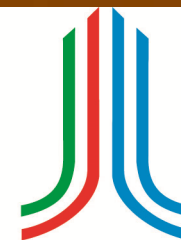




Associazione delle
Camere di Commercio
Italiane all'Estero



CAMERA DI COMMERCIO
ITALO-ELLENICA DI SALONICCO

ΕΛΛΗΝΟ - ΙΤΑΛΙΚΟ
ΕΠΙΜΕΛΗΤΗΡΙΟ ΘΕΣΣΑΛΟΝΙΚΗΣ

The Greek-Italian Chamber of Commerce of Thessaloniki: a member of a global network for the internationalization of SMEs

Marco Della Puppa
General Secretary
Thessaloniki, 12th of November, 2014

THE ITALIAN CHAMBERS OF COMMERCE ABROAD

- Free associations of Italian and local entrepreneurs and professionals (70% of their **24.000 members** come from countries where the Chambers are located)
- Subjects entrusted with promotion of trade and business opportunities recognized by the Italian Government according to the **Law no. 518 of July 1°, 1970**
- Reference point to support economic and business relations between Italy and foreign countries, part of the Network of Italian Chambers of Commerce in Italy

WHO

THE ICCA IN THE WORLD



81 Chambers of Commerce

55 Countries

140 offices

25.000 members (70% foreign local companies)

1.300 Administrators

600 Employees

WHERE

THE MAIN CLIENTS OF THE ITALIAN CHAMBERS OF COMMERCE ABROAD

- ✓ Italian Chambers of Commerce
- ✓ Professionals and consulting societies
- ✓ Manufacturers
- ✓ Export Consortiums
- ✓ Associations of enterprises
- ✓ International exhibition organisers
- ✓ Ministries and other institutions
- ✓ Public Local Authorities

The Greek-Italian Chamber fo Commerce of Thessaloniki

- ✓ Founded in Thessaloniki in 1996 , The Greek-Italian Chamber of Commerce (CCIE Salonicco) is an independent, private, not-for-profit Organization devoted to fostering trade, tourism, investments and economic cooperation between Italy, Greece and third Countries.
- ✓ For its primary goal, GICC provides specialized services such as market research, assistance for the internationalization of SMEs, seminars, business meeting, information and alerts on investments opportunities, information on norms and regulations, research and establish of business partnership, organization of commercial delegations.

The Greek-Italian Chambers of Commerce: MAIN ACTIVITIES

- Information and communication (i.e. advertising and media campaigns, publications, web site management)
- Training (i.e. specialized courses for business managers, courses of Italian commercial language)
- Business contacts (i.e. fairs and trade missions, btob, promotion of incoming/outgoing tourism)
- Enterprise Assistance (i.e. trade/industrial cooperation, legal aid, tax and customs information, market research)
- Networking events

WHAT

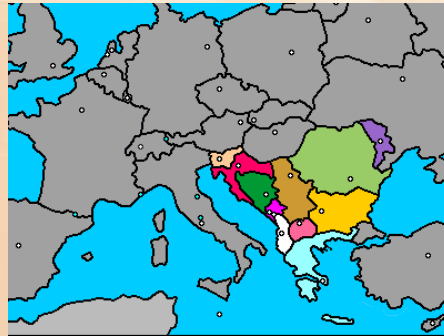
WHAT «VALUE ADDED» THE GREEK-ITALIAN CHAMBER OF COMMERCE CAN OFFER

- **Identification of the best business partners**
- **Development of activities and projects with bi national benefits**
- **“Cultural mediation” in business**
- **Coordination with all the institutional actors of the system for the promotion of SMEs internationalization**
- **Strong ties with Italian communities abroad**

Participations in National and European Programmes

- The Greek-Italian Chamber of Commerce participates, as leader or partner, in several international projects financed by the European Union, the Italian Ministry for Economic Development or other international organizations. By participating in these initiatives, the Greek-Italian Chamber of Commerce ensures its members a variety of high added value services related to vocational training, internationalization of enterprises and entrepreneurship.
- the GICC has experience in different european programme: Erasmus, Progress, Cosme, IPA Crossborder: Greece-FyroM, Greece-Bulgaria, Greece-Italy.

The Greek-Italian Chamber fo Commerce in the Balkan Area



- Thanks to his network, the Greek-Italian Chamber of Commerce of Thessaloniki coordinates, in the last 4 years, other Italian Chamber of Commerce in the Balkan Area (the Chamber in Sofia, the Chamber in Tirana, the Chamber in Bucarest, the Chamber in Beograd, including the Chamber in Istanbul), in project co-financed by the Italian Minister of Economic Development and Unioncamere.
- Our Chamber will be very active in the next Adriatic-Ionian Macroregion thanks to a future relation with the forum of the Adriatic and Ionian Chambers of Commerce.

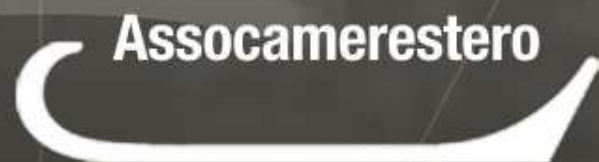
The Cooperation between Thessaloniki and Sofia



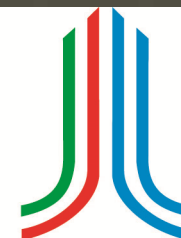
- The Greek-Italian Chamber of Commerce of Thessaloniki has a positive collaboration with the Italian Chamber of Commerce in Sofia.
- European project, seminars, commercial missions, round tables in the sector of: Tourism, Agro-Food, Machinery and Technologies, Social Dialogue (progress programme).

Finally: why Crossborder Cooperation? The GICC will follow a recent OECD study...

- A close cross-border cooperation between local neighboring improves the competitiveness of business innovation in the public and private sector. This was revealed by a recent OECD study (The Regional Outlook 2014), according to which the neighboring regions, even if part of different states should cooperate rather than compete in areas such as trade in goods and services, research and development, industrial specializations and more.
- According to the study authors, "one of the main problems is the fact that public investment stop at the borders," while the government should have the foresight to look for "lasting partnerships that will entail long-term benefits for all concerned."



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