

## INFRASTRUCTURE BUSINESS MISSION IN AUSTRALIA

26-30 November, 2012

### PROGRAM

**Draft - September 24**

#### SATURDAY, NOVEMBER 24

Afternoon	Departure of the Italian delegation from Italy
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#### SUNDAY, NOVEMBER 25 – PERTH

Daytime	Arrival of Italian delegation in Perth ( <i>time zone: +7 hours</i> )
To follow	Hotel check-in and overnight stay ( <i>Hotel Pan Pacific Perth - 207 Adelaide Terrace</i> )

#### MONDAY, NOVEMBER 26 – PERTH

**FOCUS: INFRASTRUCTURE PROJECTS IN THE STATE OF WESTERN AUSTRALIA**

**Working venue for the entire day: ENI BUILDING**

8:45	Transfer to the venue by foot
9:00-9:30	Welcome greetings: - H.E. Gian Ludovico De Martino di Montegiordano, Ambassador of Italy in Canberra - Paolo Zegna, Board Member of Confindustria - Massimo Rustico, Coordinator International Activities and Diplomatic Advisor ANCE - Representative of SIMEST
9:30-10:00	“ENI’s activities in Australia. Major challenges & opportunities for Italian companies” - Representative of ENI
10:00-12:30	“Western Australia – growing opportunities for the construction sector” - Project Presentation, economic and legal frame and tender procedures ( <i>WA Dept. of State Development, WA Dept. of Commerce</i> ) - Q&A
12:30-14:00	Networking business lunch
14:00-17:00	“Networking between companies of Italy and Western Australia” - Presentation of the Italian business delegation ( <i>Confindustria and ANCE</i> ) - Presentation of the associations of Western Australian companies ( <i>Western Australia Chamber of Commerce and Industry e Chamber of Minerals &amp; Energy of Western Australia</i> ) - Informal business meetings
To follow	Dinner and overnight stay

## **TUESDAY, NOVEMBER 27 – PERTH & CANBERRA**

### **FOCUS: URBAN AND HOSPITAL DEVELOPMENT PROJECTS IN PERTH**

**Working venue to be defined**

8:30	Transfer to the working venue
9:00-12:00	<b>Workshop on urban and social projects and possible visit to construction sites</b> (WA Metropolitan Redevelopment Authority, WA Health Infrastructure Unit)
12:00-13:30	Lunch break
13:30	Transfer to airport
15:35	Volo Qantas Airways (QF718) for Canberra
22:35	Arrival in Canberra (time zone: +3 hours of Perth time)
To follow	Transfer to hotel and overnight stay (Hyatt Hotel Canberra - 120 Commonwealth Avenue)

## **WEDNESDAY, NOVEMBER 28 – CANBERRA & SYDNEY**

### **FOCUS: FEDERAL PROJECTS AND PROJECTS OF QUEENSLAND AND VICTORIA STATES**

**Working venue for the entire day: Italian Embassy in Canberra (Ambassador's Residence and Embassy)**

7:45	Transfer to the Embassy
8:00	Breakfast at the Ambassador's Residence - <b>Introduction of Ansaldo STS and its presence in Australia</b> - Meeting with ARA-Australasian Railway Association - Open debate with the Italian business delegation
9:00-11:00	<b>"Queensland and Victoria – opportunity for the building sector"</b> - <b>Presentation of projects, economic &amp; legal frame, requirements and tender procedures</b> (Queensland Dept. of Trade & Investment and Victoria Dept. of Transport) - Q&A
11:00-11:30	Networking Coffee Break
11:30-13:30	<b>"Italian &amp; Australian Industries: capabilities and expertise in infrastructure"</b> - Presentation of the Italian business delegation (Confindustria and ANCE) - Presentation of the Associations of Australian entrepreneurs (Australia Chamber of Commerce and Industry, Minerals Council of Australia and Industry Capability Network) - Informal business meetings
13:30-14:30	<b>Lunch with the Australian Federal Ministry for Infrastructure and Transport (tbc)</b>
14:30	Transfer to airport
16:15	Qantas Airways (QF1486) to Sydney
17:05	Arrival in Sydney (same time zone as Canberra)
To follow	Transfer to hotel and overnight stay (The Westin Sydney - 1 Martin Place)

## **THURSDAY, NOVEMBER 29 – SYDNEY**

### **FOCUS: AUSTRALIAN FEDERAL PROJECTS**

**Working venues: Offices of Infrastructure Australia and BNP Paribas**

9:00	Transfer to the first venue by foot (Infrastructure Australia's office)
9:30-13:30	<b>"The Italian infrastructure industry meets with Federal Authorities and Business Associations: presentation of expertise and possible synergies"</b> <ul style="list-style-type: none"> <li>- Presentation of federal projects and business opportunities (Infrastructure Australia, Austrade and Infrastructure Partnership Australia)</li> <li>- Q&amp;A</li> <li>- Networking coffee break</li> <li>- Presentation of the Italian business delegation (Confindustria and ANCE)</li> <li>- Presentation of the Associations of Australian entrepreneurs (Australian Industry Group and Australian Constructors Associations)</li> <li>- Q&amp;A</li> </ul>
13:30-15:00	Networking business lunch
15:00	Transfer to the second venue by foot (BNP Paribas' office)
15:30-16:30	<b>Meeting with BNP Paribas' representatives</b> <ul style="list-style-type: none"> <li>- Presentation of financing models and financial tools to support infrastructure projects in Australia</li> <li>- Q&amp;A</li> </ul>
16:30-18:00	<b>Networking Cocktail with Italian companies in Australia and Italian-Australian companies</b>
To follow	Overnight stay

## **FRIDAY, NOVEMBER 30 – SYDNEY**

### **FOCUS: INFRASTRUCTURE PROJECTS IN THE STATE OF NEW SOUTH WALES**

**Working venue: Offices of New South Wales Trade & Investment Department and MacQuarie Capital**

9:00	Transfer to the first venue by foot (New South Wales Trade & Investment Department)
9:30-12:00	<b>"New South Wales – opportunity for the building sector"</b> <ul style="list-style-type: none"> <li>- Presentation of projects, economic &amp; legal frame, requirements &amp; tender procedures (New South Wales Trade &amp; Investment Dept. and Infrastructure New South Wales)</li> <li>- Q&amp;A</li> </ul>
12:00-13:30	Networking business lunch
13:30	Transfer to the second venue by foot (MacQuarie Capital's office)
14:00-16:00	<b>Meeting with MacQuarie Capital's representatives</b> <ul style="list-style-type: none"> <li>- Presentation of MacQuarie Capital and its role in the infrastructure projects in Australia</li> </ul>
16:00	Return to hotel