

**MEMORANDUM OF UNDERSTANDING**  
between  
**THE UNIONCAMERE EMILIA ROMAGNA - ITALY**  
and  
**THE INDO-ITALIAN CHAMBER OF COMMERCE & INDUSTRY**  
and  
**THE PHD CHAMBER OF COMMERCE & INDUSTRY - INDIA**

The Unioncamere Emilia Romagna, the Indo-Italian Chamber of Commerce & Industry and the PHD Chamber of Commerce & industry, hereinafter referred to as "the Parties", considering:

- a) the significance of the development of a bilateral economic collaboration between economic players of the Emilia Romagna Region - Italy and Punjab State - India as recognised in the Letter of Intent exchanged between the Punjab State and Emilia Romagna Region;
- b) the existence of economic opportunities of mutual benefit in both the Punjab State and Emilia Romagna Region;
- c) that the common objective of the parties is the economic development of their respective territories;
- d) the interest of the Parties to establish a process of cooperation and understanding, in order to achieve common goals through sharing experiences and solutions and applying innovative and efficient forms of assistance, for the development of a mutually beneficial cooperation, particularly in, but not limited to, the fields of Agricultural Machinery and Food-Processing, Machine Tools, Building Technologies and Materials, Renewable Energies and Environmental Technologies, Furniture and Interiors, Professional Training, Fairs and Exhibitions.

In the framework of the above scope, the roles of the respective organizations would be as follows:

- to exchange economic, technical, legal, commercial, financial and any other information relevant in enhancing relations and in the finalisation of further forms of collaboration between the Parties;
- to exchange all necessary information, regarding the respective markets, for the enhancement of economic relations between companies, association and other

agencies operating in Emilia Romagna and Punjab (i.e. list of companies, norms, common commercial practices, etc...) along with selected projects and opportunities for commercial and industrial collaboration;

- to facilitate, in accordance with the respective legislations, commercial trade and industrial and economic cooperation between the business communities of Emilia Romagna Region and Punjab State;
- to promote the exchange of visits of official trade and institutional delegations between Punjab and Emilia Romagna, to be scheduled every year, and to provide all the necessary services for the successful organisation of business meetings and for any other logistic aspects (accommodation, etc.);
- to promote seminars and round table discussions on topics of mutual interest with the aim of maximising the dissemination of information among both the Emilia Romagna and Punjab based companies, entrepreneurs, researchers, academics and technocrats;
- to facilitate in promoting support, development and technological transfer towards Indian food companies by the collaboration with the Experimental Station for the Food Preserving Industry (SSICA) of Parma, a research institute special agency of the Chamber of Commerce of Parma;

Such action could be carried out on innovation processes, new food/ingredient formulations, upgrade of traditional products in a more fitting format for the actual market request, development of analytical methods for food control, taste preference and quality perception during market shelf life studies, new packaging materials and their interaction with foods;

- to sponsor and organise training activities and courses and to carry out studies and researches on the micro & macro economic realities of the regions, with the aim of designing development models on both Emilia Romagna and Punjab business systems.

The agreement will come into effect from the date of signature and will be valid for a period of 3 years. It will be renewed after review of the objectives, results and setting up of future objectives. Notice of intent of termination of the agreement can be given in writing by either party, in which case the agreement will be terminated three months after the date of the said notice.

For the Unioncamere Emilia  
Romagna

For the Indo-Italian  
Chamber of Commerce &  
Industry

For the PHD Chamber of  
Commerce & Industry - India

*Antonio Di Giacomo*  
*Giacomo Selus*  
*6/12/11*

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Chandigarh, 6<sup>th</sup> December, 2011