

AGREEMENT OF COOPERATION

Signed Between
The Center for Internationalization of Enterprises and the Promotion of
SME's in the Euro-Mediterranean Area (CIEM)
And
The Lebanese Economic Forum (LEF)

Beirut, 5th May, 2000

Considering that:

The CIEM represents a model of partnership between public institutions/ industrial associations/ financial institutes in order to support the SME's in the internationalization Processes.

CIEM's goal is to be considered one of the referenced structures for growing and implementing the bilateral and multilateral cooperation within the framework of the Euro-Mediterranean partnership through:

1. promotion the role and centrality of the enterprises in the economy globalization scenarios;
2. strengthening the competitive factors in SME's;
3. supporting cooperation between enterprises (joint-ventures, sub-contracts, cooperation agreements);
4. orienting enterprises toward innovative marketing strategies;
5. fostering networks and data bank involving SME's;
6. promoting industrial districts (cluster), industrial parks and locations.

The LEF aims at mobilizing the efforts of the Lebanese businessmen to contribute to the economic and social development in Lebanon through:

1. addressing economic issues and problems that face the business community;
2. strengthening the position achieved by the business community, and widening the scope of its role in the development process;
3. providing useful services to the Lebanese businessmen to enable them to better manage their enterprises in a fast development world;
4. supporting the role of the Lebanese business community in the globalization process by enhancing the competitiveness of Lebanese products in both foreign as well as local markets, and attracting foreign investments to needed development projects;
5. strengthening the role of the business community in the economic policy making with the aim of reforming laws and regulations to better suit international standards.

The central role of the SME's, as an engine for development can become a concrete possibility within the context of a suitable environment, which needs to be designed considering the need of the enterprises.

In Italy, and particularly in Sicily, there is an increasing interest for both Lebanese economy and markets and there are several enterprises that are considering to realize new locations and bilateral cooperation and partnership with Lebanese enterprises.

Agreement of Cooperation
CIEM/LEF
May 5th, 2000.

The CIEM and the LEF agree.

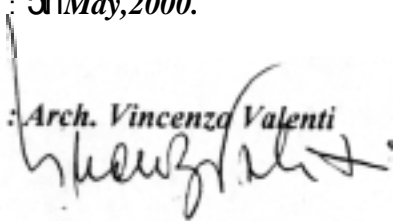
1. to promote the economic cooperation between Italian and Lebanese enterprises;
2. to support this cooperation between enterprises supplying all the necessary services and technical assistance;
3. to identify, from each country, the industrial sectors which are most interested by this Cooperation;
4. to promote concrete and operative projects for the creation of "pilot initiative" for the establishment of SME's in order to stimulate their interest and obtain a more stable participation of the Italian and Lebanese enterprises;
5. to cooperate for the reconstruction and the development, in the various economic and productive sectors of the Lebanese economy especially in the south of Lebanon;
6. to promote joint events, including, fairs and exhibitions, as well as, conferences and seminars, to discuss means of cooperation between Italian and Lebanese enterprises;
7. to exchange business delegations;
8. to exchange information and economic reports.

On behalf of
CIEM S.C.p.A.

Date : *5th May, 2000.*

Name : *Arch. Vincenzo Valenti*

Signature .



On Behalf of
Lebanese Economic Forum

Date : *5th May, 2000.*

Name : *Dr. Ghazi Youssef*

Signature :

