

Trade Mission from Pakistan to Italy

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The Association of Italian Textile Machinery Manufacturers (ACIMIT) and Italian Trade Commission ICE/ITA organized a trade mission in Italy during 12 to 16 December 2022. Leading Pakistani textile operators visited ACIMIT headquarters based in Milan where 35 Italian Textile machinery manufacturing companies presented their latest innovations that will be highlighted for ITMA 2023. The dialogue and B2B meeting between Italian textile machinery companies and delegates from Pakistan fosters the fruitful exchange of knowledge.

This initiative by ACIMIT together with ICE/ITA and the representatives of Italian companies and experts of the Association of Italian Textile Machinery Manufacturers (ACIMIT) on topical issues for the sector, also included visits to factories of Ferraro, Efi Reggiani, Mario Crosta and Fadis. During a week-long trip, the delegates were involved in daily training sessions, visits to factories and B2B meetings with the Italian counterparts. The training session concluded with a networking dinner with the delegation and the participating Italian companies, with the delivery of diplomas.



**A.R. Daudpota, Deputy Trade Commissioner. Responsible Pakistan Desk, ITA Italian Trade Agency**

A. R. Daudpota on the first day of the training session, hoped that the presentations, B2B meetings and factory visits allow for a deeper understanding of the industry and the challenges and opportunities faced by both countries. Such

collaborative efforts between the Italian Trade Commission ICE/ITA and ACIMIT according to him are crucial for the growth and development of the textile machinery industry as well as to strengthen the partnership between the two countries.



**Alex Zucchi, President ACIMIT**

Alex Zucchi, while welcoming the delegation from Pakistan mentioned that the Italian textile machinery industry already has well established presence in Pakistan. Italy is well-known for its high-quality textile machinery and the country has a long tradition of producing some of the world's best textile machinery.

Pakistani textile producers can improve their production quality, increase their efficiency, and boost their competitiveness in the global market. Overall, this trade mission is beneficial for both Pakistan and Italy, as it can help to strengthen their trade relationship and foster innovation in the textile industry.

**Giorgio Calculli, Vice Director ACIMIT**

Giorgio Calculli, Vice Director, Training and Internal relations, ACIMIT while speaking at the first day of the Textile Mission at ACIMIT headquarters, highlighted that training courses in Italy and technological workshops abroad



along with R&D with training activities are one of the key driver for the successful interaction between two countries.

In recent years, ACIMIT has thus completed a total of six reference textbooks for schools on the main technologies in the areas of spinning, weaving, knitting, finishing, man-made fibres, and nonwoven fabrics. These books have also been translated in English, Chinese, Arabic and Mongolian, so as to be able to distribute them abroad in digital format at schools and universities that offer programs for the textile industry.



**Mauro Badanelli, Head of Economics and Press ACIMIT**

Italian Textile machines industry overview was presented by Mauro Badanelli. He highlighted key data about the Italian textile machinery industry. According to him, the industry comprises of 300 member companies, which together report a production value of Euro 2.4 billion. It is worth noting that nearly 79

percent of these companies have a turnover of less than Euro 10 million. However, despite the small size of these companies, they contribute significantly to the overall production value of the industry.

Moreover, exports are a significant part of the turnover of the Italian textile machinery industry, with about 85 percent of the turnover coming from exports. This highlights the importance of the industry to the Italian economy and underscores the competitiveness of Italian textile machinery in the global market.

Overall, the data presented by Mauro Badanelli is a testament to the strength and resilience of the Italian textile machinery industry, as well as the ingenuity and resourcefulness of its member companies in staying competitive in the global market. The Road to ITMA event dedicated to Pakistan highlights the significant growth in Italian exports to Pakistan in 2022, with a value of 134 million euros, which is a remarkable 97% increase from the previous year. The sales of Italian textile machinery in Pakistan also demonstrate a strong partnership between the two countries, with sales reaching almost 62 million euros in the first 8 months of 2022.

This collaboration between Italy and Pakistan in the textile machinery industry is not only beneficial for the two countries, but also for the industry. It allows for the exchange of expertise and knowledge, as well as the growth and development of the industry. It will be interesting to see how this partnership continues to develop in the future and how it will impact the global textile machinery market. ♦

## Comments by Pakistani delegates

**Ghulam Ghaus Amjad, CFO, Artistic Fabric Mills**



I have been associated with Artistic Fabric Mills (AFM) for the last 23 years. The group includes five factories for weaving and garment production. AFM is a vertically integrated unit that covers spinning, weaving, and garment-making, with a total of 4000 employees. This has been a great learning experience for me, and it has enabled me to make better use of our installed technology and plan for future investments. We will replace and improve our facilities as needed to stay competitive in the market. Our fabric and value-added fabric offerings are of high quality. However, Pakistan faces challenges due to an energy crisis and a lack of policies, which have created a crisis situation. I hope that these issues will be resolved soon.

**Hanif Bawa, CEO, Al-Karam Towels**



According to Hanif Bawa Al-Karam Towels is one of the most progressive towel manufacturing companies that has made a lot of investment in the latest technologies. A large part of which is coming from Italy. The visit has been a organized very well by ACIMIT and Italian Trade Agency. In my 46 years of professional career, this visit is one of the best experiences. This visit has given me great ideas to improve our production and to be more efficient.

### Italian companies presenting their technologies to the delegation

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|----------------------|-----------------|
| 1. CIBITEX           | 28. ITEMA       |
| 2. SMIT              | 29. FADIS       |
| 3. CUBOTEX           | 30. MONTI – MAC |
| 4. EFI REGGIANI      | 31. CROSTA      |
| 5. MARZOLI           | 32. CORINO      |
| 6. SPEROTTO RIMAR    | 33. SICAM       |
| 7. TOMSIC            | 34. UNITECH     |
| 8. STALAM            | 35. FERRARO     |
| 9. KAIROS            |                 |
| 10. RATTI            |                 |
| 11. COMPUTER HOUSE   |                 |
| 12. LAIP             |                 |
| 13. MS PRINTING      |                 |
| 14. NEXIA            |                 |
| 15. SALVADE'         |                 |
| 16. IMA              |                 |
| 17. ERHARDT LEIMER   |                 |
| 18. AIGLE            |                 |
| 19. TESTA            |                 |
| 20. ETV              |                 |
| 21. ZANFRINI         |                 |
| 22. LGL ELEC-TRONICS |                 |
| 23. LOPTEX           |                 |
| 24. MESDAN           |                 |
| 25. TECNORAMA        |                 |
| 26. RF SYSTEMS       |                 |
| 27. LAWER            |                 |

