Big projects (Infrastructure, Residential, Engineering)

Odebrecht Properties - BRASIL 77Construction - IRAQ Sinatel - IRAQ Est. Nazih - LEBANON Ulker - TURKEY





















ODEBRECHT

BRAZIL

ODEBRECHT PROPERTIES www.odebrecht.com

Contact person: Michelle Shayer

Position: Sustainability Corporate Manager at Odebrecht Properties























BRASIL – ODEBRECHT PROPERTIES

ODEBRECHT GROUP





Building and Engineering (100% ODB)





Latin America Investments (100% ODB)





Defense Integrated Systems (100% ODB)





Naval Building and Offshore (35% ODB; 35% OAS e UTC; 30% KHI)





Roadways, Railways and Logistics (70% ODB; 30% FI-FGTS)





Energy Investment (100% ODB)





Chemistry and Petrochemistry (38% ODB; 36% Petrobras; 26% Outros)





Water treatment, sewage treatment, waste management and contamination remediation (73% ODB; 27% FI-FGTS)





Real Estate Development(86% ODB; 14% Gávea)





Etanol and Bioenergy (55% ODB; 45% BNDES, Sojitz, outros)





Oil and Gas (81% ODB; 14% Temasek; 5% Gávea)





Odebrecht Properties (100% ODB)





















Present in more than 25 countries



BRASIL – ODEBRECHT PROPERTIES

BRASIL

Investment in differentiated and optimized assets for the specific needs of our Clients, providing additional services that add value to users experience with focus on 3 areas

PROPERTIES

PUBLIC PARTNERSHIPS

ENTERTAINMENT





























PROPERTIES

Field

Commercial Real State for Odebrechts companies in Brazil

Current Portfolio

- Odebrecht São Paulo Building
- Salvador Head Office























BRASIL – ODEBRECHT PROPERTIES

PUBLIC PARTNERSHIPS

Field

Exhibition and Administrative Centers, Schools, Universities and Hospitals by structuring lease or PPPs in Brazil

Current Portfolio

- CENTRAD
- BH Schools
- Porto Novo
- Olympic Park





















ENTERTAINMENT

Field

Arenas (indoor and outdoor) and other Buildings related to entertainment in Salvador, Recife, Rio e São Paulo

Current Portfolio

- Fonte Nova Arena
- Pernambuco Arena

















BRASIL – ODEBRECHT PROPERTIES

LOOKING FOR

Environmental solutions for building management Waste management and recycling Solar energy systems
Water reuse systems

WHAT'S NEW?

New public-private partnerships related to urban operations, such as revitalization of large areas in Salvador and Belo Horizonte























IRAQ

77 Insaat ve Taahutt www.77construction.com

Contact person: Worya A. Al Najjar

Position: Iraq Representative

























CONSTRUCTION AND INFRASTRUCTURES SECTOR OVERVIEW IN IRAQ

In Kurdistan too many business opportunities and incoming projects, most of them belong to infrastructures sector, many DAM PROJECTS will construct in kurdistan soon also there is strong demand on construction of schools with PRECAST SYSTEM

Two big intersection in Erbil, first call MAKHMUR INTERSECTION will announced soon it's cast around 50 Million US Dollar, another intersection called Baherka intersection around 35Million US Dollar.



















IRAQ - 77CONSTRUCTION

ACTIVITY DESCRIPTION

Our Company Specialized in Construction of Road and Bridge in all Iraq.



GEOGRAPHIC AREAS COVERED

Turkey – IRAQ – Afghanistan – Libya and Djibouti





















LOOKING FOR

Actually we are looking for capable Italian Company to make JV for upcoming projects in Iraq or in Libya, specialized in RCC dam and in Oil services scope. Also we are looking for precast – pre stress factory to join with us in IRAQ.

WHAT'S NEW?

We are looking for to get a bridge project in south and some in pipe line works in Kurdistan.

























IRAQ



Contact person: Homayoun Noorivandi

Position: Board Member

























ACTIVITY DESCRIPTION

Working and investing in the following sectors:

Information Technology

Sinatel Co., Ltd. is the main company in IT sector that works as a IT solution and service provider in 3 major fields,

- Higher Education (e-Campus)
- e-Government
- e-Health
- e-Payment

Construction

Redyar Company is the main company in construction field who runs many large scale projects in Iraq as investor or contractor. Rhien Mall (Erbil), New food & fruit distribution center of Erbil (www.ErbilFDC.com), Safwan border exchange center, New Silo of Erbil, Day2Day Mall (Kirkuk) are some of them

















General Trading & Distribution

Soryaz Co. and Fruit Company are two main companies working in general trading and distribution in Iraq.

Sport & Leisure

Best Sport City is the company who is in charge of building and managing new Sport Complex of Erbil which would be constructed in new future in around 2,000,000 square meter in Erbil.

GEOGRAPHIC AREAS COVERED

Iraq, especially Kurdistan Region (Erbil, Duhok, Soleymanieh)



















LOOKING FOR

Expert companies in

- Engineering & constructing sport complexes
- Managing & developing Sport Businesses
- e-Government solutions
- e-Payment Solutions

as

COLLABORATIONS
NOT ONLY by CAPITAL

but also by

Expert Human Resources
Technology and Know-How
Operation & Maintenance Services

. . .























WHAT'S NEW?

ROADS & CIVIL CONSTRUCTIONS

- New food & fruit distribution center of Erbil
- Best Sport Complex (Erbil)
- Hyper Complex (Erbil)
- Green Land (Industrial Greenhouses)
- Safwan Border Exchange Center
- Industrial Cattle Farm (3000)

E-GOVERNMENT PROJECTS

- Ministry of Justice (Real Estate Reg. Office of KRG)
- Ministry of Migration & Displaced
- e-Campus Solution for 23 Universities
- Erbil Governorate















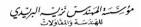












LEBANON

NAZIH S. BRAIDY Est. For Engineering & Contracting www.est-nazihbraidi.com

Contact person: Engineer Nazih Braidy

Position: Owner & General Manager



























ENERGY & ENVIRONMENT SECTOR OVERVIEW IN LEBANON

CURRENT SITUATION

- Power shortages and rationing
- People have reverted to alternative power supply systems as back-up, such as private power generators
- Negative impact on the environment (pollutants into the atmosphere, of soil and water resources)

PROPOSAL

- Opportunities offered by solar heating
- Tap energy from landfills using waste-to-energy technologies













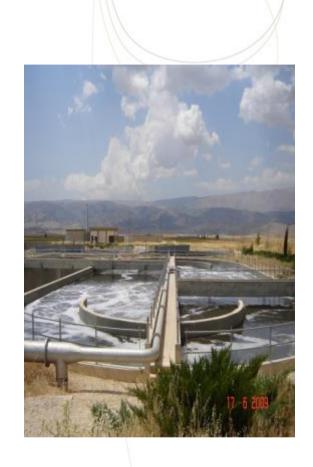




ACTIVITY DESCRIPTION

ENB is a well established Lebanese contracting company, with an annual turn-over of € 50 M and classified as First Class Contractor.

We have implemented and achieved hundreds of hydraulic projects consisting of , operating and maintaining Buildings, Water and Waste Treatment Plants - in particular the Baalbeck Waste Water Treatment Plant, one of the biggest in service now in Lebanon, handling a daily capacity of 12000 m3 (Twelve Thousand Cubic meter) -



GEOGRAPHIC AREAS COVERED

All Over Lebanon



















LOOKING FOR

Companies with proven solutions and know-how who can act as suppliers and even partners in projects launched in Lebanon in the following fields:

- Water & Wastewater Treatment Equipments
- Renewable Energy: Photo voltaic, Solar energy (thermal)
- Noise Prevention and Treatment
- BIO-Building

WHAT'S NEW?

Many projects will be launched beginning of 2014 (≈ €20 M) funded by the World Bank, EU, ... in the field of Water and Waste Water Treatment. (i.e : Becharre WWTP, Khenchara WWTP and later Jounieh WWTP)





















TURKEY

ULKER CONSULTING ENGINEERS www.ulkermuhendislik.com.tr

Contact: Dr. A. Hamit ULKER C. Eng, MsC, PhD

Position: General Manager

























ULKER CONSULTING ENGINEERS

- Providing structural, seismic, environmental engineering design, energy, consultancy and supervision services.
- ISO 9001:2000 certified
- Widely experienced in FIDIC, World Bank, European Investment Bank, European Union and Islamic Development Bank procedures
- 35 staff of engineers and architects





















ENERGY & ENVIRONMENT SECTOR OVERVIEW IN TURKEY

Turkey's importance in the energy markets is growing, both as a regional energy transit hub and as a growing consumer.

Energy demand has increased rapidly over the last few years and likely will continue to grow in the future.

Energy use is expected to double over the next decade, while electricity demand growth is expected to increase at an even faster pace. (IEA,2012)

Meeting this level of growth will require significant investment in the energy sector, much of which will come from the private sector. (IEA, 2012)

























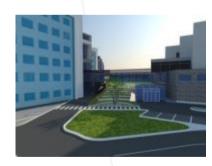
WASTEWATER SECTOR OVERVIEW IN TURKEY

- The National Environment Law was enacted in 1983
- Preparation of EU accession for Turkey helped to modernize Environmental Legislation and expedite Investments
- First WWTP in Turkey was constructed in 1982
- Currently 326 WWTP's are in operation in Turkey serving to 438 municipalities (total number of municipalities: 2950)
- 52% of total population is being served by a WWTP





























WASTEWATER SECTOR OVERVIEW IN TURKEY

Currently Department of EU Investments under the Ministry of Environment and Urbanization manages the EU funded wastewater investments (www.ipa.gov.tr)





















LOOKING FOR

We are interested in teaming up with qualified international companies as a JV or Consortium to pursue water / wastewater service projects in Turkey and Middle East.

WHAT'S NEW?

Currently there are 9 forecasted water / wastewater service projects in Turkey with a total estimated budget of 17.080.000 Euros.























TURKEY – ULKER

WHAT'S NEW?

Technical Assistance for Implementation of Communication Action Plan	EuropeAid/132421/D/ SER/TR
Technical Assistance and Supervision Services for Şanlıurfa Wastewater Treatment Project	EuropeAid/134422/D/ SER/TR
Technical Assistance and Supervision for Silvan Water and Wastewater Project	EuropeAid/133732/D/ SER/TR
Technical Assistance for Development of an Appropriate Methodology for Drinking Water Treatment (DWT)	EuropeAid/134078/D/ SER/TR
Technical Assistance and Supervision for Diyarbakır Solid Waste Management Project	EuropeAid/134763/D/ SER/TR
Technical Assistance and Supervision for Bartın Water and Wastewater Project	EuropeAid/133841/D/ SER/TR
Technical Assistance and Supervision for Merzifon Wastewater Project	EuropeAid/132821/D/ SER/TR
Technical Assistance and Supervision for Seydişehir Wastewater Project	EuropeAid/132820/D/ SER/TR
Technical Assistance and Supervision for Soma Wastewater Project	EuropeAid/132841/D/ SER/TR



















Overview of the Energy sector

PTL Solar - UAE Vitasvet - RUSSIAN FEDERATION

























UNITED ARAB EMIRATES

PTL Solar FZ LLC www.ptlsolar.com

Contact Person: Mr. Ashish Thomas

Position: Manager – Business Development

















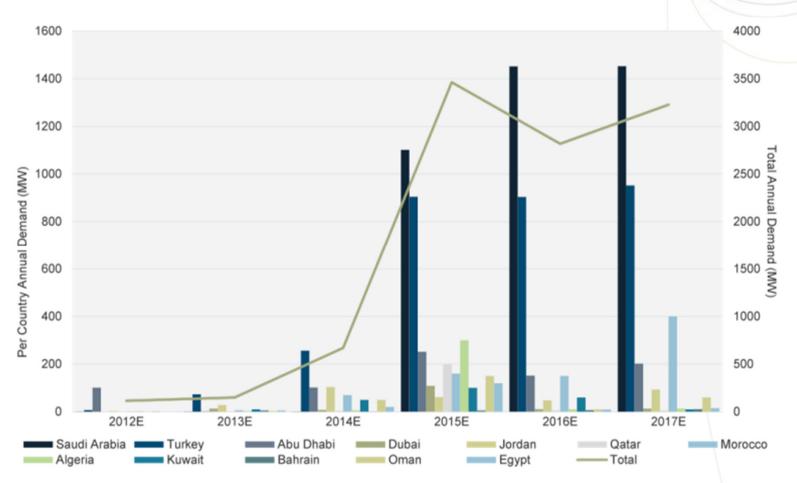






ptlsolar

MENA Solar Market Outlook



Source: A Middle East and North Africa (MENA) Solar Market Outlook, 2013-2017



















EAU - PTL SOLAR

Dubai launches Mohammed bin Rashid Al Maktoum Solar Park





Shaikh Maktoum Bin Mohammad Bin Rashid Al Maktoum, Dubai's Deputy Ruler being briefed by Saeed Al Tayer, VC - Supreme Council of Energy during the launch of the Mohammad Bin Rashid Al Maktoum Solar Park



Solar Park

Capacity: 1,000MW

Total cost: Dh12 billion

Completed: 2030

Location: Seih Al Dahal, southeast Dubai

Area: 48 square kilometers

First stage

Capacity: 10MW
Cost: Dh120 million

Completion: 2013 end

Duration: 21 months

Technology

Photovoltaic (PV)

Concentrated Solar Power (CSP)

Dubai Energy Mix 2030

Solar: 5%

Nuclear: 12%

Clean Coal: 12%

Gas: 71%











Source: http://gulfnews.com/business/investment/dubai-unveils-dh12b-solar-energy-park-1.963809

 $http://www.khaleejtimes.com/DisplayArticle08.asp?xfile=data/theuae/2012/January/theuae_January235.xml\§ion=theuae$



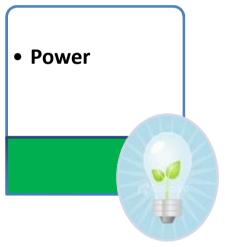


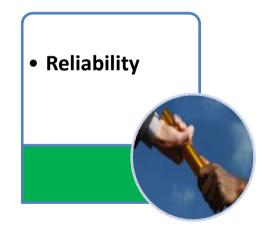


ABOUT PTL SOLAR

Founded in 2005, PTL Solar is spearheading its efforts to promote world class reliable solar energy solutions for aviation, transit, marine, industrial, oil and gas, telecommunication, agriculture, government, military, rural development, residential and commercial applications across Middle East, Africa and South Asia.

WE STAND FOR







OPERATIONS WORLDWIDE

Middle East, Africa and South Asia

















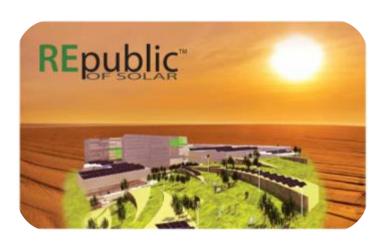


Initiative co- financed by the Development and Cohesion Fund

OUR INITIATIVES































LOOKING FOR

PTL Solar would be interested in partners for Solar Lighting Solutions & Solar GRID & OFF GRID Solutions . We would also be interested to look for partners who can represent us & our solutions in Turin under our Solar Mart Initiative.

WHAT'S NEW?

We are working on few larger Solar Lighting Projects and GRID & OFF GRID Solutions in the UAE & Other GCC Countries.





















RUSSIAN FEDERATION – VITASVET



RUSSIAN FEDERATION

VITASVET www.vitasvet.ru

Contact person: Omelchuk Roman

Position: General director

























ACTIVITY DESCRIPTION

We offer advanced technology and equipment of leading world manufacturers for heat and electricity through the use of clean and inexhaustible energy of the sun.

































RUSSIAN FEDERATION – VITASVET

Company VITASVET created for promotion in the Russian market of renewable energy, uninterrupted, autonomous power supply and energy-efficient lighting.



























LOOKING FOR

We are interested in manufacturers of innovative equipment for systems of autonomous solar power supply of small capacity. For private homes, small businesses, use of solar energy for minimization of energy costs for businesses with large capacity.

We participated in the following projects:

- reconstruction of the distribution power unit of the interregional distribution grid company of Siberia;
- the provision of systems of uninterrupted power supply of the pumping stations of the gas transportation system of Gazprom





















Overview of the Environment sector

Waste

Estre Ambiental - BRASIL Logipro - MAROC Ecosystem - RUSSIAN FEDERATION

Water

Tahal – ISRAEL

























BRASIL

ESTRE AMBIENTAL S/A www.estre.com.br

Contact person: Lucas Veloso

Position: Head of Business Development

















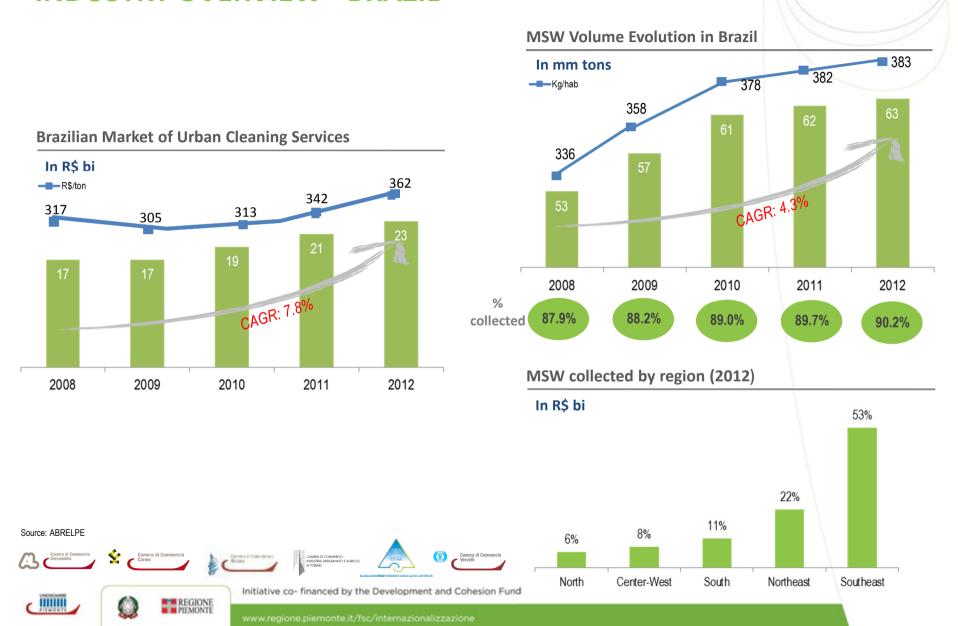




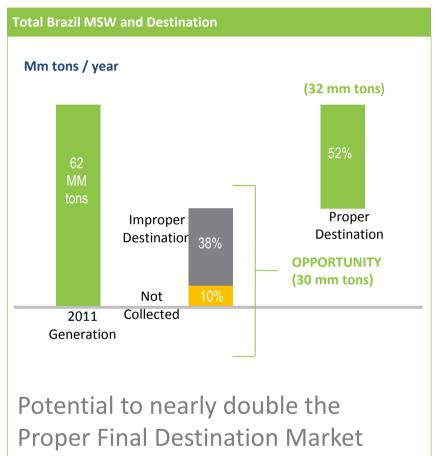




INDUSTRY OVERVIEW - BRAZIL



INDUSTRY OVERVIEW - BRAZIL (CONT'D)























THE TRADITIONAL WASTE VALUE CHAIN IS EVOLVING

Collection and Services





- Network density drives productivity
- Volume control

Transfer Station



 Aggregation to support internalization

Landfill



- Higher margin service
- Capex intensive

New Frontier

Sorting

Recovery

Recycling





Cement Plants
Sugarcane Plants

Other

Biogas Projects (Landfill gas to Energy)

MRF - Material Recovery Facility

Reuse Water Projects























COMPANY PROFILE AND GEOGRAPHIC AREAS COVERED

Estre is the leading company in the Brazilian waste management industry with the largest landfill portfolio in the country.

Company Profile

■ Foundation: 1999

Employees: over 19 thousand

■ **Headquarters:** São Paulo — SP

- **Contracts:** more than 112 clients in the public sector and 3,700 clients in the private sector
- Collection of waste from 22 million people daily through public contracts
- Final Disposal of 46 thousand tons of waste daily
- Strategy: Focused on the collection, treatment and disposal of non-hazardous residues (Class IIA and Class IIB) and hazardous residues (Class I)
- Operations: 33 landfills for non-hazardous waste, 2 landfills for hazardous waste, 2 transfer stations, 4 facilities for the treatment and disposal of hospital residues, 2 units for co-processing, 2 recycling and RDF units, 13 carbon credit facilities, 30 waste collection agreements, one reverse manufacturing facility and 11 drilling rigs





















WHAT WE ARE LOOKING FOR



Projects
In
Development

MRF – Recycling Facility
RDF solutions (boiler facilities i.e.)
Landfill gas to Energy (155 MW/h potencial)
Anaerobic Digestion tecnology (Organic Waste)























MAROC

LOGIPRO www.logipro.ma

Contact person: Nasreddine YAHYAOUI

Position: Gérant

























MAROC - LOGIPRO

DECHETS AU MAROC

L'industrie marocaine produit environ 1,6 M T/an des déchets industriels dont 256 000 T/an sont des déchets dangereux. Le secteur hospitalier marocain produit environ 20 400 T/an des déchets dont 6 336 T/an sont des déchets dangereux

Stratégie, plans d'action et priorités

Conscients de la menace que représente une mauvaise gestion des déchets pour l'environnement, le

Maroc a entrepris une série d'action stratégique pour réformer le secteur de la gestion des déchets :

- 1. Renforcement du cadre legal
- 2. Création des décharges contrôlée



















ENERGIES RENOUVELABLES

L'avenir énergétique du Maroc passe par les énergies renouvelables: solaire et éolienne. Elles prédominent dans le mix énergétique prévu par la stratégie nationale 2009-2020.

Avec un programme de 4.000 MW, le Maroc a lancé les plans solaire et éolien répartis à part égale en capacité entre solaire et éolien pour un investissement de près de 10 milliards d'Euro.















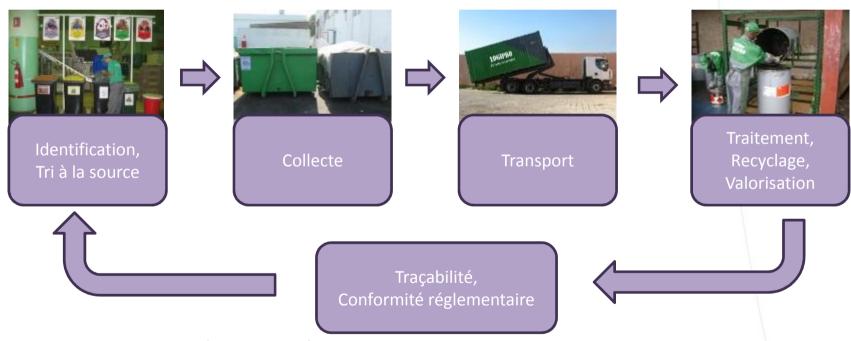






SOLUTION INTEGREE DE GESTION DES DECHETS

LOGIPRO propose aux entreprises, quelles que soit leur taille et secteur d'activité, des solutions de gestion et de valorisation des déchets, banals ou dangereux, ainsi qu'une gamme complète de services industriels associés.



Nous intervenons dans tout le Maroc.



















Initiative co- financed by the Development and Cohesion Fund

A LA RECHERCHE DE:

Collaboration pour :

- le traitement des déchets industriels
- les énergies renouvelables

.





















RUSSIAN FEDERATION – ECO-SYSTEM



RUSSIAN FEDERATION

ECO-SYSTEM OJSC MC www.eco-system.ru

Contact: MARINA BOCHKOVA

Position: International Business Development Director





















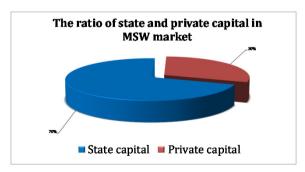
BASIC FACTS ON MUNICIPAL SOLID WASTE MARKET IN RUSSIA

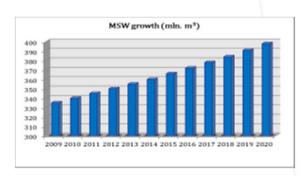
- Municipal Solid Waste Volume generated in Russia 330 mln. m3 per year.
- Over 82 billion tons of production and consumption wastes are accumulated on the territories of Russia today.
- Growth rates of MSW volume is average 2 % a year.
- The share of the state (municipal) participation in the waste management sector prevails in Russia today.

Reasons for private investments in waste management sector:

- Reforms in housing and utilities sector in Russia.
- Private enterprises show high profitability.
- Increase of requirements of consumers to the quality of services.

In 2013-2018 Eco-System intends to implement at least seven regional projects ON WASTE MANAGEMENT including construction of waste sorting plants and modern landfills.























ACTIVITY DESCRIPTION

Investment Holding Company "Eco-System" was established in 2006 for modernization and development of modern environmental management system on the territory of Russia. Our goal is to create integrated systems of waste management in the regions, municipalities using energy-efficient and environmentally friendly technologies. The waste management integrated system that company is currently establishing in the regions of operation comprises of the following elements:

- Collection and transportation of waste (households and enterprises).
- Sorting of wastes.
- Recycling of reusable materials (plastics, paper & carton, wood).
- Wastes depositing on landfill.



















GEOGRAPHIC AREAS COVERED

- «Eco-System» Group includes 12 affiliated companies operating in 6 regions of Russia: Astrakhan, Tomsk, Altai, Belgorod, Kostroma Regions serving 1, 5 million people;
- The number of specialized vehicles is more than 300 vehicles;
- Four municipal solid waste landfills and one waste sorting plant are in operation;
- Number of served population on waste removal is more than 2 mln. people;
- Number of employees is more than 800 people.





















RUSSIAN FEDERATION – ECO-SYSTEM

LOOKING FOR

- Any waste sorting equipment (requirements: WSP Capacity 200 thousand tons per year. Number of production lines - 2 lines. Operation condition- 365 days/year at the two-shift s operation (16 hours). Number of sorting points -8 on each line. Provision of a separate conveyor to the press in order to compact wastes without sorting);
- Waste containers;
- Special vehicles;
- Modern waste management technologies.





















RUSSIAN FEDERATION – ECO-SYSTEM

WHAT'S NEW?

Eco-System intends to implement at least seven regional projects on waste management (starting from the waste containers up to the landfill) serving more than 5 million people. In addition to this, our company takes part in tenders on implementation of environmental management systems in different cities of CIS. Another focus of our company is the environmental management of industrial companies. Currently, our company is in the process of developing a system of utilization of the industrial and hazardous wastes for the large industrial companies, such as Rosoborobprom (military equipment), Transmashholding (railway equipment), Atomenergoprom (nuclear cycle products), and Novolipetsk Metallurgical Steel Plant.





















ISRAEL

TAHAL www.tahal.com

Contact person: Mr Itzik Harash

Position: Procurement Projects Manager

Corporate Supply Chain Management

























ENVIRONMENT (WATER/WASTEWATER) SECTOR OVERVIEW IN ISRAEL

Wastewater Reuse

Treatment and reuse of wastewater improves Israel's water balance by allowing the replacement of fresh water with treated wastewater for the irrigation of crops, thereby saving limited fresh water sources for domestic use.

350 million cubic meters of effluents were reused in Israel for agriculture is 75% of total treated raw sewage. Despite its small size and limited resources, Israel has achieved the highest rate of water reclamation in the world.

Able of water reuse rates:

Israel	Spain	Australia	Italy	Greece	Central Europe and USA
75%	12%	9%	8%	5%	1%

Desalination

Israel sea water desalination facilities are among the most efficient plants. Major part of drinking water supply source in Israel is sea water desalination.

The main facilities are:

Askelon: 120 MCM/year, Hadera: 127 MCM/year, Palmahim: 90 MCM/year, Sorek: 150 MCM/year



















ACTIVITY DESCRIPTION

TAHAL has the expertise and know-how to address the most challenging of projects and to provide solutions for water cycle.

Major player in the dynamic global arena of infrastructure assets development in various water-related sectors, focusing on emerging markets worldwide, including:

- Water supply, including water treatment and desalination
- Development of surface water and groundwater sources
- Water treatment and water supply
- Wastewater treatment and reuse
- Integrated rural and agricultural development
- Hydropower and other infrastructure projects



















ISRAEL - TAHAL

ACTIVITY DESCRIPTION

The Projects Divisions provide two types of services:

EPC Projects

Infrastructure projects

- Planning
- Procurement & installation of equipment
- Civil engineering and construction
- Facilitation of financing

Focus

- Water resources
- Water supply
- Desalination
- Wastewater & sewage treatment
- Agriculture

Planning Projects

Engineering design, consulting and supervision services:

- Water supply Irrigation
- Water treatment Civil engineering
- Dams and drainage Electricity
- Water resources Roads
- Hydrology Environmental engineering
- Desalination Energy and gas
- Agriculture National master planning





















ISRAEL - TAHAL

LOOKING FOR

- Pipes for gas and water (drinking water and sewerage):
 - carbon steel and ductile
 - o HDPE
 - o PF
 - stainless steel
- Pipe fittings PE, HDPE and carbon steel for both water and gas
- Different valves and actuators for both gas and water
- Pumps all types
- Water treatment equipment
- Dedicated equipment for waste water treatment plant decanters, thickeners, sludge dewatering, flocculates, polymer preparation systems, screw conveyors, clarifiers, mixers, air blowers and Screens.
- Agricultural Supply:
 - o agriculture machines (plows, seeders, cultivators, harvestors, etc.)
 - chicken houses + equipment
 - logistic Center + equipment
 - o agricultural tractors in different sizes
 - o agricultural procurement: hot houses
 - agricultural procurement: net houses



















WHAT'S NEW?

Current Projects:

- Angola: Quiminha Integrated Agricultural and Regional Development Project, 143 M €
- Ghana:
 - Rehabilitation / Expansion of the ATMA Rurals Water Supply: 73 M US\$
 - Kwahu Ridge, Konongo and Kumawu Water Supply Systems: 141 M US\$
- Russia: Wastewater treatment.
- Serbia: Makis 2 New Water Treatment Plant and Upgrading of Existing Water Treatment Plant for Belgrade.
- Israel: Pumped Storage Electric Station, 340 MW, BOO in north of Israel.
- Israel: Natural Gas, Design, Conveyance, PRMS (pressure reduction stations) installations, and industrial plants conversion from fossil fuels to NG.
- Turkey: Municipal water supply and wastewater treatment.
- China: Water and waste water treatment

Future Projects:

- Sri Lanka: Rural Water Supply.
- Agriculture projects worldwide: Farming, Irrigation.



















Thank you

Q & A





















CENTRO ESTERO PER L'INTERNAZIONALIZZAZIONE

corso Regio Parco 27, Torino ambiente@centroestero.org +39/ 011 6700511



















