



**CAMERA DI COMMERCIO
DEL SUD EST SICILIA**



Ordine dei Dottori Commercialisti
e degli Esperti Contabili
di Catania

CONFERENCE

United Arab Emirates after Dubai Expo 2020

DUBAI HUB OF THE MENASA AREA

Opportunities for companies in Italy

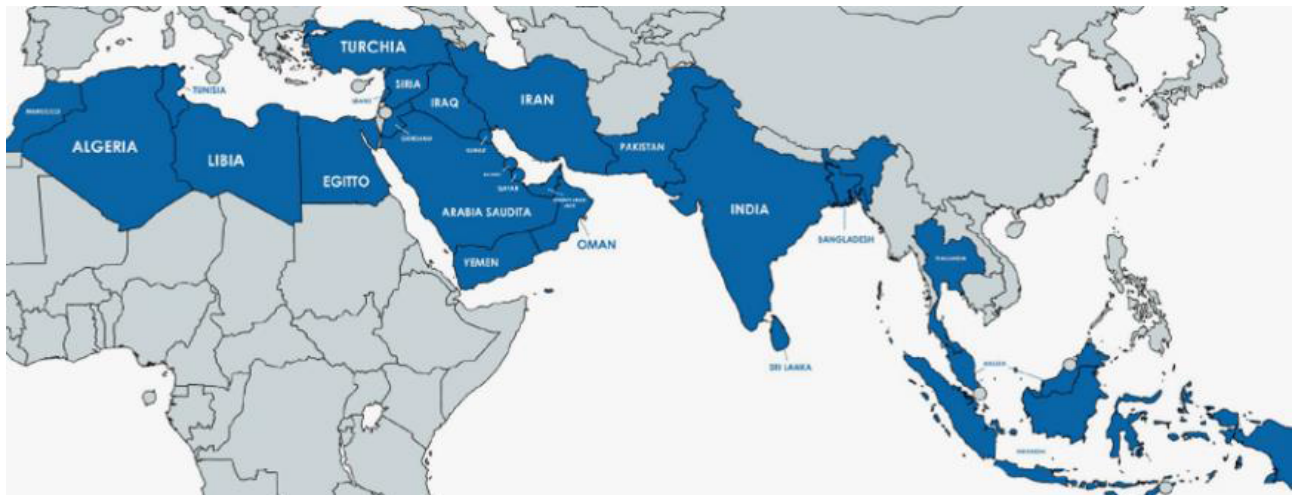
The Southeast Sicily Chamber of Commerce and the Catania Association of Chartered Accountants are organizing a conference to learn and explore about the potential business opportunities in the United Arab Emirates, as well as the assistance offered to Italian companies.

The United Arab Emirates has established itself as one of the leading countries on the world stage, and Dubai Expo 2020 has been able to attract not only visitors but also economic investment.

The meeting, offers an overview of the legal and tax system in the UAE, the opportunities offered by the INTERNATIONAL FREE ZONE AUTHORITY in Dubai, and focuses on some sectors, where Italian companies can offer excellent products and services.

Due to a variety of factors, including its geographical location, brand new infrastructure, current legal framework, tax policies, and economic stability, make it an ideal Hub for re-export to the Middle East Area and beyond.

In fact, the UAE is the leading trading partner in the Middle East, North Africa, and South Asia region (MENASA).



Thanks to the numerous opportunities offered in key sectors such as Environment, Agri-food, Tourism, Healthcare, Water, Energy, Machinery, Logistics, Creative Industries and the many opportunities generated by the recent Dubai World Expo 2020, more and more Italian companies have undertaken business with the UAE and many of which have even already settled in the country.

The numerous direct flights managed by EMIRATES, FLYDUBAI, and WIZZAIR, have made it possible to facilitate and increase Italian exports to the United Arab Emirates, and from there to all areas of influence, considering that over 70% of goods imported into Dubai are then re-exported throughout the area of influence.

These direct air connections also represent extraordinary tools for incoming tourists to Italy.

DUBAI, THE MOST CONNECTED CITY IN THE WORLD

The Arabic term with which the city of Dubai was called in ancient times is Al Wasl "connection", reflecting the strategic importance of its geographical position, as a connection point between populations from Europe, Asia, and Africa. Dubai is in fact at the center of the world, geographically and culturally.

The UAE they are located within a few hours of flight from the main international destinations, in the center of an area with 2/3 of the world population, in a time range ranging from 4 to 8 hours of flight. Every major city in the world can be reached from Dubai with a direct flight. Italy is connected to Dubai with direct flights from Rome, Milan, Venice, Bologna, Naples and Catania.

The UAE has now become a global HUB for business, for tourism and, increasingly, for sharing knowledge in every sector. It is home to more than 200 nationalities who work together, exchange ideas and build partnerships to solidify the country's position as a contemporary hub of innovation.

TOP SECTORS OF INTEREST EAU

Major economic sectors in the UAE are seeing steady growth in the flow of investments, and several local companies are entering into partnerships with foreign companies.

The Country is looking to attract more investments in promising sectors such as advanced technology, artificial intelligence, research and development, and the digital economy, which spur innovation and improve the performance of the economy

- HEALTHCARE
- AGRITECH
- RETAIL MARKETS AND E-COMMERCE
- EDUCATION, SCHOOLS
- SMART CITIES AND AUTONOMOUS TRANSPORTATION
- STREAMING ENTERTAINMENT AND GAMING
- MANUFACTURING SECTOR
- ICT SECTOR
- SPACE
- LOGISTICS.
- FINTECH
- TOURISM.
- RENEWABLE ENERGY

AGENDA*

** Event accredited by the Order of Chartered Accountants and Accounting Experts of Catania*

CHAMBER OF COMMERCE OF SOUTH EAST SICILY

Conference venue

2, Cappuccini street
Catania
ITALY

Tuesday, June 20th 2023

14:45 Registration of participants

15:00 Institutional Greetings

- *Salvatore Virgillito, President of the Order of Chartered Accountants of Catania*
- *Rosario Condorelli, Secretary General of the Chamber of Commerce of South East Sicily*
- *Nino Salerno, SICINDUSTRIA Internationalization Delegate*

Moderatore

Alessandro Lo Giudice, Consigliere Delegato Commissione Internazionalizzazione ODCEC Catania

- 15:30 Dubai, the destination of new opportunities
Jochen Knecht, CEO of International Free Zone Authority – IFZA in Dubai
- 15:45 ITA – Italian Trade & Investment Agency. Main sectors of Italian exports: opportunities for a win-win cooperation between UAE and Italy's SEZ
Amedeo Scarpa ITA Dubai office director for the UAE
- 15:55 SACE, the Instruments to support the Italian Enterprises
Ciro Aquino, Regional Manager Middle East, Head of Dubai Office.
Chiara Pollicina, Relationship Manager Sales SME South Italy. SACE
- 16:15 Italian companies operating in the UAE in partnership with SHARAF FUTURE LLC.
Stefano Campagna, President of the Italian Chamber of Commerce in the UAE
- 16:30 Approach to the UAE Market. Opportunities and critical issues for Italian companies
Mauro Marzocchi, Secretary General of the Italian Chamber of Commerce in the UAE - IICUAE
- 16:45 SIMEST, Financial Instruments to support the internationalization of the Italian enterprises
Gabriella Severi, Senior External relationship SIMEST S.p.A.
- 17:00 The role of the chartered accountant in the internationalization of Italian companies in the UAE
Giuseppe Giarlotta, (President of the ODCEC Catania Internationalization Commission)
- 17:30 The airport of Catania, Comiso and receptivity in the island
Nico Torrasi, CEO of SAC SpA. President Federalberghi Sicilia
- 17:45 The legal and tax system in UAE
Luigi Falanga, Chartered Accountant, Professional Partner International Free Zone Authority IFZA
- 18:00 Incentives for the internationalization of companies
Giovannella Biondi, Chartered Accountant, Vice President of Finance Commission ODCEC Catania
- 18:15 Case Histories, The experience of Italian companies already operating in the UAE
Salvatore Marotta, General Manager della Fratelli Marotta s.r.l.
Rocco Martello, CEO of OWAC Engineering Company
- 18:35 Bilateral international Agreements between Italy and UAE
Antonio M. Varvaro, Lawyer, Legal Consultant in Dubai, AMV Eurolegal
- 18:50 The role of the European Commission Network and relations with the UAE
Giada Platania, SICINDUSTRIA internationalization manager, EEN - Enterprise Europe Network
- 19:05 Real Estate Funds, Real Estate Development instruments with Italian and Emirati Investors
Emiliano Russo, Lawyer, Head of Real Estate, DELOITTE LEGAL
- 19:20 The Constructions & Real Estate Market in Dubai: Opportunities for companies in the sector
Fabio Lombardi, associate Director Betterhomes LLC.
- 19:30 Property Management, How to make a real estate investment really profitable
Manuela Vaccarini, Property Manager - Author of "Questione di Gestione"
- Q&A, Conclusions

The conference may also be watched live on the YOUTUBE channel listed below.

It will be recorded and will therefore remain available in the said channel, for subsequent viewings.

<http://Youtube.com/@cameracommerciosudestsicilia>