



SOUTH AFRICAN CONSULATE-GENERAL
MILAN



the dti

Department:
Trade and Industry
REPUBLIC OF SOUTH AFRICA



CONFINDUSTRIA
ASSAFRICA & MEDITERRANEO
ASSOCIAZIONE PER LO SVILUPPO DELLE IMPRESE ITALIANE
IN AFRICA, MEDITERRANEO E MEDIO ORIENTE



Ma come fare una joint venture? Perché il Sudafrica? Come sta cambiando l'Africa subsahariana? Se ne parla nel corso del webinar organizzato il 6 luglio 2017 dal Consolato Generale del Sudafrica a Milano in collaborazione con Confindustria Assafrica & Mediterraneo.

Confindustria Assafrica & Mediterraneo è l'Associazione imprenditoriale multisettoriale specializzata del Sistema Confindustria che supporta ed aiuta le imprese ad orientarsi e lavorare sui mercati di Africa, Mediterraneo e Medio Oriente, creando opportunità di business verso i migliori mercati-obiettivo in aree geografiche in cui la presenza imprenditoriale italiana sta aumentando ma è tuttora scarsa rispetto alle opportunità di business esistenti.

*A **joint venture** is an agreement according to which two entities, normally business enterprises, commit to cooperate on a common project (of industrial or commercial nature) deciding to put together their capacities, experiences, skills and capital. Through joint ventures, companies in all sectors can access new markets and build on consolidated ones realizing joint projects and investments while sharing the risks. In South Africa a local partner can share knowledge of the domestic, regional and continental market with the Italian partner providing an opportunity to access new potential clients and offering major success possibilities in procurement adjudication. In its turn, the Italian company can share know how, organizational capacity and technological innovation skills with the South African partner.*

But how is a joint venture established? Why South Africa? How is Sub Saharan Africa changing? This will be discussed during the Webinar organised on 6 July 2017 by the Consulate General of South Africa in Milan in conjunction with Confindustria Assafrica & Mediterraneo.

***Confindustria Assafrica & Mediterraneo** is the specialized multisectoral business Association of the Confindustria system representing and supporting Italian Companies with business interests in African, Mediterranean and the Middle East countries, creating business opportunities in targeted markets of geographical areas where the Italian entrepreneurial presence is increasing but still not enough considering the untapped business opportunities.*

Objectives:

- Fornire un quadro su come stabilire una joint venture/ *Provide an overview of how a joint venture is established*
- Creare consapevolezza sulle opportunità e le complicazioni nello stabilire una joint venture/ *Create awareness on opportunities and complications in establishing joint ventures*
- Stimolare sinergie tra aziende italiane e sudafricane / *Stimulate synergies between Italian and South African companies*

Recipients/attendees:

- Aziende italiane e sudafricane in tutti i settori/ *Italian and South African companies in all sectors*
- Rappresentanti di istituzioni imprenditoriali Italiane e Sudafricane/ *Representatives of Italian and South African trade & investment institutions*
- Consulenti e commerciali/ *Consultants and traders*

Programme:

- Introduzione del tema e dei relatori/ *Introduction of the subject and the speakers of the day (Marcella Uttaro, Department of Trade and Industry of South Africa in Milan)*



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- Discorso di benvenuto/ *Welcome address* (**Titi Nxumalo**, Consul General of South Africa in Milan)
- Presentazioni dei relatori/ *Presentation by the speakers* (**Giovanni Ottati**, President of Confindustria Assafrica & Mediterraneo, **Mario Di Giulio**, Responsabile Desk Africa, Studio Legale Pavia e Ansaldo)
- Q&A

La partecipazione al Webinar è gratuita/ *The Webinar is free of charge*

Moderatore/ *Moderator*:

Marcella Uttaro, Marketing Officer, Department of Trade and Industry at the South African Consulate-General in Milan



Discorso di benvenuto/ *Welcome address*:

Ms. Titi Nxumalo, Consul General of South Africa in Milan



Speaker:



Giovanni Ottati, President of Confindustria Assafrica & Mediterraneo



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Mario Di Giulio, Responsabile Desk Africa, Studio Legale Pavia e Ansaldo