

HOME (/) > BUSINESS (/BUSINESS) > ECONOMY (/BUSINESS/ECONOMY)

UAE, Italy boost trade ties

Ramdas R. Volvoikar

Filed on August 29, 2015 | Last updated on August 29, 2015 at 08.45 am

SHARE



An event in Pisa marked the end of a long-wait for the traders who craved for striking deals to boost their fortunes.

Business relations between the UAE and Italy reached a greater height with the stakeholders converging on a single platform at the 'UAE Days in Toscana', held in Pisa this weekend. The event marked the end of a long-wait for the traders who craved for striking deals to boost their fortunes.

In normal circumstances, Dubai-based Maryse Gedeon and Italy-based Giulia Pinzani would not have met personally for business talks, even though they were in touch on phone for more than three years. Similar is the case of UAE entrepreneurs Ibrahim Al Shekaili and Najah Hussain Al Muntafiq.

POLL

Are you planning a trip during Eid Al Adha holidays?

Yes

No

SUBMIT

POPULAR

COMMENTS

VOTED



[Bahrain \(/region/bahrain\)](#)

Policeman killed, seven injured in Bahrain 'terrorist blast'

[\(/region/bahrain/policeman-killed-seven-injured-in-bahrain-terrorist-blast\)](#)

5104 views | 29 August 2015



[India \(/international/india\)](#)

Sheena murder case: Focus is now on forensic report

[\(/international/india/sheena-murder-case-khanna-confesses-mikhail-submits-evidence\)](#)

3965 views | 29 August 2015



[General \(/nation/general\)](#)

4 Emiratis die after falling in manhole

[\(/nation/general/4-emiratis-die-after-falling-in-manhole\)](#)

2962 views | 29 August 2015



[Travel \(/travel\)](#)

A trip to Liwa Oasis, the frontier town...

[\(/travel/a-trip-to-liwa-oasis-the-frontier-town\)](#)

2220 views | 26 August 2015



[Transport \(/nation/transport\)](#)

Emirati woman killed in car collision en route to Abu Dhabi

[\(/nation/transport/emirati-woman-killed-in-car-collision-en-route-to-abu-dhabi\)](#)

2110 views | 29 August 2015

The event helped them realise their long-cherished dream. Organised by Abu Dhabi-based Shaikh Khalifa Fund and Sistemaeventi, the four-day-long business initiative gave many UAE residents a chance to bond with Italian entrepreneurs for the first time and also strike various deals.

The exercise aimed at creating synergies between the two countries drew more than 630 people from UAE to Toscana. It also featured an endurance race event wherein UAE made a clean sweep in all four races. "Though I have been in contact with Mahesh over more than four years, I never had the opportunity to meet him personally. The UAE Days in Toscana offered me this opportunity. That apart, interaction with the Italian clients was also a wonderful experience. I hope to start forging ties with them soon," Maryse told the Khaleej Times.

Al Shekaili also praised the UAE government for promoting business by organising trips to foreign countries for its entrepreneurs. "I think it's a win-win situation for both UAE and Italian entrepreneurs. The one-to-one interaction with buyers and sellers allowed flexibility on the fixation of price too as the possibility of middlemen is totally ruled out. Hats off to the UAE government for such exposure trips which they conduct year after year," he said.

A seminar titled 'How to make business in UAE' was also conducted. It drew a full house response with more than 100 Italian entrepreneurs in attendance.

Mauro Marzocchi, secretary of Italian Chamber of Commerce in the UAE, termed it a rosy picture for trade ties between the two countries. Italy is the third-ranked European country after Germany and the UK and ahead of France in terms of volume of exports to the UAE. Around \$5.2 billion of exports were registered in 2014 from a total of \$12.5 billion to the Gulf region. Mauro hoped the number will surely increase this year. "With Milan Expo 2015 handing the torch to the UAE, which will host the event in 2020, there is a common link between the two countries. UAE is also in focus as it serves as a world market with several nationals residing there. And above all, even though it is holiday time in Italy, many entrepreneurs turned up for the event which points towards more business," he added.

The UAE, on its part, made a strong presentation portraying itself as a hub for business. Mohammed Matter Al Shamsi of the Khalifa Fund was at hand to clear all doubts on doing business in the UAE. With Saqer Nasser Al Raisi, UAE ambassador in Italy, also pitching in his support, it was music to the ears of every Italian entrepreneurs present.

The business promotion exercise, according to Maurizio Manzati of Emintad, which has firms in Dubai, New York and Hong Kong, will open the UAE doors to new Italian entrepreneurs. "I believe there is no place like UAE to do trade with the government playing a key role in creating a new role for entrepreneurs. So also, Dubai Expo 2020 will also draw more business to UAE and this event is a right step in that direction," he added.

- ramdas@khaleejtimes.com

SHARE

MORE FROM BUSINESS



[\(/business/economy/more-to-pakistan-than-meets-the-eye\)](#)

ECONOMY (/BUSINESS/ECONOMY)

[\(/business/economy\)](#)
(/business/economy)More to Pakistan than meets the eye (/business/economy/more-to-pakistan-than-meets-the-eye)
 Digging deep into country's positive fundamentals key to building... **READ MORE (/BUSINESS/ECONOMY/MORE-TO-PAKISTAN-THAN-MEETS-THE-EYE)**



[\(/business/banking-finance/mashreq-bank-branches-play-catch-up-with-digital\)](#)

BANKING AND FINANCE (/BUSINESS/BANKING-FINANCE)
[\(/business/banking-finance\)](#)
(/business/banking-finance)Mashreq bank branches play catch up with digital (/business/banking-finance/mashreq-bank-branches-play-catch-up-with-digital)

Mashreq is on a journey of innovation, will launch new generation of... **READ MORE (/BUSINESS/BANKING-FINANCE/MASHREQ-BANK-BRANCHES-PLAY-CATCH-UP-WITH-DIGITAL)**



[\(/business/markets/gulf-stocks-poised-for-rally\)](#)

MARKETS (/BUSINESS/MARKETS)

[\(/business/markets\)](#)
(/business/markets)Gulf stocks poised for rally (/business/markets/gulf-stocks-poised-for-rally)
 Bullish start expected at bourses on higher oil prices, Shanghai... **READ MORE (/BUSINESS/MARKETS/GULF-STOCKS-POISED-FOR-RALLY)**



[\(/business/markets/difc-courts-support-uae-kazakhstan-ties\)](#)

MARKETS (/BUSINESS/MARKETS)

[\(/business/markets\)](#)
(/business/markets)DIFC courts support UAE, Kazakhstan ties (/business/markets/difc-courts-support-uae-kazakhstan-ties)
 Commercial links between the two countries have expanded... **READ MORE (/BUSINESS/MARKETS/DIFC-COURTS-SUPPORT-UAE-KAZAKHSTAN-TIES)**



Editor's Picks (/wknd/editors-picks)
Are You Prepared to Take a 30-Year Vacation? (/wknd/editors-picks/are-you-prepared-to-take-a-30-year-vacation)
 1756 views | 26 August 2015



Legal View (/legalview)
Employer can impose labour ban if employee breaches contract (/employer-can-impose-labour-ban-if-you-breach-contract)
 1678 views | 9 August 2015



General (/nation/general)
Wheelchair-bound skydiver keeps hopes high (/nation/general/wheelchair-bound-skydiver-keeps-hopes-high)
 1581 views | 28 August 2015



Editorials and columns (/editorials-columns)
How Daesh grows richer from sales of Syria's treasures (/editorials-columns/how-daesh-grows-richer-from-sales-of-syrias-treasures)
 1159 views | 28 August 2015

KT APP DOWNLOAD

All new KT app is available for download:



<https://play.google.com/store/apps/details?id=com.khaleejtimes>

<https://itunes.apple.com/ae/app/khaleej-times/id909275381?mt=8>



NEWSLETTER

Get the latest news around the World in your inbox, so you dont missout on the action.

[Accept Terms & Conditions \(/privacy-policy\)](#)

MORE FROM KHALEEJ TIMES



(/nation/general/4-emiratis-die-after-falling-in-manhole)

GENERAL (/NATION/GENERAL)

(/nation/general)

(/nation/general)4 Emiratis die after falling in manhole (/nation/general/4-emiratis-die-after-falling-in-manhole)

After a 50-year-old man fell into the manhole, his two sons and son-in-law... **READ MORE**

(/NATION/GENERAL/4-EMIRATIS-DIE-AFTER-FALLING-IN-MANHOLE)



(/nation/education/back-to-school-then-now)

EDUCATION (/NATION/EDUCATION)

(/nation/education)

(/nation/education)Back to school: Then & now (/nation/education/back-to-school-then-now)

On the day UAE schools reopen, parents revisit their school days to... **READ MORE**

(/NATION/EDUCATION/BACK-TO-SCHOOL-THEN-NOW)



(/nation/general/crisis-in-the-life-of-an-11-year-old-prodigy)

GENERAL (/NATION/GENERAL)

(/nation/general)

(/nation/general)Crisis in the life of an 11-year-old prodigy (/nation/general/crisis-in-the-life-of-an-11-year-old-prodigy)

Mother of 11-year-old who won A* in GCSE exams says exceptionally... **READ MORE**

(/NATION/GENERAL/CRISIS-IN-THE-LIFE-OF-AN-11-YEAR-OLD-PRODIGY)



(/nation/transport/emirati-woman-killed-in-car-collision-en-route-to-abu-dhabi)

TRANSPORT (/NATION/TRANSPORT)

(/nation/transport)

(/nation/transport)Emirati woman killed in car collision en route to ...


(/nation/transport/emirati-woman-killed-in-car-collision-en-route-to-abu-dhabi)

The woman, a UAE national, was with her driver when the accident took ... **READ MORE**
(/NATION/TRANSPORT/EMIRATI-WOMAN-KILLED-IN-CAR-COLLISION-EN-ROUTE-TO-ABU-DHABI)

0 Comments

Write Your Comment

LOGIN TO YOUR ACCOUNT

SIGN IN USING  OR

Email

Password

[SIGN IN](#)



©2015 Khaleej Times. All rights reserved.

[f \(http://www.facebook.com/khaleejtimes\)](http://www.facebook.com/khaleejtimes) [t \(http://twitter.com/khaleejtimes\)](http://twitter.com/khaleejtimes) [g+ \(https://plus.google.com/+khaleejtimes\)](https://plus.google.com/+khaleejtimes) [i \(http://instagram.com/khaleejtimes\)](http://instagram.com/khaleejtimes)

NEWS	BUSINESS	SPORTS	LIFESTYLE	CITY TIMES				
Nation (/nation)	Markets (/business/markets)	Local Sports (/sport/local)	Fashion (/lifestyle/fashion)	In The City (/citytimes/in-the-city)	Travel (/travel)	Videos (/videos)	About Us (/about-us)	KT App Download
Region (/region)	Economy (/business/economy)	Cricket (/sport/cricket)	Beauty (/lifestyle/beauty)	Newsmakers (/citytimes/newsmakers)	Health (/lifestyle/health-fitness)	Gold/forex (/gold-forex)	Advertise With Us (/advertise)	iPhone iPad
World (/international)	Auto (/business/auto)	Football (/sport/football)	Health & Fitness (/lifestyle/health-fitness)	Indian Cinema (/citytimes/bollywood)	Offbeat (/offbeat)	Prayer Timings (/prayer-time-uae)	Contact Us (/contact-us)	(https://itunes.app/times/id9092753t=8)
	Technology (/business/technology)	Tennis (/sport/tennis)	Art & Culture (/lifestyle/art-culture)	Movie Reviews (/citytimes/movie-reviews)	Legal View (/legalview)	Cinema listings (/uae-cinema-listing)	Privacy Policy (/privacy-policy)	Android
	Gadgets & Electronics (/business/gadgets-and-electronics)	Horse Racing (/sport/horse-racing)			Editorials & Columns (/editorials-columns)	Weather (/weather)		(https://play.google.com/store/apps/details?id=com.khaleejtimes)
					Letters to Editor (/letters-to-the-editor)	e-paper (/epaper)		
						KT BUZZON (/buzzon)		

electronics)	(/sport/horse-racing)	Food (/lifestyle/food)	reviews)	Photos (/photos)	Inspired Living (/Inspired-living)
Banking & Finance	Formula 1	Home	Music		
(/business/banking-finance)	(/sport/motor)	(/lifestyle/homes)	(/citytimes/music)		
Energy	(/sport/other)				
(/business/energy)					
Infrastructure					
(/business/infrastructure)					
Real Estate					
(/business/real-estate)					
Telecom					
(/business/telecom)					
Aviation					
(/business/aviation)					
Gold/Forex					
(/business/gold-forex)					

KTMobile	(http://m.khaleejtimes.com)	INSPIRED	(/inspired-living)	buzzon	(/buzzon)	CLASSIFIEDS	(/buzzon)	ePaper	(/epaper)	wknd.	(/wknd)
INDULGE	(/indulge)	Jobs	(/jobs)	SUBSCRIBE	(/subscribe)	COMPETITIONS	(/competitions)				