



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO NETWORK OF INVESTMENT AND  
TECHNOLOGY PROMOTION OFFICES  
ROME, ITALY



MINISTERO DELL'AMBIENTE  
E DELLA TUTELA DEL TERRITORIO E DEL MARE

# Fostering International Partnership between companies and/or institutions operating in energy and environment sectors

**Progress Report**

*April 2020 – January 2021 (10 months)*

## INDEX

INDEX .....	2
FOREWORD .....	3
OVERALL ACTIVITIES.....	5
BOTSWANA .....	16
CUBA .....	18
ETHIOPIA .....	22
KAZAKHSTAN.....	29
KENYA .....	33
PERU .....	38
NEW PLANNED INITIATIVES IN THE FORTHCOMING WEEKS .....	43
CONCLUSIONS .....	45
ANNEXES .....	46

## FOREWORD

This report aims at providing an overview of the activities that UNIDO ITPO Italy implemented in the framework of the project “**Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors**” (hereafter FIPEE) in the period April 2020/January 2021 (10 months totally).

More specifically, the report will start with an introduction of the several initiatives undertaken by this Office in the six target countries involved in the project, i.e. Botswana, Cuba, Ethiopia, Kenya, Kazakhstan and Peru (Iran is still on stand-by), with a focus on how the activities have been changed and adapted to the new work environment due to covid-19 pandemic. In addition, this document intends to outline the main outputs reached in the considered timeframe and most importantly the increase of awareness about the overall project among Italian and foreign Small and Medium-sized Enterprises (SMEs) as well as other project stakeholders.

Before entering into activities’ details, it is worth reminding here what are FIPEE project purposes and its interrelated approaches, aspects that UNIDO ITPO Italy has considered when organising the activities.

The overall objective of the project is to support commercialization and scale-up of sustainable energy and environmental technologies and projects in SMEs in the partner countries through promotion of investment and trade.

The project’s objective will be achieved by:

- mentoring businesses and projects,
- helping SMEs build capacity and
- facilitating access to financing.

The services offered will be tailored to specific markets and open avenues for SMEs to grow and upscale.

At the same time, UNIDO will work with partners to establish and strengthen markets. The market intelligence gathered together with regional or global best practices and norms inform the shaping of the demand and market pull. This, in turn, will create demand for technology facilitation, innovation, commercialization, entrepreneurship and up-scaling.

The two main interrelated approaches of the project are:

- 1. Providing technical assistance to identify and develop high-impact innovations and investment projects in SMEs in the sustainable energy and environment sector**
  - a. Baseline data gathering and analysis conducted
  - b. Identify sustainable energy and environmental technology innovations and projects in SMEs in the seven partner countries
  - c. Develop innovations and projects into a well-structured investment opportunity through dedicated expert coaching and mentoring
  - d. Facilitate policy dialogues, knowledge creation and linkages between the sustainable energy and environmental technology projects and other international partners
  
- 2. Facilitating investment, commercialization and trade opportunities through international partnerships and collaboration**
  - a. Provide dedicated matchmaking services for SMEs with innovations and projects in the seven countries with potential partners and investors in Italy and elsewhere
  - b. Offer curated networking opportunities among SMEs from the seven countries and Italy and other countries in similar fields to discuss product co-development, joint venture and investment, trade, and collaboration opportunities in a business-to-business context
  - c. Facilitate knowledge exchange and transfer among policy makers from the seven countries and Italy to discuss best-practices and lessons in supporting energy and environmental technologies in SMEs

It is the ambition of this report to help the Italian Ministry of Environment, Land and Sea to understand the entire project scenario and how UNIDO ITPO Italy carried out past activities and planned new initiatives for the forthcoming months for all target countries.





## OVERALL ACTIVITIES

Due to **covid-19 pandemic outbreak** and its devastating consequences worldwide, UNIDO ITPO Italy had to review and adjust the core activities previously planned. In particular, valuable business delegation trips, on-site visits and the participation to international trade fairs were no longer possible for health and safe purposes. In order to face these challenges, but at the same time ensure project's outputs, UNIDO ITPO Italy used **digital tools**, wherever possible.

### Output 1

#### 1.1 Baseline data gathering and analysis conducted

Since the inception on-site mission could not take place, UNIDO ITPO Italy carried out digital activities from April to October 2020 focused on gathering accurate pieces of information in each target country through:

- mapping the opportunities in renewable energies and environment in each target country;
- identifying the main needs/requirements in terms of technologies;
- analysing the market context and trends;
- identifying the investment climate and incentives provided to foreign investors.

In this way, it was possible to identify the key sub-sectors for energy and environment in each target country as well as to point out the nexus with other sectors like water-food-energy. (**Annex 9: “Why invest” presentations**). The below table shows in a schematic way the strategic segments where is worth to focus in each country:

Subsectors	Botswana	Cuba	Ethiopia	Kazakhstan	Kenya	Peru
Solar energy	X	X	X	X	X	
Wind energy			X	X	X	
Energy Efficiency			X	X		
Electrification					X	X
Hydropower			X	X		X
Biogas	X	X	X	X		X
Biomass		X			X	X
Water treatment	X	X	X		X	X
Waste management	X		X	X	X	X
Water supply			X		X	X
Nexus Water Energy Food		X	X		X	X

X: PRIMARY SUBSECTOR - X: SECONDARY SUBSECTOR

## Output 2

### 2.1 Business and investment opportunities in Italy and partner countries promoted

#### “Doing Green Business” webinar series, 23 September – 28 October 2020



UNIDO ITPO Italy organized a webinar series named “Doing Green Business” between the 23<sup>rd</sup> September and 28<sup>th</sup> October 2020. It was a six week thematic country presentations - each one dedicated to a single target country – with the purpose of promoting sustainable investments, technology transfer opportunities as well as brief interested parties about the incentives in the renewable energies and green technologies in the target countries.

Each episode provided a virtual matchmaking platform for the exchange of technical knowledge and experiences, facilitating potential industrial partnerships and trade collaborations in the field between Italy and the partner countries.

The initiative involved **170** participants (**Annex 1: list of participants**) belonging to business and institutional network as follow:

Type	from Italy	from Target Countries	Other countries	Total
Companies	61	9	7	77
Government/Agencies/Banks	7	12	2	21
Academia	2	3	2	7
Associations/Chamber of commerce	1	3	1	5
Consulting	8	6	8	22
Other	5	2	4	11

**42** Institutional and business representatives - from Italy and focus countries - took part as speakers in the series (excluding ITPO Italy staff).

The webinar series “Doing Green Business” were essential to provide a better understanding of actual opportunities, technological needs in each Country, economic and financial background, investment trends and incentive schemes.

The initiative also helped to:

- a. integrate the database with selected local and Italian stakeholders operating in the renewable energy and green technology sectors;
- b. strengthen synergies and exchanges of contacts on climate change related issues (part of core activities of UNIDO ITPO Italy office);
- c. manage institutional and business contacts for the future project's activities and events linked to this project.

The presentations and other materials are available online for all interested parties on the website page dedicated to the project [www.unido.it/FIPEE](http://www.unido.it/FIPEE). It can be easily downloaded, and this section is constantly updated.

## **Delegate Programme**

The Delegate Programme is an essential tool for UNIDO ITPO Italy to support investment promotion and technology transfer operations. The Delegate, accurately selected by UNIDO ITPO Italy, is a representative of a developing country whose activity is to promote a portfolio of investment opportunities of the country he/she represents.

In the past, the delegate used to travel to Italy and directly meet and interact with local stakeholders, visit companies and the business community to whom address the investment and business opportunities available in the home country. In 2020, due to covid-19 the Delegate Programme, was conducted entirely online, and it was key to continue promoting investment and business opportunities and represented also a good example of digital transformation strategy.

The delegate was from Ethiopia and in the two weeks (from 30<sup>th</sup> November to 14<sup>th</sup> December 2020, see “Ethiopia” session for further details) several online meetings and presentations were held.

It is worth mentioning here that currently UNIDO ITPO Italy is selecting a representative from Botswana in order to organise a new digital delegate programme also in 2021.

**2.1.1 and 2.1.2 Identify suitable local fairs/events and key stakeholder and promote the identified fairs among Italian relevant stakeholders/companies**

The COVID-19 pandemic outbreak caused the cancellation or postponing of many events and trade shows around the world planned in 2020. Some fairs have been rescheduled in virtual mode. Below the list of fairs identified for this year:

Exhibition	Location	Date	Sub-sector/s involved	Business operators
Power Astana 2021	Nursultan, KZ	19- 21 May 2021	Energy and Electrical Equipment, Machine Building	Kazakh and international companies and other stakeholders
Remtech 2021	Ferrara, IT	20-24 September 2021	Protection and sustainable development on the territory, remediation of contaminated sites, coasts and ports, hydrogeological risk, climate changes, seismic risk, urban regeneration and sustainable chemical industry	Kazakh and international companies and other stakeholders
2nd Central Asia Renewable Energy Summit	Nur-Sultan, KZ	25-26 October 2021	Solar Power, Wind Power, Hydro Power	Kazakh and international companies and other stakeholders
Virtual Expo Agua Peru 2020	Virtual	1 October 2020 - 31 March 2021	Innovative technologies and integrated solutions for water management	Peruvian and Latin American companies
Power and Energy Africa	Nairobi, Kenya	1 - 3 July 2021	International fair for power generation, electrical engineering and alternative energy sources	International companies and stakeholders
Solar Africa	Nairobi, Kenya	1 - 3 July 2021	Solar energy	African and international companies and other stakeholders
ACCADUEO	Bologna, Italy	23 - 25 June 2021	Technologies for water management and treatment	Italian and international companies and other stakeholders
Botswana Mining and Energy	Gaborone, Botswana	26 – 26 May 2021	International mining & energy conference and exhibition	Botswanan and international companies and other stakeholders
Energias Renovables Cuba	Havana, Cuba	26-28 May 2021	Biomass, Solar Power, Wind Energy	Cuban and International companies

## [2.1.6 Organize the participation of an incoming institutional and business delegation from the selected countries to specialized fairs](#)

### **Ecomondo 2020, green technology expo from 3<sup>rd</sup> to 15<sup>th</sup> November 2020**

It was initially planned the incoming of two business delegations, one from Ethiopia and one from Kenya, to the fair Ecomondo that was supposed to be held in Rimini. Afterwards, the fair organisers changed the modality of the event, passing from a physical fair to a digital trade show. With this new pattern, only the delegation from Kenya participated (more details available in the section 'Kenya' of this report). Ethiopia delegation was not able to participate due to some issues related to internet connectivity/availability.

## [2.1.8 Ensure visibility to the project activities](#)

In order to disseminate all pieces of information and results regarding the project activities on a continuous basis, the following actions have been carried out:

### **Designing and development of project website and matching platform**

The website with information regarding the project, the opportunities promoted and the activities carried out are published at the following link [www.unido.it/FIPEE](http://www.unido.it/FIPEE). This section has been designed and developed since August 2020.

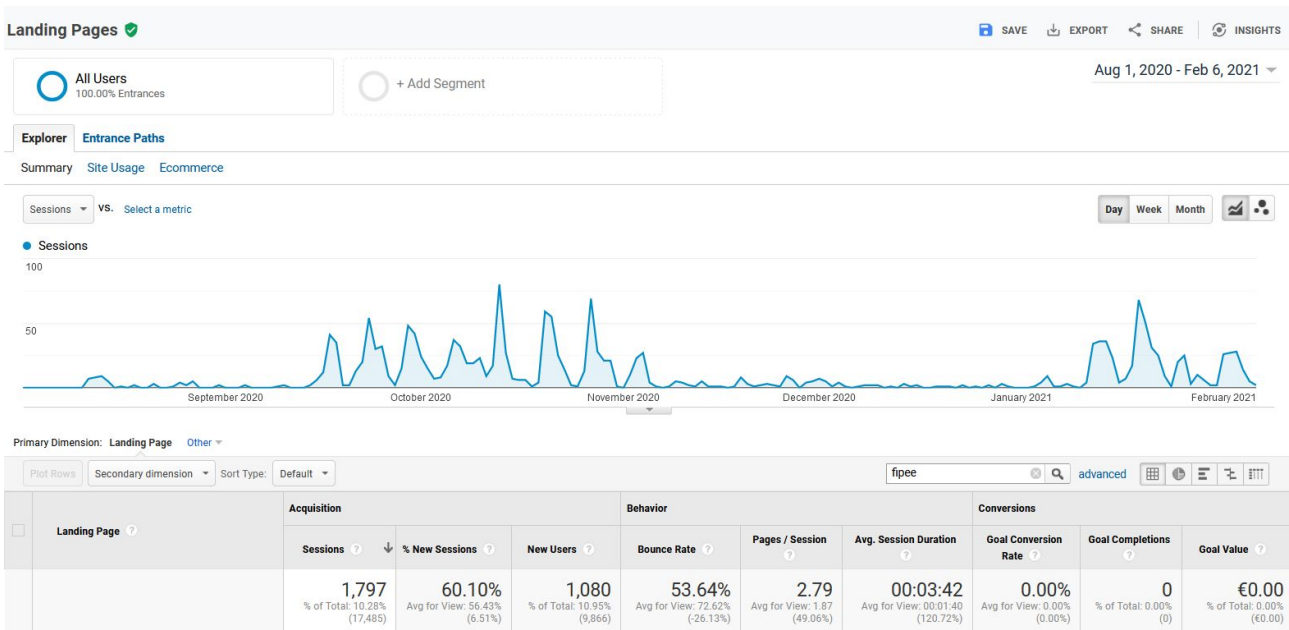
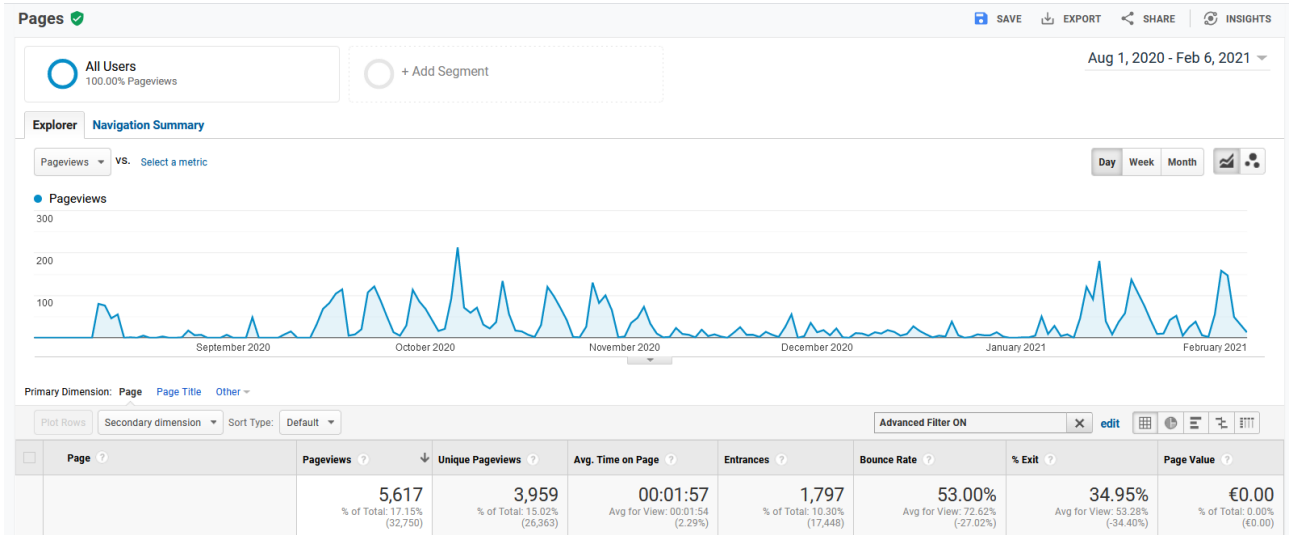
The website features key data on the project includes: descriptive paragraphs of the main types of renewable energies and environmental technologies; a section for investment and business opportunities; news and events. In addition, the main geographical and economic characteristics of the partner countries are summed up as well as their renewable energy and environmental technologies landscape. The last section is dedicated to links to the recordings of the virtual events and other useful material on legislative framework and investment guides.



The **Investment Opportunities** page shows the portfolio of the IIPP projects in promotion.

The **matchmaking** section will be finalized and published, once all the local technologies identified are uploaded.

Between August 2020 and January 2021, the website has been visited by more than **1,000 users** that navigated more than **5,600 pages**.



The platform is promoted also through the main website of UNIDO ITPO Italy, with a banner in home page and the link featured in the main navigation bar.

## Social media

The project is promoted through UNIDO ITPO Italy social media channels, namely **Facebook**, **Twitter**, **LinkedIn**, **Instagram** and **YouTube**.

The official hashtag is **#FIPEE**

Below the subsets of the available data analytics for each social media network for the period January 2020-January 2021.

	N. of posts/videos	Interactions - Engagement	Impressions	Accounts Involved/mentioned
<b>Facebook</b>	<b>60</b>	<b>711</b>	<b>13132</b>	<b>67</b>
<b>Twitter</b>	<b>77</b>	<b>729</b>	<b>29269</b>	<b>60</b>
<b>Instagram</b>	<b>48 + 90 stories</b>	<b>678</b>	<b>8646</b>	<b>33</b>
<b>LinkedIn</b>	<b>62</b>	<b>2005</b>	<b>26109</b>	<b>75</b>
<b>YouTube</b>	<b>9</b>	<b>454 views and 15 likes</b>	<b>8632</b>	<b>-</b>

## Promotional newsletters

In order to promote the initiatives organized in the framework of the project, **11** newsletters have been sent to around **4,000** contacts and representatives of Italian institutions and business network of the Office.

- 17.09.2020 - "Doing Green Business": UNIDO ITPO Italy lancia la serie di webinar a supporto dell'energia e dell'ambiente nei Paesi in via di sviluppo
- 23.09.2020 - Webinar "Doing Green Business in Perù"
- 29.09.2020 - Webinar "Doing Green Business in Kazakistan"
- 06.10.2020 - Webinar "Doing Green Business in Kenya"
- 13.10.2020 - Webinar "Doing Green Business in Botswana"
- 20.10.2020 - Webinar "Doing Green Business in Ethiopia"
- 27.10.2020 - Webinar "Doing Green Business in Cuba"
- 30.10.2020 – Investire nelle energie rinnovabili in Perù: casi di successo e quadro legislativo | 04 Novembre 2020 ore 16:00
- 26.11.2020 - UNIDO ITPO Italy ospita un delegato virtuale dall'Etiopia dal 30 novembre al 14 dicembre
- 27.11.2020 – Investire nelle tecnologie ambientali in Perù: guida per le piccole e medie imprese italiane | 01 dicembre 2020 ore 16:00
- 12.01.2020 - Market access in Kazakhstan in the sustainable energy sector | 20 January 2021 h. 11:00



The last news about the activities carried out are also spread through the UNIDO ITPO Italy Monthly Update. The first release of the newsletter was in January 2021 and included information about the webinar “Market access in Kazakhstan in the sustainable energy sector” held on the 20<sup>th</sup> January 2021.

### Press agencies

The activities have been also distributed to **286** Italian press agencies of UNIDO ITPO Italy network. **57** external press releases have been published online. **(Annex 2: some clips).**

Moreover, an ad-hoc flyer about the project with focus on African countries – Botswana, Ethiopia and Kenya - was designed for the business sectoral magazine “Africa e Affari”(n.3 March 2020), published both printed and digital format.



A list of **38** national press agencies from target countries has been prepared, in order to promote the initiative.

### Italia-Africa Business Week 2020

UNIDO ITPO Italy took part in the 2020 edition of the Italia Africa Business Week titled “Rebranding Italy in Africa”, by joining the panel discussion “Circular Economies, Green Industries and Sustainability in Africa” (on 10<sup>th</sup> November 2020).

The intervention focused on African countries such as Kenya, Botswana and Ethiopia regarding the project, in order to provide the participants with in-depth information and project’s main goals and activities.



### 2.2.1. Maintain relations with local partners in order to assess the business climate and private sector development in the relevant sectors

#### Energy and Environment projects' identification through the UNIDO initiative "Innovative Ideas and Technologies vs. COVID-19: A Global Call for Developing Countries" – April-June 2020

During 2020, most of the efforts of UNIDO and its network of field offices were focused on the global fight to overcome the coronavirus, working with strategic partners in order to address the crisis (UNIDO Covid-19 response).

The Global Call "Innovative Ideas and Technologies vs. COVID-19 and beyond", inspired by ITPO Italy and promoted by UNIDO through its network of ITPOs, Investment and Technology Promotion Offices around the world, was aimed at identifying scalable solutions to cope with the direct and indirect impact of COVID-19 in developing countries and economies in transition, and their respective needs in the transition to post-crisis socio-economic realities in the aftermath of the pandemic.

The Global Call offered an opportunity at international level to identify and promote innovative solutions contributing to tackle COVID-19 effects in developing countries and make their economies more resilient, in alignment with the UN Sustainable Development Goals (SDGs). Specifically, priority was given to 4 strategic categories, including the "Energy and Environment" category.

In this framework, UNIDO ITPO Italy took this opportunity to join UNIDO headquarter by combining two main objectives: achieve the UNIDO Global Call goals and, most of all, give a new emphasis and strength FIPEE project's activities. As matter of fact, UNIDO ITPO Italy promoted the UNIDO Global Call among **42** stakeholders of target countries, collecting **7 project applications for the "Energy and Environment" category from Botswana (2 projects) and Kenya (5 projects).**

Project title	Applicant
<b>Kenya</b>	
Waste to buildings	Flip
Access to clean Water for the urban and peri-urban in Bungoma County	Taluma Services
Converting biowaste and used COVID-19 masks into clean affordable charcoal briquettes	Bentos Energy Ltd
Green Pavers -Turning Waste Plastic and Post COVID19 Face Masks into Affordable Construction Material	Green Pavers
Portable Isolation Wards	Shonco Power Ltd

Project title	Applicant
<b>Botswana</b>	
Renewable Energy Generation for the Health Sector using Solar PV panels	Edwatts Pty Ltd
BIUST as a Test Bed Centre: Smart Sustainable City Cluster Model for Africa	Sustainable Cities Africa

**2.1.9 – 2.2.2 Maintain and operate the UNIDO ITPO Italy matching platform between Italian and foreign companies and possible investors, based on the suitable projects identified (IIPP database)**

UNIDO ITPO Italy actively engaged more **than 140** companies, more than **90** stakeholders in Italy and target countries operating in energy and environment sectors. The same contacts were uploaded in UNIDO ITPO Italy database.

Moreover, **6** Industrial Investment Project Profiles have been promoted and in addition, another **17** IIPPs were identified and ready to be promoted.

Projects in promotion:

IIPP	Title
<b>Ethiopia</b>	
ETH/086/2011	Wasa Mushroom Farm Project
ETH/085/2011	TESFAY ABAY FARM PROJECT
ETH/084/2011	Paper & Paper Products Recycling
ETH/083/2011	Advanced technologies for water treatment systems
ETH/082/2011	Installation hybrid systems of mini-grids in rural areas
ETH/081/2011	Minigrids and Stand-alone-Solar systems

**(Annex 3: Projects and Investment opportunities portfolio promoted by the Ethiopian delegate)**

Projects identified:

IIPP	Title
<b>Botswana</b>	
BOT/020/2102	Cleanico Waste Management Project
BOT/021/2102	Kgalagadi Resources Dev. Co. (Pty)Ltd t/a Solar Power Botswana
<b>Cuba</b>	
CUB/001/2102	Bioelectrical plant adjoining a sugar mill in Caracas mill
CUB/002/2102	Bioelectrical plant adjoining a sugar mill in Panama mill
CUB/003/2102	Bioelectrical plant adjoining a sugar mill in Brasil mill
CUB/004/2102	Bioelectrical plant adjoining a sugar mill in Colombia mill
CUB/005/2102	Bioelectrical plant adjoining a sugar mill in Antonio Guiteras
CUB/006/2102	Julio Antonio Mella mill, Santiago de Cuba
CUB/007/2102	George Washington mill, Villa Clara
CUB/008/2102	Quintin Banderas mill, Villa Clara
CUB/009/2102	15 Mw: Municipalities in Mayabeque & Matanzas Provinces
CUB/010/2102	15 Mw: Municipalities in Pinar Del Rio Province
CUB/011/2102	30 Mw: Municipalities in Ciego De Avila & Camaguey Provinces
CUB/012/2102	30 Mw: Municipalities in Cienfuegos & Villa Clara Provinces
CUB/013/2102	30 Mw: Municipalities in Guantanamo Province
CUB/014/2102	30 Mw: Municipalities in Santiago De Cuba Province
CUB/015/2102	40 Mw: Municipalities in Las Tunas & Holguin Provinces



# BOTSWANA

## Webinar “Doing Green Business in Botswana” – 14 October 2020



The virtual country presentation “Doing Green Business in Botswana” took place on 14<sup>th</sup> October 2020, providing a platform for the promotion of investment opportunities and incentives in the local renewable energies and green technologies sectors among Botswanan and Italian SMEs in the field.

The panel discussion was attended by **40** participants and featured interventions providing an overview of the institutional and business framework for energy and environment in Botswana.

As a follow-up activity to the webinar, UNIDO ITPO Italy liaised with the companies that attended the virtual event to devise a tailored support to be undertaken in the framework of the project.

### Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*

*Mr. Balisi Gopolang | Chief of Meteorological Services Department | Ministry of Environment, Natural resources and Tourism*

*Mr. James Molenga |Principal Energy Engineer | Department of Energy*

*Mr. Duncan Morotsi | COO |Botswana Energy Regulatory Authority*

*Mr. PC Kgomotso | Acting Director Electricity |Botswana Energy Regulatory Authority*

*Mr. Reginald Tebogo Selelo | COO | Botswana Investment and Trade Center*

*Dr. Bathsheba Mbongwe | Director Research and Partnerships | Botswana Institute for Technology Research and Innovation*

*Dr. Edward Rakgati | Expert on Energy | Botswana Institute for Technology Research and Innovation*

*Ms. Zoe A. Isaacs | Director Business Development Services | Business Botswana*

## Interviews for the UNIDO ITPO Italy's Delegate Programme – December 2020–ongoing

As a follow-up to the webinar “Doing Green Business in Botswana”, the participation in the UNIDO Delegate Programme was proposed to the representatives of relevant local counterparts, Business Botswana and the Botswana Investment and Trade Center, and the selection is currently going on.

At the end of January, thanks to the candidate's interviews, the Office was able to identify and promote **2** Industrial Investment opportunities in Botswana (IIPPs) in renewable energies.

## Article focused on Botswana – January 2021

UNIDO ITPO Italy drafted an article to be published on the Italian sectoral business magazine “Africa e Affari”. The article aims at providing an overview of the renewable energy sector in Botswana and promoting the services that the Office will offer to the Italian private sector in the framework of the project.

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project in the sustainable energy and environment sectors
- Contents elaboration focused on Botswana with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

## Key figures and achievements

Events held: **1**

Stakeholders engaged:

	Botswana	Italy
<b>Institutions</b>	<b>7</b>	<b>1</b>
<b>Associations</b>	<b>3</b>	<b>-</b>

Companies engaged:

Company	Sector	Follow-up actions
<b>FAAM</b> (Italian)	Energy saving, batteries	Interested in meeting with a potential Delegate from Botswana.



## CUBA

### Promoting opportunities in Renewable Energy in Cuba and International Fair on Renewable Energies– February 2020



UNIDO ITPO Italy and the Embassy of Cuba in Italy, in collaboration with Pavia and Ansaldo Law Firm, Legacoop Emilia Romagna and Promexa series of round table discussions on investment opportunities in Cuba, held in Milan, Bologna, Padua and Rome (on February 2020).

The delegation of the Ministry of Foreign Trade and Investments (MINCEX) involved in the roadshow was led by the Director General of Foreign Investments, Mrs. Déborah Rivas Saavedra, who delivered a presentation on the Cuban economic system to representatives of the Italian business community, focusing on agribusiness and renewable energy.

Within the round table discussions, the MINCEX delegates had the opportunity to meet with Italian institutional and business stakeholders, to provide them with an overview of the investment climate and opportunities in Cuba.

Around **200** Italian companies attended the presentations and it was also a good opportunity to introduce the project “FIPEE” and invite the entrepreneurs to attend the II Trade Fair on Renewable energy “Feria de Energías Renovables”. The fair was scheduled to be held in La Habana, from 10 to 12 June 2020.

UNIDO ITPO Italy contacted several Italian companies by e-mail, newsletters and phone calls presenting the FIPEE project in Cuba as well as the opportunities in biomass, solar, wind and water treatment. The commitment of the Italian business community was demonstrated with the confirmation till March 2020 of 3 Italian companies who applied to participate at the Forum.

Unfortunately, the mission was cancelled due to the pandemic, which caused the disruption on missions and in-person activities.

### [Webinar “Doing Green Business in Cuba” – 28 October 2020](#)



The virtual country presentation “Doing Green Business in Cuba” took place on the 28<sup>th</sup> October 2020 aimed at promoting investment opportunities and incentives in the local sectors of renewable energies among Cuban and Italian institutions and SMEs in the field.

The panel discussion focused, among other things, on policies, priorities and ongoing projects of the local ministry of environment in the field of renewable energies.

The webinar saw the participation of several Cuban institutions and relevant stakeholders, was attended by **20** participants and provided a platform for the exchange of technical knowledge and

insights, aimed at facilitating potential partnerships between Italian and Cuban SMEs in the energy and environment sectors.

Thanks to the webinar, **15** investment opportunities in energy and environment sectors have been identified and are ready to be promoted.

## Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*

*Ms. Emma Liens Morejón | Counsellor for Economic, Trade and Cooperation Affairs | Cuban Embassy in Italy*

*Mr. Rosell Guerra Campaña | Director of Renewable Sources of Energy | Cuban Ministry of Energy and Mines (MINEM)*

*Ms. Navy Carrera Laurens | Deputy Director, International Relations and Foreign Investment | Grupo Azucarero AZCUBA*

*Ms. Madelin Olivera Llanes | Head of International Collaboration Group | Grupo Azucarero AZCUBA*

*Mr. Juan Garzón Perera | Director of Agricultural Technology Testing, Validation and Certification |*

*Instituto de Investigaciones de Ingeniería Agrícola*

*Mr. Andrea Piccoli | Director | Solgreen SRL Italia*

*Mr. Jorge Luis Alfonzo Ramos | Minister Counsellor General, Political and Scientific Affairs | Cuban Embassy in Italy*

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project in the sustainable energy and environment sectors
- Contents elaboration focused on Cuba with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

## Key figures and achievements

Events held: **1**

Stakeholders engaged:

Institution/company	Sector	Remarks
<b>Ministerio de Energía y Minas (MINEM)</b>	Main counterpart	We hold already two meetings with MINEM and with the Director of Renewable Energy Sources. They full support the FIPEE Project and will facilitate the meetings between Italian entrepreneurs and local national agencies.

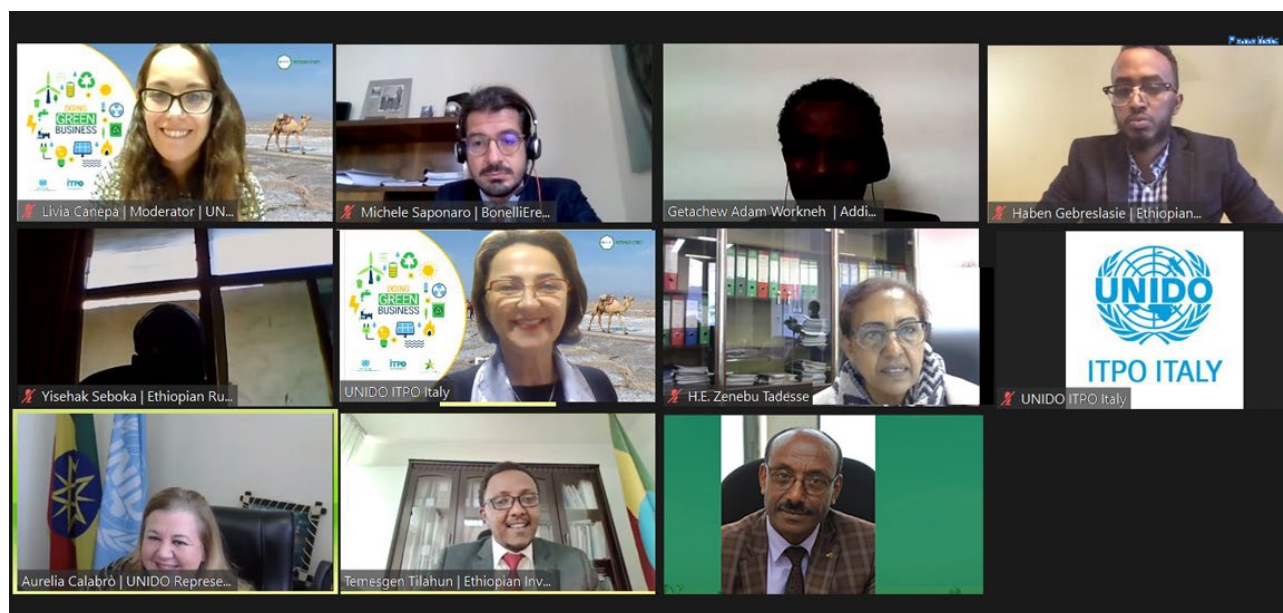


<b>Ministry of Foreign Trade and Investments (MINCEX) and PROCUBA</b>	Government	They illustrated the investment opportunities in Cuba, and they are willing to facilitate the meetings with potential counterparts.
<b>Grupo Azucarero AZCUBA</b>	Biomass	They already studied and planned to install 755 MW at 19 bioelectric plants at sugar mills. Looking for potential investors.
<b>UNE (Union Nacional Electrica)</b>	Solar and Wind	They have studied installing 700 MWp at Photovoltaic Solar Parks (PVSP), up to 2030, connected to their national electrical system.  They also studied and provided for the installation of 633 MW at 13 Wind Farms
<b>Instituto de Investigaciones de Ingeniería Agrícola</b>	Nexus agro-energy Biogas and Water Treatment	Looking for foreign investors to set up biogas plant and well as to develop waste treatment plant along the country.
<b>Grupo Empresarial de Reciclaje (Development Division)</b>	Waste treatment and recycling	Looking for foreign investors to reduce to minimal levels of the total volume of waste generated and sent today to dumps or landfill sites. study some uses for this inert waste portion. They already identified 3 investments project open for foreign investments.



# ETHIOPIA

## Webinar “Doing Green Business in Ethiopia” –21 October 2020



The virtual country presentation “Doing Green Business in Ethiopia” took place on 21<sup>st</sup> October 2020, aimed at identifying and promoting investment opportunities and incentives in the field of sustainable energy and green technologies.

The webinar, which saw the participation of several Ethiopian institutions and relevant stakeholders, was attended by **50** participants, both from public and private sectors and provided a platform for the exchange of technical knowledge and insights, aimed at facilitating potential partnerships between Italian and Ethiopian SMEs in the energy and environment sectors.

Several follow-up activities related to the webinar were carried out with Italian companies’ representatives in the sustainable energy and green technology sectors interested in setting the basis to explore new business opportunities.

### Agenda

*Ms. Diana Battaggia | Head | UNIDO ITPO Italy*

*H.E. Ambassador Zenebu Tadesse Woldetsadik | Ambassador | Embassy of the Federal Democratic Republic of Ethiopia in Rome*

*Ms. Aurelia Calabrò | UNIDO Representative and Director of the Regional Office Hub in Ethiopia | UNIDO Ethiopia*

*Mr. Ato Yisehak Seboka | Director | Ethiopian Energy Development and Promotion Center*

*Mr. Temesgen Tilahun | Deputy Commissioner for Promotion and Policy Improvement | Ethiopian Investment Commission*

*Mr. Haben Gebreslasie | Senior Energy Advisor to the Commissioner | Ethiopian Investment Commission*

*Mr. Africa Zeleke | Secretary General | Ethiopian Chamber of Sectoral Associations*

*Dr. Getachew Adam Workneh (PhD) | Head, Center of Excellence in Sustainable Energy | Addis Ababa Science & Technology University*

*Mr. Michele Saponaro | Managing Associate | BonelliErede Law Firm*

## Delegate Programme – 30 November-14 December 2020



As mentioned above, the Delegate Programme was reformulated in a virtual modality and **from 30 November to 14 December 2020**, saw the participation of **Ms. Haregewoin Mirotaw Shumiye**, Director of the Investment Information and Technology Directorate of the **Ethiopian Investment Commission**, with the aim of promoting **6** projects and investment opportunities in the field of renewable energies and environmental technologies among the Italian business community. (**Annex 3: Projects and Investment opportunities portfolio promoted by the Ethiopian delegate**)

In this framework, UNIDO ITPO Italy provided operational support by scheduling dedicated virtual meetings between the Ethiopian delegate and Italian stakeholders, both institutions and companies interested in operating or investing in the country.

Representing several Ethiopian companies, Ms. Shumiye illustrated to the Italian counterparts the projects and opportunities in the country, with a specific focus on the renewable energy (wind and solar), water treatment and waste management.

Below the agenda:

Date		Description	Main topic
30 November	10:00 hrs	Meeting with <b>UNIDO ITPO Italy</b>	Tools and mechanism of UNIDO and ITPO Italy
	15:00 hrs	Meeting with <b>CassaDepositi e Prestiti</b>	Italian financial institution strategy
1 December	10:30 hrs	Meeting with <b>Res4Africa Foundation</b>	Renewable energy sector in Ethiopia

	14:30 hrs	Meeting with <b>Glocal Impact Network</b>	Low-tech innovation systems for agriculture and energy
2 December	10.00 hrs	Meeting with <b>IDRO Group srl</b>	Treatment of water resources, waste disposal and energy production
	11:30 hrs	Meeting with <b>MORE for the planet</b>	Solid integrated Circular Economy solutions for the Renewable Energy and the Waste Management Sectors
	14:00 hrs	Meeting with <b>ITALPROGETTI SpA</b>	Water treatment solutions
	15:30 hrs	Meeting with <b>CNA Nazionale</b>	Italian Confederation of Craft Trades and Small- and Medium-Sized Enterprises' overview
3 December	10:00 hrs	Meeting with <b>FratelliRE Srls</b>	Renewable energy - photovoltaic plants
	11:30 hrs	Meeting with <b>T&amp;D Water &amp; Energy Green Solutions</b>	Water treatment sector and green technologies
	14:30 hrs	Meeting with <b>ELVI spa &amp; Self Globe</b>	Electrical / electronic equipment for renewable energy and energy storage
7 December	9:00 hrs	Meeting with <b>OffGridBox</b>	Renewable energy systems
	10:30 hrs	Meeting with the <b>Ethiopian Embassy</b>	Opportunities in the energy sector in Ethiopia
	11.30 hrs	Meeting with <b>Aria srl</b>	Engineering environmental technologies
	14:00 hrs	Meeting with <b>BonelliErede</b>	Legal framework - Italian companies in Ethiopia
9 December	10:00 hrs	Meeting with <b>ENEL Green Power</b>	Renewable energies: solar, geothermal, wind
	11.30 hrs	Meeting with <b>EEMAXX ENGINEERING srl</b>	Renewable energy and energy efficiency
	14:30 hrs	Roundtable with <b>Confindustria Assafrica&amp;Mediterraneo</b>	Presentation of 20 Italian companies operating in the energy and environment sectors
10 December	9:00 hrs	Meeting with <b>OffGrid Sun</b>	Off grid solutions

	12:00 hrs	Meeting with <b>Camecsrl</b>	Steelwork assembly, precision machining, machinery and industrial automation assembly services
	14:00 hrs	Meeting with <b>Western CO srl</b>	Photovoltaic lighting, storage system and charge controllers.
11 December	9:00 hrs	Meeting with <b>Irritec</b>	Solutions for irrigation (drip irrigation)
	10.00 hrs	Meeting with <b>SAET Spa</b>	Stand Alone Solar plants, mini-grid with batteries in rural areas
	11.30 hrs	Meeting with <b>VP Solar</b>	Solar Photovoltaic solutions
	14.00 hrs	Meeting with <b>UFLEX &amp; Sarda Energia</b>	Photovoltaic Stand - Alone systems and mini-grid
14 December	9:00 hrs	Meeting with <b>ZECO di Zerbaro e Costa e C. S.r.l.</b>	Hydroelectric power plants and equipment
	10:00 hrs	Meeting with <b>Tecofil</b>	Turn-key filtration systems and filter-presses for waste water and sludge purification and treatment
	11.30 hrs	Meeting with <b>G-teKsrl</b>	Renewable energy: solar and wind
	14.00 hrs	Meeting with <b>IES Biogas</b>	Biogas

With more than **27 bilateral meetings** and a **roundtable**, the delegate had the opportunity to virtually meet more than **40 potential Italian partners** (both institutions and private sector) with the aim to explore potential synergies in the renewable energy and green technologies sectors.

Representing several Ethiopian companies, Ms. Shumiye illustrated to the Italian entrepreneurs the projects and opportunities in the country, with a specific focus on the renewable energy (wind and solar), water treatment and waste recycling (**Annex 4: Virtual delegate programme: meetings and follow-up actions**).

### [Delegate Programme's follow up activities](#)

In the framework of the Delegate Programme, several activities and meetings have been carried out, and many others are in the pipeline, in order to promote Ethiopian investment projects and opportunities within the Italian business community.

After approximately 30 meetings with Italian companies and several discussions with the Ethiopian Investment Commission, it has been considered useful to concentrate next actions on the water - energy - food nexus as it is a major target for both the Ethiopian government and the local private sector. Indeed, their common goal is to ensure water, energy and food supply for all, not only in the urban centres, but above all in the rural areas, where people suffer most from frequent droughts and famines.

### Other activities carried out

- Managing relations with the identified Italian and local stakeholders, such as Ministries, institutions, universities, private sector, sectoral associations and business communities as well as international organizations, mainly focused in the energy and environment sectors.
- Contents elaboration focused on Ethiopia with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

### Key figures and achievements

Events held: **2**

BtoB/BtoG: **32**

Stakeholders engaged:

	Italy	Ethiopia
Institutions/Gov.Bodies	3	7
Associations	1	3
Other		3

Companies involved:

Company	Sector	Follow up
<b>Italy</b>		
Deltacque	Water treatment	Involvement as speaker in the Ethiopia-Kenya Forum on 25 February
Eemax	Renewable energy and energy efficiency	Meeting with EIC's Investment Promotion Unit



<b>ENEL Green Power</b>	RE- solar, geothermal, wind	Involvement as speaker in the Ethiopia-Kenya Forum which will be held on 25 February and in forthcoming activities focused on the solar and wind sectors
<b>Glocal Impact Network</b>	Agriculture and energy (WEF nexus)	Meeting with RET Engineering and Ethio Resource Group
<b>Irritec</b>	Drip irrigation	Interested in the Ethiopian company TesfayAbey Farm. They will participate in future activities on irrigation and agriculture sectors and in BtoB sessions with Ethiopian companies
<b>Italprogetti spa</b>	Water treatment solutions	They will be updated on the future events and activities focused on the water treatment sector, with BtoB sessions. The company is also interested in the Ethiopian company MERIT PLC
<b>MORE for the planet</b>	Renewable Energy and the Waste Management	Interested in the Ethiopian company SUZO PLC and in potential collaboration with local companies operating in the renewable energy and waste treatment sectors
<b>OFF Grid Sun</b>	RE - Off grid solutions	Meeting with RET Engineering and Ethio Resource Group and involvement in the future activities focused on mini grid and off grid solutions
<b>Planetek</b>	Water treatment - Satellite, aerial and drone data processing	They will be updated on the future activities focused on the water treatment sector. They are also interested in BtoB with Ethiopian companies
<b>Sarda Energia</b>	RE - photovoltaic stand - alone systems and mini-grid	Meeting with RET Engineering and Ethio Resource Group
<b>SBS - Steel Belt Systems</b>	Oil & Gas and organic fertilizers	Interested in the Ethiopian company Wasa Mashrooms Farm
<b>Studio Pietrangeli</b>	Hydropower plants	Involvement in the forthcoming activities and events focused on the hydropower sector in Ethiopia and followed by BtoB sessions

<b>Uflex</b>	RE - photovoltaic stand - alone systems and mini-grid	Meeting with RET Engineering and Ethio Resource Group
<b>VP Solar</b>	RE - solar photovoltaic solutions	Meeting with RET Engineering and Ethio Resource Group. They asked to be updated on ITPO Italy's future initiatives in the solar sector
<b>ZECO di Zerbaro e Costa e C. S.r.l.</b>	Hydro power	They asked to be updated on the future activities and events focused on the hydro power sector and are interested in BtoB meetings with the Ethiopian private sector
<b>Ethiopia</b>		
<b>RET Engineering</b>	RE - Off grid and mini grid solutions	Arranging meeting/s with selected Italian companies with the purpose of exploring off grid and mini grid solutions, proposed by Italian companies. They asked also to be updated on future events on RE
<b>Ethio Resource Group</b>	RE - Off grid and mini grid solutions	Arranging Meeting/s with selected Italian companies. They will be updated on the forthcoming events and activities on RE sector
<b>MERIT Engineering PLC</b>	Water treatment	Organising Meeting/s with selected Italian companies
<b>SUZO PLC</b>	Paper products and recycling	Organising Meeting/s with selected Italian companies
<b>Tesfay Abey Farm</b>	Agriculture	Organising Meeting/s with selected Italian companies
<b>Wasa Mashrooms Farm</b>	Agriculture and organic product	Organising Meeting/s with selected Italian companies

Please refer also to **Annex 4: Virtual delegate programme: meetings and follow-up actions**





## KAZAKHSTAN

### Webinar “Doing Green Business in Kazakhstan” – 30 September 2020



The country presentation “Doing Green Business in Kazakhstan” took place on 30<sup>th</sup> September 2020, aimed at identifying and promoting sustainable investments and technology transfer opportunities as well as scouting interested local and Italian stakeholders on a geographical and/or technological basis.

The webinar gathered more than **40** virtual participants, from both the public and private sector.

The initiative contributed to facilitate matchmaking between Italian and Kazakh stakeholders and receive concrete feedbacks on the most promising sectors as well as enhancing the institutional and business contacts already collected in recent months and give continuity to the project's activities. In this scope, Kazakh Invest and the Embassy of the Republic of Kazakhstan in Rome significantly contributed to give inputs and provide useful insights.

In the framework of the event, follow up activities have been carried out and more than **30** companies have been engaged to promote Kazakhstan and its opportunities as well as to support the commercialization and scale-up of alternative, eco-friendly energy sources and innovative environmental technologies for sustainable development in the country.

Furthermore, as part of the follow up, some opportunities were identified in the waste-to-energy sector, where the local company **Planet Care Management** has been put into contact with two Italian companies, **Bonatti S.p.A. e Carlo Gavazzi Impianti S.p.A.**, in one B2B meeting to discuss about potential synergies for the realization of waste-to-energy plants in Shymkent and Almaty.

The tender for the implementation of these waste-to-energy plants will be issued in 2021 and the aforementioned counterparts are still discussing about potential cooperation.

## Agenda

Mr. Matteo Petrini | Deputy Head of Mission | Embassy of Italy in Nursultan

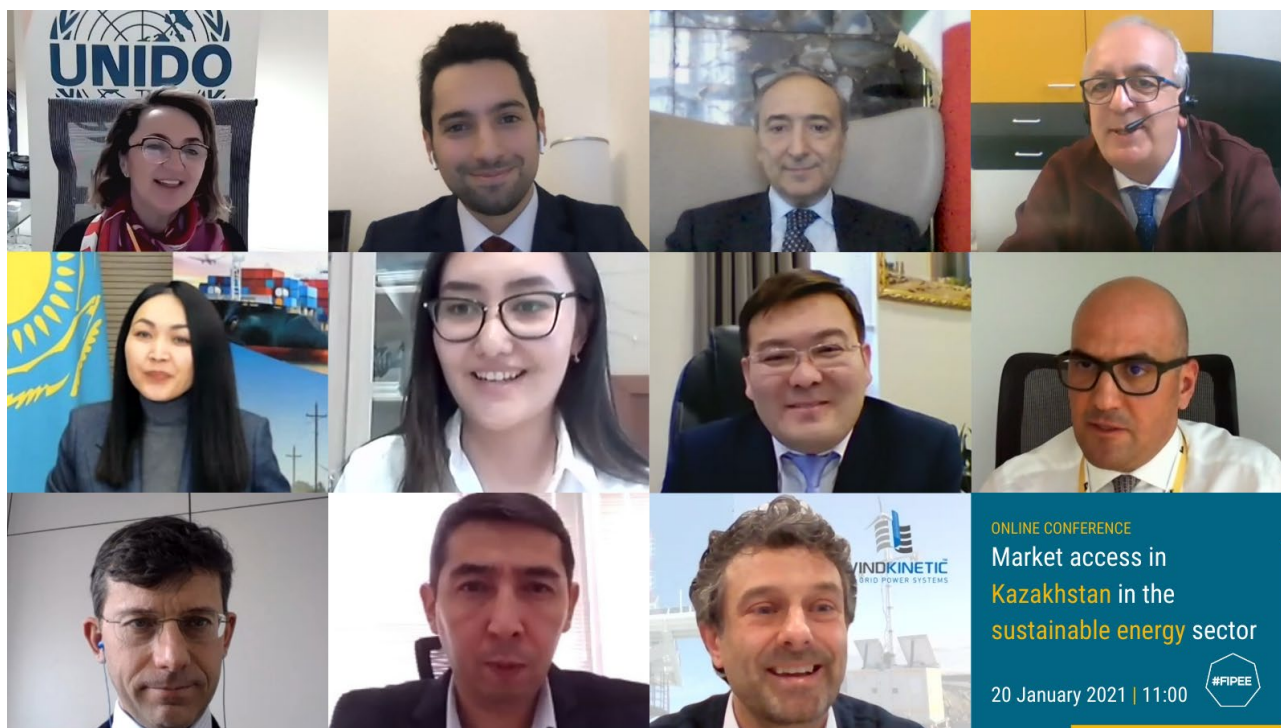
Ms. Zulfiya Suleimenova | Deputy Director of Climate Policy and Green Technologies Department | Ministry of Ecology, Geology and Natural Resources of the Republic of Kazakhstan

Ms. Aliya Salimzhuarova | Project Manager RES | Kazakh Invest

Mr. Sergey Le | Director of the Department of International Cooperation and Climate Investments | International Green Technology and Investment Center – IGTIC

Mr. Asset Baisynov | Head of the Economic Office | Embassy of the Republic of Kazakhstan in Rome

## Conference “Market access in Kazakhstan in the sustainable energy sector” – 20 January 2021



In accordance with the national strategy *Kazakhstan-2050* and the *Concept for transition to Green Economy*, the Republic of Kazakhstan introduced a centralized auction mechanism for selecting renewable energy projects, which is aimed at choosing the best projects at the lowest prices. Renewable energy auctions took place in November and December 2020, monitoring and promotional activities have been performed and local winners of the tenders have been identified. This selection was referred to wind power, solar power and small hydro power plants to be realized in the near future.

The virtual event “Market access in Kazakhstan in the sustainable energy sector” was held on 20<sup>th</sup> January 2021, with the support of the Italian institutional representatives and the Italian business community in Kazakhstan, aimed at: offering to the Italian companies detailed contents on how to access the Kazakh market in the sustainable energy sector; ensuring continuity to the project activities in Kazakhstan; enhancing local contacts both with institutions and businesses.

Bringing together prominent Kazakh and Italian institutional and business stakeholders in the field, the online conference explored opportunities for cooperation in the Kazakh sectors of renewable energies, energy efficiency and innovative eco-friendly technologies. In addition, success cases of

Italian companies operating locally were also shown so as to promote business synergies between Italy and Kazakhstan.

The initiative gathered more than **125** registrations and over **75** virtual participants (**Annex 5: List of participants**) and it was a useful platform to facilitate knowledge-exchange about investment opportunities (**Annex 6: Questionnaire’s results**).

As part of the follow up activities, exploratory virtual meetings and calls with new Kazakh and Italian companies as well as institutional stakeholders have been scheduled in the forthcoming weeks.

## Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*  
*H.E. Pasquale D’Avino | Ambassador | Embassy of Italy in Nur-Sultan*  
*Mr. Salvatore Parano | Director | Italian Trade Agency Kazakhstan*  
*Ms. Aliya Salimzhuarova | Project Manager RES | Kazakh Invest*  
*Ms. Zere Kuluspayeva | Analytics Manager | Astana Invest*  
*Mr. Meirzhan Myrzaliyev | Deputy Governor | Turkistan Region*  
*Mr. Alex Stillavato | Managing Director | Arm Wind LLP (ENI Renewables Subsidiary in Kazakhstan)*  
*Mr. Michelangelo Guarducci | CEO & Vice President | SSE*  
*Mr. Kabduali Omarbekov | President | Zeinet&SSE*  
*Mr. Stefano Pellegrini | CEO | WindKinetic | FRIEM Group*

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project’s framework and Kazakhstan in the sustainable energy and environment sectors
- Monitoring and promotional activity for the auction mechanisms for the selection of renewable energy projects in 2020, with particular attention on the procedures, changes and amendments to existing regulatory legal acts for conducting auctions for RES projects in Kazakhstan.
- UNIDO ITPO Italy website dedicated page of the project, with special focus on Kazakhstan background information.

## Key figures and achievements

**Events: 2**

**B2B/B2G: 4**

**Stakeholder engaged:**

	Italy	Kazakhstan
<b>Institutional stakeholders</b>	<b>3</b>	<b>3</b>
<b>Intermediary bodies and associations</b>	<b>3</b>	<b>7</b>
<b>Others</b>	<b>1</b>	<b>6</b>

**Companies engaged:**

Companies	Sector	Follow up
<b>Italy</b>		
<b>Alfaquadri</b>	Electrical components	Looking for a local partner.
<b>Bonatti</b>	Oil&Gas, waste-to-energy	B2B with Planet Care Management
<b>Delin Elettronica</b>	Electrical components	Interested in opportunities in energy efficiency
<b>ENEL Green Power</b>	Renewable energy	Looking for a partner to co-invest (preferably, investment or infrastructural fund)
<b>EEMAXX</b>	Renewable energy, Waste-to-energy	Interested in opportunities in the renewable energy and waste-to-energy sectors
<b>FAAM</b>	Energy saving, batteries	Company introduced to Kazakh counterpart. Looking for business opportunities.
<b>OffGridSun</b>	Off-grid high-efficient systems	Interested in opportunities in energy efficiency. To be put into contact with EEDI
<b>SSE</b>	Engineering services and control systems	B2B with ArmWind LLP to discuss about business opportunities
<b>Western.co</b>	Off-grid high-efficient systems	Interested in opportunities in energy efficiency. To be put into contact with EEDI
<b>WindKinetic</b>	Renewable Energy, off-grid solutions	Interested in long-term partnership to replicate its innovative technology on a large scale
<b>Xifonia</b>	Environmental Protection, industrial maintenance and cleaning	Looking for a partner. B2B to be organized with Ersai
<b>Kazakhstan</b>		
<b>ArmWind</b>	Wind power, solar power	B2B with SSE for collaboration on projects in pipeline
<b>EEDI</b>	Energy efficiency	Interested in power generation
<b>Ersai</b>	Oil&Gas	B2B to be organized with Xifonia
<b>Planet Care Management</b>	Waste-to-energy	B2B held with Bonatti



## KENYA

### Webinar “Doing Green Business in Kenya” – 7 October 2020



The virtual event “Doing Green Business in Kenya” took place on 7<sup>th</sup> October 2020, and it was a thematic country presentation aimed at presenting investment opportunities in the renewable energies and green technologies sectors of Kenya.

The first session of the multi-panel discussion featured interventions by institutional Kenyan stakeholders, while the second session was dedicated to an overview of the business climate in Kenya.

The webinar was attended by more than **30** participants and provided a valuable platform for the exchange of technical knowledge and insights, aimed at fostering potential partnerships and trade collaborations between Italy and Kenya in the energy and environment sectors.

As a follow-up activity to the webinar, UNIDO ITPO Italy liaised with the companies that attended the virtual event to devise a tailored support to be undertaken in the framework of the project.

#### **Agenda:**

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*  
*H.E. Alberto Pieri | Ambassador | Embassy of Italy in Nairobi*  
*Mr. Mungai Kihara | Renewable Energy Engineer | Ministry of Energy of Kenya*  
*Dr. Pacifica Ogola | Secretary, Climate Change Directorate | Ministry of Environment and Forestry of Kenya*  
*Ms. Phyllis Wakiaga | CEO | Kenya Association of Manufacturers*  
*Ms. Catherine Gachenge | Project Analyst | Kenya Investment Authority*  
*Prof. Izael Pereira Da Silva | Deputy Vice Chancellor for Research and Innovation | Strathmore University*  
*H.E. Jackline Yonga | Ambassador | Embassy of Kenya in Rome*

## [Virtual attendance of a Kenyan business delegation to Ecomondo - November 2020](#)

UNIDO ITPO Italy was the focal point in the framework of the participation of Kenyan companies in occasion of the 2020 edition of Ecomondo and Key Energy, an international exhibition for green technologies, renewable energy and circular economy. UNIDO ITPO Italy liaised with relevant counterparts in Kenya to disseminate information on the event among Kenyan companies, promoting this opportunity among relevant institutions and associations, e.g. the Kenya Investment Authority, the Kenya Association of Manufacturers, the Kenya Renewable Energy Association, the Kenya National Chamber of Commerce and Industry and the Embassy of Kenya in Rome.

Notably, UNIDO ITPO Italy supported the representatives of the companies selected as part of its delegation in the process of organizing their attendance to the event. However, in late October, the exhibition was cancelled due to the spike of COVID-19 cases in Italy and the event was reformulated in the format “Ecomondo and Key Energy Double Digital Green Week”, to be held online from 3 to 15 November.

In this context, UNIDO ITPO Italy facilitated and coordinated the virtual participation of a business delegation composed of representatives of two Kenyan companies, namely Wanergy Africa and Strauss Energy, that had the opportunity to actively engage with exhibitors and technology providers, for a total of **8 virtual B2B meetings** held on the virtual matchmaking platform of the event.

## [Organization of B2B meetings as a follow-up activity to Ecomondo – December 2020-January 2021](#)



As a follow-up activity to the support provided to the Kenyan company Wanergy Africa during their participation in the 2020 edition of Ecomondo, UNIDO ITPO Italy organized a number of B2B meetings with the goal of promoting investment opportunities for Italian companies in the environmental technology sector of Kenya.

Wanergy Africa is a Kenyan company interested in exploring innovative solutions to be applied in the local waste-to-energy sector, with a specific focus on mixed municipal solid waste. Notably, on 9 and 10 December 2020, UNIDO ITPO Italy organized two B2B meetings between Wanergy Africa and two Italian enterprises, namely IES Biogas and Termomeccanica Ecologia.



On 18 December 2020, a third B2B meeting was held between Wanergy Africa and the Italian engineering company MORE for the Planet. Furthermore, on 26 January 2021, UNIDO ITPO Italy organized and hosted a B2B meeting between Wanergy Africa and W.T.E. Waste To Energy, an Italian company providing a wide range of services, from conceptual and feasibility studies, to engineering, procurement and construction management.

The B2B meetings represented an opportunity for Wanergy Africa and the Italian companies involved in this activity to discuss innovative and environmentally-sound solutions in the waste-to-energy sector, laying the foundations for potential partnerships and technology transfer opportunities.

As a follow-up, UNIDO ITPO Italy is following the exchange of information between the companies involved in the meetings.

### Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project’s framework and Kenya in the sustainable energy and environment sectors
- Contents elaboration focused on Kenya with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

### Key figures and achievements:

**Events held: 1**

**Participation in trade fairs: 1**

**B2B meetings: 12**

**Stakeholders engaged:**

	Kenyan	Italian
<b>Institutions</b>	<b>5</b>	<b>3</b>
<b>Associations</b>	<b>5</b>	<b>1</b>
<b>Other</b>	<b>2</b>	<b>/</b>

**Companies engaged:**

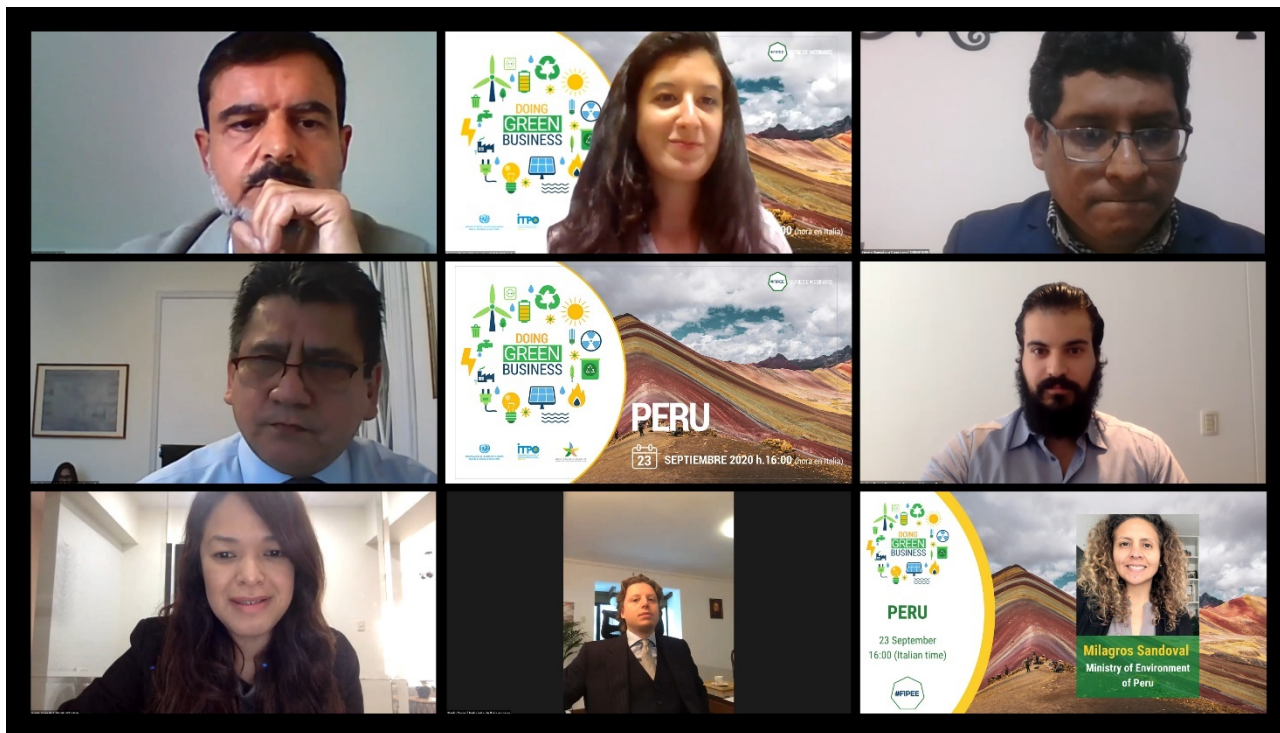
Company	Sector	Follow-up actions
<b>Italy</b>		
<b>Enel</b>	Solar, wind, hydro	They will participate as speakers in the upcoming event “Ethiopia and Kenya: opportunities in the solar energy and water treatment sector”, as a success case, being an Italian company operating in Kenya in the solar energy sector.
<b>Eni</b>	Oil and Gas	They are interested in possible collaborations in the green sectors they are currently exploring in the country.
<b>Genius Watter</b>	Water management (solar powered desalination)	They will be updated to ensure their participation in future events on water treatment and solar energy, with a focus on potential B2B sessions.
<b>MORE for the Planet</b>	Renewable energy (solar, wind, hydro, biomass) and waste management	Interested in being involved in future events on renewable energy and waste-to-energy. As a follow-up to the B2B meeting with the Kenyan company Wanergy Africa, there is an ongoing exchange of information between the two companies.
<b>Glocal Impact Network</b>	Solar energy, hydroponics	They are interested in being involved in activities concerning solar energy and the water/energy/food nexus. They are also willing to be involved in virtual activities as potential speakers.
<b>Termomeccanica Ecologia</b>	Water treatment, waste management	They are interested in being involved in future activities in the sector of waste-to-energy. They have been involved in a B2B meeting with the Kenyan company Wanergy Africa, they expressed their interest in being involved in further B2B sessions with other relevant counterparts.
<b>IES Biogas</b>	Waste-to-energy	They are interested in being involved in future activities on waste-to-energy. They have been involved in a B2B meeting with the Kenyan company Wanergy Africa, they expressed their interest in being involved in further B2B sessions with other relevant counterparts.



<b>EnGreen Solutions</b>	Renewable energy (hydro and solar), rural electrification, water-energy-food	They asked to be updated on events concerning water, off-grid energy systems and the water/energy/food nexus.
<b>Waste-to-Energy W.T.E.</b>	Waste-to-energy	They are interested in being involved in future events on waste treatment and waste-to-energy. As a follow-up to the B2B meeting with the Kenyan company Wanergy Africa, there is an ongoing exchange of information between the two companies.
<b>Planetek</b>	GIS and Earth Observation focused on information land management	They asked to be updated on future events concerning the water treatment sector, and are interested in taking part in B2B sessions.
<b>DELTACQUE</b>	Water treatment	They will participate as speakers in the upcoming event “Ethiopia and Kenya: opportunities in the solar energy and water treatment sector”, as a success case, being an Italian company successfully operating in Kenya in the wastewater treatment sector.
<b>I-wtech</b>	Water treatment	They asked to be updated on future events concerning the water treatment sector, as they would be interested in taking part in such events, and possibly in B2B sessions.
<b>Kenya</b>		
<b>Wanergy Africa (woman-led enterprise)</b>	Waste-to-energy	They are interested in exploring waste-to-energy solutions. They are in the process of exchanging information with the Italian companies W.T.E. Waste-to-Energy and MORE for the Planet.
<b>Strauss Energy</b>	Solar energy	They are interested in exploring opportunities in the solar energy sector.
<b>BURN Stoves</b>	Clean cooking	They are interested in exploring opportunities in the clean cooking field.

## PERU

### Webinar “Doing Green Business in Peru” – 23 September 2020



The country presentation ‘Doing Green Business in Peru’ was held in Spanish on 23<sup>rd</sup> September 2020, aimed at presenting investment opportunities in the renewable energies and green technologies sectors of the country.

The virtual conference featured high level speakers both from Italian and Peruvian institutions, such as the Embassy of Italy in Lima, the Ministry of Environment in Peru, local counterpart of the FIPEE project, and the interventions of Italian and Peruvian stakeholders both from public and private sector.

The panel discussion, attended by over **49** participants, focused, among other things, on Peruvian business climate, framework for investments in strategic sectors, as renewable energy and water treatment.

#### **Agenda**

*Mr. Paolo Tonini | Second Head of Mission | Italian Embassy in Lima*

*Ms. Milagros Sandoval | Director of Greenhouse Gases Mitigation | Ministry of the Environment of Peru (MINAM)*

*Mr. Enrico Condemi | Director for Bolivia, Chile and Perú | Italian Trade Agency (ITA)*

*Mr. Severo Buenalaya Cangalaya | Manager of Electricity Production and Transmission | OSINERGMIN*

*Mr. Andrea Pavia | Business Manager | Italian Chamber of Commerce of Peru*

*Ms. Karín Granda | Special Projects Director | Pro Inversión*

*Mr. Pablo Cisneros | Minister Counsellor | Embassy of Peru in Italy*

## Virtual event “Investing in the Renewable Energy sector in Peru: Success Stories and Legal Framework” – 4 November 2020



As a follow-up to the country presentation “Doing Green Business in Peru”, UNIDO ITPO Italy hosted two virtual events promoted by the Italian Chamber of Commerce of Peru focusing on Italian success stories in the Country as well as legal framework and local opportunities portfolios.

The virtual event “Investing in the Renewable Energy Sector in Peru: Success Stories and Legal Framework” was held in Italian on 4<sup>th</sup> November 2020, with the objective of showcasing Italian success cases in Peru in the renewable energy sector and provided an overview of the gateways to access the market in the sector.

The success cases were represented by Enel Perú, Tozzi Green e Lombardi SA who individually presented their companies’ successful projects in solar, wind energy and hydropower. After their interventions, the law firm Ontier Perú provided a legislative and institutional framework for incentives and public auctions in the local renewable energy sector.

The event featured an interactive live polling enquiring about the composition of the audience, mostly made up of SMEs interested in building international partnerships with the private sector in Peru, as well as a Q&A session. The virtual event saw the participation of **35 attendees (Annex 7: List of participants)**.

### Agenda

*Mr. Flavio Greiner | Secretary General | Italian Chamber of Commerce of Peru*  
*Mr. Andrea Pavia | Commercial Director | Italian Chamber of Commerce of Peru*  
*Mr. Massimiliano Calamea | Sustainability Director | Enel Perú*  
*Mr. Cristiano Vitali | International Development Manager | Tozzi Green*  
*Mr. Fulvio Besseghini | Latin America Regional Director | Lombardi SA*  
*Ms. Carmen Fernández Vadillo | Country Manager, Ontier Italia | Ontier Law Firm*  
*Mr. Enrique Dupuy, Partne | Ontier Perú | Ontier Law Firm*



## Virtual event “Investing in Environmental Technologies in Peru: a guide for Italian SMEs” – 1 December 2020



“Investing in environmental technologies in Peru: a guide for Italian SMEs”, the second sectorial event organized by UNIDO ITPO Italy, took place on 1<sup>st</sup>December 2020, with the aim of presenting an overview of the opportunities available in Peru to the Italian business community operating in the environmental technologies sector.

Its first part highlighted the main environmental challenges of the Country, with a focus on solid waste and water treatment, while the second provided an overview of the legal framework and incentives and modalities for investments. The live polling results highlighted that Italian companies were mostly interested in import-export activities in Peru.

The event, concluded by a lively Q&A session, saw the participation of **30 attendees (Annex 8: list of participants)**.

### Agenda

*Mr. Andrea Pavia, | Commercial Director | Italian Chamber of Commerce of Peru*  
*Mr. Juan Carlos Vásquez | CPA Ingeniería Ambiental Country Manager and Solid Waste Management Consultant*  
*Mr. Corrado Cimino | Country Manager | Terna Perú*  
*Mr. Andrés Salas | General Manager | Perú Business Corporation SAC*  
*Mr. Juan José Cardenas | EY Law Infrastructure Leader | Ernst & Young Peru*  
*Ms. Karín Granda | Special Projects Director | Pro Inversión*  
*Mr. Jenaro Laris Vázquez | Director of SACE Mexico Office | SACE*

These last two virtual events provided key insights both on the interest of Italian companies and the environmental subsectors with the greatest potential for investment in Peru: technologies for water treatment, solid waste management and rural electrification.

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project's framework and Peru in the sustainable energy and environment sectors
- Contents elaboration focused on Peru with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE. In particular, it was presented a focus on renewable energy and technologies for mitigation and adaptation to climate change in the country.

## Key figures and achievements:

Events held: **3**

Stakeholders engaged:

	Peru	Italy
<b>Institutions</b>	<b>5</b>	<b>3</b>
<b>Intermediary Bodies &amp; Associations</b>	<b>2</b>	<b>5</b>
<b>Other</b>	<b>1</b>	<b>1</b>

Companies/associations engaged:

Companies	Sector	Follow-up
<b>Italy</b>		
<b>Tecofil International</b>	Water Treatment	Looking for a local partner. Strong Interest in participating to upcoming Investment Forum.
<b>WESTERN CO SRL</b>	Solar Panels, Microgrid	Looking for local partner or connection to institution or international organization.
<b>Genius Watter</b>	Water Treatment through Solar Energy, Startup	Looking for local clients.
<b>CIE Tecnologia Ambiental</b>	Solid Waste Management	Interest in participating to upcoming Investment Forum.
<b>ESPE SRL</b>	Solar Panels, Microgrid, Rural Electrification	Looking for a local partner. Strong Interest in participating to upcoming Investment Forum.

<b>Camecsrl</b>	Solid Waste Treatment	Looking for a local partner. Strong Interest in participating to upcoming Investment Forum.
<b>Italian Water Technologies J.V.</b>	Water Treatment	Already set up a basic structure in Peru. Looking for local clients. Strong Interest in participating to upcoming Investment Forum.
<b>Nashbusiness&amp; MAWAY</b>	Integrated System for Rural Electrification	Looking for local clients and Investments. Strong Interest in participating to upcoming Investment Forum.
<b>Curti Spa</b>	Solid Waste Treatment, Biomass	Looking for business opportunities.
<b>FAAM</b>	Production of lithium batteries, Rural Electrification	Looking for a local partner as well as a connection to Industrial Parks. Strong Interest in participating to upcoming Investment Forum.
<b>Assiwama (association)</b>	Solid Waste Management	Received a letter of interest from municipality. Looking for a local partner. Strong Interest in participating to upcoming Investment Forum.
<b>Peru</b>		
<b>Peru Business Corporation SAC</b>	Environmental Technologies Importer	Participated as speaker in virtual event. Strong Interest in participating to upcoming Investment Forum.
<b>PUKIO</b>	Water Treatment, Startup	Looking for Investments for innovation in MVP stage.



## NEW PLANNED INITIATIVES IN THE FORTHCOMING WEEKS

UNIDO ITPO Italy, taking into account the current Government's and Organization's measures related to the World's health emergency and considering possible new developments, has planned and scheduled short-term initiatives in the framework of "FIPEE" project until March 2021.

With the support of **new digital and technological tools** the success of business matchmaking among SMEs, tailored networking opportunities, knowledge exchange platform, identification of business and investment opportunities will be faster and more effective.

In particular, in the forthcoming weeks the office will focus all its effort in organising investment forums, digital company visits, digital delegate programme, etc. in a more dynamic way where the segmented companies can be the main 'actors' rather than 'viewers' and actively participate and showcase their technologies and solutions suitable/needed in the target countries.

The list of scheduled activities till the end of March 2021 is the following:

Activity	Description	Date
<b>Digital visit of an Ethiopian company</b>	Italian business and stakeholder delegation will virtually visit an Ethiopian company operating in energy or environment sector	24 February 2021
<b>"Ethiopia-Kenya: investment opportunities in solar power and water treatment sectors" forum</b>	The event will present to the Italian entrepreneurs specific investment and business opportunities in Ethiopia and Kenya in the sub-sectors of water treatment and solar energy. The forum will have two sessions: first part will offer an overview of the challenges and potential of the two target countries, also by introducing several success cases of Italian companies operating in these sectors; the second session will focus on the active and wide participation of the Italian entrepreneurs who will be offered the possibility of joining the discussion to ask questions, request further information or simply provide insights to the discussion.	25 February 2021
<b>Delegate from Botswana</b>	UNIDO ITPO Italy will virtually host a delegate from Botswana in the framework of UNIDO Delegate Programme	mid- March 2021

<p><b>Investment and Matchmaking Forum on energy and environment</b></p>	<p>The three-day virtual forum will bring together the public and private sector from Italy and targeted countries – namely Botswana, Cuba, Ethiopia, Kazakhstan, Kenya and Peru.</p> <p>The online platform is specifically open to both Italian companies interested in investment opportunities and companies from targeted developing countries looking for potential investors in the field: an “exchange event” dedicated to renewable energies and environmental technologies, with a focus on specific sub-sectors such as solar and wind power, energy efficiency, electrification, water-energy-food nexus, hydropower, water treatment and supply, waste management, biogas, biomass, and more.</p> <p>Notably, the Forum will feature multiple informative conference sessions, talk shows, Q&amp;As, as well as the possibility to engage directly and discuss together opportunities for business with other participants thanks to a dedicated marketplace – showcasing innovative technologies through the upload of photos, videos and further company material – and scheduled B2B sessions.</p>	<p>17-19 March 2021</p>
<p><b>Promotion of identified trade fairs</b></p>	<p>Disseminating/promoting the identified local trade fairs among Italian business network.</p>	<p>March 2021</p>
<p><b>Follow-up activities</b></p>	<p>Deeply discuss and provide assistance identified local and Italian companies in order to further raise their interest in partnering with the counterpart.</p>	<p>Continuous</p>





## CONCLUSIONS

Covid-19 pandemic has changed the world scenario and it has affected -and keeps on hurting – the investment and business activities and set new priorities (economic, social and health) among all companies worldwide, not only the Italian ones.

UNIDO ITPO Italy had to face these challenges just like others. However, the office was very fast in adapting to the changes and the team was able to carry out in virtual mode all the activities. Naturally, the response to changes is not equal for all and, especially in developing countries, the digital gap even to perform simple activities can require longer time.

As matter of fact, some target countries faced issues mainly due to lack of internet connection, the scarcity of information on how to use web technologies and/or present investment opportunities in a virtual way or simply unavailability of some platforms (i.e. Zoom). Despite all such constraints, UNIDO ITPO Italy was able to ensure significant outputs of “FIPEE” as project above depicted and it has already planned new initiatives to keep on fostering the business and investment opportunities in environment and energy industries.

The potential identified in the past months in all the target countries is quite encouraging and ‘unchartered waters’ still have to be explored. The interest raised among the business communities of all countries involved in the projects, Italy included, is very high and promising and UNIDO ITPO Italy can rely on a strong network and capabilities as so to ensure additional concrete results of the project.



## **ANNEXES**

## Annex 1: “Doing Green Business” webinar series – list of participants

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## UNIDO Italia: webinar su Green Business per sei Paesi partner

18/09/2020

188



ROMA, 18 SETTEMBRE – Dal 23 settembre al 28 ottobre 2020 UNIDO ITPO Italy ospiterà la serie di webinar "Doing Green Business": sei country presentation tematiche che si terranno con cadenza settimanale con l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target.

L'iniziativa è organizzata da UNIDO ITPO Italy all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare.

Ciascun episodio settimanale sarà dedicato ad uno dei seguenti paesi partner: Perù, Kazakistan, Kenya, Botswana, Etiopia e Cuba. Al fine di individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni internazionali per effettuare investimenti in loco, Doing Green Business vedrà la partecipazione di controparti istituzionali e commerciali sia italiane che locali operative in ambito di efficienza energetica e fonti di energia rinnovabile – solare, eolica, idroelettrica, geotermica e biologica – nonché di gestione dei rifiuti e delle risorse idriche.

Offrendo una panoramica sulle varie possibilità di investimento nei settori focus dei paesi partner, l'iniziativa è volta a favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile. (@OnuItalia)

ONU

## Etiopia: UNIDO Italy ospita delegato virtuale per progetti verdi

29/11/2020

116



ROMA, 29 NOVEMBRE – Dal 30 novembre al 14 dicembre 2020 UNIDO ITPO Italy ospiterà virtualmente nell'ambito del Programma Delegati di UNIDO una rappresentante dell'Ethiopian Investment Commission, Haregewoin Mirota Shumiye, con l'obiettivo di promuovere nella comunità imprenditoriale italiana un portafoglio di progetti in ambito di energie rinnovabili e tecnologie ambientali.

La partecipazione all'iniziativa è **aperta alle imprese italiane** operanti nei seguenti settori: energie rinnovabili e soluzioni off-grid; trattamento e riciclo della carta e di prodotti correlati; gestione sostenibile delle risorse idriche; energie rinnovabili e soluzioni ambientali applicate al settore lattiero-caseario. Le aziende interessate ad incontrare il delegato possono inviare una mail a [itpo.rome@unido.org](mailto:itpo.rome@unido.org).

Durante gli incontri i partecipanti avranno l'occasione di **presentare la propria azienda e discutere potenziali opportunità di partnership** con le controparti etiopi rappresentate dal delegato, promuovendo il trasferimento di tecnologie innovative per uno sviluppo industriale sostenibile nel settore locale. L'iniziativa si colloca all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", finanziato dal **Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare** ed implementato da UNIDO ITPO Italy. (@OnuItalia)



Archivio | Servizi | Formazione e Orientamento | Webinar UNIDO: "Market access in Kazakhstan in the Sustainable Energy Sector"

### Formazione e Orientamento

#### Webinar UNIDO: "Market access in Kazakhstan in the Sustainable Energy Sector"

On line, 20/01/2021 dalle 11:00 alle 12:30



Si terrà il prossimo 20 gennaio alle ore 11.00 l'evento digitale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakistan.

Il Kazakistan è l'economia leader dell'Asia Centrale, sia in termini assoluti che pro capite. Possiede ampie riserve di petrolio, gas, carbone, minerali e metalli, e dispone inoltre di un grande potenziale per investire nell'energia e sostenere. Oltre ad aver promosso diversi progetti ed iniziative green, il Kazakistan ha lanciato con successo un programma di aste per le energie rinnovabili che sta contribuendo a trasformare e diversificare il settore energetico nazionale al fine di raggiungere gli obiettivi target del Paese ed attrarre investimenti privati nella transizione verso un'economia più sostenibile e a basse emissioni.

Al webinar del 20 gennaio interverranno qualificati rappresentanti istituzionali ed imprenditoriali sia italiani che kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché una sessione interamente dedicata a diversi casi di successo di aziende italiane di rilievo operanti in Kazakistan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una **sessione interattiva di Q&A** concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal **Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare** ed implementato da UNIDO ITPO Italy.

La discussione si terrà in inglese. Per maggiori informazioni visita: <https://www.unido.it/IFPEE/news.php?&id=1303>

Per la registrazione al webinar: [https://us02web.zoom.us/join/register/WN\\_h6xETLOR108Y1bbMfFaJA](https://us02web.zoom.us/join/register/WN_h6xETLOR108Y1bbMfFaJA)

## Tecnologico

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### UNIDO ITPO Italy organizza conferenza sulle modalità di ingresso al mercato dell'energia sostenibile in Kazakistan

Publicato il 18 gennaio 2021 da trasferimentotec



Si terrà mercoledì 20 gennaio 2021 alle 11:00 (ora italiana) l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le varie modalità di ingresso al mercato dell'energia sostenibile in Kazakistan.

Prenderanno parte alla conferenza importanti **rappresentanti istituzionali ed imprenditoriali italiani e kazaki** operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakistan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una **sessione interattiva di Q&A** concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal **Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare** ed implementato da UNIDO ITPO Italy.

È possibile **registrarsi** all'evento tramite il seguente [link](#).



Siete in Home | Servizi | Internazionalizzazione | Seminari, Convegni, Forum

### Doing Green Business: serie di webinar di UNIDO su energia e ambiente nei PVS

18/9/2020

UNIDO ITPO Italy ha il piacere di invitare Voi e la Vostra rete professionale a prendere parte alla serie di webinar "Doing Green Business": sei country presentation tematiche che si terranno con cadenza settimanale dal 23 settembre al 28 ottobre 2020 con l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il se...

CONTENUTO INTEGRALE VISIBILE AI SOLI ASSOCIATI



## ENERGIA E AMBIENTE – 6 COUNTRY PRESENTATIONS ORGANIZZATE DA UNIDO – DAL 23/09 AL 28/10

(Europa e Internazionalizzazione)

Home / ENERGIA E AMBIENTE – 6 COUNTRY PRESENTATIONS ORGANIZZATE DA UNIDO – DAL 23/09 AL 28/10

18  
Set 20

### ENERGIA E AMBIENTE – 6 COUNTRY PRESENTATIONS ORGANIZZATE DA UNIDO – DAL 23/09 AL 28/10

Perù, Kazakistan, Kenya, Botswana, Etiopia, Cuba

UNIDO ITPO Italy organizza la serie di webinar *Doing Green Business*: 6 country presentations tematiche che si terranno con cadenza settimanale – dal 23 settembre al 28 ottobre 2020 – per promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target.

L'iniziativa rientra nel progetto *Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors* finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare.

Ogni webinar sarà dedicato ad un Paese partner: **Perù, Kazakistan, Kenya, Botswana, Etiopia e Cuba**. Per individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni internazionali per effettuare investimenti in loco, parteciperanno agli incontri **controparti istituzionali e commerciali sia italiane che locali** operative in ambito di **efficienza energetica e fonti di energia rinnovabile** (solare, eolica, idroelettrica, geotermica e biologica) e di **gestione dei rifiuti e delle risorse idriche**.

Obiettivo: fornire una panoramica sulle varie possibilità di investimento nei settori focus dei Paesi partner e favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile.



## WEBINAR ON “DOING GREEN BUSINESS IN ETHIOPIA” KICKS OFF IN ROME

October 22, 2020 44



Addis Ababa October 22/2020 (ENA) A webinar on “Doing Green Business in Ethiopia”, organized by United Nations Industrial Improvement Group (UNIDO) Community of Funding and Know-how Promotion Places of work with the collaboration of Italian Ministry for Surroundings, Land and Sea and Ethiopian Embassy kicked off in Rome immediately.

In keeping with the Ethiopian Embassy in Rome, the goal of the seminar is selling Ethiopia's untapped potential in inexperienced enterprise.

In her opening remarks, Ethiopia's Ambassador to Italy Zenebu Tadese highlighted in regards to the financial reform, coverage and authorized framework enhancements, inexperienced and clear vitality sectors, incentives for buyers, and the sectors given precedence in Ethiopia.

The ambassador additionally thanked UNIDO Community of Funding and Know-how Promotion Places of work in Italy for his or her help to small and medium-sized enterprises in Ethiopia.

Representatives from UNIDO Community of Funding and Know-how Promotion Places of work in Italy, UNIDO Ethiopia, Ethiopian Rural Vitality Improvement and Promotion Middle, Ethiopian Funding Fee, Ministry of Water, Irrigation and Vitality, Ethiopian Chamber of Commerce and Sectorial Associations, Addis Ababa Science and Know-how College, and BonelliErede Legislation Agency contributed to the platform by presenting their sector particular expertise to the members, it was discovered.



### Business news: Unido lancia webinar a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo



Roma, 20 set 07:00 – (Agenzia Nova) – Dal 23 settembre al 28 ottobre 2020 Unido Itpo Italy ospiterà la serie di webinar “Doing Green Business”: sei country presentation tematiche... (Res)

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[Procedi al sito della fonte >](#)



ASSOLOMBARDA

N° 29  
23 settembre 2020

## — NOTIZIE E SEGNALAZIONI —

### Ciclo di webinar sul “Doing Green Business” in Perù, Kazakistan, Kenya, Botswana, Etiopia e Cuba. Dal 23 settembre al 28 ottobre

UNIDO ITPO Italy, Agenzia delle Nazioni Unite per lo sviluppo industriale, organizza una serie di webinar gratuiti dedicati ai temi dell'Energia e Ambiente nei Paesi in Via di Sviluppo al fine di favorire partenariati industriali in tali settori.



### Cooperazione: Unido lancia webinar a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo

Agenzia Nova | 4 | Crea Alert | 18-9-2020

Economia - Dal 23 settembre al 28 ottobre 2020 Unido Itpo Italy ospiterà la serie di webinar “Doing Green Business”: sei country presentation tematiche. ...

[Leggi la notizia](#)



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AGENZIA STAMPA

Kazakistan, il 20/1 conferenza UNIDO ITPO Italy su modalità ingresso in mercato energia sostenibile





ONLINE CONFERENCE: "Market Access in Kazakhstan in the sustainable energy sector" 20th of JANUARY 2021  
 Pubblicato 15 gennaio 2021 | Da admin

UNIDO ITPO Italy in collaborazione con l'Ambasciata d'Italia in Kazakhstan ha il piacere di invitare Voi e la Vostra rete professionale a partecipare all'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", che si terrà mercoledì 20 gennaio 2021 alle 11:00 (ora italiana) con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakhstan.

Prenderanno parte alla conferenza importanti rappresentanti istituzionali ed imprenditoriali italiani e kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakhstan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

La discussione si terrà in inglese.

REGISTRATI

Maggiori informazioni sono disponibili sulla pagina dedicata all'iniziativa.

Agenda Virtual Event Kazakhstan 20 January 2021



Eventi e Formazione / Internazionalizzazione



## Market access in Kazakhstan in the sustainable energy sector

Online, 21 gennaio 2021

UNIDO ITPO Italy ha organizzato l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", che si terrà mercoledì 20 gennaio 2021 alle 11:00 (ora italiana) con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakhstan.

Prenderanno parte alla conferenza importanti rappresentanti istituzionali ed imprenditoriali italiani e kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakhstan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti. L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

La discussione si terrà in inglese ed è necessario registrarsi al seguente [link](#).

Internazionalizzazione

ENERGIA RINNOVABILI | INTERNAZIONALIZZAZIONE  
 INVESTIMENTI | MATTM | UNIDO | WEBINAR



### Speciale energia: Kazakhstan, oggi webinar su energia sostenibile organizzato da Unido Itpo Italy

Roma, 20 gen 14:15 - (Agenzia Nova) - Si terrà oggi alle 11 l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", organizzato da Unido Itpo Italy... (Res) © Agenzia Nova - Riproduzione riservata

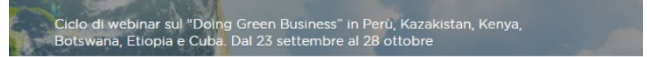


## Speciale energia: webinar Unido a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo

Agenzia Nova | 4 | Crea Alert | 23-9-2020

Economia - Fino al 28 ottobre Unido Itpo Italy ospiterà la serie di webinar "Doing Green Business": sei country presentation tematiche che si terranno...

[Leggi la notizia](#)



UNIDO ITPO Italy, Agenzia delle Nazioni Unite per lo sviluppo industriale, organizza una serie di webinar gratuiti dedicati ai temi dell'Energia e Ambiente nei Paesi in Via di Sviluppo al fine di favorire partenariati industriali in tali settori.

I webinar che si terranno con cadenza settimanale dal 23 settembre al 28 ottobre 2020 hanno l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target.

Ciascun incontro sarà dedicato ad uno dei seguenti paesi partner: **Perù, Kazakhstan, Kenya, Botswana, Etiopia e Cuba**. Al fine di individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni per effettuare investimenti in loco, Doing Green Business vedrà la partecipazione di controparti istituzionali e commerciali sia italiane che locali operanti in ambito di efficienza energetica e fonti di energia rinnovabile - solare eolica, idroelettrica, geotermica e biologica - nonché di gestione dei rifiuti e delle risorse idriche.

L'iniziativa è volta a favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile, offrendo una panoramica sulle varie possibilità di investimento nei settori focus dei paesi partner.

Il programma del webinar prevede:

- **Doing Green Business in Peru** - 23 settembre 2020 h: 16:00  
 Form di registrazione al seguente link. Il webinar si terrà in lingua spagnola.
- **Doing Green Business in Kazakhstan** - 30 settembre 2020 h: 11:00  
 Form di registrazione al seguente link. Il webinar si terrà in lingua inglese.
- **Doing Green Business in Kenya** - 7 ottobre 2020 h: 11:00  
 Form di registrazione al seguente link. Il webinar si terrà in lingua inglese.
- **Doing Green Business in Botswana** - 14 ottobre 2020 h: 11:00  
 Form di registrazione al seguente link. Il webinar si terrà in lingua inglese.
- **Doing Green Business in Ethiopia** - 21 ottobre 2020 h: 11:00  
 Form di registrazione al seguente link. Il webinar si terrà in lingua inglese.
- **Doing Green Business in Cuba** - 28 ottobre 2020 h: 16:00



## Investimenti ed energie rinnovabili in Etiopia: UNIDO ITPO Italy ospita nuovo delegato virtuale

30 novembre 2020 09:09

30.11.2020 - 09.00 - Dal 30 novembre al 14 dicembre 2020 UNIDO ITPO Italy ospiterà nell'ambito del Programma Delegati di UNIDO un rappresentante dell'Ethiopian Investment Commission, Haregewin Mirotaw Shumiye, con l'obiettivo di promuovere nella comunità imprenditoriale italiana un portfolio di progetti in ambito di energie rinnovabili e tecnologie ambientali. La partecipazione all'iniziativa è aperta alle imprese italiane operanti nei seguenti...

Leggi la notizia integrale su: [Trieste All News](#)

Il post dal titolo: «Investimenti ed energie rinnovabili in Etiopia: UNIDO ITPO Italy ospita nuovo delegato virtuale» è apparso il giorno 30 novembre 2020 alle ore 09:09 sul quotidiano online *Trieste All News* dove ogni giorno puoi trovare le ultime notizie dell'area geografica relativa a Trieste.



Sei in: Home / Economia italiana nel mondo / Commercio Estero

### UNIDO ITPO ITALY ORGANIZZA CONFERENZA SULLE MODALITÀ DI ACCESSO AL MERCATO DELL'ENERGIA SOSTENIBILE IN KAZAKHSTAN

13/01/2021 - 16:48

ROMA) aise) - Si terrà mercoledì 20 gennaio alle 11:00 (ora italiana) l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le varie modalità di accesso al mercato dell'energia sostenibile in Kazakhstan.

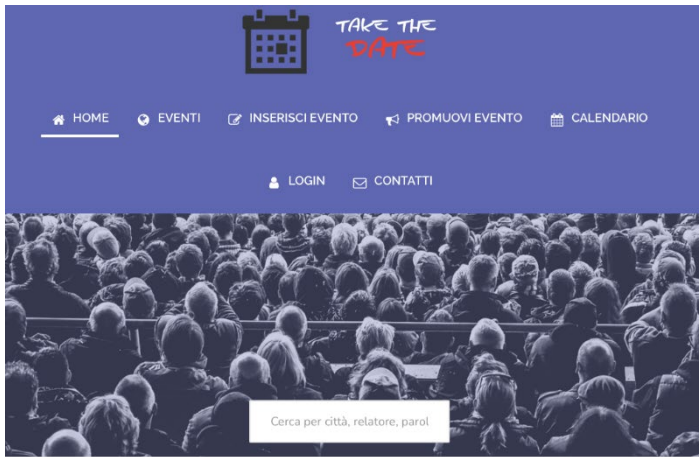
Prenderanno parte alla conferenza importanti rappresentanti istituzionali ed imprenditoriali italiani e kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakhstan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti. L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

È possibile registrarsi all'evento tramite questo [link](#). Il Kazakhstan è l'economia leader dell'Asia Centrale, sia in termini assoluti che pro capite. Possiede ampie riserve di petrolio, gas, carbone, minerali e metalli, e dispone inoltre di un grande potenziale per investire nell'energia sostenibile. Oltre ad aver promosso diversi progetti ed iniziative green, il Kazakhstan ha lanciato con successo un programma di aste per le energie rinnovabili che sta contribuendo a trasformare e diversificare il settore energetico nazionale al fine di raggiungere gli obiettivi target del Paese ed attrarre investimenti privati nella transizione verso un'economia più sostenibile e a basse emissioni. (aise)



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## INVESTIRE IN ENERGIE RINNOVABILI E TECNOLOGIE AMBIENTALI IN ETIOPIA: DELEGATA VIRTUALE OSPITE DI UNIDO ITPO ITALY

30/11/2020 - 14:07

ROMA | aise! - Da oggi al prossimo 14 dicembre, nell'ambito del Programma Delegati di UNIDO, UNIDO ITPO Italy ospiterà virtualmente una rappresentante dell'Ethiopian Investment Commission, Haregewoin Mirotaw. L'obiettivo è promuovere nella comunità imprenditoriale italiana un portfolio di progetti in ambito di energie rinnovabili e tecnologie ambientali. La partecipazione all'iniziativa - spiega l'organizzazione delle Nazioni Unite - è aperta alle imprese italiane attive in diversi settori: energie rinnovabili e soluzioni off-grid; trattamento e riciclo della carta e di prodotti cosmetici; gestione sostenibile delle risorse idriche; energie rinnovabili e soluzioni ambientali applicate al settore letterario-casero.

Durante gli incontri virtuali i partecipanti avranno l'occasione di presentare la propria azienda e discutere potenziali opportunità di partnership con le controparti etiopi rappresentate dal delegato, promuovendo il trasferimento di tecnologie innovative per uno sviluppo industriale sostenibile nel settore locale.

L'iniziativa si colloca all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

Le aziende interessate ad incontrare la delegata etiopica possono inviare una mail a [itpo.rome@unido.org](mailto:itpo.rome@unido.org) (aise)



## Market access in Kazakhstan in the sustainable energy sector

20.01.2021 11:00 - 20.01.2021 12:00

on line

Fonte: <https://www.giornalediplomatico.it/italia-kazakistan-webinar-su-opportunita-investimento-per-energia-sostenibile.htm>

Categorie: Energia, Webinar e Corsi

Visite: 89



### Market access in Kazakhstan in the sustainable energy sector

20.01.2021

Online

The virtual event "Market access in Kazakhstan in the sustainable energy sector", organized by UNIDO ITPO Italy, is taking place on Wednesday 20<sup>th</sup> January 2021 at 4:00 pm (Nur-Sultan time) with the goal of promoting how to access the Kazakh market in the sustainable energy sector to the interested Italian private sector.

Bringing together prominent Kazakh and Italian institutional and business stakeholders in the field, the online conference will explore opportunities for cooperation in the Kazakh sectors of renewable energies, energy efficiency and innovative eco-friendly technologies, as well as success cases of Italian companies operating locally, promoting business synergies between Italy and Kazakhstan. An interactive Q&A session will conclude the event to further knowledge exchange for potential matchmaking activities among counterparts.

Promoted by the Embassy of Italy in Nur-Sultan, the Embassy of the Republic of Kazakhstan in the Italian Republic and Kazakh Invest, the initiative is organized in the framework of the project "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", funded by the Italian Ministry of the Environment, Land and Sea and implemented by UNIDO ITPO Italy.

#### INSIGHTS

Kazakhstan is the most performing economy in Central Asia, in both absolute and per capita terms. Not only, it possesses large reserves of oil, gas, coal as well as minerals and metals, but also it has great renewables potential that is attractive to renewable energy developers.

In order to meet the country's renewable energy targets and attract private investment on its path towards a more sustainable and lower-carbon economy, Kazakhstan has adopted a successful renewable energy auctions mechanism as well as promoted new green projects that are changing the national energy sector and diversifying its energy mix.

To register please follow the link: <https://us02web.zoom.us/j/86xETLOR08Y1bbMFaJA>

# Giornale Diplomatico

QUOTIDIANO ONLINE DI INFORMAZIONI E OPINIONI

Direttore Responsabile: Dario de Marchi

Direttore: Carlo Rebecchi

Testata iscritta nel Registro Stampa del Tribunale Civile di Roma - n.94/2017 dell'8 giugno 2017

#### NEWS

### UNIDO: "MARKET ACCESS IN KAZAKHSTAN IN THE SUSTAINABLE ENERGY SECTOR"

19-01-2021 17:19 - Agenda



GD - Roma, 19 gen. 21 - Domani 20 gennaio alle ore 11:00 si svolgerà l'evento digitale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakhstan. Il Kazakhstan è l'economia leader dell'Asia Centrale, sia in termini assoluti che pro capite. Possiede ampie riserve di petrolio, gas, carbone, minerali e metalli, e dispone inoltre di un grande potenziale per investire nell'energia sostenibile. Oltre ad aver promosso diversi progetti ed iniziative green, il Kazakhstan ha lanciato con

successo un programma di aste per le energie rinnovabili che sta contribuendo a trasformare e diversificare il settore energetico nazionale al fine di raggiungere gli obiettivi target del Paese ed attrarre investimenti privati nella transizione verso un'economia più sostenibile e a basse emissioni.

Al webinar di domani interverranno qualificati rappresentanti istituzionali ed imprenditoriali sia italiani che kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative eco-sostenibili, nonché una sessione interamente dedicata a diversi casi di successo di aziende italiane di rilievo operanti in Kazakhstan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", finanziato dal ministero dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

La discussione si terrà in inglese.

Per maggiori informazioni : <https://www.unido.it/PIPEE/news.php?id=1303>

Per la registrazione al webinar:

<https://us02web.zoom.us/j/86xETLOR08Y1bbMFaJA>

Fonte: Redazione



#### COOPERAZIONE

### Cooperazione: Unido lancia webinar a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo

Roma, 18 set 13:18 - (Agenzia Nova) - Dal 23 settembre al 28 ottobre 2020 Unido Itpo Italy ospiterà la serie di webinar "Doing Green Business": sei country presentation tematiche che si terranno con cadenza settimanale con l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target. L'iniziativa, si legge in una nota, è organizzata da Unido Itpo Italy all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", finanziato dal ministero italiano dell'Ambiente e della tutela del territorio e del mare. Ciascun episodio settimanale sarà dedicato ad uno dei seguenti paesi partner: Perù, Kazakhstan, Kenya, Botswana, Etiopia e Cuba. Al fine di individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni internazionali per effettuare investimenti in loco, Doing Green Business vedrà la partecipazione di controparti istituzionali e commerciali sia italiane che locali operative in ambito di efficienza energetica e fonti di energia rinnovabile - solare, eolica, idroelettrica, geotermica e biologica - nonché di gestione dei rifiuti e delle risorse idriche. Offrendo una panoramica sulle varie possibilità di investimento nei settori focus dei paesi partner, l'iniziativa è volta a favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile. (Com) © Agenzia Nova - Riproduzione riservata



## Investimenti ed energie rinnovabili in Etiopia: UNIDO ITPO Italy ospita nuovo delegato virtuale

di Redazione Trieste All News - 30 Novembre 2020



**30.11.2020 - 09.00 - Dal 30 novembre al 14 dicembre 2020** UNIDO ITPO Italy ospiterà virtualmente nell'ambito del **Programma**

**Delegati di UNIDO** un rappresentante dell'**Ethiopian Investment**

**Commission, Haregewoin Mirotaw Shumiye**, con l'obiettivo di promuovere nella comunità

imprenditoriale italiana un portfolio di progetti in ambito di energie rinnovabili e tecnologie ambientali.

La partecipazione all'iniziativa è **aperta alle imprese italiane** operanti nei seguenti settori: energie rinnovabili e soluzioni off-grid; trattamento e riciclo della carta e di prodotti correlati; gestione sostenibile delle risorse idriche; energie rinnovabili e soluzioni ambientali applicate al **settore lattiero-caseario**.



Durante gli incontri virtuali i partecipanti avranno l'occasione di **presentare la propria azienda e discutere potenziali opportunità di partnership** con le controparti etiopi rappresentate dal delegato, promuovendo il trasferimento di tecnologie innovative per uno sviluppo industriale sostenibile nel settore locale.

L'iniziativa si colloca all'interno del progetto *"Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors"*, finanziato dal **Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare** ed implementato da UNIDO ITPO Italy.

Le aziende interessate ad incontrare il delegato possono inviare una mail

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



InfoAfrica

Etiopia

### Incontri virtuali su opportunità rinnovabili con Unido Itpo Italy

30 Novembre 2020

ETIOPIA - Dal 30 novembre al 14 dicembre 2020 Unido Itpo Italy ospiterà virtualmente nell'ambito del Programma Delegati di Unido un rappresentante dell'**Ethiopian Investment Commission, Haregewoin Mirotaw Shumiye**, con l'obiettivo di promuovere nella comunità imprenditoriale italiana un portfolio di progetti in ambito di energie rinnovabili e tecnologie ambientali.

La partecipazione all'iniziativa è aperta alle imprese italiane operanti nei seguenti settori: energie rinnovabili e soluzioni off-grid; trattamento e riciclo della carta e di prodotti correlati; gestione sostenibile delle risorse idriche; energie rinnovabili e soluzioni ambientali applicate al settore lattiero-caseario.

Durante gli incontri virtuali i partecipanti avranno l'occasione di presentare la propria azienda e discutere potenziali opportunità di partnership con le controparti etiopi rappresentate dal delegato, promuovendo il trasferimento di tecnologie innovative per uno sviluppo industriale sostenibile nel settore locale.

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Le aziende interessate ad incontrare il delegato possono inviare una mail a: [itpo.rome@unido.org](mailto:itpo.rome@unido.org).

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#### Market access in Kazakhstan in the sustainable energy sector. 20 gennaio 2021

L'iniziativa è organizzata nell'ambito del progetto *"Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors"* finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy

#### Informazioni

Il Kazakistan è l'economia leader dell'Asia Centrale, sia in termini assoluti che pro capite. Possiede ampie riserve di petrolio, gas, carbone, minerali e metalli, e dispone inoltre di un grande potenziale per investire nell'energia sostenibile.

Oltre ad aver promosso diversi progetti ed iniziative green, il Kazakistan ha lanciato con successo un programma di aste per le energie rinnovabili che sta contribuendo a trasformare e diversificare il settore energetico nazionale al fine di raggiungere gli obiettivi target del Paese ed attrarre investimenti privati nella transizione verso un'economia più sostenibile e a basse emissioni.

UNIDO ITPO Italy organizza l'evento virtuale *"Market access in Kazakhstan in the sustainable energy sector"*, che si terrà **mercoledì 20 gennaio 2021 alle 11:00 (ora italiana)** con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakistan.

Prenderanno parte alla conferenza importanti rappresentanti istituzionali ed imprenditoriali italiani e kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakistan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

#### I lavori si svolgeranno in lingua inglese.

Maggiori informazioni sono disponibili sul [sito](#) del progetto.

#### Modalità di adesione

E' possibile iscriversi all'evento, che si terrà sulla piattaforma Zoom, al seguente [link](#)

### Investimenti ed energie rinnovabili in Etiopia: UNIDO ITPO Italy ospita nuovo delegato virtuale

Home > Notizie Trieste > Trieste All News

30.11.2020 - 09.00 - Dal 30 novembre al 14 dicembre 2020 UNIDO ITPO Italy ospiterà virtualmente nell'ambito del Programma Delegati di UNIDO un rappresentante dell'**Ethiopian Investment Commission, Haregewoin Mirotaw Shumiye**, con l'obiettivo di promuovere nella comunità imprenditoriale italiana un portfolio di progetti in ambito di energie rinnovabili e tecnologie ambientali. La partecipazione all'iniziativa è aperta alle imprese italiane operanti nei...

La prevezione: Trieste All News

2020-11-30 10:46



HOME | L'ASSOCIAZIONE | IMPRESE | SEZIONI E GRUPPI | CONTATTI

Martedì, 22 Settembre 2020 09:20

## UNIDO ITPO Italy ospiterà la serie di webinar "Doing Green Business" dal 23 settembre al 28 ottobre p.v.

Scritto da Claudia Pelagatti

UNIDO ITPO Italy, Agenzia delle Nazioni Unite per lo sviluppo industriale, organizza una serie di webconferenze dedicate ai temi dell'Energia e Ambiente nei Paesi in Via di Sviluppo al fine di favorire partenariati industriali in tali settori nei Paesi Target.

Evidenziamo in particolare i webinar dedicati a tre paesi dell'Africa sub-sahariana:

- 7 Ottobre Doing Green Business in Kenya, ore 11.00
- 14 Ottobre Doing Green Business in Botswana, ore 11.00
- 21 Ottobre Doing Green Business in Etiopia, ore 11.00

Sul portale dell'**UNIDO ITPO ITALY** troverete i link per registrarvi ai singoli eventi.



### "DOING GREEN BUSINESS": UNIDO ITPO ITALY A SUPPORTO DEI PAESI IN VIA DI SVILUPPO

18/09/2020 - 17:16

ROMA) aise. - Dal 23 settembre al 28 ottobre prossimi UNIDO ITPO Italy ospiterà la serie di webinar "Doing Green Business": sei "country presentations" tematiche che si terranno con cadenza settimanale con l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target. L'iniziativa è organizzata da UNIDO ITPO Italy all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare. Ciascun episodio settimanale sarà dedicato ad uno dei seguenti paesi partner: Perù, Kazakistan, Kenya, Botswana, Etiopia e Cuba. Al fine di individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni internazionali per effettuare investimenti in loco, Doing Green Business vedrà la partecipazione di controparti istituzionali e commerciali sia italiane che locali operative in ambito di efficienza energetica e fonti di energia rinnovabile - solare, eolica, idroelettrica, geotermica e biologica - nonché di gestione dei rifiuti e delle risorse idriche. Offrendo una panoramica sulle varie possibilità di investimento nei settori focus dei paesi partner, l'iniziativa è volta a favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile.

Perù, 23 settembre ore 16.00. L'evento si terrà in spagnolo. Kazakistan, 30 settembre ore 11.00, evento in inglese. In inglese si terranno anche l'evento per il Kenya, 7 ottobre ore 11.00, Botswana, 14 ottobre 11.00, Etiopia, 21 ottobre 11.00. In spagnolo, invece, anche a Cuba, 28 ottobre ore 16.00. (aise)







Home - Ambiente - UNIDO: webinar su accesso Kazhakstan a mercato energia sostenibile

Ambiente

## UNIDO: webinar su accesso Kazhakstan a mercato energia sostenibile

13/01/2021

152



ROMA, 13 GENNAIO – UNIDO ITPO Italy organizza una conferenza sulle modalità di ingresso al mercato dell'energia sostenibile in Kazhakstan. Il webinar si terrà **mercoledì 20 gennaio 2021** con l'obiettivo di promuovere al settore privato italiano le varie modalità di ingresso al mercato dell'energia sostenibile nel Paese.

Prenderanno parte alla conferenza importanti **rappresentanti istituzionali ed imprenditoriali italiani e kazaki** operanti nel settore che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché diversi casi di successo di aziende italiane di rilievo operanti in Kazakistan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una **sessione interattiva di Q&A** concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti.

## 9colonne

Agenzia Giornalistica  
direttore **Paolo Pagliaro**

### ENERGIA SOSTENIBILE: WEBINAR SU OPPORTUNITA' INVESTIMENTO KAZAKISTAN

Roma, 13 gen - Si terrà mercoledì 20 gennaio 2021 alle 11:00 (ora italiana) l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le varie modalità di accesso al mercato dell'energia... (© 9Colonne - citare la fonte)



### CONFERENZA SULLE MODALITÀ DI INGRESSO AL MERCATO DELL'ENERGIA SOSTENIBILE IN KAZAKISTAN

IN RETE 20/01/2021 - 11:00

Mercoledì 20 gennaio 2021, ore 11:00, UNIDO ITPO Italy organizza l'evento online "Market access in Kazakhstan in the sustainable energy sector" per promuovere al settore privato italiano le modalità di ingresso al mercato dell'energia sostenibile in Kazakistan.

L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy.

Registrazione gratuita al seguente [link](#).

Info: <https://www.unido.it/FIPEE/news>.

INFORMATION TECHNOLOGY

### Ep. 5 – Doing Green Business in Ethiopia

POSTED ON 10/25/2020 BY APHO2018



"Doing Green Business in Ethiopia", a virtual thematic country presentation took place on 21 October 2020 at 11:00 (Italian time) with the goal of fostering trade, technological innovation and investment in the energy and environment sectors between the private sector in Italy and Ethiopia.

The event is the fifth episode of the webinar series "Doing Green Business", organized by UNIDO ITPO Italy in the framework of the project "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" funded by the Italian Ministry for the Environment, Land and Sea.



### SPECIALE ENERGIA

#### Speciale energia: webinar Unido a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo

Roma, 23 set 14:00 - (Agenzia Nova) - Fino al 28 ottobre Unido Itpo Italy ospiterà la serie di webinar "Doing Green Business": sei country presentation tematiche che si terranno... (Com) © Agenzia Nova - Riproduzione riservata



### KAZAKHSTAN



#### Kazakhstan: oggi webinar su energia sostenibile organizzato da Unido Itpo Italy

Roma, 20 gen 08:19 - (Agenzia Nova) - Si terrà oggi alle 11 l'evento virtuale "Market access in Kazakhstan in the sustainable energy sector", organizzato da Unido Itpo Italy... (Res) © Agenzia Nova - Riproduzione riservata

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Acquista articolo

## Webinar UNIDO: “Market access in Kazakhstan in the Sustainable Energy Sector”

Si terrà il prossimo 20 gennaio alle ore 11.00 l'evento digitale "Market access in Kazakhstan in the sustainable energy sector", organizzato da UNIDO ITPO Italy con l'obiettivo di promuovere al settore privato italiano le modalità d'ingresso nel mercato dell'energia sostenibile in Kazakistan. Il Kazakistan è l'economia leader dell'Asia Centrale, sia in termini assoluti che pro capite. Possiede ampie riserve di petrolio, gas, carbone, minerali e metalli, e dispone inoltre di un grande potenziale per investire nell'energia sostenibile. Oltre ad aver promesso diversi progetti ed iniziative green, il Kazakistan ha lanciato con successo un programma di aste per le energie rinnovabili che sta contribuendo a trasformare e diversificare il settore energetico nazionale al fine di raggiungere gli obiettivi target del Paese ed attrarre investimenti privati nella transizione verso un'economia più sostenibile e a basse emissioni. Al webinar del 20 gennaio interverranno qualificati rappresentanti istituzionali ed imprenditoriali sia italiani che kazaki operanti nel settore, che illustreranno le opportunità di investimento in loco in ambito di energie rinnovabili, efficienza energetica e tecnologie innovative ecosostenibili, nonché una sessione interamente dedicata a diversi casi di successo di aziende italiane di rilievo operanti in Kazakistan, al fine di promuovere le sinergie commerciali tra i due Paesi. Una sessione interattiva di Q&A concluderà l'evento per favorire lo scambio di conoscenze settoriali e la nascita di potenziali attività di matchmaking tra le controparti. L'iniziativa è organizzata nell'ambito del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors" finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare ed implementato da UNIDO ITPO Italy. La discussione si terrà in inglese. Per maggiori informazioni visita: <https://www.unido.it/FP/E/news.php?&id=1303> Per la registrazione al webinar: [https://us02web.zoom.us/join/register?WV\\_16x4TL0R108Y1bbMfcaJA](https://us02web.zoom.us/join/register?WV_16x4TL0R108Y1bbMfcaJA)

22/09/2020 - Cooperazione: Unido lancia webinar a sostegno dell'energia e dell'ambiente nei paesi in via di sviluppo



Dal 23 settembre al 28 ottobre 2020 Unido Itpo Italy ospiterà la serie di webinar "Doing Green Business" sei country presentation tematiche che si terranno con cadenza settimanale con l'obiettivo di promuovere scambi commerciali, innovazione tecnologica e partenariati in ambito di energia e ambiente tra il settore privato in Italia e nei paesi target. L'iniziativa, si legge in una nota, è organizzata da Unido Itpo Italy all'interno del progetto "Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors", finanziato dal ministero Italiano dell'Ambiente e della tutela del territorio e del mare. Ciascun episodio settimanale sarà dedicato ad uno dei seguenti paesi partner: Perù, Kazakistan, Kenya, Botswana, Etiopia e Cuba. Al fine di individuare opportunità commerciali ed incentivare lo sviluppo di collaborazioni internazionali per effettuare investimenti in loco, Doing Green Business vedrà la partecipazione di controparti istituzionali e commerciali sia italiane che locali operative in ambito di efficienza energetica e fonti di energia rinnovabile – solare, eolica, idroelettrica, geotermica e biologica – nonché di gestione dei rifiuti e delle risorse idriche. Offrendo una panoramica sulle varie possibilità di investimento nei settori focus dei paesi partner, l'iniziativa è volta a favorire l'ingresso sul mercato e la distribuzione su vasta scala di fonti energetiche alternative ecologiche e di tecnologie ambientali innovative per uno sviluppo sostenibile.

[www.agenzianova.com](http://www.agenzianova.com)

«tema business»



## Annex 3: Portfolio of projects and investment opportunities promoted by the Ethiopian delegate

### Wasa mushroom farm project

**IIPP:** ETH/086/2011

**Investment:** 589,142 USD

Wasa Mushroom Farm is involved in production of mushrooms using agricultural and industrial by products (which are considered as waste) in an organic and secure manner while simultaneously emphasizing attention on enhancing jobs and income for smallholder farmers and urban unemployed without compromising or negatively affecting the environment. The company aims at expanding the market in order to supply national and international companies with the overall objective to satisfy local demand.

**Entrepreneur:** Private

**Business Line:** Production of mushrooms

**Collaboration sought:** Joint venture

**Company:** Wasa Mushroom Farm

**Key Strengths:** The company is founded on principles of sustainability and is committed to respecting the United Nations Sustainable Development Goals. With several years of experience, the farm is always striving and working towards a future goal: expanding the customer base. Therefore, it supplies major international companies such as the Sheraton or leader local companies such as Ethiopian Airlines in order to meet the local demand.

**Market:** Addis Ababa and Sebeta. The current target markets for Wasa Mushroom Farm are retailer stores, restaurants, hotels, airlines and government embassies. At this moment in time, WMF's customer base is supermarkets, restaurants and hotels in Addis Ababa.

### TESFAY ABAY FARM PROJECT

**IIPP:** ETH/085/2011

**Investment:** 200,000 USD

TESFAY ABAY FARM PROJECT is involved in agricultural production, focused on cotton and cereals such as sesame, soya bean, maize, sorghum etc. The aim of the farm project is to produce the several products through drip irrigation technology, which is needed to tackle the drought problem in Ethiopia. With this technology, the farm can alleviate the problem of food security, mainly in the small and rural villages near Assosa Airport.

**Entrepreneur:** Private

**Business Line:** Agriculture

**Collaboration sought:** Joint-venture and technology transfer

**Company:** TEFAY ABAY FARM

**Key Strengths:** Ethiopia struggles with drought-related challenges every year and this company aims at contributing in the alleviation of the consequences such as famine. The company has a proven experience in the agricultural sector, focused mainly on cereals and cotton production for rural areas.

**Market:** Benishangul Gumze

## Paper & Paper Products Recycling

**IIPP:** ETH/084/2011

**Investment:** USD 1,668,901.09

The project aims at increasing the recycling and production of paper raw materials and related products

**Entrepreneur:** Private

**Business Line:** Recycling paper

**Collaboration sought:** Joint venture

**Company:** SUZO INDUSTRY PLC

**Key Strengths:** In recent years, Ethiopia has become a regional leader in solid waste management. Specifically, paper waste is steadily increasing in the country and in order to support this challenge, there are several programmes aiming at supporting both institutional and private sector. Moreover, the company is professionally managed by a well qualified, highly skilled, truly motivated and well experienced personnel and is the largest tissue-paper making company in East Africa

**Market:** Local market and Eastern Africa

## Advanced technologies for water treatment systems

**IIPP:** ETH/083/2011

The main objective is to deliver solutions for water treatment and other related electromechanical needs by applying efficient and most advanced technology, with the aim at developing local competency

**Entrepreneur:** Private

**Business Line:** Water treatment systems

**Collaboration sought:** Technology transfer

**Company:** Merit Engineering PLC

**Key Strengths:** The company is specialized in new water system deliveries as well as re-engineering and rehabilitation of existing systems.

**Market:** Addis Ababa. There are several application areas, from hotels, resorts and health centers to hospitals, clinics and laboratories. Moreover, plant water system, which are in short supply in Ethiopia, can be installed in all industrial applications which require demineralised, softened, clarified, filtered and potable water standard.

## Installation hybrid systems of mini-grids in rural areas

**IIPP:** ETH/082/2011

**Investment:** 200,000.00 USD

Many people living in remote areas in Ethiopia do not have access to the public electricity grid. Due to the high costs going along with the extension of the public grid, these people will hardly ever be connected to the public grid. The projects aims at installing solar / wind / hydroelectric mini-grids in rural areas of the country, without access to the public grid. With the use of hybrid systems, inhabitants would receive a reliable, affordable and sustainable supply of electricity Secondly, the project's goal is to supply not only electricity, but also the electrical equipment with which the villages will make a "productive use" of the electricity, in order to guarantee its sale and to supply every mini-grid with the income.

**Entrepreneur:** Private

**Business Line:** Sustainable energy solution provider

**Collaboration sought:** Joint venture

**Company:** RET Energy Engineering

**Key Strengths:** Ethiopia is the second- largest country in Africa with a current population of 116 million people, with an expected growth rate of 2.3% per year. Such increase in population size will result in an increase in the number of individuals requiring access to electricity. Therefore, the Ethiopian government has set clear power generation and connection targets and sees the private sector as pivotal in meeting intended targets.

**Market:** Addis Ababa

### Minigrids and Stand-alone-Solar systems

**IIPP:** ETH/081/2011

**Investment:** 1.150.000 USD

The first plan is to introduce technologies for productive use that are suitable for minigrids and Stand-alone-Solar. Local value addition in rural areas would improve productivity, preservation and processing of agricultural produces. The second objective is to introduce affordable battery based power backup systems for urban households (with power ranging from 0.5 – 5 kW ).There is a large market in main cities of Ethiopia where battery based backup systems are in high demand. As working from home and online virtual meetings are increasingly becoming a common practice, the need for electricity backup is compelling as the grid electricity interruptions are quite frequent.

**Entrepreneur:** Private

**Business Line:** Renewable energy

**Collaboration sought:** Loan & Equipment purchase

**Company:** Ethio Resource Group - ERG

**Key Strengths:** ERG was established by a group of engineers and economists with many years of experience in the energy sector. They have expertise and ample supply labor force available and trainable at their facility

**Market:** Kirkos Sub City - Addis Ababa



## Annex 4: Virtual Delegate from Ethiopia - Meetings and follow up actions

### Overview:

**Meetings:** 29

**Companies:** 40

**Relevant stakeholders:** 7 (includes banks, institutions etc)

**People engaged:** 60

**Projects:** 6

**Sectors:** renewable energy (focus on solar and wind), water treatment (mainly for agriculture), waste treatment and waste to energy; Trasversal subsectors focused on the water, energy, food nexus, which represents a target priority for both the Ethiopian government and local private sector.

### *November 30<sup>th</sup>*

#### **Meeting with CDP**

Mr. Giulio Dal Magro, Ms. Federica Maghella, Ms. Daniela Munteanu

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- CDP overview - main tools and mechanism;
- CDP support to the private sectors in foreign countries;
- Ethiopia is a priority for CDP;
- Co-funds projects by CDP (from 4/million to 200 million).

#### **Follow-up actions:**

Virtual meetings to see further potential investment opportunities and in order to share additional information and materials.

### *December 1<sup>st</sup>*

#### **Meeting with Res4Africa Foundation**

Ms. Chiara Buzzico, *Project Officer* and Mr. Luca Traini, *Manager*

#### **Topic discussed**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Role and activities of Res4Africa in East Africa, namely in Ethiopia;
- Focus on mini-grid projects in rural areas;
- Key strength of capacity building activities and training, developed by Res4Africa;
- Potential synergies: Ethio Resource Group, RET Energy Engineering.

#### **Follow-up actions:**

Updates on future activities in Ethiopia focused on the renewable energy sector.

### Meeting with Glocal Impact Network

Mr. Giacomo Battaini, *Head of Sustainability*

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Nexus energy-water-food emerged as a key point for potential synergies; in particular, the delegate was very interested in the low tech innovations for the rural areas, proposed by the company, namely Liter of Light and Bloom Project;
- These kind of projects plays a pivotal role both for Ethiopian government and private sector, therefore, the delegate and Mr. Battaini discussed in-depth about the selected projects, in particular to explore new spaces of potential synergies for the benefit of rural areas in Ethiopia;
- Circular economy issues, which are important for the Ethiopian Investment Commission and for the selected projects, as well as represents the core value of Glocal Impact Network.

#### Follow up actions:

Meeting on January in order to discuss more in depth regarding the low tech innovations proposed by the company, which can be easily applied in rural areas of Ethiopia. The meeting will see the participation of Ethiopian companies: RET Engineering, Ethio Resource Group and Wasa Mashrooms Farm

### December 2<sup>nd</sup>

### Meeting with IDRO GROUP srl

Mr. Marco Borsatti, *Sales Manager*

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia
- IIPP presentation
- Design and construction of machinery for the treatment of water, wastewater, solid waste and systems for the production of energy from renewable sources.
- Very interesting illustration on both high tech and low tech innovations for filtration system; in particular, the company explained how animal bones, crushed and charred, can remove heavy metals. It's cheap and locally available in Africa. With the right design, bone char filters can clean drinking water right in the home

#### Follow up actions

Information exchange on future activities in Ethiopia in the water treatment sector

### Meeting with MORE for the planet

Mr. Lorenzo Nettuno, *CEO* and Ms. Mojgan Heidari, *Technical and Commercial Manager*

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Discussion was around waste management and electricity sectors and projects;
- Regarding the energy sector, the public system' mechanisms were explored with a focus on PPP and public tender, giving a framework to the Paper & Paper Products Recycling project;
- Municipal solid waste is one of the biggest problems in Ethiopia and now the government is working on new laws to address this challenge;
- Tozzi Green srl activities.

#### Follow up actions:

- Meeting with the Ethiopian company Suzo PLC, focused on paper and paper products recycling
- MORE for the planet will discuss with the delegate on the potential implementation of a project in the country in the waste treatment sector (with the participation of Tozzi Green srl).

### Meeting with ITALPROGETTI SPA

Mr. Daniele Bacchi, *Environmental Dpt. Manager*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- The role of the company in the international water treatment scene, with prestigious references spread across all continents;
- The purification sector, which arose and developed in the difficult sector of the tanning industry, has managed over the years to cope with the growing environmental awareness coming from various sectors, both civil and industrial (tanneries, but also paper mills, slaughter houses, textile industries etc ...);
- Main sectors: - tanning - textile - paper – food;
- In particular, the company developed a joint project with UNIDO in the Leather sector in Ethiopia: <https://www.youtube.com/watch?v=Cb9X9SOvIdE>

#### **Follow up actions:**

Meeting in the forthcoming weeks between Italprogetti and the company MERIT PLC, with the aim to explore potential synergies in the water treatment sectors.

### Meeting with CNA Nazionale

Mr. Antonio Franceschini, *Head of International Market and Trade Promotion Office*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- The discussion mainly concerned the organization of a virtual event, with the participation on both Ethiopian and Italian private sector, focused on the promoted projects in the energy and green technologies sectors.

#### **Follow up actions:**

Organization of a virtual event, focused on energy and environment sectors, and followed by BtoB sessions between both Italian and Ethiopian private sector

### December 3<sup>rd</sup>

### Meeting with Fraticelli srl

Mr. Luigi Fraticelli, *CEO*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Focus on photovoltaic projects and renewable energy;
- European Commission funds for Africa Recovery to tackle COVID-19 pandemic, with a specific focus on Ethiopia;
- Cotonou agreement;
- After Hareg's presentation on the selected projects, Mr. Fraticelli illustrated several initiatives and interventions the company carried out in Africa (Senegal, Sierra Leone, Congo and RDC) and which can be implemented in Ethiopia with the same successful results;
- Battery storage in the rural areas, which was very interesting and in line with some promoted projects and the Ethiopian government priority, specially due to COVID-19.

#### **Follow up actions:**

- Updates on future activities in Ethiopia, focused on the photovoltaic sector
- Share of additional materials and information

### Meeting with T&D Water & Green Energy Solutions

Mr. AbdellahTalamali, Director and Mr. Giuseppe Mittica, Engineer

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Investment opportunities in the energy and green technologies sectors in Ethiopia;
- Cutting-edge technology in the water and wastewater treatment, and renewable energy sectors;
- In addition to their hybrid systems for energy supply, T&D Water & Green Energy Solutions developed an advanced technology, that allows to produce potable water from sea water, showing that they develop global solutions for their consumers.

#### **Follow up actions:**

Meeting for an in-depth discussion on the specific projects related to the water and renewable energy sectors.

### Meeting with ELVI & SELF GLOBE

*Marta Sciuttini, Business Development (ELVI spa); Luigi Edoardo Cicconi, Sales Account (Self Globe)*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Hybrid energy systems and food processing;
- Hybrid Power Plant (HPP), which uses both renewable sources and fuel powered systems, equipped with battery energy storage;
- Common goal: to develop autonomous agricultural enterprises capable of integrating all stages of the agri-food chain: from production to processing and marketing;
- Energy-food nexus: in Ethiopia 80% of population works in the agricultural sector and the use of renewable energy for food processing and cooling allows the reduction of food losses as well as of the energy price.

#### **Follow up actions:**

Meeting, in order to engage few local companies in the agro-energy sectors and explore potential synergies with the two Italian ones.

*December 7<sup>th</sup>*

### Meeting with OffGridBox

Mr. Bas Berends, Chief Partnerships Officer

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Tax law in Ethiopia;
- The energy and clean water technologies for rural areas in the country;
- Mechanism water-energy for house holds installed in different countries in Africa and developed by OffGridBox;
- The company already has pivotal projects that can be successfully applied in Ethiopia, within the small scale farmers community and developed joint projects with UNDP and other international organizations in Africa,
- Common goal: to afford clean water and renewable energy in remote area, offering also employment opportunities in the countries.

#### **Follow up actions:**

Updates on future activities in Ethiopia, focused on the energy and clean water technologies for rural areas.

### Meeting with the Ethiopian Embassy

Mr. Shegaw Abate, *First Secretary* (Commercial Affairs)

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Embassy's activities in the promotion of the Ethiopian market within the Italian entrepreneurial community, mainly in the energy and green technology sectors;
- Institutional overview of the Italian companies interested in Ethiopia;
- Ethiopian main needs and priorities within the energy and environment sectors, with a focus on RE;
- Common goal: to improve investments, business and connection between the Italian and Ethiopian private sector.

#### Follow up actions:

- Share additional information and materials regarding the portfolio of the selected Ethiopian companies which are looking for Italian partners;
- Involvement of the Ethiopian Embassy in the forthcoming virtual events

### Meeting with Aria srl

Ms. Ilaria Pellegrini, *Administration*

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Off grid energy sector and the related projects;
- Aria's projects and activities related mainly to small wind power sector. In particular, Aria is the first company in Italy which operated on small wind, manufacturing and installing wind turbines (20 to 60 KW) with the aim to minimize the energy cost;
- Technology Libellula, which is simple to install and maintain and easily applicable in countries like Ethiopia.

#### Follow up actions:

Updates regarding the forthcoming activities in Ethiopia, within the wind energy sector

### Meeting with BonelliErede Law Firm

Mr. Gianpiero Succi, Partner and Mr. Michele Saponaro, Managing Associate

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Tax law and legal framework for Italian companies in Ethiopia;
- Organization of different activities in the forthcoming months in order to analyse the potential synergies between Ethiopian and Italian companies

#### Follow up actions:

Meeting to discuss about an Investment forum, to be held in February and focused on energy and environment sectors, and to be discussed in depth with BonelliErede.

### December 9<sup>th</sup>

### Meeting with ENEL Green Power

Ms. Silvia Piana, *Senior Market Analyst*; Mr. Matteo Cavadini, *Head of Business Development East and West Africa*; Mr. Saverio Frullani, *Business Developer*; Mr. Daniele Paladini, *Regulatory Affairs*

#### Topic discussed:

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;

- IIPP presentation;
- Enel Green Power's activities to develop and manage power generated from renewable resources worldwide, such as solar, geothermal, wind and hydroelectric, with a specific focus on their intervention in Ethiopia;
- The 100 MV Solar PV that ENEL had in the country and the regulatory perspective, which lacks of implementing regulations, although there are several laws on the subject;
- The Ethiopian Energy Authority's role and its work on these laws.

**Follow up actions:**

- Updates regarding the forthcoming activities in Ethiopia in the renewable energy sector;
- Discussion about potential involvement on future virtual events.

**Meeting EEMAX Engineering srl**

Mr. Giuseppe D'Alessandro, *Chief Executive Officer*

**Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Solar and wind opportunities in Ethiopia;
- EEMAX Engineering srl's projects developed in Africa, namely in Senegal, Tunisia and Guinea, and the company is implementing different plants in Ivory Coast and Ghana (chemical and biomass);
- In Ethiopia, interest in the photovoltaic and biomass sectors;
- Waste to energy sector in Ethiopia, which is a priority issue in the country and the company is interested in a project focused on urban waste.

**Follow up actions:**

Meeting in the forthcoming weeks in order to discuss more in depth about the waste to energy sector's opportunities and incentives with relevant Ethiopian stakeholders. The meeting will see the participation of their Chinese partner.

**Roundtable with Confindustria Assafrica and Mediterraneo**

**Agenda**

*Opening Remarks*

Ms. Livia Canepa - UNIDO ITPO Italy

Ms. Angela Giordano - Confindustria Assafrica&Mediterraneo

*Welcome remarks and Ethiopia Outlook*

H.E. Ms. Zenebu Tadesse Woldetsadik – Ethiopia Embassy in Rome

*Industrial Project on the Energy and Green Technologies sectors*

Ms. Haregewoin Mirota Shumiye - Ethiopian Investment Commission

*Round Table with Italian companies*

*Short presentation of Italian participants*

*Bolloré Logistics, G-Tek, GTS Well Components, Ignazio Messina, Irritec, Massenza Drilling Rigs, MDN*

*Energy, Metalmont, Morsett italia, RINA, Siatex, Telecom Italia Sparkle, Tekna*

*Automazione, and Westrafo*

*Ending Session*

**Follow up actions:**

Two round tables to be held on late January/February on water treatment and renewable energy (mainly solar and wind) with the participation of both Ethiopian and Italian companies

*December 10<sup>th</sup>*

### **Meeting with OFF GRID SUN**

Mr. Nicola Baggio, *CEO*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- The Italian solar company, specialized in the development, design, manufacturing and commercialization of leading-edge solar photovoltaic technologies, illustrated how they provide durable and affordable access to energy in the rural areas of the developing world, as well as in other areas with limited or no access to grid electricity. They develop solar solutions to meet the energy access needs of a very wide range of users, both for urban centres and rural areas;
- The Ethiopian mechanism about JV agreements;
- The company's office in Addis Ababa.

#### **Follow up actions:**

Meeting with Ethio Resource Group and RET Engineering in order to explore potential synergies in the renewable energy sector, mainly within the rural areas of the country.

### **Meeting with CAMEC srl**

*Ms. Barbara Lombardo, Sales and Marketing Manager*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Main projects and technologies that Camec srl is carrying out. The Italian metalworking company has been providing structural steel work assembly, precision machining, machinery and industrial automation assembly services, collaborating with major Italian and international companies. The company has a successful project in Bulgaria and is interested in adapting it in Ethiopia;
- Explored potential synergies in the waste recycling sector; in particular, the company aims at entering in the local waste treatment market, mainly in the urban centres in order to help the country with this challenge.

#### **Follow up actions:**

Meeting focused on the waste treatment sector and with the participation of SUZO PLC (TBC)

### **Meeting with WESTERN CO srl**

*Ms. Alessandra Cimini, Foreign Sales Department*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- The photovoltaic market and in industrial electronics
- Company's main products photovoltaic lighting and storage system, which can be easily adopted in Ethiopia. In particular, as some of the promoted projects deals with off grid systems and backup battery storage, it will be very interesting to deepen these subsectors with the Ethiopian private sector. Western's off-grid systems provide green and completely independent energy for these types of applications with high reliability and operating efficiency; in addition are simply composed of a photovoltaic module, a charge controller and an off-grid DC/AC inverter;
- COVID-19 pandemic's consequences in Ethiopia, both at social and economic level. It forces many people at home and with power needs for working remotely - importance of technologies to supply electricity

#### **Follow up actions:**

Updates regarding the forthcoming activities in Ethiopia in the photovoltaic and off-grid system.



*December 11<sup>th</sup>*

### **Meeting with IRRITEC**

*Ms. Stella Cabelli, Area Manager; Mr. Elia Cammarata, Sales-Project Manager*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Water solutions needs in Ethiopia;
- Irritec's technologies related to drip irrigation systems; the company already organized an inception mission in Ethiopia on 2018, with CEFA, aimed at providing material and assistance for drip irrigation system to cultivate different kinds of vegetable;
- Company' aim of improving the production environmentally friendly and optimizing the food safety and farmers' income, through the implementation of installations that facilitate agricultural capacity, soil fertility;
- Common goals between Irritec and two promoted projects: Tesfay Abey Farm Project and Wasa Mashrooms Farm, which are mainly focused on the water-food nexus.

#### **Follow up actions:**

- Meeting with the selected local companies operating or interested in the drip irrigation systems;
- Involvement in the forthcoming activities in Ethiopia, focused on the water-energy nexus.

### **Meeting with SAET spa**

*Mr. Antonio Zingales, Sales & Marketing Director*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- SAET spa's profile with a focus on their technologies related to Stand Alone Solar plants, mini-grid with batteries in rural areas and a project, carried out in 2005 in Ethiopia concerned an hydropower plant in Gil Gibe, where a dam with an associated hydroelectric power plant was installed on the Omo River in Ethiopia;
- The company's interest in renewable energy systems, mainly minigrids powered by hybrid systems composed of wind, solar and energy storage batteries.

#### **Follow up actions:**

- Updates regarding the forthcoming activities in Ethiopia, focused on Stand Alone Solar plants and mini-grid;
- Meeting with selected Ethiopian companies operating in the sector of interest (TBC)

### **Meeting with VP SOLAR**

*Riccardo Frisinghelli, Export Sales Manager*

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Photovoltaic system, developed by VP Solar, which are cheap to be more competitive in the international market;
- The aim of the company is to understand each country's needs in order to provide the most suit a blend innovative technologies: photovoltaics, renewables and energy saving;
- Delegate's interest in PV Solar, mainly focused on small projects in remote areas, for the benefit of rural communities, which represents one of Ethiopian government priority target;

- Company's motto "International vision with local solutions", very appreciated by Hareg, who highlighted the potential synergies with RET Engineering, the Ethiopian company operating in electrical system using solar, wind and/or hydro hybrid systems in rural areas in the country.

**Follow up actions:**

Meeting with the Ethiopian companies RET Engineering and other selected stakeholders.

**Meeting with UFLEX & Sarda Energia**

*Andrea Botrini, Uflex - Energy Department; Luca Marsala, CEO Sarda Energia*

**Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Uflex's main technologies in the renewable energy sector, namely photovoltaic, stand alone systems and mini grid;
- Hylander product, a family hybrid generator using solar and wind power, which is very suitable for rural areas in the country and it was already installed in several countries around the world. Moreover, the company aims at creating partnerships with the local private sectors, offering training, know how and technology transfer;
- The delegate highlighted the space for potential synergies and collaborations within the Ethiopian renewable energy sector, both at private and institutional level, as the energy supply for all is a target goal for the government as well as the local private sector.

**Follow up actions:**

- Updates regarding the forthcoming activities in Ethiopia in the renewable energy sector, namely photovoltaic, stand alone systems and mini grid;
- Potential involvement of the companies in future virtual event

**December 14<sup>th</sup>**

**Meeting with ZECO di Zerbaro e Costa e C. S.r.l.**

*Chiara Preto, Sales and Marketing Department*

**Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- The renewable energy sector, in particular hydro power;
- Zeco production of turbines for hydroelectric power plants and focuses its attention on the customer's needs by offering a complete service from design to manufacturing process control and product, installation and after-sales services.  
In particular, the company works in cooperation initiatives for rural electrification in developing countries and already operated in Africa, above all in Tanzania, with also training to local personnel;
- Mini/small hydro grid in remote areas, very important for Ethiopian government and a core business of the company which operates also in order to repowering and revamping of existing HPP;
- The delegate highlighted the potential collaboration with local companies, such as RET Engineering, which are looking for support with mini grid systems in rural area in Ethiopia;
- Ethiopian Electric Power Authority and its role in the country, which engages in the production, transmission, distribution, and sale of electrical energy. Its projects include hydro, transmission construction, wind, geothermal, IT projects, and waste to energy projects.

**Follow up actions:**

Roundtable/meeting with local companies focused on mini/small hydrogrid in remote areas (TBC).

### Meeting with TECOFIL International and EGA srl

Ms. Mary Penazzi

#### **Topic discussed:**

Due to some problem with webcam and microphone, we focus only on the delegate's presentation about EIC, incentives and investment opportunities in the energy and environment sector in Ethiopia as well as the promoted projects.

#### **Follow up actions:**

We will schedule on January another meeting with the company in order to discuss more in depth about waste water and turnkey infiltration systems in Ethiopia.

### Meeting with G-Tek srl

Mr. Giovanni Marino, CEO

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Power systems based on renewable sources of energy, particularly solar energy;
- The main interest of the company concerns the mini grid installations in rural areas, using different sources like wind and water in order to produce clean energy and save costs;
- Small hydro-electric plants for the micro-generation of electricity in small water ways, which is the business line for both G-Tek srl and some local companies;
- Ethiopian government's priority of increasing foreign investment in the energy and environment sector, especially in rural areas, lead to the incentives for this kind of projects.

#### **Follow up actions:**

Updates on the forthcoming activities in Ethiopia, focused on the renewable energy sector.

### Meeting with IES Biogas

Mr. Giovanni Fornasa, Sales Manager

#### **Topic discussed:**

- Role of EIC, investment opportunities and incentives in the energy and environment sectors in Ethiopia;
- IIPP presentation;
- Energy sources in Ethiopia, namely biogas and biomethane, which represents the company's core business;
- Company specialization in the design, construction and management of biogas and biomethane plants;
- IES Biogas plants meet the market needs in terms of construction, safety, management and automation. In particular, the company produces energy from organic waste, both municipal and agricultural waste, designing and building big plants with the engagement of several trained people;
- The delegate underlined the importance of waste treatment, which is one of the major challenge in Ethiopia and underlined the nexus waste-energy in the agricultural sector, that represent the main target of the local government.

#### **Follow up actions:**

Meeting with selected Ethiopian companies in the waste to energy sectors (TBC).

## Annex 5: “Market access in Kazakhstan the sustainable energy sector” – list of participants

User Name	Organization	Job Title	Email	Industry	Interested in B2B	Country/Region Name
AnuarKozhabekov	UK's Department for International Trade	Senior Trade and Investment Adviser	Anuar.Kozhabekov@fcdo.gov.uk	Energy, Chemical, Utilities	No	Kazakhstan
Cristina Di Biase	FRIEM	Marketing Coordinator	cristina.dibiase@friem.com	Advertising/Marketing/PR	No	Italy
Alessandracimini	Western CO	Export Manager	a.cimini@western.it	Manufacturing	Yes	Italy
Giuliana Sandrin	Studio Architettura	Architetto	giulianasandrin62@gmail.com	Real Estate	Yes	Italy
Martino Castellani	ITA-ICE	Funzionario	m.castellani@ice.it	Other	No	Italy
Piero Volta	KTS Oil Services Limited	Contracts Supervisor	volta@ktsoilservices.com	Manufacturing	Yes	United Kingdom
Ilya Nilov	Enel Green Power	business development manager	ilya.nilov@enel.com	Energy, Chemical, Utilities	Yes	Russian Federation
Marco Poggi	Ansaldo energia	Marketing	marco.poggi@ansaldoenergia.com	Manufacturing	No	Italy
yassinsabha	ifc	private sector specialist	ysabha@ifc.org	Financial Services - Other	No	Italy
Sanja Milovic	Intesa Sanpaolo	International Public Affairs	sanja.milovic@intesasanpaolo.com	Banking & Securities	No	Italy
Aldo Cervi	Qualitas Studio	Titolare	info@qualitasconsulting.eu	Consulting	Yes	Italy
Syuzanna Li	Esplora Consulting	Associate	zussanne2011@gmail.com	Legal	Yes	Kazakhstan
Svetlana Barbassova	Self-employed	Legal counsel	svetabarbassova@yahoo.com	Consulting	No	Italy
Ruslan Zhemkov	Association of Renewable Energy of Kazakhstan	Director General	rzhemkov@gmail.com	Energy, Chemical, Utilities	Yes	Kazakhstan
Benedetta Premuda	SACE	Relationship Manager Russia&CIS	b.premuda@sace.it	Insurance	No	Italy
Daniilo Mezzani	CESI S.p.A.	Area Manager	daniilo.mezzani@cesi.it	Consulting	Yes	Italy
Cristiano Tatini	SSE SpA	Sales Manager	cristiano.tatini@sse.cc	Energy, Chemical, Utilities	Yes	Italy
MARCO ROMANI	GOLDWATER SUISSE S.A.	CHIEF EXECUTIVE OFFICIER	ceo@goldwater.ch	Accounting	Yes	Switzerland
FREDERIC SANTELLI	BONATTI S.P.A.	Marketing & Public Affairs Officer	frederic.santelli@bonatti.it	Energy, Chemical, Utilities	Yes	Italy
Administrator	ARIA SRL	RESPONSABILE AMMINISTRATIVO	produzione@aria-srl.it	Energy, Chemical, Utilities	Yes	Italy
Piero Refolo	Bridge Between	Managing Partner	refolopiero@gmail.com	Consulting	Yes	Kazakhstan
LaurentiuPinzariu	Bosticcolmpiantisrl	DirettoreTecnico	pinzi.lari@yahoo.it	Energy, Chemical, Utilities	Yes	Italy
ManricoFornasiero	SIEL spa	export manager	mforasiero@sielups.com	Energy, Chemical, Utilities	No	Italy
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## Annex 6: “Market access in Kazakhstan in sustainable energy” – Questionnaire’s answers

How do you rate this virtual event?	Main purpose of your participation in the event:	Did you fulfil your purpose?	What were your favourite features of the virtual event?	What topics would you like to see covered in our future online conferences?	Your name	Your company / institution	Type	Your country	Other comments:	Your company category:	What kind of business would you like to do in Kazakhstan?
Very satisfactory	Promotion of Kazakh-Italian companies	Yes	Success stories and investment opportunities	Doing Agricultural Business in Kazakhstan	Asset Baisynov	Embassy of Kazakhstan in Rome	Authority/ Government	Kazakhstan	Expressing respect and gratitude to UNIDO ITPO	Other	Investment
Satisfactory	Interests both in energy and in Kazakhstan	Yes	Presentation of Eni / KZ Invest	Themes about energy	Daniele	Ingegnere	Other	Italy		Other	Other
Very satisfactory	Explore the RE business sector in RoK, we are one of the biggest Kazakh Energy Contractor in the Energy sector (mainly oil & gas) and we would like to persuade the Renewable market.	Yes	A lot of interesting info on the market	-	Alessandro Castagna	ERSAI LLC (Saipem group) (General Director)	Company	Kazakhstan	I would like to have, if possible, the various presentation done during the event	Other	Other
Very satisfactory		Yes	i have interest in one of the company		Foresto Guarducci	Studio GB1978	Association	Italy	Very interesting	Other	JV, Other
Very satisfactory	Direct Interesting on Topic,	Yes	quality of interventions	SSLNG Topics	Cristiano Tatini	SSE	Company	Italy		Medium sized	Joint venture
Very satisfactory	The theme and the participation of ICE AGENCY and Italian Embassy	Yes	Visual content, pptx	Other industries of Kazakhstan	Madina Aubakirova	ICE AGENZIA- ITALIAN TRADE COMMISSION, ALMATY	Institution	Italy		Other	Other
Very satisfactory	an update on the current scenarios in the RES in the Country, including incentives, tariffs and legislation	Yes	the selection of speakers representing the main stakeholders and standpoints	same format for other Countries in the Region/other sectors in Kazakhstan	Manuela Traldi	Studio Legale Traldi	Other	Italy		Other	Investment
Very satisfactory	Market info about Kazakhstan	Yes	all	environmental rehabilitation, air treatment, emission controls market in municipal and industrial sector	Gisella	Air Clean Srl	Company	Italy		Micro business	Other
Very satisfactory	Interest in Kazakhstan sustainable future development	Yes				GSE spa	Authority/ Government	Italy		Other	Other
Satisfactory	Get information on "green" projects in Kazakhstan	Yes	Kazakh invest and Astana invest reps gave a good idea of the plans in the short/medium term for renewable Projects. The Deputy Governor of Turkestan also gave a very precise insight of the needs and aspirations of his region	I would like Trading opportunities to be discussed as much as investment opportunities	Piero Volta	KTS Oil Services Limited	Company	Other		Small business	Import-Export
Very satisfactory	Learn about Kazakhstan's renewables sector	Yes			ShozeyJafferri	Department for International Trade	Authority /Government	Other		Small business	Import-Export
Very satisfactory	Share our company profile / track record	Yes	The panelists were strictly related to the topic of the event	A focus on wind would be interesting	GIOVANNI TESTA	WWS Group srl	Company	Italy		Small business	International partnership
Satisfactory	Keep myself updated on the developments of the energy sector in Kazakhstan, government initiatives and major players in the industry	Yes	well-organized, time limits of every participant's presentation, expedient sharing of visual information	oil and gas sector situation, developments	Svetlana Barbassova	Independent	Other	Italy		Small business	Other
Satisfactory	B2B and general information	Yes	presentation of Italian companies	doing business in Kazakhstan	Domenico Sermasi	Adala Consulting LLP	Company	Kazakhstan		Small business	International partnership
Very satisfactory	To understand the green energy market in Kazakhstan.	Yes	Large space for questions.	The rules of the public - private cooperation in this sector.	MADIYA ABISHEVA	Attis Legal Law Firm	Company	Italy		Small business	Investment
Satisfactory	work and business purposes	Yes	organizational structure and preparedness	Other spheres and potential cooperation for Italian and Central Asia	Yevgeniy Vlassov	R&D Partner	Company	Kazakhstan	Thank you for the event!	Medium-sized enterprise	International partnership



## Annex 7: “Investing in the Renewable Energy Sector in Peru: Success Stories and Legal Framework” – list of participants

User Name	Organization	Job Title	Email	Industry	Country
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## Annex 8: “Investing in Environmental Technologies in Peru: a guide for Italian SMEs” – list of participants

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Tra le varie attività previste dal proprio mandato, **UNIDO ITPO Italy** facilita le relazioni tra le **PMI dei Paesi in Via di Sviluppo** e le **aziende italiane**, attraverso specifici servizi dedicati. Ti invitiamo a contattarci per maggiori informazioni



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## Advantages of investing in

# CUBA

### WHY INVEST IN CUBA?

- ▶ A FAVORABLE GEOGRAPHIC LOCATION.
- ▶ LEGAL, SOCIAL AND POLITICAL STABILITY.
- ▶ HIGHLY QUALIFIED PERSONNEL.
- ▶ AVAILABILITY OF NATURAL RESOURCES.
- ▶ REGULATORY FRAMEWORK AND UPDATED FOREIGN INVESTMENT POLICY WITH WARRANTIES AND INCENTIVES FOR INVESTORS.
- ▶ A NEW ROLE FOR FOREIGN INVESTMENT AND PRIORITIZE A MORE AGGRESSIVE PROMOTION THEREOF IN THE COUNTRY.
- ▶ EXISTENCE OF A SPECIAL DEVELOPMENT ZONE WITH A MODERN PORT FOR SHIPS.
- ▶ ACCESS TO MARITIME TRANSPORTATION BY THE MAIN INTERNATIONAL SHIPPING COMPANIES.
- ▶ THE MULTILATERAL AND BILATERAL TRADE AND INVESTMENT AGREEMENTS SIGNED BY CUBA (ALADI, CARICOM, ALBA, MERCOSUR, EU, AND WTO).

### FOREIGN INVESTMENTS IN CUBA

LAW NO. 118 ESTABLISHES THE TYPES OF BUSINESSES THAT CAN BE ADOPTED WITH IN FOREIGN INVESTMENT:

- ▶ JOINT ENTERPRISES
- ▶ INTERNATIONAL ECONOMIC PARTNERSHIP AGREEMENTS INCLUDING, AMONG OTHERS, CONTRACTS FOR HOTEL MANAGEMENT, PRODUCTION OR SERVICES, CONTRACTS TO PROVIDE PROFESSIONAL SERVICES, RISK CONTRACTS TO EXPLORE NON-RENEWABLE NATURAL RESOURCES, FOR CONSTRUCTION AND FOR AGRICULTURAL PRODUCTION
- ▶ ENTERPRISES WITH TOTALLY FOREIGN CAPITAL
- ▶ FOREIGN INVESTORS CAN SET UP ON NATIONAL TERRITORY AS:
  - NATURAL PERSONS ACTING ON THEIR OWN BEHALF
  - LEGAL PERSONS CONSTITUTING A CUBAN AFFILIATE OF THE FOREIGN ENTITY WHICH THEY OWN
  - LEGAL PERSONS SETTING UP A BRANCH OF A FOREIGN ENTITY

### SECTORS WHERE TO INVEST

- ▶ BIOTECHNOLOGY, DEVELOPMENT AND PRODUCTION OF DRUGS
- ▶ AGRICULTURE
- ▶ FOOD INDUSTRY (INCLUDING PACKAGING)
- ▶ ENERGY SECTOR – OIL
- ▶ RENEWABLE ENERGIES
- ▶ TELECOMMUNICATIONS, INFORMATION TECHNOLOGIES AND INCREASED CONNECTIVITY
- ▶ TOURISM AND REAL ESTATE
- ▶ INFRASTRUCTURE
- ▶ TRANSPORT AND LOGISTICS
- ▶ MINING

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



### MARIEL SPECIAL DEVELOPMENT ZONE



#### The **MARIEL SPECIAL DEVELOPMENT ZONE** (MSDZ) was created in 2013.

LOCATED TO THE WEST OF HAVANA CITY, AT 45 KM DISTANCE AND HAS AN AREA OF 465,4 KM<sup>2</sup>.

The Zone has very favorable location and logistic conditions, especially after the investment made in the Mariel Port. It constitutes a space in the national territory that is not delimited within the customs boundaries, and in which special policies and regimes are applied, with the goal of promoting sustainable economic development by attracting foreign investments, technological innovations and industrial concentration, with the scope of increasing exports, effectively replacing imports and generating new sources of employment, in constant articulation with the domestic economy.

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



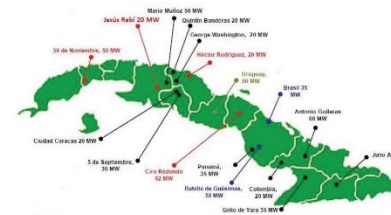
### RENEWABLE ENERGIES IN CUBA

USE OF RENEWABLE ENERGY SOURCES IS ONE OF THE MAIN PRIORITIES FOR THE COUNTRY AND IT IS ESSENTIAL FOR ACHIEVING THE FOLLOWING OBJECTIVES:

- ▶ LOWER THE HIGH COST OF ENERGY DELIVERED TO CONSUMERS
- ▶ REDUCE DEPENDENCE ON FOSSIL FUELS
- ▶ CONTRIBUTE TO ENVIRONMENTAL SUSTAINABILITY
- ▶ MODIFY THE ENERGY MATRIX OF GENERATION AND CONSUMPTION
- ▶ INCREASE COMPETITIVENESS OF THE ECONOMY AS A WHOLE
- ▶ DECREASE ELECTRICAL SYSTEM INEFFICIENCY

### BIOMASS

It has been studied and planned to install 755 MW at 19 bioelectric plants at sugar mills with the best parameters for pressure and temperature in order to operate for more than 200 days per year with sugarcane biomass and forestry biomass, essentially marabou, scrub, available in a close case to those facilities.



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT





BIOELECTRICAL PLANT ADJOINING A SUGAR MILL (REPRODUCIBLE IN 8 PROJECTS)

<b>Description</b>	This business opportunity consists of building and setting up a <b>BIOELECTRICAL PLANT ADJOINING SUGAR MILLS</b> , in the aim of increasing generation of power with renewable energy, based on sugarcane and forestry biomass, leading towards resilience and sustainable economic development.
<b>Investment type</b>	Joint Venture
<b>Investment amount</b>	USD 120,000,000 Estimated cost of \$2,500 per kW of installed power
<b>Market Potential</b>	All the power (KW/h) produced is bought by the Unión Eléctrica, therefore its use on the national market replaces importing fossil fuel to generate power in Unión Eléctrica plants.
<b>Anticipated results</b>	These projects have an impact on reanimating the national industry, on the agro-forestry industry via productive linkups, as well as protecting and looking after the environment by replacing fossil fuels and avoiding CO2 emissions into the atmosphere. They foresee generating power with biomass: from 20 MWh to 60 MWh, depending upon the plant installed. They estimate profits of 12 million dollars per year and an 8 to 10-year investment recovery period.
<b>Locations</b>	Ciudad Caracas mill, Cienfuegos, Panamá & Brasil mills, Camaguey, Colombia y Antonio Guterres mills, Las Tunas, Julio Antonio Mella mill, Santiago de Cuba, George Washington & Quintín Bandejas mills

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



WIND POWER

Based on available wind resources, UNE the Unión Eléctrica has studied and provided for the installation of 633 MW at 13 Wind Farms, with capacity factors of over 30% that will produce over 1000 GWh/year; thus some 900,000 tons of CO2 will not be emitted into the atmosphere.



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



SOLAR - PHOTOVOLTAIC ENERGY

The potential for solar radiation recorded in this country is approximately 5KWh per square meter per day. It has been studied installing 700 MWp at **PHOTOVOLTAIC SOLAR PARKS (PVSP)**, up to 2030, connected to the National Electrical System.

Cuba has defined macro or micro-locations in areas where the PVSPs will be built and connected to the network and it has been drawn up the corresponding opportunity studies. It will be prioritizing PVSPs that may be installed in the electrical systems isolated in the tourist area cays.

Once Cuba has installed all the foreseen PVSP potential, these will be producing over **1000 GWh/ year**, thereby halting the harmful emissions of over **874,000 tons of CO2** into the atmosphere.

The country has one solar panel manufacturing plant to produce **150 AND 240 WP PHOTOVOLTAIC PANELS**; it is in Pinar del Río and has an annual production capacity of **14 MWp**, providing the opportunity to set up production partnerships with foreign partners in order to increase these productions. National industry also has the capacity to manufacture the tables needed to install the planned PVSPs.

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



WHO CAN SUPPORT YOUR INVESTMENT IN CUBA?

INSTITUTIONS AT THE SERVICE OF INVESTORS, WITH HIGHLY QUALIFIED PERSONNEL, AMONG OTHER, ONE WINDOW OFFICE FOR FOREIGN INVESTMENT'S (WINEX) HAS BEEN ADDED IN 2020.



MINISTERIO DEL COMERCIO EXTERIOR Y LA INVERSIÓN EXTRANJERA (MINCEX)  
inversionextranjer@mincex.gob.cu



CENTRO PARA LA PROMOCIÓN DEL COMERCIO EXTERIOR Y LA INVERSIÓN EXTRANJERA (ProCuba)  
sic@mincex.gob.cu  
www.procuba.gob.cu



CÁMARA DE COMERCIO DE LA REPÚBLICA DE CUBA  
promercion@camara.cu.cu  
www.camara.cuba.cu

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



United Nations Industrial Development Organization  
Investment and Technology Promotion Office (ITPO)-Italy  
Via Paola, 41 00186 Rome - Italy  
Tel: +39 066796521  
Fax +39 06 6793570  
E:so.com@unido.org  
www.unido.it



Contact person for Cuba:  
Mr. Dino Fortunato  
d.fortunato@unido.org  
www.unido.it/FIPEE



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT







## Perché investire in ETIOPIA



**ADDIS ABEBA**

PUNTO DI PARTENZA NEL CORNO D'AFRICA VICINO AI MERCATI DEL MEDIO ORIENTE E DELL'EUROPA, RAPPRESENTA LA "PORTA" VERSO L'AFRICA E NEL CONTINENTE ED I PAESI DEL GOLFO

POPOLAZIONE **112 MLN**  
**19,8 ANNI** ETÀ MEDIA

**45** UNIVERSITÀ  
**98** COLLEGI

**69 USD** COSTO DEL LAVORO

AMARICO, INGLESE  
BIRR

**STABILITÀ POLITICA ED ECONOMICA**

NONOSTANTE ALCUNI CONFLITTI ETNICI, GOVERNO E LA A GOVERNARE CON ECONOMIA STABILE, ANCHE A SEGUITO DELL'ARRIVATA ALL'ACCORDO DI PAZ. CON I FRATELLI DEL 2018.



**PRESENZA DI INFRASTRUTTURE E TRASPORTI**

**40.000 KM** STRADE  
**21** AEROPORTI INTERNAZIONALI  
**39** DOMESTICI

**681 KM** FERROVIE  
**12** PORTI FLUVIALI

NEL 2015 È STATO INAUGURATO IL SERVIZIO DI METROPOLITANA LEGGERA IN ADDIS ABEBA. MENTRE LE PIAZZE DI COSTRUZIONE DELLA NUOVA FERROVIA ADDIS ABEBA-GIBUTI.

**34°/138** ECONOMIA CLASSIFICA LE PIL (PROCESSI DECISIONALI PUBBLICI IMPARZIALI)

**2,1%** DISOCCUPAZIONE  
**96°/180** PERCEZIONE DELLA CORRUZIONE



**ACCESSO AL CREDITO**

**15** ISTITUTI (13 PUBBLICI, 2 PRIVATI) SOTTO LA SUPERVISIONE DELLA NATIONAL BANK OF ETHIOPIA

COMMERCIAL BANK OF ETHIOPIA (SOCIETÀ A CAPITALE PUBBLICO), IL PRINCIPALE INSTITUTO DI DEPOSITI E PRESTITI.

ETHIOPIAN INVESTMENT COMMISSION (EIC), ORGANIZZAZIONE GOVERNATIVA CHE PROMUOVE GLI INVESTIMENTI PRIVATI, PRINCIPALMENTE IDEE.

LE BANCHE STRANIERE NON SONO AUTORIZZATE AD OFFRIRE SERVIZI FINANZIARI IN ETIOPIA. IL TASSO DI INTERESSE DI RIFINANZIAMENTO DELLA BIRRA È AL 7% DA OTTOBRE 2017.



### ACCORDI INTERNAZIONALI

- AFRICA**
- 1993: MERCATO COMUNE DELL'AFRICA ORIENTALE E MERIDIONALE (COMESA)
  - 2000: PAESI ACP - JE - ACCORDO DI PARTENARIATO ECONOMICO
  - 2010: ACCORDO ETIOPIA-CINA - ACCESSO PREFERENZIALE AL MERCATO PER LE ESPORTAZIONI ETIOPIE IN CINA
  - 2011: ACCORDO ETIOPIA-INDIA DI DIVIETO DI COPPIA IMPOSTAZIONE FISCALE
  - 2018: ACCORDO DI SCAMBIO CONTINENTALI AFRICANA (AFCFTA)
- EUROPA**
- 2016: UN ACCORDO ETIOPIA-FRANCO PER PARTENARIATO STRATEGICO
- ITALIA**
- 1997: TRATTATO BILATERALE DI INVESTIMENTO ITALIA-ETIOPIA
  - 2006: ACCORDO BILATERALE DI MUTUA ASSISTENZA AMMINISTRATIVA IN MATERIA DOGANALE
  - 2009: ACCORDO PER EVITARE LA COPPIA IMPOSTAZIONE SUL REDDITO



### ENERGIA E AMBIENTE

**ENERGIA SOLARE E FOTOVOLTAICO**

MANCANZA DI ACCESSO AI SERVIZI DI ELETTRICITÀ IN TUTTI I RANGHI DI REDDITO.

95% DELLA PRODUZIONE DI ELETTRICITÀ PROVIENE DA CENTRALI A CARBONE.

SCARSA COPERTURA DEI CONSUMI DI ENERGIA, PRINCIPALMENTE NELLE AREE SOTTOSVILUPPATE.

INQUINAMENTO DELLE ACQUE E DEGLI MECCANISMI DI CONTROLLO E PREVENZIONE.

**OPPORTUNITÀ**

CONTRIBUTO DI UN IMPATTO CRESCENTE IN UN SETTORE IN CRESCITA.

**TRATTAMENTO DELLE ACQUE**

MANCANZA DI ACCESSO AI SERVIZI DI ACQUA PULITA E CONSERVATI IN EMERGENZE (FRONTE SANITABILE).

SISTEMI DI TRATTAMENTO INADEGUATI, PRINCIPALMENTE NELLE AREE SOTTOSVILUPPATE.

INQUINAMENTO DELLE ACQUE E DEGLI MECCANISMI DI CONTROLLO E PREVENZIONE.

**OPPORTUNITÀ**

SISTEMI DI TRATTAMENTO DI ACQUE REFLUE.

INIZIATIVE DI DEPURAZIONE.

**GESTIONE DEI RIFIUTI**

MANCANZA DI UN QUADRO NORMATIVO PER LA GESTIONE DEI RIFIUTI.

CRESCENTE ACCUMULO DI RIFIUTI SOLIDI (PLASTICA) E CONSEGUENTE INCREMENTO DEI RIFIUTI INDEICIBILI.

**OPPORTUNITÀ**

SISTEMI SOSTENIBILI PER LA GESTIONE IN SICURTÀ E CONSERVATI DEI RIFIUTI (RIFIUTI ORGANICI).



### NEXUS ACQUA - ENERGIA - CIBO

**EFFICIENZA ENERGETICA**

LA MANCANZA DI ACCESSO AI SERVIZI ENERGETICI LIMITA L'ESPANSIONE DELL'AGRICOLTURA, INDUSTRIA E SERVIZI.

SCARSA COPERTURA DI STOCCAGGIO ENERGETICO.

CRESCITA DELLA POPOLAZIONE CHE ALIMENTA LA PRESSIONE SUI TERRENI E SULLE RISORSE NATURALI.

**OPPORTUNITÀ**

SISTEMI DI STOCCAGGIO DELL'ENERGIA DA FONTI RINNOVABILI (EOLICO E FOTOVOLTAICO).

TECNOLOGIE PRESS-BATTERY ENERGY STORAGE SYSTEMS.

INIZIATIVE AL LAVORO PER LA SOSTENIBILE FOTOVOLTAICA, INTEGRATA A TECNOLOGIE PER L'IRRIGAZIONE.

**APPROVVIGIONAMENTO IDRICO**

FORTI SCORTE E CONSEGUENTE CRESITA DELLA PRODUZIONE DI ACQUA PER LE COLTIVAZIONI.

MANCANZA DI SISTEMI DI BIRRIACQUA SOSTENIBILI.

**OPPORTUNITÀ**

SISTEMI DI RICICLO DELL'ACQUA E RINNOVABILI A CICLO CHIUSO PER LE ATTIVITÀ RURALI.

SISTEMI DI APPROVVIGIONAMENTO IDRICO: EOLICO, TRASPORTI E BIRRIACQUA SOSTENIBILI.

**0,03 USD/kWh** PREZZO DELL'ENERGIA

**44,3** WEL-NEXUS INDEX

**32,4%** ACQUA

**57,5%** ENERGIA

**43,1%** CIBO

TECNOLOGIE PRESS-BATTERY ENERGY STORAGE SYSTEMS PER IL RICICLO DELL'ACQUA E L'ENERGIA NEL SETTORE AGRICOLO E AGROALIMENTARE.

PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

INCENTIVI FISCALI

- ▶ ESENZIONE DALL'IMPOSTA SUL REDDITO DELLE SOCIETÀ FINO A 10 ANNI
- ▶ ESENZIONE FINO A 6 ANNI A SECONDA DEL SETTORE DI IMPIEGO
- ▶ ESENZIONE AGGIUNTIVA DI 2-4 ANNI PER LE IMPRESE DI PARCHI INDUSTRIALI CON ALMENO 80% DI ESPORTAZIONE
- ▶ ESENZIONE SUPPLEMENTARE DI 2 ANNI PER IL 60% DEGLI ESPORTATORI O DEI FORNITORI DI FATTORI PRODUTTIVI AGLI ESPORTATORI ALL'INTERNO O ALL'ESTERNO DI PARCHI INDUSTRIALI
- ▶ DETRAZIONE AGGIUNTIVA DEL 30% PER 3 ANNI CONSECUTIVI IN CASO DI INVESTIMENTO IN REGIONI SOTTOSVILUPPATE

INCENTIVI NON FISCALI

- ▶ TUTTI GLI INVESTITORI CHE PRODUCONO BENI DESTINATI ALL'ESPORTAZIONE POTRANNO IMPORTARE MACCHINARI E ATTREZZATURE NECESSARI PER I LORO PROGETTI DI INVESTIMENTO ATTRAVERSO IL CREDITO DEI FORNITORI.
- ▶ UN INVESTITORE STRANIERO HA ANCHE IL DIRITTO DI EFFETTUARE LE SEGUENTI RIMESSE DALL'ETIOPIA IN VALUTA ESTERA CONVERTIBILE: UTILI E DIVIDENDI; CAPITALI E PAGAMENTI DI INTERESSI SU PRESTITI ESTERI, PAGAMENTI RELATIVI AD ACCORDI DI TRASFERIMENTO DI TECNOLOGIA, PROVENTI DALLA VENDITA DI LICENZIAZIONI DI UN'IMPRESA, COMPENSO PAGATO A UN INVESTITORE, E PROVENTI DALLA VENDITA O DAL TRASFERIMENTO DI AZIONI O DALLA PROPRIETÀ PARZIALE DI UN'IMPRESA A UN INVESTITORE NAZIONALE.

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

ALTRI INCENTIVI

- ▶ ESENZIONE DAI DAZI ALL'IMPORTAZIONE - SULL'IMPORTAZIONE DI BENI STRUMENTALI, MATERIALI DA COSTRUZIONE, PEZZI DI RICAMBIO CON UN VALORE FINO AL 15% DEL VALORE TOTALE DEI BENI STRUMENTALI (100% DEL VALORE TOTALE PER LE IMPRESE DEL PARCO INDUSTRIALE CHE SONO COMPLETAMENTE ESPORTATRICI), VEICOLI A MOTORE NECESSARI PER GLI INVESTIMENTI, MATERIE PRIME NECESSARIE PER LA PRODUZIONE DI MERCI DI ESPORTAZIONE ED EFFETTI PERSONALI PER I RESIDENTI NEI PARCHI INDUSTRIALI.
- ▶ GLI INVESTITORI CHE ACQUISTANO GLI ARTICOLI MENZIONATI DAL MERCATO LOCALE POSSONO CHIEDERE IL RIMBORSO DEL DAZIO PAGATO
- ▶ ESENZIONE DAI DAZI ALL'ESPORTAZIONE - SU TUTTI I PRODOTTI TRAMME LE PELLE SEMILAVORATE
- ▶ RIPORTO A NUOVO - DIRITTO DI RIPORTARE A NUOVO LA PERDITA SOSTENUTA ENTRO IL PERIODO DI ESENZIONE DALL'IMPOSTA SUL REDDITO DOPO LA SCADENZA, MASSIMO 5 ANNI

INCENTIVI IN SETTORI SPECIFICI

- AGRICOLTURA**
- ▶ FINO A 9 ANNI DI ESENZIONE DALL'IMPOSTA SUL REDDITO
  - ▶ ESENZIONE AGGIUNTIVA DI 2 ANNI SE IL 60% DEL PRODOTTO VIENE ESPORTATO O FORNITO DIRETTAMENTE A UN ESPORTATORE
  - ▶ DETRAZIONE AGGIUNTIVA DEL 30% PER 3 ANNI CONSECUTIVI SE SI INVESTE IN REGIONI SOTTOSVILUPPATE
- SERVIZI**
- ▶ ESENZIONE DALL'IMPOSTA SUL REDDITO FINO A 5 ANNI PER SERVIZI ALBERGHIERI E TURISTICI IN DESTINAZIONI NON TRADIZIONALI COME DEFINITO DALL'ETHIOPIAN INVESTMENT BOARD
  - ▶ 4-5 ANNI DI ESENZIONE PER GLI INVESTIMENTI NELLO SVILUPPO DELLE TECNOLOGIE DELL'INFORMAZIONE E DELLA COMUNICAZIONE
- ENERGIA**
- ▶ ESENZIONE DA 4 A 5 ANNI PER GLI INVESTIMENTI NELLA PRODUZIONE DI ELETTRICITÀ

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PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI

ZONE ECONOMICHE SPECIALI E PARCHI INDUSTRIALI

INCENTIVI FISCALI:

- ▶ ESENZIONE DALL'IMPOSTA SUL REDDITO
- ▶ ESENZIONE DAI DAZI DOGANALI
- ▶ FACILITÀ DI ACCESSO AL PARCO INDUSTRIALE A TARIFFA PROMOZIONALE

INCENTIVI NON FISCALI:

- ▶ SERVIZIO ONE-STOP-SHOP
- ▶ AGEVOLAZIONE DOGANALE
- ▶ PROCEDURA ACCELERATA PER IL VISTO
- ▶ GARANZIA CONTRO L'ESPROPRIO
- ▶ IL DIRITTO ALLA PROPRIETÀ DI UN BIENE IMMOBILE
- ▶ GARANZIA PER LA RIMESSA DEI FONDI
- ▶ IL DIRITTO DI APRIRE E GESTIRE CONTI IN VALUTA ESTERA

FACILITÀ DI ACCESSO AI PARCHI INDUSTRIALI

- PER SVILUPPATORI DI PARCHI INDUSTRIALI**
- ▶ 60-80 ANNI DI SUBLICAZIONE DEL TERRENO A SECONDA DELL'UBICAZIONE DEL TERRENO
  - ▶ I PROMOTORI DI PARCHI INDUSTRIALI POSSONO IMPORTARE MATERIALI E ATTREZZATURE DA COSTRUZIONE NECESSARI PER LA REALIZZAZIONE DEL PARCO INDUSTRIALE
- PER LE IMPRESE DI PARCHI INDUSTRIALI**
- ▶ POSSIBILITÀ DI AFFITTARE O ACCQUISTARE CAPANNONI INDUSTRIALI O SUFFICIENTI TERRENI EDIFICATI A TARIFFE PROMOZIONALI PER COSTRUIRE IL PROPRIO IMPIANTO DI PRODUZIONE.

Fonte: Fondo IIC e promotori/Attività di vigilanza  
 Predisposizione agli investimenti n. 78/2012 | Regolamento del Consiglio del Ministro n. 2/16/2012  
 Incentivi agli investimenti e aree di investimento mirate agli investitori domestici e stranieri mediante il Regolamento n. 372/2014  
 Predisposizione n. 78/2012 sui sistemi di incentivazione del dato commerciale all'exportazione

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ALCUNI CASI DI SUCCESSO

ENDECO

[www.endecco.it/](http://www.endecco.it/)

FRI-EL GREEN POWER

[www.srl-el.it/it/home/](http://www.srl-el.it/it/home/)

BONIFICA SPA | RENARDET

[www.bonificalcagro.it/pcdm/](http://www.bonificalcagro.it/pcdm/)

ELC ELECTROCONSULT

[www.elc-electroconsult.com/](http://www.elc-electroconsult.com/)

AGREX

[www.agrex.com/](http://www.agrex.com/)

SIATEX

[SIATEXTAL.COM/](http://siatextal.com/)

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L'Etiozia è uno dei Paesi target del progetto  
 «Fostering International Partnership between companies and/or institutions operating in energy and environment sectors» (#FIPEE)  
 implementato da UNIDO ITPO Italy e finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare.

Tra le varie attività previste dal proprio mandato, UNIDO ITPO Italy facilita le relazioni tra le PMI dei Paesi in Via di Sviluppo e le aziende italiane, attraverso specifici servizi dedicati. Ti invitiamo a contattarci per maggiori informazioni



Referente per l'Etiozia: **Livia Canepa**  
[l.canepa@unido.org](mailto:l.canepa@unido.org)  
[www.unido.it/FIPEE](http://www.unido.it/FIPEE)

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



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 Investment and Technology Promotion Office (ITPO) - Italy

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



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT





## Perché investire in

## KAZAKHISTAN



POPOLAZIONE **19 MLN**  
**31,6 ANNI** ETÀ MEDIA

Fonte: UNICEF, Osservatorio Economico - Informazioni Globali

99,8% ALFABETIZZAZIONE

Fonte: CIA World Factbook

4,8% DISOCCUPAZIONE

Fonte: ILO, Osservatorio Economico - Informazioni Globali

KAZAKO, RUSSO

TENGE

IL KAZAKHISTAN, CON I SUOI 2,7 MILIONI DI KM<sup>2</sup>, È IL 9° PAESE PIÙ VASTO AL MONDO E IL PIÙ GRANDE DELL'ASIA CENTRALE.

### PRESENZA DI INFRASTRUTTURE E TRASPORTI

95.409 KM STRADE

Fonte: CIA World Factbook

5 PORTI

Fonte: CIA World Factbook

16.614 KM FERROVIE

Fonte: CIA World Factbook

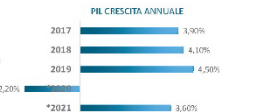
12 AEROPORTI INTERNAZIONALI

Fonte: ICAO, Osservatorio Economico - Informazioni Globali



### STABILITÀ POLITICA ED ECONOMICA

IL KAZAKHISTAN È UNA REPUBBLICA UNITARIA MONARCHICA COSTITUITA NEL 1991. È LA PIÙ GRANDE ECONOMIA DELL'ASIA CENTRALE. SI A IN TERMINI ASSIEMBLATI CHE PRODOTTO È CONSIDERATO DALIBANCA MONDIALE UN PAESE A REDDITO MENO-ALTO OLTRE AD ESSERE UN IMPORTANTE PRODUTTORE DI ENERGIASU SCALA GLOBALE.



Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

27.517 USD PIL PRO CAPITE (PPA)

Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

5,2% TASSO D'INFLAZIONE

Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

113°/180 PERCEZIONE DELLA CORRUZIONE

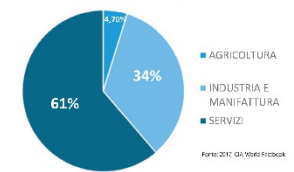
Fonte: ISTAT, Osservatorio Economico - Informazioni Globali



### ACCESSO AL CREDITO

PRINCIPALI ISTITUTI FINANZIARI NAZIONALI:  
▶ BANCA DI SVILUPPO DEL KAZAKHISTAN S.P.A.;  
▶ FONDO D'AMMIO PER LO SVILUPPO DELL'IMPRENDITORIALITÀ S.P.A.;  
▶ ISC KAZAKHISTAN;  
▶ ALTRI INSTITUTI FINANZIARI: BANCA MONDIALE, BANCA ASIATICA DI SVILUPPO, BEFS, BANCA ASIATICA D'INVESTIMENTO PER LE INFRASTRUTTURE.

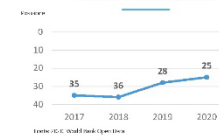
### SETTORI ECONOMICI (2017)



Fonte: ISTAT, Osservatorio Economico - Informazioni Globali



### EASE OF DOING BUSINESS



Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

25° POSTO

INDICE EASE OF DOING BUSINESS

Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



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### ACCORDI INTERNAZIONALI

- ITALIA**
- ▶ 2011: TRATTATO SUL PARTENARIATO STRATEGICO
  - ▶ 2010: MOU SULLA COOPERAZIONE IN MATERIA FISCALE
  - ▶ 1997: CONVENZIONE PER LA VITA E LA DOPPIA TIRATURA
  - ▶ 1996: ACCORDO SULLA PROMOZIONE E PROTEZIONE DEGLI INVESTIMENTI CON PROTEZIONE E SCAMBIO DI NOTIZIE
  - ▶ 1994: DICHIARAZIONE SULLA COOPERAZIONE ECONOMICA

- EUROPA**
- ▶ 2020: ACCORDO RAFFORZATO DI PARTENARIATO DI COOPERAZIONE ULE-KAZAKHISTAN
- ALTRI PAESI**
- ▶ 2015: UNIONE ECONOMICA CASPASIATICA
  - ▶ 1991: COMUNITA' DEGLI STATI INDIPENDENTI



Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

671 MLN € STOCK IRIE NETTI ITALIANI IN KAZAKHISTAN

Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

ITALIA 1° PARTNER COMMERCIALE DEL KAZAKHISTAN TRA I PAESI UE

Fonte: ISTAT, Osservatorio Economico - Informazioni Globali

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INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



### ENERGIA E AMBIENTE



#### ENERGIE RINNOVABILI

DIFFERENZA ENERGETICA DA FONTI FOSSILI E CONSEGUENTE NECESSITA' DI RIFERIRE LA STRATEGIA ENERGETICA

**OPPORTUNITA'**

IMPIANTI FOTOLICHI SOLARI, IDROELETTRICI DI PICCOLA POTENZA, GEOTERMIA, ENERGIA EOLICA, BIOMASSA



#### EFFICIENZA ENERGETICA

ALTA INTENSITA' ENERGETICA LEGATA ALLE CONDIZIONI CLIMATICHE DEL PAESE

**OPPORTUNITA'**

SISTEMI PER LA RIDUZIONE DEL CONSUMO ENERGETICO IN SPAZI PUBBLICI E PRIVATI

- ▶ POMPHE DI CALORE
- ▶ PANNELLI SOLARI TERMICI
- ▶ ALTRE TECNOLOGIE



#### GESTIONE INTEGRATA DEI RIFIUTI

CRESCITA DEMOGRAFICA E TASSO DI URBANIZZAZIONE CAUSANO L'ACCUMULO DEI RIFIUTI SOLIDI IN DISCARICHE NON AUTORIZZATE

**OPPORTUNITA'**

SISTEMI PER LO SMALTIMENTO DEI RIFIUTI (RICICLAGGIO, COMPOSTAGGIO O RECUPERO DI ENERGIA DA RIFIUTI URBANI)



#### NEXUS AGRIBUSINESS ED ENERGIA

SVILUPPO E REGOLAMENTAZIONE DEL MERCATO ALIMENTARE INTERNO PER RAGGIUNGERE UN PIÙ ELEVATO LIVELLO DI SICUREZZA ALIMENTARE

**OPPORTUNITA'**

INIZIATIVE DI RIDUZIONE DEI PASSEGGI DIMENSIONI DI RIFIUTI PER IL TRATTAMENTO DI RIFIUTI DI ORIGINE ANIMALE

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT





PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

REGIME FISCALE

- ▶ IMPOSTA SULLE SOCIETÀ: 20%
- ▶ IMPOSTA SUI REDDITI PERSONE FISICHE: 10%
- ▶ IMPOSTA SULLE ESTRAZIONI DAL SOTTOSUOLO: 10%
- ▶ SOCIAL TAX: 5%
- ▶ IMPOSTA IMMOBILIARE: 1,5%
- ▶ IMPOSTA SUL VALORE AGGIUNTO: 12%
- ▶ CONTRIBUTI PREVIDENZIALI OBBLIGATORI PER I LAVORATORI DIPENDENTI: 30%

Fonte: [infocentral.kz](#)

PROGRAMMI E STRATEGIE DI GOVERNO

- ▶ CONCEPT ON TRANSITION TO GREEN ECONOMY;
- ▶ STRATEGY KAZAKHSTAN 2050;
- ▶ PIANO D'AZIONE PER LO SVILUPPO DI ENERGIE ALTERNATIVE E RINNOVABILI IN KAZAKHSTAN PER IL PERIODO 2013-2020;
- ▶ PIANO STRATEGICO PER LO SVILUPPO 2025;
- ▶ PIANO STRATEGICO DEL MINISTERO DELL'ENERGIA PER IL PERIODO 2017-2021;
- ▶ ENERGY EFFICIENCY 2020

13

ZONE ECONOMICHE SPECIALI

- ▶ INCENTIVI FISCALI
  - 0% IMPOSTA SULLE SOCIETÀ
  - 0% IMPOSTA FONDARIA
  - 0% IMPOSTA IMMOBILIARE
- ▶ LOTTO DI TERRA
- ▶ INFRASTRUTTURE
- ▶ PROCEDURA SEMPLIFICATA PER L'ASSUNZIONE DI MANODOPERA STRANIERA

Fonte: [kazakhinvest](#)

22

ZONE INDUSTRIALI

- ▶ LOTTI DI TERRA
- ▶ FORNITURA DI UN'INFRASTRUTTURA PRONTA
- ▶ POSSIBILITÀ DI LOCAZIONE A LUNGO TERMINE O DI RISCATTO DI APPZZAMENTI DI TERRENO SUL VALORE CATASTALE

FORME DI INVESTIMENTO

- ▶ PROGETTI PRIORITARI DI INVESTIMENTO
- ▶ PROGETTI DI INVESTIMENTO
- ▶ PROGETTI DI INVESTIMENTO STRAORDINARIO

Fonte: [kazakhinvest](#)

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PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

SUPPORTO NELLE ENERGIE RINNOVABILI

	INVESTIMENTO	INVESTIMENTO PRIORITARIO
ESENZIONE DAZI DOGANALI SULLE IMPORTAZIONI	✓	✓
SOVVENZIONI GOVERNATIVE	✓	✓
ESENZIONE IVA SULLE IMPORTAZIONI	✓	
ESENZIONE IMPOSTA SULLE SOCIETÀ (10 ANNI)		✓
ESENZIONE IMPOSTA FONDARIA (10 ANNI)		✓
ESENZIONE IMPOSTA SULLA PROPRIETÀ (8 ANNI)		✓
STABILITÀ DELLA LEGISLAZIONE IN MATERIA DI TASSAZIONE E IN TERMINI DI ASSUNZIONE DI MANODOPERA STRANIERA		✓

SUPPORTO NEL SETTORE AGRIBUSINESS

- ▶ AGEVOLAZIONI IVA
- ▶ SUSSIDI PER IL RIMBORSO DELLE SPESE SOSTENUTE DALL'IMPRESITORE AGRICOLO, AL MOMENTO DELL'INVESTIMENTO;
- ▶ AGEVOLAZIONI SU TASSI DI INTERESSE SU PRESTITI E LEASING DI ATTREZZATURE TECNOLOGICHE PER L'ACQUISTO DI ANIMALI DA ALLEVAMENTO, NONCHÉ LEASING DI MACCHINE AGRICOLE

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ALCUNI CASI DI SUCCESSO

ENI-ARMWIND LLP

[www.eni.com/it/7817707/kazakhstan-subsidiary-llp.html](http://www.eni.com/it/7817707/kazakhstan-subsidiary-llp.html)

SSE GROUP

[www.sse.cz](http://www.sse.cz)

WINDKINETIC

[www.kinetik-cpa.tkg.kazakhstan/](http://www.kinetik-cpa.tkg.kazakhstan/)

BONATTI S.P.A.

[www.bonattinational.com](http://www.bonattinational.com)

ENERECO

[www.enerco.com](http://www.enerco.com)

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Il **Kazakistan** è uno dei Paesi target del progetto «Fostering International Partnership between companies and/or institutions operating in energy and environment sectors» (#FIPEE) implementato da **UNIDO ITPO Italy** e finanziato dal **Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare**.

Tra le varie attività previste dal proprio mandato, **UNIDO ITPO Italy** facilita le relazioni tra le **PMI dei Paesi in Via di Sviluppo** e le **aziende italiane**, attraverso specifici servizi dedicati. Ti invitiamo a contattarci per maggiori informazioni



Referente per il **Kazakistan**: **Pierandrea Magaraci**  
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[www.unido.it/FIPEE](http://www.unido.it/FIPEE)

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United Nations Industrial Development Organization  
 Investment and Technology Promotion Office (ITPO)-Italy

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 Tel: +39 066796521  
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[www.unido.it](http://www.unido.it)



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# Perché investire in Kenya

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## STABILITÀ POLITICA ED ECONOMICA

CLASSIFICATO COME PAESE A REDDITO MEDIO-BASSO, NEGLI ULTIMI DIECI ANNI HA VISTO UNA CRESCITA ANNUALE DEL PIL DEL 5,1% E GODE DI UNA BUONA STABILITÀ POLITICA.

**POPOLAZIONE 53 MLN**  
20 ANNI ETÀ MEDIA

**82% ALFABETIZZAZIONE**

**24 MLN FORZA LAVORO**

HUB FINANZIARIO, ECONOMICO E LOGISTICO DELL'AFRICA ORIENTALE

INGLESE, KISWAHILI  
KENYAN SHILLING (KES)

PRESENZA DI INFRASTRUTTURE E TRASPORTI

14.420 KM STRADE ASFALTATE  
2 PORTI  
4 AEROPORTI INTERNAZIONALI  
6 DOMESTICI

REALIZZAZIONE DEL CORRIDOIO DI LAPSSET

PIL CRESCITA ANNUALE

2011	6,11%
2012	4,56%
2013	5,38%
2014	5,45%
2015	5,72%
2016	5,88%
2017	4,81%
2018	6,32%
2019	5,37%
+2020	1,50%

1.816 USD PIL PER CAPITE  
5,1% TASSO D'INFLAZIONE

REALIZZAZIONE DEL PROGRAMMA ECONOMICO KENYA VISION 2030

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## ACCESSO AL CREDITO

IL SISTEMA BANCARIO DEL KENYA È TRA I PIÙ MODERNI DELLA REGIONE. CON BUONI INDICI DI RENDIMENTO E A NEAR-RISK ESISTE IL CREDITO. IL FINTECH È MOLTO SVILUPPATO NEL PAESE. IL KENYA HA OTTENUTO UN PUNTEGGIO DI 95/100 PER L'ACCESSO AL CREDITO NELLE PARI "EASE OF DOING BUSINESS" DELLA BANCA MUNDIALE.

EASE OF DOING BUSINESS

56° POSTO

SETTORI ECONOMICI (2019)

46% AGRICOLTURA  
34,15% INDUSTRIA E MANIFATTURA  
17% SERVIZI

INNOVAZIONE TECNOLOGICA

ABBONAMENTI DI TELEFONIA MOBILE 2010 - 2019

GLOBAL INNOVATION INDEX IN AFRICA SUBSAHARIANA

3° POSTO

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## ACCORDI INTERNAZIONALI

AFRICA

- 2018: AREA DEL ZERO SCAMBIO CONTINENTALE AFRICANA (AFCTA)
- 2004: MERCATO COMUNE DELL'AFRICA ORIENTALE E MERIDIONALE (COMESA)
- 1999: COMUNITÀ DELL'AFRICA ORIENTALE

EUROPA

- 2014: ACCORDO DI PARTNERSHIP ECONOMICA TRA LA COMUNITÀ DELL'AFRICA ORIENTALE E L'UNIONE EUROPEA

ITALIA

- 2016: CONVENZIONE PER EVITARE LA DOPPIA IMPOSTAZIONE FISCALE (NON-VISOR)
- 1999: ACCORDO BILATERALE SULLA PROMOZIONE E PROTEZIONE DEGLI INVESTIMENTI

TREND INVESTIMENTI DIRETTI ESTERI ITALIA - KENYA

47 MLN € IDE NETTI ITALIANI IN KENYA STOCK AL 2019

5° MERCATO PER LE EXPORT ITALIANO IN AFRICA SUBSAHARIANA

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## ENERGIA E AMBIENTE

ENERGIA SOLARE

IL POTENZIALE DELL'ENERGIA SOLARE NON È PIENAMENTE SFRUTTATO, NONOSTANTE GLI ELEVATI TARIFFI DI SOLI EGGIANTO IL 2022

OPPORTUNITÀ

SISTEMI DI GENERAZIONE E STOCCAGGIO EFFICIENTI DI ENERGIA SOLARE

- ▶ PANNELLI FOTOVOLTAICI
- ▶ INVERTER
- ▶ BATTERIE

ELETTRIFICAZIONE RURALE

SOLI IL 73% DELLA POPOLAZIONE HA ACCESSO ALL'ELETTRICITÀ. L'OBIETTIVO È COINCIDERE CON LE AREE RURALI DEL PAESE ENTRO IL 2022

OPPORTUNITÀ

SISTEMI DI GENERAZIONE DI ENERGIA

- ▶ MINI E MICRO-GRID A ENERGIA SOLARE
- ▶ IDROELETTRICITÀ DI PICCOLA SCALA
- ▶ EOLICA
- ▶ BIOCENERGIE
- ▶ SOLI TERMICI BIFIDI
- ▶ SISTEMI STANC ALONE

GESTIONE DELLE RISORSE IDRICHE

I FREQUENTI PERIODI DI SICCITÀ E L'AUMENTO DELLA POPOLAZIONE STRESSANO LE RISORSE IDRICHE

OPPORTUNITÀ

TECNOLOGIE INNOVATIVE QUALI:

- ▶ INFILTRAZIONE DI RISERVAZIONE
- ▶ IRRIGAZIONE A GOCCE
- ▶ SISTEMI DI TRATTAMENTO DELLE ACQUE REFLUE

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## ENERGIA E AMBIENTE

GESTIONE INTEGRATA DEI RIFIUTI

L'AUMENTO DELLA POPOLAZIONE E DEL TASSO DI URBANIZZAZIONE HANNO PORTATO AD UNA CRESCITA ESPONENZIALE DELLA PRODUZIONE DEI RIFIUTI.

L'ASSICUAZIONE DI SISTEMI DI GESTIONE DEI RIFIUTI HA CONTRIBUITO ALLA CREAZIONE DI NUMEROSI DISCARICHE A CIELO APERTO

OPPORTUNITÀ

TECNOLOGIE PER:

- ▶ RACCOLTA DIFFERENZIATA
- ▶ TRASPORTO, RIUSO E RICICLO DEI MATERIALI DI SCARTO
- ▶ CONVERSIONE DEI RIFIUTI IN ENERGIA

ENERGIA EOLICA

IL 73% DEL TERRITORIO PRESENTA CONDIZIONI ADATTE ALLA PRODUZIONE DI ENERGIA EOLICA. TUTTAVIA NON È SFRUTTATA.

OPPORTUNITÀ

REALIZZAZIONE DI IMPIANTI EOLICI DI GRANDI E PICCOLI DIMENSIONI

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PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

SICUREZZA PER GLI INVESTIMENTI

- ▶ RICONOSCIMENTO DELLA PROPRIETÀ PRIVATA NELLA COSTITUZIONE
- ▶ KENYA INVESTMENT AUTHORITY: ONE-STOP-CENTER PER GLI INVESTIMENTI
- ▶ FOREIGN INVESTMENTS PROTECTION ACT: GARANZIA CONTRO L'ESPROPRIAZIONE
- ▶ MEMBRO DELLA MULTILATERAL INVESTMENT GUARANTEE AGENCY (MIGA)
- ▶ MEMBRO DELL'INTERNATIONAL CENTRE FOR SETTLEMENT OF INVESTMENT DISPUTES (ICSID)

INCENTIVI FISCALI

- ▶ DETRAZIONI PER INVESTIMENTI CONCERNENTI ALCUNE TIPOLOGIE DI EDIFICI E MACCHINARI AI SENSI DEL TAX LAWS (AMENDMENT) ACT DEL 2020
- ▶ INCENTIVI FAVOREVOLI NELLE ZONE ECONOMICHE SPECIALI E NELLE ZONE PER LA PRODUZIONE ORIENTATA ALL'ESPORTAZIONE

Fonte: Kenya Revenue Authority

TASSAZIONE PER LE IMPRESE

**30%** IMPOSTA SULLE SOCIETÀ PER RESIDENTI  
**37,5%** IMPOSTA SULLE SOCIETÀ PER NON RESIDENTI  
**16%** IMPOSTA SUL VALORE AGGIUNTO

ENERGIE RINNOVABILI

SISTEMA DI TARIFFE FEED-IN NEL SETTORE DELLE ENERGIE RINNOVABILI (AL 2021):

**0,11 USD/kWhr** EOLICO  
**0,12 USD/kWhr PER 10 MW** SOLARE  
**0,10 USD/kWhr** BIOGAS  
**0,06/0,12 USD/kWhr** IDROELETTRICO  
**0,088 USD/kWhr** GEOTERMICO  
**0,10 USD/kWhr** BIOMASSA

Fonte: Keninvest

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PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI

ZONE ECONOMICHE SPECIALI

- ▶ IMPOSTA SULLE SOCIETÀ DEL 30% NEI PRIMI 10 ANNI
- ▶ IMPOSTA DEL 15% PER I 10 ANNI SUCCESSIVI E POI DEL 30%
- ▶ ESENZIONE DALL'IMPOSTA DI BOLLO
- ▶ ESENZIONE DA IVA SU MATERIE PRIME, MACCHINARI E ALTRI INPUT
- ▶ LA FORNITURA DI BENI E SERVIZI IMPONIBILI È ESENTE DA IVA
- ▶ ESENZIONE DALLA TASSA DI DICHIARAZIONE DI IMPORTAZIONE
- ▶ REGIME DI CAMBIO LIBERALIZZATO

Fonte: Kenya Special Economic Zones Authority

ZONE PER LA PRODUZIONE ORIENTATA ALL'ESPORTAZIONE

- ▶ 10 ANNI DI ESENZIONE DALL'IMPOSTA SULLE SOCIETÀ
- ▶ 10 ANNI DI ESENZIONE DALLA RITENUTA ALLA FONTE SUI PAGAMENTI A NON RESIDENTI
- ▶ ESENZIONE DALL'IMPOSTA DI BOLLO
- ▶ ESENZIONE DAI DAZI ALL'IMPORTAZIONE E DA IVA SU MATERIE PRIME, MACCHINARI E ALTRI INPUT
- ▶ LA FORNITURA DI BENI E SERVIZI IMPONIBILI È ESENTE DA IVA
- ▶ ESENZIONE DALLA TASSA DI DICHIARAZIONE DI IMPORTAZIONE
- ▶ REGIME DI CAMBIO LIBERALIZZATO

Fonte: Kenya Export Processing Zones Authority

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ALCUNI CASI DI SUCCESSO

MORE FOR THE PLANET  
[WWW.MOREFORTHEPLANET.COM](http://WWW.MOREFORTHEPLANET.COM)

GRUPPO ICM  
[WWW.GRUPPOICM.COM](http://WWW.GRUPPOICM.COM)

ENGREEN  
[WWW.ENGREENSOLUTIONS.COM](http://WWW.ENGREENSOLUTIONS.COM)

ENI KENYA  
[WWW.ENI.COM/IT/IT/RESERVA\\_GLOSALE/ZAIR/CA/KENYA.HTML](http://WWW.ENI.COM/IT/IT/RESERVA_GLOSALE/ZAIR/CA/KENYA.HTML)

LEONARDO GROUP  
[WWW.LEONARDOSOLUTIONS.COM/7/7/KENYA](http://WWW.LEONARDOSOLUTIONS.COM/7/7/KENYA)

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Il Kenya è uno dei Paesi target del progetto «Fostering International Partnership between companies and/or institutions operating in energy and environment sectors» (#FIPEE) implementato da UNIDO ITPO Italy e finanziato dal Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare.

Tra le varie attività previste dal proprio mandato, UNIDO ITPO Italy facilita le relazioni tra le PMI dei Paesi in Via di Sviluppo e le aziende italiane, attraverso specifici servizi dedicati. Ti invitiamo a contattarci per maggiori informazioni



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[e.rella@unido.org](mailto:e.rella@unido.org)  
[www.unido.it/FIPEE](http://www.unido.it/FIPEE)

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT



United Nations Industrial Development Organization  
 Investment and Technology Promotion Office (ITPO)-Italy

Via Paola, 41 00186 Roma - Italy  
 Tel: +39 066736521  
 Fax: +39 06 6733570  
<http://itpo.unido.org>  
[www.unido.it](http://www.unido.it)



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INDUSTRY, INNOVATION AND INFRASTRUCTURE

# Perché investire in Perù

CON UN'ESTESA OVE DI 1,285 MILIONI KM<sup>2</sup>, IL PERÙ SI TROVA AD OVEST DEL CONTINENTE SUDAMERICANO, SULLA COSTA CENTRALE DELL'OCEANO PACIFICO

POPOLAZIONE **32,51 MLN**  
31 ANNI C'È MEDIA

**94,41** ALFABETIZZAZIONE

**212.76 €** SALARIO MINIMO

SPAGNOLO, QUECHUA, AYMARA, LINGUE LOCALI

SOL (PEN)

**STABILITÀ POLITICA ED ECONOMICA**

REPUBBLICA DEMOCRATICA PRESIDENZIALE, PROSSIME ELEZIONI APRILE 2021. PAESE A RENDIMENTO MFDIATO (SERVIZI BANCARI, RATTING BARRI, S&P)

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INDUSTRY, INNOVATION AND INFRASTRUCTURE

## PRESENZA DI INFRASTRUTTURE E TRASPORTI

**140.672 KM** AUTOSTRADE

**1.854 KM** FERROVIE

**98** PORTI COMMERCIALI

**8.808 KM** CROVIE

**11** AEROPORTI INTERNAZIONALI

**15** NAZIONALI

**2,14%** TASSO D'INFLAZIONE

**42,9%** CLASSE MEDIA

**101/180** PERCEZIONE DELLA CORRUZIONE

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## PIL

**6.977,70 USD** PIL PER CAPITA

CRESITA ANNUALE

2011	6,33%
2012	6,14%
2013	5,85%
2014	7,38%
2015	3,25%
2016	3,85%
2017	2,52%
2018	4,00%
2019	2,15%

## SETTORI ECONOMICI (2017)

61% 22,20% 17%

- AGRICOLTURA E MINIERE
- INDUSTRIA E MANIFATTURA
- SERVIZI

## EASE OF DOING BUSINESS

**76°** POSTO

## ACCESSO AL CREDITO

IL SISTEMA BANCARIO DEL PERÙ, CON CAPO LA BANCA CENTRALE, È CONSIDERATO TRA I PIÙ SICURI E REGOLATI DELL'AMERICA LATINA. LE ATTIVITÀ PER GLI INVESTITORI, LE PROMISSIVE E PROM/PERU, SONO ATTIVE ED EFFICIENTI.

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## ACCORDI INTERNAZIONALI

ATTUALMENTE IL PERÙ È PARTE DI 4 ACCORDI REGIONALI E HA STIPULATO 4 ACCORDI MULTILATERALI CON ENTITÀ INTERNAZIONALI E 15 ACCORDI DI LIBERO SCAMBIO CON ALTRI GOVERNI, TRA CUI:

- ▶ ACCORDO DI LIBERO SCAMBIO CON L'UNIONE EUROPEA
- ▶ COMUNITÀ ANDINA (BOLIVIA, COLOMBIA, CILE, ECUADOR)
- ▶ MERCOSUR (ARGENTINA, BRAZIL, URUGUAY E PARAGUAY)
- ▶ ALLEANZA DEL PACIFICO (MESSICO, COLOMBIA E CILE)
- ▶ PARTENARIATO TRANS-PACIFICO (GIAPPONE, NUOVA ZEALANDA, SINGAPORE, MALAYSIA, VIETNAM, BRUNEL, CANADA, USA E MESSICO)

**TREND INVESTIMENTI DIRETTI ESTERI ITALIA - PERÙ**

**706 MLN €** IDE NETTI ITALIANI IN PERÙ STOCK AL 2019

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## ENERGIA E AMBIENTE

**TRATTAMENTO ACQUE REFLUE**

ALLO PULIZIAM VASTI DI RISORSE IDRICHE CALSATO IN SCARSI INDUSTRIALI PUBBLICI, BACINI IDRICI

**OPPORTUNITÀ**

IMPANTI PER IL TRATTAMENTO DELLE ACQUE RESIDUE E LA STABILIZZAZIONE SAPERIMENTI PER IL PERCENTI PRVATI

**SMALTIMENTO RIFIUTI SOLIDI E BIOMASSA**

CIRCA LA METÀ DEI RIFIUTI FINISCE IN DISCARICHE NON CONTROLLATE CREANDO RISCHI SANITARI E AMBIENTALI

**OPPORTUNITÀ**

TECNOLOGIE PER RACCOLTA, SMALTIMENTO, BIODEGRADAZIONE, COMPOSTAZIONE RIFIUTI

**ELETTRIFICAZIONE RURALE**

AREE RURALI IN ZONE REMOTE (QUEVA) ANCHE L'AMAZZONIA NON SONO RACCOLTE DAL SISTEMA INTERCONNESSO ELETTRICO NAZIONALE (SEN)

**OPPORTUNITÀ**

IMPANTI PER ELETTRIFICAZIONE RURALE (PER SENSO) PANNELLI FOTOVOLTAICI E BATTERIE PER ACCUMULO DI ELETTRICITÀ

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## PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI ESTERI

### CONDIZIONI PER LA PROMOZIONE DI INVESTIMENTI PRIVATI

- ▶ TRATTAMENTO NON DISCRIMINATIVO E PARITARIO TRA AZIENDE PERUVIANE ED ESTERE
- ▶ LIBERO TRASFERIMENTO DI CAPITALI
- ▶ DIRITTO ALLA LIBERA CONCORRENZA
- ▶ GARANZIA DELLA PROPRIETÀ PRIVATA
- ▶ DIRITTO DI ACCOGLIERE STRANIERI DI SOCIETÀ NAZIONALI
- ▶ DIRITTO DI ACCESSO A FINANZIAMENTI ESTERNI
- ▶ DIRITTO AL TRASFERIMENTO DI MONETA E PROFITTI
- ▶ DIRITTO DI EFFETTUARE OPERAZIONI SIA IN VALUTA NAZIONALE CHE INTERNAZIONALE, SENZA NECESSITÀ DI APPROVAZIONE DA PARTE DI ENTI GOVERNATIVI SUI CAMBI DI VALUTA

### TASSE PRINCIPALI SUGLI INVESTIMENTI IN PERÙ

<b>33,025%</b> IMPOSTA SUL REDDITO	<b>0,4%</b> IMPOSTA TEMPORANEA SUL PATRIMONIO NETTO
<b>18%</b> IMPOSTA SUL VALORE AGGIUNTO	<b>0,005%</b> TASSA SULLE TRANSAZIONI FINANZIARIE (ITF)
	<b>0,2%</b> CONTRIBUTO A ENTE SENCO

### INCENTIVI PER LE ENERGIE RINNOVABILI

- ▶ TARIFFE FEED-IN
- ▶ STANDARD DEL PORTOFOGLIO DELLE RINNOVABILI
- ▶ SISTEMI DI ASTE
- ▶ INCENTIVI FISCALI (ES. AMMORTAMENTO ANTICIPATO)

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PROGRAMMI ED INCENTIVI DI GOVERNO PER GLI INVESTITORI

ZONE ECONOMICHE SPECIALI

ZOFRATACNA (TACNA)  
ZED PAITA (PIURA)  
ZED ILO (MOQUEGUA)  
ZED MATARANI (AREQUIPA)

INCENTIVI

**DOGANE**  
SOSPENSIONE TARIFFARIA E FISCALE PER L'INGRESSO DI MACCHINARI E ATTREZZATURE, MATERIE PRIME E MERCI.

**TASSE**  
ESEMPIAZIONE DALL'IMPOSTA SUL REDDITO, DALL'IVA E DA ALTRE IMPOSTE NAZIONALI.

Fonte:  
Ministero de Comercio Exterior y Turismo - Zonas Economicas Especiales Peru

PARCHI INDUSTRIALI IN PERÙ

- ▶ PROGETTO "SVILUPPO DI PARCHI ECO-INDUSTRIALI NELLA REPUBBLICA DEL PERÙ" DEL MINISTERO DELLA PRODUZIONE (PRODUCE)
- ▶ INVESTIMENTI PER 2,1 MILIONI DI DOLLARI
- ▶ PRIMI PARCHI IN SVILUPPO: SECTOR 62 (CHILCA) E LA CHUTANA (LIMA)
- ▶ FINE IMPLEMENTAZIONE NEL 2023
- ▶ ENTE FINANZIATORE: COOPERAZIONE INTERNAZIONALE SVIZZESA
- ▶ SUPPORTO NELL'IMPLEMENTAZIONE: UNIDO PROGRAMME FOR COUNTRY PARTNERSHIP FOR PERU (PCP PERU)

Fonte:  
<http://trading.international.gc.ca/goods/production-development/park-industrial-ecologique-ecologique-1386.aspx>  
<http://gubn.org/for-foreign-investors/industrial-parks-argentina>  
Fonte: [www.unido.org/it](http://www.unido.org/it)  
UNIDO PCP Peru

ALCUNI CASI DI SUCCESSO

CONSOLIDATA PRESENZA IMPRENDITORIALE ITALIANA NEL PAESE

TOZZI GREEN

[WWW.TOZZI-GREEN.COM/EN/PRODOTTI/ALUMINIO-TECNOLOGICATO-2-PRU-SOL-F-IRGDN/](http://WWW.TOZZI-GREEN.COM/EN/PRODOTTI/ALUMINIO-TECNOLOGICATO-2-PRU-SOL-F-IRGDN/)

ENEL PERÙ

[WWW.ENEL.PE](http://WWW.ENEL.PE)

TERNA PERÙ

[WWW.3NAMPER-CAS.COM/EN/COMUNICAZIONE/PROFILI/TERNA-PERU-SAC-TERNA-PERU/](http://WWW.3NAMPER-CAS.COM/EN/COMUNICAZIONE/PROFILI/TERNA-PERU-SAC-TERNA-PERU/)

ESPORTATORI

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[WWW.CULPVO.COM](http://WWW.CULPVO.COM)

CRISTANINI

[WWW.CRISTANINI.IT](http://WWW.CRISTANINI.IT)



Il Perù è uno dei Paesi target del progetto  
«Fostering International Partnership between companies and/or institutions operating in energy and environment sectors» (#FIPEE)  
implementato da UNIDO ITPO Italy e finanziato dal  
Ministero Italiano dell'Ambiente e della Tutela del Territorio e del Mare.

Tra le varie attività previste dal proprio mandato,  
UNIDO ITPO Italy facilita le relazioni tra le PMI dei Paesi in Via di Sviluppo  
e le aziende italiane, attraverso specifici servizi dedicati.  
Ti invitiamo a contattarci per maggiori informazioni

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