



NEWSLETTER - JANUARY 2010

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ITALY'S SERVICE SECTOR SHOWS GROWTH SPURT

Italy's service sector activity increased at the fastest pace since October 2007, according to Markit Economics, a specialist compiler of business surveys and economic indices, in January.

Italy's ADACI/Markit Services Purchasing Managers Index or PMI climbed to 53.9 in December 2009, from 49.8 in November. A reading above 50 indicates expansion in a sector and below 50 suggests contraction.

New business activity grew to the highest level since August 2007, while indices for the country's service providers climbed for the first time since July 2007. Input price inflation rose at a slower pace in December 2009.

Andrew Self, an economist at Markit says, "With activity, new business and backlog of work all rising, and businesses historically optimistic, the Italian services economy ended 2009 in markedly better shape than it began.

"This, against a backdrop of rising costs suggests that the road to recovery through 2010 will be a rocky one," he adds.

—RTT NEWS

INDIA COULD BE WORLD'S 'THIRD LARGEST ECONOMY BY 2012'

India could overtake Japan to become the world's third largest economy, behind the United States and China, by 2012, when measured by purchasing power parity, according to a new forecast by PricewaterhouseCoopers.

The accounting and professional services firm says its projections suggest China could be the largest economy in the world as early as 2020.

This is about five to 10 years ahead of the forecasts by investment bank Goldman Sachs in its BRICs (Brazil, Russia, India, China) reports over the past six years, which suggest that China will move ahead of the US to be No. 1 some time between 2025 and 2030.

Goldman Sachs chief economist Jim O'Neill said in mid January that China's economy could eclipse Japan's some time this year to move in to second spot.

The PwC report also says that India is likely to grow "significantly faster" than China in the decade after 2020, as India reaps the demographic dividend of a younger and faster-growing population, and because its lower starting point gives it more economic "catch-up" potential.

But it warns that India will only fully realise this potential if it continues with the "growth-friendly" economic policies of the last two decades.

The report, released by PwC in London in mid-January, comes as both China and India continue to rebound



from the global financial crisis faster than any of the other major economies.

China's growth rate this year is likely to reach 10 per cent, according to an updated global outlook from the International Monetary Fund on Tuesday, January 26, while India should reach 7.7 per cent. That compares with a forecast 2.7 per cent growth for the US and 1.7 per cent for Japan. The IMF says that overall, the global economy should grow 1.7 per cent in 2010 and 2.2 per cent in 2011.

The PwC forecast says the new decade will be characterised as the point at which the largest emerging economies catch up with and prepare to overtake the established leading economies. It said the output of the emerging E7 economies (China, India, Brazil, Russia, Mexico, Indonesia and Turkey) would be "neck and neck" with the advanced G7 economies (US, Japan, Germany, UK, Italy, France, Canada) by 2019.

John Hawksworth, head of macroeconomics at PricewaterhouseCoopers LLP, said in the report that by 2030, the global top 10 could be China, the US, India, Japan, Brazil, Russia, Germany, Mexico, France and the UK.

Economic output forecasts generally use US dollars as the base currency and make assumptions about exchange rate movements. PwC said its new report used purchasing power parities to measure economies, to minimize the impact of volatility and future uncertainty about exchange rates. It said this also corrected for price differences between the advanced and emerging economies.

The Indian government's own view is that after the setbacks of 2008–09, when the global financial crisis saw GDP growth drop to less than 6 per cent, a return to 9 per cent-plus is on the cards.

Indian Prime Minister Manmohan Singh said earlier in January that he expected the economy to grow 7 per cent this year, and then "soon return to a sustained high growth path of 9 to 10 per cent."

That generally accords with the outlook of the Mumbai-based independent think tank, the Centre for Monitoring Indian Economy (CMIE), which said on Monday, 25 January, that it expected India's GDP growth to be 6.9 per cent for the financial year ending March 2010, and then jump to 9.2 per cent in the year ending March 2011.

It said consumer spending had bounced back strongly in the September 2009 quarter, while industry, agriculture and services were all expected to do well in the year ahead.

"The Indian economy is fast returning to pre-crisis levels," CMIE said, noting that before the global financial crisis, the economy had grown at better than 9 per cent in the three years from 2005–06 to 2007–08.

Goldman Sachs India CEO Brooks Entwistle told an investment conference in Mumbai in mid-January that there would be many opportunities in India's infrastructure over the next decade, with the country needing US\$ 1.7 tr invested in this sector alone.

—Geoff Hiscock / THE AUSTRALIAN

INDIA'S AUTOMOTIVE INDUSTRY RACES ON

'From Concept to Car', a project set up by the Turin Chamber of Commerce to promote Piemontese



automotive suppliers abroad, had its own pavilion at the tenth edition of the international AutoExpo 2010, organised by the Confederation of Indian Industry (CII), SIAM and the Automotive Component Manufacturers Association of India (ACMA), in New Delhi recently.

The show, which ran from 5 –11 January, and saw more than 50 vehicle launches, including at least ten first time global vehicle launches, with the accent on the small car and 'green' technology.

As representatives of the Turin Chamber of Commerce, the Indo-Italian Chamber of Commerce supported nine companies from Piemonte in their interaction with Indian counterparts. Thanks to the visit, the delegates got to witness good business potential and make valuable contacts. Ambassador Roberto Toscano also visited the stand, meeting all the Italian companies present.

Italy's strong automobile connection to India accounted for the presence of several iconic companies. Fiat, who has a joint operation in India with Tata, announced that it will be producing a small car, developed in Italy and custom made for the Indian market, to be launched in 2012. Magneti Marelli, a Fiat group company of auto components, said it aimed to increase its customer base and services in India to see sales of US\$100-m in the next three years.

The Italian connection was further emphasised when motorcycling ace Valentino Rossi made a special visit, attracting a surge in the overcapacity attendance.

Earlier, in December 2009, Piemonte's Minister of Federalisation, Decentralisation and Local Authorities, Sergio Deorsola, who was part of the high level delegation led by Minister Claudio Scajola to India, announced many incentives to the Indian auto components industry, including faster clearance of investment proposals to set up shop in Piemonte.

INDIAN AUTO INDUSTRY BUCKS GLOBAL TREND

The year 2009 saw the Indian automobile industry clock notable export growth and launch new models for the domestic market, bucking the trend of most global auto majors in that year. Experts claim the car market in fact grew 15 per cent over the previous year and that similar numbers are expected for 2010.

According to Neeraj Garg, Group Sales Director, Volkswagen India, "Car manufacturers are betting on hatchbacks in the B+ segment. We expect the segment to constitute nearly 75 per cent of volumes in coming years."

Ernst & Young has forecast the passenger car market in India to grow by 12 per cent annually over the next five years, from the present 1.89 m units to 3.75 m units by 2014.

According to the global professional services firm, the industry's turnover is estimated to touch US\$ 155 bn by 2016, which would rank the Indian automobile industry as the world's seventh-largest.

The Automotive Mission Plan of the Indian government also forecasts that by 2016, India will emerge as the seventh-largest car maker in the world, accounting for over 10 per cent of the country's economy.

—INDIA BRAND EQUITY FOUNDATION



FIAT TO BOOST OUTPUT BY 2011

Italian auto giant Fiat will increase production to up to 1 m cars a year in Italy by 2011 from the current 650,000, according to the company's Chief Executive Sergio Marchionne.

Addressing government officials and trade union leaders in Rome in December 2009, Marchionne said Fiat would invest 8 bn euros (US\$ 11.4 bn) in Italy over the next two years, according to Italian news agency ANSA.

Car sales have picked up across Europe after a catastrophic collapse in early 2009, following government cash bonus programmes for car buyers in many major economies.

Major Japanese automakers Toyota and Nissan said their domestic production rose for the first time in more than a year, in November 2009, as sales rebounded from the worst crisis to hit the auto industry in decades.

The world's number-one car maker, Toyota, said it had produced 326,893 cars, trucks and buses in Japan in November, up 13.5 per cent from a year earlier and the first such increase in 16 months.

—AGENCE FRANCE-PRESSE

FIAT INDIA TO MAKE SMALL CAR FOR INDIA

Fiat India Automobiles Ltd, an equal joint venture between Italy's Fiat SpA and India's Tata Motors Ltd, is developing a small car tailor-made for the Indian market. The car is scheduled to be launched in 2012.

"The small-car segment is seeing phenomenal growth. There is a space there and we see an opportunity," said Fiat India's Chief Executive Officer Rajeev Kapoor, who is also the company's president, at the Auto Expo 2010 in New Delhi in January.

Kapoor said the car would be even smaller than its present model, the Grande Punto, and that it would be developed in Italy. "It would be an India-specific car. It will be designed for Indian needs," he clarified.

— WALL STREET JOURNAL

TATA MOTORS VYING FOR FIAT CONTROL?

India's biggest truckmaker Tata Motors, which also sells the world's cheapest car, the Nano, may be preparing to buy out the engine making facilities of Fiat in Italy.

This could just be one of the biggest deals brewing in the Indian auto industry.

Although Tata Motors declined to comment, sources in the company said that if the deal goes through, it will not only boost Tata Motors' knowhow of the engine segment, but will also address to a great extent, the



company's sourcing requirements.

Fiat has as many as six engine facilities in Italy and the company is renowned for its engine technology as one of the largest engine suppliers in the world.

Two of Tata Motors' models, Indigo and Indica Vista, use Fiat engines.

–*NDTV PROFIT*

MAGNETI MARELLI EYES \$100-M SALES IN 3 YRS

Fiat group company Magneti Marelli says it aims to clock sales worth \$100 m in India in the next three years by increasing its customer base and services in the country.

The Italy based-auto component maker, which started operations in India last year, says it is also exploring opportunities to provide services in the two-wheeler and heavy-vehicle space.

"We would like to achieve \$100-million sales in the next three years. We would like to increase our customer base and our market share in all the component products where we are present," said Eugenio Razelli, president and chief executive officer, Magneti Marelli, at the Auto Expo 2010 in New Delhi in January.

At present, the company has six joint ventures with various auto-component manufacturers in India, including Carnation Auto, Unitech Machines and the Sumi Motherson Group.

Through these joint ventures, the company produces various auto parts, including electronic systems, exhaust systems and lighting and engine-control components.

"We have a customer base of seven to eight auto makers in the country. Our aim is to increase this base. We will look at working with two-wheeler companies and heavy commercial vehicles like trucks," Razelli said.

He added that the company is not currently talking to any Indian firms for this purpose and would like to provide services to all the top auto firms in the country.

–*PRESS TRUST OF INDIA*

ITALY'S PHARMA MARKET BACK ON GROWTH PATH

The Italian pharmaceuticals market, one of the largest globally, will increase in value in 2009 (in local currency terms), after declining the previous year, according to Business Monitor International's proprietary Drug Expenditure Forecast Model.

In 2008, sales of over-the-counter and prescription medicine were 18.87 bn euros (US\$ 27.75 bn), down from 19.06 bn euros in 2007. In 2009, they are expected to increase 0.5 per cent to reach 18.97 bn euros. However, in US dollar terms, as a result of the weakening of the euro, drug sales will experience a 3.75-per cent decline,



to reach \$26.71 bn.

By 2014, BMI calculates that Italy's pharmaceuticals market will be worth 20.05 bn euros, a 1.12-per cent Compound Annual Growth Rate (CAGR) in local currency but a decline of 1.27 per cent in US dollar terms.

BMI's extended ten-year forecast model projects that drug expenditure will reach 22.74 bn euros by 2019, representing a 2009-2019 CAGR of 1.83 per cent in local currency and 0.62 per cent in US dollar terms.

Pharmaceutical spending by the Italian National Health Service – the Servizio Sanitario Nazionale (SSN) – increased 0.3 per cent year-on-year in the first half of 2009, according to the Association of Italian Pharmacists (Federfarma). Additionally, medicine prescriptions increased 2.8 per cent in the first half of 2009 compared to the same period in 2008.

With state cost-containment measures restricting growth and limiting prospects for innovative drug makers, BMI believes that, although marginal, the first-half 2009 figures will be welcomed by drug makers.

Nevertheless, the market for prescriptions, particularly patented pharmaceuticals, looks relatively bleak. From a relatively low base share, BMI expects the use of generic medicines to proliferate over the coming years as the focus on cost-containment and patient confidence in non-originators increase.

In August 2009, Italy's pharmaceutical industry association, Farmindustria, had set up a pharmaceutical contract manufacturers' group to represent 11 of the largest companies active in the sector.

BMI welcomes the development as it believes that establishing a strong local contract manufacturing sector is important as this will (in addition to the country's adherence to good manufacturing practices) help increase Italy's attractiveness as a location for the production of drugs.

BMI feels this would keep companies from outsourcing their manufacturing to countries such as India and China that are becoming increasingly alluring to multinational drug makers.

–WWW.THEPHARMALETTER.COM

ITALIAN CHEERS FOR INDIAN WINERY

A joint venture between a winery in Sangli district in the Western Indian state of Maharashtra and two Italian wine companies may bring more than just the first overseas investment in the sector. The deal, billed as a "first-of-its-kind in the Indian wine segment", may bring Italian wine to India.

The agreement was signed in December 2009 between Sangli-based Riona Wines Pvt Ltd and Cortesi Moncaro and Cantine Enzo Mecella, both wine-producing companies from the Marche region in Central Italy.

It is the first time foreign partners have bought equity – 17 per cent each – in an Indian wine company. The deal began with a meeting with the Italian trade delegation in Mumbai early last year and took Riona's CEO 38-year-old Kakasaheb Mane to Italy on his first overseas trip.



Now thanks to Riona, Indian wine connoisseurs may get to sip wines such as Verdicchio and Montepulciano, typical of the Marche region, which are debuting in India.

The buzz is that the local authorities from Marche are examining the feasibility of setting up a trade partnership with Sangli. If the discussions bear fruit, the agro-product-rich district in south-east Maharashtra may become a business partner of the Marche region, known for its distinctive varieties of wine grapes.

“There is interest in products like turmeric and raisins, which are available here (Sangli),” says an official associated with the deal, adding that discussions are under way with the Maharashtra government. If successful, it would set the stage for a more meaningful association and help local farmers make the long leap from Sangli to Italy.

–THE HINDU BUSINESS LINE

FIORDELISI EYES INDIAN IMPORT MARKET

Italy-based Fiordelisi SRL, makers of dried and semi-dried vegetables, plans to foray into the Indian market. With a view to this, the company showcased its products in Mumbai at the Indo-Italian B2B Meeting organised by the Federation of Indian Chambers of Commerce and Industry (FICCI) in association with the Italian Trade Commission in December 2009.

“Our main aim with this visit was to exhibit our offerings to importers as well as study the market to understand its potential,” says Fiordelisi Company Representative Antonio Fiordelisi.

“We find potential for our sun-dried and semi-dried tomatoes for the Indian hospitality trade. However, currently, we think the market needs to mature to appreciate the new tastes. We will introduce the products when the market is ready to accept our quality of products,” Fiordelisi adds.

The company also markets Italian products such as pasta and wines internationally. Its export markets currently are the UK, Germany, France, the US, Australia and Holland.

–HOSPITALITYBIZ.COM

ITALIAN COFFEE CHAIN TO ENTER INDIAN MARKET

Premium Italian coffee chain Segafredo Zanetti has chalked out plans to enter the Indian market.

The coffee chain will open around 25 coffee shops across the country in the next three years, six of them in the National Capital Region (Delhi and adjoining areas) in 2010. With a view to doing this, the company has tied up with Delhi-based Xenia Foods in an exclusive franchisee agreement.

“The total investment will be around Rs 250 million and we will invest close to Rs 10-15 million per store,” says Xenia Foods Director Nitin Mayor.



Mayor says the average size of each store will be around 1,400 sq ft and the company will only use the revenue-share model for rentals. "We expect rentals to account for 30-35 per cent of our total operational cost," he explains.

"All the coffee brewed at our outlets will be imported, grown in South America and roasted in Europe, making the coffee sold at our outlets premium compared to those sold at other similar outlets," Mayor claims.

–*HINDUSTAN TIMES*

FUTURE GENERALI TO RECRUIT 10,000 AGENTS

Future Generali, the insurance joint venture between India's Future Group and Italy's Generali Group, will recruit 10,000 insurance advisors soon.

"We have about 40,000 insurance advisers. By March this year, the number will go up to 50,000," says Future Generali India Managing Director Deepak Sood.

Future Generali collected first-year premiums amounting to Rs 2.88 bn in April-December and expects to close the fiscal with premium collections of Rs 7.5 bn. In 2008-09, the company collected Rs 1.52 bn in premiums by underwriting new policies.

It is expecting a five-fold jump in business on the back of agency force and new policies to be launched in the next two months, says Sood. The company has launched a ULIP scheme, Sanjeevani Plus, and plans to launch two more before the end of the fiscal. It will also launch a traditional plan and a pure term product.

Future Generali, which has a paid-up capital of Rs 6.2 bn, has 92 branches across 84 cities and 163 Future Group malls across India.

–*THE ECONOMIC TIMES*

STUDY TO SEE IF INDIA CAN RUN BULLET TRAIN

The Indian Railways is exploring whether India can operate a bullet train – its first – that runs at 350 km per hour.

The proposal is being explored by the railways with the help of three companies, including Systra of France and Italferr of Italy along with Rail India Technical and Economic Services, the consulting arm of the Indian Railways.

The report of the feasibility study, being conducted on the 533-km-long Pune-Mumbai-Ahmedabad section, is expected to be submitted in January. It will be critical in deciding whether the Indian government should go ahead with such a proposal or not.

–*PRESS TRUST OF INDIA*



GITANJALI GEMS ACQUIRES MORELLATO STAKE IN JV

Mumbai-based jewellery major Gitanjali Gems Ltd has strategically acquired the remaining 50 per cent per cent stake in its Indian joint venture company Morellato India Pvt Ltd for an undisclosed sum. Morellato India was a 50:50 JV between Gitanjali Gems and Morellato & Sector Group of Italy.

Post this transaction, Morellato India becomes a wholly owned subsidiary of Gitanjali Gems Ltd, the company said in its filing to the Bombay Stock Exchange.

The joint venture was formed in 2007 when Morellato participated through its subsidiary, Armo Netherlands Finance BV. Morellato is an Italian jeweller and watch maker, and also licensee for fashion groups such as Cavalli, Miss Sixty and Moschino. It also manufactures jewels, watches and accessories under its own brand.

Morellato India holds marketing, promotion, sales and distribution rights of Morellato, Sector (non-Swiss made collection), Roberto Cavalli, Just Cavalli and Miss Sixty watches in India.

–VCCCIRCLE.COM

INDIA GUEST COUNTRY AT TURIN BOOK FAIR

Indian literature and publishing is set to make a mark in Europe in the summer of 2010, with India being nominated guest country at the Turin International Book Fair in Italy beginning 17 May.

Known as the Salone Internazionale del Libro di Torino, the fair is one of the largest showcases dedicated to publishing, reading, culture, and the sale and display of books.

The Turin Salone is founded on three balanced identities – an important commercial showcase, an immense bookshop and a cultural festival.

India has always played a leading role in the collective imagination of Italians, to the point of appearing as a refuge and a place of radical difference for those "who feel dissatisfied with Western models of life and thought", according to a spokesperson for the fair.

Angela Tereza, Director of the Italian Culture Institute, says, "India is like a pool of age-old spirituality, myths and legends, a crucible of civilisations and languages. It is today asserting itself as the second industrial power in Asia, even if it sees the accentuation of its harrowing contradictions between poverty and new wealth, tradition and modernity."

–INDO-ASIAN NEWS SERVICE



ECONOMIC NEWS

INDIAN ECONOMY AT A GLANCE

INFLATION

Week ending 4 February 2010:	17.56 %
Week ending 17 December 2009:	14.98 %
Week ending 5 February 2009:	5.07 %

RUPEE EXCHANGE RATE

4 February 2010	
1 Rupee = US \$ 0.02167	0.01508 euro
1 US Dollar = Rs 50.12680	1 euro = Rs 64.2707

BOMBAY STOCK EXCHANGE

	<i>closed at</i>	<i>up / down</i>
3 February 2010:	16,496.05	+332.61
2 February 2010:	16,163.44	-1,395.29
4 January 2010:	17,558.73	

ITALIAN ECONOMY AT A GLANCE

INFLATION for December 2009

compared to previous month:	+ 0.2 %
compared to same period last year:	+ 0.1 %

EURO EXCHANGE RATE

4 February 2010	
1 euro = US\$ 1.39583	
US Dollar = 0.71637 euros	

S&B MIP INDICES

	<i>closed at</i>	<i>up / down</i>
2 February 2010:	22,413.74	+401.74
1 February 2010:	22,012.00	-1,533.02
4 January 2010:	23,545.02	

FAIRS IN ITALY

Fair	Dates	Venue	City	Description	Organiser
REAL ESTATE EXPO BOLOGNA	11–14 Feb	Bologna Exhibition centre	Bologna	Real estate expo	Bologna Fiere www.bolognafiere.it
BIT	18–21 Feb	Fiera Milano City	Milan	International tourism exchange	Fiera Milano International SpA www.fieramilano.it
FLORMART – MIFLOR	19–21 Feb	Padova Fiere	Padua	International horticulture and gardening exhibition	Padova Fiere SpA www.fieramilano.it
BOAT SHOW ROMA	20–28 Feb	Nuova Fiera di Roma	Rome	Boat, accessories, equipment and sailing services exhibition	Multimedia tre www.eventseye.com
MICAM SHOEVENT	02–5 Mar	Fiera Milano Nuovo Polo	Milan	International footwear exhibition	Fiera Milano International SpA www.fieramilano.it
MIPEL	03–6 Mar	Fiera Milano Nuovo Polo	Milan	International leather goods market	Fiera Milano International SpA www.fieramilano.it
MIFUR	03–7 Mar	Fiera Milano Nuovo Polo	Milan	International leather & furs exhibition	Fiera Milano International SpA www.fieramilano.it



Fair	Dates	Venue	City	Description	Organiser
MIDO	05–7 Mar	Fiera Milano Nuovo Polo	Milan	Eyewear exhibition (optics – ophthalmology, optometry)	Fiera Milano International SpA www.fieramilano.it
MIART	26–29 Mar	Fiera Milano City	Milan	Modern and contemporary art fair	Fiera Milano International SpA www.fieramilano.it
SALONE TERNAZIONALE DEL MOBILE	14–19 Apr	Fiera Milano Nuovo Polo	Milan	Design furniture fair	Cosmit SpA www.cosmit.it
COSMOPACK	15–18 Apr	Bologna Exhibition Centre	Bologna	Exhibition of creative packaging	Bologna Fiere www.bolognafiere.it
COSMOPROF	16–19 Apr	Bologna Exhibition Centre	Bologna	International perfumery and cosmetics exhibition	Bologna Fiere www.bolognafiere.it
XYLEXPO	04–8 May	Fiera Milano Nuovo Polo	Milan	International biennial wood processing machinery and accessories exhibition	Acimall www.acimall.com
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 semi-precious 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



FAIRS IN INDIA

Fair	Dates	Venue	City	Description	Organiser
TRAVEL & TOURISM FAIR (TTF) – MUMBAI	6–8 Feb	Bandra-Kurla Complex (MMRDA Grounds)	Mumbai	TTF is India's leading exhibition for the travel & tourism Industry	Fairfest Media Limited www.fairfest.com
AUTOMOTIVE ENGINEERING SHOW – PUNE	8–10 Feb	Auto Cluster Exhibition Centre	Pune	Exclusive fair on automobile engineering and vehicle manufacturing processes; IT solutions in design, product development, planning and manufacturing; robotics and automation, factory control and measurement; assembly line system; cutting, painting, etc	Focussed Event Management Pvt Ltd www.focussedevents.com
TRAVEL & TOURISM FAIR (TTF) – NEW DELHI	11–13 Feb	The Ashok	New Delhi	TTF is India's leading exhibition for the travel & tourism Industry	Fairfest Media www.fairfest.com
ACREX	17–20 Feb	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	Largest international exposition in India held every two years for the air-conditioning, refrigeration, heating and building allied services sector	ISHRAE (Indian Society of Heating, Refrigerating and Air Conditioning Engineers) www.ishrae.in
MIBS – MUMBAI INTERNATIONAL BOAT SHOW	25–28 Feb	Bandra-Kurla Complex (MMRDA Grounds)	Mumbai	Mumbai International Boat Show	Mumbai Boat Show Pvt Ltd www.mumbaiboatshow.com
ZAK INTERIOR EXTERIOR EXPO CHENNAI	25–28 Feb	Chennai Trade Centre	Chennai	Interior & exterior and furniture fair	Zak Group www.zakgroup.com
ZAK ARCHITECH	25–28 Feb	Chennai Trade Centre	Chennai	International exhibition on architectural products, technology, systems and services for architects	Zak Group www.zakgroup.com
MEDITEC CLINIKA	26–28 Feb	Chennai Trade Centre	Chennai	International trade fair on medical equipment and technology	Orbitz Exhibitions Pvt Ltd www.orbitzexhibitions.com
ENERTECH WORLD EXPO	3–6 Mar	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	International exhibition & conference dedicated to power & energy infrastructure	Chemtech Foundation www.chemtechwe.com



Fair	Dates	Venue	City	Description	Organiser
SHIPPING, MARINE & PORT EXPO	3–6 Mar	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	International exhibition & conference on challenges and opportunities for Indian marine, shipping, ports and logistics service providers and manufacturers	Chemtech www.chemtechwe.com
INDIA AVIATION	3–7 Mar	Hyderabad Airport	Hyderabad	International exhibition & conference on civil aviation	FICCI (Federation of Indian Chambers of Commerce & Industry) www.ficci.com
INDIA WOOD	4–8 Mar	Bangalore International Exhibition Centre (BIEC)	Bangalore	International exhibition of woodworking machinery, tools, fittings, accessories, materials and products	PDA Trade Fairs www.pdatradefairs.com
AAHAR – NEW DELHI	10–14 Mar	Pragati Maidan	New Delhi	International trade fair on food, food processing, machinery & technology	ITPO (India Trade Promotion Organisation) www.indiatradefair.com
INSIDE OUTSIDE MEGA SHOW	11–14 Mar	Pandit Dindayal Upadhyay Indoor Stadium	Surat	The largest event of the interior design, furniture and furnishings, building and construction industries in India	Business India Exhibitions Pvt Ltd www.biexh.com
MEDICAL FAIR INDIA	12–14 Mar	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	Exhibition and conference on medical and hospital equipment	Messe Düsseldorf GmbH www.messe-duesseldorf.de
HOSPIMEDICA INDIA	12–14 Mar	Bombay Exhibition Centre – NSE Exhibition Complex	Mumbai	Medical and hospital equipment & supplies, rehabilitation and healthcare products	Messe Düsseldorf GmbH www.messe-duesseldorf.de
IT INDIA FAIR	26–29 Mar	Pragati Maidan	New Delhi	Indian IT expo on computer hardware, systems, application software, network management & technologies, SAP & ERP solutions, computer peripherals, and consumables	ITPO (India Trade Promotion Organisation) www.indiatradefair.com



Fair	Dates	Venue	City	Description	Organiser
AERODROME INDIA	8–10 Apr	Bombay Exhibition Centre NSE Exhibition Complex	Mumbai	International exhibition and seminar on airport security and infrastructure	Aerodrome India PDA Trade Fairs www.eventseye.com
INDIA PACKAGING SHOW	9–12 Apr	Hyderabad International Trade Exposition Centre (HITEX)	Hyderabad	India's total packaging event bringing together seven niche shows dedicated to distinct segments	Print-Packaging.com Pvt Ltd www.eventseye.com
TECHNO 4	9–11 Apr	Codissia Trade Fair Complex	Coimbatore	Engineering expo on pumps & ancillary equipment; motors and rotating machines; foundry; light engineering	Orbitz Exhibitions Pvt Ltd www.orbitzexhibitions.com
INDIA INTERNATIONAL MARITIME LOGISTICS EXPO	10–12 Apr		Mumbai	Expo on ship-building & dry-dock activities, port infrastructure, survey-related activities	ITPO (India Trade Promotion Organisation) www.indiatradefair.com
CHEMSPEC INDIA	15–16 Apr	Bombay Exhibition Centre NSE Exhibition Complex	Mumbai	Exhibition on performance and fine chemicals and organic intermediates	Dmg World Media (UK) Ltd www.dmgworldmedia.com
POWER-GEN INDIA	21–23 Apr	Pragati Maidan	New Delhi	Premier power industry event	Inter Ads Ltd
ROOF INDIA	23–25 Apr	Chennai Trade Centre	Chennai	International event showcasing emerging trends in roofing and facade engineering	Unitech Exhibitions Pvt Ltd www.unitech-exhibitions.com



CHAMBER NEWS

ENIT – ITALIAN STATE TOURIST BOARD

SALES VISIT BY 3D REWIND

14 – 18 December 2009, Mumbai

Sales Director of 3D Rewind Annamaria Carrer visited India to explore opportunities for her company. ENIT – Italian State Tourist Board arranged for Carrer to meet with 17 travel agents in Mumbai over a period of one week. Carrer said she found her trip “very fruitful” and that she intends to strengthen her relationship with the Indian travel industry.

3D Rewind is a new high-tech show which leads tourists to the heart of imperial Rome in 310 AD, reconstructed and brought to life in 3D. Coordinated by the University of California, Los Angeles, the show carries more than a decade of research by archaeologists and historians.

INDIA SEMINAR FOR ITALIAN TRAVEL AGENTS

21 December 2009, Vicenza

Italian travel partners of the Veneto Region attended a seminar in Vicenza on the Indian market and its peculiarities. The event was attended by 15 participants, including Italian travel agents, hotels and local tourism boards.

The day-long seminar included presentations, B2B meetings and interactions with local Italian suppliers. ENIT – Italian State Tourist Board was represented by Salvatore Ianniello, who made a video presentation on the Indian market and how it has evolved in the last ten years through ENIT’s constant efforts. There was also a presentation by Nishant Kashikar, marketing head, Kuoni India.

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OPPORTUNITIES FOR ENVIRONMENTAL SOLUTIONS IN INDIA

As part of its strategy to explore new avenues to increase bilateral business relations between India and Italy, the Indo-Italian Chamber of Commerce has identified advanced technologies and technological transfers as



an area with great potential.

Particularly in the sector of environment and renewable energies, Italy has great expertise to offer India. It is within this framework that the Chamber participated in 'Getting Ready for Renewable Energy', an international conference organised by Centro Studi Galileo (CSG) Italy, Associazione dei Tecnici Italiani del Freddo (ATF) Italy, and Centre for Technology, Education, Research, Rehabilitation for the Environment (TERRE) India, held in Pune, India on 21 December 2009.

CSG, ATF and TERRE also signed a memorandum of understanding to provide training in renewable energy. While Indian companies can manufacture and supply renewable energy equipment, there are no courses available on maintenance or for further training. CSG will provide customised courses run by experts from Italy.

This venture is a significant starting point to increase the collaborations between Indian and Italian companies in the energy and environmental sector, especially within the context of the Indian National Action Plan on Climate Change, where renewable energy is the core element and where Italian companies are in the forefront.

FURNISHING CONTACTS

Italian furniture is the result of the coming together of both a natural talent for design and cutting-edge technological solutions. This is what makes it renowned the world over.

Situated in the north east of the country, the region of Friuli Venezia-Giulia hosts a variety of large, medium and small enterprises active in the furniture sector as well as an important cluster for the production of chairs.

Aware of the potential offered by the Indian market, the Chamber of Commerce of Udine, in collaboration with the Indo-Italian Chamber of Commerce & Industry, organised last month, in December, a delegation to India of eight companies active in the contract, residential and office subsectors.

Their visit to Bangalore was particularly appreciated, as the companies were able to gauge the market and consumer trends of this fast-growing Indian metropolis. In particular, the FVG companies had the opportunity to meet with more than 70 Indian importers, distributors, manufacturers, interior designers and architects and also to visit several showrooms in the city.

BIG FAT INDIAN WEDDING AT MACEF SPRING 2010

15–18 January, Milan,

A special 'Shaadi' (wedding) pavilion took centre stage at the 88th edition of Macef Spring (2010) – The International Home Show, where India was the guest country. With its exuberance and increasingly extravagant hospitality, the urban Indian middle class wedding provided a rich platform for the gifts, costume, fashion jewellery and crafts fair.

The fair attracted more than 1,900 international exhibitors and 90,000 visitors, among them, approximately



2000 top foreign buyers.

The Indo-Italian Chamber, which promoted Macef Spring 2010 in India, escorted two major associations to the show: the Export Promotional Council for Handicrafts and the Federation of Indian Export Organisations, as well as 62 Indian companies, which exhibited over a total area of 1,200 sq m.

ENVIRONMENTAL TECHNOLOGIES DELEGATION FROM VENETO

Centro Estero Veneto, the Foreign Trade Centre for the Region of Veneto, is bringing a delegation of companies that have expertise in environmental technologies to India from 22–26 February. The delegation will visit Delhi, Mumbai and Pune.

The companies are involved in:

- Waste recycling services (chemical and metal regeneration)
- Design, production, commissioning and start up of turnkey flue gas treatment plants for industrial melting processes
- Design, production, commissioning and start up of turnkey plants for the production of electrical and thermal energy by the incineration of waste or biomass
- Design, production and installation of sensors, data loggers, Scada systems (Supervision Control and Data Acquisition) and in broad terms systems for meteorology, hydrology, water quality, quality stations and networks
- Misting and cooling systems for odour control, dust suppression, disinfection, humidification, etc
- Recycled scrap materials for products such as street furniture, building materials, rubber floors, etc.
- Plantations of *Jatropha Curcus* and creation of seedbed
- Garbage sorting

The Veneto region has approximately 2,000 companies in the environment sector, employing 40,000 people with a turnover of 21 bn euros. Their strengths lie in their strong awareness for environmental preservation, innovative technologies, high specialisation, presence of private and public research centres and top ranking universities, institutions, organisations and cultural associations with national and international relationships.

For more information, please contact

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ITALIAN LANGUAGE COURSES

Level	Faculty	Beginning	Days	Timings	Fees (including all study material)
I (Beginners)	Italian	15 February 2010	Monday, Wednesday & Friday	08:30–10:30 am	Rs 6,000/-
II (Intermediate)	Italian	16 February 2010	Tuesday & Thursday	08:30–10:30 am	Rs 6,000/-

Venue:

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

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BUSINESS ENQUIRIES FROM INDIA

For further information regarding all Business Enquiries, please contact:

infodesk@indiaitaly.com

quoting reference at end of enquiry.

CHEMICAL & PHARMACEUTICAL INDUSTRY

An Indian manufacturer of precision industrial rubber products is looking for Italian importers of rubber parts such as dock fenders, silicone rubber sleeving, rubber profiles, diaphragms and gaskets, protective rubber guards, wheel stoppers, etc. **Ref: CH-IN-29**

An Indian manufacturer of pharmaceutical excipients is interested in importing cellulose acetate from Italy. **Ref: CH-IN-30**

ENVIRONMENT

An Indian company that designs and manufactures air-pollution control equipment and systems is looking for a joint venture with an Italian company for technology transfer. **Ref: EN-IN-10**

FASHION, ACCESSORIES & APPAREL

An Indian trading company is interested in importing leather scrap from Italy. **Ref: FA-IN-88**

MACHINERY & EQUIPMENT

An Indian company manufacturing chillers is interested in a joint venture with an Italian company to produce brine chiller units in India. **Ref: MA-IN-81**



BUSINESS ENQUIRIES FROM ITALY

For further information regarding all Business Enquiries, please contact:
infodesk@indiaitaly.com
quoting reference at end of enquiry.

AUTOMOTIVE

An Italian company is interested in a joint venture with an Indian automobile company to produce electric cars in India. **Ref: AU-IT-13**

FASHION, ACCESSORIES & APPAREL

An Italian manufacturer of leather goods such as belts, wallets, etc is looking for importers in India. **Ref: FA-IT-47**

An Italian hairstyling company is interested in importing hair products from India. **Ref: FA-IT-48**

OUR DESKS & THEIR REPRESENTATIVES



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