

INVEST KARNATAKA - 2016

Country Session - Italy

Hall No.1, Palace Ground, Bangalore - 4th February 2016

Program

Representation of Government of Karnataka: Smt. LathaKrishna Rao, IAS

**Additional Chief Secretary &
Development Commissioner.**

Moderator: Claudio Maffioletti, Secretary General Indo-Italian Chamber of Commerce (IICC)

3.30 p.m.

Keynote Address by *H.E.Lorenzo ANGELONI*, Ambassador of Italy to India

3.40 p.m.

***Francesco PENSABENE*, Italian Trade Commissioner**

***Claudio MAFFIOLETTI*, Secretary General Indo-Italian Chamber of Commerce (IICC)**

***Mr Amit ROY*, SACE S.p.A. (Italian Export Credit Agency)**

4.00 p.m.

Success Stories / Sharing of Experiences by Successful Italian Companies in India

- 1. Stefano BOTTENE- Biesse Manufacturing Pvt Ltd (Wood Cutting Machinery)**
- 2. Mauro MOZZATO - J.S.S. Steelitalia Ltd (Stainless Steel tubes)**
- 3. Sobarjit GHOSE - Laguna Clothing (Garments)**
- 4. Abhijit DUTTA - MAPEI India Pvt Ltd (Construction Chemicals)**
- 5. Paolo STREPARAVA - Streparava Holding S.p.A (Automotive)**
- 6. Nabil FRANCIS - Zuari Italcementi Group (Cement)**

5.00 p.m.

End of the session



**CURRICULUM VITAE
of H.E. Mr. LORENZO ANGELONI**

- Born in Perugia on May 3rd, 1958.
- Graduated in Law at the University of Perugia in 1981.
- February 1985 joined the Diplomatic Career - 1985 - December 1987: Protocol Department of MOFA
- December 1987- February 1990: Commercial Attaché at the Italian Embassy in Montevideo, Uruguay -
October 1990 - December 1994: Consul in Frankfurt, Germany - December 1994 - February 1995:
Directorate General for Development Cooperation - May 1995: Promoted to Counsellor - October 1996
- August 2001: Chief of Cabinet of the Deputy Foreign Minister - August 2001 - October 2003: Deputy
Head of Mission, Algiers, Algeria - October 2003 - December 2007: Italian Ambassador to Sudan -
January 2007: promoted to Minister plenipotentiary - December 2007 - September 2008: General
Directorate for Human Resources and Organizations - September 2008 - September 2010: Deputy
Director General for Asia, Oceania, the Pacific and Antarctica - From 18 November 2010: Italian
Ambassador to Viet Nam. **Mr. Lorenzo ANGELONI** is married and has two children. Publications: “E
ADESSO CHE FACCIAMO?” Considerations on the Italian role in conflicts prevention in Africa, Editori
Riuniti, 2002; “DIARI DALL’ISLAM: Algeria as seen from inside” prefaced by Magdi Allam, Desiderio &
Aspel editore, 2004 “ITALIANS IN SUDAN. The stories” Desiderio & Aspel editore, 2007 “IN DARFUR”
Non fiction novel, October 2008-January 2010 “IN DARFUR” Non fiction novel, revised edition,
Campanotto Editore, February 2010 “DIETRO LE MIE QUINTE”, Novel, Schena Editore, September 2010
“ 300 ANNI” , Novel, Guerra Edizioni, 2011 “THE PERFECT CRISES”, Novel, Kindle Edition, 2012

Introduction

NAME : STEFANO BOTTENE
DESIGNATION : DIRECTOR - SALES AND MARKETING
EDUCATIONAL BACKGROUND : BACHELOR OF ENGINEERING

Having more than 20+ years of experience in the industry and has occupied position of Director - Sales and marketing in Biesse. His wealth of experience in sales & business development and strong technical background make him an excellent resource for Biesse.

He joined Biesse India in the year 2008 and leading both sales & service department. He is dedicated to customer service and loves to help customers to find the right strategy to develop their business.

Profile : Amit Roy

Amit Roy is South Asia Head of SACE, Italian Export Credit Agency, based at Mumbai. He has been instrumental in setting up Mumbai office and grow SACE portfolio to more than Euro 1.0 billion in South Asia. SACE has been instrumental in building a strong medium to long tenor portfolio in oil and gas, petrochemicals, metal, automotive and diverse manufacturing sector for transactions having Italian linkages.

He is banking professional with more than fifteen years of experience in diverse roles and responsibilities across wholesale, institutional and retail banking space with flair for relationship management, product development and credit understanding. He is well versed in working capital, term loan and project finance on the corporate side of business; trade/structured trade and syndicated loan on the institutional space; general branch banking on the retail space of banking business.

He has prior work experience with Citi Group, IDBI Bank and ICICI Bank. He is a post graduate in finance and marketing with bachelors in economics.

ABHIJIT DUTTA.

A Civil Engineer by education, with > 40 years of experience, out of which 17 years in CEO position of three multinational companies.

Well known, well connected and well respected professional in the Construction Industry of India.

Have many published papers in Indian and International forums, covering mostly the subject of Restoration and Strengthening of Structures.

Was involved in different position with The Institute of Engineers, Indian Roads Congress, IABSE and Indian Concrete Institute. Act as visiting lecturer to few institutes covering his core subject and Management.

Deeply interested in Restoration of Ancient Monuments/ Heritage Buildings and work closely with Archeological Survey Of India, Asian Development Bank and addressing one project now with UNESCO.

Reside in Bangalore with his wife and have two daughters - both are working in the field of Mass Communication.

Sarbajit Ghose

Managing Director, Laguna Clothing

Manufacture and export of shirts to top international retailers and brands.

Joint Venture of Gruppo Tessile Monti S.p.A.

Established in 1911, Monti is a leader in design and production of high end shirting fabric, with facilities in Italy, Czech republic and India.

More than 30 years, of corporate experience mainly in Tata companies and the Unilever group.

Post Graduate in Management from IIM Ahmedabad.

NABIL FRANCIS / Biography

Born in Lebanon on the 4th of May 1970

Graduated Civil engineering from the national institute of applied sciences in France. Holds a MBA from the ESSEC business school in Paris.

Married and father of two daughters and one son.

Country Manager of Italcementi Group in India.

Managing Director of Zuari Cement limited.



Nabil Francis started his career in 1994 as a civil engineer in Bouygues construction company. In 1998 he joined Italcementi Group as a sales engineer in charge of various areas in France, as well as in Germany and in the following years until today he has covered different positions through the Group subsidiaries.

From 1999 to 2003 he was a lecturer in the French engineering school of CNAM(Conservatoire National des Arts et Métiers) teaching cement and concrete.

In 2004 he took the position of Managing Director of International Cement Trader company (ITCG), in Sri Lanka. Since 2007, he was appointed as Sales & Marketing Director of Suez Cement group of companies. He has been mandated in the board of Directors of Tourah Portland Cement company, as well as of Ready Mix Beton company. Meanwhile he was the Managing Director of the Suez Lime company and of Suez for transportation and trade logistic company.

In July 2010, he took the post of Country Manager of Italcementi Group in Bulgaria as General Director of both Devnya Cement and Vulkan Cement plants.

By 2013 he was appointed as Managing Director for Zuari Cement Limited. He is now the country Manager of Italcementi Group in India and is also mandated to follow up the activities in Sri Lanka.

List of ITALIAN Delegates

Sl. N	Name	Designation	Organisation
1	Lorenzo Angeloni	H.E. Ambassdor of Italy	Embassy of Italy
2	Luigi Estero	First Counsellor	Embassy of Italy
3	Francesco Pensabene	Trade Commissioner	Italian Trade Commission
4	Francesco Bucarelli	Financial Expert	Embassy of Italy
5	Giorgia Norfo	First Secretary	Embassy of Italy
6	Piyush Saini	Italian Trade Commission (Delhi Office)	Italian Trade Commission, Delhi Office
7	Anil Mulchandani	Italian Trade Commission (Chennai Office)	Italian Trade Commission, Chennai Office
8	Claudio Maffioletti	Secretary General	Indo-Italian Chamber of Commerce & Industry
9	Ramesh Bulchandani	Chairman, IICCI, Bangalore.	Indo-Italian Chamber of Commerce & Industry, Bangalore
10	B. Ramaswamy	Vice Chairman, IICCI, Bangalore.	Indo-Italian Chamber of Commerce & Industry, Bangalore
11	G.K.Hedge	Regional Manager, IICCI, Bangalore.	Indo-Italian Chamber of Commerce & Industry, Bangalore
12	Mr. Kapil Chhabra	Banca Popplare di Vicenza S.p.a.	Banca Popolare di Vicenza S.C.p.A
13	Sergio Mina	Director Biesse Manufactureing Co pvt ltd.	Biesse Manufacturing Co Pvt. Ltd.
14	Stefano Bottene	Director-Sales & Marketing Biesse Manufactureing Co pvt ltd.	Biesse Manufacturing Co Pvt. Ltd.
15	Mauro Mozzato	General Manager, J.S.S. Steelitalia Ltd.	J.S.S.Steelitalia Ltd.
16	Federica Marotta	J.S.S. Steelitalia Ltd.	J.S.S.Steelitalia Ltd.
17	Sarbajit Ghose	Laguna Clothing	Laguna Clothing Private Limited
18	Abhijit Dutta	Managing Director, MAPEI	MAPEI

19	Fiorenzo Senese	Chief Representative, Monte dei Paschi	Banca Monte dei Paschi di Siena SpA
20	Amit Roy	Head of Mumbai Office, India & South Asia sace S.p.a.	Sace S.p.A.
21	Paolo Streparava	CEO Streparava Holding S.p.a	Streparava Holding S.p.A
22	Shankar Thekkuveetil	General Manager, Streparava India Pvt. Ltd	Streparava India Pvt. Ltd
23	Nabil Francis	Managing Director, Zuari Cement Limited- Italcementi Group	Zuari Cement Limited- Italcementi Group
24	C.V.Rajesh	Head of Communication, Zuari Cement Limited- Italcementi Group	Zuari Cement Limited- Italcementi Group
25	Dr.C.Manohar	Executive Director & Dean	ISBR Business School
26	Dr.Sudheendra Bhat	Chief Executive	KSBS Consulting
27	Mr.Krishna Srivastava	Fulltime Director Marketing	Zuari Cement Italcementi Group
28	Mr.A.K.Saxena	Chairman	Indian Institute of Production Engineer (Chairman)
29	Mr.Shivinder Singh	Proprietor	Tohfa Ventures
30	Mr. Krishnan Kasturi Rangan	Managing Director	Sai India Ltd
31	Mr.Bose K Nair	Chairman	World Trade Centre
32	Mr.P.L.Venkataramana Reddy	Managing Director	Heritage Grape Winery Pvt Ltd
33	Mr.N.V.Maslekar	CEO	Sattva eTech India Pvt Ltd
34	Mr.Madhusudhan P.J.	Proprietor	Vishaal Natural Food Products
35	Mr.Satpal Choudhary	Chief Operating Officer	Khoday India Limited
36	Mr.Shuva Mandal	Managing Partner	Fox Mandal & Associates
37	Mr.Syed Ahmed	CEO	Biesse Manufacturing Co Pvt. Ltd.
38	Mr.Vasudeva Murthy Suryanarayan	Chairman and Managing Director	Ratnagiri Impex
39	Mr.Gopala Krishna Hegde	CFO	Shahi Exports Pvt Ltd
40	K.N.Vanishree	Asst.Manager	Indo Italian Chamber of Commerce & Industry
41	Madhusudhan	Office Assistant	Indo Italian Chamber of Commerce & Industry

List of ITALIAN Bangalore delegates

Sl. N	Company	Name	Telephone	Email ID
1	Embassy of Italy	Lorenzo Angeloni	+91 11 26114355#101	segramb.newdelhi@esteri.it
2	Embassy of Italy	Luigi Estero	+91 11 26114355#231	commerciale.ambnewdelhi@esteri.it
3	Italian Trade Commission	Francesco Pensabene	+91 11 24101272#5661	f.pensabene@ice.it
4	Embassy of Italy	Francesco Bucarelli	+91 11 26114355#518	francesco.bucarelli@esteri.it
5	Embassy of Italy	Giorgia Norfo	+91 11 26114355#233	giorgia.norfo@esteri.it
6	Italian Trade Commission, Delhi Office	Piyush Saini	+91 11 24101272	p.saini.contr@ice.it
7	Italian Trade Commission, Chennai Office	Anil Mulchandani	+91 44 28242399	a.mulchandani.contr@ice.it