the other members of the Gulf Cooperation Council.

"There is a potential based on government-sponsored initiatives, and we are ready to show the greatest availability and openness to meet all the requirements' be they of industrial, operational, or technical nature, GCC countries may have. We strongly believe long term partnerships may give the best results," he said.

"I think everybody can see the magnitude of Italian presence at IDEX. The displays offer the Italian technology offered to the EAU. Just as the Fincantieri Ships, notably an Abu Dhabi class Corvette and a patrol ship offered to the Emirates Navy. Moreover, one Italian Navy Corvette lies at anchor." He said Italy's participation in IDEX involves the main stakeholders from both the institutional and industrial sectors, adding that all major Italian defence industries have a stand here, including a joint one between the Ministry of Defence and the Federation of Italian Industries for Aerospace, Defence and Security (AIAD).

"The Italian institutional delegation will also be composed by top brass representatives and the meetings planned during this significant exhibition will definitely contribute to enhance the partnership between Italy and the UAE."

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### RECLAMATION OF JUMEIRHA ISLAND PROJECT BEGINS

**Reclamation work has commenced on Meraas Development 's "Island 2 "project off Jumeirah which will house high-end boutique resort, low-rise apartment buildings and a marina.**



Van Oord, a Dutch contracting company that specialises in dredging and land reclamation, said it has been awarded the contract to build an island, which it has called "Jumana Island". Work on the project has started and completion is scheduled for the end of 2013. The contract is worth Dh491 million.

According to Meraas website, "Island 2" is a mixed-use development that will house a very elite high end boutique resort along with low rise apartment buildings and a marina. The island will be located off Jumeirah with direct access from Jumeirah Road This 6.3 million square feet (in which 2.5 million square feet already exists) pristine site will be located in a much sought after leisure spot with rooted traditions on the Jumeirah Beach coastline.

The island will be linked to the main land (Jumeirah Road) through a 300-metre-long bridge. (Source : [www.zawya.com](http://www.zawya.com))

### GALADARI & ROTAIR INK AGENCY AGREEMENT

**Galdari Trucks and Heavy Equipment Co. Ltd (GTHE)** has diversified its dealership/agency range with the exclusive launch of Rotair motor compressors in the UAE.

Rotair is based in Italy and is engaged in the design, manufacture and distribution of a range of compressors and allied products for the construction and industrial sectors. Rotair has designed and manufactured pneumatic and hydraulic equipment for over 40 years and is a known manufacturer of high quality air compressors available in a wide range of configurations from 74cfm to 424cfm. Larger units of up to 900cfm can also be made to order. Rotair brings a refreshing new name and range of options to the air compressor market. Based on rotary screw technology, Rotair is the compressor of choice throughout Europe and is rapidly gaining attention in the Middle East.

Mr. **Abdullah Al Shaibani**, Chairman of the **Galadari Brothers Group**, and Mr. Giuseppe Donadio, Rotair General Manager, signed the exclusive agency agreement at the Rotair main office in Caraglio, Italy, on January 17, 2013. Witnessing the signing were Mr. **Khaled Soliman**, Group CEO of the Galadari Brothers Group, and Mr. Andrea Tramontana, of Rotair's Sales Department.

According to Mr. Soliman, the high-tech design and quality manufacturing of Rotair have put them at the forefront of compressor technology. "The renowned reputation of Rotair industrial products around the world and Europe in particular were the major factors we considered when we decided to augment GTHE's line to include portable air compressors. Rotair was indeed an excellent choice," said MR. Soliman.

GTHE is a flagship company in the Galadari Brothers Group and is the exclusive dealer for a number of earth moving and industrial equipment. GTHE has an excellent distribution network, with presence in Dubai, Abu Dhabi, Sharjah and Al Ain. A strong sales force, committed service technicians, and good leadership have helped GTHE grow significantly over the last few years.

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### **ADASI COMPANY'S MULTI-ROLE AIRCRAFT PROGRAM ON SCHEDULE**

The Abu Dhabi Autonomous System Investments (ADASI), will partner with the Italian Aero and Saab in the mission surveillance aircraft called the Multi-role Patrol Aircraft (MPA), with the first prototype set for its first flight in mid 2014 in Italy .

The target markets for ADASI will be Asia, Middle East, Australia and Africa and this aircraft will be one of the most advanced and most performing in the market so far, with an endurance of 10+ flight hours. - (Source: *Khaleej Times*)

### **ADVANCED FIGHTER JETS TO HAVE UAE PARTS**

The advanced, multi-purpose fighter, developed by the Italian Alenia Aeronautica and the British BAE Systems, will be incorporating a major structural component developed by THE UAE company Tawazun Precision Industries (TPI). This was announced at IDEX by Enzo Casolini , Chief Executive of the Eurofighter holding company. The component in question is a V-frame.

The EUrofighter holding company wants to further increase the collaboration with Tawazun Precision Industries (TPI) and for this reason they are in talks to develop titanium firewalls at the TPI factories.

Mr. Enzo Casolini praises the qualities of the aircraft produced together. - (Source: *Khaleej Times*)

### **EATALY – RIGHT HERE IN THE MIDDLE EAST**

The Azadea Group officially announced its partnership with Eataly, a high end Italian fine food retail and restaurant chain. In this way the Middle East costumers will be able to buy and eat the products of the so called 'Made in Italy' food. Eataly's manifesto is "we cook what we sell and sell what we cook" and it is perfectly in line with the slow food concept. Since 2007 Eataly opened outlets in Italy, Japan, New York and shortly in the Middle East. - (Source: *Khaleej Times*)

### **INOVARIA WILL MANAGE POSSIBLE EMERGENCIES IN THE UAE**

In the UAE a possible disaster will be managed by a technology developed by the University of Novara and its spin-off iNovara. The Italian University beat the american giant Federal Emergency Management Agency. - (Source : *Il Sole 24 Ore*)

### **FIAT BOSS, ALFRED ALTAVILLA, UPBEAT ON BRANDS DESPITE RECESSION**

In an exclusive interview with 'The National', Alfred Altavilla, the newly appointed CEO of the Fiat Chrysler Group for Europe, Africa and the Middle East spoke not only about the deep crisis of the European Market for Fiat, but also of the outstanding growth in the Middle East where 25,320 units were sold last year.

The UAE in particular for Fiat is an extremely important and growing market, where in 2012 it was the fastest-growing car company, with a 66% growth compared to 2012

Altavilla also spoke about the launch of the Alfa Romeo brand and in particular of the Giulietta and the 4C in the Middle East Market (Source : *The National*)

### **GROWING FLEET OF EXHIBITORS DOCK AT IDEX'S EXPANDED NAVAL SECTION**

Navdex, the naval and maritime security section of IDEX, has grown in size. Among the ships being showcased for the first time to the public are the Baynunah class vessels, built in the UAE by Abu Dhabi Ship Building and the Abu Dhabi Class, built in Italy by Al Fattan-Fincantieri.

The Abu Dhabi Class 90-metre anti-submarine ship is the biggest warship owned by the UAE Navy. Designed and built in Italy, it took just 18 months to complete - a record in shipbuilding.

The ship made by Fincantieri is one of the most advanced owned by the UAE navy and will play an important role in patrolling the UAE coastline. (Source : *The National*)

### **THE UAE & ITALY NAVIES BOOST COOPERATION**

"After the delivery of the Abu Dhabi Class boat to the UAE navy there will be an increase of cooperation between the Italian the Emirati navies", were the words of the Italian navy's chief of staff, Admr. Giuseppe De Giorgi, during the Gulf Defence Conference. This cooperation will lead to the creation of partnerships in the development of maritime weaponry technologies.

Adm De Giorgi also highlighted that there would be more joint ventures between Italian and Emirati companies in the naval industry like the one's between Fincantieri and Etihad Ship Building, and the aim of these JV's would be to transfer technologies and create joint programs for training of crews. (Source : *The National*)

### **THE GLOBAL BREATH OF PADUA, VICENZA, PORDENONE AND BOLZANO**

The fairs in the North-East of Italy are internationalizing their self in view of the strong exports to emerging markets and in particular to the UAE, which represents the second market for the Italian jewellery industry, with an export value of 670 million euro in 2011 and 236 million euro in the first quarter of 2012.

These fairs used to be focused on the local stakeholders, but now with the Italian, and the overall European they need to be more global oriented and find good partners in the Middle East market, especially in the UAE. (Source : *Il Sole 24 Ore*)

### **ITALY HOSTS UAE BUSINESS FORUM**

A UAE trade and investment delegation to Italy led by the Ministry of Foreign Trade, conducted a number of meetings with some of Italy's top companies and authorities. The event saw the participation of over 25 prominent Italian businessmen who discussed and examined with their UAE counterparts opportunities available for both sides. (Source: *Khaleej Times*)

### **RECORD YEAR IN THE MIDDLE EAST FOR FERRARI**

Ferrari sales have roared to a record high as Middle East customers snapped up 556 cars last year and have an 8% growth and a jump in revenue to 2.43bn euro. In the Middle East market, the Italian company had a 4% increase in cars sold, and a 17% increase in total net profit. This performance however is still below the performances of Mercedes and Audi, which had respectively an increase in cars sold by 16.7% and 16.4%. (Source : *The National*)

### **MECHANICAL INSTRUMENTS BOOST ITALIAN EXPORTS**

An article featured in the *Il Sole 24 Ore* analyses the Italian exports, which will have in the next years a slow but perpetual growth. The main end market for the Italian products will still be Europe, but there will be an increase in importance for markets such as North Africa and Middle East. The goods that will push up the exports will be the mechanical instruments, which are one of the leading products for the Italian manufacturing production. The main focus is on the mechanical instruments to be used in the agricultural sector, very important for the developing countries'. (Source : *Il Sole 24 Ore*)

## 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.

**INDIVIDUAL MISSIONS** : During the period January – February 2013, IICUAE organized individual missions of Italian companies to the UAE/Qatar with the objective of building relationships between the operators of the

### 31.01.2013 - UAE : ST Scale ([www.stscale.com](http://www.stscale.com))

The company was established in 1986 in Cecina, Italy and offers a range of different kinds of products;

- Open & Spiral Staircases in solid beech and oak wood, stainless steel and steel & glass.
- Modular Mezzanines in solid beech wood with beams and wooden floors.
- Parquet in solid oak wood

### 05-06.02.2013 - UAE : Ele Forniture ([www.elefornture.com](http://www.elefornture.com))

Ele Forniture srl is a company established by two companies with 10 years experience in the supplying of wood furniture, sofas, beds, wood doors and windows and accessories.

### 10-11.02.2013 - QATAR : Artigianlegno di Maglie Alessandro ([www.artigianlegno-le.com](http://www.artigianlegno-le.com))

ARTIGIANLEGNO is a company operating in the ambit of wood industry, in the domestic and foreign field. It offers a wide range of internal doors and panels for armored doors, complete with all accessories.

### 16-17.02.2013 - QATAR : Archimade ([www.archimade.it](http://www.archimade.it))

An architectural studio well known in the fields of restructuring, architecture, interior design, etc.

### 24.02.2013 - QATAR : Velab ([www.velab.it](http://www.velab.it))

20 years of experience in the field of glass blowing with a wide range of products: lighting, chandeliers, table lamps, floor lamps, suspensions, etc.

### 24-27.02.2013 – UAE/Qatar : CSF ([www.multione-csf.com](http://www.multione-csf.com))

CSF is a company that produces a wide range of multi-purpose tool carriers through its **Mini multi compact loader with over 60 different attachments**, a product conceived and realized with the highest technology and best technical solutions, suitable for different kinds of consumers such as; public maintenance, DIY and leisure, construction, earth moving, green care, agriculture, gardening and building.

### 26.02.2013 - UAE : ENIT – Tuscany Workshop

The Dubai based office of ENIT – Italian State Tourism Board, organized in collaboration with Toscana Promozione the first Tuscany Workshop in the UAE. The direct approach between the Arabian Tourist Market and the best representatives of the Luxury Tourist Market from Tuscany, took place as a BtoB meetings at the JW Marriott Marquis Hotel Dubai on the 26<sup>th</sup> of February 2013. 14 operators from Tuscany met with 29 among the best tour operators and travel agencies of the UAE, holding more than 250 business meetings. The success of the workshop was confirmed both by the Italian delegates, who are very interested in the fast growing Gulf travel market, and the local operators, who had the opportunity to discover one of the most beautiful and culturally rich Italian Regions: Tuscany.



**ASSISTANCE** : IICUAE offered assistance to the following companies in their venture for scouting for new business in the UAE / Qatar.



### RE.LEG.ART ([www.relegart.it](http://www.relegart.it))

Artisan workshop producing albums, frames, notebooks, diaries, desk objects, lamps, pillows, trunks, trays, mirrors, etc.

### Rosmundo ([www.finedreamjewels.com](http://www.finedreamjewels.com))

Handmade jewellery in gold with diamond and precious stones.

### STM – Sistemi Tecnologie Medical Srl (CS Hospital Srl) ([www.stmmedicali.eu](http://www.stmmedicali.eu))

Specialized in the planning, manufacture, sale and after sale service of medical and electro-medical equipments and devices

## UPCOMING TRADE FAIRS

A list of upcoming trade fairs both in UAE and Italy for the period March 2013

### UAE

| Date          | Place     | Exhibition                                     | Sector   |
|---------------|-----------|--|--|
| 05-07.03.2013 | Abu Dhabi | Abu Dhabi Air Expo                             | <u>Railway, Shipping &amp; Aviation</u> : Abu Dhabi Air Expo is a dedicated expo which mainly focuses on the general aviation industry in the Middle East where latest products and innovations related to aviation industry will be displayed.        |
| 05-09.03.2013 | Dubai     | Dubai International Boat Show                  | <u>Marine &amp; Boat Show</u> : Dubai International Boat Show will be having an astonishing selection of the newest boat models, supercar promenade and the related accessories.   |
| 06-09.03.2013 | Sharjah   | The Perfect Wedding Show                       | <u>Apparel &amp; Garments</u> : The Perfect Wedding is the ideal platform to meet potential customers from around the region and share ideas and gain expertise from other suppliers and companies.  |
| 14-18.03.2013 | Abu Dhabi | Abu Dhabi International Jewellery & Watch Show | <u>Gems &amp; Jewelry</u> : Abu Dhabi International Jewellery & Watch Show (JWS) is one of the foremost jewellery and watch exhibitions in the gulf region that showcases the finest collection of jewellery and precious stones from across the world |
| 19-21.03.2013 | Dubai     | Footwear Expo                                  | <u>Leather Products</u> : Foot Wear Expo is the first ever International Exhibition on 'The Foot wear 2013' a life style expo being organized in the UAE.  |

### ITALY

| Date          | Place   | Exhibition        | Sector   |
|---------------|---------|-------------------|--|
| 03-06.03.2013 | Rho     | Micam             | <u>Leather Products</u> : MIPEL expo will be a big home for all kind of leather goods including bags, luggage, sacks, wallets and the complete range of leather accessories.   |
| 07-10.03.2013 | Bologna | Cosmopack         | <u>Packaging Materials &amp; Machines</u> : Profile for exhibit include Packaging Materials & Devices, Packaging Machines & Equipment, Packaging Systems, Ready-made Packaging's, Measuring Tools and Devices, Material handling, Handling Machines & Equipment, Material Handling Systems, Warehousing Devices, Machines & Equipment, Storing Systems, Transportation, shipping etc |
| 08-11.03.2013 | Bologna | Cosmoprof Bologna | <u>Cosmetics</u> : Cosmoprof Bologna ranks among the most eagerly anticipated trade shows in Bologna, dedicated exclusively to the beauty and aesthetics sector of Italy.  |

For a list of detailed exhibitions please visit the websites;

UAE - <http://www.biztradeshows.com/unitedarabemirates>  
 ITALY - <http://www.biztradeshows.com/italy>

## 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>   |
|----------------------------|--|--|
| ➤ Sirti FZ LLC             | Telecommunication / IT System Integrator | <a href="http://www.sirti.it">www.sirti.it</a>                       |
| ➤ Planet Italy FZE         | General Trading                          | <a href="http://www.planetitaly.net">www.planetitaly.net</a>         |
| ➤ Veluss FZE               | Business Consulting                      | <a href="http://www.veluss.com">www.veluss.com</a>                   |
| ➤ A.I.C.A.I Special Agency | Chamber of Commerce of Bari              | <a href="http://www.ba.camcom.it">www.ba.camcom.it</a>               |
| ➤ Metropolitan Deira Hotel | Hospitality                              | <a href="http://www.habtoorhotels.com">www.habtoorhotels.com</a>     |
| ➤ Certo Restaurant         | Hospitality                              | <a href="http://www.radissonblu.com">www.radissonblu.com</a>         |
| ➤ CSF Srl                  | Tools                                    | <a href="http://www.multione-csf.com">www.multione-csf.com</a>       |
| ➤ Grand Millenium Dubai    | Hospitality                              | <a href="http://www.grandmill-dubai.com">www.grandmill-dubai.com</a> |
| ➤ MMI                      | Wines & Spirits                          | <a href="http://www.mmi.ae">www.mmi.ae</a>                           |
| ➤ Pegaso 2000 Srl          | Information Technology                   | <a href="http://www.pegaso2000.it">www.pegaso2000.it</a>             |
| ➤ Al Fresco, Crowne Plaza  | Hospitality                              | <a href="http://www.ihg.com">www.ihg.com</a>                         |
| ➤                          |  |  |

## MEMBERSHIP..... contd.

**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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