

TECHNICAL ARRANGEMENT

on

**2019 CHINA INTERNATIONAL ENVIRONMENTAL PROTECTION EXHIBITION
& CONFERENCE (CIEPEC)**

between

**INTERNATIONAL ENVIRONMENTAL COOPERATION CENTER(IECO), THE
MINISTRY OF ECOLOGY AND ENVIRONMENT
OF P. R. CHINA (MEE)**

and

**DEPARTMENT OF SUSTAINABLE DEVELOPMENT, ENVIRONMENTAL
DAMAGE AND EUROPEAN UNION AND INTERNATIONAL AFFAIRS, THE
MINISTRY FOR THE ENVIRONMENT, LAND AND SEA
OF THE REPUBLIC OF ITALY (IMELS)**

(Hereinafter referred to as the Signatories)

Recalling the Joint Statement on environmental cooperation signed by the Ministry of Ecology and Environment of the People's Republic of China (formerly the State Environmental Protection Administration) and the Ministry for the Environment, Land and Sea of the Italian Republic (formerly Ministry of Environment and Territory) on October 19, 2000, and the Memoranda of Understanding on Sino-Italian Environmental Cooperation signed on November 27, 2001, June 8, 2004, September 14, 2009 and March 16, 2012, and the Joint Statement on Environmental and Sustainable Development Partnership signed on October 30, 2014, and the Memorandum of Understanding on the Cooperation in the field of Environmental Protection and Sustainable Development signed on June 14, 2017.

Considering that CIEPEC has been playing an important role in assisting government to pursue environmental strategies, policies, investment plans and to guide market development, it provides direct access to Chinese top-level environmental corporate leaders, industry experts and policy makers.

Based on the successful cooperation of the Signatories in the past editions of CIEPEC.

It is hereby agreed as follows

Art. 1 – General Provisions

The Signatories agree on participation of the 17th edition of CIEPEC in Beijing from 12th to 14th of June 2019.

Art. 2 – Objectives

The objective is to jointly organize a series of activities to promote Italian technologies, know-how and equipment, and facilitate exchange and communication between green industries of China and Italy.

Art. 3 - Activities

The activities will include:

- Jointly organize the Italian Pavilion;
- Organize B2B meetings with selected Chinese and international companies.
- Provide assistance to the participation of the Italian companies attending the exhibition.
- Publish CIEPEC book catalogue listing the Italian companies attending the exhibition.

The Terms of Reference of the activities, including the responsibilities of the Signatories, are provided in the Annex 1 attached to this Technical Arrangement.

Art. 4 – Cooperation Method

IECO/MEE is entrusted as the implementing agency, to be responsible for the development of the above activities, in coordination with IMELS and Sino-Italian Project Management Office in Beijing.

Art. 5 – Financial Resources

The estimated budget to develop these activities is 110,200 Euro as described in the Annex 2 attached to this Technical arrangement. The total amount will be transferred from IMELS to IECO after receipt of a written request by IECO to IMELS.

Art. 6 – Accounts and auditing

Final accounts, directly comparable to the budget, shall be submitted to the Steering Committee between IMELS and MEE along the final report.

The accounts shall be endorsed by a chartered or registered accountant and the person responsible for the projects of IECO, who, by their endorsement, confirm that the accounts are presented in accordance to the agreement. Notwithstanding, IMELS reserves the right to demand their party auditing.

Art. 7 – Law in force

This arrangement will be implemented in conformity with international law principles, international Conventions and Protocols signed by the Signatories, national legislation of China and Italy, as well as, as for Italy, with any other obligations arising from the membership of the Italian Republic in the European Union.

Art. 8 – Settlement of Disputes

Any dispute arising from the interpretation and implementation of this Technical Arrangement shall be settled through consultation among the Signatories.

Art. 9 – Duration

This Technical Arrangement shall enter into force on the date of Signature and it will remain effective until the end of 2019, in accordance with the provision of article 1 of the present Technical Arrangement, unless one of the Signatories notifies the other in writing, at least three (3) months in advance, of its intention to terminate it.

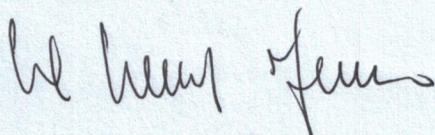
The Technical Arrangement may be extended by written agreement between the Signatories at least three (3) months in advance.

The following annexes are integral part of this Technical Arrangement:

- Annex 1 – Terms of Reference
- Annex 2 – Budget Breakdown

Signed for acknowledgement and acceptance, in two (2) original copies in English, on 20th of March, 2019 in Beijing.

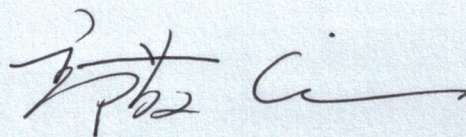
For the Department for Sustainable
Development, Environmental Damage and
European Union and International Affairs
Ministry for Environment, Land and Sea
of The Republic of Italy



Francesco La Camera

Director General

For the International Environmental
Cooperation Center
Ministry of Ecology and Environment
of P.R.China



Guo Jing

Director General

Annex 1 Terms of Reference

1. Background

The implementation on January 1, 2015 of the revised Environmental Protection Law, which is considered the most stringent in China's history, and the subsequent issue of the Action Plans for Prevention and Control of Air, Water and Soil, have opened up immense growth opportunities for the entire environmental industry.

CIEPEC is the most influential environment exhibition in China with the largest scale, and widely recognized by domestic and overseas professionals. Famed as the best gateway to understand and enter into the Chinese market, CIEPEC builds a bridge for domestic and overseas professionals, suppliers and users to meet each other. Italy took part actively and played the important role in the previous CIEPEC.

In the 16th edition of CIEPEC in 2018, 16 Italian green enterprises and institutions participated in the fair. Italian Pavilion exhibited Italian technologies in environmental monitoring, environmental remediation, air and water pollution control, and energy efficiency. More than 50 domestic and foreign green enterprises had 144 business meetings with Italian enterprises at Italian Pavilion.

In view of the success of previous editions of CIEPEC, IMELS will invite Italian green enterprises to participate into the 17th CIEPEC to be held in Beijing from June 12th to 14th, 2019.

2. Objective

The objective is to jointly organize a series of activities to promote Italian technologies, know-how and equipment, and facilitate exchange and communication between industries of China and Italy, in particular in the following fields:

- Water Pollution Prevention and Control;
- Air Pollution Prevention and Control;
- Solid Waste Treatment and Disposal;
- Soil and Groundwater Remediation;
- Environmental Monitoring;
- Green Energy and Energy Efficiency

3. Activities

In order to realize the objective to promote cooperation on technologies and industries, IMELS and IECO/MEE will jointly organize:

1. The Italian Pavilion of 138m² with 15 booths at the 17th CIEPEC which will be held in Beijing from June 12th to 14th, 2019.
IMELS will be responsible for identifying and selecting Italian enterprises following the criteria of CIEPEC by publishing a “call for proposal”, and for coordinating the Italian delegates to CIEPEC.

IECO/MEE will support the planning and the setting up of the Italian Pavilion by entering into related contracts with the CIEPEC organizer (namely CAEPI) and the services suppliers. IECO/MEE will also ensure publicity and visibility to Chinese authorities.

2. Organize B2B meetings with selected Chinese and international companies.
IECO will be responsible for identifying Chinese companies for B2B meetings with Italian delegates through Umore Consulting Ltd., which was the service provider for B2B meetings organization during 16th CIEPEC in 2018.
IMELS and IECO will jointly coordinate B2B meetings during CIEPEC exhibition time.
3. Publish CIEPEC book catalogue listing the Italian companies attending the exhibition.
IMELS will be responsible for collecting information from Italian delegates, and both sides will work jointly to prepare and publish the book catalogue.

4. Deliverables

- An Italian Pavilion with 15 booths will be held during CIEPEC, and advanced Italian technologies, products and service will be introduced to Chinese audiences.
- Tailored B2B meetings will be organized during CIEPEC, and some communication between Italian companies and Chinese companies shall be established through B2B meetings.
- Book catalogues with all detailed information about Italian companies who participated in 17th CIEPEC will be disseminated to audiences.

5. Period

The project period is from the day of signature to December 31st, 2019.

Annex 2 Budget Breakdown

Activity	Breakdown	Budget (Euro)	
The Italian Pavilion	Space Rental 300 USD*138sqm=41,400 USD (Exchange Rate 0.92)	38,000	81,000
	Coordination, planning, designing and installation	32,000	
	Printing information materials	1,000	
	10 Sino-Italian Interpreters for B2B	9,000	
	Logistic and meals	1,000	
Tailored B2B matchmaking with Chinese enterprises	Consultancy and organization service for matchmaking between Italian and Chinese enterprises	20,000	20,000
Welcome Dinner	40Euro*80Person	3,200	3,200
Expert Fee	Assistance for the organization of CIEPEC	3,000	3,000
Contingency		3,000	3,000
Total			110,200

Note:

1. Italian delegates' local transportation, accommodation and meals in Beijing will be covered by themselves.
2. IECO will be responsible for identifying Chinese companies for B2B meetings with Italian delegates through Umore Consulting Ltd., which was the service provider for B2B meetings organization during 16th CIEPEC in 2018. IECO will sign the related service contract with Umore according to the budget of 'Tailored B2B matchmaking with Chinese enterprises' as above.