

COMPANY PROFILE N. 1 - FORTUM - FINLAND

Company name	Fortum Waste Solutions Oy	
Address	Kuulojankatu 1	
Post code, City	11120 Riihimäki, Finland	
Website	www.fortum.com and http://wastesolutions.fortum.com/fi/ota-yhteytta/fortum-waste-solutions-oy/	
Contact person (name and position)	Tero Holländer, Head of Material Sales and Downstreams	
Spoken languages	Finnish, English	
Activity sector	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> x Soil/contaminated land monitoring and treatment / remediation x Engineering / geological, hydrogeological & geotechnical engineering / environmental geology x Waste collection / management/ recycling x Water/waste water treatment x hazardous waste solutions <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> x Photovoltaic x Wind / Miniwind x District Heating x Geothermal x Pyrogassification x Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> x Power distribution and energy production (including smart grid and off grid systems) x Environmental infrastructures (landfills, dams etc) x Demolition..... <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> x Use of renewable energy sources x Design and development of new, sustainable chemical processes <li style="padding-left: 20px;">Development, design and production of bio-polymers x Development, design and production of bio-fuels x Development, design and production of bio-materials 	

Description of your activity	Fortum is a leading clean-energy company that provides its customers with electricity, heating and cooling as well as smart solutions to improve resource efficiency. We improve our customers' material and energy efficiency by providing them with recycling, reutilisation, and final disposal solutions, as well as soil remediation and environmental construction services CoWe want to engage our customers and society to join the change for a cleaner world Fortum's share is listed on Nasdaq Helsinki (FORTUM).
Turnover	3,623 Million EUR
Nr of employees	+8,000
Geographic areas covered	Nordic and Baltic countries, Russia, Poland and India, Asia
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	numerous
Please indicate your customers' characteristics	numerous
Please indicate if you have already worked with Italian companies. If yes, which ones?	not that many
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> x Soil/contaminated land monitoring and treatment / remediation x Waste collection / management/ recycling x Water/waste water treatment x hazardous waste treatment/solutions <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> x Photovoltaic x Solar Energy (thermal) x Wind / Miniwind x District Heating x Cogeneration / Trigenation x Geothermal x Pyrogassification x Energy efficiency <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> x Use of renewable energy sources x Development, design and production of bio-polymers

	x Development, design and production of bio-fuels
Please indicate products/services/processes solutions you are looking for	New innovations, processes, equipment for materials recycling, recycled material solutions, ash and slag treatment, oils, lubricants, plastics, metals, smart city, battery, solid fules, hazardous waste,
Please indicate which kind of cooperation you would be more interested in	business opportunities, new tech, J/V, M&A, start-ups
Please give the specific purpose of your visit in Italy	new business, growth

COMPANY PROFILE N. 2 - ENVIRO LTD - RUSSIA

Company name	Enviro Ltd
Address	Prospect Obukhovskoy Oborony 70, building 2, office 324
Post code, City	192029, Saint-Petersburg, Russia
Website	www.enviro.su
Contact person (name and position)	Elena Oparina, marketing director
Spoken languages	English, German, Russian
Activity sector	<p>ENVIRONMENT</p> <p><input checked="" type="checkbox"/> Air quality / off gas management</p> <p>RENEWABLE ENERGY</p> <p><input checked="" type="checkbox"/> Cogeneration / Trigeneration</p> <p><input checked="" type="checkbox"/> Energy efficiency</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p><input checked="" type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems)</p> <p>GREEN & SMART BUILDING</p> <p><input checked="" type="checkbox"/> Engineering management</p>

Description of your activity	Green Engineering Hybrid technology of thermal waste disposal, boiler station on renewable fuels (exhaust oil and SMW), electrical generating unit (waste to energy), oil and oil contaminated soil disposal technology, Gas cleaning (cleaning of the landfill gas from sulfur), obtaining super pure gases.
Date of establishment	12.2012
Nr of employees	7
Please detail the products you deal with	Engineering services and units of thermal waste disposal, electrical generating units, pure gas units.
Geographic areas covered	Russia
Please indicate if you have contacts with foreign companies.	Germany
Please indicate your customers' characteristics	Medical facilities (incinerators for medical waste); Municipalities (MSW incineration); Homeowners associations, hotels, hostels (boiler on renewable fuel); Industrial companies (individual environmental projects for the disposal of cake, oily mill scale, etc.); Energetics (waste to electricity).
Please indicate if you have already worked with Italian companies.	no
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Engineering / geological, hydrogeological & geotechnical engineering / environmental geology <input checked="" type="checkbox"/> Air quality / off gas management <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Wind / Miniwind <input checked="" type="checkbox"/> Cogeneration / Trigeneration <input checked="" type="checkbox"/> Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> <input checked="" type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems)

	<p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> ■ Engineering management ■ Plant design (heating systems, ventilation, HVAC etc) <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> ■ Use of renewable energy sources
Please indicate products/services/processes solutions you are looking for	Green technologies, waste disposal technologies, waste to energy processes
Please indicate which kind of cooperation you would be more interested in	co-working, localisation, commissioning of plants etc. and participating in tenders financed by international companies.
Please give the specific purpose of your visit in Italy	We are looking for Italian partners.

COMPANY PROFILE N. 3 – LLC NES - RUSSIA

Company name	LLC “NES”	
Address	Russia, Perm, street Ryazanskaya, 105	
Post code, City	614036	
Website	www.ztbo.ru	
Contact person (name and position)	Vitaliy Molochnyy, Director	
Spoken languages	Russian, English	
Activity sector	<p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> ■ Photovoltaic ■ Biogas/Biomass ■ Pyrogassification <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> ■ Use of renewable energy sources ■ Design and development of new, sustainable chemical processes ■ Development, design and production of bio-polymers ■ Development, design and production of bio-fuels ■ Development, design and production of bio-materials 	

Description of your activity	The engineering company in the sphere of waste and oil products processing. Has its own scientific and technical center.
Date of establishment	2004 date of establishment of the parent company of the holding
Turnover	1000000
Nr of employees	25
Please detail the products you deal with (and related brands): - typology - range	<ul style="list-style-type: none"> - alternative ways of generating energy - the synthesis - waste to fuel processing - deep freeze (up to -200C) - oil processing
Geographic areas covered	Russia, South Korea
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	South Korea
Please indicate your customers' characteristics	Companies focused on competitive advantages based on the introduction of new products and technologies.
Please indicate if you have already worked with Italian companies. If yes, which ones?	Not yet
Sub-sectors you are mostly interested in:	<p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> ■ Photovoltaic ■ Biogas/Biomass ■ Pyrogassification

	<p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> ■ Use of renewable energy sources ■ Design and development of new, sustainable chemical processes ■ Development, design and production of bio-polymers ■ Development, design and production of bio-fuels ■ Development, design and production of bio-materials
Please indicate products/services/processes solutions you are looking for	Oil processing, waste processing, PV panel manufacturers, chemical solutions
Please indicate which kind of cooperation you would be more interested in	Partners relationship
Please give the specific purpose of your visit in Italy	Looking for long term partners

COMPANY PROFILE N. 4 – KOTLOTEXNIKA - RUSSIA

Company name	Kotlotexnika
Address	Russia
Website	http://kotlotexnika.ru
Contact person (name and position)	Tatiana Volchegorskaya, Director
Spoken languages	English, Russian, Finnish
Activity sector	<p>ENVIRONMENT</p> <p><input checked="" type="checkbox"/> Air quality / off gas management</p> <p>RENEWABLE ENERGY</p> <p><input checked="" type="checkbox"/> Cogeneration / Trigeneration</p> <p><input checked="" type="checkbox"/> Energy efficiency</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p><input checked="" type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems)</p> <p>GREEN & SMART BUILDING</p> <p><input checked="" type="checkbox"/> Engineering management</p>

	<input checked="" type="checkbox"/> Plant design (heating systems, ventilation, HVAC etc)
Description of your activity	The main profile of the organization's activities is focused on the safe exploitation of power equipment, support and suspension systems, repair and adjustment of power equipment, setting of alternative power supplies and power supply.
Date of establishment	07/05/2004
Turnover	1 200 000 €
Nr of employees	70
Please detail the products you deal with (and related brands): - typology - range	Engineering services and units of thermal waste disposal, electrical generating units, pure gas units.
Geographic areas covered	Russia
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	Germany
Please indicate your customers' characteristics	Medical facilities (incinerators for medical waste); Municipalities (MSW incineration); Homeowners associations, hotels, hostels (boiler on renewable fuel); Industrial companies (individual environmental projects for the disposal of cake, oily mill scale, etc.); Energetics (waste to electricity).
Please indicate if you have already worked with Italian companies. If yes, which ones?	no

<p>Sub-sectors you are mostly interested in:</p>	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> <input type="checkbox"/> Engineering / geological, hydrogeological & geotechnical engineering / environmental geology <input type="checkbox"/> Air quality / off gas management <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> <input type="checkbox"/> Wind / Miniwind <input type="checkbox"/> Cogeneration / Trigeneration <input type="checkbox"/> Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> <input type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems) <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> <input type="checkbox"/> Engineering management <input type="checkbox"/> Plant design (heating systems, ventilation, HVAC etc) <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> <input type="checkbox"/> Use of renewable energy sources
<p>Please indicate products/services/processes solutions you are looking for</p>	<p>Green technologies, waste disposal technologies, waste to energy processes</p>
<p>Please indicate which kind of cooperation you would be more interested in</p>	<p>co-working, localisation, commissioning of plants etc. and participating in tenders financed by international companies.</p>
<p>Please give the specific purpose of your visit in Italy</p>	<p>We are looking for Italian partners.</p>