



**ITALIAN BUSINESS COUNCIL**  
Dubai & Northern Emirates

# **ITALIAN BUSINESS COUNCIL DUBAI & NORTHERN EMIRATES**

## **PRESENTAZIONE 2023**

## CHI SIAMO

L'Italian Business Council Dubai & Northern Emirates (IBCD) nasce nel 2003 con licenza rilasciata dalla Dubai Chamber of Commerce and Industry.

E' un'Associazione volontaria e no-profit con sede legale a Dubai che coinvolge societa' italiane e locali, businessmen e professionisti che operano e/o hanno relazioni professionali con gli Emirati Arabi Uniti (EAU).

I Business Council sono stati fondati dalla Dubai Chamber of Commerce and Industry, seguendo le direttive di S. E. Ruler di Dubai e ad oggi sono circa 100.

Rappresentano businessmen, professionisti ed esperti operanti in societa' basate a Dubai ed appartenenti ad una certa nazionalita'.



غرفة دبي  
DUBAI CHAMBER

License | رخصة

License No. 239711	رقم الرخصة 239711
Name Italian Business Council	الاسم مجلس العمل الإيطالي
Member Since 29/07/2004	تاريخ الانضمام 29/07/2004
Date of Issue 10/06/2022	تاريخ الإصدار 10/06/2022
Expiry Date 01/06/2023	تاريخ الانتهاء 01/06/2023
Legal Status Not for profit	الشكل القانوني منظمة غير ربحية
<b>Activity</b> This License is issued under the Law No. 8 of the year 1997 on the Organization of The Dubai Chamber of Commerce and Industry and its amendments. The Licensed Business Council may carry out seminars, workshops, conferences, meetings and training courses related to its activities and is subject to Business Council by-laws and the provisions of the enforceable laws in UAE.	<b>النشاط</b> تم منح هذه الرخصة وفقاً للقانون رقم 8 لسنة 1997م بشأن تنظيم غرفة تجارة وصناعة دبي وتعديلاته. ويحق لمجلس العمل بموجب هذه الرخصة إقامة المحاضرات والندوات وورش العمل والفعاليات وورش التدريب المرتبطة بنشاط المجلس وذلك حسب أحكام الآلية تنظيم مجالس الأعمال بغرفة تجارة وصناعة دبي والقوانين المعمول بها في دولة الإمارات العربية المتحدة في هذا الشأن.
Manager Thomas Paoletti	المدير Thomas Paoletti
Address DUBAI, 48 Bury Gate	العنوان DUBAI, 48 Bury Gate
Phone No 04 3213082	الهاتف 04 3213082
P.O. Box 58046	صندوق البريد 58046
Email tp@paoletti.com	البريد الإلكتروني tp@paoletti.com

**Remarks**  
This certificate shall be invalid in case of any alteration without the Chamber's authorization

For online verification of this Certificate, please visit our website: <http://www.dubaichamber.com/verify>  
Verify Id. : e191f851d4b0493697f75b91b



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تعتبر هذه الشهادة لاغية في حال وجود أي تغيير عليها دون اعتماد ذلك من الغرفة

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website: <http://www.dubaichamber.com/verify>  
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Within UAE: 800 CHAMBER (800 2426237)  
Outside UAE: (+971) 4 2280000

P.O. Box 1457 - Dubai, U.A.E.  
ف.ك.ب 1457 - دبي، الإمارات العربية المتحدة

customercare@dubaichamber.com  
www.dubaichamber.com

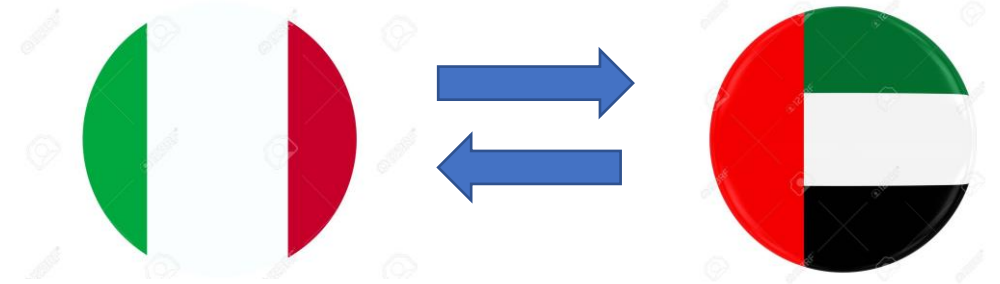
## IBCD VISION

L'IBCD rappresenta e supporta lo sviluppo e la comprensione della cultura, imagine, stile e tradizione Italiana all'interno della comunita' business degli EAU.

Le relazioni Italia-EAU, gia' consistenti, vengono supportate dalle diverse attivita' dell'IBCD con il fine di incrementare la opportunita' di business tra I due Paesi.

L'IBCD si inserisce con un ruolo centrale come intermediario per tutte le aziende locali sia per quelle che gia' vantano delle relazioni business/industriali con il mondo italiano ma anche per quelle che vorrebbero instaurarne.

L'IBCD promuove inoltre le aziende italiane e gli imprenditori che hanno attivita' imprenditoriali ed affari negli EAU.



Nei primi 10 mesi del 2022, l'export italiano verso gli EAU e' stato di circa 4.9 mld di euro, mentre l'import dagli EAU verso il Bel Paese ha registrato un valore di circa 1.7 mld di euro.





**Tabella 5A - Principali Paesi destinatari delle esportazioni italiane. Graduatoria in base ai dati del 2023 <sup>(\*)</sup>**

Pos.	Paese	2020		2021		2022		Gen-Mar '22		Gen-Mar '23		Var. % Gen-Mar '22/ Gen-Mar '23
		mln euro	peso %	mln euro	peso %	mln euro	peso %	mln euro	peso %	mln euro	peso %	
1	Germania	56.085	12,8	67.438	12,9	77.535	12,4	19.565	13,5	20.120	12,6	2,8
2	Francia	45.189	10,3	53.456	10,3	62.652	10,0	15.002	10,3	16.601	10,4	10,7
3	Stati Uniti	42.433	9,7	49.348	9,5	65.121	10,4	13.838	9,5	15.178	9,5	9,7
4	Spagna	20.851	4,8	26.202	5,0	32.039	5,1	7.849	5,4	8.524	5,3	8,6
5	Svizzera	25.211	5,8	27.217	5,2	31.089	5,0	7.248	5,0	7.355	4,6	1,5
6	Cina	12.851	2,9	15.657	3,0	16.442	2,6	3.710	2,6	7.142	4,5	92,5
7	Regno Unito	22.569	5,2	23.419	4,5	27.304	4,4	6.568	4,5	6.719	4,2	2,3
8	Belgio	14.930	3,4	18.067	3,5	22.908	3,7	5.277	3,6	5.288	3,3	0,2
9	Polonia	13.160	3,0	16.444	3,2	19.396	3,1	4.803	3,3	4.887	3,1	1,8
10	Paesi Bassi	11.404	2,6	15.239	2,9	18.592	3,0	4.431	3,1	4.816	3,0	8,7
11	Austria	9.281	2,1	11.599	2,2	14.284	2,3	3.355	2,3	3.704	2,3	10,4
12	Turchia	7.715	1,8	9.523	1,8	13.420	2,1	2.688	1,9	3.532	2,2	31,4
13	Romania	7.015	1,6	8.511	1,6	9.739	1,6	2.358	1,6	2.661	1,7	12,9
14	Repubblica ceca	5.863	1,3	7.273	1,4	8.517	1,4	2.062	1,4	2.259	1,4	9,6
15	Giappone	7.118	1,6	7.550	1,4	8.084	1,3	2.136	1,5	1.917	1,2	-10,2
16	Grecia	4.356	1,0	5.769	1,1	6.587	1,1	1.575	1,1	1.864	1,2	18,3
17	Corea del Sud	4.677	1,1	5.273	1,0	7.066	1,1	1.520	1,0	1.703	1,1	12,1
18	Svezia	4.718	1,1	5.561	1,1	6.439	1,0	1.540	1,1	1.629	1,0	5,8
19	Ungheria	4.447	1,0	5.433	1,0	6.360	1,0	1.571	1,1	1.558	1,0	-0,8
20	Emirati Arabi Uniti	3.868	0,9	4.815	0,9	6.030	1,0	1.287	0,9	1.530	1,0	18,9
21	Canada	4.269	1,0	4.833	0,9	6.377	1,0	1.305	0,9	1.520	1,0	16,5
22	Slovenia	3.643	0,8	4.603	0,9	7.040	1,1	1.541	1,1	1.511	0,9	-1,9
23	Messico	3.116	0,7	3.856	0,7	5.561	0,9	1.147	0,8	1.469	0,9	28,0
24	Croazia	2.878	0,7	3.675	0,7	5.491	0,9	1.297	0,9	1.434	0,9	10,6
25	Portogallo	3.762	0,9	4.424	0,8	5.733	0,9	1.298	0,9	1.421	0,9	9,4
26	Russia	7.076	1,6	7.671	1,5	5.849	0,9	1.568	1,1	1.345	0,8	-14,3
27	Brasile	3.623	0,8	4.574	0,9	5.098	0,8	1.157	0,8	1.322	0,8	14,3
28	India	3.028	0,7	3.879	0,7	4.818	0,8	1.137	0,8	1.268	0,8	11,5
29	Hong Kong	4.268	1,0	4.808	0,9	4.573	0,7	1.101	0,8	1.204	0,8	9,3
30	Australia	3.688	0,8	4.310	0,8	5.253	0,8	1.095	0,8	1.153	0,7	5,4

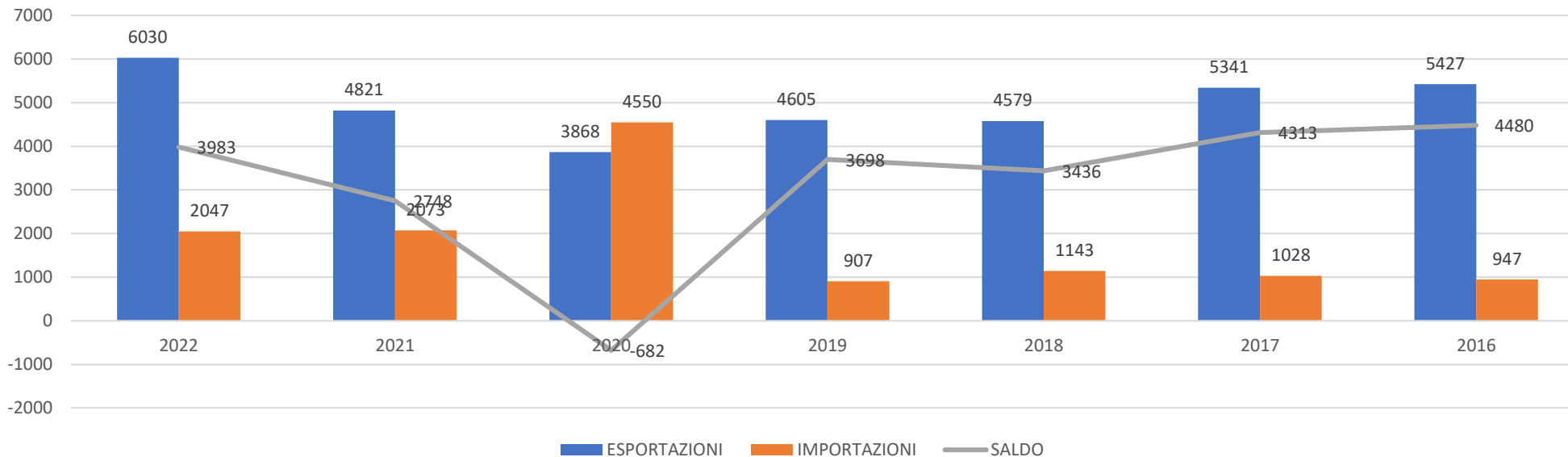
## UAE TRADE WITH ITALY GEN – MAR 2023

L'export italiano verso gli EAU nei primi 3 mesi del 2023 e' stato di circa 1.5 mlr di euro, con un incremento del 18.9% rispetto allo stesso periodo del 2022.

Gli EAU sono il 20esimo Paese destinatario delle esportazioni italiane nel mondo, con una percentuale dell'1% sul valore totale.



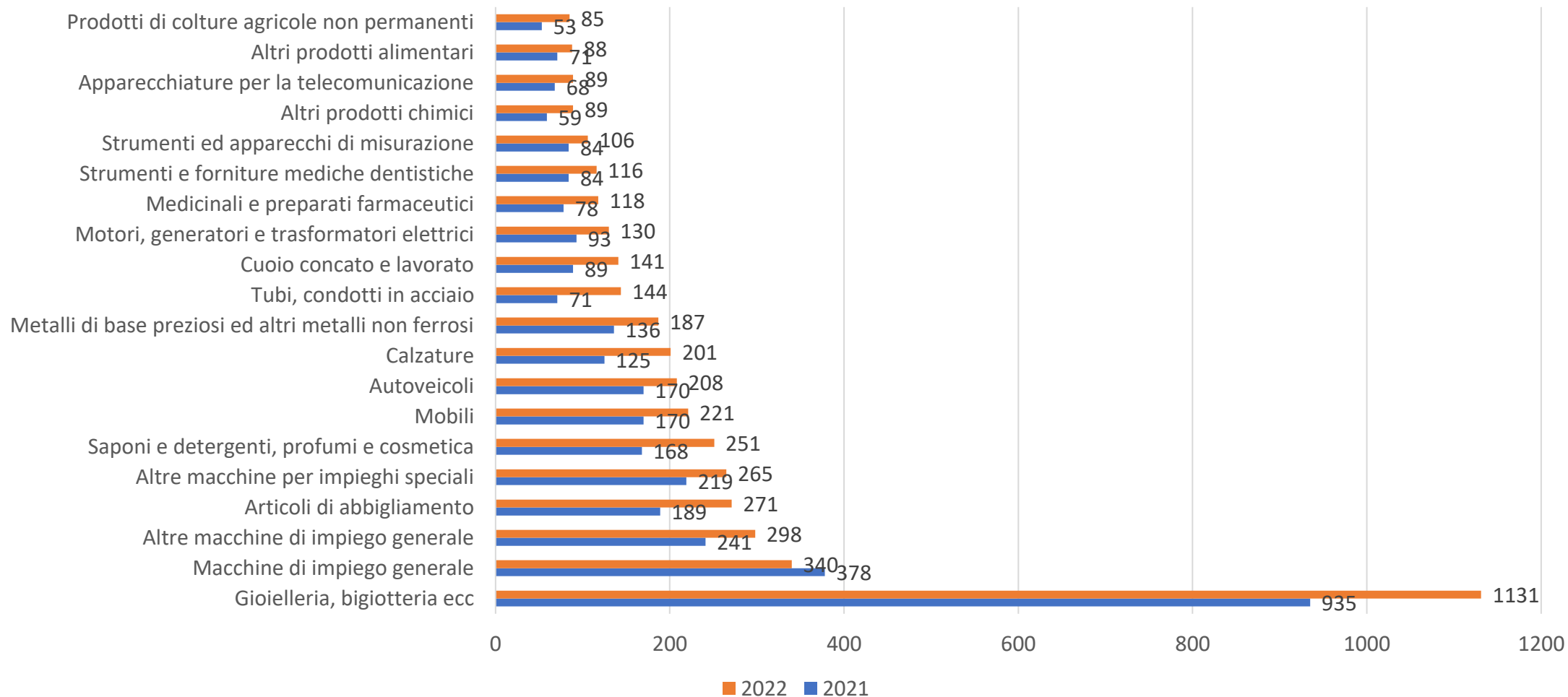
## EMIRATI ARABI UNITI – PARTNER STRATEGICO PER L'ITALIA (2016 - 2022)



	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>EXPORT</b>	5330	6178	5427	5341	4579	4605	3868	4821	6030
<b>IMPORT</b>	627	851	947	1028	1143	907	4550	2073	2047
<b>BALANCE</b>	4703	5327	4480	4313	3436	3698	-682	2748	3983

	2022 (GEN – APR)	2023 (GEN – APR)
<b>EXPORT</b>	1548	2034
<b>IMPORT</b>	549	383
<b>BALANCE</b>	999	1651

## ITALIA: PRINCIPALI PRODOTTI ESPORTATI NEGLI EAU (milioni di Euro)



## **IBCD MISSION**

- Promuovere le relazioni economiche e commerciali tra gli EAU e l'Italia;
- Promuovere la cooperazione tra EAU ed Italia;
- Supportare lo sviluppo delle società associate all'IBCD e delle aziende italiane interessate ad aprirsi un mercato negli EAU;
- Promuovere e guidare la community dell'IBCD attraverso servizi ed eventi;
- Promuovere lo scambio di informazioni tra EAU e società italiane;
- Organizzare e supportare seminari e conferenze commerciali e culturali a Dubai e negli Emirati del Nord;
- Facilitare la comprensione reciproca degli aspetti sociali e culturali di entrambe le popolazioni;
- Promuovere al meglio il Made In Italy presente negli EAU;
- Contribuire allo sviluppo delle attività commerciali ed economiche nel Paese.



## IBCD BENEFITS

- Diventare socio di una rete qualificata di societa' italiana e non;
- Partecipazione ad eventi e workshop volti ad estendere il proprio network;
- Accesso a professionisti/manager altamente qualificati;
- Ottenere informazioni sulle piu' importanti opportunita' di business;
- Possibilita' di contatto ed incontro con esperti, associazioni, uffici amministrativi e governativi negli EAU ed in Italia;
- Partecipazione ad eventi sociali e culturali, basati sulle tradizioni e sullo stile italiano;
- Promozione del proprio business con gli altri soci IBCD ed associati ad altri business council (inter-council network);
- Accesso ad offerte/sconti riservati ai soci IBCD ed alle rispettive societa'.



### *Certificate of Membership*

Be in note that  
**SAFCO INTERNATIONAL GEN. TRDG.**  
is an active member of the  
Italian Business Council Dubai & Northern Emirates  
for the year 2023.





# IBCD Activities in 2023

One of the main targets and activities of IBCD is to support and promote its Members by creating a platform where member companies can meet and find ways of cooperation. For this we have introduced the two regular events:

- **Aperitivo Italiano**
- **Italian Business Breakfast**



**Aperitivo Italiano** is a monthly business networking aperitif bringing together members and professionals and with participation of **40 to 70** people depending on the season.



# IBCD Activities in 2023

**Italian Business Breakfast** conducted monthly.

Is another monthly event exclusively for Members that allows to a smaller number of participants to have a closer interaction, share ideas, views, prospective and business trends.



**Inter Business Councils Golf Tournament (March)**

Recurring event organized along with the Spanish Business Council, the Malaysian Business Council and the Turkish Business Council. 30 to 40 participants divided by team. Awards and networking cocktail event.

**Intercouncil Networking Event** (3/4 events for year)



# IBCD Annual Gala Dinner

**2019**

**Location:** Bulgari Hotel and Resorts, Dubai

**Number of participants:** 160 guests

**Raffle draw price from Emirates:** return economy ticket Dubai – Rome



**2021 with Italian Business Council Abu Dhabi**

**Location:** Social by Heinz Beck, Waldorf Astoria Palm Jumeirah - Dubai

**Number of participants:** 120 guests



**2022 with Italian Business Council Abu Dhabi**

**Location:** Jumeirah Golf Estates – Dubai

**Expected number of participants:** 180 guests

**2023**

**Location :** TBC

**Expected number of participants:** 120/150 guests





## CALENDAR OF EVENTS 2023

DATE	EVENT
25.01.2023	BACK TO BUSINESS INTER-COUNCIL NETWORKING 2023
31.01.2023	IBCD BUSINESS BREAKFAST: UNDERSTANDING OF CRYPTOCURRENCIES
24.02.2023	IBCD BUSINESS BREAKFAST: "LEGAL GUIDE FOR FOREIGN CITIZENS: EMPLOYMENT RULES AND VISAS REGULATION"
28.02.2023	IBCD APERITIVO ITALIANO @ LUIGIA
03.03.2023	IBCD COCKTAIL RECEPTION @DUBAI INTERNATIONAL BOAT SHOW
07.03.2023	ITALIAN BUSINESS BREAKFAST : HIGHLIGHTS OF THE UAE CORPORATE INCOME TAXES REGULATION WITH FOCUS ON ITALY-UAE DOUBLE TAXATION AGREEMENT
08.03.2023	XXIII GENERAL ASSEMBLY
09.03.2023	INTERBUSINESS COUNCIL GOLF TOURNAMENT
17.04.2023	JOINT CULTURAL IFTAR
26.04.2023	IBCD APERITIVO ITALIANO @ GRAND PLAZA MOVENPICK
22.05.2023	F&B COMMITTEE
25.05.2023	MOU CERIMONY IBCD - ASSOLOMBARDA @ DUBAI CHAMBER OF COMMERCE





## CALENDAR OF EVENTS 2023

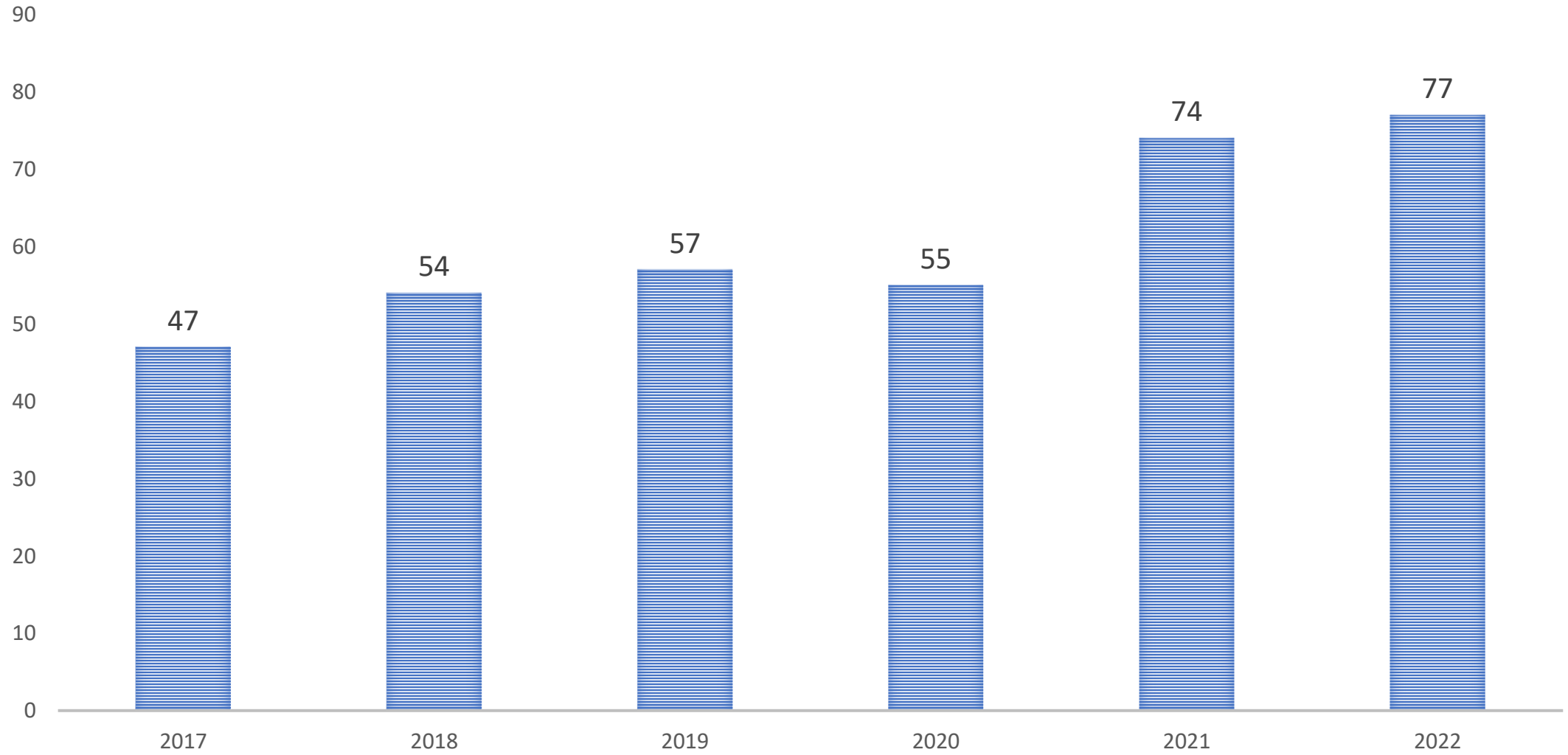
DATE	EVENT
25.05.2023	IBCD APERITIVO ITALIANO @ STELLA DI MARE
26.05.2023	RAK NETWORKING EVENT
01.06.2023	WEBINAR: BREAKING THE STIGMA ON MENTAL HEALTH AND ADDICTIONS
06.06.2023	IBCD BUSINESS BREAKFAST: DIFC WILL AND SUCCESSION PROBATE: LATEST UPDATES FOR NON-MUSLIM EXPATS
24.06.2023	IBCD APERITIVO ITALIANO @ LUIGIA
26.07.2023	XXIV General Assembly
24.08.2023	BACK TO BUSINESS INTER-COUNCIL NETWORKING 2023
15.09.2023	IBCD PRESENTATION IN ASSOLOMBARDA (MILAN, ITALY)
23-Sep	IBCD BUSINESS BREAKFAST: "REAL ESTATE IN UAE: OVERVIEWS AND MADE IN ITALY FOCUS"
	IBCD APERITIVO ITALIANO @ PARAMOUNT SPONSORED BY TRADEWIND FINANCE



## CALENDAR OF EVENTS 2023

DATE	EVENT
Oct-23	IBCD BUSINESS BREAKFAST: INDUSTRIAL POLICY UAE
	PASTA AWARDS
	IBCD APERITIVO ITALIANO
	SAUDI ARABIA MISSION
23-nov	IBCD BUSINESS BREAKFAST TBC
	PADEL TOURNAMENT INTERCOUNCIL EVENT
	IBCD APERITIVO ITALIANO TBC
Dec-23	IBCD ANNUAL GALA DINNER

## IBCD MEMBERS 2017 - 2022





## **IBCD MEMBERS AGOSTO 2023**

### **Banking / Insurance**

Intesa Sanpaolo Bank

### **Design / Fashion / Entertainment**

Archiade Atelier

Envisage Kitchen & Tiles Trading LLC

Errea UAE

Etereo Design Architectural Prospective

Jashanmal National Company LLC

Sedar Global

### **Engineering Consulting**

DNF Engineering Consultancy

### **Financial Consulting and Services**

AFC Consulting

G&G Management Services DMCC

Strolla

### **Free Zones**

DMCC

IFZA

Ras Al Khaimah Economic Zone (RAKEZ)

### **Health Care & Medical Services**

Midcore International Trading LLC

### **Hospitality / F&B**

Casinetto

Centaurus International Ltd.

ELS Fresh Trading

Centaurus International Ltd.

ELS Fresh Trading

Grand Plaza Movenpick Hotel

Gruppo Cevico

Italian Dairy Products

Italtouch

Luigia – The best of Italy

Maxim Tourism LLC – Tourmeon

Perfetti Van Melle

Paramount Hotel

Leonardo / Stella di Mare

SAFCO

### **Industry / Transportation**

AD Power FZCO

Cavicel SPA

Corimpex SRL

DASA

Dubitecs Trading LLC

FTP Middle East Equipment Trading LLC

Lamborghini Dubai

Mapei Construction Chemicals LLC

Magaldi ME

Modern Freight

Kerry Project Logistics Middle East LLC

Prima Power/Finn-Power Oy Gulf Branch

Prysmisn Cavi E Sistemi Srl

SIAE Microelettronica

Technical Supplies & Services Co.

Telecom Italia Sparkle

United Safety International

Valbruna Gulf FZE

### **Legal Consulting**

Dennemeyer and Associates

Gianni, Origoni, Grippo, Capelli & Partners

Yungo Legal Consultancy

Paoletti Legal Consultants LLP

### **Non-Corporate**

Antonio Russo – Real Estates

Tiziana Giunta – Italian Language Teacher

Stefania Nassar

### **Non-Profit**

Associazione Italiana Dubai

### **Services: Business Consulting / IT / Translation**

C-Trade

FASE Management Consulting DMCC

Kanaan & Associates Certified Public

Accountants

IMQ Gulf

Langpros Legal Translation Dubai

Leonardo Solutions FZE

ORIENS International Business Consulting

The Human Creativity

Tradewind Finance

Studio Carretta Associati

Vivaticket DMCC

## **CONSIGLIO DI AMMINISTRAZIONE IBCD**

- **President** – THOMAS PAOLETTI, FOUNDING MEMBER “PAOLETTI LEGAL CONSULTANT”
- **Vice President & General Secretary** – MASSIMO FALCIONI, FOUNDER/BOARD MEMBER FASE MANAGEMENT CONSULTING DMCC
- **Vice President** – DARIO BARISONI, GENERAL MANAGER “SIAE MICROELETTRONICA”
- **Vice President** – NICOLETTA DANIELI, MANAGING PARTNER “ORIENS CONSULTING”
- **Vice President** – ANTONIO CHIANTORE, BRANCH MANAGER “PRYSMIAN GROUP”
- **Vice President & Treasurer** – GINEVRA FRANGELLA, AREA MANAGER “AFC CONSULTING DMCC”
- **Vice President** – GIORGIO FUGAZZI, FOUNDER “DNF ENGINEERING CONSULTANCY”