



Seminar  
**"The Strategic Partnership Latin America - European Union  
and the challenges of the globalization: SMEs as the engine of common growth".**

Friday, 11th January 2013

9:00 - 17:00

"Sala dei Cinquecento" conference room  
Palazzo Lombardia, Piazza Città di Lombardia 1 – Milano

The increased economic diplomacy of the **Ministry of Foreign Affairs of Italy**, that supports the internationalization of the business community, has contributed to this first initiative organized in the framework of the partnership between **Lombardy Region** and **EU-LAC Foundation**. The Foundation, placed in Hamburg, was created during the VI Summit of Heads of State and Government of the European Union and Latin America held in Madrid in 2010, in order to focus on the elements of cooperation between the two Regions in terms of local development, SMEs and innovation. The seminar aims at analyze how Latin America and Europe are facing current challenges of globalization, and elaborate any possible measure to enhance growth in European economies and to reduce poverty and imbalances in Latin America considering the sustained growth of their GDP in contrast with the European recession. This difference in the economic cycle has changed perspectives in bilateral cooperation and raised new questions regarding investments' opportunities in Europe and Latin America, regarding the European commitment to promote cooperation between SMEs and local systems of enterprises in order to create synergies in the field of education, knowledge and innovation. **The institutional support of the EU-LAC Foundation on SMEs based in Milan represents a great opportunity.**

*Italian - English - Spanish translation guaranteed*

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This initiative comes a few weeks before **the VII Summit of Heads of State and Government of European Union and Latin America, scheduled in Santiago del Chile on January 26th and 27th 2013. At the meeting will be presented a document containing policy elements collected during the seminar of Milan.**

The seminar is part of the preparatory events of the **VI Italy-Latin America and Caribbean National Conference, organized by the Ministry of Foreign Affairs of Italy, which will take place in Rome in the last quarter of 2013.**

**For information and organization:**

Gilberto Bonalumi, RIAL Secretary General  
Tel. +39.02.8515.5880 e-mail [bonalumi.rial@mi.camcom.it](mailto:bonalumi.rial@mi.camcom.it)

Madalena Guenzi, Head of Secretariat RIAL  
Tel. +39.02.8515.5823 e-mail [guenzi.rial@mi.camcom.it](mailto:guenzi.rial@mi.camcom.it)

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**Programme**

08:30 REGISTRATION

09.00 INTRODUCTION

***Integration and bi-regional relations facing the global crisis: between protectionism, solidarity and investments***

**Jean-Michel Blanquer**, President of the Institut des Amériques, Paris

***Europe and Latin America: a new transatlantic asset?***

**Marta Dassù**, Under-Secretary of State, Ministry of Foreign Affairs, Italy

10.00 FIRST SESSION

***SMEs protagonists of the economic process: internationalization and partnerships as the instrument to overcome the crisis***

*Chairman: Francesco Baroni, General Manager of Industry, handicraft, building and cooperation Department, Regione Lombardia*

**Florence Pinot de Villechenon**, Scientific Director of the Centre d'Etudes et de Recherche Amérique Latine - Europe (CERALE), Paris

**Alberto Meomartini**, President of Assolombarda

**Mirella Ferlazzo**, Director General for General Affairs and Resources, Ministry of Economic Development

**Mario Pezzini**, Director of the Development Centre of the Organisation for Economic Co-operation and Development (OECD), Paris

**Ulrich Höcker**, Head of Unit SME, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), Bonn

**Didier Herbert**, Director for Companies competitiveness and growth policies, European Commission

11.30 SECOND SESSION

***The new policy for the business development of the territory***

*Chairman: Paolo Magri, Director of the Institute for International Political Studies (ISPI)*

**Arnaldo Abruzzini**, EUROCHAMBRES General Secretary

**Vicente Caruz**, EUROCHILE President

**Rita Cassisi**, Coordinator of the program Women and Local Economic Development (MyDEL / UNDP), New York

**Corrado La Malfa**, Arvedi Group/Cremona – Chief Financial Officer Arvedi Metalfer do Brasil

**Andrea Fiori**, Head of Development Internationalization Dpt, Intesa Sanpaolo

**José Luis Rhi-Sausi**, Director of the International Political Studies Center (CeSPI)

13:00 SPEECHES

**Benita Ferrero-Waldner**, President of the EU-LAC Foundation, Hamburg

**Roberto Formigoni**, President of Lombardy Region – strategic partner of the EU-LAC Foundation

**Giulio Terzi di Sant'Agata**, Italian Minister of Foreign Affairs

13:30 Buffet Lunch

14.30

**Opening remarks**

**Carlo Sangalli**, *President of the Chamber of Commerce of Milan*

15.00 THIRD SESSION

**Financial instruments for the development of SMEs partnership between Europe and Latin America**

*Chairman: Antonella Mori*, Senior Research Fellow Latin America, Center for Latin American Studies and Transition Economies (ISLA) - Bocconi University

**Bernardo Guillamon**, Director of the Oficina de Alianzas Estratégicas - Representante a.i. Oficina del Banco Interamericano de Desarrollo in Europe (BID), Madrid

**Francisco de Paula Coelho**, Director, Asia and Latin America Department, European Investment Bank (EIB), Lussemburgo

**Guilherme Narciso de Lacerda**, Director of the Nacional Bank for Economic and Social Development (BNDES), Rio de Janeiro

**Germán Ríos**, Director for the Strategic Affair – Madrid Dpt., Banco de Desarrollo de América Latina (CAF), Caracas

**Vittorio Tonutti**, Acting Head of Unit, Development and Cooperation DEVCO – EUROPEAID

**Gloria Targetti**, President of the Italian Society for Abroad Companies (SIMEST)

16:30 CONCLUSION

*Chairman: Alberto Brugnoli*, Éupolis Lombardia General Director

**Jorge Valdéz**, EU-LAC Foundation Executive Director

**Mario Cimoli**, Director of the of Productive and Entrepreneurial Development Division, Economic Commission for Latin America (CEPAL), Santiago del Chile

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PLANNED SPEECHES

**Giorgio Alberti**, University of Bologna / VertebrALCUE - Fundación Observatorio PyME, Buenos Aires

**Luciano Consolati**, Scientific Coordinator of SBALombardialab

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