

**PROJECT TITLE:**

**LINE**

**Link-up with the Internationalisation process between Nepal and Europe**

**RESULTS**

The following SMEs participated in the B2B meetings during the “LINE” project in Nepal, Kathmandu:

ITALIAN VISITING COMPANIES
ATTEX Spa Via Dige, 4 22070 Luisago (Como) <a href="http://www.attex.it">www.attex.it</a>
COLOMBO SNC DI COLOMBO ELISABETTA E C. Via Resinelli, 10 23900 Lecco <a href="http://www.atelierdicarla.it">www.atelierdicarla.it</a>
GE.FI. Via Canova, 19 20145 Milano <a href="http://www.artigianoinfiera.com">www.artigianoinfiera.com</a>
PANT'S S.R.L. Piazza Manzoni, 30/31 23900 Lecco

ROBY FOULARD SPA  
Via Tevere, 3  
22070 Casnate con Bernate (Como)

WOOLGROUP SRL  
Via Amendola, 34  
50058 Signa Firenze  
[www.woolgroup.it](http://www.woolgroup.it)

#### SPANISH VISITING COMPANIES

FACTORIA D'HARCOURT  
Avda. Cesar Augusto, 30  
50004 Zaragoza  
[www.dharcourt.es](http://www.dharcourt.es)

GABINETE DE PROYECTOS E INICIATIVAS S.L.  
Paseo Constitución, 29 Duplicado, 3º Izq.  
50001 Zaragoza  
[www.gabinete.org](http://www.gabinete.org)

HEVIMAR S.L.  
Avenida Ciudad de Barcelona  
28007 Madrid  
[www.hevimar.es](http://www.hevimar.es)

CONFECCIONES JOSE JOAQUIN SANCHO S.L.  
C/ Joaquin Costa, 27  
50070 Caspe (Zaragoza)

NEPALESE HOSTING COMPANIES
CARE AND CRAFT CASHMERE UDHYOG Baneshwore Kathmandu
CLASSIC PASHMINA & HANDICRAFTS Patan Industrial Estate Lalitpur
DHAULAGIRI PASHMINA UDHYOG Tahachal Kathmandu
DIVYA PASHMINA UDHYOG Tikhedewal Lalitpur
EVEREST PASHMINA KNITTING AND WEAVING INDUSTRY Lalitpur
GANESHDEEP PASHMINA UDHYOG Kalanki Kathmandu
INDECOM SOIE PVT. LTD. Batak Bhairav Marg, Balkot VDC -2, Bhaktapur GPO BOX 4035 Kathmandu
MANDALA SILK AND PASHMINA TRADING Lazimpat Kathmandu
NEPAL HANDICRAFT Kalimati Kathmandu

<p>NEPAL PASHMINA KING          Putalisadak          Kathmandu</p>
<p>NEW REETA WOOLEN CARPET          Nakhipot          Lalitpur</p>
<p>SAGARMATHS SILKS          Baneshwar          Kathmandu  <a href="http://www.sagarmathasilks.com">www.sagarmathasilks.com</a></p>
<p>SHANGRILA SILK AND PASHMINA          Bansbari, Golfutar          Kathmandu  <a href="http://www.shangrilacashmere.com">www.shangrilacashmere.com</a></p>
<p>SHREE PASHMINA INDUSTRY          Chabahil          Kathmandu</p>
<p>SIDDHIVINAYAK PASHMINA UDHYOG          Thaiba          Lalitpur</p>
<p>SUNKOSHI CRAFT          Kathmandu Metropolitan City Ward No. 6, Building No. 85, Bauddha, Mahankal          Kathmandu  <a href="http://www.sunkoshicraft.com">www.sunkoshicraft.com</a></p>
<p>YAK &amp; YETI ENTERPRISES (P) Ltd.          GPO Box 3548, Lazimpant, Kumari Mai Marg          Ward no. 2.          Kathmandu  <a href="http://www.yysilver.com">www.yysilver.com</a></p>

<p>YANKILA PASHMINA INDUSTRY          Dhalko          Kathmandu</p>
<p>LEADING WOMEN'S GROUP          Lalitpur</p>
<p>EXPORT COUNCIL OF NEPAL (ECON)          Bhagabatisthan, Thamel          Kathmandu  <a href="http://www.nepalexport.com">www.nepalexport.com</a></p>
<p>HANDICRAFT ASSOCIATION OF NEPAL          Maitighar – PO Box 784          Kathmandu</p>
<p>TRADE &amp; EXPORT PROMOTION CENTRE          Natole, Pulchowk – PO Box 825          Lalitpur  <a href="http://www.tpcnepal.org.np">www.tpcnepal.org.np</a></p>
<p>NEPAL TOURISM BOARD          Bhrikutimandap – PO Box 11018          Kathmandu  <a href="http://www.welcomenepal.com">www.welcomenepal.com</a></p>

**Summary:**

At the B2B meetings participated a total of 33 SMEs. 10 of them were from Europe (6 Italian and 4 Spanish) and 23 from Nepal (19 SMEs and 4 associations). A total number of 224 B2B meetings were realised during the three working days in Kathmandu (184 B2B meetings at the hotel + 40 factory visits).

The following tables summarise the B2B meetings that each European SMEs realised with the Nepalese ones at the hotel:

9 <sup>th</sup> March 2007 - morning						
European SMEs	9.00-9.30	9.30-10.00	10.00-10.30	10.45-11.15	11.15-11.45	11.45-12.15
<b>Roby Foulard</b>	Sagarmatha	Indecom	Sangrila	Nepal Handloom	Yak&Yeti	Sunkoshi
<b>Attex - SPA</b>	Indecom	Sangrila	Nepal Handloom	Yak&Yeti	Sunkoshi	Dhoulagiri
<b>Pants' SRL</b>	Sangrila	Nepal Handloom	Yak&Yeti	Sunkoshi	Dhoulagiri	Classical
<b>Colombo</b>	Nepal Handloom	Yak&Yeti	Sunkoshi	Dhoulagiri	Classical	Ganeshdip
<b>Wool</b>	Yak&Yeti	Sunkoshi	Dhoulagiri	Classical	Ganeshdip	Shri pashmina

Cofecciones	Sunkoshi	Dhoulagiri	Classical	Ganeshdip	Shri pashmina	Everest
<b>Gabinete</b>	Dhoulagiri	Classical	Ganeshdip	Shri pashmina	Everest	Yankila
<b>Hevinar</b>	Classical	Ganeshdip	Shri pashmina	Everest	Yankila	Siddivinayak
<b>Ge. Fi</b>	Ganeshdip	Shri pashmina	Everest	Yankila	Siddivinayak	Divya
<b>Factoria</b>	Shri pashmina	Everest	Yankila	Siddivinayak	Divya	Nepal Handicraft

### 9<sup>th</sup> March 2007 - afternoon

<b>European SMEs</b>	<b>13.15-13.45</b>	<b>13.45-14.15</b>	<b>14.15-14.45</b>	<b>15.00-15.30</b>	<b>15.30-16.00</b>	<b>16.00-16.30</b>	<b>16.30-17.00</b>
<b>Roby Foulard</b>	Dhoulagiri	Classical	Ganeshdip	Shri pashmina	Everest	Yankila	Siddivinayak
<b>Attex - SPA</b>	Classical	Ganeshdip	Shri pashmina	Everest	Yankila	Siddivinayak	Divya
<b>Pants' SRL</b>	Ganeshdip	Shri pashmina	Everest	Yankila	Siddivinayak	Divya	Nepal Handicraft

<b>Colombo</b>	Shri pashmina	Everest	Yankila	Siddivinayak	Divya	Nepal Handicraft	Newrita
<b>Wool</b>	Everest	Yankila	Siddivinayak	Divya	Nepal Handicraft	Newrita	Care&Kashmir
<b>Cofecciones</b>	Yankila	Siddivinayak	Divya	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina
<b>Gabinete</b>	Siddivinayak	Divya	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmatha
<b>Hevinar</b>	Divya	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmath	Indecom
<b>Ge. Fi</b>	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmath	Indecom	Sangrila
<b>Factoria</b>	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmath	Indecom	Sangrila	Nepal Handloom

## 10<sup>th</sup> March 2007

	9.00-9.30	9.30-10.00	10.00-10.30	10.45-11.15	11.15-11.45
<b>European SMEs</b>					
<b>Roby Foulard</b>	Divya	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina
<b>Attex - SPA</b>	Nepal Handicraft	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmatha
<b>Pants' SRL</b>	Newrita	Care&Kashmir	Nepal Pashmina	Sagarmatha	Indecom
<b>Colombo</b>	Care&Kashmir	Nepal Pashmina	Sagarmatha	Indecom	Sangrila
<b>Wool</b>	Nepal Pashmina	Sagarmatha	Indecom	Sangrila	Nepal Handloom
<b>Cofecciones</b>	Sagarmatha	Indecom	Sangrila	Nepal Handloom	Yak&Yeti
<b>Gabinete</b>	Indecom	Sangrila	Nepal Handloom	Yak&Yeti	Sunkoshi
<b>Hevinar</b>	Sangrila	Nepal Handloom	Yak&Yeti	Sunkoshi	Dhoulagiri

<b>Ge. Fi</b>	Nepal Handloom	Yak&Yeti	Sunkoshi	Dhoulagiri	Classical
<b>Factoria</b>	Yak&Yeti	Sunkoshi	Dhoulagiri	Classical	Ganeshdip

**NOTA BENE:** The Italian company Ge.Fi. did also meet the following four Nepalese associations during the afternoon of the 10<sup>th</sup> March 2006 – Export Council of Nepal, Handicraft Association of Nepal, Trade & Export Promotion Centre, Nepal Tourism Board.

**Request for assistance:**

At the end of the trade mission and during the help-desk activities the following came out:

- Italian visiting SMEs
  - Attex Spa would like to start business relationships with 2 Nepalese companies
  - Roby Foulard Spa would like to start business relationships with 2/4 Nepalese companies
  - Colombo Snc would like to start business relationships with 2 Nepalese companies
  - Pant's Srl would like to start business relationships with 5 Nepalese companies
  - Ge.Fi would like to start business relationships with 2 Nepalese companies
  - Woolgroup Srl would like to start business relationships with 1 Nepalese company



- Spanish visiting SMEs
  - Confecciones Jose Joaquin Sancho SI would like to start business relationships with 1 Nepalese company
  - Fectoria d' Harcourt would like to start business relationships with none of the Nepalese companies
  - Gabinete de Proyectos e Iniciativas would like to start business relationships with 1 Nepalese company
  - Hevimar SI would like to start business relationships with 1 Nepalese company

### ***Roby Foulard Spa***

Mr Angelo Pellegrini did some sampling orders for a total of Euro 10.000,00 in order to verify the quality of the Nepalese products accordingly to his needs and time of the delivery of goods.

### ***Colombo Snc***

Mrs Carla Anghileri bought some samplings from 6 Nepalese SMEs in order to verify the quality of the Nepalese products and to understand possible future relationships with the same on the Italian market.

### ***Ge.Fi.***

The Italian company Ge.Fi. had a very interesting meeting with a Nepalese Association with which it might be possible to have future collaborations for the selling of sq meters for stands during the “International Crafts Selling Exhibition” that are held in Milan, Italy every year.



### ***Attex Spa***

Mr Attilio Pascucci did an order of samples to one Nepalese SMEs in order to verify the possibility to distribute these Nepalese products to its own clients. The samples were delivered on time and with the agreed conditions.

### ***Woolgroup Srl***

The Italian company Woolgroup bought some samples directly in Nepal during the B2B meetings. Mr Davide Ciampi is trying to understand if the Nepalese products can be sold in Italy to his clients.

### ***Pant's Srl***

The Italian company Pant's bought some samples directly in Nepal during the B2B meetings. The company is evaluating the possibility for future business collaborations with one Nepalese SMEs.



**The three working days in Kathmandu were organised as follows:**

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OPENING SEMINAR

***Thursday, 8<sup>th</sup> March 2007***

HOTEL EVEREST \*\*\*\*\*  
New Baneswor, Kathmandu, Nepal  
Tel: (66-2) 6776240 to 5

- 3.30 pm Registration of participants
- 4.10 pm Welcome speech  
**Mr. Sahnker Prasad Pandeya**  
*President of Silk Association Nepal (Partner 1)*
- 4.30 pm Inauguration Ceremony  
**Mr. K.P. Sharma Oli**  
*Deputy Prime Ministry*
- 5.00 pm Welcome speech and presentation of Spanish visiting SMEs  
**Ms. Beatriz del Rey**  
*Association Young Entrepreneurs of Zaragoza (Partner 3)*
- 5.10 pm Welcome speech and presentation of Italian visiting SMEs  
**Ms. Ivana Capra**  
*Co.Export S.c.c.ar.l. (Applicant)*
- 5.20 pm Welcome speech and policy of European Union  
**Mr. Deuardo Lechuga Jimenez**  
*Charge D. Affaires European Commission*
- 5.30 pm Presentation of ASIA-INVEST programme  
**Mr. Giap Dang**  
*Adviser of the Delegation of the European Commission to Nepal*



- 5.40 pm Welcome speech  
**Mrs. Ambica Shrestha**  
*Spanish Consulate*
- 5.50 pm Welcome speech  
**Mr. Ravi Bhakta Shrestha**  
*Italian Consulate*
- 6.00 pm Welcome speech  
**Mr. K.P. Sharma Oli**  
*Deputy Prime Ministry and Ministry of Foreign Affairs*
- 6.10 pm End of Opening Seminar

### **B2B MEETINGS**

#### ***Friday, 9th March 2007***

- 9.00 am Start up - B2B meetings according to the participants' agenda
- 6.00 pm End of B2B meetings according to the participants' agenda

#### ***Saturday, 10th March 2007***

- 9.00 am Start up - B2B meetings according to the participants' agenda
- 6.00 pm End of B2B meetings according to the participants' agenda

The afternoon was used to visit Nepalese hosting companies.

#### ***Sunday, 11th March 2007***

The day was used to visit Nepalese hosting companies.

For any further information please contact:

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