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Among the most interesting meetings, made in Maputo, they can be cited those with:

- **Dr. Paulo Zucula, Minister for Transport and Communications.** After an initial exchange of pleasantries and expressions of sympathy with the Italian delegation, the Minister addressed immediately one of the main themes of the current government policy: the rehabilitation of road, rail and port as an engine for economic growth Mozambique. After independence the country, in fact, the entire road network is rapidly deteriorating because of lack of maintenance and frequent use. 'S increase in costs and time needed for road transport has hindered the development of rural villages due to shortage of supply of goods and services and access to essential services.

Although in recent years approx. 6,600 km of rural roads was the subject of rehabilitation, even with the support of the international community, there is still much to do as evidenced by industry reports National Roads Agency (ENA - Administração Nacional de Estradas). Independent body for the development and maintenance of ca.18.000 km up the road network in Mozambique, the Agency is also responsible for design, supervision and execution of work using external consultants and directly managing contracts.

The Minister, with a touch of pride, explained the project to rehabilitate the port of Beira in the central province of Sofala, whose investment will amount to approx. \$ 500 million. The project is part of a broader program that also involve the rehabilitation of roads and rail network connecting to the coal and other minerals that the country is exporting. Mozambique can count on two ports: Maputo and Nacala, which also serve neighboring countries (Malawi, Zambia and Zimbabwe), whose management is entrusted to the Mozambique Ports & Railways Authority.

The meeting concluded with the exhortation, addressed to Italian businessmen present, to participate in tenders and procurement to be published in partnership with local firms: in this way, the young local workforce will benefit from ' Italian experience.

- **Dr. Salvador Namburete, Minister of Energy, the Director of Cabinet and officials.** The energy sector is an important investment opportunity, thanks to full market liberalization and the strengthening of national programs in energy production from renewable sources. In particular, the program of energy development and access to electricity has the objective of improving and cheaper access to energy services in rural and peri-urban areas through expansion of the electricity grid, the use of alternative sources, such as sun, wind, biomass, development of energy policies at national, regional, provincial. Urged on biofuels, the Minister said Africa remains the continent with the best weather conditions for crops intended for biofuel. This valuable resource could reduce imports of fossil fuels while helping to create jobs. The strategy that the Ministry intends to pursue is to create public-private where foreign investors are invited to participate. Moreover, the choice would fall on the cultures of sugarcane for bioethanol on jatropa and covers for biofuels, so as not to steal land for agriculture which is essentially the national economy.

- **Dr. Victoria Diogo, Minister of Public Administration,** which has focused on the

benefits of the implementation of projects aimed at building institutional capacity building of officers and employees of public institutions, including: exchange of experience and knowledge elements necessary for human and professional enrichment of state officials, the deepening of political systems - administrative measures taken elsewhere and the update on best practices implemented, the possibility of establishing a network of strong and lasting relationships that provide improvements structure and organization in public.

At the end of bilateral meetings, business speakers expressed their satisfaction with the quality of matches played and the human dimension of institutional representatives. Striking fact is the determination of this country to pursue growth and renewal be achieved mainly through the involvement of foreign investors.

Organization of workshop

After the meetings there were two workshops. The first was at the Pestana Rovuma Hotel in Maputo. Dr. Rose and Dr. Alba Cestari. Antonio Picone, after conducting a comprehensive review of the main areas of strategic interest to investment, brought a focus on Special Economic Zones (EEZ). In Mozambique, it was created one, and the Zambezi Valley, in force until the year 2025, which has a special tax and customs:

- Exemption of import duties of goods for new investments, rehabilitation or expansion projects
- Exemption of excise duty on the purchase of properties
- Discounts and special tax deductions IRPC

The Zambezi Valley lies in the geographic area that includes: Province of Tete, Zambezia Province, Province of Sofala, Manica Province.

Among the areas eligible to enjoy the special agriculture, forestry, aquaculture, livestock (cattle breeding), use (exploitation) forestry, wildlife, water supply, production, transportation and distribution of electricity, telecommunications, civil construction and public works, industry, banking, insurance and transport.

Of great interest the participation to the workshop, of officials of the CPI (Investment Promotion Centre) which offers a range of services to help domestic and foreign investors by facilitating their access to government incentives.

In particular, it provides assistance for the adoption and implementation of investment projects, promote links between domestic and foreign enterprises, identify and disseminate investment opportunities, identify potential partners for joint ventures, etc..

The second workshop had as main theme the confrontation between the Italian and Mozambican tourism model. For the Italian side Dr. Achille Lauro and Dr. Antonio D'Aniello intervened, while for the Mozambican attended a delegate representing the permanent secretary of Ministry of Tourism, Ms Fernanda Matsinhe. According to data provided by the Ministry in 2008 came about in Mozambique. 1, 5 million people of which approx. 1.02 million tourists, an increase of 33% over the previous year. The workshop was an opportunity to present the project of the Government to draw up an action plan 2010-2012 aims to put Mozambique on the international tourism market. Is jointly implemented a promotional

campaign aimed at enhancement of the Mozambican culture, its gastronomy and its natural beauty. Among the priorities include the training of specialized personnel and modernization of tourism facilities in order to increase the carrying capacity and adapt them to best international standards. To support the development of tourism and especially to encourage investment in this sector, the government promises to simplify bureaucratic procedures and tax concessions. After the workshops, BtoB meetings have been held (business to business) with Mozambican involved entrepreneurs. This moment, made possible through a preliminary stage of identification, scouting and awareness of business and local stakeholders, has offered to Italian entrepreneurs the possibility of a direct approach with potential stakeholders and partners in the country.

Concluded the works, the onlookers took part in a moment of conviviality with tasting of typical Italian products.

Achieved results

The balance of the Mission is undoubtedly positive. Not only were involved quite a number of companies but have laid the groundwork for promoting the implementation of development cooperation projects in priority sectors (renewable energy and environmental protection, energy supply, creation of businesses, strengthening human capital locally). Indeed, on several occasions during the mission, have expressed an interest to participate in such projects by local authorities, associations, NGOs, private sector operators.

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