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6 April 2022

11.00 am (CET)

Live Webinar

# Selling & Buying Made in Italy in Ghana & West Africa: Processing and Packaging Machinery

**SACE**, with the kind cooperation of the **Italian Embassy in Accra**, **ICE - Italian Trade Agency** and **Confindustria**, is pleased to invite you to a series of presentations on new business opportunities in West Africa. Participants will gain prime market insight as well as hearing directly from the buyers. This first session will focus on processing and packing machinery and introduce you two key players in Ghana.

The meeting will also explain how SACE can support Italian Exporters as well as local Buyers in doing business – with competitive payment terms.

Following the webinar, the organizers will provide all necessary details in order to foster business relations between Italian Exporters and Ghanaian Buyers.

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## Agenda

### 11:00 Opening remarks

Alessandra Oliva, Deputy Head of Mission - Embassy of Italy to Ghana & Togo

Luca Passariello, Head of Supply Chain and Business Promotion – SACE

### 11:10 Doing business in West Africa

Letizia Pizzi, Director, Assafrica & Mediterraneo and Middle East Country Manager – Confindustria

Alessandro Gerbino, Italian Trade Commissioner, ICE/ITA Italian Trade Agency

### 11:30 Business opportunities for Italian SMEs in West Africa

Introduced by **Ciro Aquino**, Senior Relationship Manager/UAE and MENA Region – SACE

**Sunil Wadhvani**, Managing Director – KANE-EM Industries Limited

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### 11:50 Wrap up and Q&A

*Moderator: Gianluca Scialdone, Supply Chain and Business Promotion - SACE*

For more information:  
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