



STRENGTHENING BILATERAL COOPERATION

VISIT TO NAPLES

May 12th - 14th, 2024



مجلس الأعمال السعودي الإيطالي
BUSINESS COUNCIL SAUDITA ITALIANO

VISIT PROGRAM

Institutional Partners



Unione Industriali
Napoli



REGIONE CAMPANIA



INVIMIT
Investimenti Immobiliari Italiani

Comune di Napoli

Main Partner

GRIMALDI | ALLIANCE



ORIGINAL
MARINES

STUDIO GIORDANO
Associazione Professionale Dottori Commercialisti
ACB Member



METROPOLITANA DI NAPOLI SpA

Industry Partner

ACEN
ASSOCIAZIONE COSTRUTTORI EDILI NAPOLI

Partners

LIU·JO
LUXURY COLLECTION



SPICA



S.I.R.A.L. SpA
Società Italiana Raffineria Lubrificanti



مرحبا
Benvenuti



مجلس الأعمال السعودي الإيطالي
BUSINESS COUNCIL SAUDITA ITALIANO

DAY 1 | Sunday 12 May

09.30 – 14.00

Archeological Park of Pompei

- Guided Tour
- Gathering
- Light Lunch

17.00 - 18.30

Visit to cultural sites in Naples (*program in progress*)

DAY 2 | Monday 13 May

09.30 – 14.15

Business Conference "Strengthening Saudi - Italian cooperation for a common and sustainable development" - Unione Industriali Napoli

- Business Conference
- Networking Lunch

15.00 – 17.00

B2B Networking Session - TARI' Goldsmith Center

19.30 – 22.30

Gala Dinner - R.Y.C.C. Savoia

DAY 3 | Tuesday 14 May

09.30 – 10.30

Institutional Meeting – Comune di Napoli

10.45 – 11.45

Institutional Meeting – Regione Campania

15.00 – 17.00

Gathering and B2B Networking Session – ACEN, Constructor Association of Naples

DAY 1 | Sunday 12 May
PROGRAM'S HIGHLIGHTS



ARCHEOLOGICAL PARK OF POMPEI

UNESCO World
Heritage Site

09.30 – 12.00

Guided Tour of the Archeological Park

12.15 – 13.00

Gathering (Auditorium of the Archeological Park)

At the end of the guided tour, the delegation will gather together to meet with Dr. Zuchtriegel, Director of the Archeological Park of Pompei and listen to the case histories of some companies engaged in the preservation of a site of exceptional historical significance and its development as a tourism destination. The meeting will offer an opportunity of best-practice sharing among representatives of the two countries.

13.00 – 14.00

Light Lunch

DAY 2 | Monday 13 May
PROGRAM'S HIGHLIGHTS



BUSINESS CONFERENCE

Strengthening Saudi - Italian
cooperation for a common and
sustainable development

Hosted by:



Unione Industriali
Napoli

09.00 – 09:30

Arrival and registration

09.30 – 09.50

Welcoming Remarks

- **Costanzo Jannotti Pecci**, *President*, Unione Industriali Napoli
- **Gaetano Manfredi**, *Mayor*, Metropolitan City of Naples
- **Kamel Almunajjed**, *Chairman*, Saudi Italian Business Council

09.50 – 10.50

Countries' Attractiveness (*Panel Session*)

- **Luca Miraglia**, *CEO Middle East*, The European House - Ambrosetti
- **Abdulrahman Al-Anbar**, *Director of Strategic Partnerships*, Quality of Life Program
- **Raffaella Farina**, *General Director for the Economic Development*, Regione Campania
- **Adel Al-Sarhan**, *Director – Agriculture & Food Processing Sector*, Ministry of investment of Saudi Arabia



10.50 – 11.50

Industrial Development and Innovation (*Panel Session*)

- **Giacomo Vigna**, *Head of Unit – Agrifood business Tourism and Cultural and Creative Industries – Directorate General of Industrial Policies, Ministry of Enterprises and Made In Italy*
- **Valeria Fascione**, *Councillor for Research Innovation and Start-up, Regione Campania*
- **Rehab Al Otaibi**, *Made in Saudi, Ministry of Industry and Mineral Resources of Saudi Arabia*
- **Tommaso D’Alterio**, *Managing Director, Isaia-Pepillo Foundation*
- **Burak Çakmak**, *CEO Saudi Fashion Commission, Ministry of Culture*

11.50 – 12.40

The Role of the Past in Shaping the Future: Heritage, Tourism and Construction (*Panel Session*)

- **Giovanna Della Posta**, *CEO, Invimit SGR*
- **Silvia Barbone**, *Strategic Partnerships Executive Director, Royal Commission for AlUla*
- **Angelo Lancellotti**, *President, ACEN - Association of Building Contractors of Naples*
- **Saud Al-Hamoud**, *General Manager of Partnerships, Diriyah Gate Development Authority*
- **Francesco Sciaudone**, *Managing Partner, Grimaldi Alliance*

12:40 – 12:50

Closing Remarks

- Vincenzo De Luca¹, *President, Regione Campania*

12:50 – 14:15

Networking Lunch

Moderator: **Andrea Cabrini**, *Managing Director, Class CNBC*

¹ To be confirmed



SPEAKERS' BIO



Abdulrahman Al-Anbar, *Director of Strategic Partnerships, Quality of Life Program*

Abdulrahman Al-Anbar is director of strategic partnerships at the Quality of Life Program, one of the Saudi Vision 2030 realization programs.

Since joining the program in March 2022, Al-Anbar has overseen the building, strategizing and executing of the strategic partnerships' department that is aligned with the program's strategic goals with all relevant stakeholders, including the Tourism Investment committee. He has signed strategic partnerships and activations with the private, government and nonprofit sectors as well as measured their impact. Before that, Al-Anbar was a senior partnership specialist at the Ministry of Investment's investor-solution department. At the ministry, he offered business solutions and value-added services catered to high-caliber investors, and was part of the regional headquarters attraction team for end-to-end services. Al-Anbar took part in delegations within Saudi Arabia and abroad, along with being part of the COVID-19 response center team. In 2018, he was head of strategic relations at the Local Content and Government Procurement Authority. Through his work at the authority's priority project office, Al-Anbar established strong external relationships with key stakeholders and developed communication plans to identify possible areas of collaboration. He arranged workshops and events for relevant government agencies, and liaised with officers to ensure that cases of distressed projects were addressed. In 2015, Al-Anbar was deputy public relations manager at Banque Saudi Fransi, where he managed public relations processes, sponsorship activities and press releases. He also worked as marketing director at Moheet Al-Jazirah Ltd., a London-based real estate and property management services company. During that time, Al-Anbar provided marketing planning and leadership by ensuring that the appropriate structures, systems, competencies and values were developed. Before that, he worked as a marketing communication manager at Intigral, a digital entertainment company owned by STC Group. Al-Anbar received a bachelor's degree in marketing communication from Emerson College in Boston, US. He also earned a master's degree in public relations and communications from the University of Westminster, UK



Saud Al-Hamoud, *General Manager of Partnerships, Diriyah Gate Development Authority*

Graduated from George Washington University double majoring in International Business and Marketing. Starting my career with KMPG in corporate finance division focusing on IPO, Mergers & Acquisitions. I have transitioned to one of the largest Saudi Banks SNB focusing on Wealth Management before moving to Diriyah Gate Development Authority as a Senior Director heading the Investment Attraction and Commercial Partnerships.



Rehab Al Otaibi, *Made in Saudi, Ministry of Industry and Mineral Resources of Saudi Arabia*

Rehab Alotaibi, currently working in Saudi Exports Development authority as Brand Experience II senior specialist for Saudi Made program. Graduated from Dublin City University in 2018 majoring in Marketing, innovation and technologies. Joined Saudi Made in 2021.



Adel Al-Sarhan, *Director – Agriculture & Food Processing Sector, Ministry of investment of Saudi Arabia*

del Alsarhan, the Food Processing sector Director at the Ministry of Investment of Saudi Arabia (MISA), is responsible for overseeing investment development and attraction within KSA. He leads outreach and engagement efforts to promote investment opportunities in all subsegments of Food Processing and manufacturing support. Adel holds a Bachelor's degree in Financial and Management Sciences and boasts over 18 years of experience in industry reform, strategy development, partnerships, and relationship management.



Kamel Almunajjed, *Chairman*, Saudi Italian Business Council

Kamel Almunajjed is the Managing Partner of Urjuan Real Estate Developers (URJUAN), a leading developer in the housing and industrial segments in Saudi Arabia. He is also the Managing Partner of Support Services Network Co. (SSNET), a leading provider of logistic solutions and materials for the warehousing industries in Saudi Arabia and the Gulf region. He is also since 2021 the Chairman of the Saudi Italian Business Council, an official body of the Federation of Saudi Chambers. He also serves on several Boards of private and public companies.

He started his career in the banking sector, and then moved to the private sector before starting his own companies. He had previously chaired the Saudi French Business Council and then the Saudi Indian Business Council, as well as other private companies.

Mr Almunajjed holds an Electrical Engineering degree from the American University of Beirut, and an MBA from INSEAD in France.



Silvia Barbone, *Strategic Partnerships Executive Director*, Royal Commission for AIUla

Silvia is an international expert in sustainable tourism, project management, and destination management. She is a regular public speaker at international conferences and bloggers.

Selected as one of the 10 European Experts for ETIS – EU Tourism Indicator System, Silvia is specialized in management consulting for tourism, both for private and public sector agencies.

She designed and implemented many projects, from small to large scale, and set up international partnership.

She also planned and delivered training activities and events, with the aim to bring sustainability from theory to practice. This involves working with leading global organizations, including UNWTO, UNESCO, UNEP, European Travel Commission, European Parliament, UNEP, World Bank, as well as local, regional, and national stakeholders.

She is the founder of Jlag and Fest and developer of the PM4SD certification. Silvia is also founder and director of European Summer School Leadership and Governance for Sustainable Tourism, which hosted five annual events to date. She also designed The Next Tourism Generation (NTG) Alliance to build and implement the first European Blueprint Strategy for Sectors Skills Alliance.



Burak Çakmak, *CEO Saudi Fashion Commission*, Ministry of Culture

A preeminent name in the fashion industry, Burak Çakmak joined the Fashion Commission in February 2021, with a mandate to lead efforts to elevate the Saudi fashion sector as it seeks to preserve the Kingdom's rich fashion heritage and empower domestic talent.

Prior to joining the Saudi Fashion Commission as CEO, Burak Çakmak was the Dean of Fashion at Parsons School of Design between 2015 – 2020. Before this, he held several key positions in the fashion industry, including vice president of corporate responsibility at Swarovski, corporate responsibility director at Kering, and general manager for the UK and Benelux countries at MADE-BY. Çakmak has vast experience in fashion industry including some of the leading luxury brands such as Gucci, Yves Saint Laurent, Bottega Veneta, Boucheron, Alexander McQueen among others.

He also led the Swarovski Waterschool Initiative's education program, and continues to act as an expert jury for LVMH Prize. Çakmak was also a visiting professor at SKEMA Business School

in France and China and he helped create scholarships at Parsons and Central Saint Martins. In addition to this, Çakmak served as a sustainability consultant at the UN Conference on Trade and Development (UNCTAD), and sat on the Advisory Board and Jury Committees for the Council of Fashion Designers of America (CFDA). He holds an MBA degree in International Business from San Francisco State University.



Tommaso D'Alterio, *Managing Director*, Isaia-Pepillo Foundation

Graduated in Economics and Business from the Federico II University of Naples, after a brief research experience at the Department of Economic History of the same University, he began his business career in 1998 dealing with production planning at a small company in the textile sector furniture heir to the ancient tradition of San Leucio weaving

In 2000 he began his collaboration with Isaia (one of the leading high-end companies in Campania thanks to a long history in the tailored clothing) being in charge up to 2018 as Controller, Treasury Manager and Finance Manager

Since 2018 he assumed the role of Managing Director with the Isaia-Pepillo Foundation, established by Isaia with the mission of enhancing the knowledge present in the Campania region starting from the immense craftsmanship heritage of this Region.

To this end, he is engaged daily in training projects and research and dissemination activities in collaboration with public and private stakeholders committed to the same objective.

Since 2023 he has been Vice President of Fashion Committee in Unione Industriali Napoli



Vincenzo De Luca, *President*, Regione Campania

Vincenzo De Luca is the president of Campania Region.

In 2013 he was appointed Deputy Minister of Infrastructure and Transport.

At the end of 2014 he ran in the centre-left primary elections to choose the candidate for the presidency of the Campania Region who won with 52% of the votes, thus becoming the candidate of the Democratic Party for the regional elections in Campania.

On 18 June 2015 he was proclaimed president of the Campania Region.

On 9 October 2020 he was re-proclaimed and re-elected President of the Campania Region.



Giovanna Della Posta, *CEO*, Invimit SGR

With over twenty-five years' experience in strategic sectors such as TLC, energy, insurance and alternative investments, Giovanna Della Posta has consistently led challenging and change-oriented projects.

She graduated with honors in Economics and Finance and she earned the General Management Program at Harvard Business School in 2016. From January 2019, she is the CEO of Invimit SGR, company 100% owned by the Italian Ministry of Economy and Finance with the mission to enhance public real estate assets and the aim of generating value for the Country, attracting global investors and reducing public debt.

She sits in the Board of Arexpo (former Expo Area, project of urban regeneration in Milan). Awarded "Woman of the Year" at the Real Estate Awards 2020 and "Fund manager of the Year" and selected by Forbes among the "100 Women Leaders" for creativity and leadership and by Fortune among the "Most Powerful Women" in Italy. In 2024 she was awarded the "Premio Minerva Anna Maria Mammoliti" for Management, dedicated to woman leadership.



Raffaella Farina, *General Director for the Economic Development*, Regione Campania

Raffaella Farina is the Manager at the General Directorate for Economic Development and Productive Activities since 2021. From 2004 to 2010 she was Manager of the "Economic-financial management and connection with other sectors" Service of the Area" at the General Affairs Area of the Presidency. She's been Staff manager "Activities connected with the skills of the A.G.C. Scientific research, Statistics, Information Systems and Computer Science" until 31/10/2013 and Staff Manager at the General Directorate for University, Research and Innovation "Technical-administrative support functions to the General Management" DPRC 248 of 31/10/2013 until May 2017. Her skills include planning investigations for interventions aimed at supporting and developing regional economic-productive realities, production facilities, markets, trade, small and medium-sized enterprises, crafts, cooperatives and business associations. Furthermore, it deals with the promotion of Made in Campania at a national and international level.



Valeria Fascione, *Councillor for Research Innovation and Start-up*, Regione Campania

Graduated with honors from the University of Naples Federico II with a thesis in theory and politics of economic development.

In 2002 she was appointed Director of the Business Innovation Center of Città della Scienza, a structure active at European and international level, specialized in offering services for startups, the development of innovative businesses and the promotion of innovation at a local level.

In 2009 she was called to direct the evaluation activity of the Regional Program Contracts for the Campania Region.

Among other activities, she coordinated KiiCS, a European research project for the creation of creative industries at an international level.

In 2014, she helped create the first piece of the Knowledge Industry Area (AIC) in Bagnoli, which hosts the innovative startups that successfully emerged from the BIC of Città della Scienza and which operate with leading positions in international markets.

In recent years, she has been appointed member of the Executive Committee of the International Technology Transfer Network, promoted by the Chinese Government; she is an active member of the European Business Innovation Network (DG Enterprise CE); she co-founded the BAC, Business Angels Club.



Costanzo Jannotti Pecci, *President*, Unione Industriali Napoli

Graduated in Geological Sciences at the University of Naples Federico II, Costanzo Jannotti Pecci has been working in the hotel, hydrothermal and bottled mineral water industries for more than twenty years.

Costanzo Jannotti Pecci is President and CEO of CHG - Caracciolo Hospitality Group, the company including the hotels The Britannique Naples, Palazzo Caracciolo Naples and Grand Hotel Telese.

Uninterrupted growth, development and cohesion of the southern territory in Italy are the very core of its values.

In addition to the positions held in the CHG-Caracciolo Hospitality Group, Costanzo Jannotti Pecci is Managing Director of Palazzo Caracciolo S.p.A. in Naples, Managing Director of Impresa Minieri S.p.A. in Telese Terme (BN), President of the Board of Directors of Terme Lucane S.r.l. in Latronico (PZ) and a member of the board of directors of the Foundation of University of Naples Federico II.

In May 2022, Costanzo Jannotti Pecci was unanimously designated as President of the Unione Industriali Napoli, currently holding the position.

In June 2008, he was appointed by the President of the Italian Republic, Giorgio Napolitano, as “Cavaliere del Lavoro” for the spa tourism industry, the first person to receive the honour for this sector.

Costanzo Jannotti Pecci has also served as a Board Member of several major banks and he held the position of President in the major entrepreneurial associations: Federterme Confindustria, Federturismo Confindustria, Confindustria Benevento and Confindustria Campania.



Angelo Lancellotti, *President*, ACEN - Association of Building Contractors of Naples

A Civil Engineering graduate, he is a fourth-generation builder. His great-grandfather Ernesto was the owner of the first social housing development in Italy (SPEME development), which involved the urbanization of the Posillipo hill.

He has extensive experience in business associations, with roles assumed at local and national level: he was president of the Cassa Edile di Napoli, vice president of ACEN, with responsibility for Public Works and Internal Relations, and vice president of the Consulta delle Costruzioni, as well as a member of the board of directors of the Centro Formazione Maestranze Edili and AFM - Associazione di Formazione Manageriale. In the past he was also a member of the Executive Committee of Unione Industriali and vice president of the Gruppo Giovani Imprenditori di Api Napoli.

He is the technical director and legal representative of I.Co.M.E.S. (Impresa Costruzioni Marittime Edili Stradali) S.r.l., a construction company specialized in the restoration and consolidation of historic buildings that has been operating in the sector for over 40 years.



Gaetano Manfredi, *Mayor*, Metropolitan City of Naples

At the start of his mandate as mayor, Gaetano Manfredi laid out a general plan of action for Naples. His strategy consists of several major focuses, which are highly connected with the structural composition of the city and its urban and social redevelopment. The first focus is on improvement of infrastructure around the city, primarily the public transport. The second focus is increasing growth of jobs and combating unemployment. One of the desires of mayor Manfredi is to establish Naples as a city full of opportunities and attractive for investors. The third focus is closely related to his position as commissioner of Bagnoli-Coroglio, which is part of his position as mayor: the relaunch of Bagnoli. This project will reshape and urbanize Bagnoli part of the city, giving it a new look and modernizing it. The fourth focus aims at the port of Naples. Mayor of Naples talked about redevelopment of the port, which will be supplemented with innovation and new industrialization. This will be further supported by investments into the waterfront of the city, which will be a new meeting area for the residents of the city. In the end, he will also promote restructuring of abandoned public buildings and the revitalization of the suburbs.



Luca Miraglia, *CEO Middle East*, The European House - Ambrosetti

Luca Miraglia is an expert in internationalization with over 20 years experience. He is CEO and shareholder at The European House - Ambrosetti Middle East and Central Asia and Head of the Cross Border practice at The European House - Ambrosetti.

From 2019 to 2022 he served as consultant to the United Nation within the National Export Strategy program, funded by the European Union.

During his career, he assisted more than 500 enterprises from 16 countries and several governmental organizations, holding over 100 seminars on economic development scenarios, attractiveness, sectorial analyses, export compliance, finance and payments, contracts, negotiation, and business culture, among the others.

He received a Master in Integrated Management from C.U.O.A. Business School, University of Padua, graduated cum laude in Science in Business Economics Communication from University of Trieste.



Francesco Sciaudone, *Managing Partner*, Grimaldi Alliance

Francesco Sciaudone is the founder and global managing partner of Grimaldi Alliance, an International Law Firm operating in more than 50 jurisdictions and he is the founder of the International Alliance. He coordinates the European and antitrust law department and regularly advises financial institutions, public entities, and large corporations on judicial and out-of-court matters. He was born in Naples and graduated from the University Federico II of Naples. He has been included among Italy's top 10 lawyers by Legalcommunity and among the leading individuals in EU Law by Legal500. Admitted to practice law before domestic and European higher courts, he has extensive experience in major domestic transactions, privatizations, and liberalizations. Francesco's multidisciplinary expertise extends to complex international cases in urban planning, construction, and regulatory issues. With over 25 years of experience, he has assisted private entities, asset management companies, investment funds, and public operators in project development or acquisition. Francesco also chairs the Technical Committee - Finance Procurement - of the World Road Association (PIARC). He has particularly advised companies on regulatory/authorization issues, antitrust matters, and State aid within project acquisitions and transfers. He is also included in a list of independent experts advising the European Commission on "cohesion policy interventions" and "justice, freedom and security".



Giacomo Vigna, *Head of Unit of Agribusiness Tourism and Cultural and Creative Industries*, Ministry of Enterprises and Made In Italy

After serving a big four consultancy firm for over 14 years with 150+ M&A transactions managed in several industrial sectors Mr Vigna served as a CFO in a listed company. In 2018, he joined the public administration within the presidency of the counsel of ministries where he served as economic policy expert for almost three years. From July 2021, Mr Vigna is serving the Ministry of Enterprises and made in Italy with a role in the industrial policy and a focus on made in Italy industries.

DAY 2 | Monday 13 May
PROGRAM'S HIGHLIGHTS



**B2B NETWORKING
SESSION**

**TARI'
GOLDSMITH CENTER**

Hosted by:



15.00 – 15.15

Welcoming remarks from Regione Campania

15.15 – 17.00

B2B Networking Session

The session presents a unique opportunity for business men from Italy and Saudi Arabia to connect, explore potential partnerships, and unlock cross-border collaborations. Whether the objective is seeking new markets, innovative solutions, or strategic alliances, this dedicated B2B meeting space is designed to foster meaningful connections and drive mutual success.

Note | More than 100 Italian companies has already expressed interest in meeting with the delegation, providing detailed information.

DAY 2 | Monday 13 May
PROGRAM'S HIGHLIGHTS



GALA DINNER
R.Y.C.C.
SAVOIA

Hosted by:

GRIMALDI | ALLIANCE

19.30 – 20.30

Business Reception

The evening will commence pre-gala business gathering to provide an informal opportunity to cultivate new professional relationships and strengthen existing ones. It will also allow the introduction of some guests to the Saudi delegation.

20.30 – 22.30

Gala Dinner

DAY 3 | Tuesday 14 May
PROGRAM'S HIGHLIGHTS



WORKSHOP WITH B2B SESSION

Construction and
infrastructure

Hosted by:

ACEN
ASSOCIAZIONE COSTRUTTORI EDILI NAPOLI

15.00 – 17.00

Workshop with B2B Session

The initiative wants to represent a platform for Italian and Saudi Arabian construction and infrastructure companies to meet and explore the exciting potential of mutual investment and collaboration.

ACEN, the leading association of the constructors of Naples, will provide valuable insights into the evolving landscapes of Naples and the Campania region, through a series of presentations and interactive B2B sessions with leading Italian enterprises.

INSTITUTIONAL PARTNERS



Unione Industriali
Napoli

unindustria.na.it

The **Unione Industriali Napoli** is one of the local associations of “Confindustria”, founded in 1917 and re-established as a free association, after Fascism, on 22 January 1944. It includes companies which offer goods and services in the province of Naples.

In an industrial system like Italy’s, which largely consists of a close network of small and medium- sized manufacturing companies, business associationalism plays a fundamental role. The *Unione Industriali Napoli* with over 800 member companies of all sizes, employing a total of 50,000 people, is one of the largest enterprise associations in the South of Italy.

The *Unione Industriali Napoli* is a member of *Confindustria* - the Confederation of Italian Manufacturing and Service Companies – that represents 147, 000 companies and accounts for more than five million people. Following a policy of system governance, The *Unione Industriali Napoli* groups together manufacturing and service companies - as well as construction companies - through the provincial association (Acen Napoli).

The main sectors represented are: The Tertiary Sector, Chemical Industry, Shoe and Clothing Industry, Facility Management & Global Services, Food Industry, Furniture

and Wood industry, Healthcare, Logistics, Intermodal and Transportation, ICT, Mechanical Industry, Packaging, Publishing, Culture and Entertainment Industry, Shipbuilding, Tourism Industry, Utility Industry, Energy and Environment.

The *Unione Industriali Napoli* represents its members in relations with local governments, trade unions and economic, political and social organisations.

The *Unione Industriali Napoli* aims to :

- represent and safeguard the interests of the associated companies towards all the
- institutional, political and social interlocutors.
- promote enterprise, ideas, proposals, and plans for the development of industry and the area.
- promote competitiveness, innovation, and the internationalization of the Neapolitan system.
- promote the economic and cultural image, values, and specific nature of local enterprise.
- supply services for associated companies (e.g. regarding industrial relations, credit, internationalization, training, etc..)



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regione.campania.it

Campania region is the region with the highest GDP of southern Italy and the 7th most productive in the whole country. The region is full of natural resources, it is well connected by motorways and rail links and it has 2 among the most important ports in Italy by volume of container traffic: Naples and Salerno. Campania Region is recognized by its key competitive sectors of agrifood, tourism, fashion and design, jewelry manufacturing, aerospace, ICT, automotive, life sciences, green economy and construction industry.

ICT: Campania is the first in the South of Italy by number of companies of the sector, with fast-growing exports and strong expertise in software production.

AUTOMOTIVE: Campania is Italy's 3rd largest region for the transport and logistics industry. Great intangible cultural heritage for researchers and developed skills.

AEROSPACE: The Aerospace supply chain plays a leading role, both in terms of industrial presence and high content of technological knowledge, with a number of companies accounting for the 8% of Italian Aerospace industry.

AGRIFOOD: Campania is the first region in Italy by number of companies in the beverage industry and the light metal packaging manufacturing industry. The made in Campania's growth is due to the strong identity of its products, as pasta,

mozzarella, oil, meat, tomatoes and so on. Blockchain in the agri-food chain ensures the safety and control of products and increases consumer confidence.

LIFE SCIENCES: Major multinationals are operating in Campania, as well as entrepreneurial entities and networks of centres of excellence for training, research and development that compete internationally. The sector's exports have been growing in the last years, as has the number of employees.

FASHION AND DESIGN: 10% of Italian companies are historically located in Campania thanks to the creativity, materials research and craftsmanship of the Region, with a well-established propensity for excellence and high quality manufacturing. The consolidation of relations between companies has also led to the creation of consortia and industrial clusters specialising in different productions for the textile and clothing sector. There are important centers of production in Naples, Marcianise and Torre del Greco, specialized in the working of gold, silver, coral and cameos.

GREEN ECONOMY: Campania Region is the leader in the South of Italy by number of companies operating in the sector, with the number of employees growing by more than 6%. In the energy sector Campania has a large production of solar and wind power.



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Invimit is a real estate asset management company 100% owned by the Italian Ministry of Economy and Finance, currently managing 15 real estate funds, for over €2 Bn AuM. The company's reliability comes from specific

competencies from both the public and private sectors, providing opportunities of value generation for investors as they can also co-invest with public bodies, through exclusive and high-potential real assets.



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Grimaldi Alliance is an international law firm dedicated to providing legal assistance to national and international clients.

With about 500 professionals located in offices in Milan, Rome, Bari, Parma, Padua, Naples, Verona, Turin, Treviso, Brussels, London, Paris, Lugano, New York, and the ability to operate in more than 50 jurisdictions worldwide, supported by approximately 2,500 professionals, the firm offers comprehensive legal services.

Specialized in several practice areas, Grimaldi Alliance

assists Italian and international clients with renowned expertise and professionalism. Acting as a One-Stop Shop, the firm integrates legal and advisory expertise, guaranteeing comprehensive support both in Italy and abroad.

Grimaldi Alliance is the ideal partner for clients venturing into international markets, boasting a presence in numerous countries and offering direct support through highly qualified local professionals.



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INDUSTRY PARTNER

ACEN

ASSOCIAZIONE COSTRUTTORI EDILI NAPOLI

acen.it

Established in 1943, **ACEN - Association of Building Contractors of Naples**, is the leading representative body for the construction industry in Naples. It is the territorial reference point for the National Association of Building Contractors.

ACEN promotes policies that combine the innovative vision of businesses with the needs of society, aiming at social and economic development, favoring sustainability in an ESG key and widespread well-being.

Specifically, ACEN provides assistance and consultancy to member companies; dialogues with public and private stakeholders; and offers specialist support to public projects for territorial planning and environmental protection, for the

implementation of spending programs for infrastructure, residential and industrial construction.

It promotes urban recovery and requalification and contributes to the creation of an open and competitive market; collaborates in the resolution of problems of technical, administrative and legal nature; and favors agreements with other industrial and commercial representations.

The Association of Building Contractors of Naples participates directly or indirectly in initiatives of interest for the growth of the sector and maintains relations with the Public Administration also for the promotion and realization of complex and wide-ranging programs.



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PARTNERS



liujo.com

Liu Jo Luxury stands out in the world of fashion jewelry, watches and smartwatches for its elegance and refinement. With a wide range of high-quality products and exclusive designs, it offers items that complete and embellish every outfit, giving a touch of class and glamour on every

occasion. Thanks to the continuous search for unique materials and attention to detail, Liu Jo Luxury confirms itself as a reference point for those who love to stand out with style and personality



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originalmarines.com

Creativity, quality and Italian spirit are only few of the assets of Original Marines, founded in 1983 that produces and distributes casual and sporty apparel collections targeted for 0-14 years. A mix of colors, attention to the needs of the

children are expressed in each item in an extraordinary way. Original Marines has more than 500 stores in Italy and over 150 stores throughout Europe, Asia and Africa.



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siralspa.it

S.I.R.A.L. S.p.A. is an Italian manufacturer of lubricants located in Nola, in the heart of the Industrial Area of Naples. The industrial complex covers an area of approximately 20,000 square meters, of which 10,000 are covered. The company was founded in 2006 and over the years has consolidated its position thanks to its innovative production's plant which allowed S.I.R.A.L. to become one of the most important and recognized players in this business on the national and international market.

The Production unit is completely automatic and it is managed by a Supervision software that allows total control over the production. The unit is regulated with dedicated tanks to engine oils, motorcycle oils, hydraulic oils, transmission fluids and industrial oils, brake fluid and ADBLue®. The production plant has a minimum capacity of 60 tons of products. The processing system is able to reduce processing times and combustion times. As leading manufacturers of lubricants in Italy, we are constantly working to achieve exceptional performance in our products and services: base oils (mineral and synthetic) and additives are carefully selected by our team; the company's supply chain has been optimized in terms of costs, quality and research of raw materials, production time, storage and delivery to customers.

S.I.R.A.L. S.p.A offers a whole range of services:

- Blending
- Filling & Packaging
- Laboratory



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spica.eu
dubag.eu

Spica S.r.l. is the leading manufacturer of highly sophisticated & innovative materials for the plastic card industry, serving a diversified, stable blue-chip customer base such as Thales, Idemia and Giesecke & Devrient, among the other.

It operates through a state-of-the-art calendering and coating plant located at the core of Varese (Italy) plastic manufacturing cluster – also known as “Plastic Valley”, and it is Globally recognized as an undoubted leader for customer service and product quality.

Spica provides solutions to the cards industry in every application: financial cards, loyalty and gift cards, Governments and Health cards (ID), Transportation cards

In recent years, through pandemic and global supply chains

troubles, Spica has proved to be resilient, balancing its innovation efforts between supporting the core business and developing new initiatives for further growth and transformation with a huge success of its 100% recycled PVC products.

Featuring a double-digit EBITDA, Spica exports 95% of its production and it has been investing in new machineries that will generate in the course of 2024 additional volume capacities to match growing demand worldwide.

The Industrial site where Spica is headquartered in Castiglione Olona (Varese) was set up in 1953 and acquired by German Fund Management company DUBAG AG in 2021.



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Associazione Professionale Dottori Commercialisti

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studiogiordano.eu

Studio Giordano, with offices in Milan, Naples and the Interporto di Nola, is engaged in advising companies governed by corporations. It offers itself as a professional support to some internal functions of client companies by providing assistance to top management as well as to administrative, legal, corporate, financial, etc. .

In this sphere, counseling encompasses the overall management aspects of companies with particular reference to the technical-accounting, tax and civil law aspects of corporate acts and operations.

The Firm is a consultant in numerous so-called “extraordinary” operations both in Italy and abroad such as acquisitions, mergers, demergers, due-diligence, spin-offs, company valuations, privatizations and corporate reorganizations in general.

He has been involved, also, in stock exchange listing programs.

The tax profile, once predominant, has gradually seen its

weight waning over time, while at the same time moving towards more sophisticated issues such as avoidance, transfer pricing, the so-called patent box, the application of bilateral agreements, and tax inversion. For each of these strands, the firm has developed ad hoc working groups to take into account quali-quantitative needs. A strand that has gained particular relevance in recent years-both because of the frequency of business crises and because of the increased interest in the protection of the company itself-is that of bankruptcy, pre-bankruptcy and insolvency procedures in general for the resolution of business crisis, prominent among the latter are debt restructurings in which a variety of professionals are involved.

Finally, the activities that are traditionally individual par excellence should be mentioned: the activity of auditor and auditor on the one hand, and the activity of company director also with delegated powers and management responsibilities.



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