• ALBANIA • BELARUS • BULGARIA • NORTH MACEDONIA
• POLAND • ROMANIA • SERBIA • SLOVENIA • HUNGARY

» NEWSLETTER

# CONFINDUSTRIA EST EUROPA

CONFINDUSTRIA
EST EUROPA
www.confindustriaest.eu

ISSUE IX
SEPTEMBER-OCTOBER 2026




## FOUR CAPITALS IN FOUR DAYS

From **24 to 27 November** the Vice President of Confindustria for Export and Investment Attraction, **Barbara Cimmino**, will visit four international Representations of Confindustria Est Europa: **Budapest** on the 24th, **Bucharest** on the 25th, **Sofia** on the 26th and **Warsaw** on the 27th.

In Budapest, Bucharest and Sofia the Representation is organising a round table, «**Italian companies in...**»; in Warsaw the appointment is the in-depth meeting «**Italy and Poland: companies in dialogue**». The venues are the Italian Ambassadors' Residences in Budapest and Bucharest, UniCredit Bulbank in Sofia and the offices of Confindustria Polonia in Warsaw. The **Italian Ambassadors** and the **ICE Directors** will take part. The meetings are open to member companies and also to **non-members**.

The format signals the intention. This is not a courtesy visit: it is a direct discussion of how Italian companies operate in local markets, of the opportunities and difficulties they meet, and of how the support system can move closer to the real needs of those who produce in the country.

The four stops touch markets that differ in weight and stage. **Hungary**, where more than two thousand Italian companies have chosen to invest; **Romania**, where the Italian business presence is among the most deeply rooted in the region; **Bulgaria**, which joined the euro area on 1 January; **Poland**, the largest of the four, whose trade with Italy reached 36 billion euros in 2025.

The **Save the Date** notices were circulated by the Representations in mid-October; the Budapest programme is already online at confindustria.hu, and those of the other stops will follow on the Representations' channels and on the Federation's portal.

For the network's companies the opportunity is concrete: to bring the issues they face every day before those who decide the instruments supporting exports and investment attraction. This time it happens in four countries in the same week.

## TOP NEWS

- **Scenario** — President Dei Tos opens the Italian-Czech Business Forum in Prague, at the Chamber of Deputies.
- **Brussels Focus** — Albania closes the chapter on enterprise and industry; Ukraine and Moldova open the internal market.
- **Poland** — From Karpacz to Collegno: Piedmont and Lower Silesia, two meetings in two weeks.
- **Romania** — Pharmaceuticals: in Milan, with Assolombarda, the UNIFARM delegation meets Italian companies.
- **Slovenia** — In Ljubljana the Representation at the table of Slovenian economic diplomacy, with ICE and the Embassy.
- **Albania** — In Tirana member companies at the table with the Albanian Customs.
- **Serbia** — Fifty managers from 27 companies in the ports of Rijeka, Trieste and Koper.
- **Bulgaria** — The Horizon Europe webinar for the whole network: 51 registrations.
- **Hungary** — In Milan the Invest in Hungary Conference: why more than two thousand Italian companies chose the country.
- **Federation** — The General Council meets in Warsaw on 27 and 28 November, hosted by Confindustria Polonia.

for information:
comunicazione@confindustriaest.eu

Official Partner
UniCredit

Innovation Partner
LEYTON



# PRAGUE AND EUROPE'S NEW INDUSTRIAL MAP

On **15 October** the President of Confindustria Est Europa, **Patrizio Dei Tos**, opened in **Prague**, at the **Chamber of Deputies of the Czech Republic**, the Italian-Czech Business Forum «Reframing Europe's Strategic Map – Leading transformation in Industry and Logistics», organised by the Italian-Czech Chamber of Commerce and Industry. Joining him for the institutional greetings were the Deputy Minister of Enterprises and Made in Italy **Valentino Valentini**, the Italian Ambassador to the Czech Republic and the President of the Italian-Czech Chamber.

The Chamber is linked to Confindustria Est Europa and Confindustria by a **tripartite agreement**: within that framework the Federation supported the Forum and brought it to the network's companies. The Forum was held under the patronage of the **Czech Ministry of Industry and Trade**, in collaboration with the ICE Agency, Confindustria, Intesa Sanpaolo and the Confederation of Industry of the Czech Republic, and with the support of Generali CEE Holding and Orienta Czech.




***President Patrizio Dei Tos at the Forum's institutional greetings***

In the morning the President met **Alessandro Pasquale**, Vice President of the Italian-Czech Chamber and owner of **Mattoni 1873**, the group that acquired Knjaz Miloš, the historic mineral water brand, in Serbia. An entrepreneur who links Prague and Belgrade, where the Federation is present through Confindustria Serbia.

The afternoon agenda lined up five questions companies already face: the strategies of the Czech and Italian Governments for a changing Europe; the security of supply chains amid geopolitical competition, with a keynote by Luigi D'Alonzo (Accenture); strategic industries — defence, security, automotive, steel — with Leonardo, Czechoslovak Group, Brembo and Gruppo Pittini; the **North-South corridor between Prague and Trieste**, with the Port Authority of Trieste and Monfalcone; the tools to insure and finance the transition, with Generali CEE Holding and Intesa Sanpaolo.

One thread links the five themes: Europe's industrial map is being redrawn around security, and Central Europe is its manufacturing centre of gravity. The corridor between Prague and the Adriatic is the same geography that, three days earlier, the managers of Confindustria Serbia had travelled through the ports of the Upper Adriatic.



***The Italian-Czech Business Forum at the Chamber of Deputies in Prague***



# ENLARGEMENT: ALBANIA CLOSES THE INDUSTRY CHAPTER

On **13 October** the European Union and **Albania** provisionally closed accession negotiations on **chapter 20**, on enterprise and industrial policy. This follows the provisional closure, in July 2026, of three other chapters: science and research (25), education and culture (26) and external relations (30). Tirana has now opened all 33 negotiating chapters and provisionally closed four.

On the same day the Union took a similar step with **Ukraine** and **Moldova**, opening negotiations with both on two thematic clusters decisive for companies. The «**internal market**» cluster covers the free movement of goods, services, workers and capital, competition, financial services, company law and consumer protection. The «**competitiveness and inclusive growth**» cluster covers taxation, economic and monetary policy, industry, digital transformation, employment, education, research and customs. For both, the Union has already set the benchmarks for future closure.

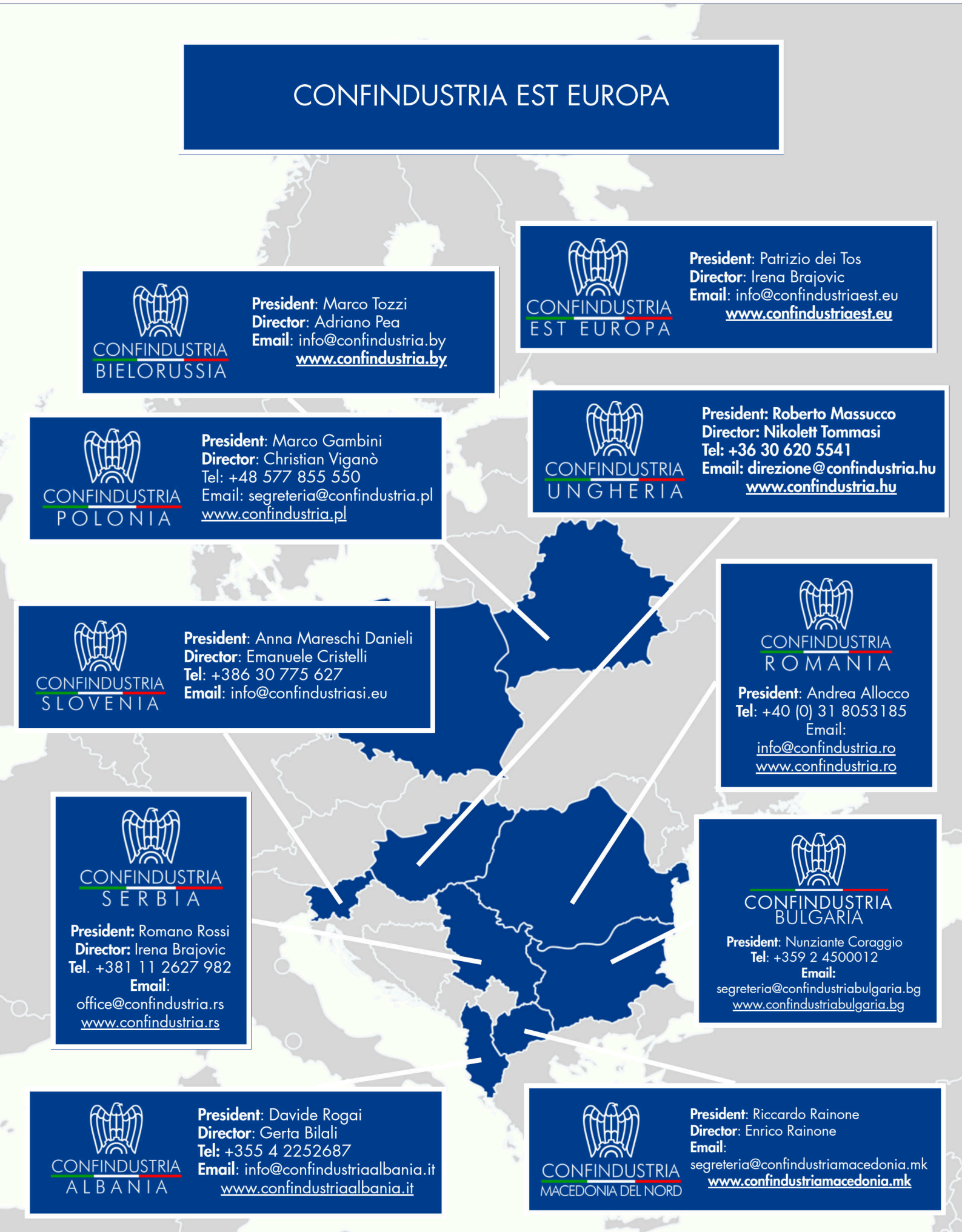
The rules of the negotiation remain the familiar ones: no agreement on a single chapter is final until there is overall agreement, and the Union can return to chapters already closed. Accession remains a merit-based process, and monitoring of alignment with the acquis continues throughout the negotiations.

A second signal came on the sidelines of the General Affairs Council in Luxembourg. The **European Centre for Democratic Resilience**, launched on 24 February 2026, extended its cooperation to candidate and potential candidate countries: Albania, Bosnia and Herzegovina, Moldova, Montenegro, North Macedonia, Serbia, Ukraine and Kosovo will be able to take part in joint projects, from crisis management exercises to tools for detecting information manipulation and foreign interference.

For the network's companies, the figure to watch is the chapter closed by Albania. Enterprise and industrial policy is the framework of rules for industry and for small and medium-sized enterprises, and it is the part of enlargement that producers see first: the same part that Confindustria Albania, on 7 October, put on the table with the Customs, discussing European systems and simplified procedures.

*Article by the Delegation of Confindustria to the European Union*

# CONFINDUSTRIA EST EUROPA



CONFINDUSTRIA BIELORUSSIA

**President**: Marco Tozzi
**Director**: Adriano Pea
**Email**: info@confindustria.by
**www.confindustria.by**

CONFINDUSTRIA EST EUROPA

**President**: Patrizio dei Tos
**Director**: Irena Brajovic
**Email**: info@confindustriaest.eu
**www.confindustriaest.eu**

CONFINDUSTRIA POLONIA

**President**: Marco Gambini
**Director**: Christian Viganò
Tel: +48 577 855 550
Email: segreteria@confindustria.pl
www.confindustria.pl

CONFINDUSTRIA UNGHERIA

**President: Roberto Massucco**
**Director: Nikolett Tommasi**
**Tel: +36 30 620 5541**
**Email: direzione@confindustria.hu**
**www.confindustria.hu**

CONFINDUSTRIA SLOVENIA

**President**: Anna Mareschi Danieli
**Director**: Emanuele Cristelli
**Tel**: +386 30 775 627
**Email**: info@confindustriasi.eu

CONFINDUSTRIA ROMANIA

**President**: Andrea Allocco
**Tel**: +40 (0) 31 8053185
Email:
info@confindustria.ro
www.confindustria.ro

CONFINDUSTRIA SERBIA

**President:** Romano Rossi
**Director:** Irena Brajovic
**Tel**. +381 11 2627 982
**Email**:
office@confindustria.rs
www.confindustria.rs

CONFINDUSTRIA BULGARIA

**President**: Nunziante Coraggio
**Tel**: +359 2 4500012
**Email:**
segreteria@confindustriabulgaria.bg
www.confindustriabulgaria.bg

CONFINDUSTRIA ALBANIA

**President**: Davide Rogai
**Director**: Gerta Bilali
**Tel:** +355 4 2252687
**Email**: info@confindustriaalbania.it
www.confindustriaalbania.it

CONFINDUSTRIA MACEDONIA DEL NORD

**President**: Riccardo Rainone
**Director**: Enrico Rainone
**Email**:
segreteria@confindustriamacedonia.mk
**www.confindustriamacedonia.mk**




## From Karpacz to Collegno, the bridge between Piedmont and Lower Silesia

From **8 to 10 September Confindustria Polonia** took part as official Partner in the thirty-fifth **Karpacz Economic Forum**, with the panel «Connecting Territories. Creating Opportunities», moderated by Vice President Alessandro Saglio and devoted to the **five new direct air links** between Turin and Poland. The follow-up came within two weeks: on **25 September**, at the offices of ELBI International in Collegno, the **Piedmont – Lower Silesia Business & Investment Meeting** brought together the government of Lower Silesia, its economic cooperation agency, Confindustria Piemonte, the Unione Industriali Torino, API Torino and CEIPiemonte, with automotive in the lead. In 2025 trade between Italy and Poland reached **36 billion euros**, 7.12 billion of it with Piedmont.




## Pharmaceuticals: Romania meets Italian companies in Milan

In early October, on the sidelines of **CPHI 2026**, **Confindustria Romania** and F.P.I.A.R. – the Employers' Federation of Industrialists and Entrepreneurs of Romania organised with **Assolombarda**, at its Milan offices, a business meeting between the delegation of **UNIFARM**, the national pharmaceutical company operating with the Romanian Ministry of Health, and Italian pharmaceutical companies interested in the market. After the introduction by Assolombarda came greetings from **Giulio Bertola**, President of F.P.I.A.R. and Vicarious Vice President of Confindustria Est Europa with responsibility for Health, and **Andrea Allocco**, President of Confindustria Romania. UNIFARM's General Manager, **Adrian Dobre**, outlined the features of the Romanian pharmaceutical market and its needs: high quality standards and continuity in the supply of medicines.



CONFINDUSTRIA SLOVENIA

## Ljubljana: economic diplomacy at the table with companies

On **18 September** in Ljubljana a delegation of **Confindustria Slovenia** led by President **Anna Mareschi Danieli**, with the ICE Agency and the Italian Embassy, met the Directorate for Economic Diplomacy of the Slovenian Ministry of Foreign and European Affairs. On the table: a structured network between the two countries, the **Italy-Slovenia Business Network**; administrative simplification and human capital; strategic sectors, from energy to automotive, from defence to aerospace; and the connectivity of the Upper Adriatic ports, ahead of the next **Italy-Slovenia Business Forum**. The day before, in Koper, the Representation had organised with the Littoral Chamber of Commerce the international conference **«The future of the labour market»**, with simultaneous translation entrusted to artificial intelligence.

CONFINDUSTRIA ALBANIA



## In Tirana, companies at the table with Customs

On **7 October Confindustria Albania** organised in Tirana, at the Xheko Imperial, a meeting between member companies and the **General Directorate of Customs**. The proceedings were opened by Vice President **Claudio Michelacci**, Giovanni Turturiello of the Italian Embassy and the Director General of Customs **Besmir Beja**. At the centre were the problems companies have encountered in customs operations and the reforms under way: the digitalisation and simplification of procedures, the NCTS transit system, the Customs Single Window, alignment with European Union systems and **Authorised Economic Operator** status, which grants reliable companies simplified procedures. The format counted as much as the topics: direct questions to officials, and concrete cases.

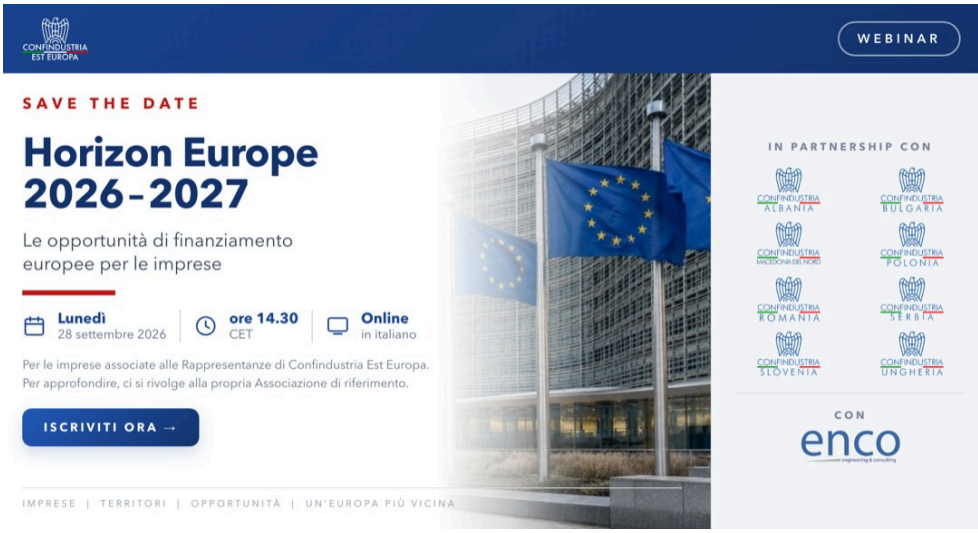



CONFINDUSTRIA SERBIA

## Three ports, three countries: logistics seen from the quay

From **12 to 14 October Confindustria Serbia** took about fifty representatives of **27 companies** — transport, logistics, manufacturing, distribution — to the ports of **Rijeka, Trieste and Koper** and to the Fincantieri shipyard in Monfalcone. The **Executive Learning Tour 2026**, organised with the Chamber of Commerce and Industry of Serbia, the Croatian Business Club, the Slovenian Business Club and the Hellenic Business Association of Serbia, with MSC as strategic partner and the support of ALTA banka, turned the traditional logistics conference into an experience in the field: meetings with port authorities, terminal visits, intermodal infrastructure and rail links. At the centre, the **Upper Adriatic** as the gateway to the markets of Central and Eastern Europe.

CONFINDUSTRIA BULGARIA




## Horizon Europe: the calls explained to the whole network

On **28 September Confindustria Bulgaria** promoted for the entire Confindustria Est Europa network the webinar **«Horizon Europe 2026-2027: funding opportunities for companies»**, with **ENCO – Engineering & Consulting**. After the welcome by Irena Brajović, Director of Confindustria Serbia, the session took an operational approach: what is open in the Work Programme, how to choose the right call, how to build a consortium and a proposal consistent across activities, results and impacts, and how proposals are evaluated. Two funded projects, **SYMBA** and **REFEST**, showed what sets a successful proposal apart. Registrations through the Federation's portal numbered **51**. Companies wishing to know more can contact their Representation.



CONFINDUSTRIA UNGHERIA

## Invest in Hungary, in Milan

On **15 October**, at the Milan offices of Gi Group Holding, the **Invest in Hungary Conference** explained to those weighing an investment why more than two thousand Italian companies have chosen Hungary. **Confindustria Ungheria** and **Confindustria Est Europa** were among the event's professional partners, with the government agency **HIPA**, EY, the Italian Chamber of Commerce for Hungary and WTS; UniCredit was Official Partner. After the keynote by HIPA's chief executive, **Bence Buday**, came two round tables: one on the investment environment and incentives, with entrepreneurs who have already opened a plant in Hungary; the other on the labour market, with the President of Confindustria Ungheria **Roberto Massucco**.

CONFINDUSTRIA EST EUROPA




## General Council: the network meets in Warsaw

On Friday **27** and Saturday **28 November** the **General Council** of **Confindustria Est Europa** meets in **Warsaw**, hosted by **Confindustria Polonia**. Two days of work among the network's Representations, devoted to the year's programme and the Federation's joint activities. The meeting closes a busy week: on the 27th Warsaw is also the last stop of the tour by Confindustria Vice President **Barbara Cimmino**, with the in-depth meeting «Italy and Poland: companies in dialogue» at the offices of Confindustria Polonia. Participation in the Council is reserved for its members and for guests of the Representations; the venue and detailed programme will be communicated by the Management. The Official Partner is **UniCredit**. The event page and poster are in the agenda at confindustriaest.eu.

# MORE THAN MEMBERS. PARTNERS.

Confindustria Est Europa promotes a model of strategic collaboration among businesses, institutions and regions, through **two instruments designed to create shared value**:

## 13 Thematic areas

- **GREEN PARTNER** — Sustainability and ecological transition
- **INNOVATION PARTNER** — Innovation and digital technologies
- **INFRASTRUCTURE PARTNER** — Infrastructure and logistics
- **ENERGY PARTNER** — Energy and energy security
- **CYBER PARTNER** — Cybersecurity, data protection, AI
- **DEFENCE PARTNER** — Defence industry and dual use
- **PMI GLOBAL PARTNER** — Internationalisation of SMEs
- **TALENT PARTNER** — Training, talent and young people
- **HEALTH PARTNER** — Life sciences, healthcare, pharmaceuticals
- **AGRI-FOOD PARTNER** — Agribusiness, food supply chains, traceability
- **FINANCE PARTNER** — Insurance, fintech and payments, advisory and export finance
- **CULTURE PARTNER** — Economic diplomacy, branding, business culture
- **MANUFACTURING PARTNER** — Advanced manufacturing, automation, machinery

## THEMATIC PARTNERSHIPS

**Exclusive collaboration paths** for companies wishing to stand out in one strategic field. **Every thematic partner:**

- Gains **institutional visibility** at events and in the newsletter, website and podcast;
- **Takes part in dedicated projects**, thematic round tables and missions;
- Receives an **exclusive badge** and tailored content;
- Enters a direct channel of dialogue with our representations across Central and Eastern Europe.

## SUPPORTING PARTNER

A flexible option for those who wish to support the network's activities with a cross-cutting profile, without a thematic commitment.

- Those approaching our network for the first time;
- Those wishing to support the European project of Confindustria Est Europa;
- Those aiming to consolidate their institutional presence in the Balkans and Eastern Europe.

CONFINDUSTRIA EST EUROPA

**For information, membership and collaborations**
**Write to:**
***comunicazione@confindustriaest.eu – media and visibility enquiries***
***direzione@confindustriaest.eu – institutional and formal contacts***