iabw 10
ITALIAFRICA BUSINESS WEEK
10th EDITION

# ITALIAFRICA NEXTGEN ECONOMY

- CONNECTING TALENTS
- DRIVING INVESTMENTS
- CREATING OPPORTUNITIES
- BUILDING THE FUTURE

PARTNERSHIP • INVESTMENT • INNOVATION • TALENT • BUSINESS • SUSTAINABLE DEVELOPMENT

MARCH 16-20
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ROME

EVENT
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Ten editions have taught us that creating connections is only the first step. The real challenge is turning them into trust, partnerships and projects capable of generating shared value between Italy and Africa. This is the vision that inspires IABW to look at the next generation of our economic relations.

**Cleophas Adrien Dioma**
IABW Executive President

The new economy between Italy and Africa is built by valuing talent, skills and innovation, and by creating the conditions for new ideas to evolve into businesses, investments and concrete opportunities. IABW wants to be the space where this new generation of relationships takes place.

**Mehret Tewolde**
Ceo IABW

# A JOURNEY THAT CONTINUES, A VISION THAT EVOLVES

**The Italia Africa Business Week (IABW) is a networking and dialogue platform** focused on relations between Italy and Africa, created to connect businesses, institutions, professionals, investors, entrepreneurs and representatives of the diasporas in order to foster concrete and lasting collaborations.

Over the course of its editions, IABW has built a geographical and digital space where it is possible to discover new markets, share commercial experience and expertise, develop professional relationships and create collaboration opportunities between the two continents.

The **10th edition** marks a new stage in this journey: not a new project, but the natural evolution of IABW's vision, which starts with the meetings in Rome and leads to the building of partnerships, from an idea to a project on the ground, from projects to long-term investments. **For ten editions, Italia Africa Business Week has brought together in the same room people who would rarely meet anywhere else**: a textile entrepreneur from Nairobi and an industrial district in Northern Italy, an Italian investment fund and a Senegalese agritech startup, a minister and a diaspora entrepreneur who knows that country from the inside. **These encounters have grown into professional relationships, newly explored markets and collaborations** that continue well beyond the three days of the Forum.

The theme of this tenth edition will be the **NEXTGEN ECONOMY**: a vision that continues to analyse relations between Italy and Africa and looks ahead to the next generation of economic relations, connecting companies, government bodies, entrepreneurs, managers, young talents, startups and diasporas to encourage the exchange of best practices and to turn relationships into concrete projects, investments and opportunities.

Meeting once is not enough. **People come to Rome to plan, invest, innovate and grow together**, aware of the economic and financial instruments available – because the future between Italy and Africa can only be built on solid, equal partnerships capable of generating economic and social development on both shores of the Mediterranean.

# THE OPPORTUNITIES OFFERED AT IABW

Taking part in IABW means joining an ecosystem of relationships, skills and opportunities between Italy and Africa, designed specifically to help businesses and entrepreneurs develop new contacts, partnerships and business projects.

## FOR BUSINESSES AND ENTREPRENEURS

### NEW PARTNERS & CONNECTIONS
Meet Italian and African businesses, institutions, investors and professionals, building qualified relationships to develop new collaborations.

### ACCESS TO NEW MARKETS
Discover opportunities, counterparts and economic contexts to explore new markets and strengthen your presence between Italy and Africa.

### B2B & BUSINESS OPPORTUNITIES
At IABW you will take part in targeted meetings with potential clients, suppliers, industrial and commercial partners, investors and other strategic players.

### INVESTMENTS & PROJECTS
Present ideas and projects, meet potential partners and investors, and develop opportunities in the sectors with the greatest potential.

### SKILLS & KNOW-HOW
Access workshops, testimonials and experiences to learn about new business models, technologies, tools and skills useful for the growth of your company.

### DIASPORA & BUSINESS CONNECTIONS
Connect with entrepreneurs and professionals from the African diasporas, drawing on their knowledge of the markets, their skills and their transnational networks.

### LONG-TERM RELATIONSHIPS
Build relationships based on trust and mutual understanding, turning the Forum's meetings into partnerships, projects and concrete opportunities.

## FOR INSTITUTIONS AND ORGANIZATIONS

### DIALOGUE & RELATIONSHIPS
An exchange with Italian and African institutions, businesses and stakeholders.

### INSTRUMENTS & PRIORITIES
Present strategies, programmes, support instruments and priorities to foster investment and collaboration.

### PUBLIC-PRIVATE PARTNERSHIPS
Bring institutions, businesses and investors together around shared goals.

### TERRITORIES & OPPORTUNITIES
Promote territories, projects and investment opportunities to an international network.

### COUNTRY PRESENTATIONS
Dedicated sessions to present your country, its priority sectors and strategic projects and, above all, how to concretely enter its economic system, from the point of view of those who are keen to do business.

### PROJECTS & COOPERATION
Joint initiatives on entrepreneurship, innovation, youth employment and sustainable development, built together.

### ITALY–AFRICA NETWORK
Create institutional relationships that remain active well beyond the Forum, and strengthen the collaboration networks between the two continents.

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# WHERE PARTNERSHIPS BECOME PROJECTS

The new Italy–Africa economy does not rely on clichés: it is built when a specific skill meets a real need, and an investment finds the right project to grow. The 10th edition of IABW places this encounter at the centre, focusing the discussion on strategic sectors, with the aim of turning relationships and skills into concrete partnerships, investments and projects between Italy and Africa.

## ENERGY & SUSTAINABLE TRANSITION

Renewable energy, efficiency, energy innovation and new skills to support economic growth and the ecological transition.

## AGRI-FOOD & AGRIBUSINESS

Production, processing, food security and agricultural technologies to strengthen value chains and enhance local products.

## SMART CITIES

Urban planning, technologies, sustainable construction and innovative services to build more efficient, inclusive, connected and resilient cities.

## BIOMEDICAL & LIFE SCIENCES

Medical technologies, prevention and innovative health services to strengthen skills and healthcare systems, turning scientific progress into an engine of economic and social development.

## DIGITAL & TECHNOLOGY

Artificial intelligence, startups, digital skills: the tools to increase productivity, access to services and business competitiveness.

## INFRASTRUCTURE & MOBILITY

Infrastructure, logistics, sustainable mobility and specialist skills to foster investment, trade and market integration.

## SUSTAINABLE FINANCE & INVESTMENTS

New financial instruments, impact investing, access to capital and public-private partnerships to turn ideas and projects into sustainable investments.

## TEXTILES & FASHION

Textile value chains, manufacturing, design and creativity: African skills and production meet Italian know-how to give rise to new collaborations, value chains and business opportunities between Italy and Africa.

## TOURISM & SECURITY

Sustainable tourism, enhancement of territories, security, hospitality, training and services to attract investment and generate economic development and professional employment.

## TRAINING & SKILLS

A cross-cutting pillar across all sectors to develop human capital and professionalism, fostering qualified employment, innovation and shared growth between Italy and Africa.

ITALIAFRICA NEXTGEN ECONOMY

# THE MOST IMPORTANT CAPITAL IS IN PEOPLE

Business opportunities open up new markets, but it is people who transform them into businesses, partnerships and growth. That is why IABW puts at the centre the protagonists capable of turning the dialogue between Italy and Africa into concrete opportunities for growth, innovation and collaboration.

## YOUNG TALENTS & STARTUPS

Training, skills and access to opportunities to prepare the new generations for the transformations of the economy. Startups and innovators capable of developing new solutions, creating jobs and generating new business models.

## BUSINESSES & MANAGERS

SMEs, large companies, entrepreneurs, managers and professionals to build industrial and commercial partnerships, develop new markets and create business opportunities between Italy and Africa.

## INVESTORS & FINANCE

Banks, funds, financial institutions and investors to facilitate access to capital, mobilise resources and support economically sound and socially sustainable businesses and projects.

## INSTITUTIONS

Italian and African public authorities to foster investment and economic cooperation, facilitate dialogue between territories and create the conditions for new public-private partnerships.

## UNIVERSITIES & RESEARCH

Universities, research centres and professional institutions develop links to connect knowledge and business, develop skills and promote research, innovation and the mobility of students and researchers.

## DIASPORAS & CIVIL SOCIETY

An economic and human bridge between territories, able to facilitate knowledge of markets, create connections and support investment. A strategic network to generate new businesses and international partnerships.

# THE MOST IMPORTANT CAPITAL IS PEOPLE

# MEET.
# CONNECT.
# BUILD.

IABW is an operational space where businesses, institutions, investors, startups, diasporas and professionals meet to share skills, develop relationships and turn them into concrete opportunities between Italy and Africa.

## HIGH LEVEL CONFERENCES & ROUND TABLES

Institutions, business leaders, companies and experts discuss new scenarios, priorities and prospects for Italian and African economic relations.

## BUSINESS MEETINGS

B2B, B3B, C2C, G2G and G2B meetings to connect businesses, partners and institutional counterparts, explore new markets and develop commercial and industrial collaborations.

## NEXTGEN INNOVATION HUB

Startups, young entrepreneurs and innovators meet businesses, investors and institutions to give visibility to ideas, talents and new technologies.

## INVESTMENT & PARTNERSHIP SESSIONS

Businesses, investors and institutions meet around projects, financial instruments and opportunities for investment and public-private partnerships.

## DIASPORA BUSINESS CONNECTIONS

Skills, professional networks and market knowledge of the diasporas become a bridge to create new transnational economic and entrepreneurial initiatives.

## EXPO & NETWORKING AREA

A space to showcase businesses, projects, products and solutions, strengthen company visibility and create new connections within the Italian–African ecosystem.

## THEMATIC WORKSHOPS

Hands-on sessions dedicated to strategic sectors, skills, case studies and tools for developing projects and new collaborations.

ITALIAFRICA NEXTGEN ECONOMY

# BE PART OF IABW

THREE DAYS TO MEET, CONNECT AND BUILD NEW OPPORTUNITIES

## INDIVIDUAL & CORPORATE PARTICIPATION

Participating in Italia Africa Business Week means joining an international ecosystem of businesses, institutions, investors, startups and professionals interested in developing new economic relations between Italy and Africa.

Registration includes:

- Access to all Forum sessions
- Option to request B2B and B3B meetings in your sectors of interest
- Access to the networking and exhibition areas
- Lunches, coffee breaks and networking moments during the Forum
- Simultaneous interpretation in Italian, French and English
- Cloakroom

## PARTICIPATE AS A SPONSOR

Becoming an IABW Sponsor allows businesses to strengthen their presence in the Italian–African economic ecosystem, showcasing their skills, projects and business opportunities.

Depending on the type of sponsorship, the following are provided:

- Brand visibility in the Forum's official spaces and materials (including the website and IABW communication channels)
- Speaking opportunities and participation in panels, round tables and workshops
- Opportunity to propose a panel, round table or workshop

## PARTICIPATE AS AN EXHIBITOR (STAND & EXPO AREA)

A space dedicated to businesses, institutions, startups and organizations that wish to present themselves and meet the IABW community directly.

Stands offer the opportunity to:

- Present products, services, projects and solutions
- Strengthen your brand's visibility during the Forum
- Meet potential partners, clients and investors
- Create new commercial and institutional connections

From participation to partnership, from the stand to business meetings: each option is a different entry point into the same ecosystem.

**For information on participation, stands and partnerships: info@iabw.eu**

# ITALIAFRICA NEXTGEN ECONOMY

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The future of economic relations between Italy and Africa is born from concrete opportunities, strategic partnerships and new connections between businesses and markets.

**ITALY AND AFRICA. THE TIME TO DO BUSINESS IS NOW.**

## BE PART OF THE NEXTGEN ECONOMY

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