



## NEWSLETTER - APRIL 2010

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## FIAT TO SEPARATE DIVISIONS, ELKANN NEW CHAIRMAN

At a much awaited event on 22 April, Fiat and Chrysler CEO Sergio Marchionne, announced in Turin that Fiat SpA, Italy's biggest car maker, will separate its agricultural and truck-making units from car-making by the end of the year and aims to double revenue at the auto division by 2014.

The spinoff will separate CNH Global NV, Iveco and the industrial and marine operations under Fiat Powertrain into a new company called Fiat Industrial SpA, leaving Fiat Auto and car components businesses, including engines, in Fiat, according to the Turin-based company. Fiat Chief Executive Officer Sergio Marchionne will run the car business.

The separation would give Marchionne, who is also CEO of Chrysler Group LLC, an entity to facilitate future alliances. Revenue at Fiat Auto will probably rise to 51 bn euros (\$68 bn) in 2014 from 26.3 bn euros last year, the company has forecast.

The aim is to unveil 34 brand new models before 2012, leading to a combined output from the Fiat Group and Chrysler of 6 m units by 2014. By comparison, the entire VW Group sold 6.3 m cars in 2009.

Meanwhile, Vice-Chairman John Elkann, heir to the Agnelli family, will succeed Luca Cordero di Montezemolo as chairman. Elkann, grandson of former Chairman Giovanni Agnelli, is currently Fiat vice-chairman and head of the family's holding company.

Elkann will also become chairman of the automotive operations, while Marchionne will be chairman of Fiat Industrial. The individual units will retain their management. Marchionne says the separation will make it easier to seek future opportunities through alliances and partnerships.

Marchionne says he doesn't expect alliances for Amsterdam-based CNH, the maker of Case and New Holland agricultural equipment.

Fiat forecast group sales will total 93 bn euros by 2014. The new Fiat, without industrial units, will probably have revenue of 64 bn euros by then. Fiat Industrial's sales will reach 29 bn euros. Trading profit at Fiat group may reach 7.2 bn euros by 2014, compared to as much as 1.2 bn euros forecast for this year.

Cost savings and sales growth stemming from Fiat's partnership with Chrysler, the third-largest US carmaker, will reach 1.5 bn euros by 2014, with combined car sales totalling 6 m vehicles, according to the Italian company. Fiat plans to merge Chrysler with its Lancia brand while positioning the US division's Jeep sports utility vehicle unit as a global brand.

Marchionne says he expects Fiat's stake in Chrysler will rise to 35 per cent within 24 months from 20 per cent. There is no plan for a share swap between the two companies, he reveals.

In April, Fiat reported a first-quarter net loss of 25 m euros from a year-earlier loss of 410 m euros. Analysts had projected net income of 51.6 m euros. Fiat returned to a profit on the basis of earnings before interest, taxes and one-time gains or costs. Sales climbed 15 per cent to 12.9 bn euros.



Not surprisingly, Fiat is looking to the emerging markets of China, Russia and India to deliver much of that growth – targeting a 2-, 7- and 5-per cent market share respectively in each country by 2014.

Focusing exclusively on the Fiat brand, the highly successful 500 and 500C will both receive a major overhaul in 2012, while an all-new city car, possibly an all-new Uno, will appear in 2013. A new Panda is scheduled for 2011, while the Punto EVO will be replaced in 2013.

–*BLOOMBERG AND AUTOEXPRESS*

## ITALY'S SDF SEEKS BIGGER TRACTOR MARKET

Italy-based manufacturer of tractors and agricultural machinery Same Deutz-Fahr (SDF) Group is looking at becoming a significant player in the Indian tractor market over the next five years.

As part of this strategy, over the next two to three years, the company will strengthen its presence in the volume segment by introducing new products. It will also try to secure a larger share in the premium tractor segment (above 50-P segment), which is estimated at about 45,000 units a year.

While the company entered the premium segment last year with the launch of its new Deutz-Fahr Agrolux brand of tractors in the 50-70 HP platform, it has now launched a few more models including a new Agrolux 70HP four-cylinder tractor to further penetrate the premium segment.

“The premium high-HP tractor segment has been growing consistently since 2007 and this is where we are well positioned,” says Gopi Nambiar, CEO, Same Deutz-Fahr India, a wholly-owned subsidiary of SDF.

In line with its growth projections in the high-HP segment (above 40 HP), SDF intends to ramp up capacity at its Ranipet manufacturing complex, its tractor and engine production and export hub, about 110 km from Chennai in South India. It intends to increase capacity to 5,800 units in 2010, 7,500 in 2011 and 10,000 in 2012.

The company will also focus on cornering a bigger share in the high-volume segment (31-40 HP), which is currently estimated at about 180,000 units. While the company has launched a 35-HP tractor under the Same brand, it is also developing a lower-HP for customers in this segment in India.

“Both Indian and Italian engineers are engaged in developing lower-HP models, which are expected to be ready over the next two years,” says Shripad Shidore, member, Board of Directors, SDF India.

The company has been selling tractors in the 40–60 HP range under the Same brand while it sells its premium brand of tractors under the Agrolux name.

The Indian tractor industry is expected to grow to 420,000 units in 2014 from 370,000 units at present.

“While the tractor industry in Europe, the US, South America, Russia and Africa showed a decline in sales volume in 2009, India and China reported strong double-digit growth,” says Francesco Carozza, vice-president, overseas business, SDF.

–*FINANCIAL CHRONICLE*



## ITALY ARMS EXPORTS UP 61% THANKS TO SAUDI BUY

Italy's arms exports jumped 61.3 per cent to 4.9 bn euros in 2009, according to newly released government figures, thanks mainly to a hefty contribution from the sale of Eurofighter jets to Saudi Arabia.

Although the Eurofighter deal with Saudi Arabia was brokered by the UK government, Italian industry has a share in proceeds thanks to Italy's workshare on programme, alongside Germany, Spain and the UK.

The Italian government's annual report on defence sales does not specify the exact value of the work obtained by Italy on the Typhoon contract but notes that Saudi Arabia leapt to become Italy's No 1 export destination, worth 1.1 bn euros in sales. Italy's main Eurofighter contractor, Alenia Aeronautica, was the country's top exporter, worth 1.55 bn euros, 23 per cent of all exports.

Saudi Arabia's top ranking, as well as the overall leap in Italian exports, is due to the Typhoon contract, the report reveals.

Defence exports overall were up from 3 bn euros in 2008, which in turn were up 29 per cent over 2007. That figure was pushed by AgustaWestland's sale of A129 helicopters to Turkey, which accounted for half the 2008 total. The 2007 total showed an increase of 9 per cent on 2006.

The figures reflect export licences for products released by the Italian government in any given year. The numbers do not include material exported for use in inter-governmental programmes in which Italy is a partner. Licences granted for inter-governmental programme exports totalled 1.82 bn euros last year, down on 2.69 bn euros in 2008.

Eurofighter is one such programme, although the Saudi work is considered separately, as a commercial export, since the Gulf country is not among the original governmental partners on the Eurofighter programme.

The report reveals that 1,692 definitive export licences were issued last year for commercial and inter-governmental programmes, of which 94 per cent were for exports worth less than 10 m euros, combining for a total value of just over 1 bn euros, or 16 per cent of the value of Italy's total exports.

At the other end of the scale, 22 licences were for exports worth over 50 m euros, between them worth a total of nearly 4 bn euros, or 59 per cent of the total value of exports.

In 2008, exports worth over 50 m euros totalled only 1.59 bn euros. The change "indicates a relevant increase on 2008 and a real capacity to operate in the sector as a systems integrator," the report states.

—DEFENSE NEWS

## INDIA'S DRUG MARKET TO BE WORTH \$50 BN

India is likely to be one of the top ten drug markets in the next decade and will be worth at least \$50 bn (Rs 2.2 tr) by then. The country is now the 14th largest market in the world with annual sales of \$19 bn as of March 2009.



This is stated in a report titled Global Pharma Looks To India: Prospects For Growth from international consultancy firm PricewaterhouseCoopers (PwC). It says Indian industry is likely to become a competitor to global drug makers in certain areas and a potential partner in many others such as contract manufacturing, clinical trials and drug research.

The report notes that India has “considerable contract manufacturing expertise and leadership in the production of generic or off-patent drugs and vaccines”. India already produces at least 20 per cent of the world’s generics.

It also says foreign firms will increasingly explore investment opportunities in India in outsourcing production and services, setting up research centres and licensing products and technologies.

“We could see an increased momentum in dialogues between foreign and local industries not only in pharmaceuticals but also in other areas such as diagnostics and medical devices, in the past six-seven months,” says PwC India Associate Director, Pharma and Life Sciences, Sujay Shetty.

India is capable of manufacturing a substantial share of generic medicines to support the \$70-bn global market being created as patents expire for several widely sold drugs, the report adds.

In manufacturing, pharma companies are deepening their relationships with Indian firms to service global markets through marketing alliances such as the partnership between Glaxo SmithKline Plc and Dr Reddy’s Laboratories Ltd.

–HINDUSTAN TIMES

## SUZLON ORDER FROM ITALIAN FIRM FOR WIND TURBINES

REpower Systems AG, a subsidiary of Indian wind power major Suzlon Energy, has bagged a contract from an Italian company for the supply of 18 wind turbines.

REpower will supply the turbines to Daunia Savignano, a subsidiary of Italian Tozzi Group, Suzlon said in a filing to the Bombay Stock Exchange.

REpower will be responsible for the supply, erection and commissioning of these wind turbines at Savignano wind farm in Southern Italy. The company will supply MM92 turbines with a rated output of 2.05 MW for the wind farm.

It is already erecting 20 such turbines at the Savignano wind farm. With the 18 new turbines, the capacity of the project would be expanded by 36.9 MW.

“The excellent cooperation between our two companies so far is illustrated by the fact that we were awarded the subsequent contract for this project by Tozzi,” says REpower Systems AG CEO Per Hornung. The firm, however, has not offered any financial details of the project.

–PRESS TRUST OF INDIA



## SHRIRAM EPC BAGS RS 1.07 BN ORDER FROM SAIL

Shriram EPC has bagged an order from Steel Authority of India Ltd (SAIL) for Rs 1.07 bn. The scope of the work includes engineering, procurement, supply and installation of a 1-m ton per annum capacity medium structural mill as part of SAIL's Durgapur Steel plant's 3-MTPA expansion programme.

The project has been awarded to Shriram EPC in consortium with Siemens VAI, Italy, and Siemens Metal Technologies.

–RTT NEWS

## ITALIAN BRAND DIESEL FINALLY COMES TO INDIA

Italian lifestyle brand Diesel is finally set to make an entry in the Indian market with two stores in Mumbai in April 2010.

Diesel has partnered with Reliance Brands Ltd, a part of the Reliance Industries Group, and plans to expand over the next few months by opening one store each in Bangalore, Delhi and Hyderabad.

“India has been one of our major objectives for the last five years. We worked hard to find the right location, the perfect time and the best partner to expand our brand in this country. The time is now and we are very excited to be here (India),” says Diesel President and Founder Renzo Rosso.

–THE ECONOMIC TIMES

## ARVIND IN PACT WITH ITALY'S SIXTY GROUP

Italian fashion denim maker Sixty Group is entering into a deal with Sanjay Lalbhai-led Arvind Ltd, which will see the latter landing the rights for brands such as Energie Jeans in India. Arvind's branded apparel division will unveil an arrangement with the two-decade-old Sixty Group, which had snapped a joint venture with Reliance Brands in the past.

Sources say Arvind will kick off its association with Sixty with the introduction of Energie Jeans, and probably look at deepening the ties through other brands going forward. Sixty's brands include the flagship Miss Sixty, Killah and Murthy&Nye. Arvind's move to partner with Sixty Group comes at a time when the latter's denim rival Diesel SpA has entered the market through an equity joint venture with Reliance Brands.

Interestingly, Reliance Brands is headed by industry veteran Darshan Mehta who earlier spearheaded Arvind Brands. Mehta had called off a deal with Sixty Group when Diesel approached Reliance Brands after snapping a proposed joint venture with Arvind.

With the latest deal, Arvind will bolster its presence in the fashion denim space. It already controls the rights for Lee and Wrangler in the growing Indian market through a joint venture with VF Corp.



Sources say Arvind is expected to price Energie almost at par with Diesel, which will also see the Indian firm straddling the price points in India's denim market. While Energie would play in the super-premium segment, Wrangler and Lee would continue with their differentiated positioning in the premium market.

The first two Diesel stores that opened in recent weeks have met with an encouraging response even though the core jeans collection carries an average price tag of Rs 8,000 to Rs 10,000 per piece. One industry source claims the first Diesel store at Palladium in Mumbai could report a turnover of Rs 10 m in the first month of operations.

The response to Diesel and continued strong interest in international lifestyle brands like Tommy Hilfiger demonstrates that India holds promise for global fashion houses which get their act right in this expanding but complex market.

Industry observers say that while Energie would compete against Diesel globally, its pricing strategy will have to consider the fact that Diesel has better brand recall in markets like India.

—[www.vccircle.com](http://www.vccircle.com)

## CHICCO TO TAP INDIAN MARKET TO SOURCE, EXPAND RETAIL BIZ

Italian health and wellness products major Artsana SpA has announced that it will start sourcing apparel and shoes for its baby care brand, Chicco, from India for global operations as well as sales in the Indian market.

The 1.4-bn euros firm, which opened the first branded Chicco outlet in New Delhi in April 2010, says it will also expand its retail operations to ten exclusive stores across the country by 2011 and tap departmental and pharmacy chains.

"The Indian baby care market is the most exciting in the world, with 19 per cent of all births every year taking place here. For us, India is the next frontier after our company's success in Europe, the US and South America," says Artsana SpA Chairman and Managing Director Michele Catelli.

Artsana plans to use India for sourcing Chicco's global ranges. "The huge labour pool and the country's vast abundance of raw material and textiles provide excellent opportunities," says, adding, "Besides, Indian consumers are very price conscious. So we will source the apparel and footwear range from within the country to make prices compatible even while giving the latest European design and flavour."

Artsana is looking at opening Chicco flagship stores in major cities like Mumbai and Bangalore. "We envisage at least ten exclusive outlets by the end of 2011 in major metros and Tier-I cities, besides hundreds of points of sales throughout the country in the multi-branded format. For this, our area of focus will be on departmental, pharmacy and baby product stores," Catelli reveals.

The brand will introduce its entire range – including apparel, shoes, accessories and toiletries – in India but with innovations designed to address local customer needs.



Globally, Chicco is available in over 70 countries and operates 170 exclusive outlets and also has a presence through thousands of multi-branded stores.

–*THE ECONOMIC TIMES*

## JEWELLERY THIEVES WERE AFTER ITALIAN DESIGNS

They may be unlikely ‘experts’ for the world of high fashion and design but a gang of South American jewel thieves claims the jewellery they stole in India was worth more for the Italian designs and craftsmanship than the jewellery itself.

The confession came from a gang of four thieves, two of them jewellery designers, in the custody of police in the South Indian city of Bangalore.

The gang had claimed there was a great demand for new designs in the Indian market. They had tracked jewellery exhibitions in Kolkata, Mumbai and other Indian cities and were amazed at the Italian designs on display.

In Bangalore, they had visited a jewellery exhibition at the Kanteerava Indoor Stadium from March 20 to 22. They then stole gold jewellery, comprising 500 items collectively weighing 8 kg and worth Rs 1.5 million, from the hotel room of two Indian jewellers who had bought the jewellery from the expo.

The thieves said they had planned to copy the latest Italian designs and pass off their fabrications as genuine articles to Indian jewellers as the Italian designs were the “next big thing” in the Indian market.

The craftsmanship of the stolen pieces is unique: one gold chain for an adult was made from just 300 milligrams of gold; another chain was made from just half a gram of gold; while two gold bangles were fabricated from 1 gram of gold.

–*BANGALOREMIRROR.COM*

## INDIA IS GUEST COUNTRY AT TURIN BOOK FAIR

Literature fans can look forward to the 23rd Turin International Book Fair, which starts in May and sees India take on the mantle of guest country.

The event will take place at Lingotto Fiere, where publishers will discover new talent or thrash out negotiations with current writers. The book fair is a huge draw with the public as well, given the huge array of books and cultural activities to entertain.

While two sections are devoted entirely to trade professionals, there is plenty in store for travellers in Turin. Among the Indian writers who will attend the event are Q&A author Vikas Swarup and other top names such as Anita Desai and Anita Nair.



Full-price tickets cost 8 euros (GBP 7) but there are concessions for individuals working in the industry. The show will be open from 10 am to 10 pm on Thursday, Sunday and Monday, while Friday and Saturday will see the display remain open till 11 pm.

–[www.onlinefinancenews.com](http://www.onlinefinancenews.com)

## INDIA TO BECOME MEMBER OF ELITE WINE CLUB

India, a growing wine market, will soon become the first Asian country to join the Paris-based International Organisation of Vine and Wine (OIV).

OIV Director-General Federico Castellucci said the organisation was looking forward to welcoming India as a full member in a few months.

"We see no problem in getting the membership. In fact, I will personally welcome members of the Indian embassy in Paris and officials of the Indian government to attend some of the events to be held during the interim period," said Castellucci.

He was speaking at the 18th Vinitaly Concorso Internazionale in Verona, Italy, and expressed happiness that India would be the first Asian country to become a member without becoming an observer.

"India is one of the key wine markets of the 21st century and it is fundamental that India can participate actively in the international normative process as a plenary OIV member, both to regulate a sector in rapid development but also to secure its consumers and facilitate international trade," he said.

"India has medium-sized, boutique wineries which will benefit a lot from the membership. You have a country with different cuisines but could be very open to wine culture. We can do a great job in helping you develop the industry," Castellucci added.

He also acknowledged that Subhash Arora, president of the Delhi Wine Club and Indian Wine Academy, played an important role in this initiative.

China and Japan are also interested in securing membership of the organisation but through different provinces or private organisations, which is not allowed as OIV membership is open only through governments.

OIV membership is based on the production volumes of the member-nations.

OIV holds an annual General Assembly hosted by different member-nations. The next one is scheduled in 2011 and will be hosted by Turkey. India would be invited as a member.

All wine-producing nations – a total of 43 – are members of OIV.

–JANS



## ECONOMIC NEWS

### INDIAN ECONOMY AT A GLANCE

#### INFLATION

Week ending 10 April 2009:	<b>0.26 %</b>
Week ending 13 March 2009:	<b>0.27 %</b>
Week ending 11 April 2008:	<b>7.41 %</b>

#### RUPEE EXCHANGE RATE

16 April 2009

1 Rupee = US \$ 0.01995	0.01508 euro
1 US Dollar = Rs 50.12680	1 euro = Rs 66.31575

#### BOMBAY STOCK EXCHANGE

	<i>closed at</i>	<i>up / down</i>
15 April 2009:	11,284.73	+317.51
13 April 2009:	10,967.22	+2,210.61
13 March 2009:	8,756.61	

### ITALIAN ECONOMY AT A GLANCE

#### INFLATION on 31 March 2009

compared to previous month:	<b>+ 0.1 %</b>
compared to same period last year:	<b>+ 1.2 %</b>

#### EURO EXCHANGE RATE

16 April 2009

1 euro = US\$ 1.32296
US Dollar = 0.75588 euros

#### S&B MIP INDICES

	<i>closed at</i>	<i>up / down</i>
14 April 2009:	17,816.00	+308
9 April 2009:	17,408.00	+3604
13 March 2009:	13,804.00	

## FAIRS IN ITALY

Fair	Dates	Venue	City	Description	Organiser
XYLEXPO	04–08 May	Fiera Milano Nuovo Polo	Milan	International biennial wood processing machinery and accessories exhibition	Acimall www.acimall.com
BIMAN	04–07 May	Fiera Milano Nuovo Polo	Milan	Biennial exhibition on industrial maintenance	Bias Group Srl
FLUIDTRANS COMPOMAC	04–07 May	Fiera Milano Nuovo Polo	Milan	Biennial international exhibition of power and motion transmission, drive, control equipment and industrial design equipment	F&M Fiere & Mostre Srl www.fieremostre.it
BIAS- MANUF@CTURING FORUM EXHIBITION	04–07 May	Fiera Milano Nuovo Polo	Milan	Biennial exhibition of IT global solutions for industry	Bias Group Srl
BIAS	04–07 May	Fiera Milano Nuovo Polo	Milan	Biennial international exhibition of automation, instrumentation, microelectronics and ICT for industry	Bias Group Srl
SOLAREXPO	05–07 May	Verona Exhibition Centre	Verona	International conference & exhibition on renewable energy distributed generation and green building	Expoenergie srl www.solarexpo.com
CIBUS	10–13 May	Fiere di Parma Fairgrounds	Parma	International food exhibition	Fiere di Parma www.fiereparma.it



Fair	Dates	Venue	City	Description	Organiser
PHARMINTECH	12–14 May	Bologna Exhibition Centre	Bologna	Innovation exhibition for the pharmaceutical and para pharmaceutical industries	Bologna Fiere www.bolognafiere.it
CHIBIMART – SUMMER	21–24 May	Fiera Milano City	Milan	Cash & carry exhibition of costume jewellery in semiprecious stones, precious stones, silver handicraft, gift items	Fiera Milano International SpA www.fieramilano.it
CHIBIDUE	21–24 May	Fiera Milano City	Milan	International exhibition of gift articles, perfumery items, costume jewellery and smokers' supplies	Fiera Milano International SpA www.fieramilano.it
MODAPRIMA	22–24 May	Fiera Milano City	Milan	International fashion and accessories show	Fiera Milano International SpA www.fieramilano.it
T-GOLD	12–17 Jun	Fiera di Vicenza	Vicenza	Jewellery & gems manufacturing equipment international exhibition	Fiera di Vicenza www.vicenzafiera.it

## FAIRS IN INDIA

Fair	Dates	Venue	City	Description	Organiser
PVC – PUMPS VALVES & COMPRESSORS EXPO	06–09 May	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	Pumps, valves & compressors expo	Conventions & Fairs (India) Pvt Ltd www.confairs.com
ASIAN INTERNATIONAL TRADE EXPO	23–30 May	Bandra-Kurla Complex (MMRDA Grounds)	Mumbai	Showcases developments in Asian economies, their leading products & services	CEMS India Pvt Ltd www.cemsindia.com
IIJS – INDIA INTERNATIONAL JEWELLERY SHOW	19–23 Aug	Bandra-Kurla Complex (MMRDA Grounds)	Mumbai	India international jewellery show	Gem & Jewellery Export Promotion Council www.gjpec.org

### SEMINAR: BUSINESS WITH ITALY

**Date:** 30 April 2010

**Time:** 6:30 pm

**Venue:** Hotel Majestic Park Plaza, Ludhiana

An interactive seminar on 'Doing Business With Italy' will be organised by the Indo-Italian Chamber of Commerce & Industry in collaboration with the Chamber of Industrial & Commercial Undertakings and with the patronage of the Embassy of Italy.

Participants will discuss region- and sector-specific business opportunities; industries such as trading, outsourcing, import/export, people management, marketing; and Italian language and cross-cultural issues. The seminar is especially relevant to businesses in Ludhiana and the Indian state of Punjab in general. The seminar will be followed by dinner.



## ITALIAN LANGUAGE COURSES

Level	Faculty	Beginning	Days	Timings	Fees – including all study material
I (Beginners)	Italian	19 April	Monday, Wednesday, Friday	08.30–10.30am	Rs 6,000

Venue:  
Indo-Italian Chamber of Commerce & Industry  
Bengal Chemicals Compound  
502 Veer Savarkar Road  
Mumbai 400025

For further information please contact:  
Manoj Bhatkar  
Business Manager – Language & Training  
e-mail: [m.bhatkar@indiaitaly.com](mailto:m.bhatkar@indiaitaly.com) / [t.rajkotwala@indiaitaly.com](mailto:t.rajkotwala@indiaitaly.com)  
Tel: +91 2436 8186 ext: 147

## CHAMBER NEWS

### NEWS FROM ENIT



#### **TOURISM WORKSHOP** **26 – 28 March 2010, Naples**

The 14th edition of Borsa Mediterranea del Turismo (BMT) was held from 26 to 28 March 2010 at the Mostra d'Oltremare, Fair Centre, in Naples. Organised by ENIT – Italian State Tourist Board, it is the only workshop that focuses on the rapidly expanding Central and South Italian tourism market. ENIT invited ten Indian tour operators to participate in BMT 2010.

The last edition of BMT was attended by 16,000 professionals, 600 exhibitors, 140 buyers and 500 incoming suppliers, 110 buyers and 140 incentive and congress suppliers, and 70 company associations.

#### **BOOK LAUNCH** **7 April 2010, Delhi**

ENIT, in collaboration with Paradiso, launched a coffee table book, *The Essence Of Italy*, at a wine and cheese evening at the Grand Hotel in Delhi on 7 April 2010. The book was launched by former Miss World and Indian model Diana Hayden. Also present at the event were Romi Datta, CEO of Paradiso, Salvatore Ianniello, Representative, ENIT India, and Dr Brusco, Commercial Attache, Italian Embassy.



Hayden made a special mention of Paradiso's Ferrari Tours even as beautiful Ferrari and Lamborghini cars were showcased at the event. This was followed by a fusion of Indian beauties in a Satya Paul collection showcasing the latest fashion trends against an Italian backdrop.



## FESTA ITALIANA 2010

### ITALIAN CLASSICAL FILM FESTIVAL

5 – 7 March, 2010, Goa

Classic films made by legendary Italian filmmakers such as Roberto Rossellini, Vittorio De Sica, Federico Fellini and Mario Monicelli were screened at the Italian Classical Film Festival in Goa in March.

The event, held at the International Centre, saw a full house (around 80 people) for all three sessions. It was organised by the Indo-Italian Chamber of Commerce & Industry (IICCI) – Goa Representative Office in collaboration with the Italian Cultural Institute in New Delhi; International Centre, Goa; Guala Closures (India) Pvt Ltd; and Honorary Consulate of Italy in Goa.

The event was inaugurated by Chie Guest Sir Denis Foreman, former Chairman of the British Institute of Films, Dr Dal Negro, Honorary Consul of Italy and Chairman of IICCI, Goa; Dr Emanuela Carponi, Director of Circolo Italiano Goa; and Nandini Sahai, Director of the International Centre, Goa.

## BUSINESS ENQUIRIES FROM INDIA

*For further information regarding all Business Enquiries, please contact:*

*infodesk@indiaitaly.com*

*quoting reference at end of enquiry.*

### **AUTOMOTIVE**

An Indian company that manufactures moulded rubber parts for automotives is looking for a technology-cum-investment joint venture with an Italian company for the manufacture of rubber parts and dies in India. **Ref: AU-IN-19**

### **CHEMICAL & PHARMACEUTICAL INDUSTRY**

An Indian multi-sector company is interested in exporting Ayurvedic medicines and herbal healthcare and personal hygiene products to Italy. **Ref: CH-IN-34**

### **FASHION, ACCESSORIES AND APPAREL**

An Indian salon is looking to import hair accessories from Italy. **Ref: FA-IN-106**



An Indian manufacturer of flannelette fabric is looking for Italian traders of any type of flannelette (flannel) fabric for export. **Ref: FA-IN-108**

An Indian manufacturer and exporter of home furnishing products is looking for Italian importers of the same. **Ref: FA-IN-109**

#### **MACHINERY & EQUIPMENT**

An Indian manufacturer of hydraulic components is interested in a technical tie-up with an Italian company to manufacture hydraulic passenger lifts, forklifts, power-generation equipment and gears for the manufacture of windmills in India. **Ref: MA-IN-89**

An Indian manufacturer of cast iron and ductile iron components is looking for Italian suppliers of ductile iron components. **Ref: MA-IN-91**

## **BUSINESS ENQUIRIES FROM ITALY**

*For further information regarding all Business Enquiries, please contact:*

*[infodesk@indiaitaly.com](mailto:infodesk@indiaitaly.com)*

*quoting reference at end of enquiry.*

#### **AUTOMOTIVE**

An Italian company that supplies nuts, bolts and screws to the automotive industry is looking for Indian importers and distributors for their products. **Ref: AU-IT-17**

An Italian company that manufactures adhesive tapes for the automotive and building industries is looking for an Indian partner to produce the same in India. **Ref: AU-IT-18**

#### **AGRO INDUSTRY**

An Italian manufacturer of food products such as extra-virgin olive oil, pasta and sauces is looking for Indian importers for their products. **Ref: AG-IT-88**

#### **BUILDING CONSTRUCTION AND MATERIALS**

An Italian manufacturer of sanitary ware is looking for Indian importers and distributors for the same. **Ref: BU-IT-34**

#### **SCIENCE & TECHNOLOGY**

An Italian company that provides dimensional inspection with laser trackers, photogrammetry, articulated arms, CMMs and reverse engineering is looking for an Indian partner for a joint venture collaboration to offer their services in India. **Ref: SC-IT-11**

#### **TECHNICAL SERVICES**

An Italian architecture and design company is looking for Indian real estate developers, architects and engineering companies to work on Indian projects. **Ref: TE-IT-10**



## OUR DESKS & THEIR REPRESENTATIVES



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