



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO NETWORK OF INVESTMENT AND  
TECHNOLOGY PROMOTION OFFICES  
ROME, ITALY



MINISTERO DELL'AMBIENTE  
E DELLA TUTELA DEL TERRITORIO E DEL MARE

# Fostering International Partnership between companies and/or institutions operating in energy and environment sectors

**Progress Report**

*April 2020 – January 2021 (10 months)*

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## FOREWORD

This report aims at providing an overview of the activities that UNIDO ITPO Italy implemented in the framework of the project “**Fostering international partnerships between companies and/or institutions operating in the energy and environment sectors**” (hereafter FIPEE) in the period April 2020/January 2021 (10 months totally).

More specifically, the report will start with an introduction of the several initiatives undertaken by this Office in the six target countries involved in the project, i.e. Botswana, Cuba, Ethiopia, Kenya, Kazakhstan and Peru (Iran is still on stand-by), with a focus on how the activities have been changed and adapted to the new work environment due to covid-19 pandemic. In addition, this document intends to outline the main outputs reached in the considered timeframe and most importantly the increase of awareness about the overall project among Italian and foreign Small and Medium-sized Enterprises (SMEs) as well as other project stakeholders.

Before entering into activities’ details, it is worth reminding here what are FIPEE project purposes and its interrelated approaches, aspects that UNIDO ITPO Italy has considered when organising the activities.

The overall objective of the project is to support commercialization and scale-up of sustainable energy and environmental technologies and projects in SMEs in the partner countries through promotion of investment and trade.

The project’s objective will be achieved by:

- mentoring businesses and projects,
- helping SMEs build capacity and
- facilitating access to financing.

The services offered will be tailored to specific markets and open avenues for SMEs to grow and upscale.

At the same time, UNIDO will work with partners to establish and strengthen markets. The market intelligence gathered together with regional or global best practices and norms inform the shaping of the demand and market pull. This, in turn, will create demand for technology facilitation, innovation, commercialization, entrepreneurship and up-scaling.

The two main interrelated approaches of the project are:

- 1. Providing technical assistance to identify and develop high-impact innovations and investment projects in SMEs in the sustainable energy and environment sector**
  - a. Baseline data gathering and analysis conducted
  - b. Identify sustainable energy and environmental technology innovations and projects in SMEs in the seven partner countries
  - c. Develop innovations and projects into a well-structured investment opportunity through dedicated expert coaching and mentoring
  - d. Facilitate policy dialogues, knowledge creation and linkages between the sustainable energy and environmental technology projects and other international partners
  
- 2. Facilitating investment, commercialization and trade opportunities through international partnerships and collaboration**
  - a. Provide dedicated matchmaking services for SMEs with innovations and projects in the seven countries with potential partners and investors in Italy and elsewhere
  - b. Offer curated networking opportunities among SMEs from the seven countries and Italy and other countries in similar fields to discuss product co-development, joint venture and investment, trade, and collaboration opportunities in a business-to-business context
  - c. Facilitate knowledge exchange and transfer among policy makers from the seven countries and Italy to discuss best-practices and lessons in supporting energy and environmental technologies in SMEs

It is the ambition of this report to help the Italian Ministry of Environment, Land and Sea to understand the entire project scenario and how UNIDO ITPO Italy carried out past activities and planned new initiatives for the forthcoming months for all target countries.



## OVERALL ACTIVITIES

Due to **covid-19 pandemic outbreak** and its devastating consequences worldwide, UNIDO ITPO Italy had to review and adjust the core activities previously planned. In particular, valuable business delegation trips, on-site visits and the participation to international trade fairs were no longer possible for health and safe purposes. In order to face these challenges, but at the same time ensure project's outputs, UNIDO ITPO Italy used **digital tools**, wherever possible.

### Output 1

#### 1.1 Baseline data gathering and analysis conducted

Since the inception on-site mission could not take place, UNIDO ITPO Italy carried out digital activities from April to October 2020 focused on gathering accurate pieces of information in each target country through:

- mapping the opportunities in renewable energies and environment in each target country;
- identifying the main needs/requirements in terms of technologies;
- analysing the market context and trends;
- identifying the investment climate and incentives provided to foreign investors.

In this way, it was possible to identify the key sub-sectors for energy and environment in each target country as well as to point out the nexus with other sectors like water-food-energy. (**Annex 9: “Why invest” presentations**). The below table shows in a schematic way the strategic segments where is worth to focus in each country:

| Subsectors              | Botswana | Cuba | Ethiopia | Kazakhstan | Kenya | Peru |
|-------------------------|----------|------|----------|------------|-------|------|
| Solar energy            | X        | X    | X        | X          | X     |      |
| Wind energy             |          |      | X        | X          | X     |      |
| Energy Efficiency       |          |      | X        | X          |       |      |
| Electrification         |          |      |          |            | X     | X    |
| Hydropower              |          |      | X        | X          |       | X    |
| Biogas                  | X        | X    | X        | X          |       | X    |
| Biomass                 |          | X    |          |            | X     | X    |
| Water treatment         | X        | X    | X        |            | X     | X    |
| Waste management        | X        |      | X        | X          | X     | X    |
| Water supply            |          |      | X        |            | X     | X    |
| Nexus Water Energy Food |          | X    | X        |            | X     | X    |

X: PRIMARY SUBSECTOR - X: SECONDARY SUBSECTOR

## Output 2

### 2.1 Business and investment opportunities in Italy and partner countries promoted

#### “Doing Green Business” webinar series, 23 September – 28 October 2020



UNIDO ITPO Italy organized a webinar series named “Doing Green Business” between the 23<sup>rd</sup> September and 28<sup>th</sup> October 2020. It was a six week thematic country presentations - each one dedicated to a single target country – with the purpose of promoting sustainable investments, technology transfer opportunities as well as brief interested parties about the incentives in the renewable energies and green technologies in the target countries.

Each episode provided a virtual matchmaking platform for the exchange of technical knowledge and experiences, facilitating potential industrial partnerships and trade collaborations in the field between Italy and the partner countries.

The initiative involved **170** participants (**Annex 1: list of participants**) belonging to business and institutional network as follow:

| Type                             | from Italy | from Target Countries | Other countries | Total |
|----------------------------------|------------|-----------------------|-----------------|-------|
| Companies                        | 61         | 9                     | 7               | 77    |
| Government/Agencies/Banks        | 7          | 12                    | 2               | 21    |
| Academia                         | 2          | 3                     | 2               | 7     |
| Associations/Chamber of commerce | 1          | 3                     | 1               | 5     |
| Consulting                       | 8          | 6                     | 8               | 22    |
| Other                            | 5          | 2                     | 4               | 11    |

**42** Institutional and business representatives - from Italy and focus countries - took part as speakers in the series (excluding ITPO Italy staff).

The webinar series “Doing Green Business” were essential to provide a better understanding of actual opportunities, technological needs in each Country, economic and financial background, investment trends and incentive schemes.

The initiative also helped to:

- a. integrate the database with selected local and Italian stakeholders operating in the renewable energy and green technology sectors;
- b. strengthen synergies and exchanges of contacts on climate change related issues (part of core activities of UNIDO ITPO Italy office);
- c. manage institutional and business contacts for the future project's activities and events linked to this project.

The presentations and other materials are available online for all interested parties on the website page dedicated to the project [www.unido.it/FIPEE](http://www.unido.it/FIPEE). It can be easily downloaded, and this section is constantly updated.

## **Delegate Programme**

The Delegate Programme is an essential tool for UNIDO ITPO Italy to support investment promotion and technology transfer operations. The Delegate, accurately selected by UNIDO ITPO Italy, is a representative of a developing country whose activity is to promote a portfolio of investment opportunities of the country he/she represents.

In the past, the delegate used to travel to Italy and directly meet and interact with local stakeholders, visit companies and the business community to whom address the investment and business opportunities available in the home country. In 2020, due to covid-19 the Delegate Programme, was conducted entirely online, and it was key to continue promoting investment and business opportunities and represented also a good example of digital transformation strategy.

The delegate was from Ethiopia and in the two weeks (from 30<sup>th</sup> November to 14<sup>th</sup> December 2020, see “Ethiopia” session for further details) several online meetings and presentations were held.

It is worth mentioning here that currently UNIDO ITPO Italy is selecting a representative from Botswana in order to organise a new digital delegate programme also in 2021.

**2.1.1 and 2.1.2 Identify suitable local fairs/events and key stakeholder and promote the identified fairs among Italian relevant stakeholders/companies**

The COVID-19 pandemic outbreak caused the cancellation or postponing of many events and trade shows around the world planned in 2020. Some fairs have been rescheduled in virtual mode. Below the list of fairs identified for this year:

| Exhibition                               | Location           | Date                           | Sub-sector/s involved   | Business operators   |
|--|--------------------|--------------------------------|---|--|
| Power Astana 2021                        | Nursultan, KZ      | 19- 21 May 2021                | Energy and Electrical Equipment, Machine Building   | Kazakh and international companies and other stakeholders    |
| Remtech 2021                             | Ferrara, IT        | 20-24 September 2021           | Protection and sustainable development on the territory, remediation of contaminated sites, coasts and ports, hydrogeological risk, climate changes, seismic risk, urban regeneration and sustainable chemical industry | Kazakh and international companies and other stakeholders    |
| 2nd Central Asia Renewable Energy Summit | Nur-Sultan, KZ     | 25-26 October 2021             | Solar Power, Wind Power, Hydro Power  | Kazakh and international companies and other stakeholders    |
| Virtual Expo Agua Peru 2020              | Virtual            | 1 October 2020 - 31 March 2021 | Innovative technologies and integrated solutions for water management   | Peruvian and Latin American companies                        |
| Power and Energy Africa                  | Nairobi, Kenya     | 1 - 3 July 2021                | International fair for power generation, electrical engineering and alternative energy sources  | International companies and stakeholders                     |
| Solar Africa                             | Nairobi, Kenya     | 1 - 3 July 2021                | Solar energy  | African and international companies and other stakeholders   |
| ACCADUEO                                 | Bologna, Italy     | 23 - 25 June 2021              | Technologies for water management and treatment   | Italian and international companies and other stakeholders   |
| Botswana Mining and Energy               | Gaborone, Botswana | 26 – 26 May 2021               | International mining & energy conference and exhibition   | Botswanan and international companies and other stakeholders |
| Energias Renovables Cuba                 | Havana, Cuba       | 26-28 May 2021                 | Biomass, Solar Power, Wind Energy   | Cuban and International companies                            |



## [2.1.6 Organize the participation of an incoming institutional and business delegation from the selected countries to specialized fairs](#)

### **Ecomondo 2020, green technology expo from 3<sup>rd</sup> to 15<sup>th</sup> November 2020**

It was initially planned the incoming of two business delegations, one from Ethiopia and one from Kenya, to the fair Ecomondo that was supposed to be held in Rimini. Afterwards, the fair organisers changed the modality of the event, passing from a physical fair to a digital trade show. With this new pattern, only the delegation from Kenya participated (more details available in the section 'Kenya' of this report). Ethiopia delegation was not able to participate due to some issues related to internet connectivity/availability.

## [2.1.8 Ensure visibility to the project activities](#)

In order to disseminate all pieces of information and results regarding the project activities on a continuous basis, the following actions have been carried out:

### **Designing and development of project website and matching platform**

The website with information regarding the project, the opportunities promoted and the activities carried out are published at the following link [www.unido.it/FIPEE](http://www.unido.it/FIPEE). This section has been designed and developed since August 2020.

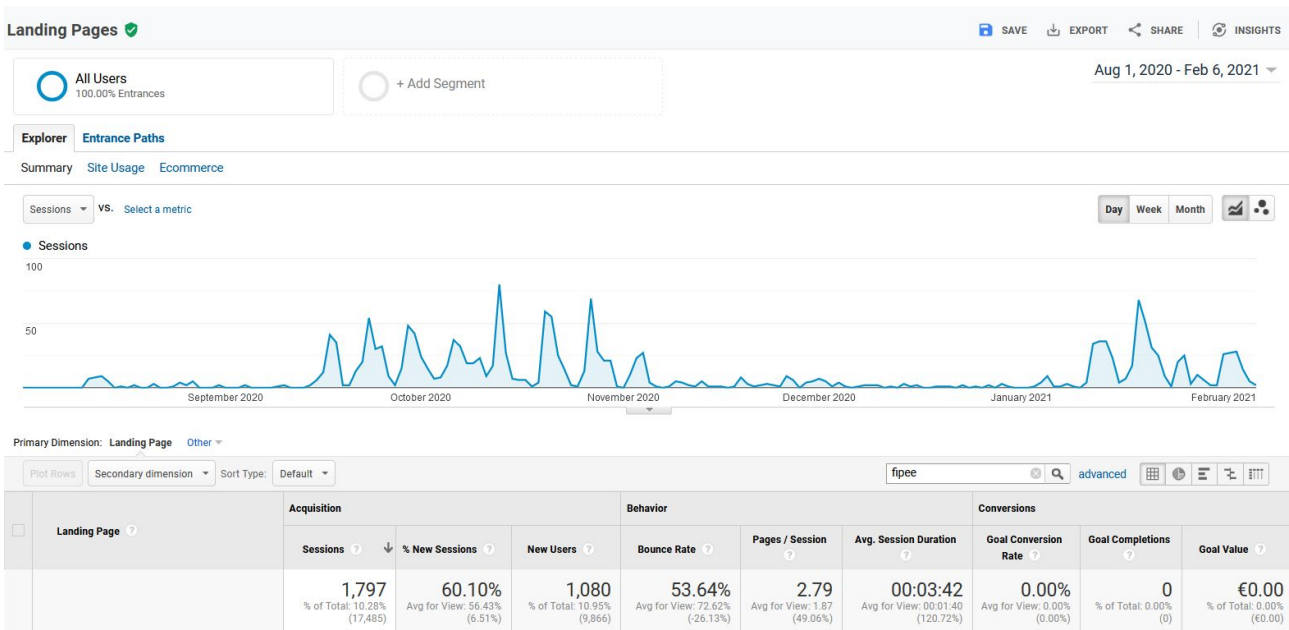
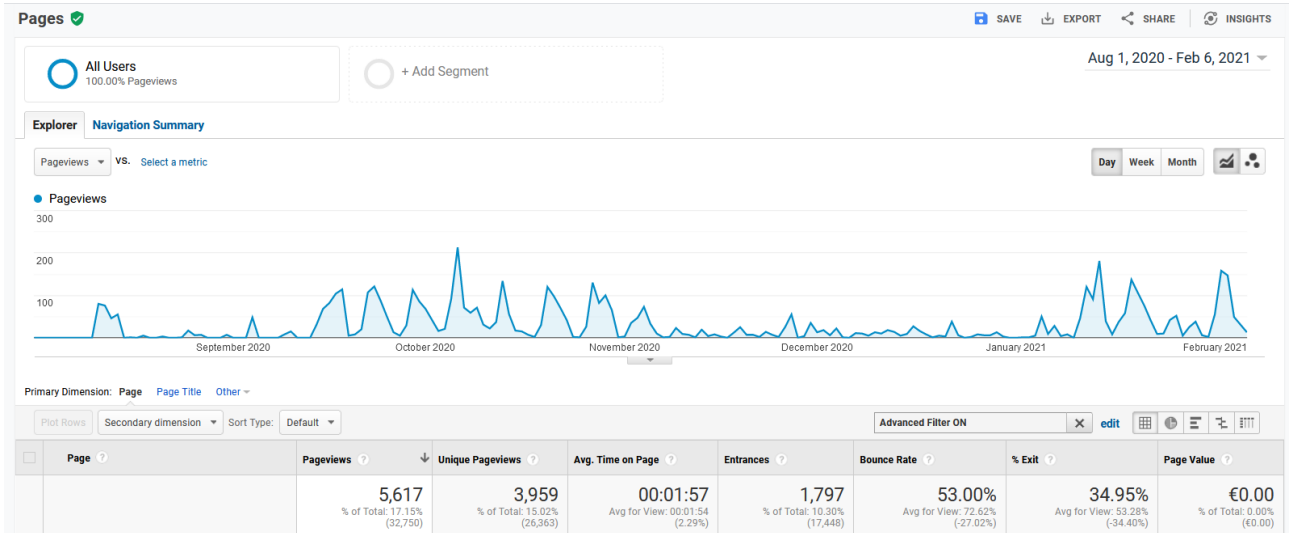
The website features key data on the project includes: descriptive paragraphs of the main types of renewable energies and environmental technologies; a section for investment and business opportunities; news and events. In addition, the main geographical and economic characteristics of the partner countries are summed up as well as their renewable energy and environmental technologies landscape. The last section is dedicated to links to the recordings of the virtual events and other useful material on legislative framework and investment guides.



The **Investment Opportunities** page shows the portfolio of the IIPP projects in promotion.

The **matchmaking** section will be finalized and published, once all the local technologies identified are uploaded.

Between August 2020 and January 2021, the website has been visited by more than **1,000 users** that navigated more than **5,600 pages**.



The platform is promoted also through the main website of UNIDO ITPO Italy, with a banner in home page and the link featured in the main navigation bar.

## Social media

The project is promoted through UNIDO ITPO Italy social media channels, namely **Facebook**, **Twitter**, **LinkedIn**, **Instagram** and **YouTube**.

The official hashtag is **#FIPEE**

Below the subsets of the available data analytics for each social media network for the period January 2020-January 2021.

|                  | N. of posts/videos     | Interactions - Engagement     | Impressions  | Accounts Involved/mentioned |
|------------------|------------------------|-------------------------------|--------------|-----------------------------|
| <b>Facebook</b>  | <b>60</b>              | <b>711</b>                    | <b>13132</b> | <b>67</b>                   |
| <b>Twitter</b>   | <b>77</b>              | <b>729</b>                    | <b>29269</b> | <b>60</b>                   |
| <b>Instagram</b> | <b>48 + 90 stories</b> | <b>678</b>                    | <b>8646</b>  | <b>33</b>                   |
| <b>LinkedIn</b>  | <b>62</b>              | <b>2005</b>                   | <b>26109</b> | <b>75</b>                   |
| <b>YouTube</b>   | <b>9</b>               | <b>454 views and 15 likes</b> | <b>8632</b>  | <b>-</b>                    |

## Promotional newsletters

In order to promote the initiatives organized in the framework of the project, **11** newsletters have been sent to around **4,000** contacts and representatives of Italian institutions and business network of the Office.

- 17.09.2020 - "Doing Green Business": UNIDO ITPO Italy lancia la serie di webinar a supporto dell'energia e dell'ambiente nei Paesi in via di sviluppo
- 23.09.2020 - Webinar "Doing Green Business in Perù"
- 29.09.2020 - Webinar "Doing Green Business in Kazakistan"
- 06.10.2020 - Webinar "Doing Green Business in Kenya"
- 13.10.2020 - Webinar "Doing Green Business in Botswana"
- 20.10.2020 - Webinar "Doing Green Business in Ethiopia"
- 27.10.2020 - Webinar "Doing Green Business in Cuba"
- 30.10.2020 – Investire nelle energie rinnovabili in Perù: casi di successo e quadro legislativo | 04 Novembre 2020 ore 16:00
- 26.11.2020 - UNIDO ITPO Italy ospita un delegato virtuale dall'Etiopia dal 30 novembre al 14 dicembre
- 27.11.2020 – Investire nelle tecnologie ambientali in Perù: guida per le piccole e medie imprese italiane | 01 dicembre 2020 ore 16:00
- 12.01.2020 - Market access in Kazakhstan in the sustainable energy sector | 20 January 2021 h. 11:00

The last news about the activities carried out are also spread through the UNIDO ITPO Italy Monthly Update. The first release of the newsletter was in January 2021 and included information about the webinar “Market access in Kazakhstan in the sustainable energy sector” held on the 20<sup>th</sup> January 2021.

## Press agencies

The activities have been also distributed to **286** Italian press agencies of UNIDO ITPO Italy network. **57** external press releases have been published online. (**Annex 2: some clips**).

Moreover, an ad-hoc flyer about the project with focus on African countries – Botswana, Ethiopia and Kenya - was designed for the business sectoral magazine “Africa e Affari”(n.3 March 2020), published both printed and digital format.



A list of **38** national press agencies from target countries has been prepared, in order to promote the initiative.

## Italia-Africa Business Week 2020

UNIDO ITPO Italy took part in the 2020 edition of the Italia Africa Business Week titled “Rebranding Italy in Africa”, by joining the panel discussion “Circular Economies, Green Industries and Sustainability in Africa” (on 10<sup>th</sup> November 2020).

The intervention focused on African countries such as Kenya, Botswana and Ethiopia regarding the project, in order to provide the participants with in-depth information and project’s main goals and activities.

### 2.2.1. Maintain relations with local partners in order to assess the business climate and private sector development in the relevant sectors

#### Energy and Environment projects' identification through the UNIDO initiative "Innovative Ideas and Technologies vs. COVID-19: A Global Call for Developing Countries" – April-June 2020

During 2020, most of the efforts of UNIDO and its network of field offices were focused on the global fight to overcome the coronavirus, working with strategic partners in order to address the crisis (UNIDO Covid-19 response).

The Global Call "Innovative Ideas and Technologies vs. COVID-19 and beyond", inspired by ITPO Italy and promoted by UNIDO through its network of ITPOs, Investment and Technology Promotion Offices around the world, was aimed at identifying scalable solutions to cope with the direct and indirect impact of COVID-19 in developing countries and economies in transition, and their respective needs in the transition to post-crisis socio-economic realities in the aftermath of the pandemic.

The Global Call offered an opportunity at international level to identify and promote innovative solutions contributing to tackle COVID-19 effects in developing countries and make their economies more resilient, in alignment with the UN Sustainable Development Goals (SDGs). Specifically, priority was given to 4 strategic categories, including the "Energy and Environment" category.

In this framework, UNIDO ITPO Italy took this opportunity to join UNIDO headquarter by combining two main objectives: achieve the UNIDO Global Call goals and, most of all, give a new emphasis and strength FIPEE project's activities. As matter of fact, UNIDO ITPO Italy promoted the UNIDO Global Call among **42** stakeholders of target countries, collecting **7 project applications for the "Energy and Environment" category from Botswana (2 projects) and Kenya (5 projects).**

| Project title   | Applicant         |
|---|-------------------|
| <b>Kenya</b>  |                   |
| Waste to buildings  | Flip              |
| Access to clean Water for the urban and peri-urban in Bungoma County                                  | Taluma Services   |
| Converting biowaste and used COVID-19 masks into clean affordable charcoal briquettes                 | Bentos Energy Ltd |
| Green Pavers -Turning Waste Plastic and Post COVID19 Face Masks into Affordable Construction Material | Green Pavers      |
| Portable Isolation Wards  | Shonco Power Ltd  |

| Project title   | Applicant                 |
|---|---------------------------|
| <b>Botswana</b>   |                           |
| Renewable Energy Generation for the Health Sector using Solar PV panels     | Edwatts Pty Ltd           |
| BIUST as a Test Bed Centre: Smart Sustainable City Cluster Model for Africa | Sustainable Cities Africa |

**2.1.9 – 2.2.2 Maintain and operate the UNIDO ITPO Italy matching platform between Italian and foreign companies and possible investors, based on the suitable projects identified (IIPP database)**

UNIDO ITPO Italy actively engaged more **than 140** companies, more than **90** stakeholders in Italy and target countries operating in energy and environment sectors. The same contacts were uploaded in UNIDO ITPO Italy database.

Moreover, **6** Industrial Investment Project Profiles have been promoted and in addition, another **17** IIPPs were identified and ready to be promoted.

Projects in promotion:

| IIPP            | Title  |
|-----------------|--|
| <b>Ethiopia</b> |  |
| ETH/086/2011    | Wasa Mushroom Farm Project                               |
| ETH/085/2011    | TESFAY ABAY FARM PROJECT                                 |
| ETH/084/2011    | Paper & Paper Products Recycling                         |
| ETH/083/2011    | Advanced technologies for water treatment systems        |
| ETH/082/2011    | Installation hybrid systems of mini-grids in rural areas |
| ETH/081/2011    | Minigrids and Stand-alone-Solar systems                  |

**(Annex 3: Projects and Investment opportunities portfolio promoted by the Ethiopian delegate)**

Projects identified:

| IIPP            | Title  |
|-----------------|--|
| <b>Botswana</b> |  |
| BOT/020/2102    | Cleanico Waste Management Project                              |
| BOT/021/2102    | Kgalagadi Resources Dev. Co. (Pty)Ltd t/a Solar Power Botswana |
| <b>Cuba</b>     |  |
| CUB/001/2102    | Bioelectrical plant adjoining a sugar mill in Caracas mill     |
| CUB/002/2102    | Bioelectrical plant adjoining a sugar mill in Panama mill      |
| CUB/003/2102    | Bioelectrical plant adjoining a sugar mill in Brasil mill      |
| CUB/004/2102    | Bioelectrical plant adjoining a sugar mill in Colombia mill    |
| CUB/005/2102    | Bioelectrical plant adjoining a sugar mill in Antonio Guiteras |
| CUB/006/2102    | Julio Antonio Mella mill, Santiago de Cuba                     |
| CUB/007/2102    | George Washington mill, Villa Clara                            |
| CUB/008/2102    | Quintin Banderas mill, Villa Clara                             |
| CUB/009/2102    | 15 Mw: Municipalities in Mayabeque & Matanzas Provinces        |
| CUB/010/2102    | 15 Mw: Municipalities in Pinar Del Rio Province                |
| CUB/011/2102    | 30 Mw: Municipalities in Ciego De Avila & Camaguey Provinces   |
| CUB/012/2102    | 30 Mw: Municipalities in Cienfuegos & Villa Clara Provinces    |
| CUB/013/2102    | 30 Mw: Municipalities in Guantanamo Province                   |
| CUB/014/2102    | 30 Mw: Municipalities in Santiago De Cuba Province             |
| CUB/015/2102    | 40 Mw: Municipalities in Las Tunas & Holguin Provinces         |



# BOTSWANA

## Webinar “Doing Green Business in Botswana” – 14 October 2020



The virtual country presentation “Doing Green Business in Botswana” took place on 14<sup>th</sup> October 2020, providing a platform for the promotion of investment opportunities and incentives in the local renewable energies and green technologies sectors among Botswanan and Italian SMEs in the field.

The panel discussion was attended by **40** participants and featured interventions providing an overview of the institutional and business framework for energy and environment in Botswana.

As a follow-up activity to the webinar, UNIDO ITPO Italy liaised with the companies that attended the virtual event to devise a tailored support to be undertaken in the framework of the project.

### Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*

*Mr. Balisi Gopolang | Chief of Meteorological Services Department | Ministry of Environment, Natural resources and Tourism*

*Mr. James Molenga |Principal Energy Engineer | Department of Energy*

*Mr. Duncan Morotsi | COO |Botswana Energy Regulatory Authority*

*Mr. PC Kgomotso | Acting Director Electricity |Botswana Energy Regulatory Authority*

*Mr. Reginald Tebogo Selelo | COO | Botswana Investment and Trade Center*

*Dr. Bathsheba Mbongwe | Director Research and Partnerships | Botswana Institute for Technology Research and Innovation*

*Dr. Edward Rakgati | Expert on Energy | Botswana Institute for Technology Research and Innovation*

*Ms. Zoe A. Isaacs | Director Business Development Services | Business Botswana*



## Interviews for the UNIDO ITPO Italy's Delegate Programme – December 2020–ongoing

As a follow-up to the webinar “Doing Green Business in Botswana”, the participation in the UNIDO Delegate Programme was proposed to the representatives of relevant local counterparts, Business Botswana and the Botswana Investment and Trade Center, and the selection is currently going on.

At the end of January, thanks to the candidate's interviews, the Office was able to identify and promote **2** Industrial Investment opportunities in Botswana (IIPPs) in renewable energies.

## Article focused on Botswana – January 2021

UNIDO ITPO Italy drafted an article to be published on the Italian sectoral business magazine “Africa e Affari”. The article aims at providing an overview of the renewable energy sector in Botswana and promoting the services that the Office will offer to the Italian private sector in the framework of the project.

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project in the sustainable energy and environment sectors
- Contents elaboration focused on Botswana with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

## Key figures and achievements

Events held: **1**

Stakeholders engaged:

|                     | Botswana | Italy    |
|---------------------|----------|----------|
| <b>Institutions</b> | <b>7</b> | <b>1</b> |
| <b>Associations</b> | <b>3</b> | <b>-</b> |

Companies engaged:

| Company                  | Sector                   | Follow-up actions  |
|--------------------------|--------------------------|--|
| <b>FAAM</b><br>(Italian) | Energy saving, batteries | Interested in meeting with a potential Delegate from Botswana. |

## CUBA

### Promoting opportunities in Renewable Energy in Cuba and International Fair on Renewable Energies– February 2020



UNIDO ITPO Italy and the Embassy of Cuba in Italy, in collaboration with Pavia and Ansaldo Law Firm, Legacoop Emilia Romagna and Promexa series of round table discussions on investment opportunities in Cuba, held in Milan, Bologna, Padua and Rome (on February 2020).

The delegation of the Ministry of Foreign Trade and Investments (MINCEX) involved in the roadshow was led by the Director General of Foreign Investments, Mrs. Déborah Rivas Saavedra, who delivered a presentation on the Cuban economic system to representatives of the Italian business community, focusing on agribusiness and renewable energy.

Within the round table discussions, the MINCEX delegates had the opportunity to meet with Italian institutional and business stakeholders, to provide them with an overview of the investment climate and opportunities in Cuba.

Around **200** Italian companies attended the presentations and it was also a good opportunity to introduce the project “FIPEE” and invite the entrepreneurs to attend the II Trade Fair on Renewable energy “Feria de Energías Renovables”. The fair was scheduled to be held in La Habana, from 10 to 12 June 2020.

UNIDO ITPO Italy contacted several Italian companies by e-mail, newsletters and phone calls presenting the FIPEE project in Cuba as well as the opportunities in biomass, solar, wind and water treatment. The commitment of the Italian business community was demonstrated with the confirmation till March 2020 of 3 Italian companies who applied to participate at the Forum.

Unfortunately, the mission was cancelled due to the pandemic, which caused the disruption on missions and in-person activities.

### [Webinar “Doing Green Business in Cuba” – 28 October 2020](#)



The virtual country presentation “Doing Green Business in Cuba” took place on the 28<sup>th</sup> October 2020 aimed at promoting investment opportunities and incentives in the local sectors of renewable energies among Cuban and Italian institutions and SMEs in the field.

The panel discussion focused, among other things, on policies, priorities and ongoing projects of the local ministry of environment in the field of renewable energies.

The webinar saw the participation of several Cuban institutions and relevant stakeholders, was attended by **20** participants and provided a platform for the exchange of technical knowledge and

insights, aimed at facilitating potential partnerships between Italian and Cuban SMEs in the energy and environment sectors.

Thanks to the webinar, **15** investment opportunities in energy and environment sectors have been identified and are ready to be promoted.

## Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*

*Ms. Emma Liens Morejón | Counsellor for Economic, Trade and Cooperation Affairs | Cuban Embassy in Italy*

*Mr. Rosell Guerra Campaña | Director of Renewable Sources of Energy | Cuban Ministry of Energy and Mines (MINEM)*

*Ms. Navy Carrera Laurens | Deputy Director, International Relations and Foreign Investment | Grupo Azucarero AZCUBA*

*Ms. Madelin Olivera Llanes | Head of International Collaboration Group | Grupo Azucarero AZCUBA*

*Mr. Juan Garzón Perera | Director of Agricultural Technology Testing, Validation and Certification |*

*Instituto de Investigaciones de Ingeniería Agrícola*

*Mr. Andrea Piccoli | Director | Solgreen SRL Italia*

*Mr. Jorge Luis Alfonzo Ramos | Minister Counsellor General, Political and Scientific Affairs | Cuban Embassy in Italy*

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project in the sustainable energy and environment sectors
- Contents elaboration focused on Cuba with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

## Key figures and achievements

Events held: **1**

Stakeholders engaged:

| Institution/company                          | Sector           | Remarks  |
|--|------------------|--|
| <b>Ministerio de Energía y Minas (MINEM)</b> | Main counterpart | We hold already two meetings with MINEM and with the Director of Renewable Energy Sources. They full support the FIPEE Project and will facilitate the meetings between Italian entrepreneurs and local national agencies. |

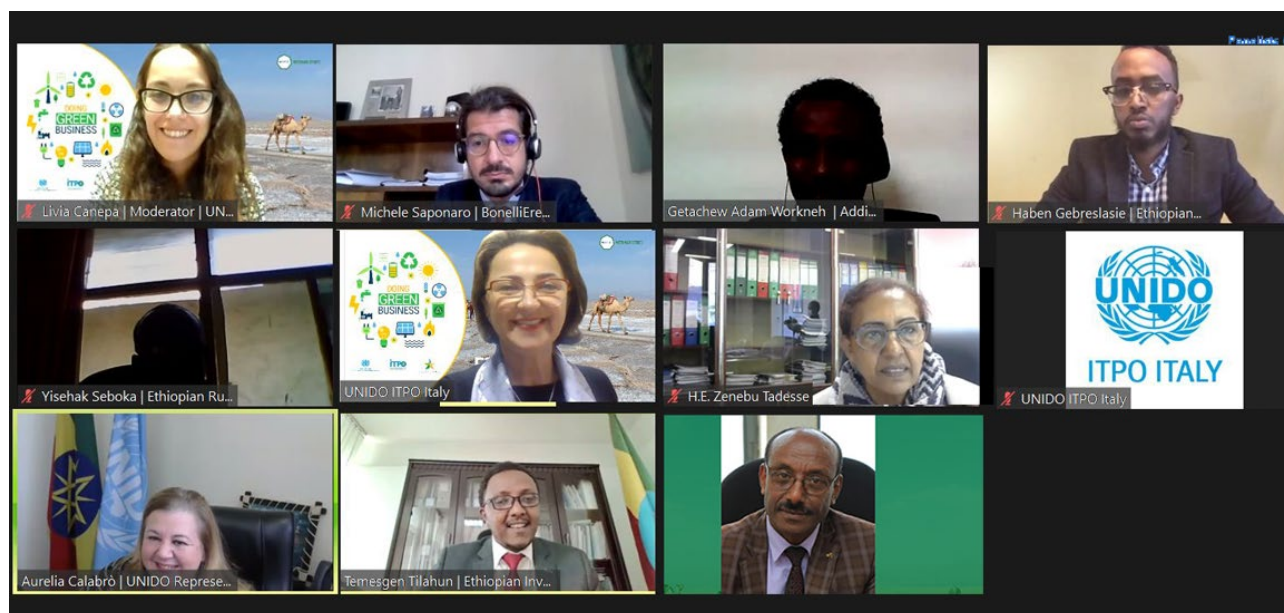
|   |   |   |
|---|---|---|
| <b>Ministry of Foreign Trade and Investments (MINCEX) and PROCUBA</b> | Government                                      | They illustrated the investment opportunities in Cuba, and they are willing to facilitate the meetings with potential counterparts.   |
| <b>Grupo Azucarero AZCUBA</b>   | Biomass   | They already studied and planned to install 755 MW at 19 bioelectric plants at sugar mills. Looking for potential investors.  |
| <b>UNE (Union Nacional Electrica)</b>                                 | Solar and Wind                                  | They have studied installing 700 MWp at Photovoltaic Solar Parks (PVSP), up to 2030, connected to their national electrical system.<br><br>They also studied and provided for the installation of 633 MW at 13 Wind Farms   |
| <b>Instituto de Investigaciones de Ingeniería Agrícola</b>            | Nexus agro-energy<br>Biogas and Water Treatment | Looking for foreign investors to set up biogas plant and well as to develop waste treatment plant along the country.  |
| <b>Grupo Empresarial de Reciclaje (Development Division)</b>          | Waste treatment and recycling                   | Looking for foreign investors to reduce to minimal levels of the total volume of waste generated and sent today to dumps or landfill sites. study some uses for this inert waste portion. They already identified 3 investments project open for foreign investments. |





# ETHIOPIA

## Webinar “Doing Green Business in Ethiopia” –21 October 2020



The virtual country presentation “Doing Green Business in Ethiopia” took place on 21<sup>st</sup> October 2020, aimed at identifying and promoting investment opportunities and incentives in the field of sustainable energy and green technologies.

The webinar, which saw the participation of several Ethiopian institutions and relevant stakeholders, was attended by **50** participants, both from public and private sectors and provided a platform for the exchange of technical knowledge and insights, aimed at facilitating potential partnerships between Italian and Ethiopian SMEs in the energy and environment sectors.

Several follow-up activities related to the webinar were carried out with Italian companies’ representatives in the sustainable energy and green technology sectors interested in setting the basis to explore new business opportunities.

### Agenda

*Ms. Diana Battaggia | Head | UNIDO ITPO Italy*

*H.E. Ambassador Zenebu Tadesse Woldetsadik | Ambassador | Embassy of the Federal Democratic Republic of Ethiopia in Rome*

*Ms. Aurelia Calabrò | UNIDO Representative and Director of the Regional Office Hub in Ethiopia | UNIDO Ethiopia*

*Mr. Ato Yisehak Seboka | Director | Ethiopian Energy Development and Promotion Center*

*Mr. Temesgen Tilahun | Deputy Commissioner for Promotion and Policy Improvement | Ethiopian Investment Commission*

*Mr. Haben Gebreslasie | Senior Energy Advisor to the Commissioner | Ethiopian Investment Commission*

*Mr. Africa Zeleke | Secretary General | Ethiopian Chamber of Sectoral Associations*

*Dr. Getachew Adam Workneh (PhD)|Head, Center of Excellence in Sustainable Energy| Addis Ababa Science & Technology University*

*Mr. Michele Saponaro | Managing Associate | BonelliErede Law Firm*

Delegate Programme – 30 November-14 December 2020



As mentioned above, the Delegate Programme was reformulated in a virtual modality and **from 30 November to 14 December 2020**, saw the participation of **Ms. Haregewoin Mirotaw Shumiye**, Director of the Investment Information and Technology Directorate of the **Ethiopian Investment Commission**, with the aim of promoting **6** projects and investment opportunities in the field of renewable energies and environmental technologies among the Italian business community. (**Annex 3: Projects and Investment opportunities portfolio promoted by the Ethiopian delegate**)

In this framework, UNIDO ITPO Italy provided operational support by scheduling dedicated virtual meetings between the Ethiopian delegate and Italian stakeholders, both institutions and companies interested in operating or investing in the country.

Representing several Ethiopian companies, Ms. Shumiye illustrated to the Italian counterparts the projects and opportunities in the country, with a specific focus on the renewable energy (wind and solar), water treatment and waste management.

Below the agenda:

| Date           |           | Description                                     | Main topic                                  |
|----------------|-----------|---|---|
| 30<br>November | 10:00 hrs | Meeting with<br><b>UNIDO ITPO Italy</b>         | Tools and mechanism of UNIDO and ITPO Italy |
|                | 15:00 hrs | Meeting with<br><b>CassaDepositi e Prestiti</b> | Italian financial institution strategy      |
| 1<br>December  | 10:30 hrs | Meeting with<br><b>Res4Africa Foundation</b>    | Renewable energy sector in Ethiopia         |

|                |           |  |   |
|----------------|-----------|--|---|
|                | 14:30 hrs | Meeting with<br><b>Glocal Impact Network</b>                       | Low-tech innovation systems for agriculture and energy  |
| 2<br>December  | 10.00 hrs | Meeting with<br><b>IDRO Group srl</b>                              | Treatment of water resources, waste disposal and energy production                                    |
|                | 11:30 hrs | Meeting with<br><b>MORE for the planet</b>                         | Solid integrated Circular Economy solutions for the Renewable Energy and the Waste Management Sectors |
|                | 14:00 hrs | Meeting with<br><b>ITALPROGETTI SpA</b>                            | Water treatment solutions   |
|                | 15:30 hrs | Meeting with<br><b>CNA Nazionale</b>                               | Italian Confederation of Craft Trades and Small- and Medium-Sized Enterprises' overview               |
| 3<br>December  | 10:00 hrs | Meeting with<br><b>FratelliRE Srls</b>                             | Renewable energy - photovoltaic plants  |
|                | 11:30 hrs | Meeting with <b>T&amp;D Water &amp; Energy Green Solutions</b>     | Water treatment sector and green technologies   |
|                | 14:30 hrs | Meeting with<br><b>ELVI spa &amp; Self Globe</b>                   | Electrical / electronic equipment for renewable energy and energy storage                             |
| 7<br>December  | 9:00 hrs  | Meeting with<br><b>OffGridBox</b>                                  | Renewable energy systems  |
|                | 10:30 hrs | Meeting with the<br><b>Ethiopian Embassy</b>                       | Opportunities in the energy sector in Ethiopia  |
|                | 11.30 hrs | Meeting with<br><b>Aria srl</b>                                    | Engineering environmental technologies  |
|                | 14:00 hrs | Meeting with<br><b>BonelliErede</b>                                | Legal framework - Italian companies in Ethiopia   |
| 9<br>December  | 10:00 hrs | Meeting with<br><b>ENEL Green Power</b>                            | Renewable energies: solar, geothermal, wind   |
|                | 11.30 hrs | Meeting with<br><b>EEMAXX ENGINEERING srl</b>                      | Renewable energy and energy efficiency  |
|                | 14:30 hrs | Roundtable with<br><b>Confindustria Assafrica&amp;Mediterraneo</b> | Presentation of 20 Italian companies operating in the energy and environment sectors                  |
| 10<br>December | 9:00 hrs  | Meeting with<br><b>OffGrid Sun</b>                                 | Off grid solutions  |



|                |           |   |  |
|----------------|-----------|---|--|
|                | 12:00 hrs | Meeting with<br><b>Camecsrl</b>                         | Steelwork assembly, precision machining, machinery and industrial automation assembly services       |
|                | 14:00 hrs | Meeting with<br><b>Western CO srl</b>                   | Photovoltaic lighting, storage system and charge controllers.  |
| 11<br>December | 9:00 hrs  | Meeting with<br><b>Irritec</b>                          | Solutions for irrigation (drip irrigation)   |
|                | 10.00 hrs | Meeting with<br><b>SAET Spa</b>                         | Stand Alone Solar plants, mini-grid with batteries in rural areas                                    |
|                | 11.30 hrs | Meeting with<br><b>VP Solar</b>                         | Solar Photovoltaic solutions   |
|                | 14.00 hrs | Meeting with<br><b>UFLEX &amp; Sarda Energia</b>        | Photovoltaic Stand - Alone systems and mini-grid   |
| 14<br>December | 9:00 hrs  | Meeting with <b>ZECO di Zerbaro e Costa e C. S.r.l.</b> | Hydroelectric power plants and equipment   |
|                | 10:00 hrs | Meeting with<br><b>Tecofil</b>                          | Turn-key filtration systems and filter-presses for waste water and sludge purification and treatment |
|                | 11.30 hrs | Meeting with<br><b>G-teKsrl</b>                         | Renewable energy: solar and wind   |
|                | 14.00 hrs | Meeting with<br><b>IES Biogas</b>                       | Biogas   |

With more than **27 bilateral meetings** and a **roundtable**, the delegate had the opportunity to virtually meet more than **40 potential Italian partners** (both institutions and private sector) with the aim to explore potential synergies in the renewable energy and green technologies sectors.

Representing several Ethiopian companies, Ms. Shumiye illustrated to the Italian entrepreneurs the projects and opportunities in the country, with a specific focus on the renewable energy (wind and solar), water treatment and waste recycling (**Annex 4: Virtual delegate programme: meetings and follow-up actions**).

#### [Delegate Programme's follow up activities](#)

In the framework of the Delegate Programme, several activities and meetings have been carried out, and many others are in the pipeline, in order to promote Ethiopian investment projects and opportunities within the Italian business community.

After approximately 30 meetings with Italian companies and several discussions with the Ethiopian Investment Commission, it has been considered useful to concentrate next actions on the water - energy - food nexus as it is a major target for both the Ethiopian government and the local private sector. Indeed, their common goal is to ensure water, energy and food supply for all, not only in the urban centres, but above all in the rural areas, where people suffer most from frequent droughts and famines.

### Other activities carried out

- Managing relations with the identified Italian and local stakeholders, such as Ministries, institutions, universities, private sector, sectoral associations and business communities as well as international organizations, mainly focused in the energy and environment sectors.
- Contents elaboration focused on Ethiopia with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

### Key figures and achievements

Events held: **2**

BtoB/BtoG: **32**

Stakeholders engaged:

|                         | Italy | Ethiopia |
|-------------------------|-------|----------|
| Institutions/Gov.Bodies | 3     | 7        |
| Associations            | 1     | 3        |
| Other                   |       | 3        |

Companies involved:

| Company      | Sector                                 | Follow up   |
|--------------|--|---|
| <b>Italy</b> |  |   |
| Deltacque    | Water treatment                        | Involvement as speaker in the Ethiopia-Kenya Forum on 25 February |
| Eemax        | Renewable energy and energy efficiency | Meeting with EIC's Investment Promotion Unit                      |

|                                 |   |   |
|---------------------------------|---|---|
| <b>ENEL Green Power</b>         | RE- solar, geothermal, wind                                   | Involvement as speaker in the Ethiopia-Kenya Forum which will be held on 25 February and in forthcoming activities focused on the solar and wind sectors                              |
| <b>Glocal Impact Network</b>    | Agriculture and energy (WEF nexus)                            | Meeting with RET Engineering and Ethio Resource Group   |
| <b>Irritec</b>                  | Drip irrigation   | Interested in the Ethiopian company TesfayAbey Farm. They will participate in future activities on irrigation and agriculture sectors and in BtoB sessions with Ethiopian companies   |
| <b>Italprogetti spa</b>         | Water treatment solutions                                     | They will be updated on the future events and activities focused on the water treatment sector, with BtoB sessions. The company is also interested in the Ethiopian company MERIT PLC |
| <b>MORE for the planet</b>      | Renewable Energy and the Waste Management                     | Interested in the Ethiopian company SUZO PLC and in potential collaboration with local companies operating in the renewable energy and waste treatment sectors                        |
| <b>OFF Grid Sun</b>             | RE - Off grid solutions                                       | Meeting with RET Engineering and Ethio Resource Group and involvement in the future activities focused on mini grid and off grid solutions  |
| <b>Planetek</b>                 | Water treatment - Satellite, aerial and drone data processing | They will be updated on the future activities focused on the water treatment sector. They are also interested in BtoB with Ethiopian companies  |
| <b>Sarda Energia</b>            | RE - photovoltaic stand - alone systems and mini-grid         | Meeting with RET Engineering and Ethio Resource Group   |
| <b>SBS - Steel Belt Systems</b> | Oil & Gas and organic fertilizers                             | Interested in the Ethiopian company Wasa Mashrooms Farm   |
| <b>Studio Pietrangeli</b>       | Hydropower plants   | Involvement in the forthcoming activities and events focused on the hydropower sector in Ethiopia and followed by BtoB sessions   |

|  |   |   |
|--|---|---|
| <b>Uflex</b>                               | RE - photovoltaic stand - alone systems and mini-grid | Meeting with RET Engineering and Ethio Resource Group   |
| <b>VP Solar</b>                            | RE - solar photovoltaic solutions                     | Meeting with RET Engineering and Ethio Resource Group. They asked to be updated on ITPO Italy's future initiatives in the solar sector  |
| <b>ZECO di Zerbaro e Costa e C. S.r.l.</b> | Hydro power   | They asked to be updated on the future activities and events focused on the hydro power sector and are interested in BtoB meetings with the Ethiopian private sector                                    |
| <b>Ethiopia</b>                            |   |   |
| <b>RET Engineering</b>                     | RE - Off grid and mini grid solutions                 | Arranging meeting/s with selected Italian companies with the purpose of exploring off grid and mini grid solutions, proposed by Italian companies. They asked also to be updated on future events on RE |
| <b>Ethio Resource Group</b>                | RE - Off grid and mini grid solutions                 | Arranging Meeting/s with selected Italian companies. They will be updated on the forthcoming events and activities on RE sector   |
| <b>MERIT Engineering PLC</b>               | Water treatment                                       | Organising Meeting/s with selected Italian companies  |
| <b>SUZO PLC</b>                            | Paper products and recycling                          | Organising Meeting/s with selected Italian companies  |
| <b>Tesfay Abey Farm</b>                    | Agriculture   | Organising Meeting/s with selected Italian companies  |
| <b>Wasa Mashrooms Farm</b>                 | Agriculture and organic product                       | Organising Meeting/s with selected Italian companies  |

Please refer also to **Annex 4: Virtual delegate programme: meetings and follow-up actions**



## KAZAKHSTAN

### Webinar “Doing Green Business in Kazakhstan” – 30 September 2020



The country presentation “Doing Green Business in Kazakhstan” took place on 30<sup>th</sup> September 2020, aimed at identifying and promoting sustainable investments and technology transfer opportunities as well as scouting interested local and Italian stakeholders on a geographical and/or technological basis.

The webinar gathered more than **40** virtual participants, from both the public and private sector.

The initiative contributed to facilitate matchmaking between Italian and Kazakh stakeholders and receive concrete feedbacks on the most promising sectors as well as enhancing the institutional and business contacts already collected in recent months and give continuity to the project's activities. In this scope, Kazakh Invest and the Embassy of the Republic of Kazakhstan in Rome significantly contributed to give inputs and provide useful insights.

In the framework of the event, follow up activities have been carried out and more than **30** companies have been engaged to promote Kazakhstan and its opportunities as well as to support the commercialization and scale-up of alternative, eco-friendly energy sources and innovative environmental technologies for sustainable development in the country.

Furthermore, as part of the follow up, some opportunities were identified in the waste-to-energy sector, where the local company **Planet Care Management** has been put into contact with two Italian companies, **Bonatti S.p.A. e Carlo Gavazzi Impianti S.p.A.**, in one B2B meeting to discuss about potential synergies for the realization of waste-to-energy plants in Shymkent and Almaty.

The tender for the implementation of these waste-to-energy plants will be issued in 2021 and the aforementioned counterparts are still discussing about potential cooperation.

## Agenda

Mr. Matteo Petrini | Deputy Head of Mission | Embassy of Italy in Nursultan

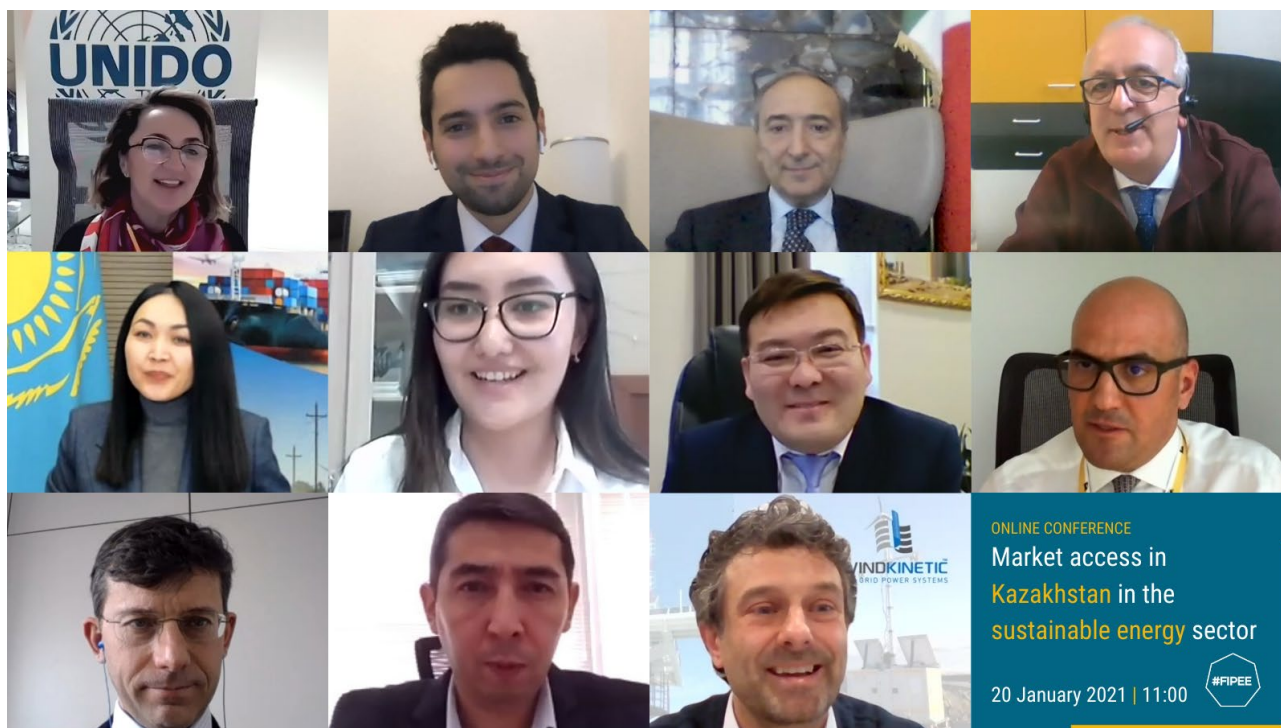
Ms. Zulfiya Suleimenova | Deputy Director of Climate Policy and Green Technologies Department | Ministry of Ecology, Geology and Natural Resources of the Republic of Kazakhstan

Ms. Aliya Salimzhuarova | Project Manager RES | Kazakh Invest

Mr. Sergey Le | Director of the Department of International Cooperation and Climate Investments | International Green Technology and Investment Center – IGTIC

Mr. Asset Baisynov | Head of the Economic Office | Embassy of the Republic of Kazakhstan in Rome

## Conference “Market access in Kazakhstan in the sustainable energy sector” – 20 January 2021



In accordance with the national strategy *Kazakhstan-2050* and the *Concept for transition to Green Economy*, the Republic of Kazakhstan introduced a centralized auction mechanism for selecting renewable energy projects, which is aimed at choosing the best projects at the lowest prices. Renewable energy auctions took place in November and December 2020, monitoring and promotional activities have been performed and local winners of the tenders have been identified. This selection was referred to wind power, solar power and small hydro power plants to be realized in the near future.

The virtual event “Market access in Kazakhstan in the sustainable energy sector” was held on 20<sup>th</sup> January 2021, with the support of the Italian institutional representatives and the Italian business community in Kazakhstan, aimed at: offering to the Italian companies detailed contents on how to access the Kazakh market in the sustainable energy sector; ensuring continuity to the project activities in Kazakhstan; enhancing local contacts both with institutions and businesses.

Bringing together prominent Kazakh and Italian institutional and business stakeholders in the field, the online conference explored opportunities for cooperation in the Kazakh sectors of renewable energies, energy efficiency and innovative eco-friendly technologies. In addition, success cases of

Italian companies operating locally were also shown so as to promote business synergies between Italy and Kazakhstan.

The initiative gathered more than **125** registrations and over **75** virtual participants (**Annex 5: List of participants**) and it was a useful platform to facilitate knowledge-exchange about investment opportunities (**Annex 6: Questionnaire’s results**).

As part of the follow up activities, exploratory virtual meetings and calls with new Kazakh and Italian companies as well as institutional stakeholders have been scheduled in the forthcoming weeks.

## Agenda

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*  
*H.E. Pasquale D’Avino | Ambassador | Embassy of Italy in Nur-Sultan*  
*Mr. Salvatore Parano | Director | Italian Trade Agency Kazakhstan*  
*Ms. Aliya Salimzhuarova | Project Manager RES | Kazakh Invest*  
*Ms. Zere Kuluspayeva | Analytics Manager | Astana Invest*  
*Mr. Meirzhan Myrzaliyev | Deputy Governor | Turkistan Region*  
*Mr. Alex Stillavato | Managing Director | Arm Wind LLP (ENI Renewables Subsidiary in Kazakhstan)*  
*Mr. Michelangelo Guarducci | CEO & Vice President | SSE*  
*Mr. Kabduali Omarbekov | President | Zeinet&SSE*  
*Mr. Stefano Pellegrini | CEO | WindKinetic | FRIEM Group*

## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project’s framework and Kazakhstan in the sustainable energy and environment sectors
- Monitoring and promotional activity for the auction mechanisms for the selection of renewable energy projects in 2020, with particular attention on the procedures, changes and amendments to existing regulatory legal acts for conducting auctions for RES projects in Kazakhstan.
- UNIDO ITPO Italy website dedicated page of the project, with special focus on Kazakhstan background information.

## Key figures and achievements

**Events: 2**

**B2B/B2G: 4**

**Stakeholder engaged:**

|   | Italy    | Kazakhstan |
|---|----------|------------|
| <b>Institutional stakeholders</b>           | <b>3</b> | <b>3</b>   |
| <b>Intermediary bodies and associations</b> | <b>3</b> | <b>7</b>   |
| <b>Others</b>                               | <b>1</b> | <b>6</b>   |



**Companies engaged:**

| Companies                     | Sector  | Follow up   |
|-------------------------------|---|---|
| <b>Italy</b>                  |   |   |
| <b>Alfaquadri</b>             | Electrical components   | Looking for a local partner.  |
| <b>Bonatti</b>                | Oil&Gas, waste-to-energy                                      | B2B with Planet Care Management   |
| <b>Delin Elettronica</b>      | Electrical components   | Interested in opportunities in energy efficiency  |
| <b>ENEL Green Power</b>       | Renewable energy  | Looking for a partner to co-invest (preferably, investment or infrastructural fund)         |
| <b>EEMAXX</b>                 | Renewable energy, Waste-to-energy                             | Interested in opportunities in the renewable energy and waste-to-energy sectors             |
| <b>FAAM</b>                   | Energy saving, batteries                                      | Company introduced to Kazakh counterpart. Looking for business opportunities.               |
| <b>OffGridSun</b>             | Off-grid high-efficient systems                               | Interested in opportunities in energy efficiency. To be put into contact with EEDI          |
| <b>SSE</b>                    | Engineering services and control systems                      | B2B with ArmWind LLP to discuss about business opportunities                                |
| <b>Western.co</b>             | Off-grid high-efficient systems                               | Interested in opportunities in energy efficiency. To be put into contact with EEDI          |
| <b>WindKinetic</b>            | Renewable Energy, off-grid solutions                          | Interested in long-term partnership to replicate its innovative technology on a large scale |
| <b>Xifonia</b>                | Environmental Protection, industrial maintenance and cleaning | Looking for a partner. B2B to be organized with Ersai                                       |
| <b>Kazakhstan</b>             |   |   |
| <b>ArmWind</b>                | Wind power, solar power                                       | B2B with SSE for collaboration on projects in pipeline                                      |
| <b>EEDI</b>                   | Energy efficiency   | Interested in power generation  |
| <b>Ersai</b>                  | Oil&Gas   | B2B to be organized with Xifonia  |
| <b>Planet Care Management</b> | Waste-to-energy   | B2B held with Bonatti   |



## KENYA

### Webinar “Doing Green Business in Kenya” – 7 October 2020



The virtual event “Doing Green Business in Kenya” took place on 7<sup>th</sup> October 2020, and it was a thematic country presentation aimed at presenting investment opportunities in the renewable energies and green technologies sectors of Kenya.

The first session of the multi-panel discussion featured interventions by institutional Kenyan stakeholders, while the second session was dedicated to an overview of the business climate in Kenya.

The webinar was attended by more than **30** participants and provided a valuable platform for the exchange of technical knowledge and insights, aimed at fostering potential partnerships and trade collaborations between Italy and Kenya in the energy and environment sectors.

As a follow-up activity to the webinar, UNIDO ITPO Italy liaised with the companies that attended the virtual event to devise a tailored support to be undertaken in the framework of the project.

#### **Agenda:**

*Ms. Diana Battaglia | Head | UNIDO ITPO Italy*  
*H.E. Alberto Pieri | Ambassador | Embassy of Italy in Nairobi*  
*Mr. Mungai Kihara | Renewable Energy Engineer | Ministry of Energy of Kenya*  
*Dr. Pacifica Ogola | Secretary, Climate Change Directorate | Ministry of Environment and Forestry of Kenya*  
*Ms. Phyllis Wakiaga | CEO | Kenya Association of Manufacturers*  
*Ms. Catherine Gacheng | Project Analyst | Kenya Investment Authority*  
*Prof. Izael Pereira Da Silva | Deputy Vice Chancellor for Research and Innovation | Strathmore University*  
*H.E. Jackline Yonga | Ambassador | Embassy of Kenya in Rome*

## [Virtual attendance of a Kenyan business delegation to Ecomondo - November 2020](#)

UNIDO ITPO Italy was the focal point in the framework of the participation of Kenyan companies in occasion of the 2020 edition of Ecomondo and Key Energy, an international exhibition for green technologies, renewable energy and circular economy. UNIDO ITPO Italy liaised with relevant counterparts in Kenya to disseminate information on the event among Kenyan companies, promoting this opportunity among relevant institutions and associations, e.g. the Kenya Investment Authority, the Kenya Association of Manufacturers, the Kenya Renewable Energy Association, the Kenya National Chamber of Commerce and Industry and the Embassy of Kenya in Rome.

Notably, UNIDO ITPO Italy supported the representatives of the companies selected as part of its delegation in the process of organizing their attendance to the event. However, in late October, the exhibition was cancelled due to the spike of COVID-19 cases in Italy and the event was reformulated in the format “Ecomondo and Key Energy Double Digital Green Week”, to be held online from 3 to 15 November.

In this context, UNIDO ITPO Italy facilitated and coordinated the virtual participation of a business delegation composed of representatives of two Kenyan companies, namely Wanergy Africa and Strauss Energy, that had the opportunity to actively engage with exhibitors and technology providers, for a total of **8 virtual B2B meetings** held on the virtual matchmaking platform of the event.

## [Organization of B2B meetings as a follow-up activity to Ecomondo – December 2020-January 2021](#)



As a follow-up activity to the support provided to the Kenyan company Wanergy Africa during their participation in the 2020 edition of Ecomondo, UNIDO ITPO Italy organized a number of B2B meetings with the goal of promoting investment opportunities for Italian companies in the environmental technology sector of Kenya.

Wanergy Africa is a Kenyan company interested in exploring innovative solutions to be applied in the local waste-to-energy sector, with a specific focus on mixed municipal solid waste. Notably, on 9 and 10 December 2020, UNIDO ITPO Italy organized two B2B meetings between Wanergy Africa and two Italian enterprises, namely IES Biogas and Termomeccanica Ecologia.



On 18 December 2020, a third B2B meeting was held between Wanergy Africa and the Italian engineering company MORE for the Planet. Furthermore, on 26 January 2021, UNIDO ITPO Italy organized and hosted a B2B meeting between Wanergy Africa and W.T.E. Waste To Energy, an Italian company providing a wide range of services, from conceptual and feasibility studies, to engineering, procurement and construction management.

The B2B meetings represented an opportunity for Wanergy Africa and the Italian companies involved in this activity to discuss innovative and environmentally-sound solutions in the waste-to-energy sector, laying the foundations for potential partnerships and technology transfer opportunities.

As a follow-up, UNIDO ITPO Italy is following the exchange of information between the companies involved in the meetings.

### Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project’s framework and Kenya in the sustainable energy and environment sectors
- Contents elaboration focused on Kenya with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE.

### Key figures and achievements:

**Events held: 1**

**Participation in trade fairs: 1**

**B2B meetings: 12**

**Stakeholders engaged:**

|                     | Kenyan   | Italian  |
|---------------------|----------|----------|
| <b>Institutions</b> | <b>5</b> | <b>3</b> |
| <b>Associations</b> | <b>5</b> | <b>1</b> |
| <b>Other</b>        | <b>2</b> | <b>/</b> |

**Companies engaged:**

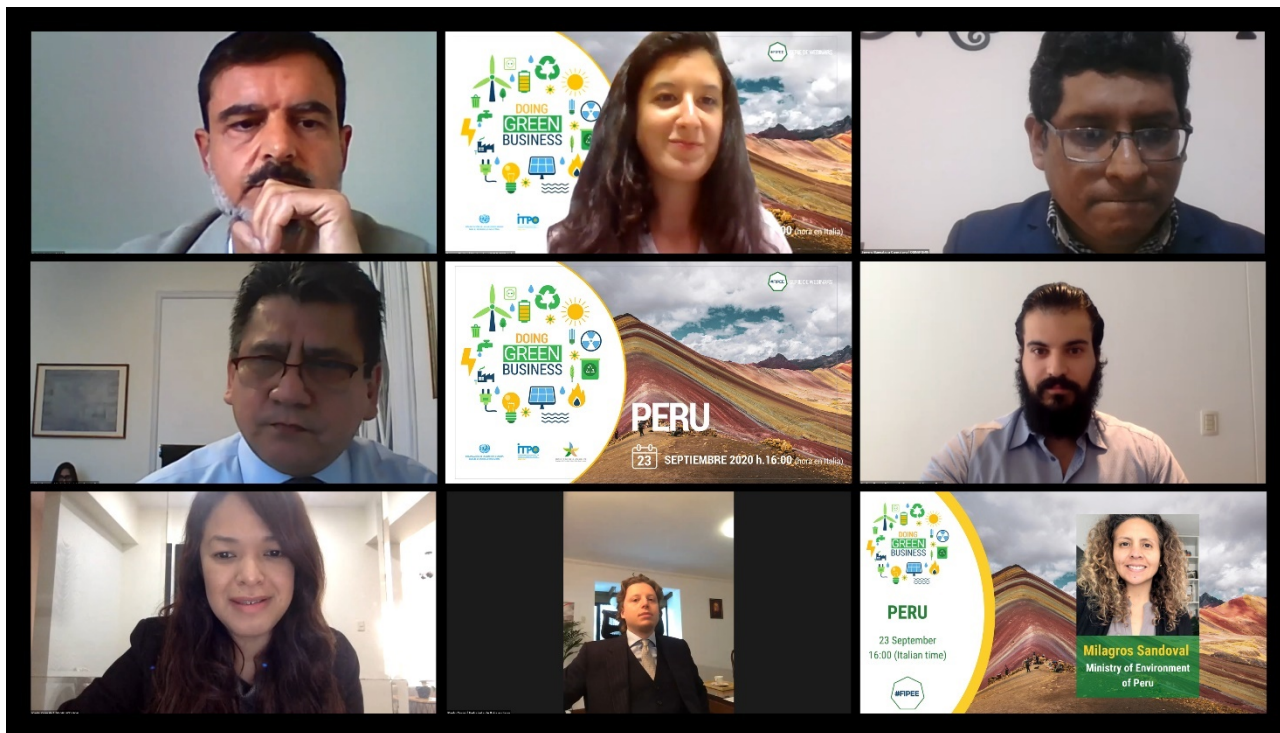
| Company                        | Sector  | Follow-up actions   |
|--------------------------------|---|---|
| <b>Italy</b>                   |   |   |
| <b>Enel</b>                    | Solar, wind, hydro  | They will participate as speakers in the upcoming event “Ethiopia and Kenya: opportunities in the solar energy and water treatment sector”, as a success case, being an Italian company operating in Kenya in the solar energy sector.  |
| <b>Eni</b>                     | Oil and Gas   | They are interested in possible collaborations in the green sectors they are currently exploring in the country.  |
| <b>Genius Watter</b>           | Water management (solar powered desalination)                       | They will be updated to ensure their participation in future events on water treatment and solar energy, with a focus on potential B2B sessions.  |
| <b>MORE for the Planet</b>     | Renewable energy (solar, wind, hydro, biomass) and waste management | Interested in being involved in future events on renewable energy and waste-to-energy. As a follow-up to the B2B meeting with the Kenyan company Wanergy Africa, there is an ongoing exchange of information between the two companies.   |
| <b>Glocal Impact Network</b>   | Solar energy, hydroponics   | They are interested in being involved in activities concerning solar energy and the water/energy/food nexus. They are also willing to be involved in virtual activities as potential speakers.  |
| <b>Termomeccanica Ecologia</b> | Water treatment, waste management                                   | They are interested in being involved in future activities in the sector of waste-to-energy. They have been involved in a B2B meeting with the Kenyan company Wanergy Africa, they expressed their interest in being involved in further B2B sessions with other relevant counterparts. |
| <b>IES Biogas</b>              | Waste-to-energy   | They are interested in being involved in future activities on waste-to-energy. They have been involved in a B2B meeting with the Kenyan company Wanergy Africa, they expressed their interest in being involved in further B2B sessions with other relevant counterparts.               |

|  |  |   |
|--|--|---|
| <b>EnGreen Solutions</b>                     | Renewable energy (hydro and solar), rural electrification, water-energy-food | They asked to be updated on events concerning water, off-grid energy systems and the water/energy/food nexus.   |
| <b>Waste-to-Energy W.T.E.</b>                | Waste-to-energy  | They are interested in being involved in future events on waste treatment and waste-to-energy. As a follow-up to the B2B meeting with the Kenyan company Wanergy Africa, there is an ongoing exchange of information between the two companies.             |
| <b>Planetek</b>                              | GIS and Earth Observation focused on information land management             | They asked to be updated on future events concerning the water treatment sector, and are interested in taking part in B2B sessions.   |
| <b>DELTACQUE</b>                             | Water treatment  | They will participate as speakers in the upcoming event “Ethiopia and Kenya: opportunities in the solar energy and water treatment sector”, as a success case, being an Italian company successfully operating in Kenya in the wastewater treatment sector. |
| <b>I-wtech</b>                               | Water treatment  | They asked to be updated on future events concerning the water treatment sector, as they would be interested in taking part in such events, and possibly in B2B sessions.   |
| <b>Kenya</b>                                 |  |   |
| <b>Wanergy Africa (woman-led enterprise)</b> | Waste-to-energy  | They are interested in exploring waste-to-energy solutions. They are in the process of exchanging information with the Italian companies W.T.E. Waste-to-Energy and MORE for the Planet.  |
| <b>Strauss Energy</b>                        | Solar energy   | They are interested in exploring opportunities in the solar energy sector.  |
| <b>BURN Stoves</b>                           | Clean cooking  | They are interested in exploring opportunities in the clean cooking field.  |



## PERU

### Webinar “Doing Green Business in Peru” – 23 September 2020



The country presentation ‘Doing Green Business in Peru’ was held in Spanish on 23<sup>rd</sup> September 2020, aimed at presenting investment opportunities in the renewable energies and green technologies sectors of the country.

The virtual conference featured high level speakers both from Italian and Peruvian institutions, such as the Embassy of Italy in Lima, the Ministry of Environment in Peru, local counterpart of the FIPEE project, and the interventions of Italian and Peruvian stakeholders both from public and private sector.

The panel discussion, attended by over **49** participants, focused, among other things, on Peruvian business climate, framework for investments in strategic sectors, as renewable energy and water treatment.

#### **Agenda**

*Mr. Paolo Tonini | Second Head of Mission | Italian Embassy in Lima*

*Ms. Milagros Sandoval | Director of Greenhouse Gases Mitigation | Ministry of the Environment of Peru (MINAM)*

*Mr. Enrico Condemi | Director for Bolivia, Chile and Perú | Italian Trade Agency (ITA)*

*Mr. Severo Buenalaya Cangalaya | Manager of Electricity Production and Transmission | OSINERGMIN*

*Mr. Andrea Pavia | Business Manager | Italian Chamber of Commerce of Peru*

*Ms. Karín Granda | Special Projects Director | Pro Inversión*

*Mr. Pablo Cisneros | Minister Counsellor | Embassy of Peru in Italy*

## Virtual event “Investing in the Renewable Energy sector in Peru: Success Stories and Legal Framework” – 4 November 2020



As a follow-up to the country presentation “Doing Green Business in Peru”, UNIDO ITPO Italy hosted two virtual events promoted by the Italian Chamber of Commerce of Peru focusing on Italian success stories in the Country as well as legal framework and local opportunities portfolios.

The virtual event “Investing in the Renewable Energy Sector in Peru: Success Stories and Legal Framework” was held in Italian on 4<sup>th</sup> November 2020, with the objective of showcasing Italian success cases in Peru in the renewable energy sector and provided an overview of the gateways to access the market in the sector.

The success cases were represented by Enel Perú, Tozzi Green e Lombardi SA who individually presented their companies’ successful projects in solar, wind energy and hydropower. After their interventions, the law firm Ontier Perú provided a legislative and institutional framework for incentives and public auctions in the local renewable energy sector.

The event featured an interactive live polling enquiring about the composition of the audience, mostly made up of SMEs interested in building international partnerships with the private sector in Peru, as well as a Q&A session. The virtual event saw the participation of **35 attendees (Annex 7: List of participants)**.

### **Agenda**

*Mr. Flavio Greiner | Secretary General | Italian Chamber of Commerce of Peru*  
*Mr. Andrea Pavia | Commercial Director | Italian Chamber of Commerce of Peru*  
*Mr. Massimiliano Calamea | Sustainability Director | Enel Perú*  
*Mr. Cristiano Vitali | International Development Manager | Tozzi Green*  
*Mr. Fulvio Besseghini | Latin America Regional Director | Lombardi SA*  
*Ms. Carmen Fernández Vadillo | Country Manager, Ontier Italia | Ontier Law Firm*  
*Mr. Enrique Dupuy, Partne | Ontier Perú | Ontier Law Firm*

## Virtual event “Investing in Environmental Technologies in Peru: a guide for Italian SMEs” – 1 December 2020



“Investing in environmental technologies in Peru: a guide for Italian SMEs”, the second sectorial event organized by UNIDO ITPO Italy, took place on 1<sup>st</sup>December 2020, with the aim of presenting an overview of the opportunities available in Peru to the Italian business community operating in the environmental technologies sector.

Its first part highlighted the main environmental challenges of the Country, with a focus on solid waste and water treatment, while the second provided an overview of the legal framework and incentives and modalities for investments. The live polling results highlighted that Italian companies were mostly interested in import-export activities in Peru.

The event, concluded by a lively Q&A session, saw the participation of **30 attendees (Annex 8: list of participants)**.

### Agenda

*Mr. Andrea Pavia, | Commercial Director | Italian Chamber of Commerce of Peru*  
*Mr. Juan Carlos Vásquez | CPA Ingeniería Ambiental Country Manager and Solid Waste Management Consultant*  
*Mr. Corrado Cimino | Country Manager | Terna Perú*  
*Mr. Andrés Salas | General Manager | Perú Business Corporation SAC*  
*Mr. Juan José Cardenas | EY Law Infrastructure Leader | Ernst & Young Peru*  
*Ms. Karín Granda | Special Projects Director | Pro Inversión*  
*Mr. Jenaro Laris Vázquez | Director of SACE Mexico Office | SACE*

These last two virtual events provided key insights both on the interest of Italian companies and the environmental subsectors with the greatest potential for investment in Peru: technologies for water treatment, solid waste management and rural electrification.



## Other activities carried out

- Stakeholder management and engagement to provide updates on the opportunities offered by the project's framework and Peru in the sustainable energy and environment sectors
- Contents elaboration focused on Peru with all the relevant information to be included in the UNIDO ITPO Italy's dedicated webpage of the project FIPEE. In particular, it was presented a focus on renewable energy and technologies for mitigation and adaptation to climate change in the country.

## Key figures and achievements:

Events held: **3**

Stakeholders engaged:

|   | Peru     | Italy    |
|---|----------|----------|
| <b>Institutions</b>                           | <b>5</b> | <b>3</b> |
| <b>Intermediary Bodies &amp; Associations</b> | <b>2</b> | <b>5</b> |
| <b>Other</b>                                  | <b>1</b> | <b>1</b> |

Companies/associations engaged:

| Companies                       | Sector   | Follow-up   |
|---------------------------------|--|---|
| <b>Italy</b>                    |  |   |
| <b>Tecofil International</b>    | Water Treatment                                | Looking for a local partner. Strong Interest in participating to upcoming Investment Forum. |
| <b>WESTERN CO SRL</b>           | Solar Panels, Microgrid                        | Looking for local partner or connection to institution or international organization.       |
| <b>Genius Watter</b>            | Water Treatment through Solar Energy, Startup  | Looking for local clients.  |
| <b>CIE Tecnologia Ambiental</b> | Solid Waste Management                         | Interest in participating to upcoming Investment Forum.                                     |
| <b>ESPE SRL</b>                 | Solar Panels, Microgrid, Rural Electrification | Looking for a local partner. Strong Interest in participating to upcoming Investment Forum. |

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|--|--|--|
| <b>Camecsrl</b>                        | Solid Waste Treatment                                  | Looking for a local partner. Strong Interest in participating to upcoming Investment Forum.  |
| <b>Italian Water Technologies J.V.</b> | Water Treatment  | Already set up a basic structure in Peru. Looking for local clients. Strong Interest in participating to upcoming Investment Forum.          |
| <b>Nashbusiness&amp; MAWAY</b>         | Integrated System for Rural Electrification            | Looking for local clients and Investments. Strong Interest in participating to upcoming Investment Forum.                                    |
| <b>Curti Spa</b>                       | Solid Waste Treatment, Biomass                         | Looking for business opportunities.  |
| <b>FAAM</b>                            | Production of lithium batteries, Rural Electrification | Looking for a local partner as well as a connection to Industrial Parks. Strong Interest in participating to upcoming Investment Forum.      |
| <b>Assiwama (association)</b>          | Solid Waste Management                                 | Received a letter of interest from municipality. Looking for a local partner. Strong Interest in participating to upcoming Investment Forum. |
| <b>Peru</b>                            |  |  |
| <b>Peru Business Corporation SAC</b>   | Environmental Technologies Importer                    | Participated as speaker in virtual event. Strong Interest in participating to upcoming Investment Forum.                                     |
| <b>PUKIO</b>                           | Water Treatment, Startup                               | Looking for Investments for innovation in MVP stage.   |



## NEW PLANNED INITIATIVES IN THE FORTHCOMING WEEKS

UNIDO ITPO Italy, taking into account the current Government’s and Organization’s measures related to the World’s health emergency and considering possible new developments, has planned and scheduled short-term initiatives in the framework of “FIPEE” project until March 2021.

With the support of **new digital and technological tools** the success of business matchmaking among SMEs, tailored networking opportunities, knowledge exchange platform, identification of business and investment opportunities will be faster and more effective.

In particular, in the forthcoming weeks the office will focus all its effort in organising investment forums, digital company visits, digital delegate programme, etc. in a more dynamic way where the segmented companies can be the main ‘actors’ rather than ‘viewers’ and actively participate and showcase their technologies and solutions suitable/needed in the target countries.

The list of scheduled activities till the end of March 2021 is the following:

| Activity   | Description  | Date             |
|--|--|------------------|
| <b>Digital visit of an Ethiopian company</b>   | Italian business and stakeholder delegation will virtually visit an Ethiopian company operating in energy or environment sector  | 24 February 2021 |
| <b>“Ethiopia-Kenya: investment opportunities in solar power and water treatment sectors” forum</b> | The event will present to the Italian entrepreneurs specific investment and business opportunities in Ethiopia and Kenya in the sub-sectors of water treatment and solar energy. The forum will have two sessions: first part will offer an overview of the challenges and potential of the two target countries, also by introducing several success cases of Italian companies operating in these sectors; the second session will focus on the active and wide participation of the Italian entrepreneurs who will be offered the possibility of joining the discussion to ask questions, request further information or simply provide insights to the discussion. | 25 February 2021 |
| <b>Delegate from Botswana</b>  | UNIDO ITPO Italy will virtually host a delegate from Botswana in the framework of UNIDO Delegate Programme   | mid- March 2021  |

|  |  |                             |
|--|--|-----------------------------|
| <p><b>Investment and Matchmaking Forum on energy and environment</b></p> | <p>The three-day virtual forum will bring together the public and private sector from Italy and targeted countries – namely Botswana, Cuba, Ethiopia, Kazakhstan, Kenya and Peru.</p> <p>The online platform is specifically open to both Italian companies interested in investment opportunities and companies from targeted developing countries looking for potential investors in the field: an “exchange event” dedicated to renewable energies and environmental technologies, with a focus on specific sub-sectors such as solar and wind power, energy efficiency, electrification, water-energy-food nexus, hydropower, water treatment and supply, waste management, biogas, biomass, and more.</p> <p>Notably, the Forum will feature multiple informative conference sessions, talk shows, Q&amp;As, as well as the possibility to engage directly and discuss together opportunities for business with other participants thanks to a dedicated marketplace – showcasing innovative technologies through the upload of photos, videos and further company material – and scheduled B2B sessions.</p> | <p>17-19<br/>March 2021</p> |
| <p><b>Promotion of identified trade fairs</b></p>                        | <p>Disseminating/promoting the identified local trade fairs among Italian business network.</p>  | <p>March 2021</p>           |
| <p><b>Follow-up activities</b></p>                                       | <p>Deeply discuss and provide assistance identified local and Italian companies in order to further raise their interest in partnering with the counterpart.</p>   | <p>Continuous</p>           |



## CONCLUSIONS

Covid-19 pandemic has changed the world scenario and it has affected -and keeps on hurting – the investment and business activities and set new priorities (economic, social and health) among all companies worldwide, not only the Italian ones.

UNIDO ITPO Italy had to face these challenges just like others. However, the office was very fast in adapting to the changes and the team was able to carry out in virtual mode all the activities. Naturally, the response to changes is not equal for all and, especially in developing countries, the digital gap even to perform simple activities can require longer time.

As matter of fact, some target countries faced issues mainly due to lack of internet connection, the scarcity of information on how to use web technologies and/or present investment opportunities in a virtual way or simply unavailability of some platforms (i.e. Zoom). Despite all such constraints, UNIDO ITPO Italy was able to ensure significant outputs of “FIPEE” as project above depicted and it has already planned new initiatives to keep on fostering the business and investment opportunities in environment and energy industries.

The potential identified in the past months in all the target countries is quite encouraging and ‘unchartered waters’ still have to be explored. The interest raised among the business communities of all countries involved in the projects, Italy included, is very high and promising and UNIDO ITPO Italy can rely on a strong network and capabilities as so to ensure additional concrete results of the project.





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