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Italy-Africa Business-to-Business Dialogue

Index

5 The Power of Growth Diplomacy
6 Italy and Africa ready for a business-to-business dialogue
9 Energy and digital transition, synergies between Africa and Italy
15 Agribusiness, challenges and opportunities for a stronger cooperation
18 Development of the manufacturing industry in Africa
21 Sustainable mobility, building the future between Africa and Italy
24 Key players in the promotion of Italy abroad
26 Italian industrial and business associations attending the event
31 African industrial and business associations attending the event
38 Italy's network in Africa

Italy-Africa, vision and dialogue

The extraordinary demographic, economic and social development recorded in recent decades by the states of the African continent is no longer a cause for surprise or even novelty. The phenomenon is now observed and analysed with growing interest from many quarters, but it also requires concrete actions that change approach, and requires vision and partnership at every level.

Italy has long been looking at the African continent and its various souls, building bridges of dialogue and connection.

This publication was conceived as a tool to accompany the Italy-Africa Business-to-Business Dialogue, hosted in Rome on 8 May 2024 and organised by the Ministry of Foreign Affairs and International Cooperation together with the Italian Trade Agency and Confindustria Assafrica & Mediterraneo.

The publication deals with the four themes chosen to deepen relations between Italy and Africa: Energy and Digital Transition; Agro-Industry; Sustainable Mobility; Manufacturing Sector, while the last section contains a list of Italian and African associations that participated in the meeting.

The Italy-Africa Business-to-Business Dialogue aims to represent a qualitative leap in the dialogue with the African private sector, laying the foundations for a structured and stable interaction with the protagonists of the continent's economic life, also through the launch of new partnerships and concrete industrial collaboration initiatives.

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La forza della diplomazia della crescita

L'Africa è una priorità strategica assoluta del Governo italiano e del mio mandato di Ministro degli Esteri e della Cooperazione Internazionale.
Con il continente africano condividiamo non solo la stretta prossimità geografica, così fortemente simboleggiata dal Mar Mediterraneo, ma anche l'ambizione a lavorare insieme per affrontare le grandi sfide globali del nostro tempo.
Un obiettivo chiave che ho fortemente voluto tra le priorità della Presidenza italiana del G7, a cominciare dalla riunione del Ministri degli Esteri che ho ospitato a Capri tra il 17 e il 19 aprile scorsi e significativamente aperta da una sessione di lavoro con la Presidenza dell'Unione Africana.
Il Governo ha lanciato con l'Africa un partenariato a 360 gradi, costruito su nuove e più solide basi. Guardiamo all'Africa attraverso lenti africane, come ho sempre sostenuto anche nella mia precedente esperienza europea di Presidente del Parlamento Europeo, Vice Presidente della Commissione e Commissario, anche nell'ambito dell'obiettivo di un più vasto piano Marshall europeo.
La dimensione economica ha in questa visione un ruolo centrale. Attraverso la forte azione di sostegno all'export e all'internazionalizzazione delle imprese e dei territori che ho fortemente voluto qui al Ministero degli Esteri, puntiamo a fare delle aziende italiane un vero veicolo di condivisione di competenze e del saper fare italiano.
Per favorire la creazione di *joint ventures* tra imprese italiane e africane anche grazie ai nuovi strumenti finanziari messi in campo dal Governo e uno sviluppo economico sostenibile tanto dal punto di vista ambientale – penso al tema strategico delle energie rinnovabili – quanto sociale.
Una strategia che fa perno, anche nel quadro di iniziative come il Piano Mattei per l'Africa, su partenariati paritari che puntino alla creazione in loco di valore aggiunto e di posti di lavoro.
Perché la crescita dell'Africa è la crescita dell'Italia.
Questa è la forza della diplomazia italiana della crescita, questa è la forza della nostra ambizione.

Antonio Tajani
Vice Presidente del Consiglio
e Ministro degli Affari Esteri e della Cooperazione Internazionale

The Power of Growth Diplomacy

Africa is a strategic priority for the Italian Government and it is a pillar of my mandate as Minister of Foreign Affairs and International Cooperation.
With the African continent not only do we share the close geographical proximity, that is highly symbolized by the Mediterranean Sea, but also the ambition to work together to address the global challenges of our time.
Cooperation with Africa is a goal that I wanted to include among the priorities for the Italian Presidency of the G7. For this reason, the Foreign Ministers' meeting that I hosted in Capri on April 17-19th began with a working session with the Presidency of the African Union.
The Government has launched a 360-degree partnership with Africa, built on new and stronger foundations. We look at Africa through African lenses, as I have always advocated during my past tenure as President of the European Parliament, Vice President of the European Commission and Commissioner, pursuing the ambition to set a broader European “Marshall Plan” for Africa.
The economic dimension plays a central role in this vision. Through a strong support for export and internationalization of companies and territories, a task that I constantly carry out in my capacity of Minister of Foreign Affairs, we aim to make Italian companies a true vehicle for sharing skills and Italian expertise in the African continent.
We aim to facilitate the creation of joint ventures between Italian and African companies, also thanks to the new financial instruments implemented by the Government, in the context of an economic development that is sustainable both from an environmental - I think of the strategic role played by renewable energies - and social perspective.
It is a strategy that is based on equal partnerships that aim at locally creating added value and jobs, as demonstrated by initiatives such as the recent “Mattei Plan for Africa”.
We consider Africa's growth as Italy's growth.
This is the strength of the Italian growth diplomacy, this is the extent of our ambition.

Antonio Tajani
Vice President of the Council of Ministers
Minister of Foreign Affairs and International Cooperation

(courtesy translation)

— Introduction

Italy and Africa are ready for a business-to-business dialogue

Lorenzo Maccotta / Contrasto

Africa is going through a phase of significant economic transformation, characterized by positive GDP dynamics in a growing number of countries and by a demographic growth, which, in some cases, has continued without interruption since the mid-1990s.

In addition to the abundance of raw materials, there are various factors that are contributing to the growth and economic development of the African continent. Among these, the integration process driven by the entry into force in 2019 of the African Continental Free Trade Area (AfCFTA); the progress made on a regional basis by the various Regionals Economic Communities operating within the African Union; the growing investments in communication and transport infrastructures, which are promoting greater interconnection between African countries, especially on a regional basis. These factors have encouraged the private sector growth, favouring the development of a class of local entrepreneurs that is often the expression of the continent's younger generations.

This has resulted in the impressive growth, over the last few years, in the number of African start-ups and the consequent impact on different strategic sectors, including logistics and transport, renewable energy and agro-industry.

African companies are focused - and will be increasingly so in the near future - on adding value to many of their productions, no longer just to export to international markets but, above all, to export to new and growing African markets, exploiting the driving force of the free trade area.

To this process of growth and transformation of the African private sector, the Italian industrial system - mainly based on small and medium-sized enterprises - can offer a relevant and mutually beneficial contribution. Italy, given its Mediterranean projection and its historical presence on the African continent, is very interested in the dynamics that run through the continent and wants to be part of it, also relying on its strong vocation for economic cooperation and trade.

The launch of the Piano Mattei (Mattei Plan) in January 2024 marked the beginning of this new phase. It lays the ground for a renewed partnership aimed at achieving shared growth, which also covers the promotion of trade and bilateral investments.

Some data clearly indicate Italy's commitment. Trade between Italy and Africa in 2022 reached 69.6 billion euros. In 2013, this figure was 47.3 billion, for an overall growth of 47%. In 2013 the exposure of the Italian export credit agency - SACE - to Africa was just under 2 billion euros. In 2022, exposure to Africa was over €13 billion.

Italy's foreign trade agency - ICE Agenzia - had only one office in sub-Saharan Africa in 2013. Today, there are 8 offices south of the Sahara, in addition to the historic and deep-rooted presence in Northern Africa.

Since 2020, Cassa Depositi e Prestiti, in its role of Italian financial institution for development cooperation, has channeled close to 1 billion euro through 10 initiatives in favour of major development banks across the African

Céline Camoin

Africa Rivista

Africa Rivista

continent. Regional and national development banks, whose governance is driven by local governments and stakeholders, are ideal partners to develop an equal and effective cooperation, maximizing local impact. The sectors supported include agribusiness, green and social infrastructures and SMEs, contributing to food security, climate action and jobs creation.
Furthermore, thanks to the volume of financing they manage for the development of African economies, multilateral development banks offer interesting opportunities for private companies in terms of procurement - for the supply of products, services or works.
For these reasons, for their role as fundamental actors of the economic development of the African continent, development banks' participation in the first dialogue event between the African and Italian private sectors is key.
The economic relationship between Italy and Africa is mainly based on interactions between private individuals, with a potential for collaboration that is bound to grow in the medium to long term. The ability of Italian companies to offer know-how and technological solutions, can offer an essential contribution to the development of "Made in Africa", encouraging transformation processes and the positive evolution of the added value generated in African countries. The Italian industrial system, thanks to its SMEs and family businesses, is well suited to offering the tools to enhance the immense economic and social potential of the African continent in a mutually beneficial partnership logic.

Given the above, the Italy-Africa Business-to-Business Dialogue, which will take place in Rome on 8 May 2024, aims to offer an opportunity for meeting and discussion between Italian and African business associations. They will enjoy a unique opportunity to discuss topics of common interest that concern the economic growth of the continent and collaboration in key sectors for its future: Energy and Digital Transition; Agro-Industry; The Development of the Manufacturing Sector; Sustainable Mobility. Conceived as one of the first steps in the implementation of the Mattei Plan, this initiative aims to represent a qualitative leap in the dialogue with the African private sector, laying the foundations for a stable interaction, also through the launch of new partnerships and real industrial collaboration initiatives.
The creation of new channels of cooperation with the involvement of the most representative business associations of the African continent can contribute to further developing this all-round economic partnership, which can help consolidate the institutional dimension as well.

Key sectors identified for this first business-to-business event:

ENERGY AND DIGITAL TRANSITION

AGRIBUSINESS

MANUFACTURING INDUSTRY

SUSTAINABLE MOBILITY

Synergies between Italy and Africa

Icu

Africa is currently at a crucial stage in its development, and the access to electricity is pivotal to boost sustainable growth for the continent. With a rapidly growing population, which will reach 2.5 billion people by 2050, the continent is at the crossroads of global economic dynamics due to the immense potential that characterizes many African economies. However, despite the abundance of natural resources, Africa still suffers from serious energy shortages. Around 590 million Africans do not have access to electricity and energy demand is expected to double by 2040. Poor electrical infrastructure can reduce average growth rates by up to 2%, whereas, according to World Bank data, a 10% increase in broadband penetration in Africa could increase GDP per capita by around 2.5%. Furthermore, Africa is responsible for only 4% of global greenhouse gas emissions (AfDB data), but it is amongst the regions most vulnerable to climate change. In this sense, a systemic optimization of energy production from renewable sources can be decisive to improve the living conditions of the populations.

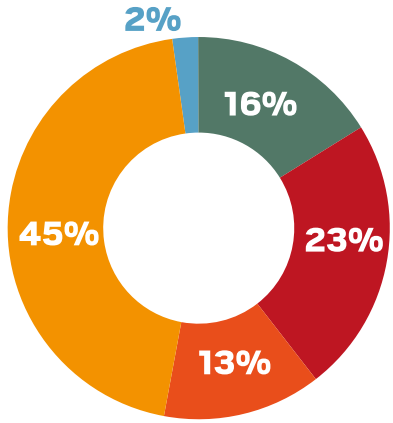
Challenges and opportunities in Africa

Energy is critical to Africa's sustainable development, but several regions of the conti-

Energy sources and electrification

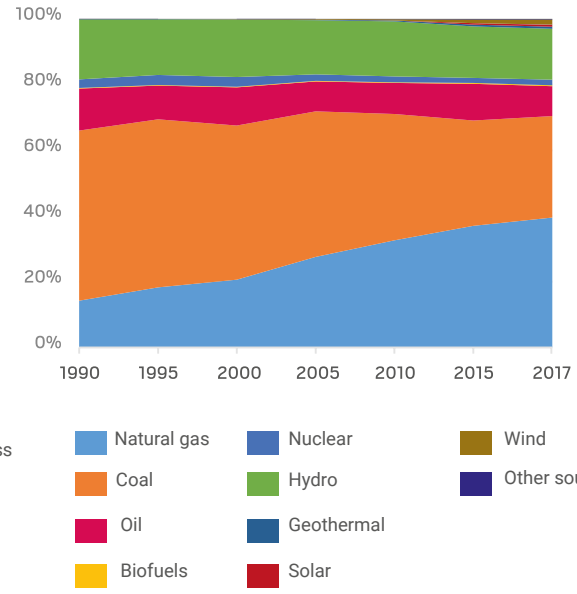
Primary energy sources

Based on IRENA data



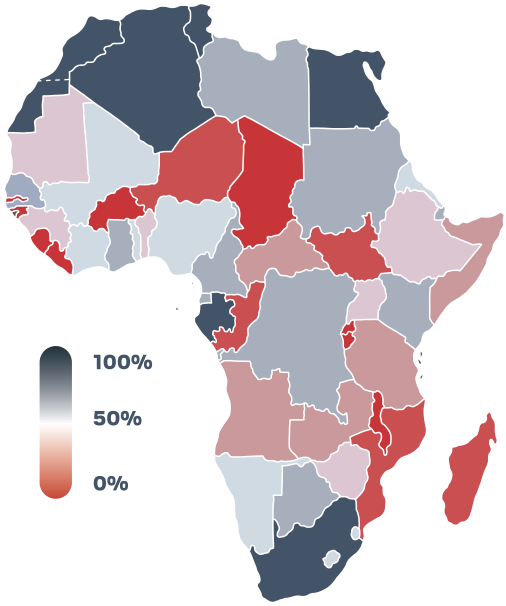
Sources of electricity generation

Based on UNECA data



Rate of electrification

Based on IRENA data



Population: 1.2 billion people
Without access to electricity: 46%

	People	Access to electricity
North Africa	199 mln	98%
East Africa	359 mln	47%
Central Africa	138 mln	30%
West Africa	376 mln	53%
Southern Africa	203 mln	51%

nent suffer from an energy production deficit. This energy gap has prevented many African countries from advancing their industrialization process, limiting their ability to satisfy both national and continental markets, especially in light of the creation of the AfCFTA. However, the growing need for renewable energy and the transition towards low-carbon sources offer immense opportunities. Renewable energies - particularly the solar and the photovoltaic ones - can help bridge the energy gap that exists especially between urban centers and rural areas. Moreover, the expansion of the energy sector can support the creation of new jobs by ensuring a significant increase in the youth employment rate. Widespread electrification and improvement in the quality of services could lead in the long term to a gradual growth of economies. However, the challenge of access to finance remains to be solved by giving priority to public-private partnerships in investment.

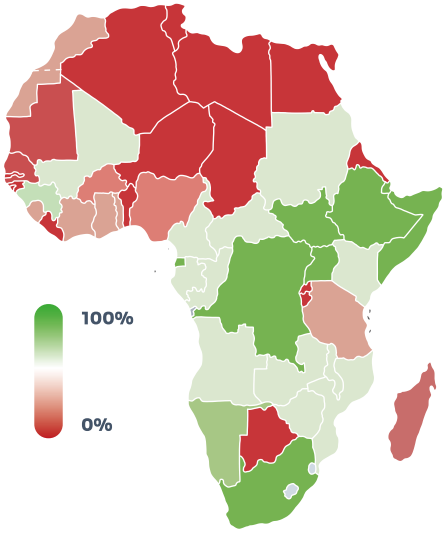
A gap is also found in unequal access to information and communication technologies, which contributes to exacerbating the socio-economic inequalities of the continent. To date, only 43% of African territory has Internet coverage, a percentage that especially affects rural areas. Closing an infrastructure gap in terms of connectivity and internet access requires huge amounts of resources according to the African Development Bank. But it is also a critical step that could result in enormous digital development opportunities especially when accompanied by investments to ensure connectivity between countries. Internet use, together with mobile connections, can play a remarkable role in reducing poverty and income inequalty.

Italy-Africa collaboration: potential and contribution of trade associations

Italy, also thanks to companies that already have experience of investing in the African continent, has demonstrated a significant commitment to the African energy sector. Both in the traditional oil & gas sector and in the development of renewables, Italy, through some of its leading companies, has established historic relationships in many regions of the continent and continues to develop new projects. These collaborations represent an

RENEWABLES INSTALLED

Based on IRENA data



232 GW
total installed capacity

181 GW
fossil and nuclear installed capacity

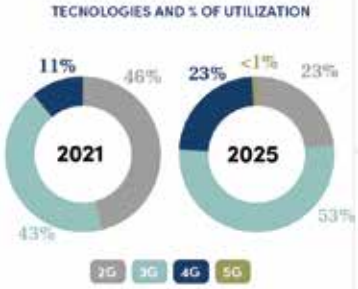
51 GW
renewable installed capacity (22% of total)

Eastern and central regions have the highest share of renewables, with 71% and 72% of installed capacity

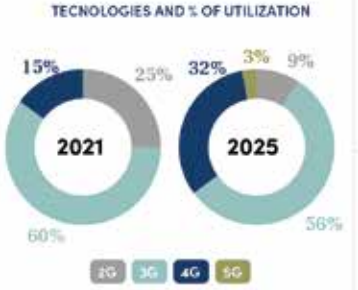
Phones in sub-Saharan Africa

Source: GSMA

Eccas Region



Ecowas Region



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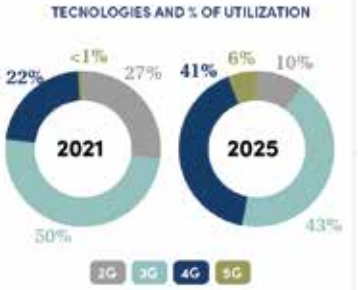
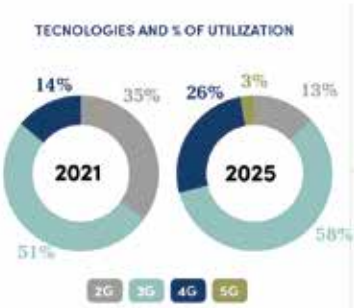


Eac Region
Not including Ethiopia (see below) and
Dr Congo (member from March 2022)

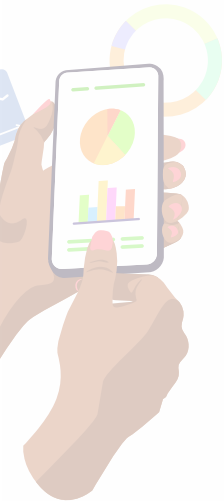

TECNOLOGIES AND % OF UTILIZATION
14%
35%
51%
2021
26%
3%
13%
58%
2025
2G
3G
4G
5G

SUBSCRIPTIONS
2021
2025
45%
48%
SMARTPHONE DIFFUSION
2021
2025
42%
56%

Ethiopia

TECNOLOGIES AND % OF UTILIZATION
9%
90%
2021
18%
4%
78%
2025
2G
3G
4G
5G

SUBSCRIPTIONS
2021
2025
34%
40%
SMARTPHONE DIFFUSION
2021
2025
43%
48%



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THANKS

example of how synergies between Italy and Africa can lead to innovative and sustainable solutions. Italy's technological expertise and its position as an infrastructural hub in the Mediterranean Sea also make the country a reliable partner for African countries in order to reduce the digital divide that slows down the development of the continent.
On the other hand, African business associations have a crucial role in this dialogue. They can provide a clear vision of the priorities, needs and opportunities existing in their countries in relation to the energy and digital transition. The presence of Italian support institutions, such as CDP, SACE, SIMEST and ICE, can further enrich this collaboration, offering specific resources and skills for the sector.

Questions

1. **Italy-Africa collaboration.** Considering Africa's still unexplored potential and Italy's technological expertise, how can business associations collaborate to accelerate the energy and digital transition in Africa? What are the main barriers and how can they be overcome?
2. **Adaptation to climate change.** Africa is among the most vulnerable regions in terms of effects of climate change. What strategies can be adopted to ensure that the energy and digital transition in Africa can help build resilience and adaptation to climate change? How can Italian technologies contribute to this adaptation?
3. **Innovation and technology.** Technological innovation is fundamental for the energy and digital transition. What are the main innovations that can transform Africa's energy and digital sectors? How can Italian companies collaborate with their African counterparts to implement these innovations?
4. **Sustainable development.** The energy and digital transition is closely linked to sustainable development. How can Africa ensure that its energy and digital transition supports economic, social and environmental development? What are the lessons learned from Italian experiences in this field?

Challenges and opportunities for a stronger cooperation

Africa Rivista

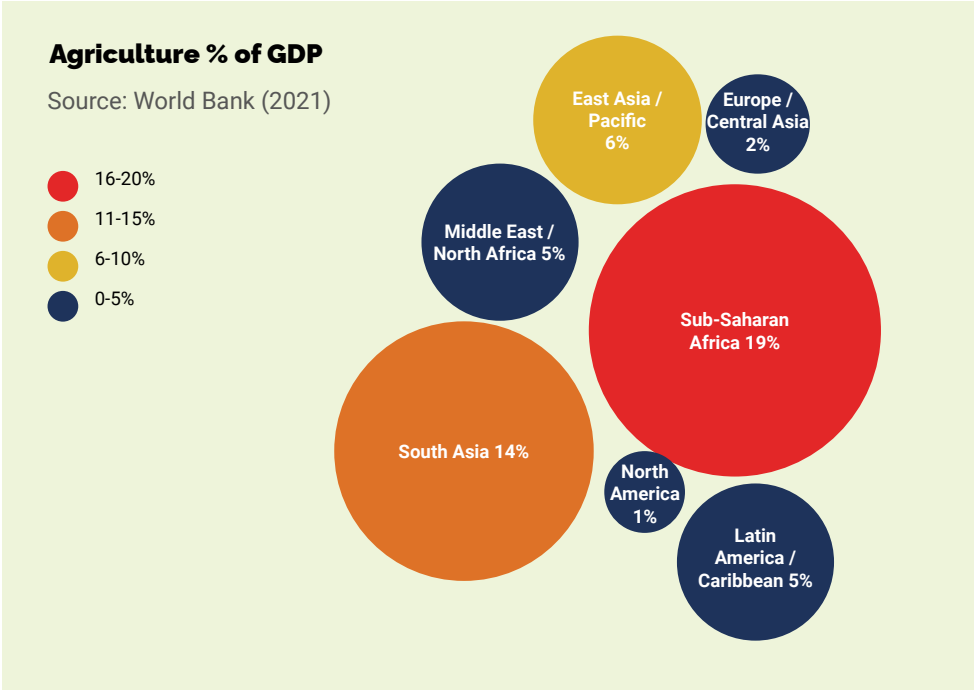
Africa, with its vast availability of fertile lands and natural resources, has an enormous potential in the agricultural sector. However, despite representing a significant part of the economy of many African countries, agriculture has not yet reached its full potential. More than 60% of the population of sub-Saharan Africa depends on agriculture, contributing 23% of the area's GDP. Yet, Africa remains a net importer of food, highlighting the need for greater local production and investments in processing. On the other hand, food security is a priority for Italy, which can rely on a robust and well-structured agri-food value chain. Building on its experience in this field, the Italian Government is posing food security as a key priority of its G7 Presidency.

Current status and trends in Africa

Agriculture in Africa has grown significantly, with countries where agriculture employs the large majority of the population. More recently, there has been increasing attention to agri-food processing, which still accounts for only 27% of employment and 39% of production.

This trend is fuelled by growing demand for processed foods due to rising populations, incomes and urbanization.

Adaptation to climate change and technolo-



gical innovation

Climate change poses a significant threat to African agriculture. Adapting to these challenges requires innovative and sustainable technologies, since innovation can help improve crop yields, reduce post-harvest loss, promote a more efficient use of water and promote sustainable agricultural practices. In this area too, Italian companies have much to offer, given the recognised availability of advanced technology and know-how.

Challenges and opportunities

Despite immense potential, African agriculture faces several challenges, including lack of access to fertilizers, improved seeds and adequate infrastructure. Significant investments are needed in areas such as irrigation, warehouse storage and infrastructure. At the same time, there are enormous opportunities. Africa has a competitive advantage in many crops (e.g. cashews, cocoa, coffee and tea) and the continent already has a huge demand to satisfy and that is bound to increase, considering the expected population growth.

Africa-Italy collaboration and the role of tra-

de associations

Collaboration between Italy and Africa in the agribusiness sector can lead to mutual benefits. Italy, with its experience and expertise in the sector, can help Africa overcome some of its most pressing challenges and achieve food security. At the same time, Africa offers a growing market for Italian companies. Trade associations can play a crucial role in taking advantage of the complementarity that characterizes the Italian and African production systems, facilitating collaboration between companies and sharing best practices.

Questions

1. **Know-how.** Given Italy's vast experience in the agribusiness sector and Africa's immense agricultural potential, how can trade associations facilitate effective and stronger collaboration? In which specific sectors do you believe there is the greatest potential for the transfer of know-how and technology?
2. **Sustainability and climate change.** With the growing emphasis on sustainable agriculture and adaptation to climate change, what initiatives can be taken to ensure that agricultural practices in Africa are both productive and sustainable? How can Italian associations contribute to achieving this goal?
3. **Technological Innovation.** Technological innovation is profoundly changing the global agricultural industry. What are the main challenges and opportunities Africa faces in terms of adopting new technologies in the agricultural sector? What role can Italy play as a leader in cutting-edge technologies in agricultural mechanization for the development and innovation of the agri-food sector on the continent?
4. **Promotion of local agribusiness.** Considering the importance of strengthening local production systems for food security and economic growth, what strategies can be implemented in order to increase food production in Africa? What is the role of trade associations in assisting local businesses reach global markets?

The key factors for the industrialization of the continent

Internationalia

The development of the manufacturing industry has been regarded as a fundamental factor for economic growth, while many African countries still have a long way to go to fully develop a manufacturing base. This untapped potential represents an opportunity for economic transformation and the creation of quality jobs.

On this path, the launch of the African Continental Free Trade Area (AfCFTA), a single market for goods and services in Africa, marks an important step and can help unlock this manufacturing potential as a key lever for economic growth.

Current situation and trends in Africa

Africa contributes 1.9% of global manufacturing output, placing it at the bottom of the global value chain. Its production model also leads to an excessive dependence of the continent's economy on raw materials, with only 18.5% of exports represented by manufactured goods. However, the future prospects are encouraging. Many African countries will in fact be able to seize the opportunities arising from re-shoring or friend-shoring phenomena. From this perspective, several countries are already adopting policies that favor industrial development.

Challenges and opportunities

The diversification of economic systems,

combined with the increase in competitiveness and productivity, have now become unavoidable needs for African countries. There are structural constraints that have prevented the development of the manufacturing sector. Dependence on raw materials and limited investments in training have in fact discouraged the adoption of wide-ranging industrial policies that lay the foundations for development and specialization in high value-added production. The development of the manufacturing sector will certainly contribute to positive spillovers on the entire society, stimulating training and reducing dependence on imports of finished products from abroad.

Italy-Africa collaboration and the role of trade associations

Italy, with its history of industrial development and its leading position in machinery manufacturing, has much to offer to Africa in terms of collaboration. The similarity between Italy and Africa in the configuration of their respective industrial systems, with the presence of many family businesses and SMEs, offers fertile ground for partnerships and exchanges. Trade associations can play a crucial role, facilitating the sharing of best practices, training and building links between businesses. Joint commitment and a shared vision of sustainable development and mutual prosperity can help overcome challenges such as those existing in financing and after-sales support.

Africa Rivista

Questions

1. **Collaboration and partnerships.** Considering the tradition of the Italian processing industry and the leading position of the country in the production of machinery, how could Italian and African associations collaborate in order to encourage the transfer of technologies and knowledge? What are the main areas of synergy between the Italian and African industrial systems, and how can they be best exploited?
2. **Challenges and solutions.** What are the barriers preventing the expansion of manufacturing in the continent and how can they be overcome? In particular, how can trade associations help overcome the various obstacles that arise in terms of financing, after-sales assistance and technical training of human capital?
3. **Diversification and innovation.** Given the shared need for economic diversification among African countries, how can the manufacturing sector contribute to reducing dependence on raw material exports? What innovations and practices can be adopted in order to enhance domestic products and develop linkages with regional and international value chains?
4. **Future vision.** Looking ahead, how do trade associations see Africa's role in the global manufacturing industry by 2050? What concrete steps can be taken today to ensure that Africa meets these expectations?

Special economic zones

Source: UNCTAD

In the words of AfDB, “special economic zones represent a policy concentrate designed to increase growth by creating an economic environment, which offers significantly better investment and operating conditions than the rest of the domestic economy, and ensure that conditions of international competitiveness are created”. Attracting investors and promoting development, particularly in fragile areas, are key objectives. Most special economic zone (SEZ) programmes in Africa were adopted in the 1990s and 2000s, and to date 37 of the continent's 54 countries have legislated for at least one SEZ. In total, there are about 240 SEZs, but it is estimated that the number of fully operational SEZs is more or less half, as a quarter of the legally approved zones are under construction, while others are still in the early stages of development.

Building the future between Africa and Italy

Africa, with its rapid population growth and urbanization, faces significant challenges in terms of urban mobility. According to several forecasts, by 2050 the continent will be home to 2.5 billion people, with a significant percentage residing in urban areas. This growth will inevitably lead to an increase in motorization, with a consequent increase in greenhouse gas emissions, congestion and pollution. Sustainable mobility therefore represents a key solution to address these problems.

Current status and trends in Africa

African cities are experiencing rapid motorisation, with negative consequences in terms of traffic congestion on main roads, air pollution and inefficient public transport, and the pace of urbanisation is also contributing greatly to this situation.

While globally the transport sector represents 14% of total greenhouse gas emissions and 24% of carbon emissions, Africa, according to data from the African Development Bank, recorded the second largest growth in absolute transport emissions (84%), driven mainly by increases in passenger and freight transport. On the other hand, there are also promising local initiatives, such as, for example, bike-sharing in Cairo and the new urban

planning strategy in Addis Ababa, which show the direction towards more sustainable mobility.

Challenges and opportunities

Population growth and urbanization in Africa present significant challenges, but also great opportunities. The efficiency and inclusiveness of urban mobility are essential for economic and social development, offering access to goods, services, work and educational opportunities. Road accidents, traffic congestion and pollution are some of the critical problems that have arisen in various areas and urban centres, and structural solutions supported by strong funding mechanisms are essential to address these challenges. These must also be guaranteed by international actors such as the European Union, which has already activated financing lines to support the development of sustainable mobility in some African cities.

Africa-Italy collaboration and the role of trade associations

Italy, thanks to its expertise in the sustainable mobility sector, with companies that already have experience of investing in the African continent, has much to offer in terms of innovative transport solutions. African and Italian business associations can work together to share knowledge, technologies and best practices. It is essential to understand the needs and priorities of urban development trends in Africa and those of African business associations, so that they can work together and find sustainable solutions that might help improve the quality of life and promote economic development.

Questions

1. **Collaboration and innovation.** Considering the experiences of leading Italian companies that have already invested in the continent, how can Italian and African associations collaborate to promote innovation in sustainable mobility? What are the main areas of synergy between Italian and African companies in terms of mobility solutions?
2. **Challenges of urban mobility.** Given the rapid urbanization and motorization of African cities, what are the main challenges that business associations see in promoting sustainable mobility? How can these challenges be addressed collaboratively between Italy and Africa?
3. **Renewable energy and electric mobility.** Africa has enormous potential in terms of energy from renewable sources. How can electric mobility be promoted in a concrete and effective way in African cities? What are the opportunities and challenges associated with the adoption of electric vehicles and charging infrastructure?
4. **Urban planning and development.** With the rapid urbanization of African cities, how can business associations contribute to sustainable urban planning? What are the best practices and lessons learned from other cities around the world that can be applied to the African context?

RAILWAYS

The continental project

As part of the priority projects of Agenda 2063, the African Union (AU) approved in 2013 a major railway development plan that aims to provide Africa with a dozen transcontinental railway corridors from north to south and from east to west, as well as dozens of other smaller links, to form a continuous network capable of linking Africa's capitals and major commercial centres. In particular, the AU has developed a master plan for the period up to 2033 (with two priority projects in East and Southern Africa and 11 other projects) and a master plan for the period up to 2043, which aims to connect all the economic and administrative capitals of the continent. However, the implementation of the planned interventions is lagging behind schedule due to the complexity of the programme, the delays caused by the Covid pandemic and the search for the necessary funding. The African Union took stock of the situation in the Second Continental Progress Report on Agenda 2063, published in 2022; at the continental level, only 12.3 per cent of the planned railways had been completed. However, the report also mentions stages that have been completed, including the completion of feasibility studies and the establishment of national and regional frameworks.

High-speed projects

KEY PLAYERS IN THE PROMOTION OF ITALY ABROAD

Ministero degli Affari Esteri
e della Cooperazione Internazionale

Ministero degli Affari Esteri e della Cooperazione Internazionale (MAECI)
The Italian Ministry of Foreign Affairs and International Cooperation is vested with the functions and tasks assigned to the State in respect of international political, economic, social and cultural relations. Italian economic diplomacy is the activity of the Italian Ministry of Foreign Affairs and International Cooperation aimed to support Italian companies abroad and promote the country's growth in different fields. Coordinated by the Italian Ministry of Foreign Affairs and International Cooperation's Directorate General for the Promotion of the Country System (which, in turn, is in constant contact with Institutions, Organizations, Associations, Enterprises, Research Centres and Universities), the over 450 offices spread throughout the world and including Embassies, Consulates, as well as ICE and ENIT units, currently integrated into the diplomatic and consular representations, Italian Cultural Institutes, and Offices of Scientific and Technological Attachés, are engaged on a daily basis to promote Italy in its economic, cultural and scientific components from an integrated perspective. The strategic objectives that inspire economic diplomacy on a daily basis are: to support companies in their commercial penetration of emerging markets and to strengthen their positioning in traditional ones; to support the local authorities' international activities; to attract productive investment, tourist flows and brilliant talents to Italy; to promote Italian investment abroad.
Website: www.esteri.it

CONFINDUSTRIA

Confindustria
Confindustria is the main association representing manufacturing and service companies in Italy, with a voluntary membership of more than 150,000 companies of all sizes, employing a total of 5,383,286 people.
The association's activities are aimed at guaranteeing the central importance of companies, which are the drivers of Italy's economic, social and civil development. By representing companies and their values at institutions of all levels, Confindustria contributes to social well-being and progress, and from this standpoint guarantees increasingly diversified, efficient and modern services. Confindustria's added value stems from its network: a headquarters in Rome, 215 local and trade associations and since 1958 a delegation in Brussels, whose strategic importance has grown over the years and is today a benchmark for the entire Italian economic system at the European Union.
Website: www.confindustria.it

SACE
SACE is the Italian insurance-financial company specializing in supporting businesses and the national economic fabric through a wide range of tools and solutions to support competitiveness in Italy and around the world. For over forty years, SACE has been the reference partner for Italian companies that export and grow in foreign markets.
It also supports the banking system to facilitate access to credit for companies with its financial guarantees, with a role reinforced by the extraordinary measures provided for by the Liquidity Decree.
SACE holds 100% of the shares of SACE Fct, a joint-stock company operating in factoring, and of SACE BT, a joint-stock company active in the Credit, Surety bonds and Other damage to property classes. SACE BT in turn holds 100% of the capital of SACE SRV, a limited liability company specializing in credit recovery and management of information assets.
Website: www.sace.it

Agenzia ICE
ITA - Italian Trade Agency is the Governmental agency that supports the business development of our companies abroad and promotes the attraction of foreign investment in Italy. With a motivated and modern organization and a widespread network of overseas offices, ITA provides information, assistance, consulting, promotion and training to Italian small and medium-sized businesses. Using the most modern multi-channel promotion and communication tools, it acts to assert the excellence of Made in Italy in the world.
Website: www.ice.it

Cassa Depositi e Prestiti (CDP)
CDP is a publicly controlled joint-stock company, which has the Ministry for the Economy and Finance as its majority shareholder. Institution serving Italy since 1850, CDP fosters sustainable development in Italy, using savings responsibly to support growth and boost employment, supporting innovation, business competitiveness, infrastructure and local development. CDP supports the development of the Italian entrepreneurial fabric, also internationally, by providing tools and expertise. CDP is also the Italian Financial Institution for Development Cooperation. It finances high-impact economic, environmental and social initiatives in strategic sectors and promotes specialised programmes for climate change, financial inclusion and women's entrepreneurship in developing countries and emerging markets.
Website: www.cdp.it

SIMEST
SIMEST is the CDP Group company that since 1991 has supported Italian companies as they grow through internationalization. SIMEST's shareholders are Cassa Depositi e Prestiti, with a 76% stake, and a large group of Italian banks and business associations. SIMEST's mission is to support companies at every stage of the internationalization process, from the initial decision to enter a new market to expansion through direct investments. It operates through loans for internationalization, export credit assistance and equity investments in companies. SIMEST is a member of the EDFI – European Development Financial Institutions network.
Website: www.simest.it

ITALIAN INDUSTRIAL AND BUSINESS ASSOCIATIONS INVOLVED IN THE EVENT

ACIMIT
ACIMIT represents Italian manufacturers of textile machinery, promoting the knowledge and sale of Italian machinery internationally and providing technical and regulatory support to its members. Website: www.acimit.it

AFIDAMP
Founded in 1981, the Association of Italian manufacturers and distributors of machines, products and tools for professional cleaning supports the world of industrial cleaning. It represents 80% of the market. Website: https://www.afidamp.it/

ALLEANZA COOPERATIVE
The Alliance of Italian Cooperatives is the national coordination of the most representative associations of Italian cooperation (AGCI, Confcooperative, Legacoop). Website: www.alleanzacooperative.it

AMAFOND
AMAFOND is the Italian Association of Foundry Suppliers, founded in 1946. The Association aims to promote the interests of the foundry machinery and products sector, and in general of all suppliers to the metallurgical industries.
Website: https://www.amafond.it/

AMAPLAST (formerly Assocomplast)
It groups together the leading Italian manufacturers of plant, machinery, equipment and moulds for plastics and rubber processing. Website: www.amaplast.org

ANCE
It defends the interests of the Italian construction sector with institutions, promoting the growth and sustainable development of the industry. Website: www.ance.it

ANFIA
ANFIA focuses on initiatives and projects that support the Italian automotive industry, with particular attention to the markets of Morocco and Algeria.
Website: www.anfia.it

ANFIMA
ANFIMA is the Italian association of rigid metal packaging manufacturers.
Website: www.anfima.it

ANIE
ANIE represents Italian companies in the electrotechnical and electronic sector, supporting innovation and competitiveness in the global market.
Website: www.anie.it
ANIMA

It is the federation of associations of Italian mechanical engineering industries, counting 34 associations and more than 1,000 companies. Website: www.anima.it

ANITEC ASSINFORM

ANITEC ASSINFORM supports the Italian information and communication technology industry, promoting technological development and digitalization.
Website: www.anitec-assinform.it

ASSOBIO

ASSOBIO was founded in 2006 to fill a gap in the protection and representation of processing and distribution companies in the organic sector. Today, the membership has grown to over 130. Website: https://www.assobio.it/

ASSOLOMBARDA

ASSOLOMBARDA represents industrial and service enterprises in the metropolitan area of Milan, Lodi, Monza, and Brianza, promoting economic development, competitiveness, and innovation. Website: www.assolombarda.it

ASSOMAC

It is the national association of Italian manufacturers of machinery and technology for industrial management and production in the leather, footwear, leather goods, fur, automotive, furniture and clothing sectors. Website: https://assomac.it/

ASSORISORSE

It is dedicated to resource management and recovery, promoting circular economy practices and sustainability in the sector. Website: www.assorisorse.org

CIA

CIA-Agricoltori Italiani is one of the largest trade organisations in Europe. It works for the safeguard and enhancement of the primary sector and for the protection of enterprises and farmers. Website: https://www.cia.it/

CNA

CNA, the National Confederation of Crafts and Small and Medium Enterprises, has over 620,000 members who employ more than 1.2 million people. It is present in all Italian provinces. Website: https://www.cna.it/

COLDIRETTI

It is the leading organisation of agricultural entrepreneurs at national and European level. COLDIRETTI has promoted Filiera Italia, a foundation that supports and enhances the agri-food made in Italy. Website: https://www.coldiretti.it/

CONFAGRICOLTURA

Confagricoltura is the oldest organisation for the protection and representation of agricultural enterprises. It has a nationwide presence and represents over 200,000 agricultural enterprises. Website: https://www.confagricoltura.it/

CONFAPI

The Italian Confederation of Small and Medium Private Industry was founded in 1947. It represents the synthesis of a wide system, including more than 116 thousand enterprises with over 1.2 million employees. Website: https://confapi.org/
CONFARTIGIANATO

Founded in 1946, CONFARTIGIANATO Imprese is the largest European network representing the interests and providing services to craft and small enterprises. Website: https://www.confartigianato.it/

CONFETRA

CONFETRA represents the entrepreneurial categories operating in the transport, forwarding, logistics and goods storage sectors, as well as in related and auxiliary sectors. Website: https://www.confetra.com/

CONFIMI

CONFIMI Industria is the Confederation of Italian Manufacturing Industry and Private Enterprise. CONFIMI Industria has 45,000 member companies with 600,000 employees. Website: www.confimi.it

CONFIMI ALIMENTARE

CONFIMI Industria Alimentare, operating within CONFIMI Industria, represents, protects and promotes the small and medium Italian agri-food industry. It aims to bring the best of Italian food culture to the market. Website: www.confimi.it

CONFIMPRESE ITALIA

CONFIMPRESE is a private association for companies operating in trade, direct networks and franchising. To date, it represents over 450 trade brands.
Website: https://www.confimprese.it/

CONFINDUSTRIA ASSAFRICA & MEDITERRANEO

It is the international representation of CONFINDUSTRIA that supports Italian companies on their growth path in Africa and the Middle East. Its mission is to create internationalization opportunities for member companies.
Website: www.assafrica.it

CONFINDUSTRIA CERAMICA

It represents and supports Italian ceramic producers, promoting this specific industry both nationally and internationally. Website: www.confindustriaceramica.it

CONFINDUSTRIA DISPOSITIVI MEDICI

The association represents Italian manufacturers of medical devices and promotes technological development and competitiveness. Website: www.confindustriadm.it

CONFINDUSTRIA MARMOMACCHINE

It represents and supports Italian companies in the marble, stone, and related machinery processing sector, promoting the industry globally.
Website: www.assomarmomacchine.com

ELETTRICITÀ FUTURA

It promotes sustainable development of the Italian energy sector, focusing on renewable energy and innovative technologies. Website: www.elettricitafutura.it

FARMINDUSTRIA

It represents the Italian pharmaceutical industry, working to promote research and development in the sector. Website: www.farmindustria.it

FEDERACCIAI

FEDERACCIAI is the Federation of the Italian Steel Companies and is part of CONFINDUSTRIA. Today it gathers 124 member firms producing and transforming over 95% of the Italian steel output. Website: https://federacciai.it/

FEDERALIMENTARE
This association represents Italian food industries, promoting quality and food safety in both national and international contexts.
Website: www.federalimentare.it

FEDERBIO
FEDERBIO is a federation of organisations from the entire organic and biodynamic farming chain, with the aim of protecting and promoting its development. FEDERBIO is recognised as an institutional representation of the sector at national and regional tables. Website: https://feder.bio/

FEDERCHIMICA
It represents Italian chemical companies, promoting sustainable development and innovation in the chemical sector. Website: www.federchimica.it

FEDERDOC
FEDERDOC is the National Confederation of Voluntary Consortia for the Protection of Italian Wine Denominations of Origin. Established in 1979, it brings together almost the entire world of Italian wine appellations and their protection consortia. Website: https://www.federdoc.com/

FEDERMACCHINE
FEDERMACCHINE is an association that represents Italian machinery manufacturers, promoting competitiveness and technological innovation.
Website: www.federmacchine.it

FEDERPESCA
FEDERPESCA is dedicated to promoting and protecting the interests of the fishing sector in Italy, representing fishermen and industry businesses in interactions with institutions. Website: www.federpesca.it

FEDERUNACOMA
This association is dedicated to supporting Italian manufacturers of machinery for agriculture and gardening. The member companies produce 80% of the national production of the sectors represented. Website: www.federunacoma.it

FINCO
The Federation of Industries for Construction Products, Plants, Services, and Special Works for Building, Road Maintenance, and Cultural Heritage brings together 40 associations, as well as significant corporate entities. FINCO aims to enhance the value and visibility of each member. Website: https://www.fincoweb.org/

FRUITIMPRESE
Founded in 1949, it is an independent association that represents and protects fruit and vegetable entrepreneurs, providing multiple services in various matters of interest to fruit and vegetable operators.
Website: https://www.fruitimprese.it/
GIMAV

GIMAV groups Italian manufacturers of machinery, accessories, and special products for glass processing. Website: www.gimav.it

LEGACOOP
Since 1886, LEGACOOP's objective has been to support the economic, social and civil leadership of cooperative enterprises. Today, the association brings together more than 10,000 of them. Website: https://www.legacoop.coop/

OICE
OICE is the association of engineering, architecture and technical-economic consulting organizations; it promotes Italian technical and professional skills in the fields of engineering, architecture, and consultancy. Website: www.oice.it

SISTEMA MODA ITALIA
It represents the Italian textile and fashion sector, promoting the interests of businesses in the industry through initiatives aimed at promotion, training, and export support. Website: www.sistemamodaitalia.it

UCIMA
UCIMA represents Italian manufacturers of automatic machines for packaging, promoting innovation and competitiveness. Website: www.ucima.it

UCIMU
UCIMU supports Italian manufacturers of machine tools, production systems, and accessories, promoting the sector internationally. Website: www.ucimu.it

UNEM
UNEM works to promote sustainable development in the energy and mobility sector in Italy. Website: www.unem.it

UNIONE ITALIANA VINI
It is the most important association of Italian wine companies, with more than 150,000 wine growers associated. Website: https://www.unioneitalianavini.it/

WORLD FARMERS MARKETS COALITION
Supported by the FAO, the coalition aims at the dissemination of farmers markets, direct sales markets for agricultural products inspired by the Campagna Amica sales model. Website: https://www.worldfarmersmarketscoalition.org/

Key

machinery producer
construction sector
automotive sector
packaging industry
digital and electronic sector
multi-sectoral organization
ceramic sector
health sector
energy sector
agrifood
chemistry sector
fishing sector
textile and fashion sector
wine sector

AFRICAN INDUSTRIAL AND BUSINESS ASSOCIATIONS INVOLVED IN THE EVENT

ALGERIA

CEIMI - Club des Entrepreneurs et Industriels de la Mitidja
Founded in 1998 by a group of entrepreneurs, today CEIMI has about 1,700 members. It operates and offers business support services in multiple areas: agriculture; communication; training; environment and health; Export promotion; business development; legal, tax and financial assistance. Website: www.ceimi.org

CAPC - Confédération Algérienne du Patronat Citoyen (ex-FCE)
The Algerian Confederation of Citizen Employers (CAPC), formerly the Forum of Business Leaders (FCE until 2020) is an employers' organization founded in October 2000, representing Algerian companies. It is a recognized union and one of the oldest representatives of private company leaders. Website: www.capc.dz

CGEA - Confédération des Entreprises Algériennes
CGEA was created in 1989 as the first employers' organization to bring its members together through national structures organized at the provincial level and by business sector. It gathers 300 members, which it assists at the multi-sectoral level. Website: www.cgea.dz

ANGOLA

GTE - Grupo Tecnico Empresarial
The GTE is a group created by the Presidency of the Republic in 2021, which includes the country's leading entrepreneurs and business associations.
Website: www.gte.ao/

AIPEX - Agência de Investimento Privado e Promoção das Exportações de Angola
AIPEX is a state agency responsible for investment promotion and attraction. The objectives of the entity are to accelerate and facilitate the realization of private investments in the country; promote exports and the internationalization of companies through business partnerships that can increase the competitiveness of the national economy. Website: www.aipex.gov.ao

AIA - Associaciao Industrial de Angola
The Industrial Association of Angola promotes and represents the interests of Angola's industrial sector. AIA's main areas of activity include: representation, industrial promotion and development, capacity building and Training. It gathers about 4,000 members from various branches of the economy. Website. www.aia.ao

CAMEROON

GICAM – Groupement Inter-patronal du Cameroun
GICAM is the most representative private sector organization in Cameroon. It brings together professional groups and individual companies counting, today, more than 1,000 members. It represents the private sector to public authorities on major economic issues. Website: www.legicam.cm

CÔTE D'IVOIRE

ANOPACI - Association nationale organisations professionnelles agricoles de Côte d'Ivoire
ANOPACI brings together all of Côte d'Ivoire's agricultural sectors: sheep and goat farmers; pig and poultry farmers; coffee and cocoa producers; natural rubber producers; pineapple, banana and mango producers and exporters; food producers; cotton producers; nontraditional fruit growers; cashew growers; and a savings and credit union.

CGECI - Confédération Générale des Entreprises de Côte d'Ivoire
CGECI is the most representative private sector employers' organization in Côte d'Ivoire. It brings together professional groups, business associations, and companies from all sectors of activity (industry, trade, agriculture, and services), or 27 groups and associations and more than 200 individual companies (nearly 80 percent of the local private sector). Website: www.cgeci.com

CEPICI - Centre de Promotion des Investissements en Côte d'Ivoire
CEPICI is a public body of an administrative nature created in 2012 with the task of coordinating and rationalizing, as a One Stop Shop for Investment, all government initiatives and actions in the field of investment promotion and private sector development. Website: www.cepici.gouv.ci

CCI CI - Chambre de Commerce et d'Industrie de Côte d'Ivoire
The CCI-CI is a public institution created in 1992 under the supervision of the Ministry of Commerce. It has a permanent administration and regional delegations that provide representation in the 19 regions of Côte d'Ivoire. Website: www.cci.ci

DEMOCRATIC REPUBLIC OF THE CONGO

FEC - Fédération des Entreprises du Congo
Created in 1972, FEC is the most representative professional organization of the private sector in the DR Congo. It was formed through the merger of the Federation of Provincial Business Associations of Zaire (Ferza), the Federation of Chambers of Commerce (Fnccia), and the Association for the Promotion and Defense of the Interests of Congolese Traders (Aprodeco). Website: www.fec-rdc.com

EGYPT

FEI - Federation of Egyptian Industries
The Federation of Egyptian Industries is one of the largest employer associations in the country, representing more than 104,000 industrial enterprises, more than 90 percent of which belong to the private sector. It brings together more than 2 million workers and 18 percent of the national economy. The federation's members are

divided into 19 active chambers, each representing a formal industrial sector.
Website: www.fei.org.eg

ETHIOPIA

ECSA - Ethiopian Chamber of Sectorial Association
The Ethiopian Chamber of sectorial association is the apex body of the manufacturing and/or sectoral chambers in Ethiopia. It is the largest industrial sector promotion body and the legal representative of the private manufacturing sector in Ethiopia. It is an autonomous, nonprofit organization tasked with promoting the nation's manufacturing sector to the rest of the world and encouraging industrial investment. Website: www.ethiocsa.net

OCCSA - Oromia Chamber of Sectoral Associations
OCCSA is an autonomous private nongovernmental, nonprofit organization. It was established in 2003 and supports the private sector in the Oromia region through advocacy, trade and investment promotion, and capacity building.
Website: www.occi.org.et

CCAE - Construction Contractors Association of Ethiopia
CCAE was founded in 1991 to support contractors (key players in the construction industry) by helping them play an appropriate role in the development of the construction industry. The Association has most of the contractors in the country as members. Website: www.ethiopian-construction.org

GHANA

CAG - The Chamber of Agribusiness Ghana
The Chamber of Agribusiness Ghana is the apex body of agricultural and agribusiness stakeholders in Ghana (agribusinesses, national agricultural associations, and grassroots farmer organizations). The CAG's main objective is to support the development of small farmer cooperatives and agricultural SMEs through the provision of comprehensive information, training and advisory services. Website: www.agribusinesschamber.org

GEPA - Ghana Export Promotion Authority
Established in 1969, GEPA is the national export support institution of the Ministry of Trade and Industry (MOTI), responsible for the facilitation, development and promotion of Ghanaian exports. It includes more than 3,000 private sector exporting companies organized into 17 export product associations.
Website: www.gepaghana.org

FAGE - Federation of Association of Ghanaian Exporters
FAGE unites associations of exporters and operates as a nonprofit organization promoting the expansion and diversification of Ghanaian exports to foreign markets. It includes 22 associations and 1,200 companies, operating mainly in textile, fruit, and food processing. Website: www.fageghana.com

AGI - Association of Ghana Industries
The AGI is a nonprofit business organization formed in 1958 by a group of indigenous manufacturers in Ghana. It represents the leading voice of the private sector and now has over 1200 registered members from all regions of Ghana. About 25

percent of the members are medium- and large-scale industries, while the remainder belong to the micro and small category. Website: www.agighana.org

KENYA

KAM - Kenya Association of Manufacturers
Founded in 1959, KAM represents manufacturing and value-added industries in Kenya. KAM works with the government and its member agencies to ensure a dynamic and thriving manufacturing sector in Kenya, and contribute to GDP growth. KAM's membership covers various regions. Website: www.kam.co.ke

KEPSA - Kenya Private Sector Alliance
KEPSA is the apex body of the private sector in Kenya. It brings together local and foreign business associations, federations, chambers of commerce, professional bodies, multinationals, large and medium-sized enterprises, SMEs and start-ups from all sectors of the economy. KEPSA brings together under one umbrella about 1,000,000 companies across different categories of membership.
Website: www.kepsa.or.ke

MALI

CNPM - Conseil National du Patronat du Mali
The CNPM was created by employers' associations in 1980, following the economic liberalization policy initiated a few years earlier by the government in accordance with the provisions of International Labor Organization Convention No. 87 on Freedom of Association. CNPM now has 39 professional groups and 7 regional employers' councils. Website: www.cnpm.ml

MOROCCO

AMICA - Association Marocaine pour l'Industrie et la Construction Automobile
AMICA serves as an interface between its members and the ministerial departments involved in the sector, as well as any other economic and institutional players active in areas related to improving competitiveness, developing training, promoting exports, transferring technology, and hosting investment.
Website: www.linkedin.com/company/amica-association/

FMC -- Fédération des Industries des matériaux de Construction
FMC is a board member of Cgem and a founding member of the Center for Construction Techniques and Materials. The FMC is the main mouthpiece for professionals and entrepreneurs in the building materials industry. It brings together 11 associations. Website: www.fmc.org.ma

CGEM - Confédération Générale des Entreprises du Maroc
CGEM is the voice of the private sector in Morocco. Created in 1947, it represents more than 90,000 direct and affiliated members, 95 percent of whom are SMEs. Through its 37 statutory professional federations, CGEM covers all economic activity in Morocco. Website: www.cgem.ma

FENAGRI - Fédération Nationale de l'Agroalimentaire
FENAGRI, established in 1998, is the first network of agribusiness entrepreneurs in Morocco. It is part of CGEM and brings together some 20 sector associations and

a hundred companies. FENAGRI works on cross-cutting issues through 6 standing committees that bring together professionals and address priority issues for improving the sector's environment.Website: www.fenagri.org

MOZAMBIQUE

CTA - Confederacao das Associacoes Economicas de Mocambique
CTA is a nongovernmental economic organization whose mission is to contribute to Mozambique's economic and social development based on private sector growth, promoting and protecting business opportunities and private initiatives, and business associations. It currently brings together 140 members including sector federations, chambers of commerce, and business associations.
Website: www.cta.org.mz

APIEX, IP - Investment and Export Promotion Agency
APIEX, IP is a public institution with administrative, financial and asset autonomy, supervised by the minister in charge of industry and trade. The main missions of APIEX, IP are to promote private or public investment, promote and coordinate all activities related to the institution, develop special economic zones.
Website: www.apiex.gov.mz

NIGERIA

MAN - Manufacturers Association of Nigeria
The association was founded in May 1971 as a limited liability company. It is the umbrella body for more than 2,500 manufacturers in Nigeria operating in 10 sectors and 70 subsectors of the economy. Website: www.manufacturersnigeria.org

RWANDA

PSF - Private Sector Federation
The Private Sector Federation is a professional organization dedicated to promoting and representing the interests of Rwanda's business community. It is an umbrella organization grouping 10 professional chambers. It was founded in December 1999, replacing the former Rwanda Chamber of Commerce and Industry.
Website: psf.org.rw

SENEGAL

CNP - Conseil National du Patronat
CNP is a confederation of professional employer groups whose companies are present in all sectors of the national economy, such as industry and agribusiness, construction and public works, oil & gas, digital economy, and transportation.
Website: www.cnp.sn

APIX - Agénce promotion Investissément et des Grands Travaux
THE Agénce promotion Investissément et des Grands Travaux is a government agency responsible for promoting domestic and foreign investment and facilitating the implementation of major infrastructure projects in the country. Founded in 2000, APIX works closely with companies and investors to encourage economic development in Senegal.
Website: www.investinsenegal.sn

SOMALIA

SOMINVEST - Somalia Investment Promotion Office
SOMINVEST (an office of the Ministry of Planning, Investment and Economic Development) is a statutory body established in 2015 to promote foreign investment. Through 7 offices spread across Somalia, it operates within 10 key sectors: livestock, fisheries, agriculture, energy, transport & infrastructure, ICT, finance, human capital, manufacturing, and service sector. Website: sominvest.gov.so

TANZANIA

TAHA -Tanzania Horticulture Association
TAHA brings together about 17,588 members divided into three groups: 1) large agricultural producers, agricultural input suppliers, and other service providers in the sector; 2) financial and credit service providers, consulting firms, and business development service providers; and 3) groups and associations of small farmers and individuals taking part in horticultural activities. Website: www.taha.or.tz

TPSF - Tanzania Private Sector Foundation
TPSF is Tanzania's focal point for the East African Business Council. Its members are business associations, corporate companies, multinational corporations, SMEs and startups operating in various sectors of the economy. TPSF provides a platform for the private sector to engage in public-private dialogue at local, national and international levels. Website: www. tpsftz.org

THE GAMBIA

ITAG - Information Technology of the Gambia
ITAG was established in 2004. Members of the organization cover a broad spectrum of professionals in the ICT area whose purpose is to collaborate, explore and develop the ICT community in The Gambia. The Ministry of Information, Communication and Infrastructure has recognized ITAG as the only ICT professional organization in The Gambia. Website: www.itag.gm

TUNISIA

FTTH - Fédération Tunisienne du Textile et de l'Habillement
Created in May 2017, FITH represents an important sector of the country's economy. The association, today, has about 1,600 companies in the sector.
Website: www.ftth.tn

UTICA - Union Tunisienne de l'Industrie, du Commerce et de l'Artisanat
Created in 1947, UTICA is the national federation of employers. It brings together the professional structures of the various non-agricultural economic sectors (industry, commerce, services, handicrafts and small crafts) and represents nearly 150,000 companies (mostly SMEs) privately owned in all sectors of activity (except tourism and banking and finance). Website: www.utica.org.tn

CONECT - Confédération des Entreprises Citoyennes de Tunisie
Founded in 2011, CONECT is an organization of employers and citizens that groups Tunisian and foreign SMEs operating in different sectors and in all regions. More

than 100 regional and professional structures are members of the confederation.
Website: www.conect.org.tn

UGANDA

PSFU - Private Sector Foundation Uganda
It is Uganda's apex body for the private sector. It is composed of more than 300 business associations, corporate bodies, and key public sector agencies that support private sector growth. It operates within the 10 key sectors that drive the country's economic growth. Website: www.psfuganda.org

UMA - Uganda manufacturers association
UMA is the largest business organization representing the manufacturing sector in Uganda. Today the association has 1,737 members and provides its members with information on business opportunities, trade shows, new technologies, markets, products, training opportunities, joint ventures, financial intermediation and other business-related activities. Website: www.uma.or.ug

UNCCI - Uganda National Chamber of Commerce and Industry
Instituted in 1933, UNCCI is the oldest national umbrella organization for the private sector in Uganda. UNCCI's main objective is to promote and protect the interests of the business community. Website: www. chamberuganda.go.ug

AGRITRADE Uganda
AGRITRADE is the nation's largest and most active agribusiness promotion organization, bringing together producers, processors, manufacturers, service providers, industry partners and businesses involved in the major agricultural sub-sectors of crops, livestock, poultry, fisheries, forestry and horticulture.
Website: www. agritradeug.org

EAEA - East Africa Entrepreneurs Association
Eaea is a regional association of entrepreneurs and innovators whose basic theory is to ensure an enabling environment for sustainable entrepreneur-driven growth in East Africa. Website: www.linkedin.com/company/eaentrepreneurs/

ZAMBIA

ZDA - Zambia Development Agency
ZDA is a body of the Ministry of Commerce, Trade and Industry (Mcti). Its mandate is to foster growth and economic development by promoting trade, business development and investment in the country through an efficient, effective and coordinated economic development strategy led by the private sector.
Website: www.zda.org.zm

ZIMBABWE

CZI - Confederation of Zimbabwe Industries
CZI is the largest business organization in Zimbabwe with members from manufacturing, trade, transportation, IT, education and professional services. It comprises 60 percent manufacturing and value-added industries, while 40 percent come from services and service-related sectors. Website: www.czi.co.zw

Italy's Network in Africa

Institutional bodies

Ministry of Foreign Affairs and International Cooperation (MAECI)
Embassies
Consulates
Cultural Institutes
Scientific and technological attachés
ICE Agency Offices
AICS

Cassa depositi e prestiti (CDP)
SIMEST

Ministry of Economy and Finance
SACE

Bank of Italy
Financial attachés

Local authorities
Regions, Municipalities

Foreign Chambers of Commerce (CCIE)

Business Associations

There is a plurality of public and private sector actors offering support for internationalisation. By way of example, we mention the Confindustria association system

Study Centres and Universities

Other bodies and instruments

Ministry of Foreign Affairs and International Cooperation
www.esteri.it
www.aics.gov.it
Ministry of Economy and Finance
www.mef.gov.it
InfoMercatiEsteri
www.infomercatiesteri.it
Società Dante Alighieri
www.ladante.it
ExTender
https://extender.esteri.it/sito/appalti-internazionali-anticipazioni-grandi-progetti
Crisis Unit
www.esteri.it/it/unita_crisi/
www.viaggiaresicuri.it
www.dovesiamonelmondo.it

Key

- Country with an Italian embassy
- Country without an Italian embassy and, in smaller print, the embassy of reference
- Consulates
- Cultural institutes
- ICE offices
- SACE offices
- Italian chambers of commerce
- AICS - Italian Agency for Development Cooperation
- Scientific and technological attachés
- Financial attachés

Source: based on data by MAECI, ICE, SACE, Assocamerestero, AICS, Banca d'Italia

Notes

Ministero degli Affari Esteri
e della Cooperazione Internazionale