

Company name	Estre Ambiental S.A.		
Address	Av. Pres. Juscelino Kubitschek, 1830, 2° andar		
Post code, City	04543-000, São Paulo		
Phone			
Fax			
E-mail			
Website	www.estre.com.br		
Contact person (name	and position) Lucas Veloso, Head of New Business Development		
Spoken languages	Portuguese, English		
Activity sector	X Renewable Energy (Photo voltaic, Solar energy (thermal)		
	X Hydropower, Biomass, etc.)		
	X Soil / Contaminated Land		
	☐ Risks (Natural and technological)		
	□ BIO-Building		
	X Waste Management / Recycling		
	X Water/Wastewater Treatment		
	☐ Air quality/Off-gas Management		
	☐ Noise Prevention and Treatment		







Description of your activity	Waste Management			
Date of	1999			
establishment				
Turnover	€1bi			
Nr of employees	20.000			
Please detail the	Waste Co	ollection		
products you deal		sposal (Landfill, co-processing, biorremediation)		
with (and related		ic Recycling		
brands):	•	g and RDF		
- typology	Carbon C			
- range		Landfill gas to energy		
	Waste Management			
Geographic areas	All regions in Brazil, some in Argentina and Colombia, East and South			
covered	areas of USA.			
Please indicate if you				
are already sole agent	No			
of foreign products	Ves Doutugal Commons Cosin HCA Tale Nederlands I.			
Please indicate if you	Yes. Portugal, Germany, Spain, USA, Italy, Netherlands, Japan.			
have contacts with				
foreign companies. If				
yes, indicate the				
country/ies				
Please indicate your customers'	Estre is the biggest waste management company in Latin America, we			
characteristics	operate the public collection and final disposal for many municipalities			
characteristics	in Brazil. We also operate in the private held and our customers are the			
	biggest companies in Brazil such as Petrobras, Vale, Natura, P&G, Bosch etc.			
Please indicate if you l		Yes. Biotecnogás.		
already worked with It		10s. Diotectiogas.		
companies.	anan			
If yes, which ones?				
ir yes, which ones!				







Sub-sectors you are mostly interested in:	X Renewable Energy (Photo voltaic, Solar energy (thermal)		
	X 1	Hydropower, Biomass, etc.)	
		Soil / Contaminated Land	
		Risks (Natural and technological)	
		BIO-Building.	
	X	Waste Management / Recycling	
	X Water/Wastewater Treatment		
	☐ Air quality/Off-gas Management		
		Noise Prevention and Treatment	
Please indicate products/services/pro solutions you are look		The main objective is on Waste-to-energy solutions. We are looking for technology on Biogas and RDF. Waste Management solutions are also a target.	
Please indicate which kind of cooperation you would be more interested in		We are searching for Know-how, companies that have proven solutions on the technologies we need. They can be suppliers, partners, consulting. We don't have any restriction on the model of the partnership.	
Please give the specific purpose of your visit in Italy		We just received a loan of €40MM from World Bank to invest in waste-to-energy projects and we are selecting our main suppliers.	











Centro Estero per l'Internazionalizzazione C.so Regio Parco, 27/29 10152 TORINO

Enrica Demichelis - Daisy Romaniello

tel. 011.6700.684/567







Company name	Odebrecht Properties			
Address	Av. Das Nações Unidas 8501			
Post code, City	05425-070, São Paulo			
Phone				
Fax				
E-mail				
Website	http://www.odeb	precht.com/en/businesses-and-interests/properties		
Contact person (name	and position)	Michelle Muhringer Shayer, Corporation Sustainability Manager		
Spoken languages		English, Portuguese, Spanish		
Activity sector	☐ BIO-Building			
	☐ Waste Management / Recycling			
Description of your activity	Responsible for the management of properties: buildings for private use, entertainment and for public services.			
Date of	Odebrecht Properties was established in 2012 but the Odebrecht			
establishment		Holding was formed in 1944		
Turnover	Odebrecht Holding: 41 billion USD (2012) Odebrecht Properties was created in 2012			
Nr of employees	Odebrecht Holding: 175000 Odebrecht properties:			
Please detail the products you deal with (and related brands): - typology - range	Odebrecht Properties has three type of activities: 1. Public-Private Partnerships for the management of infrastructure for education, public administration and urban planning 2. Management of properties in the entertainment sector (3 stadiums: Maracanã, Itaipava Arena Fonte Nova, Itaipava Arena Pernambuco) 3. Management of real estate assets for private clients			







Geographic areas	Odebrecht Holding has operations in Brazil e South America, North		
covered	America, Europe, Africa. Odebrecht Properties only operates in Brazil		
	at the moment		
Please indicate if you are already sole agent of foreign products Please indicate if you	No		
have contacts with foreign companies. If yes, indicate the country/ies			
Please indicate your customers' characteristics	Customers are typically the municipalities that own the facilities (e.g. stadiums, hospitals, schools)		
Please indicate if you have already worked with Italian companies. If yes, which ones?			
Sub-sectors you are mostly interested in:	☐ Renewable Energy		
Please indicate products/services/prosolutions you are lool			









Please indicate which kind of cooperation you would be more interested in	 Purchase of specific solutions/products Contracting services
Please give the specific purpose of your visit in Italy	Find out the latest technologies and solutions to address the challenges of managing complex real estate assets



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Enrica Demichelis - Daisy Romaniello

d: ambiente@centroestero.org Tel. 011.6700.684/567









Company name	BNETD, Service Evaluation and Environment		
Address	Abidjan, Cote d'ivoire		
Post code, City			
Phone			
Fax			
E-mail			
Website	bnetd.ci		
Contact person (name	and position)	Mr. Michel DOGOUA Leopold Caesar, Chief of Environmental Reviews Service (EES) Department of Environment, Sanitation and Hydraulics (DEAH) BNETD	
Spoken languages	-	French, English	
Activity sector	✓ Re 	newable Energy (Photo voltaic, Solar energy (thermal)	
		Contaminated Land.	
	☐ Risks (Natural and technological)		
	☐ Air qua	ulity/Off-gas Management	
CAMERA DI COMMERCIO	Camera di Commerc	io	







	☐ Noise Prevention and Treatment		
Description of your			
activity	Construction and Public Facilities		
	Environment, Sanitation and Hydraulics		
Date of	<mark>1978</mark>		
establishment			
Turnover			
Nr of employees	1000		
	The big Mission of BNETD		
Please detail the	Agriculture and Rural Land		
products you deal	Urban Planning and Local Development		
with (and related	Centre of Cartography and Remote Sensing		
brands):	Construction and Public Facilities		
- typology	Environment, Sanitation and Hydraulics		
- range	Economic Research and Financial Matters Industry, Energy and Mines Infrastructure and Transport		
	Information Technology and Communication		
Geographic areas	Cote d'ivoire and Africa		
covered			
Please indicate if you			
are already sole agent			
of foreign products Please indicate if you	Rangua Mondiala		
have contacts with	Banque Mondiale FED		
foreign companies. If	FEM		
yes, indicate the	BAD		
country/ies	UEMOA		
Please indicate your			
customers'	public and private companies, governments and organizations		
characteristics			
Please indicate if you	have no		
already worked with I			
companies.			
If yes, which ones?			
Cool cools			
Sub-sectors you are	✓ Renewable Energy (Photo voltaic, Solar energy (thermal)		







mostly interested in:			
	☐ Hydropower, Biomass, etc.)		
	☐ Soil / Contaminated Land		
	☐ Risks (Natural and technological)		
	✓ BIO- Building.		
	☐ Waste Management / Recycling		
	✓ Water/Wastewater Treatment		
	☐ Air quality/Off-gas Management		
	☐ Noise Prevention and Treatment		
Please indicate products/services/pro solutions you are look			
Please indicate which cooperation you wou more interested in	,		







Please give	the specific	
purpose of	your visit in	Italy

participate in the fair and meet environmental and business partners of the same area, also to show our company and establish new business contacts and cooperation. This is a real opportunity for us, because we will be able to have access to other areas related to our activity and incorporate ecological solution







COMPANY PROFILE

COMPANY INFORMATION

Company name	ZAGROS GROUP				
Address	BRYAN BUILDING SHAQLAWA STREET, SHORESH, ERBIL CITY				
Post code, City	44	44000 ERBIL			
Phone					
Fax					
E-mail					
Website		_	s-group.net		
<u> </u>	l		s-group.com		
Contact person (nan position)	ne ar	na –	CARLITO CANTA MANAGING DIRECTOR		
Spoken languages			ENGLISH		
	ı				
Sector you deal with:	 ☐ Hotels X Airports X Schools X Hospitals ☐ Yachts ☐ Other: Oil & Gas, Energy, IT & Communication, Construction, Health, Aviation 				
Projects already realized:	1)	Halabja	Chemical Disease Hospital	2011	Website
realized.	2)	Wind En	ergy Feasibility Study	2012	Website
	3)	OH Tran	smission Line Project	2011	Website
	4)	Oil Pipe	Line & CPF	2007	Website
	5)	132kV U	nderground Cable in Erbil	2012	Website







DISTRIBUTION

Detail the products you deal with (and related brands): - typology - range	Design & Building Construction, Roads & Bridges Power Generation & Transmission, Renewable Energy,
Segment the level of the products you deal with:	
Indicate whether you have your own brand/s:	
Geographic area covered:	KURDISTAN, ISTANBUL, DUBAI
Indicate your customers' characteristics:	GOVERNMENTAL

INTERNATIONAL ACTIVITY

Are you already the sole agent of foreign products? If yes, which ones?	YES, HILTI
Do you have contacts with foreign suppliers? If yes, indicate name and country	YES, ABB, SIEMENS,

TAILOR YOUR B2B AGENDA

· · · · · · · · · · · · · · · · · · ·	Any products for electricity (Energy), Oil & Gas,
mostly interested in:	Communication, Aviation, Construction,
	handmade furniture.

Choose and list the Piemonte	Baboo Energy Service Company
InContract companies you wish	2. Stecher
to meet from the following	3. Safet
website:	4. Pisano Group
<u>www.piemonteincontract.com</u>	Industria Laterizi San Grato
\	6. GeoData Engineering
Companies	7. Franco Barberis
	8. F.O.R Fonderie Officine Richetta
	9. Essea
	10.Dobedo
	11.Dimensione
	12.Cemental
	13.Tuxor
	14.STEGET srl
	15.LIS S.R.L.
	16.DUEGIELLE
	17.STUDIO GALLO
	18.Carmec
	19.Altair Engineering
	20.PESS TECHNOLOGIES SRL
	21.BMT Trading Services
	22.Dimensione SPA
	23.Camerana & Partners
	24.AI ENGINEERING S.r.l.
	25.Penetron Italia
Give further useful information,	2511 311 311 124114
if any:	
ii diiyi	



ETS NAZIH BRAIDI FOR ENG AND CONT		
Beirut, Achrafieh, St Maroun Str., Maamari Bldg.		
259 Zahle		
www.est-nazihb	oraidi.com	
and position)	Nazih Braidi - Owner	
	English - French	
☐ Renew	able Energy (Photo voltaic, Solar energy (thermal)	
•••••		
☐ Hydro _l	power, Biomass, etc.)	
□ Soil / C	Contaminated Land	
□ Risks (Natural and technological)	
V DIO D	ıilding	
	mung	
X Waste I	Management / Recycling	
X Water/V	Wastewater Treatment	
☐ Air qua	ality/Off-gas Management	
□ Noise l	Prevention and Treatment	
	Beirut, Achrafie 259 Zahle www.est-nazihlt and position) Renew Hydrop Soil / C Risks (X BIO-Bu X Waste M Air qua Noise I	







Description of your activity	GENERAL CONTRACTOR
Date of establishment	1984
Turnover	30.000.000 USD
Nr of employees	70
Please detail the products you deal with (and related brands): - typology - range	- Procures goods and services for the management , integration maintenance, operating
Geographic areas covered	Lebanon
Please indicate if you are already sole agent of foreign products	NO
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	YES
Please indicate your customers' characteristics	Public sector
Please indicate if you already worked with It companies. If yes, which ones?	







Sub-sectors you are mostly interested in:		Renewable Energy (Photo voltaic, Solar energy (thermal)		
		Hydropower, Biomass, etc.)		
		Soil / Contaminated Land		
		Risks (Natural and technological)		
		BIO-Building		
		□ Waste Management / Recycling		
		Water/Wastewater Treatment.		
		Air quality/Off-gas Management		
		Noise Prevention and Treatment		
Please indicate products/services/processes solutions you are looking for		Contractors for infrastructure works and waste water treatment projects and suppliers of all kinds of construction materials		
Please indicate which kind of cooperation you would be more interested in		Joint-venture		
Please give the specific purpose of your visit		To find contractors able to collaborate with us, on a joint-venture basis in order to bid for future tenders in general and in particular for projects financed by the Italian government.		









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Enrica Demichelis - Daisy Romaniello

†: ambiente@centroestero.org Tel. 011.6700.684/567







Company name	MC OJSC "Eco-System"			
Address	Vereyskaya, 17			
Post code, City	121357			
Phone				
Fax				
E-mail				
Website	www.eco-syster	n.ru		
Contact person (name	and position)	Marina Bochkova		
Spoken languages		English		
Activity sector	☐ Renew	able Energy (Photo voltaic, Solar energy (thermal)		
		oower, Biomass, etc.)		
	X Soil / C	ontaminated Land		
	☐ Risks (Natural and technological)			
	□ BIO-B	uilding		
	X Waste N	Management / Recycling		
		Wastewater Treatment		
	☐ Air qua	ality/Off-gas Management		
	□ Noise I	Prevention and Treatment		







Description of your activity	Investment Holding Company "Eco-System" t was established in 2007 for modernization and development of waste management system in Russia and CIS countries on the basis of modern technologies. The waste management integrated system that our company is currently establishing in the regions of operation comprises of the following elements: • Waste collection and transportation (household and enterprises). • Waste sorting. • Recycling of reusable materials (plastics, paper & carton, wood). • Wastes depositing at landfills. At the moment the «Eco-System" Group of Companies is an industry leader by the number of the served territories in Russia and includes 13 affiliated companies operating in 6 regions of Russia: Astrakhan, Altai, Belgorod, Tomsk, Kostroma and Moscow Regions.
Date of establishment	2007
Turnover	680 миллионов руб.
Nr of employees	200 000
Please detail the products you deal with (and related brands): - typology - range	
Geographic areas covered	Astrakhan, Altai, Belgorod, Tomsk, Kostroma and Moscow Regions.
Please indicate if you are already sole agent of foreign products	
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Bollegraaf Machinery (the Netherlands)
Please indicate your customers' characteristics	









Please indicate if you have already worked with Italian companies. If yes, which ones?		No
mostly interested in:		Renewable Energy (Photo voltaic, Solar energy (thermal) Hydropower, Biomass, etc.) Soil / Contaminated Land. Risks (Natural and technological). BIO-Building.
		Waste Management / Recycling Water/Wastewater Treatment Air quality/Off-gas Management
Please indicate products/services/processes solutions you are looking for		Different types of waste sorting equipment including used, recycling equipment, etc
Please indicate which cooperation you wou more interested in		Buyer, partner, dealer, etc





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Please give the specific purpose of your visit in Italy

To find an appropriate supplier/partner.

PLEASE SEND IT BACK TO:



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*: ambiente@centroestero.org Tel. 011.6700.684/567







Vitasvet		
Russia, Moscow, Leninsky Prospekt 135		
117513		
Vitasvet.ru		
and position)	Lukin Andrey	
	Russian, English	
X Renewab	ble Energy (Photo voltaic, Solar energy (thermal)	
•••••		
☐ Hydropo	ower, Biomass, etc.)	
□ Soil / Co	ontaminated Land	
□ Risks (N	Vatural and technological)	
☐ Kisks (Natural and technological)		
■ DIO D	ildin -	
☐ BIO-Building		
☐ Waste M	Management / Recycling	
•••••		
☐ Water/W	Vastewater Treatment	
•••••		
☐ Air qual	ity/Off-gas Management	
□ Noise P	revention and Treatment	
	Russia, Moscow, 117513 Vitasvet.ru and position) X Renewab Hydropo Soil / Co Risks (N BIO-Bu Waste N Water/V Air qual	







Description of your activity	energy, u lighting. world ma and inext integrate homes, c	TET created for promotion in the Russian market of renewable uninterrupted, autonomous power supply and energy-efficient. We offer advanced technology and equipment of leading anufacturers for heat and electricity through theuse of clean haustible energy of the sun. The company is engaged in d supplies and installation of PV - equipment for electricity to ottages, hotels, industrial and agricultural facilities. We can r panels, batteries, inverters, controllers, solar collectors and cs.	
Date of establishment	April 200	08	
Turnover	600000€		
Nr of employees	50		
Please detail the products you deal with (and related brands): - typology - range	Solar par Solar cor	off grid (Schneider Electric (Xantrex), OutBack) 4-32kW nels (Russian factories) 1-15kW ntrollers (Schneider Electric (Xantrex), OutBack) solar (Ariston)	
Geographic areas covered	Russia		
Please indicate if you are already sole agent of foreign products	are not		
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies		er Electric-Xantrex (Russian agency), OutBack(Germany TiSun(Austria), Ariston(Russian agency)	
Please indicate your customers' characteristics	private and state-owned enterprises		
Please indicate if you la already worked with It companies. If yes, which ones?		not working	









Sub-sectors you are mostly interested in:	X Renewable Energy (Photo voltaic, Solar energy (thermal)	
	☐ Hydropower, Biomass, etc.)	
	☐ Soil / Contaminated Land	•
	☐ Risks (Natural and technological)	
	☐ BIO-Building	•
	☐ Waste Management / Recycling	•
	☐ Water/Wastewater Treatment	
	☐ Air quality/Off-gas Management	
	☐ Noise Prevention and Treatment	
Please indicate products/services/pro solutions you are look		
Please indicate which cooperation you wou more interested in		
Please give the specif purpose of your visit		





RECHONE





Centro Estero per l'Internazionalizzazione C.so Regio Parco, 27/29 10152 TORINO

Enrica Demichelis - Daisy Romaniello

tel. 011.6700.684/567







Company name	Ülker Mühendis	slik Müşavirlik İnşaat Ve Sanayi Ticaret Limited Şti	
Address	Şemsettin Günaltay Cad. Gökay Sok. 12/Köşk Erenköy, Kadıköy-		
	İstanbul, Turkey	/	
Post code, City	34738		
Phone			
Fax			
E-mail			
Website	www.ulkermuhendislik.com.tr		
Contact person (name and position)		Dr. A. Hamit ÜLKER (Director)	
-		Ömer ÜLKER (Technical Manager)	
Spoken languages		Turkish, English	







Activity sector	☐ Renewable Energy (Photo voltaic, Solar energy (thermal) ☐ Hydropower, Biomass, etc.)	
	☐ Soil / Contaminated Land	
	■ Risks (Natural and technological)	
	☐ BIO-Building	
	■Waste Management / Recycling	
	■Water/Wastewater Treatment	
	☐ Air quality/Off-gas Management	
	☐ Noise Prevention and Treatment	
Description of your activity	Environmental, Infrastructural engineering, Structural and seismic engineering and marine structures, design services, Provision of consultancy and construction supervision services	
Date of establishment	04.05.1988	
Turnover	Approximately 1,200,000.00 Euro	
Nr of employees	35	
Please detail the products you deal with (and related brands): - typology - range	We provide services in the fields of structural, seismic, infrastructural, marine and environmental engineering	









Geographic areas	Turkey, Azerbaijan, Georgia, Saudi Arabia	
covered		
Please indicate if you	We used to be the agent of Kinemetrics US and Starseismic Europe	
are already sole agent		
of foreign products		
Please indicate if you	 Rutherford & Chekene incorporated in California, USA 	
have contacts with	 CQA Group of Companies (Containment Quality Associates 	
foreign companies. If	Ltd) incorporated in UK.	
yes, indicate the	 Star Seismic Europe Ltd, incorporated in Hungary 	
country/ies	 Niras incorporated in Denmark 	
	 Jennings O'Donovan Partners Limited, incorporated in Ireland 	
	 JB Barry-incorporated in Ireland 	
	 Med Nautilius, incorporated in İsrael, 	
	 ADO-G Group of Companies incorporated in Azerbaijan, 	
	 Umm Al Qura University, Saudi Arabia 	
Please indicate your	Companies within Private and Public Sector, local or foreign	
customers'	companies, Department of EU Investments, Projects financed by	
characteristics	Word Bank and European Union, Republic of Turkey	
	Universities, Republic of Turkey Military, Banks, Republic of	
	Turkey Ministry of Environment Projects	
Please indicate if you	nave No	
already worked with It	r <mark>alian </mark>	
companies.		
If yes, which ones?		
•		







Sub-sectors you are mostly interested in:		Renewable Energy (Photo voltaic, Solar energy (thermal)	
	■] 	Hydropower, Biomass, etc.)	
		Soil / Contaminated Land	
		Risks (Natural and technological)	
		BIO-Building	
		☐ Waste Management / Recycling	
		☐ Water/Wastewater Treatment	
	☐ Air quality/Off-gas Management		
	☐ Noise Prevention and Treatment		
Please indicate products/services/processes solutions you are looking for		Environmental engineering consultancy for solid waste, wastewater and potable water	
Please indicate which kind of cooperation you would be more interested in		Joint Venture, Local Representation	
Please give the specific purpose of your visit in Italy		To establish connections with international companies to partner for environmental projects funded mostly by the European Union in Turkey	





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