

ARAB-ITALIAN CHAMBER OF COMMERCE

Facilitating access to Italy and EU

The Arab-Italian Chamber of Commerce is officially recognised in Italy and boasts over 6,000 members

ESTABLISHED in 1972, the Arab-Italian Chamber of Commerce is a non-profit organisation in which Arab and Italian parties have equal rights and duties and whose aim is to promote and enhance economic and trade relations between the Arab countries and Italy.

In Italy, the Chamber is the only body to be officially recognised by the Arab League as well as by all its member countries. The General Union of Arab Chambers and the Federations of the Chambers of Commerce of the Arab countries are represented in the Chamber's Board of Directors and these cooperate on an institutional level with the Chamber.

The Chamber works in close collaboration with the European Union and, in Italy, with the Ministries of Foreign Affairs and of Economy, the Confederation of Italian Industries (Confindustria) and the network of the Italian Chambers of Commerce, among others.

Several large Italian companies both in the public and the private sector, as well as small- and medium-sized enterprises, banks, chambers of commerce and other institutions have joined the Chamber, which amounts to a total of over 6,000 ordinary and participating members.

In particular, the services offered to its Arab members include commercial promotion and operational assistance (selection of Italian manufacturers, selection of qualified Italian partners for joint-venture agreements and of Italian agents, organisation of business meetings in Italy, circulation of business proposals, publication of the member's profile on the Chamber's website), mediation, information and documentation (advice on laws, regulations and procedures in force in Italy; advice on how to operate in the Italian market; information on fairs



Pietro Paolo Rampino, Board Member, Treasurer, and Delegate for UAE and Qatar

 **In Italy, the Chamber is the only body to be officially recognised by the Arab League as well as by all its member countries. The General Union of Arab Chambers and the Federations of the Chambers of Commerce of the Arab countries are represented in the Chamber's Board of Directors and these cooperate on an institutional level with the Chamber**

and exhibitions taking place in Italy; access to the Chamber database that lists over 20,000 Italian exporting companies searchable by sector and product/service). The Chamber publishes a monthly magazine dedicated to economic and commercial updates from the Arab countries, as well as a weekly newsletter on business opportuni-

ties and tenders in the Arab world, among a few other publications. It also organises specialised seminars and forums and facilitates participation in the EU and national/trans-national projects.

The relevance of exchange between Italy and the Arab world (as exemplified by the case of the UAE, to which Italy exported over 5.5 billion euros in 2012, an increase of 50 per cent compared to 2010) has contributed to the increasing number of business missions of Italian operators organised by the Chamber to the different Arab Countries (four delegations of Italian businessmen were organised in the last 12 months and in the previous year to Abu Dhabi, Dubai and Sharjah alone).

The Chamber has also long been promoting the establishment of joint ventures between Arab and Italian partners and its services can be accessed by Arab public agencies interested in the promotion of the Arab export to Italy, as well as of tourism and of investments. Regarding the creation of joint ventures, the Chamber has in particular developed a scheme of crossed participations, aiming at tightening the relations between the partners of the two sides and at facilitating the access to the international market.