



The European House
Ambrosetti

In collaboration with



HANOI
HIGH LEVEL DIALOGUE
ON ASEAN ITALY
ECONOMIC RELATIONS

PRESENTATION BY PAOLO BORZATTA

Closing Remarks

HIGH LEVEL DIALOGUE ON ASEAN ITALY ECONOMIC RELATIONS

Third Edition

Meliá, Hanoi

Wednesday, June 5 and Thursday, June 6, 2019

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For the **6th** consecutive year, The European House - Ambrosetti has been nominated - in the "Best Private Think Tanks" category – the **No. 1 Think Tank** in Italy, ranking in the European top ten and in the World top twenty, and ranking in the World top one-hundred most-esteemed and independent out of 8,100 Think Tanks globally

11 press articles published and **3 millions** of impression generated by #ASEANItalySummit only the day before of the High Level Dialogue

Participants at the event represent total revenues for more than **€650 billion**

The exclusive online publication "**The Magazine**" available for more than **5,000** High Level Dialogue participants

18 national industrial Associations from Italy and ASEAN countries

3 The European House – Ambrosetti studies presented: "Trade, global value chains and industrialization in an era of rising protectionism: implications and opportunities for Italy- ASEAN relations"; "Enhance resilience in ASEAN: best practices, approaches and matching complementary with Italy "; "ASEAN Public Private Partnerships: models and legal and financial structures to boost Italian investments"



3rd edition of the High Level Dialogue

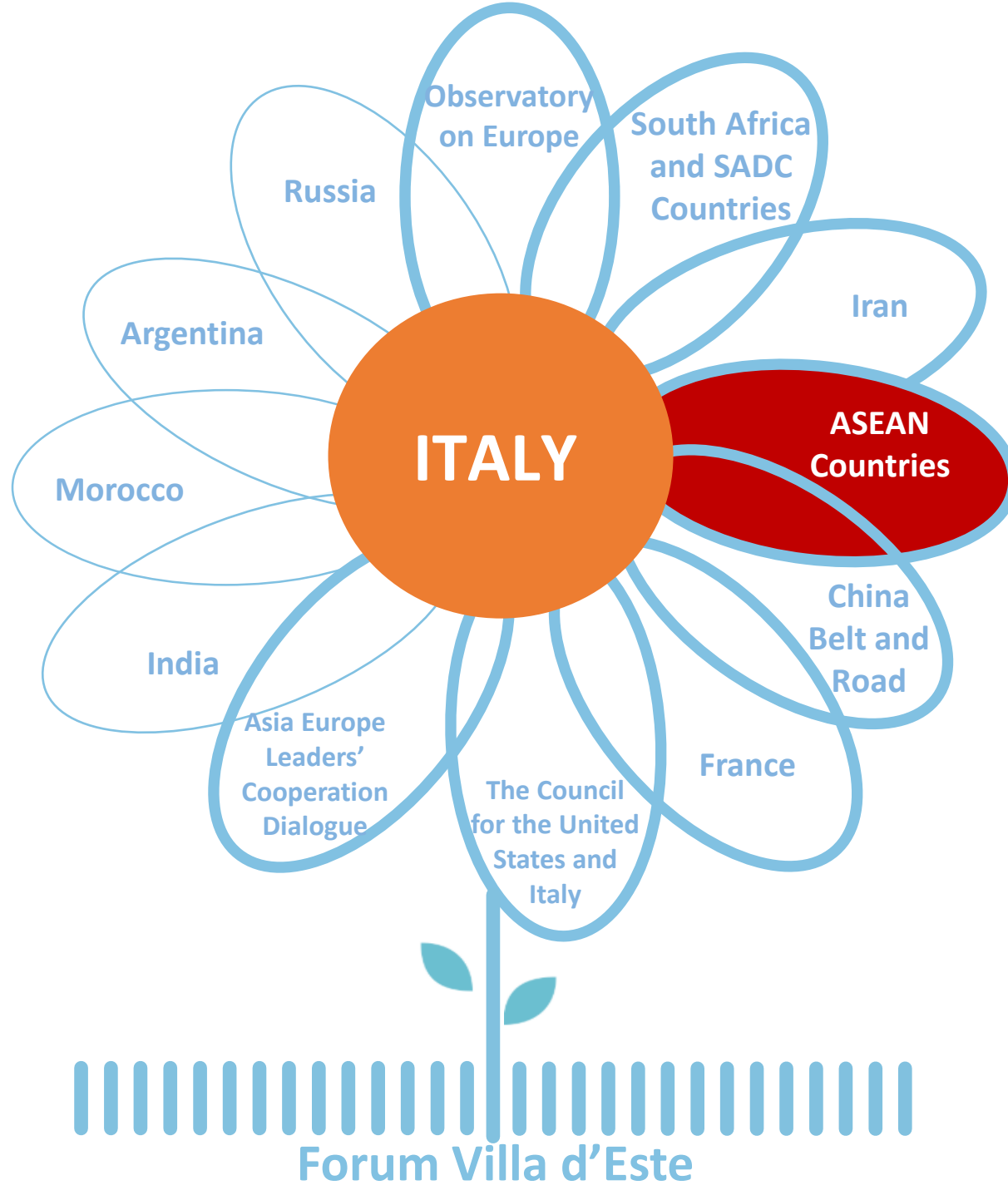
Participation of **over 500** international entrepreneurs and top executives

14 countries represented and **1/5** of participants from Europe and the rest from all ASEAN countries

32 international speakers and **8** Governments participating

Presence of **Prime Ministers of Italy and Vietnam** and many other Institutions

7 working sessions and **6** side events



- Active
- Scheduled
- Exploration

Outcomes in ASEAN

1. Activation of a mission of Italian manufacturing companies in the ASEAN region
2. Investment by five major Italian companies in ASEAN countries
3. Opening of a branch office of a leading Italian bank in the ASEAN region
4. Opening of a branch office of a Singapore governmental agency in Italy
5. Expansion of the business of one of the main Italian high-tech companies in Singapore
6. Activation of the signing of a memorandum of understanding between the Singapore Manufacturing Federation and Confindustria
7. Support for the formalization of a free trade agreement between the European Union and Singapore

Outcomes worldwide (1/2)

1. Funding €40 million of an Italian plant in South Africa
2. Reshaping the European strategy of a big South African pharma company
3. Triggering of the township pilot project between Gauteng Province and Reggio Emilia Municipality for skills development in the automotive industry
4. Mentoring of young South African entrepreneurs by skilled Italian and South African leaders
5. Important lobbying possibility in South Africa
6. Two agreements on goods and people between Italian and South Africa Railway operators

Outcomes worldwide (2/2)

7. Organization of a roadshow for an international electricity transmission operator to meet South African key stakeholders
8. Major contract between a South African and an Italian firm in the oil industry
9. High level meetings between major Italian energy and transport companies and relevant South African Government representatives
10. Agreement between the Venice Industry Association and Italian Trade Agency

**Building an
exclusive, influential community of
leaders**

**for growing their enterprises, their countries, and
their continents**

Knowledge
Personal Feeling
Trust

The Magazine

From Leaders to Leaders

The Magazine

From leaders to leaders - The Magazine for TEHA Summit Members

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LETTER FROM THE EDITOR

THE VOICES FROM THE COMMUNITY

Gian Luca Bagnara, President, Tecon (IT)

Stefano Cao, CEO, Sapcon (IT)

Valerio De Melli, CEO & Managing Partner, The European House - Ambrosetti (IT)

Vaughan Harrison, Partner, Hogan Lovells (SA)

Maurizio Tanagnini, Vice Chairman of the Supervisory Board, STMicroelectronics (IT)

KEY ISSUES OF 2018 SUMMITS

SELECTED RELEVANT NEWS FROM AFRICA, ASEAN AND IRAN

INFORMATION ABOUT THE COMMUNITY

2017



2019



1st main take away:

The opportunities are huge

2nd main take away:

Business leaders vote against
bullying and disrupting order,
investing in significant areas

3rd main take away:

**ASEAN enterprises can and should
choose & pick the best Italian
partners**

We invite you to:

Trieste: third edition of “Belt and Road Summit. Successful businesses in the way ahead” - November 20-21, 2019

Chongqing: second edition of “Asia - Europe CEOs’ Dialogue”
- December 1-2, 2019

We want to thank:

- Participating business leaders
- Participating authorities
- Partner companies
- Our team



FOURTH EDITION
HIGH LEVEL DIALOGUE
ON ITALY-ASEAN
ECONOMIC RELATIONS

See you in May next year!