



24 november 2021
11.00 am (CET)
Live Webinar

Selling & Buying Made in Italy: furniture & design in India

SACE, together with the Italian Embassy in New Delhi, ICE - Italian Trade Agency, the Indo-Italian Chamber of Commerce & Industry and Confindustria, is pleased to invite you to a presentation of new business opportunities in India. Italian SMEs attending will be able to get in touch with major buyers of Italian goods such as Spazio, Scarlet and many more. The segments under focus for the Indian market will include contract, offices and residential projects, the specific products will range from furniture for living spaces, kitchen, bedrooms, bathrooms, lighting, flooring, fittings and indoor/outdoor materials.

The meeting will also explain how **SACE can support Italian Exporters as well as local Buyers to do business - with competitive payment terms.**

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

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Agenda

11:00 Opening remarks

H.E. Vincenzo de Luca, Ambassador of Italy to India & Nepal
Mario Bruni, Head of Mid Corporate - SACE
Giovanni Maresca, International Affairs - Confindustria

11:15 Dynamics of Indian Market and Consumer Trends

Alessandro Liberatori, Italian Trade Commissioner - New Delhi – Coordinator of ICE Network for India, Bangladesh, Sri Lanka
Pierfrancesco Arnone, Consultant and Senior Interior Designer for Indian Market

11:35 Overview of the Italian furniture & design sector

Fabiano Serventi, Research Center - FederlegnoArredo

11:45 How SACE can enable business opportunities

Gautam Bhansali, Head of India & South Asia - SACE

11:55 Presence of Italian companies in India

Claudio Maffioletti, CEO & Secretary General, IICCI - Indo-Italian Chamber of Commerce and Industry

12:05 Wrap Up and Q&A

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

For more information:
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