



00193 roma
via crescenzio, 9
tel. (06) 6867486/7
c. f. 97028850582

ASSOCIAZIONE
NAZIONALE
FINANZIARIE
REGIONALI

22-5-1992

Mrs Mary Rogers
Joint Chief Executive
Greater London Enterprise
Fax: 071/403 1742

Dear Mrs Rogers,

referring to our last meeting held in London in May, 1991, I am glad to bring you update about the progress Assofir has made in the direction of a collaboration among the European Development Agencies.

In particular, we have proceeded with a series of important institutional contacts, some of them within the E.E.C., which have brought to the definition of an agreement with Spain, France and Belgium for the creation of a European Group of Economic Interest - G.E.I.E., which includes among its partners 10 Spanish Sociedades para el Desarrollo Industrial (S.O.D.I.), 20 French Sociétés de Développement Régional (S.D.R.) and the Société de Développement Régional de Bruxelles. Along with these interlocutors, we have defined a draft of agreement and the statute of G.E.I.E., which you will find enclosed.

At the same time, we have got in contact with 3I Italia S.P.A., the Italian Company of the 3I Group - Investors in Industry PLC, to investigate the possibilities of co-operation in the venture capital and development capital sectors.

To the light of this initiative, and as a confirmation of the commitment to your agency, as you showed an interest to examine the subject in detail, I would think it useful to organize another meeting to discuss this new opportunity.

In fact, I think that G.E.I.E. can prove to be the ideal vehicle to carry out the objective we had set last year.

To better explain the finalities and aims of G.E.I.E., I would be happy to meet you, possibly during the first week of June, when I have already organized a business trip to Great Britain.

If you can receive me, I would suggest to see you in London on the 3rd of June ; in that occasion we can discuss the common points of interest and start a collaboration that I am sure will prove to be of reciprocal satisfaction.

Hoping to see you soon, I remain
yours sincerely

Giancarlo Sacconi
Head of International Relations Department