

AZERBAIJAN



The ICE-Italian Trade Promotion Agency is a Government institution, under the aegis of Ministry of Economic Development in collaboration with Ministry of Foreign Affairs and the Ministry of Finance and the Economy, which promotes the internationalisation of the Italian companies, in line with the strategies of the Ministry for Economic Development. ICE provides information, support and advice to Italian and foreign companies.

In addition to its Rome headquarters, ICE operates worldwide from a large network of Trade Promotion Offices linked to Italian embassies and consulates and working closely with local authorities and businesses.

ICE provides a wide range of services overseas helping Italian and foreign businesses to connect with each other:

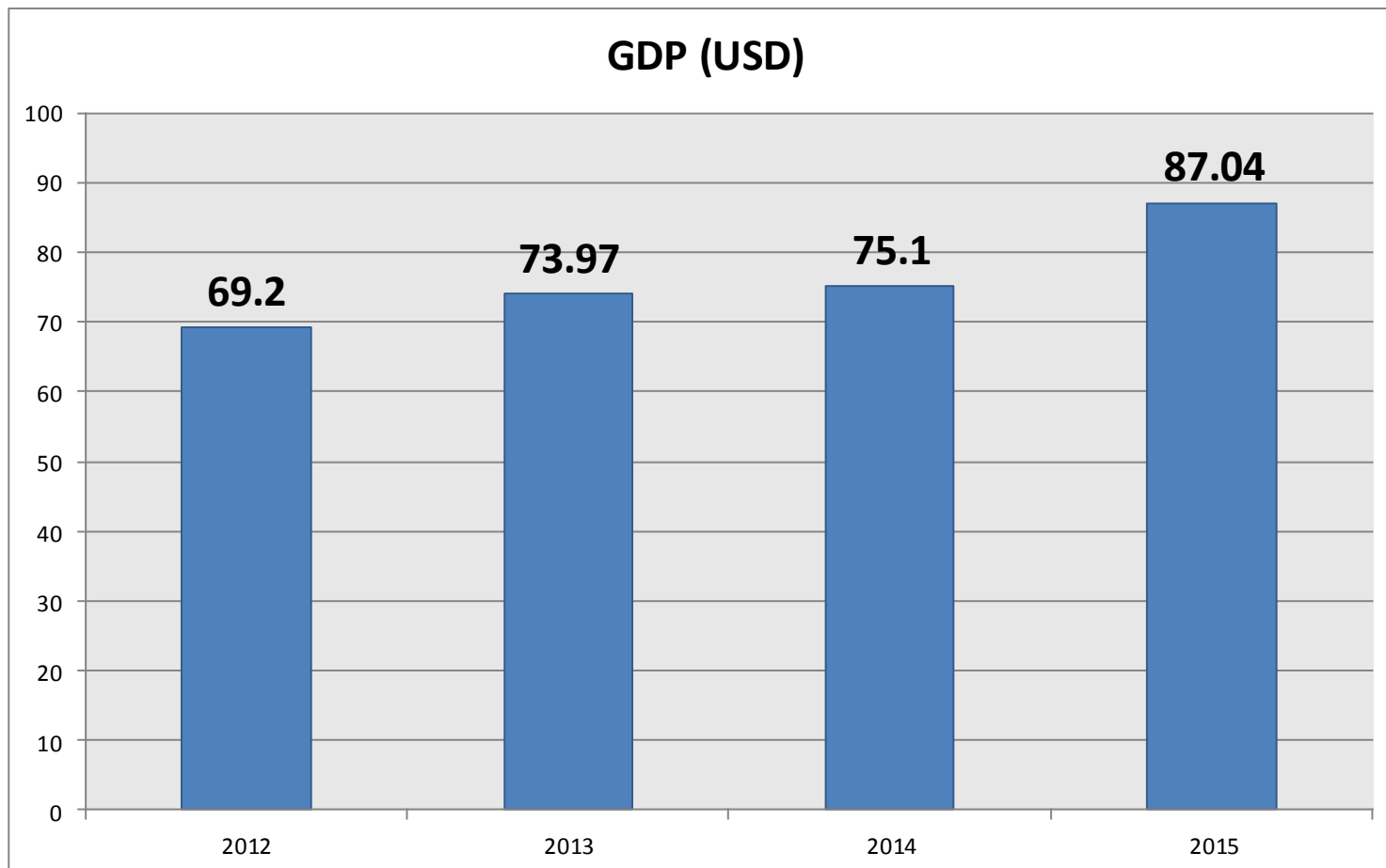
- **promotes**, facilitates and develops economic and commercial relations between Italy and other countries
- **supports** the internationalization process of Italian firms, particularly small and medium size companies (SMMEs), along with their aggregations/clusters, promoting their stable presence on foreign markets
- **offers** information, assistance & consultancy services
- **promotes** cooperation in manufacturing, agri-business, distribution services
- **organizes** training programs for young professionals, entrepreneurs and foreign officials
- **promotes** inward and outward FDIs
- **supports** the internationalization of innovative start-ups

ITALY

PARTNER COUNTRY OF AZERBAIJAN

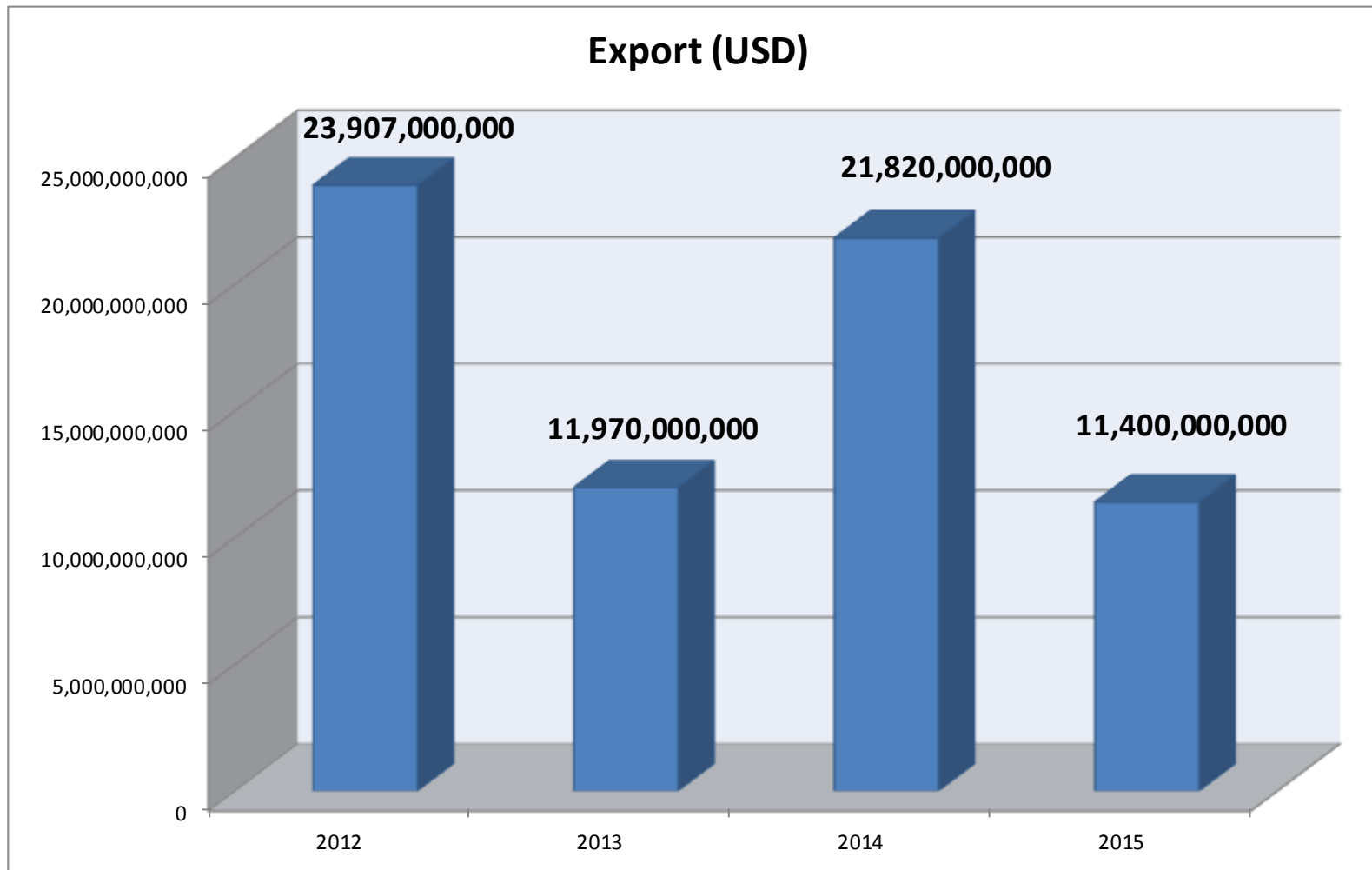
Trade Turnover of 2015

4,99 billion Euro



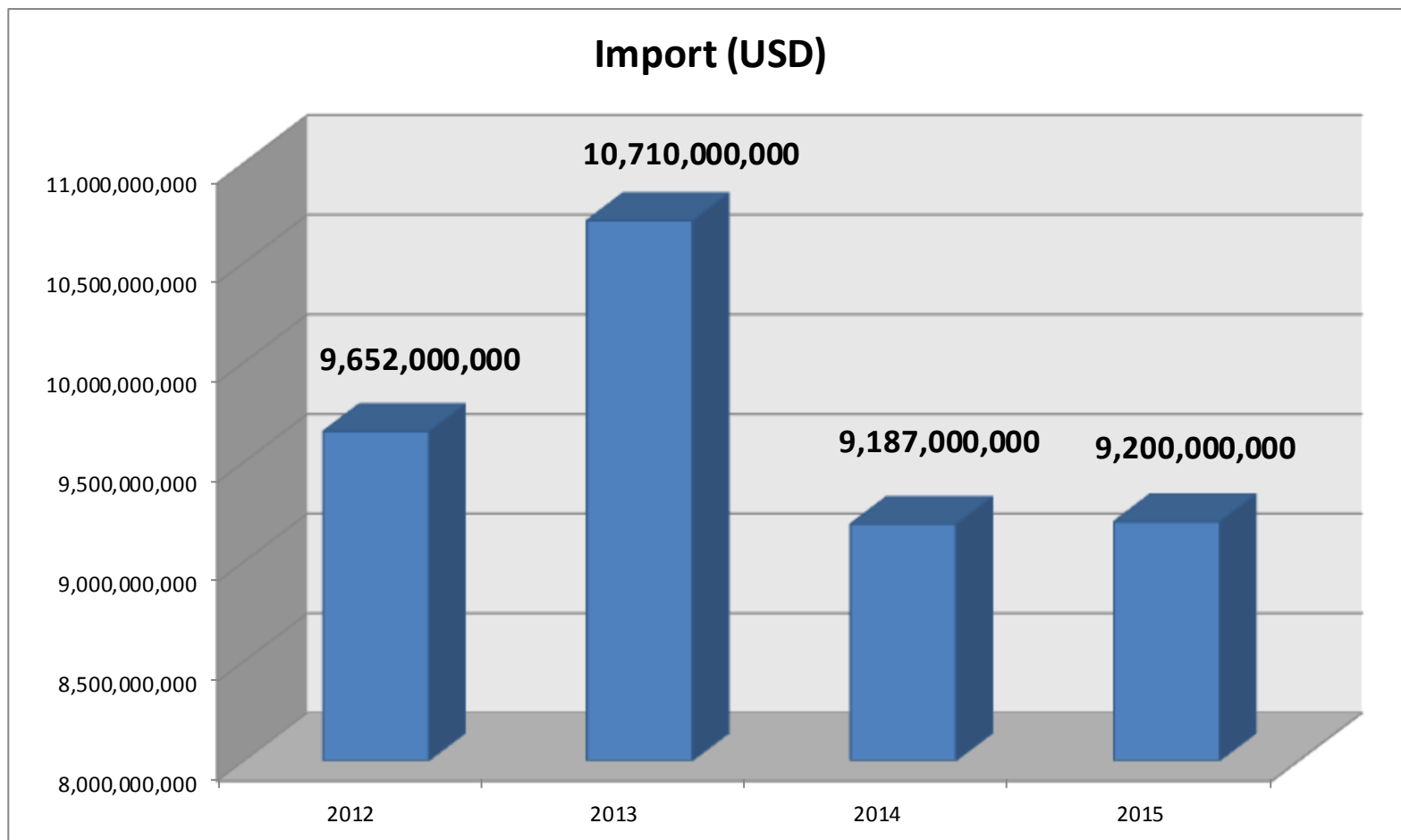
Sources: National Statistics Committee of Azerbaijan

EXPORT TREND - 2012-2015



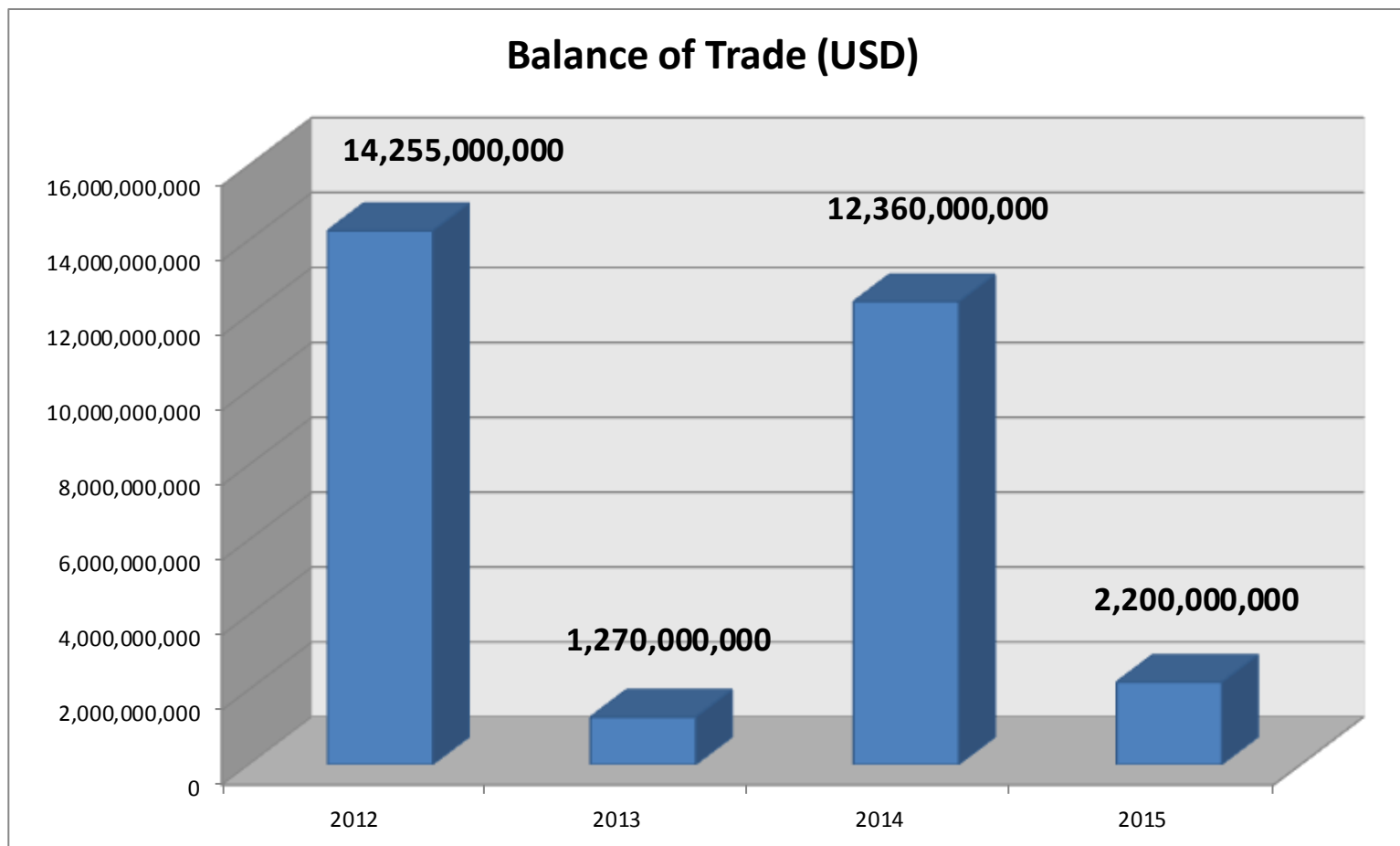
Sources: National Statistics Committee of Azerbaijan

IMPORT TREND - 2012-2015



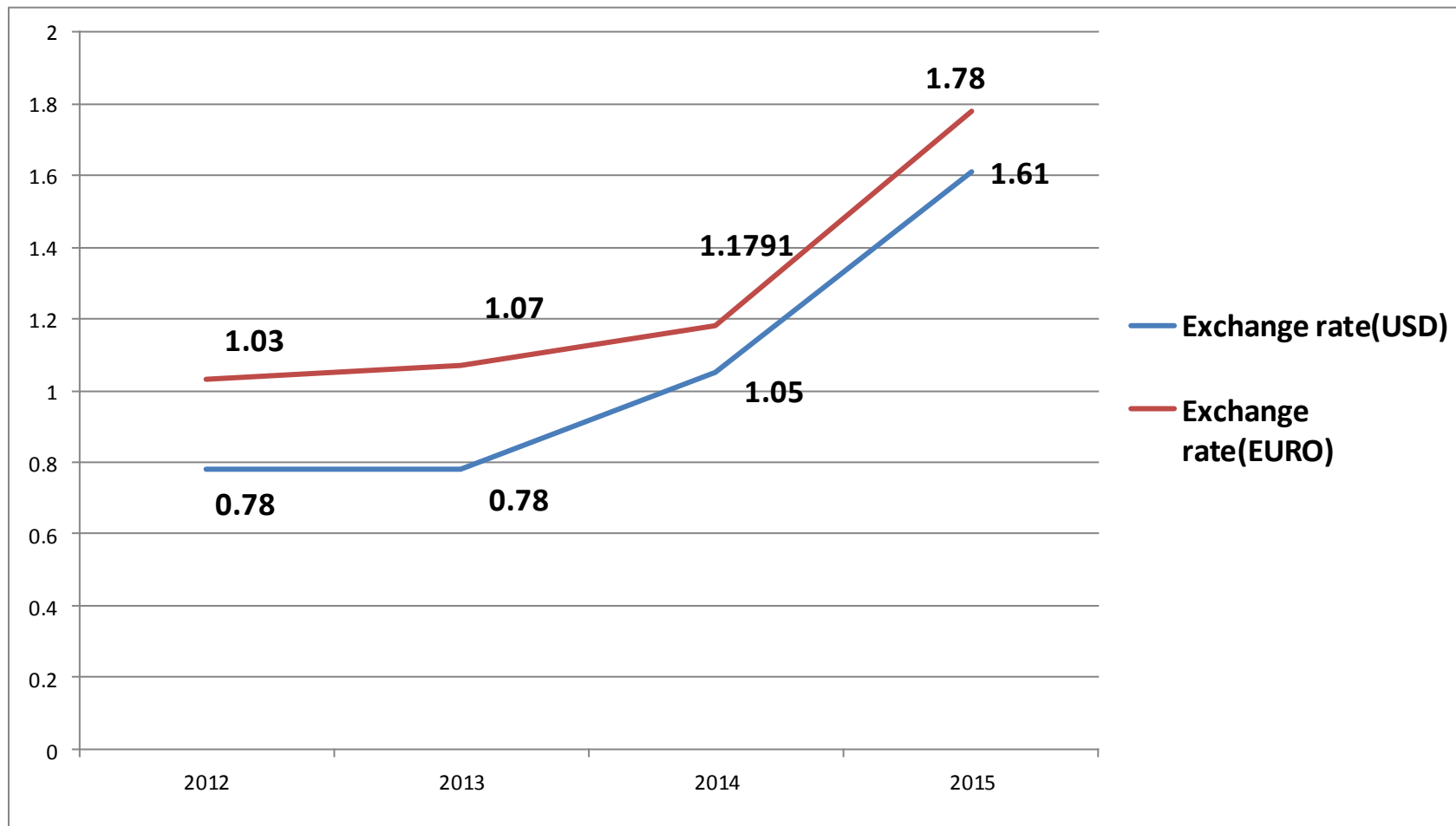
Sources: National Statistics Committee of Azerbaijan

Azerbaijan-World



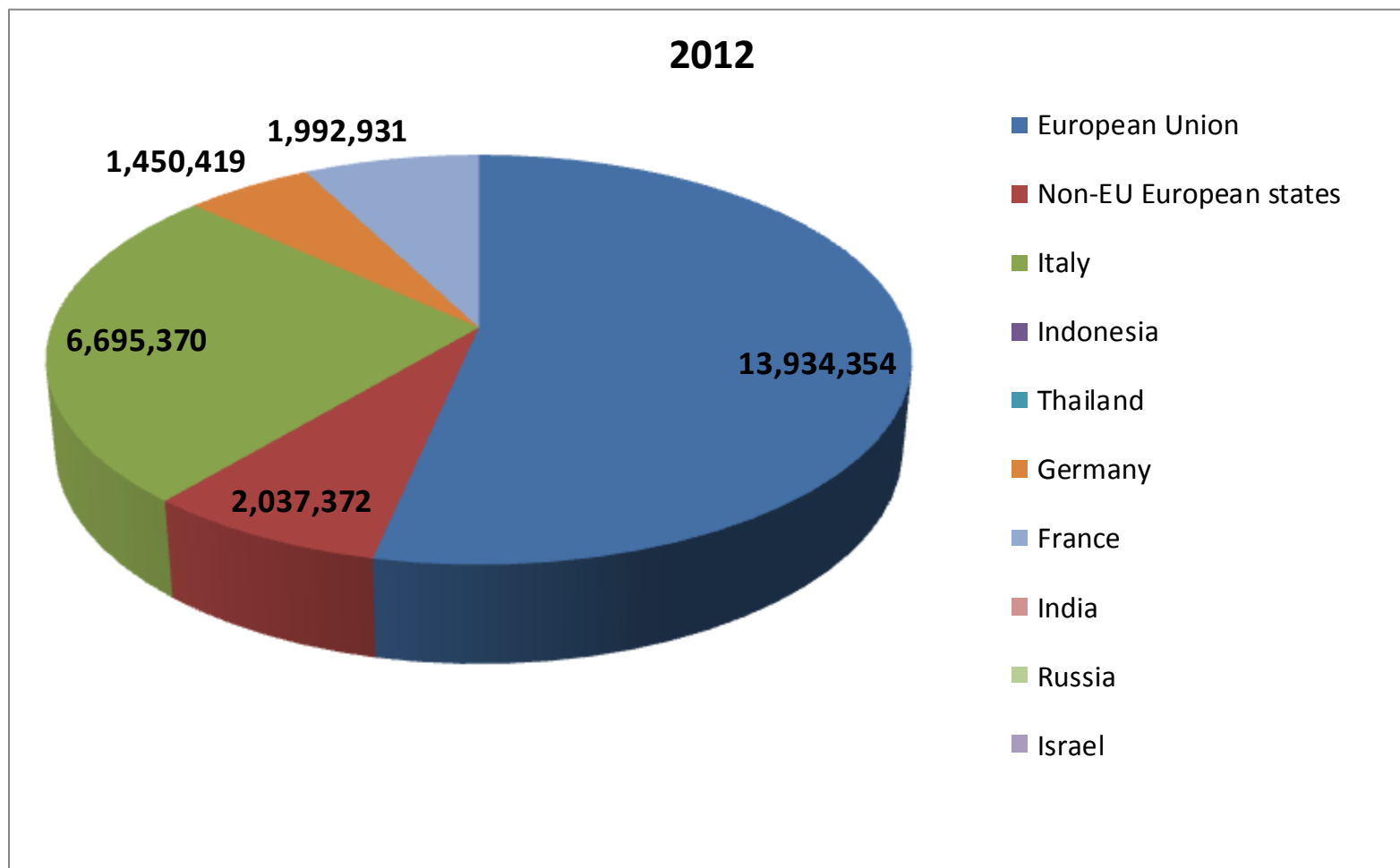
Sources: National Statistics Committee of Azerbaijan

EXCHANGE RATE USD & EURO – Trend 2012-2015



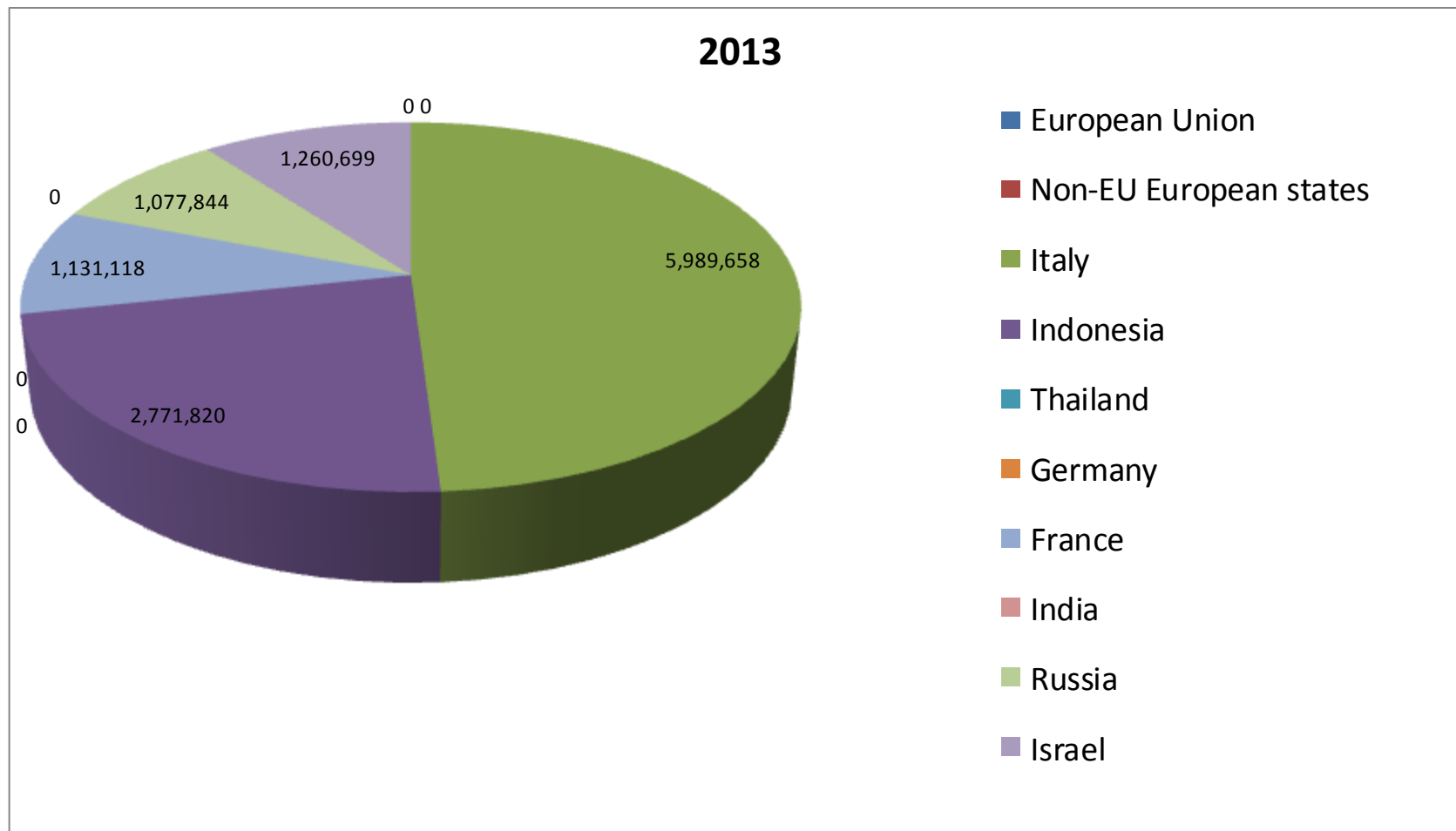
Sources: National Statistics Committee of Azerbaijan

Export by Country (in Usd)



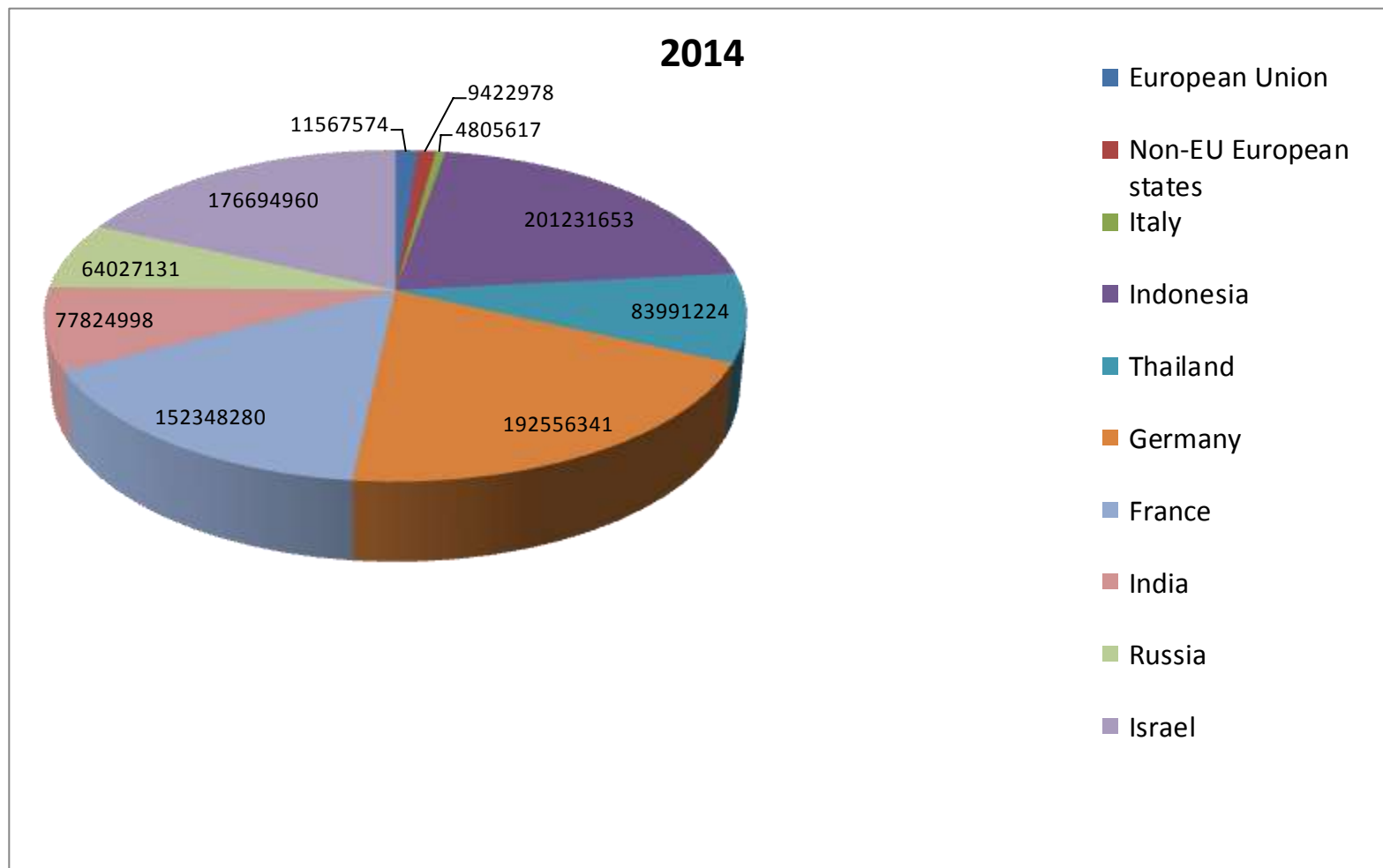
Sources: National Statistics Committee of Azerbaijan

Export by Country (in Usd)



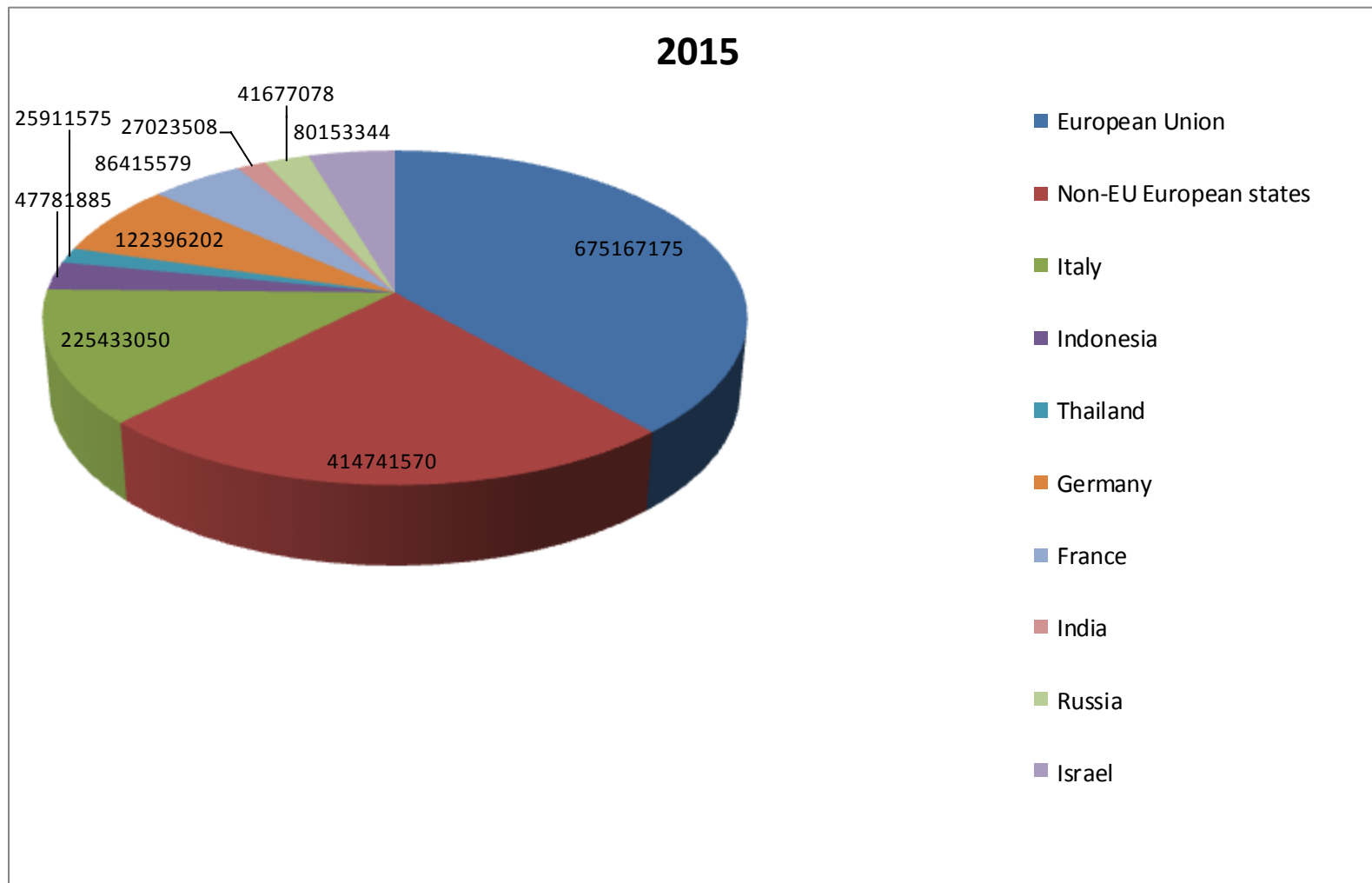
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Export by Country (in Usd)



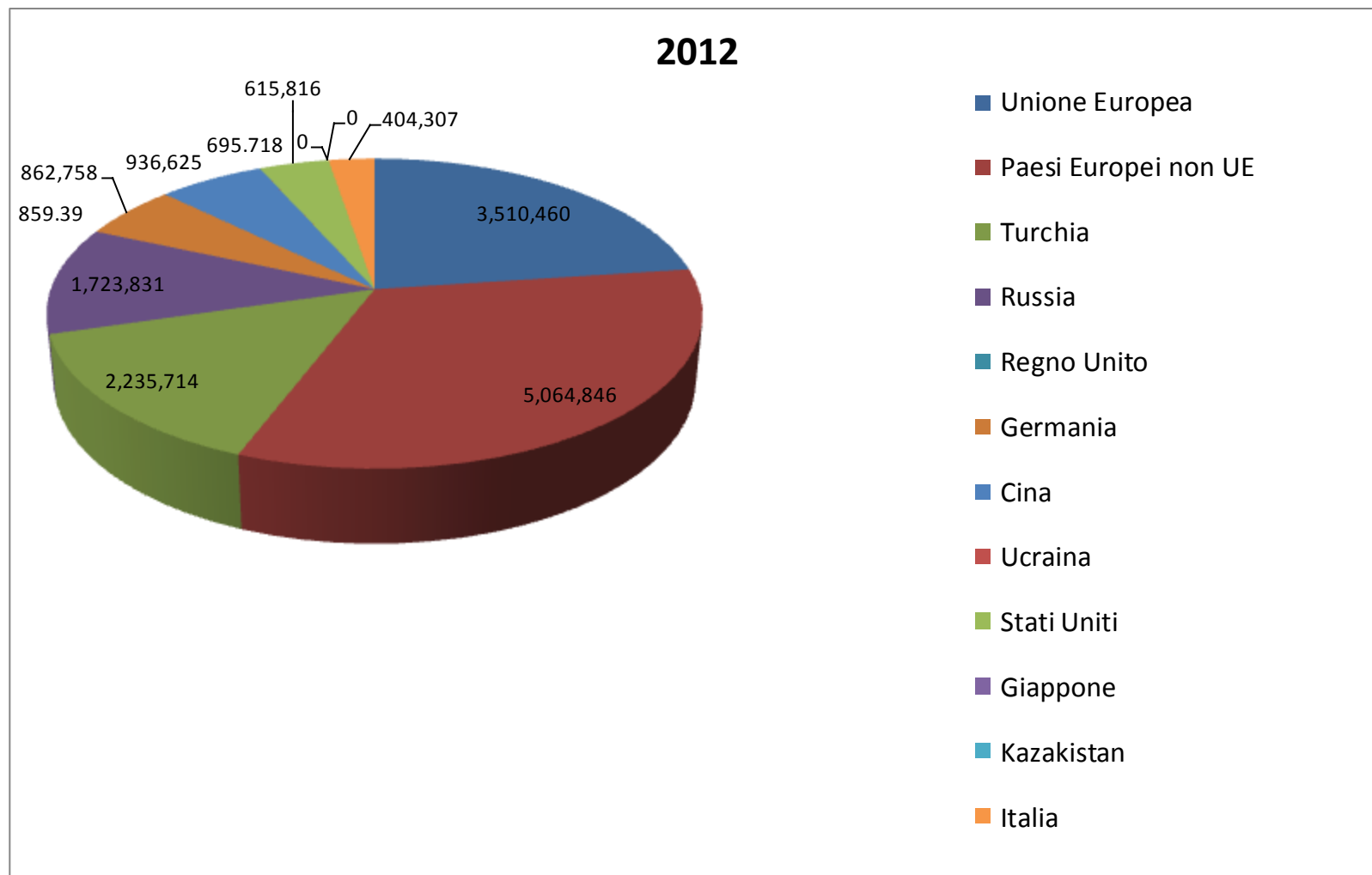
Sources: National Statistics Committee of Azerbaijan

Export by Country (in Usd)



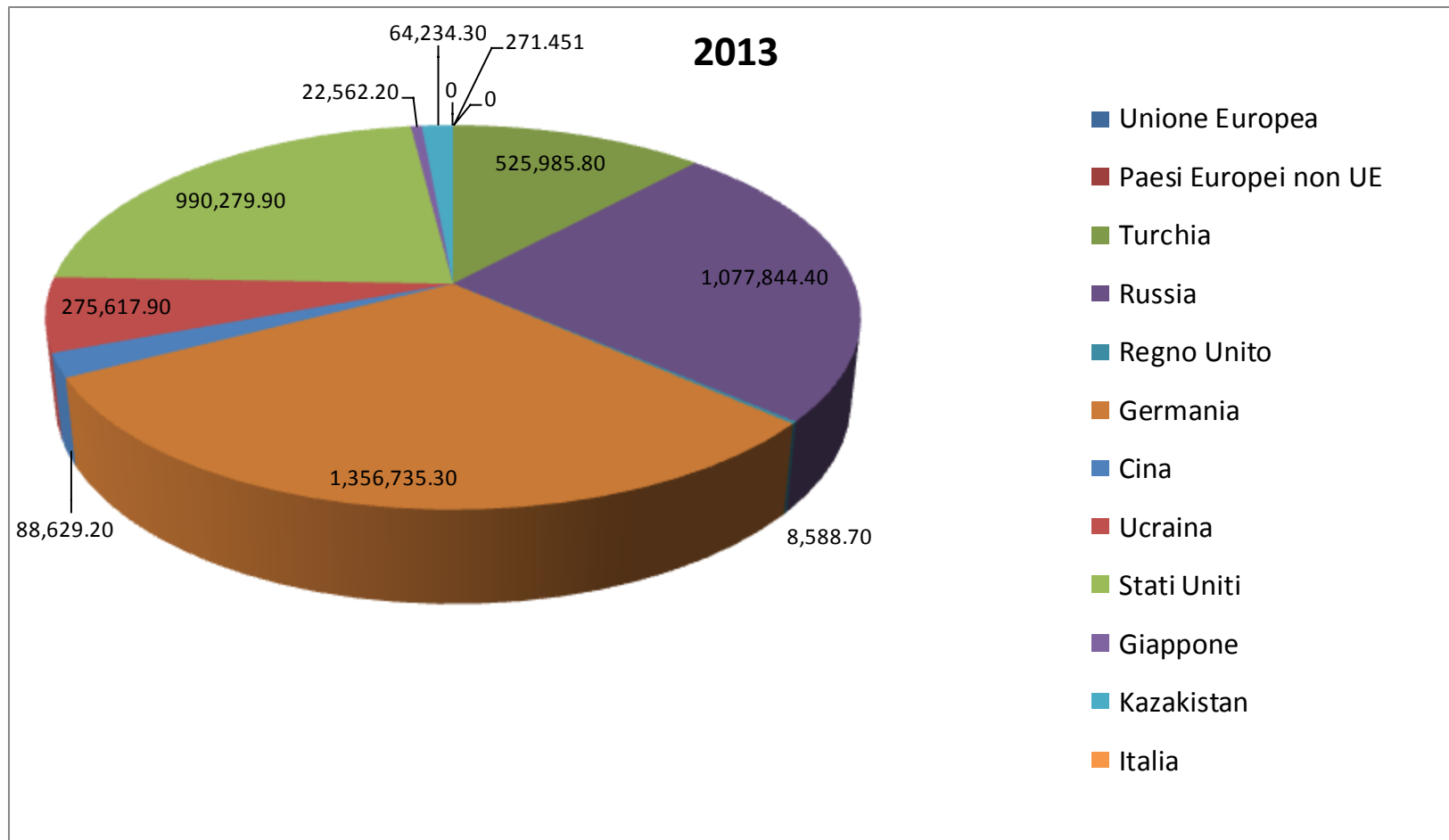
Sources: Based on data from the National Statistics Committee of Azerbaijan

Import from Azerbaijan, USD



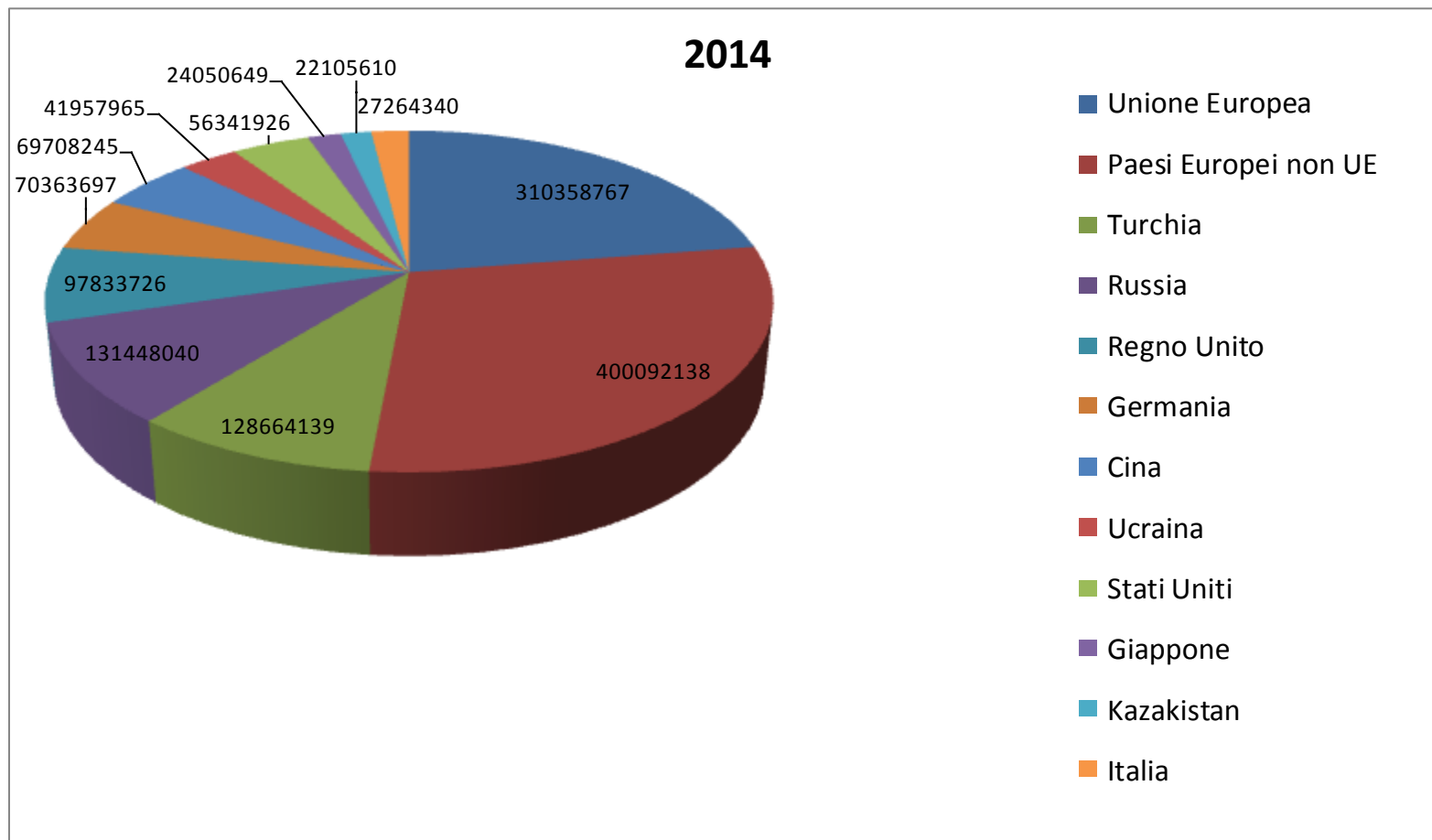
Sources: Based on data from the National Statistics Committee of Azerbaijan

Import from Azerbaijan, USD



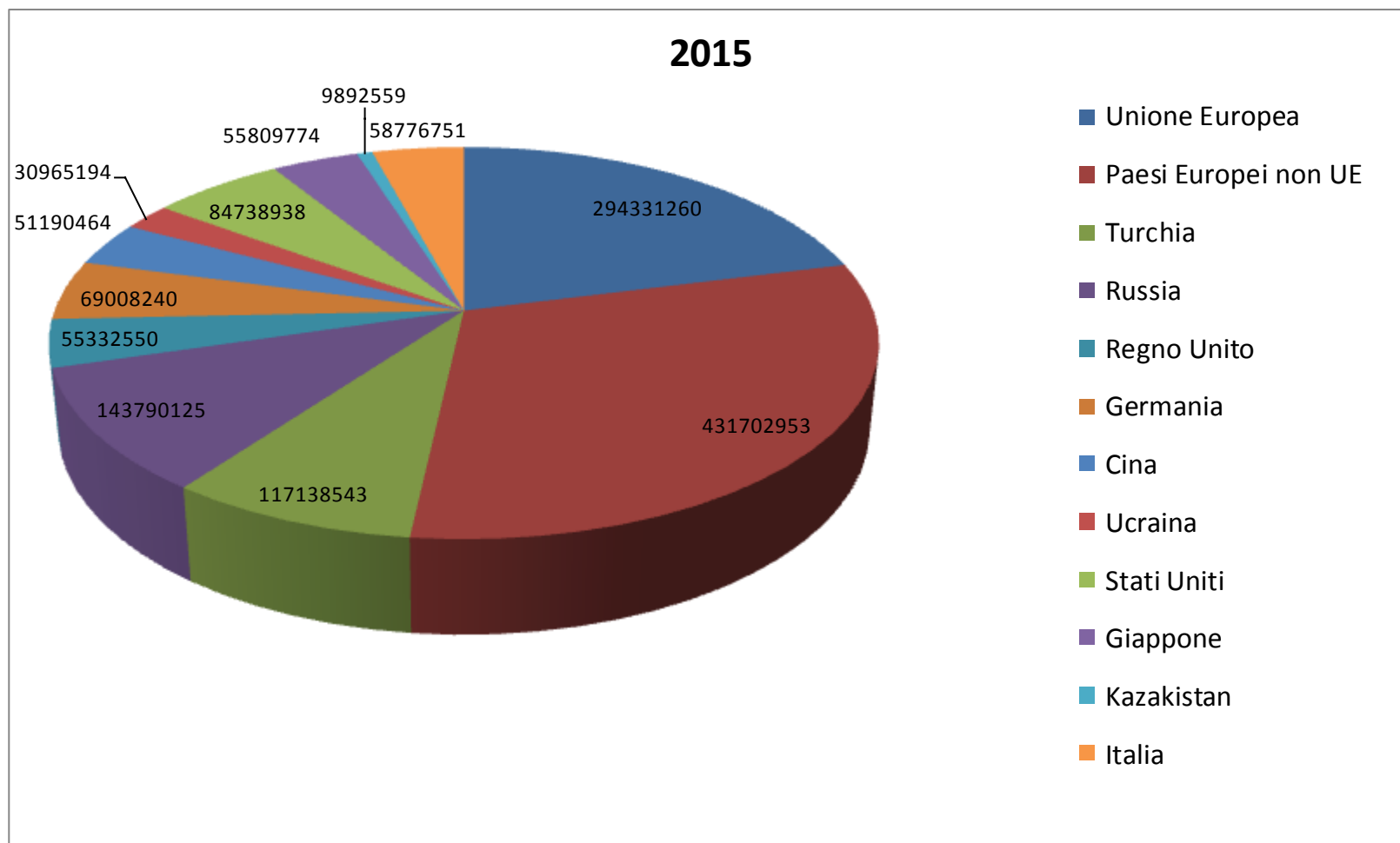
Sources: Based on data from the National Statistics Committee of Azerbaijan

Import from Azerbaijan, USD



Sources: Based on data from the National Statistics Committee of Azerbaijan

Import from Azerbaijan, USD



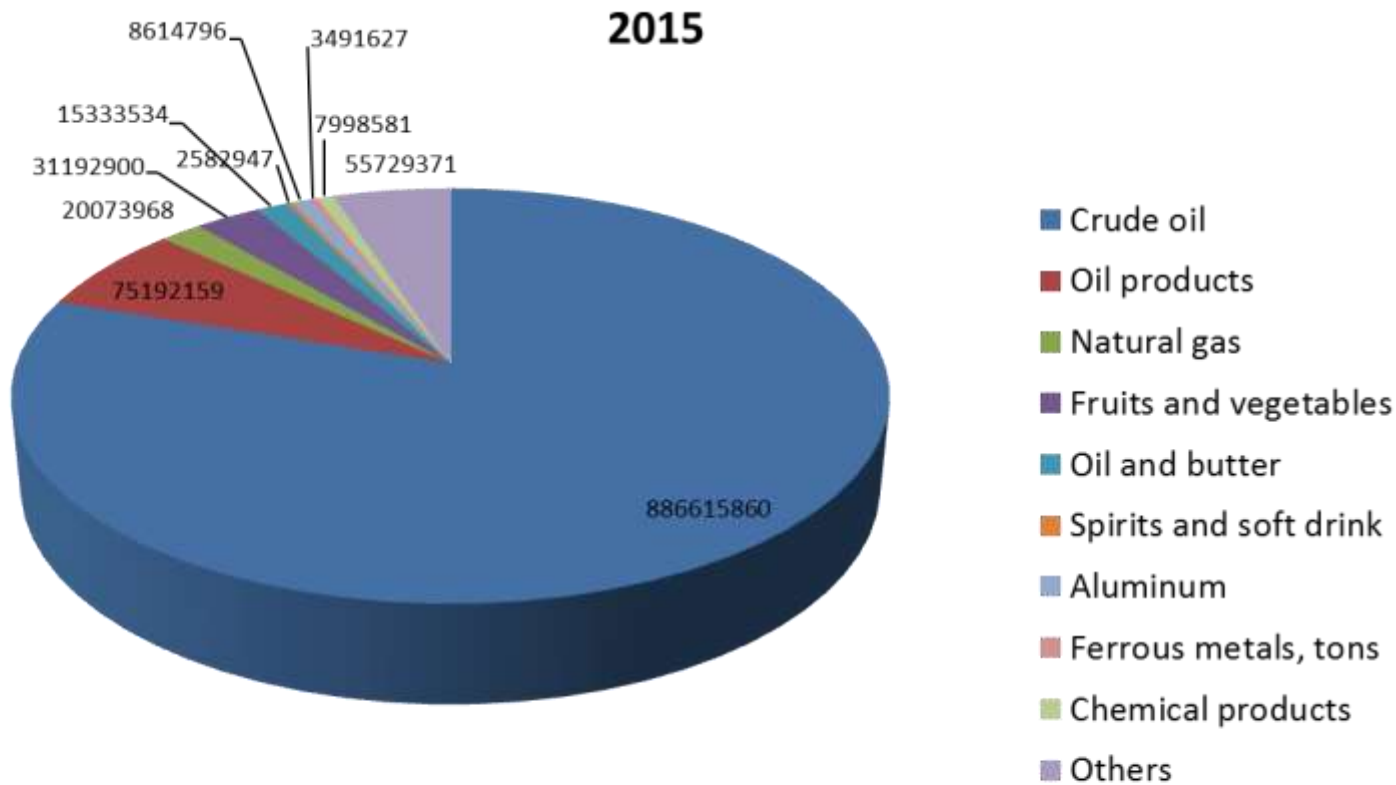
Sources: Based on data from the National Statistics Committee of Azerbaijan

World Trade of Azerbaijan, USD

AZERBAIJAN /World	2012	2013	2014	2015
Import	9.652.870.6	6.181.753,25	9 187 696,87	9 221 402,86
Export	23.907.983.7	13.863.936.1	21 828 608,88	11 424 477,34
Trade	33.560.853,7	20.045.689,35	31.016.305,75	20.645.880.2
Balance	14.255.113.10	7.682.182,85	12.640.912,01	2203074.48

Sources: Based on data from the National Statistics Committee of Azerbaijan

Principal Products Exported from Azerbaijan



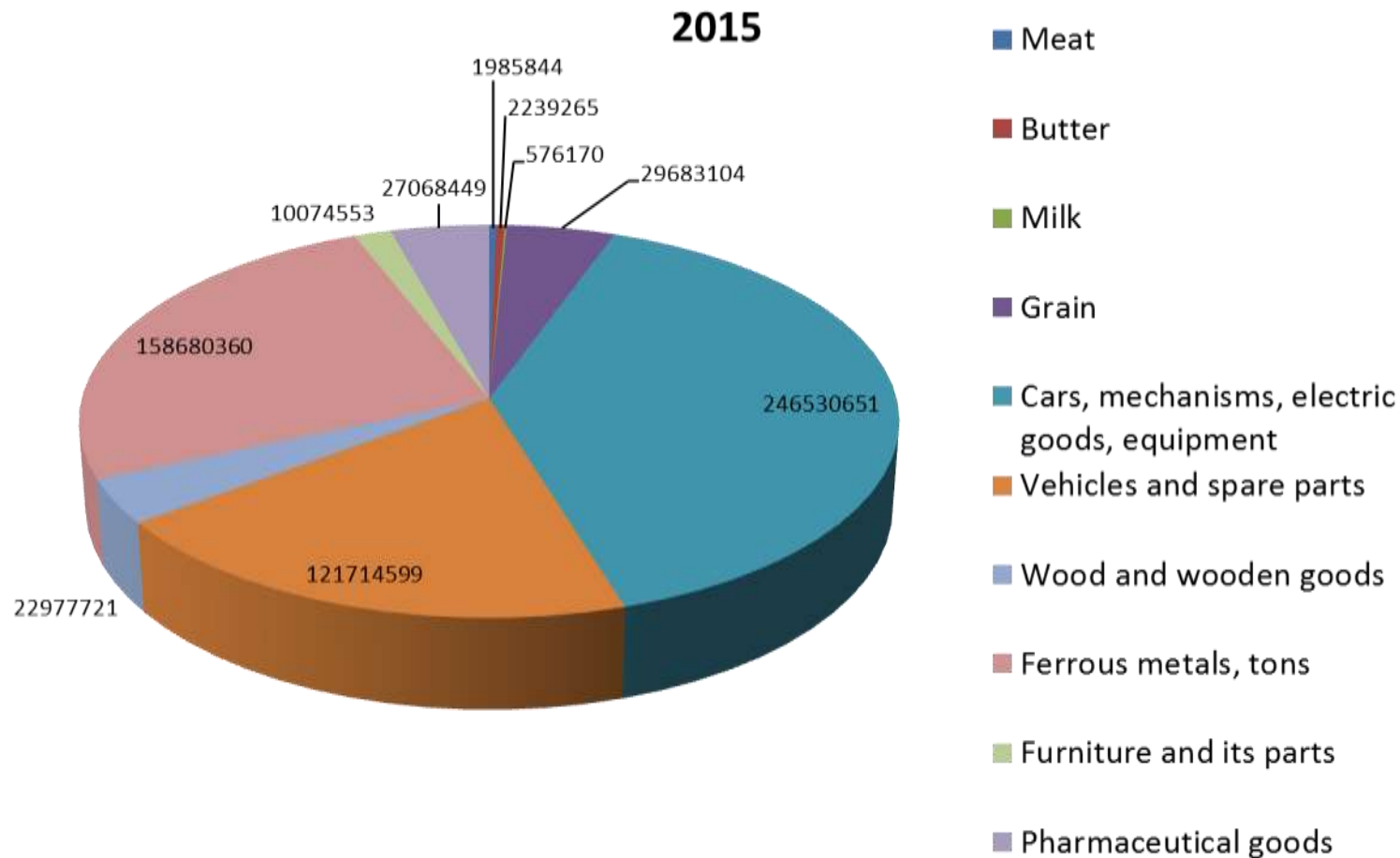
Sources: Based on data from the National Statistics Committee of Azerbaijan

Principal Products Imported to Azerbaijan

Name of products	2015		Compared to 2014, %
	cost, thousand dollars	Share in export volume, %	
Meat	19 858,44	0,22	102,04
Butter	22 392,65	0,24	89,15
Milk	5 761,70	0,06	76,56
Grain	296 831,04	3,22	100,98
Cars, mechanisms, electric goods, equipment	2 465 306,51	26,73	95,43
Vehicles and spare parts	1 217 145,99	13,2	144,57

Sources: Based on data from the National Statistics Committee of Azerbaijan

Principal Products Imported to Azerbaijan

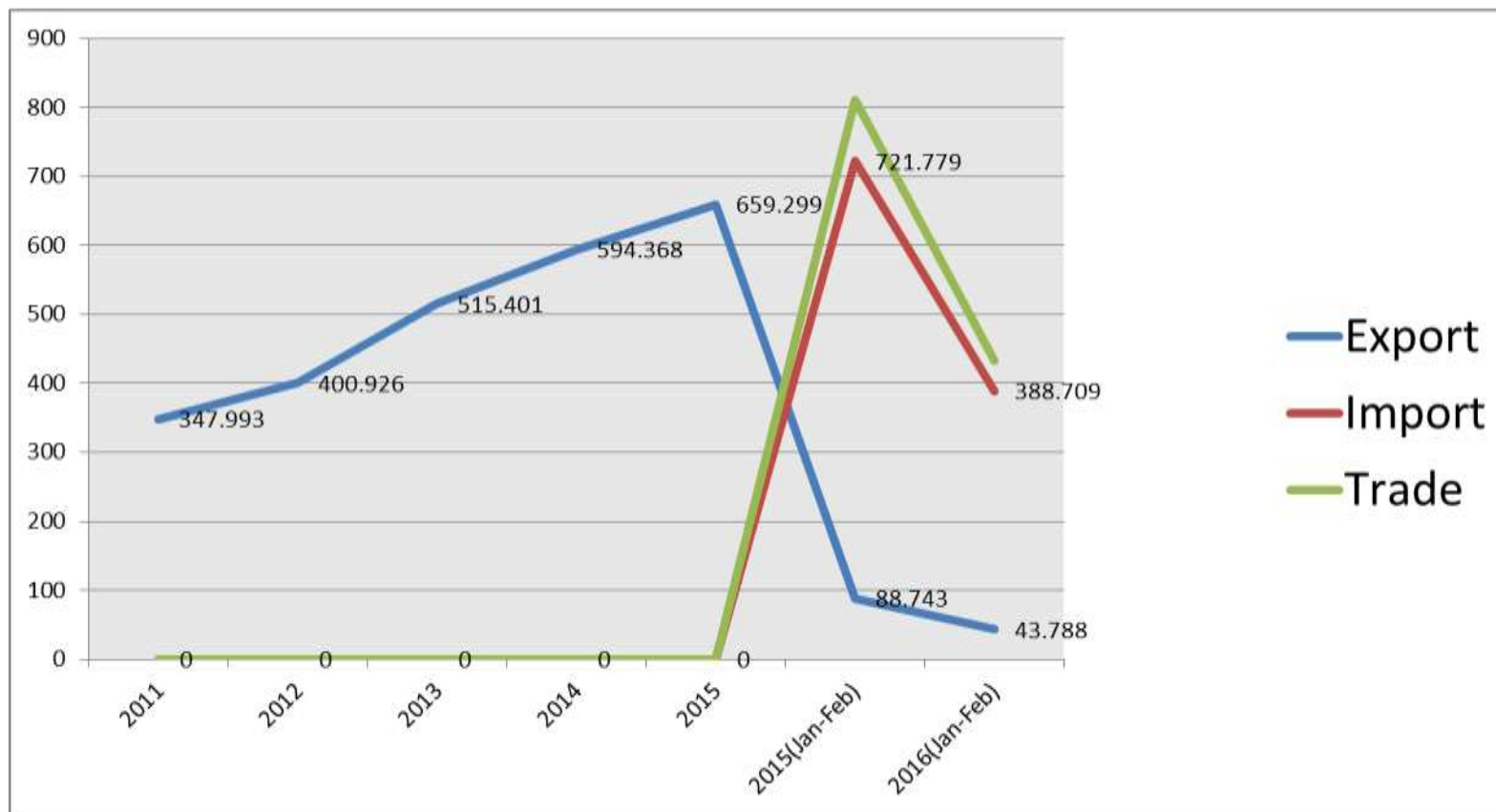


Sources: Based on data from the National Statistics Committee of Azerbaijan

Trade: Italy - Azerbaijan, Euro

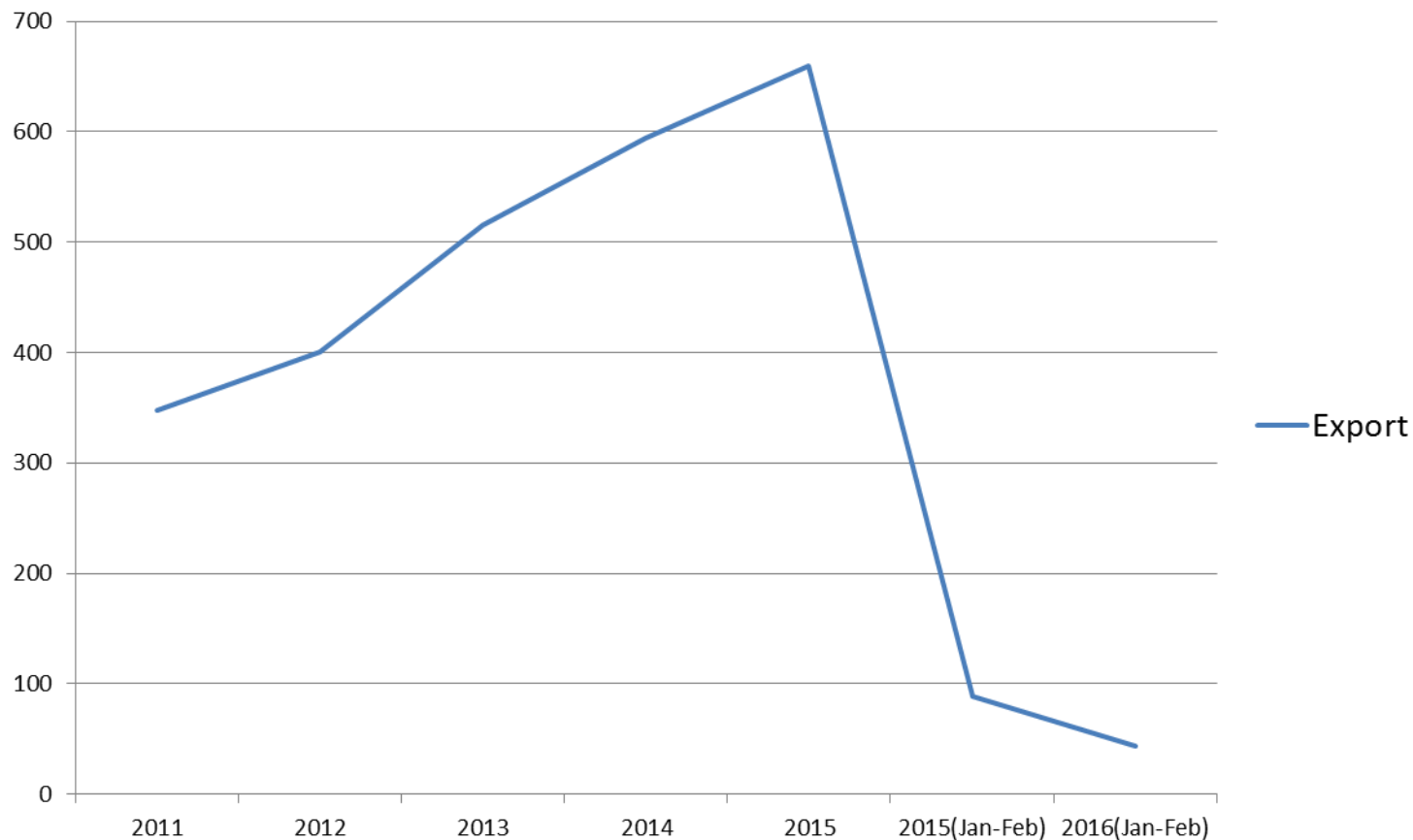
	2011	2012	2013	2014	2015	2015 (Jan-Feb)	2016 (Jan-Feb)
Export	347.993	400.926	515.401	594.368	659.299	88.743	43.788
Import	8.237.134	7.150.675	6.891.831	5.487.340	4.331.144	721.779	388.709
Trade	8.585.127	7.551.601	7.407.232	6.081.708	4.990.443	810.522	432.497

Trade: Italy - Azerbaijan, Euro



Sources: ICE Based on data from ISTAT

Export from Italy, Euro



The volume of exports from Italy to Azerbaijan during 2011-2015 increased by 89%

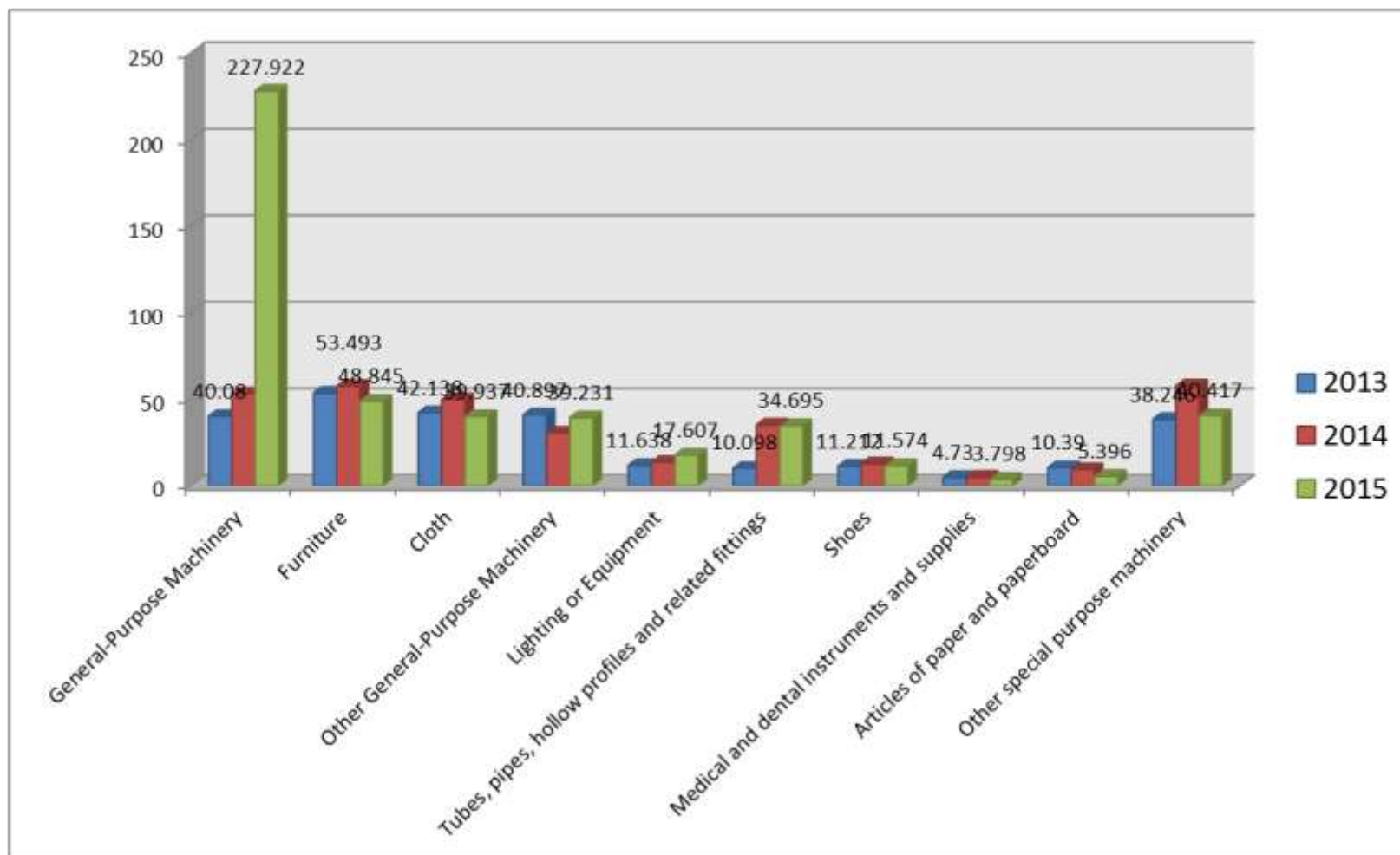
Sources: ICE - Based on data from ISTAT

ITALY'S EXPORT – MAIN PRODUCTS

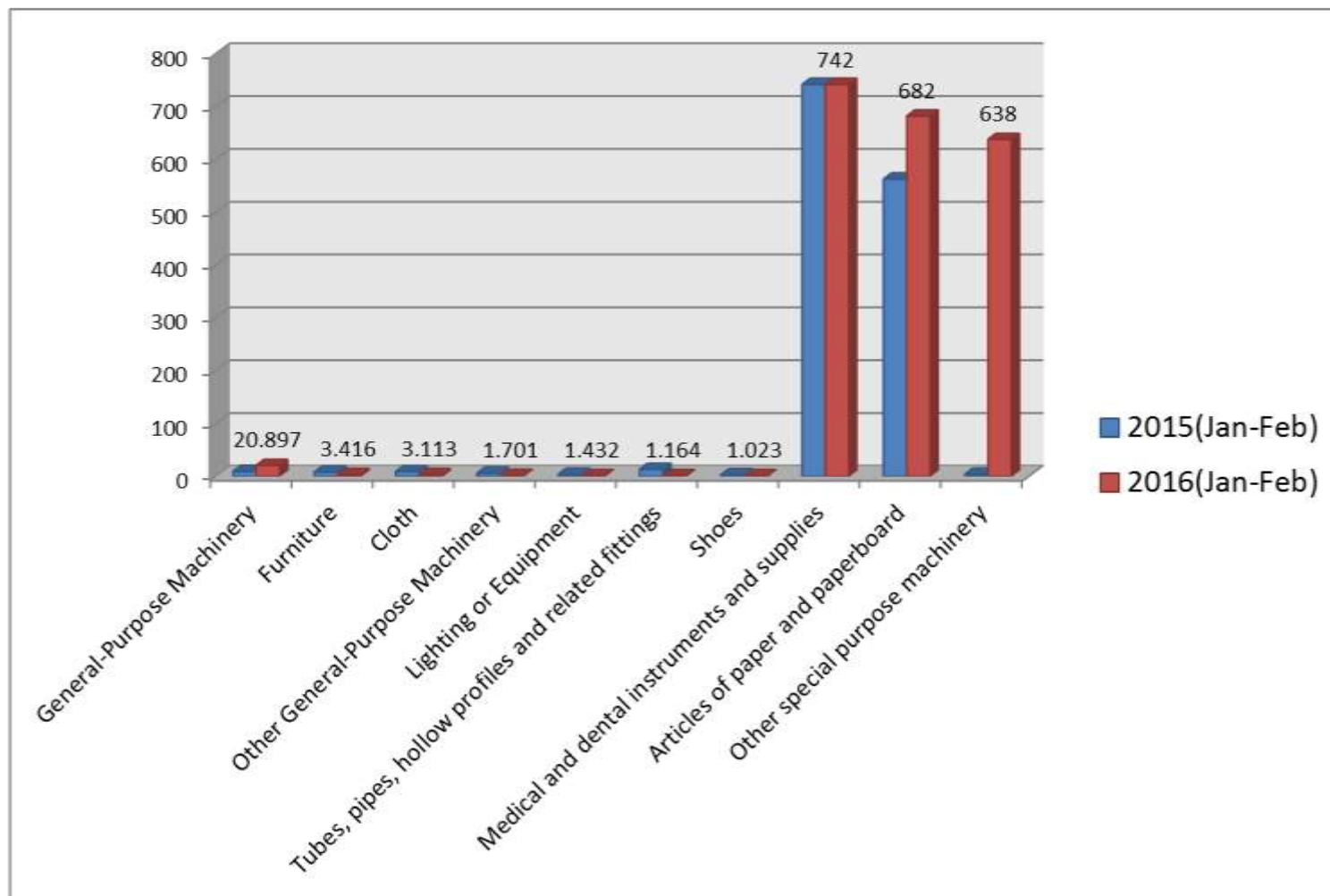
	2013	2014	2015	2015 (Jan-Feb)	2016 (Jan-Feb)
General-Purpose Machinery	40.080	53.043	227.922	9.389	20.897
Furniture	53.493	57.424	48.845	8.231	3.416
Cloth	42.138	49.624	39.937	8.965	3.113
Other General-Purpose Machinery	40.897	30.451	39.231	5.868	1.701
Lighting or Equipment	11.638	13.483	17.607	3.986	1.432
Tubes, pipes, hollow profiles and related fittings	10.098	35.021	34.695	13.302	1.164
Shoes	11.212	12.600	11.574	2.779	1.023
Medical and dental instruments and supplies	4.730	4.911	3.798	742	742
Articles of paper and paperboard	10.390	9.311	5.396	563	682
Other special purpose machinery	38.246	57.609	40.417	4.041	638

Sources: ICE - Based on data from ISTAT

ITALY'S EXPORT – MAIN PRODUCTS



ITALY'S EXPORT – MAIN PRODUCTS



Business opportunities

Priority sectors

- **Technology and Products in the energy and Oil&Gas sectors:** the petroleum sector is the main source of wealth of the country in which focus national and foreigners' investments.
- **Technology and products in the field of environment and energy:** the reclamation of some territories constitutes one of the greatest challenges that the country must deal with to improve the general state of health of the soil and of certain geographical areas
- **Technology and products in the agro-industrial and wine sector :** Italian technology in the industry maintains an important share of the market of Azerbaijan
- **Building industry, infrastructure and construction:** consisting for today the great opportunity for building, economy and of investments in the Country

Business opportunities

Priority sectors

- **Technology and products in the field of high technology:** Sumgayit Chemical Industrial Park, and Balakhani Industrial Park represent the flagship for the development of the industrial international cooperation and for the attraction of foreign investment.
- **Healthcare:** there are considerable opportunities' concentrated in the sector of the industry of medical, since the country must push on the process of development of equipment and techniques for the existing hospital structures, both public and private, reducing to a minimum the trips abroad for treatment of some pathologies
- **Agriculture:** Agriculture is the sector of major growth in 2015 among the sectors non-Oil&Gas(6%)

Business opportunities

Priority sectors

- **The Luxury Market:** for the international luxury brands Azerbaijan, despite the reduced dimensions, presents itself as the most interested country of the area. Fashion has represented the first platform for the entry of the Italian brands of luxury in the country. The capital of Azerbaijan, Baku, can boast the marks the most prestigious on a world scale, there are various Italian brand of international fame shops (Ferragamo, Ermenegildo Zegna, Emporio Armani, etc)

Following substantial GDP growth over the last decade, declining oil prices have had a major bearing on Azerbaijan's growth prospects. The World Bank forecasts GDP growth of Azerbaijan to be weaker in 2016. Looking forward, GDP is projected to pick up, albeit at a considerably slower pace, reaching 2.7% in 2018.



Following the fall in oil prices in 2015, the Azerbaijani government introduced several structural reforms with a significant focus on eliminating key impediments to growth of the non-oil sector in the country.



Italian Oil&Gas Companies operating in Azerbaijan

- Saipem
- Maire tecnimont
- Gruppo Trevi
- Tecnip Italia
- Valvitalia
- Foster-Wheeler Engineering
- Light House
- Mercurio

PROMOTIONAL PROGRAM 2015

Italy incoming

- February 2015 - 'MILANO UNICA'
- February 2015 - 'MICAM'
- February 2015 - 'CPM'
- March 2015 - 'MADE EXPO'
- March 2015 - 'Fiera Bologna Children's Book 2015'
- May 2015 - 'CEI PIEMONTE'
- May 2015 - 'Incoming buyer azeri luxury e design'
- May 2015 - 'Tari Mondo Prezioso'
- May 2015 - 'Incoming mission to Oroarezzo, Arezzo'
- May 2015 - 'Workshop occhialeria con incontri B2B 2015'
- May 2015 - 'International Book Forum 2015',
- May 2015 - 'EXPODENTAL 2015'
- June 2015 - 'Furniture Sector Mission'
- June 2015 - 'Oreficeria Zagabria'
- June 2015 - 'Carrara Marmotech
- June 2015 - 'Expo-rt Project', operatori azeri e georgiani
- June 2015 - 'Foreign Operators Mission'

- June 2015 - 'Expo-rt Project'
- June 2015 - 'Incoming Florovivaismo (Sardegna, Toscana, Lombardia)'
- July 2015 - 'EX-PORT Project - Incoming Vicenza e Milano'
- September 2015 – 'Incoming buyers e giornalisti at the MICAM'
- September 2015 - 'VICENZA ORO 2015'
- September 2015 - 'FLORMART'
- September 2015 - 'HAPPY BUSINESS in Pordenone'
- September 2015 - 'CERSAIE'
- October 2015 – 'MARMOMAC'
- October 2015 - 'SICAM'
- October 2015 - 'SALONI WORLDWIDE- MADE'
- October 2015 - 'HOMI MOSCA'
- October 2015 - 'Incoming of the operators e journalists to the Napoli for Moda Event '
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- February 2015 - 'SIMAC TANNINGTECH'
- February 2015 - 'Scouting Mission of Associazione Nazionale Calzaturieri Italiani'
- March 2015 - 'Federlegnoarredo'
- April 2015 - 'Mission FVG'
- October 2015 - 'Master Class , Architettura Sport e Benessere'
- October 2015 - 'Workshop, B2B meetings'
- October 2015 - Networking Dinner with Fashion Show
- October 2015 - 'Master Class'
- November 2015 - Mission 'Veneto Promozione in Azerbaijan'
- Dicember 2015 - Mission 'CCIAA di Udine in Azerbaijan'

Participation of Italian Trade Agency at Exhibitions held in Azerbaijan, 2015

- October 2015 - 'Baku Build 2015'
- June 2015 - 'Caspian Oil & Gas'

PROMOTIONAL PROGRAM 2016

Italy incoming

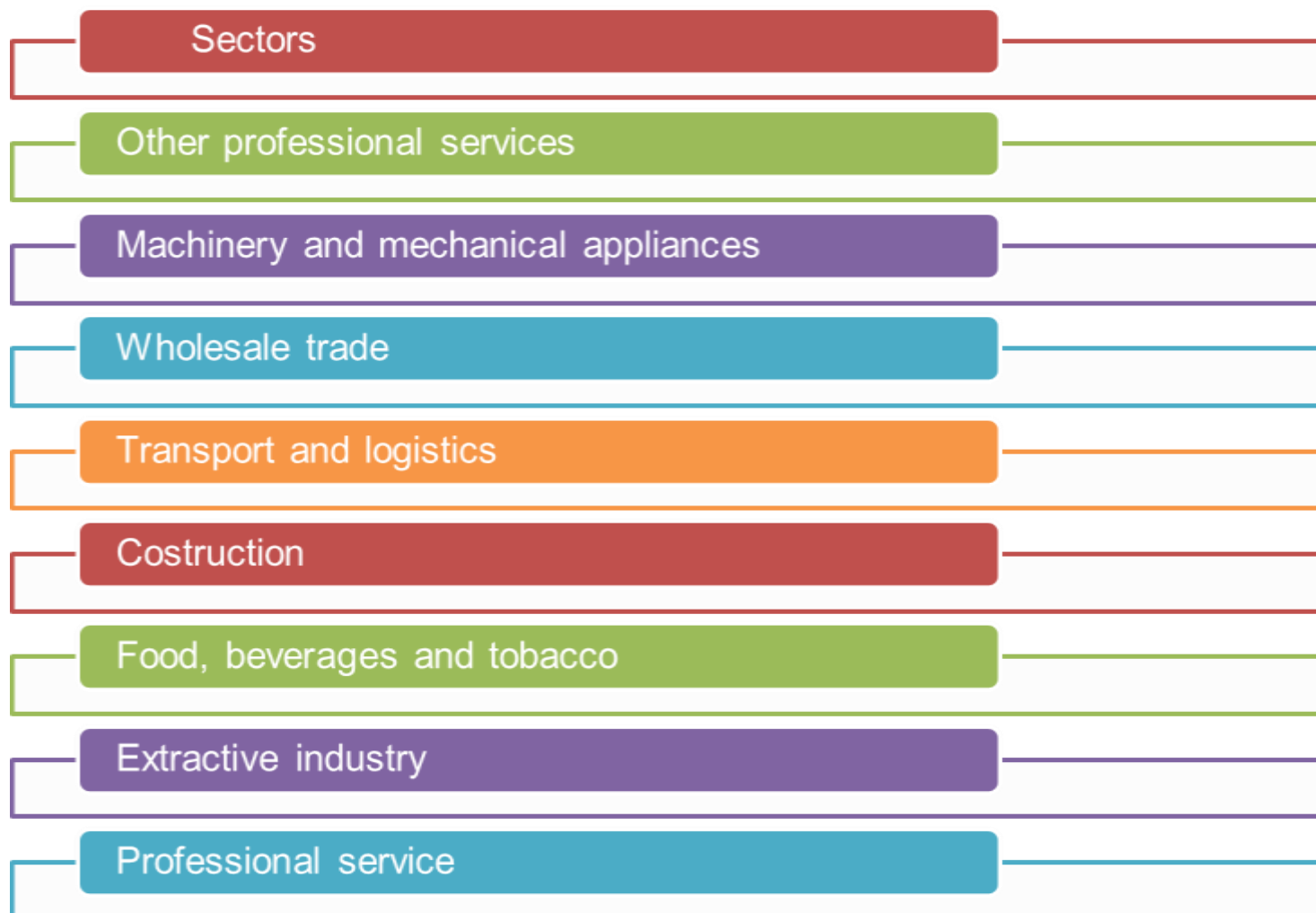
- January 2016 – ‘Vicenza Ora’
- February 2016 – ‘Milano UNICA’
- February 2016 - ‘The Micam’
- February 2016 - ‘Fiera Del Fuoco’
- March 2016 - ‘Mexpocomfort’
- March 2016 - ‘Cosmoprof Worldwide Bologna’
- April 2016 - ‘VinItaly’
- May 2016 - ‘Build Made in Veneto 2’
- May 2016 - ‘OROAREZZO’
- May 2016 - ‘Fiera del Libro per Ragazzi’
- May 2016 - ‘Carrara Marmotec’
- May 2016 - ‘Expodental Meeting’
- May 2016 - ‘Incoming buyer azeri luxury e design’
- June 2016 - ‘Design Export Lab’
- June 2016 - ‘Jewelry Exhibition in Zagabreb’
- June 2016 - ‘Eyewear exhibition Ljubljana’
- June 2016 - ‘La Bellezza Made in Sud II Edizione

Trade & Economic Mission to Azerbaijan

- March 2016 – ‘Baku Glass’
- April 2016 - ‘Fiera Cosmoprof’
- May 2016 - ‘Federlegno’, Azerbaijan
- May 2016 - ‘Federlegno’, Georgia

International Exhibitions held in Azerbaijan, 2015

- June 2016 – ‘Caspian Oil & Gas’



Main exhibitions in Azerbaijan



April 7-9, 2016

15th International
Travel and Tourism Fair



7-9 April 2016

10th Caucasus International
Hospitality Exhibition



11-13 May 2016

3rd Caspian International
Boat and Yacht Show

Main exhibitions in Azerbaijan



19-21 2016

**22nd Azerbaijan International
Food Industry Exhibition**



11-13 May 2015

**15th International
Transport, Transit and
Logistics Exhibition**



11-13 May 2015

**6th Caspian International
Road Infrastructure and
Public Transport Exhibition**

Main exhibitions in Azerbaijan



19-21 May 2016

Caspian International Exhibition
**"Packaging, Tare, Label and
Printing"**



1- 4 June 2015

23rd International
**Caspian Oil and Gas
Exhibition**

Main exhibitions in Azerbaijan



19-21 September 2016

**22nd Azerbaijan International
Healthcare Exhibition**



19 - 21 September 2016

**11th Azerbaijan International
Stomatology Exhibition**

Main exhibitions in Azerbaijan



19-21 September 2016

**10th Azerbaijan International
Beauty and Esthetic Medicine
Exhibition**



19-22 October 2016

**22nd Azerbaijan International
Construction Exhibition**

19-22 October 2016



**9th International
Exhibition for Heating,
Ventilation, Air - Conditioning,
Water Supply, Sanitary,
Environmental Technology,
Swimming Pool and
Renewable Energies**

Main exhibitions in Azerbaijan



19-22 October 2016

9th Caspian International
**Protection, Security and Rescue
Exhibition**



November 30 - December 3 2016

22nd Azerbaijan International
**Telecommunications and
Information Technologies
Exhibition and Conference**

Baku Expo Center



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Thank you for your kind attention

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