



Italian Trust Fund



The Italian Trust Fund was established in July 1992 with the Inter-American Investment Corporation, with the objective of financing technical assistance activities to be carried out by Italian companies or individuals in connection with the IIC's operations in its Latin American and Caribbean member countries.

The Italian Trust fund has been a very important developmental tool to help the IIC to pursue its mission. Over the years, the IIC has provided support to many small and medium-size companies through technical assistance, knowledge and technology transfer. This assistance has made it possible for them to grow, create jobs and further the sustainable development of the region's economies. Thanks to the trust fund activities the IIC has been able to improve access to credit by small and medium-size enterprises and to introduce best practices of environmental protection and improved labor safety standards.

The Italian fund has helped develop two important programs: *Finpyme ExportPlus®* and Aid for Trade. *Finpyme ExportPlus®* is a program focused on improving the ability of small and medium-size enterprises to access foreign export markets. The initiative, supported by the Italian Government, includes four main areas of action. The first one consists of carrying out market studies on targeted sectors and subsectors. Then the IIC focuses on gathering data and information on enterprises operating in those sectors to identify those that could benefit from the program. With this initial analysis, the IIC is able to select small and medium-size enterprises. Designing and implementing the technical assistance program for these small and medium-size enterprises is the final goal of the initiative.

FOR MORE INFORMATION:

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The *Finpyme ExportPlus®* along with the Aid for Trade program is geared mainly to the agricultural and export sectors as they have been identified as having high developmental potential. One of the ultimate beneficiaries of Aid for Trade initiatives is the private sector, through increased access to technology and markets. The program seeks to provide technical support to small and medium-size enterprises that need to access or improve their access to export markets for their products. Selected small and medium-size enterprises will receive technical assistance for capacity building in the area of international trade.

In line with the IIC's mission, the Italian Trust Fund can help support the internationalization of enterprises in Latin America and the Caribbean, particularly those that are small and medium in size.

Selected Highlights



Project: FINPYME *ExportPlus*

Country: Guatemala

Year: 2009

With the support of the Italian Trust Fund, in 2009 the IIC launched *FINPYME ExportPlus* in Guatemala. Fourteen workshops on the following topics have been completed in Guatemala: waste water treatment, labeling, organic products for export, export management, phytosanitary issues, quality in the coffee industry, process improvement for exports, supply chain assessment in the wood

and furniture sector, exporting to the United States, strategic planning for export, and exporting to Italy. Thanks to the program, it has been possible to provide technical assistance to 187 SMEs; advisory services to 17 SMEs; and training to 16 entities representing public institutions and private sector associations.



Project: Biocombustibles Sostenibles del Caribe

Country: Colombia

Year: 2006

With the support of the Italian Trust Fund, in 2006 the IIC provided technical assistance resources to a client for assessing the feasibility of developing a biodiesel project. The objective of this study was to assess aspects such as the project's structure, scale of operations, sector and market outlook, regulation, company strengths and weaknesses.

Moreover, the company's financing structure was also reviewed and analyzed to ascertain its soundness. This analysis constitutes the core of the evaluation process and was carried out with the objective of providing IIC with all the relevant information, independently assessed, to arrive at a decision on project financing.