



A meeting with Claudia Parzani A woman at the helm of Borsa Italiana.

So what an amazing achievement it is to be the President of the Italian Stock Exchange! A “glittering” curriculum, you might say today. Claudia Parzani, graduated in Law from the University of Milan, is also vice president of Sole 24 ore, the most important economic newspaper in Italy. Expert in corporate matters, she has handled numerous and complex extraordinary transactions at senior level, which have also seen her involvement with the main Banking Groups. Her core business today is strategies, corporate governance and all issues related to business activity and sustainability. It is no coincidence that Claudia is also passionate about social issues and has launched - among others - the “IntheBoardroom” project, precisely to prepare talented professionals for the role of member of Corporate Bodies. One of the founders of Breakfast@Linklaters, a network of the women’s business community, she is also ambassador for Italy of the international campaign “Inspiring Girls”, which recognises, supports and launches young “female” talent. Claudia is a true Italian champion and just this year won the Guido Carli award because she is one of the 14 excellences of our country. Of course she has already received numerous assign-



ments and awards and is also the author of books of undoubted value and visionary outlook. We met her at a conference organised on the theme of “Le imprese, Borsa italiana e il futuro” [Businesses, the Italian Stock Exchange and the future] and of course, this time too her concise but full of true values report monopolised the interest of all the companies present in the room. Finally, thanks to her, we have understood the true role of the Stock Exchange today, which helps companies to “go further” and Claudia Parzani, daughter of an entrepreneur, knows only too well what this means. Our way of being in Italy - she states - is a bancocentric system, but today banks struggle to be the important interlocutor of certain projects. For this reason Claudia, who has a broad vision on finance, says that the Stock Exchange is the true bridge that unites markets and companies and affirms she is proud because a large Stock Exchange represents a great country. Listing on the stock market - she adds - equates to growth. And, fortunately, the process of the Stock Exchange today is precisely that of “simplification.” There have been various companies that have entered and left the stock exchange, but usually al-

ways after having undertaken an important path of growth. Today, companies must be “financially educated”, creating more awareness. Claudia Parzani is enthusiastic about many innovative start-ups that, according to her, represent a true future. Speaking of “generational change”, she states, many companies are lost in Italy because they sell their shares instead of listing on the Stock Exchange and finding, for example, adequate international partners through which to expand. Every company – she concludes in her report – should ask: “What is my place in the world?” Because today the world has changed and it is no longer experience that offers competence: now there is an innovative language among companies and the tables must be extended to work as a team and to grow together. Of course, for years Saima has wondered what its place is in the world and Saima Meccanica has already positioned more than 87 “flags” in the most important countries and markets of our planet. Saima Sicurezza, too, is raising its flags with great and renewed success in the world, in the name of Innovation and Style. The generational change in our Group is bringing an important synergy in the heart of the company that is worth more than many managers, because it is based on the history of the past but with a renewed language in step with the times and with the enthusiasm of a future still to be conquered.

With her kind and helpful nature, we asked Claudia Parzani: would you call yourself a “lawyer with a passion for social aspects”.

With a smile she replied: “In my professional and personal career I have always tried to combine the world of business with that of social actions. I have tried to use my skills and my role to seek to promote positive change. I like to engage in projects that can have a social impact, to use my position to support the social world. With the idea of leaving a better world.”



OPEN INNOVATION ITALIA WAS SET UP IN FLORENCE

The Association that rewards the project of collaboration between companies.

In the Puccetti room of the Sant'Apollonia complex in Florence, the imagined project became reality. The mission of this prestigious Association is to build an interconnected system of Companies, Banks and Institutions. To attract, create and promote open innovation: thus Open Innovation Italia is structured through a Board of Directors of entrepreneurs which include, among others, President Gianni Gentili, Sergio Galbiati, (Vice President Vicario) and Gabriele Moretti, (Vice President) with a Scientific Committee of Excellence.

The planned activities include the Promotion and Organisation of annual thematic Forums, seminars, workshops and the realisation of partnerships/faculties with Institutions. A collaboration in the development and integration of new approaches and new ideas from internal and external resources with the aim of producing values and products/services shared by the associated companies and by all the included stakeholders, customers and consumers. The reference values that take inspiration from the entrepreneurial and human experience of Adriano Olivetti are important.



Opening ceremony in Florence



SAIMADAYS

Our SAIMADAYS are continuing with great success! "Indicator" becomes the meeting point to learn about news and new strategies, market trends and customer needs. An appointment not to be missed of course also because Training and Information are two very important aspects for everyone!

Hurray for Morocco ... this time it's us who are "flying" to Africa! In true honour of the news, a "historic" collaboration: that with LEGACAR and with Mr. Said, who continues to demonstrate mutual satisfaction

It's good to see Mr. Said together with his son in front of an installation with a Prisma model that certifies the importance of Saima Meccanica brand also in this fantastic country!



In the photo, together with Mr. Paolo Moretti, the friends of FBD, Vincenzo Scoscini General Manager of Saima Meccanica and Ms. Cristina Guerri.

One of the most interesting markets of Saima Meccanica is Poland! The company FBD is warmly welcomed, with which we have been working successfully for years, in the city of Chorzów, also famous for the amazing amusement park, visited by many tourists every year.

SAIMADAYS

Saima Sicurezza has also been present in Germany for many years and after a long time - finally - a delegation of our historic importers of Sitec visited us to experience and "touch" first-hand the latest novelties of our production.



In the photo from left to right, Mr. Alfredo Soderi Export Manager of Saima Sicurezza, Michael Ditsch, Head of Sales of Sitec with his collaborators and Mrs. Orietta Malvisi Moretti, Marketing Manager of our Group.



In the photo JP Morgan bank tests some of our security systems.



The prestigious JP Morgan bank visited us at our headquarters. Ms. Francesca Ricci and Mr. Achille Gennarelli are the privileged interlocutors of a truly interesting meeting.

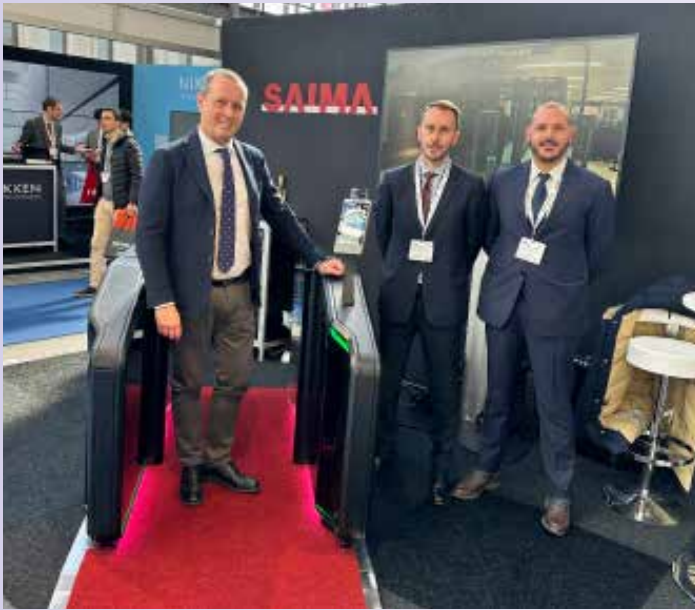


Mr. Emiliano Rinaldi with some representatives of the Swiss company Transpat. If Saima Sicurezza is always attentive to the needs of customers, their continuous presence certifies the professionalism of our workers in a system of increasingly interesting synergies.

OUR EXIBITIONS

Here we are on our international travels to meet, know and “study”, thanks to the exhibitions that Saima Sicurezza and Saima Meccanica “attend” all over the world. This time the focus is on Saima Sicurezza and on a commercial network that has seen us engaged in...

Holland...



Our **Vasari gate** was applauded by many visitors also at Passenger Terminal exhibition.

Nigeria...



At the Securex fair with Emiliano Rinaldi for a visit to the distributors, where our products were particularly appreciated.

USA...



With the participation in the AAE event in Denver, Saima Sicurezza further increased the presence of our brand in the States.

Abu Dhabi...



Gabriele Moretti attended a exhibition dedicated to Mass Transit: thanks to the excellent collaboration with Alma Viva he confirmed the potential of the market of the Arabian Peninsula.

Let's talk about Women in Business who have been collaborating with Saima for years: the history of Annamaria Iovannone, Grand Prix Import

She remembers it with incredible lucidity, that 29 September 1970!

Annamaria Castiglioni, with her husband Raffaele, left Italy that day 53 years ago, from Cermignano, (Teramo) for a journey that would change her life. A suitcase with personal effects and little else, but with many, many dreams and projects to take on that plane, together with a pinch of courage, recklessness and numerous expectations for a better future. She spoke French and with her master's degree, which was so fashionable for Italian girls at the time, Annamaria began her Canadian adventure as an Italian teacher, in English and French schools in Montreal. Her husband worked for the airline Air Canada and she immediately became involved also attending – in addition to schools – various exhibitions, to identify with him some potential good ideas to invest in a future of business and success. The winning idea came: with the meeting of Mr. Giampiero Moretti, founder of the Momo manufacturer of alloy wheels and steering wheels, well-known driver in the prototype series and winner of the 24 hours of Daytona and 12 hours of Sebring with the Ferrari 333 SP. Meeting with him and his friendship were decisive and – says Annamaria – helped us find other products and meet new people after taking an accelerated marketing course during the various weekends at the numerous races in the U.S. Momo and exclusivity on the Canadian territory were the forward-looking début of the products marketed for many years by our company Grand Prix Import. Over time, then, we ventured into the field of workshop equipment and here we met the other Moretti, Mr. Paolo Moretti, and a mutual friendship and understanding was born. The engineer Mr. Moretti gave us many marketing tips and ideas to grow and further penetrate the Canadian market for Saima Meccanica's painting booths in Arezzo. However, in 1971 with Moretti and with 5/6 thousand dollars of warehouse, the foundations were laid for what could only become a huge enterprise! Essentially, in fact, it was Annamaria who did everything: she took care of what were the commercial relationships, she received the goods, the deposits, she made the payments, took care of the administration but ... she was even the switchboard of the company, initially set up in a garage, that of their house. Today Grand Prix Import has, however, become a true power in Canada. The three children are involved, Domenico, Fabio and Emiliana, who work for the family, and already 6 grandchildren, four boys and two girls, of which Annamaria and Raffaele are the very proud super grandparents. "The children are our future" – says Annamaria today – with the complicit smile of Raffaele, who continues to be, again and again, the backbone of the company. Annamaria, still working in the office today, declares she is happy spectator and not the mother "interfering" in her children's projects, who are carrying on the family business very well. Everyone has their own specific placement for the different skills that are synergistic and winning for the future and there is really room for everyone who wants to work with enthusiasm. Today there are as many as forty employees in the company, with Annamaria at the head, together with Raffaele, although it is always and only she who performs all the work of the Administration. So essentially, she manages the capital! A dream in Annamaria's mind? She laughs heartily and confides in us that she would have loved to have been an actress but, of course, in the theatre! To find out more about her life, we asked her.



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A question about the famous "gender equality", which in Italy is so difficult to achieve.

Women in Canada – she smiles satisfied – unlike many Italians and especially in the south, are truly protagonists and "gender equality", as far as I could assess, has already been achieved here for some time now. For years. I am in charge of administration and I am always very careful for example that the remuneration in the company is also distributed, equally, in equal proportion and without gender discrimination. This, however, – as far as I can see – is true for all the Canadian companies. Canadian law, in fact, obliges us to draw up semi-annual reports on gender equality where obligatorily we must list the remuneration of all the employees with a description of the work performed.

Let's talk about Grand Prix Import: will it always remain a family business or do you have other projects?

Domenico, at 52 years old, works with his father in the company. Fabio, 50 years old, is also successfully engaged in our offices. Emiliana, 46, only works with us on Fridays. There are already future heirs: 4 males and 2 females. Who knows if everyone will want to engage in our business, or prefer to devote themselves to art, rather than to mathematics or to architecture or singing. I am sure that no-one will impose anything on them, but the hope, certainly, is that they can make the best use of the tools we have provided them with. If they want to take flight with our company or become protagonists in another type of career and life, they will choose it, but with "covered shoulders", as our grandparents would also say in Italy.

B2B Italy – Bulgaria: fleeting opportunities

The online B2B of AIDDA and CWBB (Council of Women in Business in Bulgaria) as well as Confindustria Bulgaria and Unicredit Bulbank reminded everyone of the importance of networking.

A meeting of women but not only this. A B2B online with women, but not only this event. This is an opportunity for businesses, but not only in this context. The event to talk about the opportunities offered by Bulgaria was organised by the Friuli Venezia Giulia delegation of AIDDA and, its excellent moderator, Lili Samer, contributed to the success of the meeting. A good participation that saw more than 50 people connected, the vast majority of whom were entrepreneurs from the different delegations of AIDDA. The speakers, speaking strictly in English, in addition to the national president of AIDDA Antonella Giachetti, also included Giuseppina Zarra, Italian Ambassador to Bulgaria and Marie-Christine Oghly, FCEM World President.

Questions, B2B-targeted, (“booked” in advance), and a heartfelt and productive participation also accompanied by much documentation beforehand to those present. This allowed everyone to be very well informed about the millenary history, about the population, about the critical issues but, above all, about the opportunities offered by this country. Bulgaria, in fact, has growth rates in several sectors, with positive results, today not easily replicable in many other countries of the European Union. A positive trend also certified by the opportunities presented by the most important local bank, the Unicredit Bulbank. Established from the merger of several pre-existing Bulgarian credit institutions, all belonging to the Unicredit group, this bank is today committed to offering services that are as focused as possible on any foreign entrepreneurs - Italian and non-Italian - interested in investing in that territory.

A wonderful (re)discovery of Bulgaria for the participating companies. This meeting, therefore, was actually an important opportunity to look at Bulgaria in a more open and proactive way, so strategic and particular. The only country in the world - for example - where “**yes**” is indicted by shaking your head and “**no**” by nodding, which now seems closed. Also thanks to that all “feminine” intuition which has always confirmed the desire and ability to break down prejudices, enhancing to the maximum - instead - the differences that... paradoxically unite. The title of the event also underlines this fundamental aspect, speaking, in fact, of “Entrepreneurship without borders”.

www.aidda.org
www.womeninbusiness.bg
www.confindustria.org

ON LINE B2B MEETINGS

03:00PM (Italian time)
04:00PM (Bulgarian time)

Entrepreneurship without borders

INTRODUCTORY SESSION - 15 MINUTES

- H.E. Mrs. Giuseppina Zarra
Italian Ambassador to Bulgaria
- Mrs. Tzvetanka Mintcheva
Chairperson of the CWBB
- Mrs. Antonella Giachetti
AIDDA National President
- Mrs. Mila Nenova
Confindustria Bulgaria Managing Director
- Mrs. Ester Di Iorio
Owner of Soul Pack - Testimonial Company

B2B MEETINGS

Participants will be divided into groups according to their industry sector, with the possibility of moving from one group to another if needed

Moderator: Lili Samer

SAVE THE DATE

AIDDA COUNCILS OF WOMEN IN BUSINESS IN BULGARIA CONFINDUSTRIA BULGARIA



In the photo from right the national president of Aidda, Antonella Giachetti, the Minister Eugenia Roccella and Lili Samer president of Aidda Friuli Venezia Giulia.

SAIMA Sicurezza at Fiumicino!

Saima's airport vocation is clearly consolidating. The most prestigious and important installations also include that of our security gates located at the famous Roman airport of Fiumicino.

Targeted products provided by Saima Sicurezza and "now" recognised by many travellers: the **ABC Gate**.



Models designed precisely to make the flow of passengers in transit agile and at the same time safe, also equipped with a device that allows both recognition of the passport and of the face, with the possibility of "matching" the traveller's data. Fiumicino's system is the last installation in order of time with regard to the ABC gates and is for Saima particularly prestigious because "it's on home turf". Of course our installations within the various airports in the world, range - finally - from one continent to another, but for this success there is no "secret", apart from the reliability of our products and their design that also honours Made in Italy.



Did you know?...

In **Prato** the project has finally taken shape that will transform the historic garden **Villa sul Palco** into a large park that will of course be open to the entire city and financed with PNRR funds.

By 2024 the ancient complex, on the slopes of Calvana, which also has a vast farm, will become “a large green and blue infrastructure”. Thus confirms Vincenzo Pitone - coordinator of the project - who adds “there will be orchards, a biolake a bioactive vegetable garden, a nursery, and many areas equipped for sociality”, while care, welcome and enhancement of biodiversity will be the watchwords of a truly 360° transformation plan. **Father Matteo Pedrini** of the fraternity of Villa San Leonardo al Palco explains how the intention is to create a park that is actually open to everyone. A park, that is, designed for all people who have a spirit for searching and who ask for something more from life and that - continues Father Pedrini - makes us look beyond everyday life, allowing us to connect “with a dream and with the need for something that transcends us”. A project that has seen many collaborations and to whose definition have contributed the former deputy **Grazia Francescato**, the landscaper **Andrea Mati**, an expert in the creation of “therapeutic” gardens and **Saima Sicurezza** that will provide **access gates**. Happy to be part of a “dream team” that will bring sustainable life back to an area for too long closed to people with an innovative and beautiful project to be enjoyed.



In the photo some of the promoters of the initiative



In **Austria**, thanks to **Umwelttech - Lackierkabinen & Industrie Lackieranlagen**, a long-time importer of Saima Meccanica, a dedicated installation created with the FL2 model. It is a special cabin version made with an upper opening for overhead travelling crane passage, particularly suitable for industrial painting. Special also for the colour... the installation of **Saima Meccanica** will undoubtedly be eye-catching.



Did you know?...



Saima Sicurezza's health systems are also on the agenda at exhibitions. Our "totem", created in collaboration with important partners, was very well received. That of making telemedicine an increasingly consolidated reality represents an important challenge for Saima, because it involves the care of the person and the possibility of making better and more agile both the doctor-patient relationships and monitoring of the health conditions of the latter.



In the photo, Mr. Paolo Fresco known patron during the event of which he was the promoter.



A rewarding twinning between **Italy** and **Austria**, on the occasion of the inauguration of the Austrian Parliament. With the Ambassador of Italy in Austria, Mr. Stefano Beltrame, the President of the Senate Ignazio La Russa and the Austrian parliamentarian Petra Oberrauner, who did the honours of the house, with one of her most winning smiles.

In **Prato**, the event: **Creatività in Movimento - Arte nel Parkinson [Creativity on the Move - Art in Parkinson's]**, an evening of art and charity to support people with Parkinson's and their families. Under the guidance of the Director of the Centro Pecci, the guests also participated in a guided tour of the exhibition. During the glamorous evening, works made by persons affected by Parkinson's were auctioned. The proceeds were entirely donated to support the activities of the **Art and Wellness project**: Cultural Welfare project dedicated to persons with Parkinson's disease and their families. The proceeds will contribute to the creation of workshops of art and dance-method Dance Well that will be held at the Centro Pecci from autumn 2023. An unforgettable evening, also made possible by the participation of Paolo Fresco, promoter and first great supporter of the Fresco Parkinson Institute Italia Onlus Foundation.

A pinch of Tuscany...

THE EMERGENCE OF GREEN INVOLVES US ALL! (Including companies)

Treedoom is the Tuscan company based in Florence that already has close connections with Germany, the United Kingdom, Kenya and the United States with the motto of "LET'S GREEN THE PLANET" which proposes the important and extraordinary mission of doing good to the planet, also safeguarding it for future generations. It is the **first web platform in the world** that allows us to plant a tree remotely and to follow its growth online!

But the project is much more "than remotely planting a tree" because, thanks to this innovative and forward-looking company, agro-forestry projects spread throughout the territory are directly financed. The philosophy behind this initiative is to create sustainable ecosystems and to allow thousands of farmers to cope with the initial costs of planting new trees. Thanks to this initiative in 2021, more than 1.7 million trees were planted in 17 countries around the world (Asia, America and Italy). It is the project designed by Treedom for all companies that can - in an innovative way and with corporate social responsibility - create a form of marketing that is finally also sustainable. Therefore, all that remains is to choose between the possibility of helping to create corporate forests, buying trees as a gift to involve stakeholders, even with eco gadgets for every occasion. More than 8,000 companies have already collaborated with Treedom, choosing the company's pro-



posals as a communication vehicle. A message for companies that have not yet taken steps to make their marketing greener and more sustainable, in Italy and around the world. The right tree, in the right place and for the right purpose to help the planet become lifelong sustainability education that everyone should aspire to. It is also an example of a proposal for our future

Christmas gifts that would help to be a small but important and concrete gesture for a positive impact on the planet. Trees not by chance, in areas that are not random because the tree species planted are native and in any case respect the biodiversity of the different territories. All trees, it is known, in the course of their growth absorb CO₂, thus also generating, of course, a significant benefit for the life of the entire planet.

Planting trees is not however enough because in fact they must be accompanied in growth, therefore involving planning in the medium and long term. Thus, **tree after tree** we paint the world green even simply with a **click on the web, creating value for our company that contributes in this way also to the Good and to the safeguarding of the entire planet.**

On the Treedom website (www.treedom.net) you will find various possibilities of gadgets and gifts for each event. Marriage, baptism, birthday, birth and celebrations of Christmas and the New Year. Just one click!