



*Ambasciata d'Italia  
Ashgabat*



*Ministero  
dello Sviluppo Economico*

2019 SECOND EDITION

# Italian Turkmen Business Directory



**ITCA** 

ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e  
l'internazionalizzazione delle imprese italiane



*Ambasciata d'Italia  
Ashgabat*



*Ministero dello Sviluppo Economico*

# Italia-Turkmenistan Business Forum

*November 6, 2019*

*Milan, Sala Fontana del Rosa Grand Hotel*



ITALIAN TRADE AGENCY

ICE - Agenzia per la promozione all'estero e  
l'internazionalizzazione delle imprese italiane

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*L. Ambasciatore d'Italia*

*Ashgabat*

*Dear friends,*

6 November, 2019

while I want to congratulate heartily the people of Turkmenistan for the 28<sup>th</sup> anniversary of the independence that has been celebrated the past 27<sup>th</sup> September, I am really very pleased to present this new edition of the Italian/Turkmen Business Directory 2019/02 prepared by the Embassy of Italy in Ashgabat together with the Italian Trade Agency ITA/ICE Ashgabat on the occasion of the Business Forum organized ICE in Milan on 6 November by the Italian Trade Agency ITA/ICE.

I am witnessing the growing of the intense industrial and technological cooperation established since long time with Italian companies and entrepreneurs - as well as with the European Union, of which Italy is one of the main contributor - confirmed in many of the new projects realized in Turkmenistan. At the same time, although in a decreased amount because of the import substitution policy, in many goods imported from Italy in exchange of the traditional energy exported.

I see Turkmenistan is well oriented to continue to improve its socio-economic performance and determined to achieve the objectives of the socio-economic conditions of its citizen it has clearly identified as its priority. In addition to the unique opportunity to take advantage of the revenues produced by the oil and gas sector, and the huge prosperity that it is producing, Turkmenistan is expanding its non-oil&gas industrial base, starting from petrochemical, refined products and other capacities. At the same time it is seeking to take advantage of its geographic position in the middle of the new Silk Road improving the potential of transport corridors, both for goods and energy.

Turkmenistan has engaged itself, as President Berdymuhammedov himself has repeatedly stressed, to fight corruption, increase the non-oil&gas economy, in particular improving the small and medium private enterprises conditions. They are in fact the main component of the future economy and may increase the people prosperity. Some meaningful examples of joint ventures and industrial cooperation established with Italian partners must be seen as best practice for our economic cooperation. At the same time credit availability, also in convertible currency, must be expanded and banking efficiency improved, the agricultural sector has to grow, under free conditions.

Through the friendship and the cooperation between Turkmen and Italian entrepreneurs and with the support of the European Union and EBRD programs we can really contribute to consolidate not only the country independence, but also the stability of the whole region of Central Asia and, above all, improving the prosperity of the Turkmen citizens.

*My most sincere wishes of great success for the endeavors of all of you!*

*Diego Ungaro*  
Diego Ungaro

On behalf of the Italian Trade Agency I wish to thank the Chamber of Commerce and Industry of Turkmenistan for the great support that continues to give for the consolidation of the economic relations between Italy and Turkmenistan.

The organization of three Business Forum between Italy and Turkmenistan within 2 years is an important step forward to strengthen economic and trade relations between our two countries. On the occasion of the second Italian - Turkmen Business Forum, which took place in Ashgabat in November 2018, there was a significant participation: 30 Italian companies with total amount of 180 participants counting representatives of State institutions and 90 private enterprises from Turkmenistan. In addition to this, there is an established tradition to organize informal business forums the most recent of which was held in May at Ambassador's residence with 30 participants.

The program of the Bilateral Business Forum in Milan sees the participation of a large number of the most important Italian companies operating in Turkmenistan in strategic sectors as oil&gas, chemical industry, textile and leather, agro-industry, infrastructures and construction.

Since 2016, the Italian Trade Agency (ITA) has been operating in Turkmenistan through an Assistance Desk based in Ashgabat and in close contact with the Italian Embassy. ITA Desk has the main task of assisting Italian and Turkmen companies and facilitating business cooperation between our two countries. It is important to outline the significant increase in bilateral trade averaging 96 mln EUR in the first half of 2019 (70.4 IMP and 25.5 EXP) compared to 32.1 mln EUR in 2018 (13.2 IMP and 18.9 EXP). Meanwhile it is noticeable that business interest of Turkmen companies is growing in 2019 and among the promotional initiatives organized by ITA I wish to mention the participation of Turkmen delegates to specialized trade fairs in Italy and abroad such as CIBUS, VITRUM and La moda Italiana @Almaty.

Last but not least, I wish to thank the Ambassador of Italy to Ashgabat Diego Ungaro for the active role he is playing to strengthen the development of economic relations between our two countries, the Ministry of Foreign Affairs and International Cooperation in Rome and the Embassy of Turkmenistan in Republic of Italy.

The Italian Trade Agency is a public organization entrusted by the Italian Government to support, trough promotional activities, trade relations, cooperation and investments between Italy and foreign countries. ITA operates abroad through a network of 78 offices in 66 countries.

**Roberto Landi**  
**Director ITA Istanbul**



## LA COOPERAZIONE ECONOMICA ITALIA / TURKMENISTAN

Nei 28 anni successivi all'indipendenza del paese, la cooperazione economica tra Italia e Turkmenistan si è andata sempre più sviluppandosi ed orientandosi sulla base di un modello di complementarietà e un elevato interscambio tra componenti industriali e tecnologiche (la componente più significativa dell'export italiano) e energia (petrolio e prodotti raffinati importati, spesso indirettamente, dall'Italia).

Sebbene, come più volte ricordato, le statistiche dell'interscambio commerciale diretto non permettano di rendere piena ragione dell'intensità raggiunta da tale positivo andamento della cooperazione bilaterale (giòva ricordare che tecnologia italiana è presente in molti se non nella maggior parte dei progetti industriali turkmeni, da una importante componente del porto di Ashgabat ad un intero segmento della vetreria alle porte della capitale Ashgabat, passando per alcune componenti di trattamento dell'aria e dell'acqua dei grandi progetti petrolchimici realizzati da Giappone e Corea del Sud e delle componenti tecnologiche dell'aeroporto di Turkmenabad) e che, d'altra parte, molte tipologie di prodotti di consumo italiano sono ampiamente disponibili nel commercio turkmeno (dall'agroalimentare alla gioielleria, all'abbigliamento e al calzaturiero, dai mobili ai veicoli industriali), molti di essi non vengono registrati nelle bollette doganali dirette Italia/Turkmenistan perché transitano attraverso fornitori di paesi terzi quali, in particolare, la Turchia e la Russia e, quindi, non figurano nelle statistiche commerciali ISTAT e nemmeno del Comitato statistico nazionale turkmeno.

Alle oltre 120 imprese italiane grandi e piccole attive, presenti o con interessi in Turkmenistan di cui è a conoscenza l'Ufficio economico-commerciale dell'Ambasciata, vanno aggiunti i molti contatti stabiliti dall'Agenzia ICE/ITA del commercio estero e i fornitori di prodotti non finiti della chimica, la gomma e la plastica, i macchinari e gli apparati elettrici, le lavorazioni in ferro, ecc.

Nella prima metà del 2019 l'ISTAT ha registrato una modesta ripresa del valore dell'interscambio (96 mil Euro) e, più ancora, il Comitato statistico turkmeno (750 mil USD), principalmente per la componente energetica di petrolio e prodotti raffinati esportata verso l'Italia.

Entro la fine del 2019 il commercio tra Italia e Turkmenistan potrebbe raggiungere il valore totale di 200 milioni di euro, mentre al suo apice nel 2016 è stato di 605 milioni di euro.



## ECONOMIC COOPERATION ITALY / TURKMENISTAN

In the 28 years following the country's independence, economic cooperation between Italy and Turkmenistan has been increasingly developed and oriented on the basis of a complementary model, based on a high interchange between industrial and technological components (the most significant component of the Italian export) and energy (oil and refined products imported, often indirectly, from Italy).

Although, as mentioned several times, direct trade exchange statistics do not allow to fully account for the intensity reached by this positive trend in bilateral cooperation (it is worth remembering that Italian technology is present in many if not most of the Turkmen industrial projects, from an important component of the port of Ashgabat to a whole segment of the glass factory at the gates of the capital Ashgabat, passing through some air and water treatment components of the major petrochemical projects carried out by Japanese and South Korean firms and the technological components of the Turkmenabad airport) and that, on the other hand, many types of Italian consumer products are widely available in the Turkmen trade (from agri-food to jewelry, clothing and footwear, from furniture to industrial vehicles), many of them are not recorded in the direct customs forms between Italy and Turkmenistan because they pass through third country as suppliers such as, in particular, Turkey and Russia and, therefore, do not appear in the ISTAT trade statistics or even in those of the Turkmen National Statistical Committee.

To the over 120 large and small Italian companies active, present or with interests in Turkmenistan of which the Embassy's Economic and Business Office is aware, one must add the many contacts established by the Agency ICE / ITA for foreign trade and the suppliers of non-finished chemical products, rubber and plastic, machinery and electrical equipment, iron work, etc.

In the first half of 2019 ISTAT recorded a modest recovery in the interchange value (96 mil Euros) and, even more, the Turkmen Statistical committee (750 mil USD), mainly due to the energy component of oil and refined products exported to Italy.

By the end of 2019 the trade between Italy and Turkmenistan may reach the total value of about 200 mil Euros, while at its peak in 2016 it was at 605 mil Euros.

## OPPORTUNITÀ IN TURKMENISTAN

Entro la fine del 2019 il commercio tra Italia e Turkmenistan potrebbe raggiungere il valore totale di 200 milioni di euro, mentre al suo apice nel 2016 è stato di 605 milioni di euro.

In Turkmenistan, la maggior parte delle principali opportunità di affari sono fornite attraverso appalti pubblici, in quanto il Governo mantiene la proprietà delle infrastrutture industriali ed è considerato il solo ente in grado di autorizzare progetti su larga scala.

I tender sono consultabili su internet, per esempio nel sito <https://www.ice.it/it/area-clienti/ricerche/gare-internazionali?idPaese=80>; <https://business.com.tm/info/tenders>

Tuttavia, negli ultimi anni, soprattutto dopo la creazione e il sostegno del Governo all'Unione degli industriali e degli imprenditori UIET [www.tstb.gov.tm/](http://www.tstb.gov.tm/), le imprese locali sono diventate parte integrante dell'attuazione di progetti che hanno portato alla necessità di trovare controparti straniere in forniture e assistenza.

Sul piano commerciale la Borsa merci offre una serie di opportunità di compravendita di prodotti e materie prime i cui elenchi sono consultabili sul sito <https://business.com.tm/quotation/quotations>.

Vale la pena di menzionare di seguito le opportunità rappresentate dai diversi settori di attività economica e le ricerche di partnership espresse da parte turkmena.

### Petrolio e gas e industria petrolchimica

Con la quarta più grande riserva mondiale di gas naturale e circa 600 mil barili di petrolio, le autorità statali (Turkmengas and Turkmenoil) in quanto monopolista delle risorse di petrolio e gas danno priorità ai loro contratti di investimento e servizi (poche concessioni di PSA), investendo in grandi progetti di esplorazione ed estrazione di gas e petrolio. Frequenti i tender in questo settore.

Si cerca anche una espansione dei gasdotti di transito (condutture, stazioni di compressione) con capitale straniero (FDI) e la costruzione di diversi grandi impianti chimici, per la produzione di energia elettrica, fertilizzanti, plastica (polipropilene, polietilene), combustibile liquido (gas-benzina, GNL).

Dopo la realizzazione di 3 gasdotti Turkmenistan-Uzbekistan-Kazakistan-Cina, in aggiunta alle concessioni con l'Iran e l'Uzbekistan/Kazakhstan, il Turkmenistan ha istituito un consorzio, di cui possiede l'85%, per avviare la costruzione di un gasdotto Turkmenistan-Afghanistan-Pakistan-India (TAPI).

## OPPORTUNITIES IN TURKMENISTAN

By the end of 2019 the trade between Italy and Turkmenistan may reach the total value of about 200 mil Euros, while at its peak in 2016 it was at 605 mil Euros.

In Turkmenistan, most of the major business opportunities are provided through state procurement, as the Government retains the ownership of industrial infrastructures and is considered as the only authorization institution for high scale projects.

The tenders can be consulted on the internet, for example on the website <https://www.ice.it/it/area-clienti/ricerche/gare-internazionali?idPaese=80>; <https://business.com.tm/info/tenders>

Yet, in recent years - especially after the establishment of and the Government support to the Union of Industrialists and Entrepreneurs UIET [www.tstb.gov.tm/](http://www.tstb.gov.tm/), local business became an integral part in implementation of projects which then led to requirement of finding foreign counterparts in supplies and assistance.

On a commercial level the Commodity Exchange offers a series of buying and selling opportunities for products and raw materials whose lists can be consulted on the website <https://business.com.tm/quotation/quotations>.

Below it is of worth mentioning the opportunities represented by the various sectors of economic activity and the research of partnership expressed by the Turkmen side.

### Oil&Gas and petrochemical industry

With the world's 4th largest natural gas reserves and about 600 mil barrels of oil, the State Authorities (Turkmengas and Turkmenoil) as the monopoly owner of oil and gas resources prioritize their investments and services contracts (few PSA concessions), investing in large projects for gas&oil exploration and extraction. Frequent tenders in this sector.

Expansion of gas routes transit (pipelines, compression stations) is also sought with foreign capital (FDI) and construction of several big gas chemical processing, for production of power, fertilizers, plastic (polypropylene, polyethylene), liquid fuel (gas-to-gasoline, GNL).

After implementation of 3 lines of Turkmenistan-Uzbekistan-Kazakhstan -China Pipeline, in addition to the connection with Iran and Uzbekistan/Kazakhstan, Turkmenistan has established a consortium, which owns at 85%, to start the construction of a Turkmenistan-Afghanistan-Pakistan-India (TAPI) Gas pipeline.

Il Governo è interessato ad attrarre investitori stranieri per discutere opportunità su accordi o contratti a lungo termine (PSA solo offshore) o per la manutenzione e la gestione di pozzi di produzione di gas e petrolio, oltre a offrire opportunità alle aziende che forniscono varie gamme di servizi, a partire dalla fornitura di attrezzature di perforazione, tubi, valvole, automazione, osservazione, strumenti e attrezzature di controllo, acquisto di pompe.

Gare d'appalto possono essere pubblicate anche per l'ammmodernamento e la costruzione di nuove unità nei due complessi di raffineria del paese.

Ci sono anche progetti volte a migliorare la capacità di trasporto del petrolio e dei suoi derivati con la modernizzazione dei punti di carico del petrolio e la revisione della flotta delle piccole petroliere nel Mar Caspio .

### **Industria chimica**

Complessi chimici di produzione di fertilizzanti (urea / carbammide, potassa) e altri prodotti (iodio) sono stati inaugurati negli ultimi anni.

L'ente statale per i prodotti chimici Turkmenkhmya è interessato allo sviluppo delle miniere esistenti e invita le aziende straniere a fornire assistenza nell'esplorazione dei depositi.

Considerando il fatto che il processo di privatizzazione ha iniziato a richiedere prodotti chimici, le società private locali si concentrano attivamente sulla ricerca di offerta, partner di servizio e investitori per proporre la creazione di joint ventures.

### **Agricoltura, allevamento e ambiente**

Oltre alla tradizionale domanda per gli input necessari per la produzione agricola, in cui gli agricoltori locali - attraverso società di servizi di meccanizzazione gestite dallo stato – importano ed utilizzano trattori, rimorchi, aratri, seminatrici, le aziende del Turkmenistan iniziano ora ad essere interessate ad acquistare tecnologia e attrezzature per serre, irrigazione a goccia, ecc.

Inoltre sono anche richiesti macchinari per la intera filiera dall'allevamento di pollame e bestiame fino alla lavorazione della pelle e la produzione di calzature.

Vi sono alcuni progressi iniziali nella privatizzazione delle aziende agricole di proprietà statale, combinate con politiche recentemente introdotte per un leasing dei terreni a più lungo termine.

Partner possono essere cercati per migliorare la produzione agricola con prospettive di mercato interno e un nuovo inizio di export di prodotti quali i pomodori.

D'altro canto, il Comitato per la protezione dell'ambiente, di recente spostato nel Ministero dell'agricoltura, e' interessato a gestire progetti di dragaggio e altre attività di gestione delle acque orientate alle tematiche ambientali.

The Government is interested to attract foreign investors to discuss opportunities on long-term agreements or contracts (PSA only off-shore) for servicing and managing oil&gas wells, together with offering opportunities to companies providing various range of services, starting from supply of drilling equipment, pipes, valves, automation, observation, instrument and control tools, purchasing pumps.

Tenders may also be launched for the modernization and construction of new units at the two refinery complexes of the country.

There are also projects aimed at improving transportation capacity of oil and its derivatives by modernization of oil loading pierces and overhaul of small oil tankers fleet in the Caspian sea.

### **Chemical Industry**

Chemical complexes of production of fertilizers (urea/carbammide, potash) and other products (iodine) were inaugurated in recent years.

The state chemicals concern Turkmenkhmya is interested in developing the existing mines and invites foreign companies to assist with exploration of deposits.

Considering the fact that the privatization process has started to apply for chemical production, local private companies actively focus on finding supply, service partners and investors to propose creation of Jvs.

### **Agriculture, livestock and environment**

In addition to traditional demand for inputs for agricultural production, where local farmers - through state-run mechanization services companies – import and utilize tractors, trailers, plows, seeders, Turkmenistan companies are now increasingly interested to purchase technology and equipment for greenhouses, drop irrigation etc.

In addition are also requested machinery for the whole processing line from poultry and livestock breeding up to working leather and the production of footwear.

There is a certain initial progress in privatization of state owned farms, combined with newly introduced policies for longer term land leasing.

Partners may also be sought to improve agricultural production for domestic market and, a new beginning of export for such products as tomatoes.

On the other hand, the Environment Protection Committee, that has recently been reestablished under the Ministry of agriculture, is interested to run dredging projects and other water management environment oriented activities.



## Infrastrutture e costruzioni

La maggior parte dei progetti di costruzioni realizzati in Turkmenistan sono dedicati a strutture civili come edifici di appartamenti, centri commerciali, infrastrutture di trasporto (ferrovie, aeroporti, strade). In alcuni casi si tratta di contratti per intere aree distrettuali fornite chiavi in mano.

Tra quelli di imminente realizzazione, è possibile menzionare la Ashgabat city, il nuovo centro amministrativo della regione di Ahal, che prevedono l'uso di tecnologie finora non impiegate (quali edifici più alti).

Nello stesso tempo, vengono fatti sforzi per sviluppare le infrastrutture esistenti di comunicazione come strade, ferrovie, servizi aerei (aeromobili e sistemi radar sono stati acquistati di recente).

La maggior parte dei nuovi progetti e delle installazioni del settore infrastrutture e costruzione sono realizzati da aziende locali che possono prendere in considerazione offerte in forniture e soluzioni di ingegneria. Il mercato si sta maggiormente orientando verso imprese e consorzi locali (in passato hanno qui lavorato ditte iraniane, ucraine, turche e francesi; alcune di questi due ultimi paesi continuano tutt'ora: GAP, Renaissance, Bouygues). Solo di recente società locali hanno iniziato ad assumere in proprio la responsabilità di contratti per la costruzione di strade (forse con apporto ucraino per ponti e viadotti), aeroporti, edilizia civile, scuole ed ospedali.

Esse dispongono all'interno del paese solo di una parte delle componenti di cui necessitano (cemento, blocchi di cemento compresso, limitata produzione di profilati per infissi). Veicoli industriali e macchinari per l'edilizia sono stati, almeno in passato, una voce significativa dell'export italiano. La riconsiderazione delle ferrovie nel quadro della nuova connettività regionale può offrire delle opportunità..

Alle prospettive di partnership o di sub-contratto possono sommarsi quelle, potenziali, di prodotti specifici per l'edilizia, tenuto anche conto che l'aspetto ambientale e di risparmio energetico sono state finora del tutto trascurate.

## Industria

Provengono dall'Italia molti macchinari, in particolare delle fabbriche del settore tessile e del food-processing, ma anche – come detto – quelli per la movimentazione dei prodotti sfusi nel porto di Turkmenbashi sul Caspio o per la fase finale della lavorazione del vetro piatto, oltre che per il trattamento dell'acqua e dell'aria negli impianti petrolchimici.

Va menzionata l'avvio di una produzione di manufatti di plastica (arredamento) e di caldaie per uso domestico (anche componenti dall'Italia).

## Infrastructures and Construction

Most of the construction projects implemented in Turkmenistan are oriented to civil purposes such as housing buildings, shopping centers, transport infrastructures (railroads, airports, motor roads). In some cases they are contracted as turnkey district areas.

For upcoming ones, it is possible to mention new Ashgabat city, Ahal Region Administrative Center which envisage the implementation of technologies not practiced previously (such as high story buildings).

Meanwhile, efforts are made on developing existing facilities of communication infrastructures like motor-roads, railroads, air services (recently purchased aircraft and radar systems).

Most of the new projects and installations of the infrastructure and construction sector are implemented by local companies that may consider offers in supplies and engineering solutions. The market is moving more towards local companies and consortia (in the past Iranian, Ukrainian, Turkish and French companies have worked here; some of these last two countries still continue: GAP, Renaissance, Bouygues). Only recently local companies have started to take on their own responsibility for contracts for the construction of roads (perhaps with Ukrainian support for bridges and viaducts), airports, civil construction, schools and hospitals.

Within the country, they only have part of the components they need (cement, compressed concrete blocks, limited production of profiles for frames). Industrial vehicles and construction machinery have been, at least in the past, a significant item of Italian exports. The reconsideration of the railways in the framework of the new regional connectivity can offer opportunities.

The prospects for partnerships or subcontracts can be combined with those of potential specific products for the building sector, taking into account that the environmental and energy saving aspects have so far been completely neglected.

## Industry

Many machines come from Italy, in particular for textile and food processing factories, but also - as mentioned - those for the handling of bulk products in the port of Turkmenbashi on the Caspian or for the final phase of glass processing flat, as well as for water and air treatment in petrochemical plants.

It must be noticed the beginning of a local production of plastic products (furniture) and boilers for domestic use (including components from Italy).

## **Tessile e pelletteria**

La cooperazione bilaterale nel settore è stata istituita sin dai primi anni di indipendenza del Turkmenistan ed è noto che anche alcune delle attrezzature italiane rimangono perfino dai tempi sovietici.

Negli ultimi 15 anni, le società turkmene - anche con l'aiuto del programma di privatizzazione - hanno iniziato a creare infrastrutture private nel settore non solo acquistando strutture statali, ma anche creandone di nuove.

A questo proposito, alcune delle società turkmene sono aperte e interessate a stabilire forme di partnership con aziende italiane per rinnovare i macchinari esistenti, acquistarne di nuovi, importare prodotti chimici e collaborare alla progettazione e nell'assistenza tecnica.

## **Beni intermedi**

L'importazione di carta e cartone, prodotti in metallo, chimici e macchinari elettrici resta una componente significativa dell'interscambio bilaterale tra Italia e Turkmenistan.

L'export di macchinari dall'Italia al Turkmenistan, che è stata la principale voce per molti anni (la maggiore componente dei 225 mil Euro raggiunti nel 2016) è al momento fortemente ridotto.

## **Beni di consumo**

La drastica riduzione delle importazioni ha fortemente penalizzato l'import agro-alimentare, di gioielleria, abbigliamento e mobili dall'Italia. Resistono ridotte nicchie di alta gamma per abbigliamento e accessori e arredamento.

## **Textile and Leather**

Bilateral cooperation in the sector has been established since the very first years of independence of Turkmenistan and it is known that even some of the Italian equipment is remaining soviet times.

Over the past 15 years, Turkmen companies - also with the help of privatization program - started to create private infrastructure in the sector not only by purchasing state owned facilities, but also by creating new ones.

With this regard, some Turkmen companies are opened and interested to establish some kind of partnership with Italian companies to renew existing machinery, purchase new ones, import chemicals and cooperating in design and technical assistance.

## **Intermediate goods**

Import of paper and cardboard, metal products, chemicals and electrical machinery remains a meaningful component of the bilateral intertrade between Italy and Turkmenistan.

Machinery export from Italy to Turkmenistan, which has been the main item for many years (the largest component of the 225 mil Euros reached in 2016) are currently strongly reduced.

## **Consumer goods**

The drastic reduction in imports has strongly penalized the agri-food, jewelery, clothing and furniture imports from Italy. Small top-of-the-range niches resist in clothing and accessories and furnishings.

## Bilateral Trade Between Italy and Turkmenistan

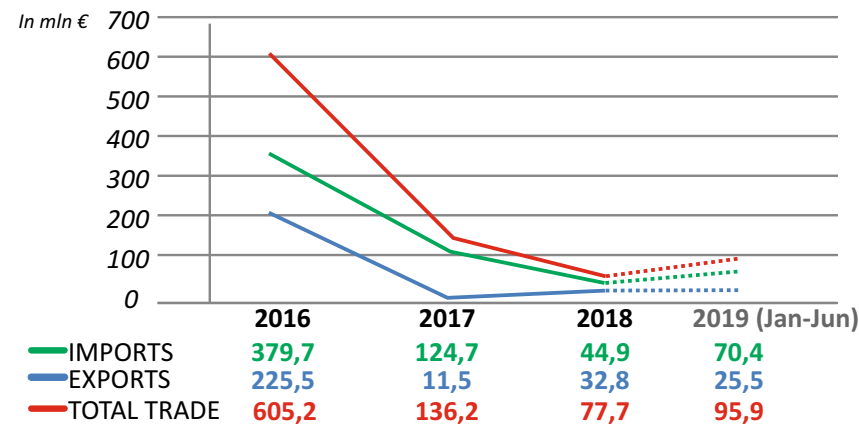
According to the data of IMF-DOTS for 2018, Italy was the 14<sup>th</sup> global trade partner of Turkmenistan

Valori in mln. \$		EXPORT	IMPORT	TOTAL
Turkmenistan International Trade Balance		8 904,00	2 255,00	11 159,00
1	China (PR)	7 659,78	336,55	7 996,33
2	Turkey	246,22	495,23	741,45
3	Russian Federation	146,24	306,20	452,44
4	Uzbekistan	225,73	37,69	263,42
5	Georgia	164,59	41,46	206,05
6	Ukraine	136,23	60,25	196,48
7	Germany	1,85	182,50	184,35
8	Azerbaijan	103,16	25,23	128,39
9	Cyprus	105,90	0,06	105,97
10	Kazakhstan	12,17	91,84	104,01
14	Italy	40,97	49,34	90,31

Source: elaboration of ITA on FMI-DOTS data

\*According to statistics provided by Turkmen State Statistics Committee, in 2018 trade between Italy and Turkmenistan has reached \$ 2,21 bln, with \$ 2,18 of Turkmen exports - identifying Italy as second trade partner of Turkmenistan after China. This significant difference is explained with methods applied by Turkmen authorities while generating statistics which is, basically, compilation of statistics that covers export and import flow completed through third countries.

### Bilateral Trade between Italy and Turkmenistan for 2016, 2017, 2018 and the first half of 2019



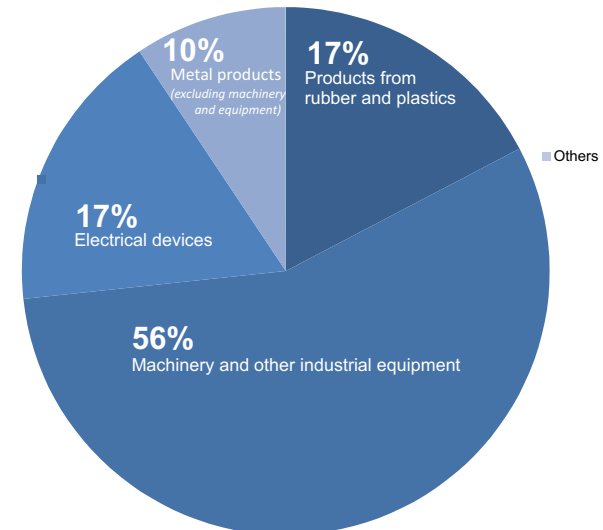
Source: ISTAT

## Bilateral Trade Between Italy and Turkmenistan

According to ISTAT, **trade turnover** between Italy and Turkmenistan has reached **96 Mln €**, for the period of January-June 2019, with:

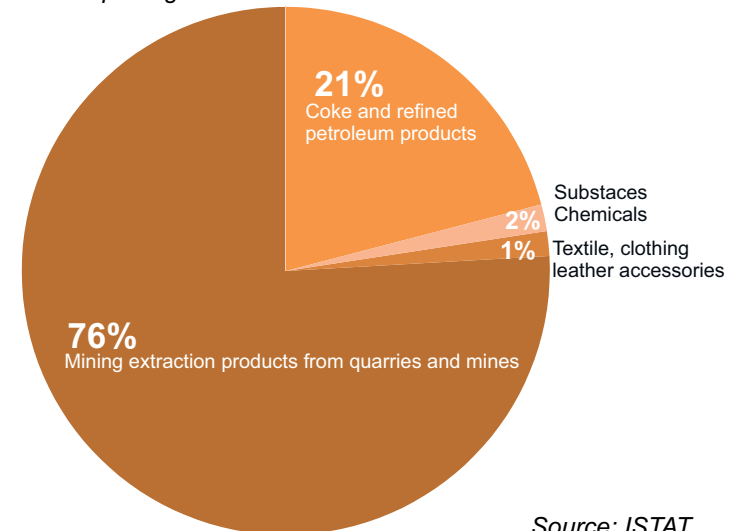
- Italian Export > 25.5 Mln€

### Main Italian Exporting Products



- Italian Import < 70.4 Mln€

### Main Italian Importing Products



Source: ISTAT



# ITA DESK TURKMENISTAN

Your Consultant In Turkmenistan



## ITA - THE ITALIAN TRADE AGENCY

ITA is the official Organization entrusted by the Italian Government for the promotion of the internationalization of the Italian companies in line with the strategies of the Ministry for Economic Development.

ITA provides a wide range of services such as:

- ▶ Consultancy to small and medium companies;
- ▶ Promotion and development of trade relations, cooperation and investments between Italian and Turkmen companies;
- ▶ One stop shop for Italian and Turkmen companies.

ITA Desk Turkmenistan is part of a global network with 78 offices in 66 countries, one office in Milan and its HQ based in Rome.



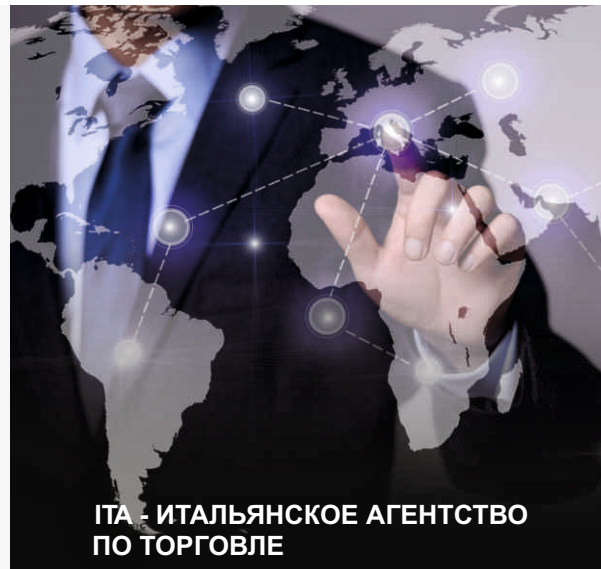
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# ПРЕДСТАВИТЕЛЬСТВО ИТА

Ваш консультант в Туркменистане



## ИТА - ИТАЛЬЯНСКОЕ АГЕНТСТВО ПО ТОРГОВЛЕ

ИТА является официальной организацией, уполномоченной правительством Италии по содействию интернационализации итальянских компаний в соответствии со стратегиями Министерства экономического развития Италии.

ИТА предоставляет широкий спектр услуг, таких как:

- ▶ Консалтинг малых и средних предприятий;
- ▶ Продвижение и развитие торговых отношений, сотрудничества и инвестиций между итальянскими и туркменскими компаниями;
- ▶ Комплексный подход к итальянским и туркменским компаниям.

Представительство ИТА в Туркменистане является частью глобальной сети из 78-и офисов в 66-и странах, с одним офисом в Милане и штаб-квартирой в Риме.



## ДЛЯ ПОЛУЧЕНИЯ ИНФОРМАЦИИ И КОТИРОВОК

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## Chamber of Commerce and Industry of Turkmenistan



Chamber of Commerce and Industry is established to promote Turkmenistan's economic development, its integration with the international economic system, the formation of a modern industrial, financial and trade infrastructure, the establishment of favourable conditions for business, harmony of relations between entrepreneurs and their partners.

### CCI of Turkmenistan carries out the following major tasks:

- promotes the development of the competitive goods output, use the possibilities to attract foreign technologies, investments and establishment of joint enterprises and other form of cooperation;
- promotes development the entrepreneurship activity, provides training of update instruments to carry business, and study-tours to other Chambers;
- promotes the export of goods and services;
- issues information and advertising and methodical materials;
- keeps Registry of Members and certifies their financial and economic status;
- provides advising services, search of partners, information services on foreign economic activities and legislation issues;
- invites and accepts foreign trade and economic delegations, missions as well as the representatives of business groups;
- hosts meetings, conferences, business-forums and congresses;
- arranges and hosts international and national exhibitions and fairs in Turkmenistan and abroad.



## Торгово-промышленная палата Туркменистана



ТПП создана в целях содействия развитию экономики Туркменистана, ее интегрированию в мировую хозяйственную систему, формированию современной промышленной, финансовой и торговой инфраструктуры, создания благоприятных условий для предпринимательской деятельности, оказания содействия в установлении торгово-экономических, научных и технических связей с зарубежными партнерами.

### ТПП осуществляет следующие функции:

- содействует развитию производства конкурентоспособной продукции, использует возможности привлечения современных, новейших технологий, инвестиций, созданию совместных предприятий и иных форм сотрудничества;
- содействует развитию предпринимательской деятельности, обучает современным методам и формам деятельности, организует учебу и стажировки;
- содействует развитию экспорта товаров и услуг;
- издает информационно-рекламную продукцию и методические материалы;
- ведет Реестр своих членов, свидетельствует об их финансовом и экономическом положении;
- оказывает консультационные услуги и содействие в поиске партнеров, информационное обслуживание по вопросам внешнеэкономической деятельности и законодательства;
- приглашает и принимает иностранные торгово-экономические делегации, миссии, а также представителей деловых кругов из различных стран мира;
- организует встречи, конференции, бизнес-форумы и конгрессы;
- организует и проводит международные и национальные выставки и ярмарки в Туркменистане и в других странах.



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The Union of Industrialists and Entrepreneurs of Turkmenistan (TUIE) is a public organization, which activity is directed at support of a small-scale and medium-scale business in Turkmenistan, assistance in the development of a private sector of the national economy, the formation of a modern enterprise infrastructure.

Created in 2008 on the initiative of the President of Turkmenistan the Union of Industrialists and Entrepreneurs uniting regional branches represents today an actively growing business community. At present, the organization strength is more than 20900 and at private enterprises and in various enterprise spheres more than 10000 people activity work.

TUIE plays a significant role in modernization and diversification of Turkmen economy branches, increase in volumes of production and expansion of assortment of high-quality products, provision of food abundance in Turkmenistan.

TUIE is a founder of the Joint-Stock-commercial Bank “Rysgal” and the Entrepreneurship School, the Constitutor of the first private newspaper of the country – “Rysgal”.

Representing the interests of business circles both in Turkmenistan and at the international level, the Union has opened its trade missions in China, the United Arab Emirates, and Austria. Its representatives take part in international exhibitions held abroad and other business events.

Among the strategic objectives of the organization is to bring to 2020 the contribution of a non-state sector of the economy in GDP of the country up to 70 percent (a fuel-energy complex exclusive).

TUIE sees its mission in the consolidation of efforts of industrialists and entrepreneurs of Turkmenistan directed at improvement of business environment, the increase of the Turkmen business status in the country and in the world.

Союз промышленников и предпринимателей Туркменистана (СППТ) – общественная организация, деятельность которой направлена на поддержку малого и среднего бизнеса в Туркменистане, содействие развитию частного сектора национальной экономики, формирование современной предпринимательской инфраструктуры.

Созданный в 2008 году по инициативе Президента Туркменистана Союз промышленников и предпринимателей, объединяя региональные отделения, сегодня представляет активно растущее бизнес-сообщество. В настоящее время численность организации составляет более 20900, а на частных предприятиях и в различных сферах предпринимательской деятельности трудятся свыше 10000 человек.

СППТ играет значимую роль в модернизации и диверсификации отраслей туркменской экономики, повышении объёмов производства и расширении ассортимента высококачественной продукции, обеспечении в Туркменистане продовольственного изобилия.

СППТ является основателем Акционерно-коммерческого банка «Рысгал» и Школы предпринимательства, учредителем первой частной газеты страны - «Рысгал».

Представляя интересы деловых кругов как в Туркменистане, так и на международном уровне, Союз открыл свои торговые представительства в Китае, Объединённых Арабских Эмиратах и Австрии. Его представители принимают участие в проходящих за рубежом международных выставках и других бизнес-мероприятиях.

В числе стратегических задач организации – довести к 2020 году вклад негосударственного сектора экономики в ВВП страны до 70 процентов (без учета ТЭК).

СППТ видит свое предназначение в консолидации усилий промышленников и предпринимателей Туркменистана, направленных на улучшение деловой среды, повышение статуса туркменского бизнеса в стране и в мире.



## Baker Hughes, a GE company

### BHGE globally

Baker Hughes, a GE company (NYSE: BHGE) is the world's first and only fullstream provider of integrated oilfield products, services, and digital solutions. We deploy minds and machines to enhance customer productivity, safety, and environmental stewardship, while minimizing costs and risks at every step of the energy value chain. With operations in over 120 countries, we infuse over a century of experience with the spirit of a startup – inventing smarter ways to bring energy to the world.

#### Products companies:

- Turbomachinery & Processes Solutions (TPS)
- Oilfield Services (OFS)
- Oilfield Equipment (OFE)
- Measurement & Controls (M&C)
- Digital

#### Key figures:

- Revenue (2017) – \$22 billion
- Combined R&D spend (2017) – \$600 million
- Employees – 64,000
- Operating in over 120 countries
- Headquarters – Houston, USA & London, UK

### Turbomachinery & Processes Solutions (TPS)

Nuovo Pignone is the main company of the TPS business. BHGE Nuovo Pignone is the center of excellence for gas turbines, compressors, pumps and valves applied to oil & gas and industrial sectors. It counts more than 5,300 employees and five facilities in Italy: Florence, Massa, Bari, Vibo Valentia and Talamona (Sondrio). The company also features a construction yard for industrial modules in Avenza (Carrara – Tuscany). It's main production facility, which represents the global headquarters of the entire TPS business, is located in Florence.

### TPS in Turkmenistan

BHGE, in cooperation with its strategic partners Turkmengaz, Turkmennebit, and the Turkmenbashi Oil Refinery Complex, is actively supporting the development of Turkmenistan's oil & gas industry. BHGE supplied reciprocating compressors for the Barsa-Kelme and Goturdepe boosting compressor stations (BCS), as well as compressors for the Turkmenbashi Oil Refinery Complex and Dresser-Rand gas generators. In 2015, the Keimir gas-lift compressor station was launched, featuring three compressor lines with BHGE gas turbines. BHGE also provides servicing of installed equipment in Turkmenistan to ensure reliable and safe operation.



## Baker Hughes, a GE company

### BHGE в мире

Baker Hughes, a GE company (NYSE: BHGE) является первой и единственной в мире компанией полного цикла, обеспечивающей нефтегазовую отрасль всем комплексом передового оборудования, сервиса и цифровых решений. Мы применяем уникальные знания и технологические возможности для повышения производительности и обеспечения безопасной работы предприятий наших клиентов, одновременно снижая их затраты и риски. Мы ведем бизнес в 120 странах мира и уже более ста лет соединяем опыт промышленного производства и новаторские идеи для эффективного обеспечения мира энергией.

#### Технологии и сервисы:

- Нефтедобыча
- Транспортировка и хранение
- Переработка и сбыт
- Цифровые решения

#### Ключевые данные:

- Выручка (2017) – \$22 млрд
- Затраты на НИОКР (2017) – \$600 млн
- Сотрудники – 64,000 человек
- География – 120 стран
- Штаб-квартира – Хьюстон, США и Лондон, Великобритания

### Турбوماшиностроение (TPS)

Nuovo Pignone является основной компанией бизнеса Турбوماшиностроение со штаб-квартирой во Флоренции. BHGE Nuovo Pignone производит газовые турбины, компрессоры, насосы и клапаны для применения в нефтегазовой отрасли. В подразделении работают 5300 сотрудников на 5 производственных площадках: во Флоренции, Массе, Бари, Вибо Валентии и Таламоне (Сондрио). Компания также располагает строительной площадкой для промышленных модулей в Авензе (Каррара – Тоскана).

### TPS в Туркменистане

BHGE в сотрудничестве со стратегическими партнерами – компаниями «Туркменгаз», «Туркменнебит», «Туркменбашинский НПЗ» – активно участвует в развитии нефтегазового комплекса Туркменистана. В разные годы были осуществлены поставки поршневых компрессоров на дожимные компрессорные станции (ДКС) «Барсагельмес» и «Готурдепе», компрессорные установки на Туркменбашинский НПЗ, газовые генераторы на ряд компрессорных станций в составе оборудования Dresser-Rand.

В 2015 году была введена в строй газлифтная компрессорная станция «Кеймир», состоящая из трех линий компрессоров с газотурбинным приводом производства BHGE.

BHGE также осуществляет сервисное обслуживание установленного оборудования, обеспечивая тем самым его надежность и долговечность в стране.



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#### **WE ARE A LEADING OIL & GAS INTERNATIONAL GENERAL CONTRACTOR**

We are an oil & gas international general contractor with 70 years of experience to the service of oil & gas and power industry, facing challenging projects under the most critical environmental and logistical conditions in remote locations, combining advanced methods and technologies.

#### **WE ARE A LOOP CYCLE SERVICE COMPANY**

Engineering & Procurement. Our engineering capabilities are applied to a wide range of works and delivery methods: from EPC projects to maintenance services. Leveraging on field experience we inject first class engineering solutions into all activities.

Procurement means to manage the overall supply chain through an internal and external network that allows to capitalize the experience.

Constructability. We review project processes since pre-construction phase. The effective integration of construction knowledge into planning activities, design and field operations allow us to achieve the overall project objectives in compliance with time, accuracy and HS&E requirements.

Construction. Our experience in construction is a wealth of knowledge developed over decades executing challenging projects all over the world. Due to our experience in all disciplines we commit full reliability performance to our clients: this is our main goal.

Operation & Maintenance. Our multi-years' experience in global operation & maintenance services allows us to integrate the client's operational capabilities. The goals are production efficiency and optimised overall project lifecycle costs. Capitalising on our know-how allows us to speed up project lead times. Moreover, we partner with major international and national oil companies and with the world's leading general contractors through a "one team approach".

#### **WE ARE IN 4 CONTINENTS**

Algeria, Austria, Canada, Egypt, France, Germany, Greece, Iraq, Italy, Kazakhstan, Libya, Mexico, Mozambique, Romania, Saudi Arabia, Spain, Turkmenistan.





## **ОДИН ИЗ ВЕДУЩИХ МЕЖДУНАРОДНЫХ ГЕНЕРАЛЬНЫХ ПОДРЯДЧИКОВ В НЕФТЕГАЗОВОЙ ОТРАСЛИ**

Бонатти С.п.А. является международным генеральным подрядчиком в нефтегазовой отрасли с 70-летним опытом. Компания способна реализовывать проекты в самых сложных природных и логистических условиях, применяя передовые методы и технологии.

### **КОМПАНИЯ, ПРЕДОСТАВЛЯЮЩАЯ УСЛУГИ ПОЛНОГО ЦИКЛА**

**Проектирование и поставки.** Наши технические возможности применяются к широкому спектру работ и методов поставки: от проектов EPC до услуг технического обслуживания. Делая упор на производственный опыт, мы применяем первоклассные инженерные решения во всех видах деятельности. Поставки означают управление комплексной цепочкой поставок посредством внутренней и внешней сети.

**Строительная технологичность.** Мы проводим анализ проектов начиная с фазы, предшествующей строительству. Эффективная интеграция знаний в области строительства в планирование, проектирование и реализацию позволяет нам достичь целей проекта в соответствии с требованиями по времени, качеству и безопасности.

**Строительство.** Наш опыт в строительстве – ценные знания, полученные за десятки лет реализации сложных проектов по всему миру. Благодаря опыту во всех направлениях, мы предоставляем своим клиентам надежность в выполнении работ, и это является нашей основной целью.

**Эксплуатация и техническое обслуживание.** Многолетний опыт компании в предоставлении услуг по эксплуатации и техническому обслуживанию позволяет нам интегрировать эксплуатационные мощности заказчика. Целью являются производственная эффективность и оптимизация затрат. Применение технологий позволяет нам ускорять сроки выполнения проектов. Мы также выступаем партнером с крупными международными и национальными нефтяными компаниями, а также с ведущими международными генеральными подрядчиками применяя «подход одной команды».

### **КОМПАНИЯ, РАБОТАЮЩАЯ НА 4 КОНТИНЕНТАХ**

Австрия, Алжир, Германия, Греция, Египет, Ирак, Испания, Италия, Казахстан, Канада, Ливия, Мексика, Мозамбик, Румыния, Саудовская Аравия, Туркменистан, Франция.



## ENI

Eni is one of the global oil and gas super-players employing nearly 33.000 people in 71 countries in the world. As of March 31, 2018, the company's market capitalisation was calculated at \$64 billion. Eni is consistently ranked among the top 150 companies on the Fortune Global 500 list according to revenue. Eni engages in oil and natural gas exploration, field development and production, as well as in the supply, trading and shipping of natural gas, LNG, electricity and fuels. Through refineries and chemical plants, Eni processes crude oil and other oil-based feedstock to produce fuels, lubricants and chemical products that are supplied to wholesalers or through retail networks or distributors.

Eni's strategies, resource allocation processes and conduct of day-to-day operations underpin the delivery of sustainable value to all of our stakeholders, respecting the countries where the company operates and the people who work for and with Eni.

Integrity in business management, support the countries development, operational excellence in conducting operations, innovation in developing competitive solutions and renewable energy sources, inclusiveness of Eni's people and development of know-how and skills, integration of financial and non-financial issues in the company's plans and processes drive Eni in creating sustainable value. These elements lead to wise investment choices, prevention of risks and the achievement of strategic objectives in the short, medium and long term.

Eni is working to build a future where everyone can access energy resources

efficiently and sustainably. Eni's work is based on passion and innovation, on unique strengths and skills, on the quality of the people and in recognising that diversity across all aspects of the operations and organisation is something to be cherished. Eni believes in the value of long term partnerships with the countries and communities where it operates.



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# MACCHI

STEAM & POWER GENERATION

a division of **Sofinter**



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OVADAN DEPE GTL PLANT – GTG1 – Ovadan Depe



MARY AMMONIA FERTILIZER PLANT – Mary

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heat recovery boilers  
Котлы-утилизаторы  
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industrial boilers  
Промышленные котлы



MACCHI, operational division of SOFINTER Spa, is a leading and highly experienced company active, on worldwide basis, in the supply of industrial boilers for oil & gas business and heat recovery steam generators for cogeneration plants (CHP).

Established in 1959, MACCHI entered into SOFINTER Group in 1997 and had been fully incorporated in the holding company SOFINTER Spa as operational division in 2004.

MACCHI, strengthened of more than 50 years' activity in boiler business, supplies its products, realised in accordance with the most strict and renewed International Technical Standards, to major Engineering Companies, EPC Contractors and International Oil Companies (IOC).

With over than 1,000 units in operation in 50 different Countries, MACCHI is focused in consolidating and strengthen its presence on the existing markets, successfully approaching new ones.

MACCHI is worldwide renewed for its reliability, complex project management capability and proven performances by the Top Companies operating in Oil&Gas and Petrochemical business.



MACCHI, производственное подразделение Sofinter Spa, является мировым лидером по проектированию и производству промышленных котлов и котлов рекуперации для когенеративных циклов с многолетним опытом поставки на крупные промышленные комплексы рафинирования/ переработки газа и нефтепродуктов.

Компания MACCHI была основана в 1959 г., вошла в Sofinter group в 1997 г. и полностью включена в Sofinter как производственное подразделение в 2004 г.

Know-how и 50-летний опыт работы в отрасли производства котлов позволяют компании MACCHI поставлять ведущим инжиниринговым компаниям, международным контракторам и международным нефтяным компаниям свою продукцию, изготовленную в соответствии с самыми важными и строгими международными техническими стандартам.

Более 1000 действующих установок в 50 различных странах говорят о том, что компания MACCHI ставит своей целью консолидацию и развитие своего присутствия на рынках своего присутствия и успешное приближение к новым рынкам, чему способствует безупречная репутация и надёжность, управленческие способности обеспечивать сложные поставки и подтверждённые фактами возможности работы на самом высоком уровне в нефтегазовой и нефтехимической отрасли.



### About Maire Tecnimont

Maire Tecnimont S.p.A is a company listed in the Milan stock exchange. It heads an industrial group (the Maire Tecnimont Group) that leads the international Engineering & Construction (E&C), Technology & Licensing and Energy Business Development & Ventures markets, with specific competences in plants, particularly in the hydrocarbons segment (Petrochemicals, Fertilizers, Oil & Gas refining). The Group is present in over **40 countries** and directly and indirectly controls **50 operating companies**. It counts more than 5,500 employees along with approximately 3,000 Electrical & Instrumentation professionals. In 2017, the Maire Tecnimont Group achieved **revenues equal to approximately 3.5 billion euro**.

### О Маире Текнимонт

АО «Маире Текнимонт» (Maire Tecnimont S.p.A.), акции которой котируются на Миланской фондовой бирже, возглавляющая передовой промышленный концерн (Gruppo Maire Tecnimont) в сферах Проектирования и строительства, Лицензирования технологических процессов, Развития энергетического бизнеса и организации новых производств, обладает специальными знаниями промышленных систем, в частности, в секторе углеводородов (нефтяной и газовой промышленности, нефтехимической промышленности, производства удобрений), а также в области генерирования энергии и в области инфраструктуры. Концерн «Маире Текнимонт» осуществляет свою деятельность на территории около 40 стран, имеет в своем составе около 50 оперативных подразделений и штат, включающий свыше 5500 сотрудников, а также более 3000 квалифицированных специалистов, больше половины которых работает за рубежом.



### **Maire Tecnimont SpA**

Registered Office  
Viale Castello della Magliana 27, 00148 Rome, Italy  
P +39 06 602161 F +39 06 65793002  
Operative Headquarters  
Via Gaetano De Castilia 6 A, 20124 Milan, Italy  
P +39 02 63131 F +39 02 63139002

Share capital € 19,920,679.32 divided into no. 328,640,432 ordinary shares without nominal value.

Tax Code, VAT number and Rome  
Company register number: 07673571001  
[www.mairetecnimont.com](http://www.mairetecnimont.com)



## **MOTRIDAL**

Bulk Handling Equipment & Plants



### **Motridal SpA**

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### **Motridal SpA**

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#### **Услуги:**

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- Разработка, производство и поставка
- Возведение, установка, первый запуск и ввод в эксплуатацию
- Услуги по управлению
- Услуги по послепродажному и техническому обслуживанию
- Проекты под ключ

#### **Транспортировка материалов**

- ПНЕВМАТИЧЕСКИЕ КОНВЕЙЕРЫ
- ЛЕНТОЧНЫЕ КОНВЕЙЕРЫ
- ЦЕПНЫЕ КОНВЕЙЕРЫ
- ВИНТОВЫЕ КОНВЕЙЕРЫ
- КОВШОВЫЙ ЭЛЕВАТОР
- ШАРОВЫЕ КЛАПАНЫ
- СПЕЦИАЛЬНЫЕ МЕХАНИЗМЫ



**RINA** is a multinational group of over 150 years that has provided inspection, certification, conformity assessment, maritime classification, environmental improvement, product testing, site monitoring and training, and engineering advice for a wide range of industries and services.

**RINA** was founded in 1861. Today, RINA is an international organization with a global network of more than 170 offices in 65 countries around the world, employing approximately 3,700 people who are highly qualified specialists. Experience, dedication and professionalism of RINA employees are used to find the most effective solutions for customers around the world.

**RINA** successfully operates in the oil and gas, power generation markets, providing innovative and efficient services worldwide, through its global network. A wide range of customers, advantages in the field of design, construction and energy make RINA company support throughout the entire life cycle of the company.



**RINA** provides certification services for a number of activities at mining and processing companies in the oil and gas industry. Certification provides peace of mind for operators regarding customer requirements, and also ensures compliance with current legislation. Our independent assessment and certification based on internationally recognized standards inspires the confidence of stakeholders and leads to organizational sustainability, competitive advantage and development.

The multinational group of companies **RINA** provides its services in the areas of improving the process and labor management, the provision of engineering services, certification services, management development, testing and inspection services. The company "RINA Group" to guarantee a high level of technical competence and effective work, has various companies specializing and providing a wide range of services in the energy sector, shipping, certification, infrastructure, ecology and innovation.



## RINA in Turkmenistan

**RINA** has been registered in Turkmenistan since 2011. During this period, RINA actively participates in the development of the Oil and Gas and Energy sector of Turkmenistan.



Since 2012, RINA has been a subcontractor to Dragon Oil (Turkmenistan) Ltd., for performing part of the oil works, according to the Law of Turkmenistan "On Hydrocarbon Resources", for providing services to an Independent Third Party Agent.

RINA is also a subcontractor of ENI for the provision of engineering and design services at the Burun Oil and Gas field of Balkanabad city.

Since 2019, RINA provides services for the implementation of control over the construction of the gas pipeline of the Turkmen Part of the TAPI project (the Turkmenistan-Afghanistan-Pakistan-India gas pipeline construction project, oil and gas consulting services).



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**RINA** является многонациональной Группой более 150 лет, которая предоставляет услуги по проверке, сертификации, оценке соответствия, морской классификации, улучшению окружающей среды, испытанию продукции, контролю на стройплощадке и обучению и консультациям по инженерно-техническим вопросам для широкого ранга индустрий и услуг.

**Компания RINA** была основана в 1861. Сегодня RINA является международной организацией с глобальной сетью из более чем 170 офисов в 65 странах мира, в которых работают около 3700 кадров, которые являются высококвалифицированными специалистами. Опыт, преданность делу и профессионализм сотрудников RINA используются для изыскания наиболее эффективных решений для клиентов по всему миру.

**RINA** успешно работает на рынках нефти и газа, производства электроэнергии, предоставляя инновационные и эффективные услуги по всему миру, через свою глобальную сеть. Широкий спектр заказчиков, преимущества в области проектирования, строительства и энергетики делают компанию RINA поддержкой в течение всего срока службы предприятия.



**Компания RINA** предоставляет услуги по сертификации для ряда мероприятий в добывающих и перерабатывающих компаниях в нефтяной и газовой промышленности. Сертификация обеспечивает спокойствие для операторов касательно требований клиента, а также следит за соблюдением действующего законодательства. Наша независимая оценка и сертификация на основе международно признанных стандартов внушает доверие заинтересованных сторон и ведет к организационной устойчивости, конкурентному преимуществу и развитию.

Многонациональная группа компаний «**RINA**», предоставляет свои услуги в сферах улучшения процесса и управления труда, предоставление инженерных услуг, услуг по сертификации, разработке менеджмента,

испытательных и инспекционных услуг. Компания "RINA Group" для гарантирования высокого уровня технической компетентности и эффективной работы, имеет различные различные компании, специализирующиеся и предоставляющие услуги широкого спектра в энергетической сфере, судоходной сфере, в сфере сертификации, в сфере инфраструктур, экологии и инноваций.



## RINA в Туркменистане

**RINA** зарегистрирована на территории Туркменистана с 2011 года. За этот период «РИНА» активно участвует в развитии Нефтегазовой и Энергетической отрасли Туркменистана.



С 2012 г RINA является субподрядчиком компании «Драгон Ойл (Туркменистан) Лтд.», по выполнению части нефтяных работ, согласно Закона Туркменистана «Об углеводородных ресурсах», по предоставлению услуг Независимого Агента Третьей Стороны.

Так же RINA является субподрядчиком компании ENI по предоставлению инженерных изысканий и услуг по проектированию на нефтегазовом месторождении «Бурун» г. Балканабад.

С 2019 RINA предоставляет услуги по осуществлению контроля над работами в рамках строительства газопровода Туркменской части проекта TAPI Туркменистан (Проект Строительство Газопровода Туркменистан-Афганистан-Пакистан-Индия консультационные услуги в сфере нефти и газа).



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# ERDEM

Economic society "Erdem" was founded in 2010. Main business area of Economic society "Erdem" is realisation of agricultural and reclamative engineering and equipment in the market of Turkmenistan, rendering services in their service maintenance and repair.

Now the number of specialists of Economic society "Erdem" is 140 persons. Besides head office and the central warehouse in the city of Ashgabat, the regional Service centres serve in Ahal, Balkan, Dashoguz, Lebap and Mary velayats. All Service centres of Economic society "Erdem" are completed with service specialists (engineers and mechanics), and are also equipped by service motor transport, necessary devices and tools.

Economic society "Erdem" is the authorised Service partner in Turkmenistan of such leading European manufacturers of agricultural and reclamative engineering as Maschio Gaspardo (Italy), CLAAS, Lemken (Germany), IHC (Netherlands).

Best practices of teamwork based on mutual interests are mastered and gained within cooperation of Economic society "Erdem" with the Italian machine manufacturing company Maschio Gaspardo.

For today the farm machinery of the Italian trademark Maschio Gaspardo is presented in variety of goods in Turkmenistan. Grain seeders, spacing seed drills, levelers, fertilizer spreaders, spraying machines, cultivators, deep rippers, disk harrows, rippers of crusts, potato equipment and others are among them. Broad product range of the innovative agricultural equipment is concentrated on the basis of service yard of the country. The weighty contribution to the harmonious and executive carrying out of seasonal agricultural works is on this equipment account.

## **Erdem Economic Society**

1944 Str. (Zahmet), 101, Ashgabat 744015, TURKMENISTAN

Tel.: +99312 754304

Fax: +99312 769812

e-mail: sales@turkmenagro.com

Хозяйственное общество "Эрдем" образовано в 2010 году. Основными направлениями деятельности ХО "Эрдем" являются реализация сельскохозяйственной и мелиоративной техники и оборудования на рынке Туркменистана, оказание услуг по их сервисному обслуживанию и ремонту.

В настоящее время количество сотрудников ХО "Эрдем" составляет 140 человек. Помимо головного офиса и центрального склада в г. Ашхабаде, действуют региональные Сервисные центры в Ахалском, Балканском, Дашогузском, Лебапском и Марыйском вelayатах. Все Сервисные центры ХО "Эрдем" укомплектованы сервисными специалистами (инженерами и механиками), а также оснащены сервисным автотранспортом, необходимыми приспособлениями и инструментами.

ХО "Эрдем" является авторизированным Сервисным партнером в Туркменистане таких ведущих европейских производителей сельскохозяйственной и мелиоративной техники, как Maschio Gaspardo (Италия), CLAAS, Lemken (Германия), IHC (Нидерланды).

В рамках сотрудничества ХО "Эрдем" с итальянской машиностроительной компанией Maschio Gaspardo освоен и накоплен позитивный опыт совместной работы, основанной на взаимных интересах.

На сегодняшний день в Туркменистане сельскохозяйственное оборудование итальянской марки Maschio Gaspardo представлено в большом ассортименте. В их число входят зерновые сеялки, сеялки точного высева, нивелировщики, разбрасыватели удобрений, опрыскиватели, культиваторы, глубокорыхлители, дисковые бороны, рыхлители бороз, картофельная техника и другое. На базе технического парка страны сосредоточен широкий модельный ряд инновационного сельскохозяйственного оборудования. На счету этого оборудования – весомый вклад в слаженное и оперативное проведение сезонных сельскохозяйственных мероприятий.







Chicco везде где есть ребенок



### Наша история

#### 1946 – основание Artsana

Пьетро Кателли основал Артсану как агенство по продажам, специализирующееся на медикаментах, спустя несколько лет компания заняла лидирующие позиции в области дистрибуции.

#### 1958 – появление бренда Chicco

С появлением сына Энрико, ласковая уменьшительная форма Chicco, Пьетро Кателли, используя весь свой предпринимательский энтузиазм, создал бренд детских товаров от рождения до 3 лет. Всего, несколько лет понадобилось бренду Chicco, чтобы завоевать рынок, заняв лидирующие позиции.



С 2009 года – бренд развивается по всему миру.

### С июля 2016 года Chicco открывается в Туркменистане.



Мы внимательны к потребностям и чувствам родителей и детей. Мы понимаем, заботимся и поддерживаем их. Наша миссия – это предоставить самое лучшее решение для Вас. Мы знаем, где и когда быть с ними, работая в гармонии и совершенстве. При разработке и тестировании продукции мы привлекаем известных европейских

педиатров, акушеров, педагогов и других специалистов. Мы постоянно работаем с родителями, которые делятся ценным опытом.

Мы понимаем нашу ответственность и следим за тем, чтобы наши продукты были безопасными, надежными и отвечали высоким стандартам качества. Мы имеем более чем 60-летний опыт работы по уходу за детьми, и мы продолжаем развивать этот опыт благодаря неустанной работе нашего детского исследовательского центра.

Мы следуем традициям и наша команда постоянно смотрит в будущее, чтобы найти новые интересные решения для удовлетворения потребностей родителей и малышей.

Мы знаем, что уход за ребенком – это очень серьезное дело, но думаем, что не менее важно расслабиться, т.к. воспитание тоже является радостным и позитивным процессом. Наши продукты просты и удобны в использовании, красивы в дизайне, мы просто выражаем свои мысли и стараемся донести до вас нашу идею как можно доступнее.



Наш адрес: ТРЦ Беркарар, 0 этаж, №А52 Тел: 46-85-12

# CAME



**CAME** has more than 45 years of experience in the production of automation for residential, office and industrial buildings. The company designs, manufactures and sells technological solutions for the management of residential buildings, buildings and public space. It offers comprehensive solutions for parking, access control, security, and people flow management.

**CAME** более 45 лет работает в области производства автоматики для жилых домов, офисных и промышленных зданий. Компания проектирует, производит и продает технологические решения для управления жилыми домами, зданиями и общественным пространством. Она предлагает комплексные решения для парковок, контроля доступа, охраны и управления потоками людей.

Came S.p.A.  
Via Martiri della Libertà, 15  
Dosson di Casier  
Treviso - Italy  
www.came.com

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CAME

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- Используя приложение AutomationBT и Bluetooth-выключатели CAME, можно управлять автоматикой с помощью собственного смартфона.
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**Приводы CAME для распашных ворот**

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Для распашных ворот со створками до 2 метров и створками до 7 метров

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Доступна в двух версиях для створок до 2 метров и створок до 5 метров

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Для откатных ворот массой до 800 кг и длиной створки до 20 метров

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Устройство раздвигания парковочных мест. Доступно к машине-мосту можно управлять с помпной пульты

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**FAST40**  
Для распашных ворот со створками до 2,3 метров

**Шлагбаумы и Барьеры CAME**

**GARD 3000**  
Скоростной шлагбаум. Открытие за 0,9 секунды. Для проходов шириной до 2,75 метров

**GARD 12**  
Шлагбаум с длиной створки до 12 метров. Для ограниченной длины в промышленных зонах с интенсивным движением

**Шлагбаумы и Барьеры CAME**

**GARD 12**  
Шлагбаум с длиной створки до 12 метров. Для ограниченной длины в промышленных зонах с интенсивным движением

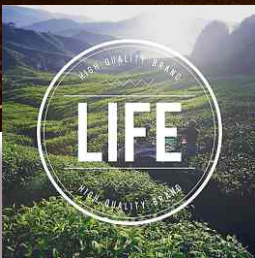
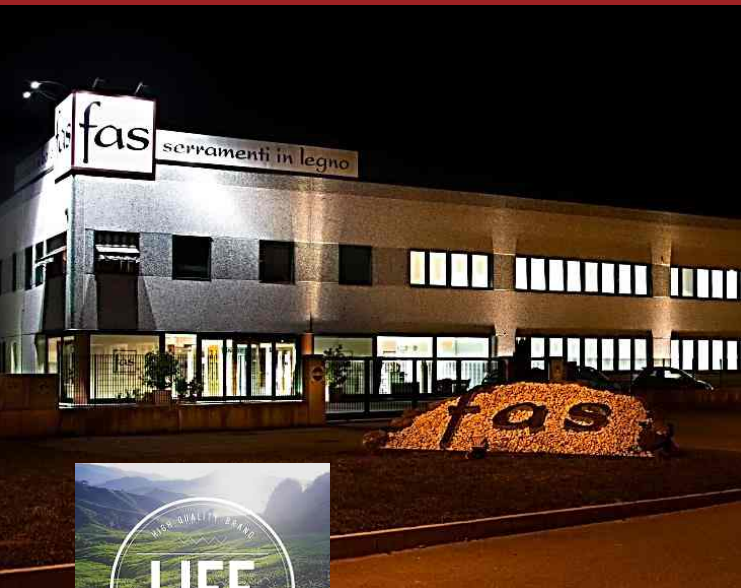
# CNH INDUSTRIAL

**CNH Industrial N.V.** (NYSE: CNHI / MI: CNHI) is a global leader in the capital goods sector with established industrial experience, a wide range of products and a worldwide presence. Each of the individual brands belonging to the Company is a major international force in its specific industrial sector: Case IH, New Holland Agriculture and Steyr for tractors and agricultural machinery; Case and New Holland Construction for earth moving equipment; Iveco for commercial vehicles; Iveco Bus and Heuliez Bus for buses and coaches; Iveco Astra for quarry and construction vehicles; Magirus for firefighting vehicles; Iveco Defence Vehicles for defence and civil protection; and FPT Industrial for engines and transmissions. More information can be found on the corporate website: [www.cnhindustrial.com](http://www.cnhindustrial.com)



# INDUSTRIAL





**FAS<sup>®</sup>**  
**WOODEN**  
**WINDOWS**

**FAS**  
**WOOD-ALUMINIUM**  
**WINDOWS**



**FAS Serramenti** one of the most reputed Italian brand of premium quality of **windows in wood, woodaluminum and external doors**. As a family owned business, we have been manufacturing our products since more than 60 years. Today, **FAS** is provided by the most advanced technologies and the best EU suppliers which guarantees that our windows are highly functional and durables: every collection tells the story of our approach of wellness and of feeling home. We chose of not using PVC/Aluminum in our business because we fully trust in sustainability, in a wellness lifestyle and in the best exclusive building material. In our website additional information are available, including our catalogue and all leaflets.

**FAS Serramenti** - один из самых и известных итальянских производителей высоко-качественных стеклопакетов из дерева, комбинации дерева с алюминием и наружных дверей. Являясь семейным предприятием, мы предлагаем нашу продукцию более 60 лет. На сегодняшний день **FAS** владеет самыми передовыми технологиями и лучшими поставщиками ЕС, которые гарантируют функциональность и долговечность нашим окнам: каждая коллекция является показателями нашего подхода к заботе о здоровье и чувства домашнего очага. Мы решили не использовать ПВХ / алюминий в нашем производстве, потому что мы полностью полагаемся на устойчивость в здоровом образе жизни и на лучшие редкие строительные материалах. На нашем веб-сайте доступна дополнительная информация, включающая наш каталог и все брошюры.

**Two main profiles**  
**Два основных профиля**

The tradition  
 Традиция

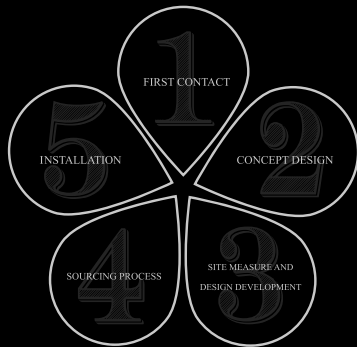


WOOD Profile  
 Деревянный профиль

The evolution  
 Эволюция



WOOD -ALUMINIUM  
 Дерево - алюминий



**Fontana Grande is an expression of world-class Italian flair for design.**

Fontana Grande is the synthesis of over twenty years of experience acquired in developing and delivering architectural design projects and supplying furnishing and décor from the best brands in Italy. From the proposal of single interior design elements to the offer of consultancy and design for the turnkey delivery of wide-scale complexes, Fontana Grande provides a wide range of interesting proposals.

Our teams of architects and designers, decorators, and craftsmen aided by a streamlined and efficient support structure are amply capable of recreating the ambience and environment that have made "Made In Italy" the point of reference for designers around the world.





"Ussat" Trade Centre, 38 G. Kulieva Street, Ashgabat Turkmenistan  
Tel/Fax/Mob +993 12 75-26-75 | +993 12 75-28-75 | +993 65 70-90-11  
info@hermitage.tm | www.hermitage.tm



Hermitage, совместно с командой итальянских дизайнеров и архитекторов - разрабатываем уникальные проекты интерьер дизайна. Все материалы и изделия подбираются от самых передовых итальянских производителей.

Наша главная цель - создать комфорт и уют в доме вашей мечты!



В настоящее время современный стиль становится не просто красивым, практичным и уютным, но и к интерьеру стали применяться передовые технологии, качества долговечности, технологичность и что немало важно экологичность и безопасность.



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zehnder

✦ "Ussat" Trade Centre  
 📍 G. Kulieva Street 38  
 📍 Ashgabat Turkmenistan

☎ Tel./Fax: +993 12 75-26-75  
 📍 Showroom: +993 12 75-28-75  
 📱 Mobile: +993 65 70-90-11

✉ info@hermitage.tm  
 ✉ marketing@hermitage.tm  
 🌐 www.hermitage.tm



## Milli markaňyz

The "Kamil Market" outlet was opened with the presence of the President of Turkmenistan himself and for the past 4 years has acquired the first rows in the field of trade marketing. Fulfilling the desires of customers and performing services as clearly as possible is one of the main provisions of our outlet.

Thus, our outlet offers at affordable prices the products consumed daily by our people, that is, various types of food and non-food products, various types of meat, chicken and fish, semi-cooked, finished products, salads, fruits and vegetables, washing facilities, electronic goods and also, employees of the outlet are radically approaching the improvement of the quality of the services offered, the implementation of new modern types of services, and the creation of more favorable conditions for customers.

Today, the Kamil Market outlet has opened in many places in our country and offers high-quality services. One of them: "Ashgabat Yalkymy" shopping and recreation center, located at Gorogly Str., H: 122 Dashoguz region Dashoguz city Magtymguly Avenue, and besides them in the future the enterprise plans to open two outlets.

"Kamil Market" outlet is not only a place for commercial activity but it is also a pleasant memory destination for foreign visitors, and the place inspires respect our culture, peace and fellowship. Working in such relationships is the most important goal of our enterprise.



Торговое предприятие «Камил Маркет» было открыто в присутствии самого Президента Туркменистана и в течение последних 4 лет завоевал первые ряды в области торгового маркетинга. Безусловное исполнение желаний клиентов и выполнение услуг является одним из основных положений нашего предприятия.

Таким образом, наше предприятие предлагает по доступным ценам продукты, потребляемые ежедневно нашими людьми, то есть различные виды продуктов питания и непродовольственных товаров, различные виды мяса, курицы и рыбы, полуфабрикаты, готовые продукты, салаты, фрукты и овощи, стиральные машины, электронные товары; а также сотрудники филиала радикально приближаются к улучшению качества предлагаемых услуг, внедрению новых современных видов услуг и созданию более благоприятных условий для клиентов.

Сегодня во многих местах нашей страны открыты магазины предприятия «Камил Маркет» и предлагают качественные услуги. Один из них: торгово-развлекательный комплекс «Ашхабад Ялкымы», расположенный по адресу: ул. Гороглы, д. 122, Дашогузская область города Дашогуз проспект Махтумгулы, а кроме того, в будущем предприятие планирует открыть две торговые точки.

Торговое предприятие «Камил Маркет» - это не только место для коммерческой деятельности, но и приятная память для иностранных гостей, и это место вдохновляет уважение к нашей культуре, миру и братству. Работа в таких отношениях является важнейшей задачей нашего предприятия.



**"Berkarar" Shopping and Entertainment Center**  
Ataturk St 80, Ashgabat, Turkmenistan

Tel: +993 12 468022



## COMPANY PROFILE KERRY PROJECT LOGISTICS

### About Kerry Project Logistics

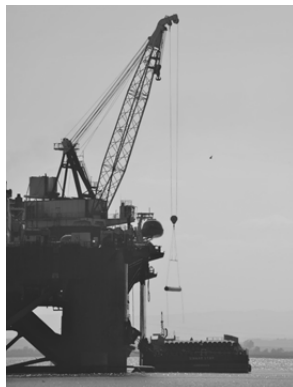
Kerry Project Logistics is a new brand of Kerry Logistics to consolidate its global project logistics services. Combining specialised expertise, local know-how and a global network, Kerry Project Logistics provides streamlined project logistics services from design and planning to execution and delivery.

Customers of various industries benefit from end-to-end logistics solutions tailored to their specific project requirements. A comprehensive service portfolio ensures a one-stop service.

The core business encompasses the logistics management of projects in the Oil & Gas, Petrochemical, Renewables as well as Yard & Base Management sectors.

### Core Services at a Glance:

- Transport Planning
- Multimodal Transportation
- Heavy lifts, Breakbulk, and Out of Gauge (OOG)
- Chartering
- Contract Management & Execution
- Warehousing, Yard & Base Management
- Offshore Marine Services
- Risk & HSE / Quality



### Our Heritage

Founded in 1985 as Saga Italia S.p.A. in Milan, Italy, the company and its subsidiaries became members of the Kerry Logistics network in June 2018 and started to rebrand as Kerry Project Logistics in September 2018.

An Asia-based, global 3PL with the strongest network in Asia, Kerry Logistics has a network covering 53 countries and territories, and is managing 53 million sq ft of land and logistics facilities worldwide.

Kerry Logistics Network Limited is listed on the Hong Kong Stock Exchange and is a selected Member of the Hang Seng Corporate Sustainability Index Series 2016-2017.



## ПРОФИЛЬ КОМПАНИИ KERRY PROJECT LOGISTICS

### Керри Проджект Логистикс

### Ознакомление с Керри Проджект Логистикс

Керри Проджект Логистикс-это новый бренд Керри Логистикс для консолидации своих глобальных логистических услуг. Объединяя специализированный опыт, глобальную сеть, Керри Проджект Логистикс предоставляет оптимизированные логистические услуги от проектирования и планирования до реализации и доставки.

Клиенты различных индустрий извлекают пользу от предоставляемых логистических услуг от начала до конца адаптированных к их определенным требованиям проекту. Всестороннее портфолио обслуживания обеспечивает универсальное обслуживание компании.

Основной вид деятельности включает в себя управление логистическое управление проектов в нефтегазовой, нефтехимической, возобновляемых ресурсов, а также в секторах управления верфями и базами.

### Основные предоставляемые услуги:

- Планирование Транспорта
- Мультимодальная Перевозка
- Подъемы Тяжелых Грузов, Навалочные и негабаритные грузы
- Фрахтование
- Составление Контрактов и Их Исполнение
- Складирование & Управление Верфями и Базами
- Морские Услуги
- Риск & ОТТБ ООС и ОЗ / Качество



### Наше Наследие

Основанная в 1985 году как Saga Italia С. п. А. в Милане, Италия, компания и ее дочерние предприятия стали членами логистической сети Керри в июне 2018 года и начали ребрендинг как Керри Проджект Логистикс в сентябре 2018 года.

Основанная в Азии, глобальная 3PL с самой сильной сетью в Азии, Kerry Logistics имеет сеть, охватывающую 53 страны и территории, и управляет 53 миллионами квадратных футов земли и логистических объектов по всему миру.

Kerry Logistics Network Limited котируется на Гонконгской фондовой бирже и является избранным членом Hang Seng Corporate Sustainability Index Series 2016-2017 гг.



*the passion for coffee*

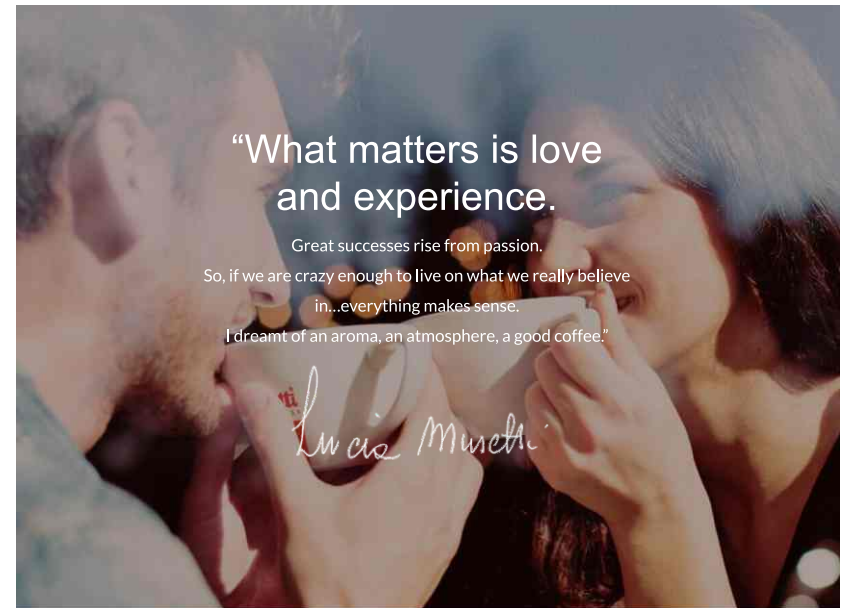


<https://www.musetti.it>

**Musetti's history starts in Piacenza more than eighty years ago and nowadays the Company is present in 60 Countries in the 5 continents.**

How did we reach such a goal? Daily work, passion and sacrifice are the main ingredients of all our blends. Our love for coffee never changed in these years, fully dedicated to succeeding in our objective: pour in the cup an excellent product able to pass on to all customers our devotion. This is exactly why unique blends have been created over time to satisfy the many tastes and needs. The endless pursuit of excellence is the cornerstone of our work as proved by the several and strict controls on the whole manufacturing process, from the selection of green coffee to packaging and distribution.

The several certifications obtained over the years testify our valuable job: an objective proof of our coffees' quality.



**Excellence Certifications**

Look up Musetti's quality certificates





Компания «НУР АЗИЯ» была основана в 2007 году и начала свою деятельность оптовой и розничной продажи бытовой химии. В дальнейшем компания начала поставки отопительных систем с Европы. И является официальным дистрибьютором крупнейших Европейских компаний. Благодаря импорту товаров высокого качества от крупнейших мировых производителей и поставщиков, наша компания заслуженно завоевала доверие всех клиентов и на сегодняшний день полностью зарекомендовала себя как один из крупнейших поставщиков на рынке Туркменистана.

Также наша компания занимается строительством и успешно выполнила несколько государственных объектов на территории Туркменистана.

В 2015 году компания начала производство влажных и сухих салфеток, а в 2016 году начала производство электрических водонагревателей.

NUR ASIA company was founded in 2007 and began its activity in the wholesale and retail sale of household chemicals. In the future, the company began supplying heating systems from Europe. And now NUR ASIA is an official distributor of the largest European companies. Due to the import of high quality goods from the world's largest manufacturers and suppliers, NUR ASIA company has deservedly won the trust of all customers and today has fully established itself as one of the largest suppliers in the market of Turkmenistan.

Also, our company is engaged in construction and successfully completed several government facilities in Turkmenistan. In 2015, the company began the production of wet and dry wipes, and in 2016 began the production of electrical water heaters.



**WELCOME TO TURKISH AIRLINES CORPORATE CLUB,  
AN EXCLUSIVE PROGRAM FOR  
TURKISH AIRLINES' CORPORATE CUSTOMERS.**



**WELCOME TO TURKISH  
AIRLINES CORPORATE CLUB,  
AN EXCLUSIVE PROGRAM FOR  
TURKISH AIRLINES'  
CORPORATE CUSTOMERS.**

You can benefit from special discount, extra baggage allowance and free of charge reissuing advantages within the scope of Turkish Airlines Corporate Club program. You can use Business Class counter and our Turkish Airlines Lounges by achieving your annual flight targets. As our thousands of members incorporating Turkish Airlines Corporate Club advantages to their business trips, you can also start benefiting from the opportunities without making any commitments and paying any fees.



# AERMEC



air conditioning



AIR CONDITIONING  
SOLUTIONS

## THE COMPANY

Aermec was founded in 1961 with a mission which was quite ambitious at the time, provide well-being and comfort in all settings where people live and work.

Aermec has since expanded its activities, targeting a multitude of markets as diverse as residential ambients, retail outlets, hotels, data centres, sport and leisure facilities, public buildings and healthcare, as well as numerous specific industrial applications.

Within this broad scenario Aermec continues to focus its activities on constant attention to research and quality in order to develop technical solutions which ensure maximum satisfaction amongst its users. Aermec's competitive edge stems from answering the technological challenges posed by innovation, investing in processes and logistics and understanding the needs of individual customers.

There is no air conditioning challenge which Aermec cannot solve. A complete range of product solutions stands out in terms of quality of design, materials and performance, capable of meeting all customer requirements within an array of specific applications. Aermec's broad product offering, with over 300 ranges available, features liquid chillers, heat pumps, fan coils, air handling units, split units, VRF systems, heat recovery equipment, rooftop units and more beyond. Every air conditioning requirement is addressed and solved in the Aermec world, whose standard and customised products total over 10.000 configurations.

Specific expertise, selection and simulation tools allow Aermec to design system slutions backed by specific application know-how, ensuring each customer achieves an optimised solution for their individual needs and conditions. The emphasis in Aermec is to not merely supply products, rather to offer complete and integrated system solutions.

Sales Companies and over 70 International Distributers offer dedicated consultancy on every continent, in Italy Aermec operates via 59 sales agencies and 78 customer service centres.

Aermec counts more than 650 employees, with over 130.000 m<sup>2</sup> of total factory space. These figures rank Aermec among the world leaders in air conditioning technology.



AERMEC S.P.A.  
Via Roma, 996  
37040 Bevilacqua (VR) Italy  
Phone: (+39) 0442 633 111  
Fax: (+39) 0442 93577

<http://www.aermec.com/>



*“Aksuv” company is the owner one of the biggest leather-producing factory in Turkmenistan and the first company who started producing high quality final leather. We make final leather using big and small cattle skin, different colors and leather grades; also produce “wet-blue” semi-finished products. For production, we use the latest and modern Italian, Turkish equipment and this allows us to get the highest quality product with affordable prices. Since the establishment of our company in 2008, we have achieved very high results. We are leading company in producing and wholesale as well as retail of final leather in Turkmenistan. Geographic location of our partners include such countries as Russia, China, Iran, Turkey, and Italy. Our established long years of experiences in producing final leather guarantees you high quality products and our long-standing multi partners are evidence for that fact.*

*Currently, our factory process 10000kg of raw material daily.*

*Contact address of HQ: Ataturk Street, 82, Business center Berkarar” 10th floor, 7J office apartment, Ashgabat, Turkmenistan*

*Telephone: (+99312) 468601, (+99312) 468602*

*Fax: (+99312) 468603*

*Email: info@mbgroup.com*

*Компания “Аксув” является одним из крупнейших кожевенным заводом в Туркменистане, и первым кто наладил производство готовой кожи высокого качества. Мы производим кожу из шкур крупного и мелкого рогатого скота, различных цветов и оттенков от белого до черного, а также полуфабрикаты wet-blue. В производстве, мы используем самое новейшее и современное Итальянское, Турецкое оборудование, что позволяет получать продукцию наивысшего качества, по самой доступной цене. Наша компания была основана в 2008 году, и за эти годы, мы достигли очень высоких результатов. Мы являемся ЛИДЕРОМ по производству и продаже кожи оптом и в розницу на территории Туркменистана. География наших партнеров включает в себя такие страны как Россия, Китай, Иран, Турция, а также Италия. Многолетний опыт в производстве готовой кожи, гарантирует Вам высокий уровень качества нашей продукции, что подтверждают наши многочисленные партнеры.*

*На сегодняшний день наш завод перерабатывает ежедневно 10000 кг сырья.*

*Адрес: Туркменистан, Ахал велаят, Бяхарден этрап, поселок Сюнче*

*тел: (99312) 468602, (99365) 311146,*

*Факс: (99312) 468603,*

*E-mail: info@mbgroup.com*

# DANIELI THE TEAM



Danieli ranks among the **THREE** major plantmakers supplying the steel and nonferrous metal industries worldwide

Компания Danieli входит в число **ТРЕХ** крупнейших изготовителей оборудования, поставляемого на предприятия черной и цветной металлургии во всем мире



138

Turnkey plants  
Заводов  
ПОД КЛЮЧ



104

Minimills,  
micromills  
and nanomills  
Минизаводы,  
Микрозаводы  
и нанозаводы



Since 1973

Green Technology and  
Systems

Зелёные технологии и  
Системы

## DANIELI'S GREEN STEEL VISION

### ВИДЕНИЕ DANIELI ЗЕЛЁНОЙ МЕТАЛЛУРГИИ

In a "mature" market like steelmaking, external factors are driving the innovation, in particular in the environmental applications. The new frontiers of the environmental controls can be focused in: water as a resource to be safeguarded, decreasing levels of emissions in the atmosphere, increasing reduction in CO<sub>2</sub> equivalents and energy-saving processes.

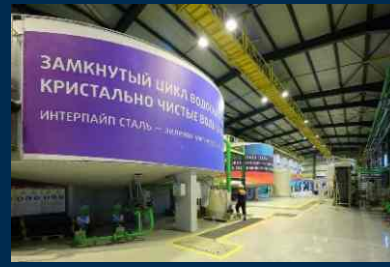
In 1973 Danieli has created a business unit that specializes in environmental protection - Danieli Environment & System.

На «зрелом» рынке, таком как металлургия, внешние факторы стимулируют инновации, в частности к окружающей среде. Новые границы экологического контроля могут быть сфокусированы на: воде в качестве ресурса, который должен быть защищен, уменьшении уровней выбросов в атмосферу, сокращении выбросов CO<sub>2</sub> и энергосберегающих процессов.

В 1973 году в Danieli было создано подразделение, которое специализируется в области охраны окружающей среды - Danieli Environment & System.



# DANIELI THE TEAM



## DANIELI ENVIRONMENT AND SYSTEMS

A division that specializes in environmental protection, offering a full range of proprietary technologies for air pollution control, water treatment, energy saving, energy recovery, solid waste recovery, and noise reduction.

Подразделение, специализирующееся на охране окружающей среды, предлагая полный спектр запатентованных технологий для управления загрязнением воздуха, очистки воды, энергосбережения, восстановления энергии, восстановления твердых отходов и снижения шума.

### ACHIEVEMENTS DANIELI ENVIRONMENT AND SYSTEMS:

### ДОСТИЖЕНИЯ DANIELI ENVIRONMENT AND SYSTEMS:



**187**  
Water  
Treatment  
Plants  
Водо-  
подготовок



Яма окалины  
**ZeroScalePit™**



Designed and  
Patented  
filtration  
technology -  
**DANfilters**  
Разработанная и  
запатентованная  
технология  
фильтрации -  
**DANfilters**



**Zero Liquid  
Discharge -  
water  
treatment  
technology**  
Технология  
очистки воды -  
Нулевые  
Сбросы



## IN THE SIGN OF PASTA

Extreme flexibility, reduced overall dimensions and easy operation are the main features of LMULTIPLAE Line, available in different versions with 150/200/300 and 500 kg/h production capacity. Thanks to specific accessories and complementary machineries it is possible to produce, in addition to standard short-cut pasta shapes, also penne, cannelloni, spaghetti and other shapes of long pasta, such as tagliatelle and angel hairs (nests or bundles) lasagna, farfalle, soups pasta and all special shapes. According to the production capacity, the automatic continuous extruder can be fitted with a single head for all shapes, or double circular head for short-cut pasta and special shapes, and linear for long pasta with possibility to change production typology in a very short time. The whole production line is entirely managed by PLC fitted on the electric panel, and all production phases are automatic and need operator only for trolleys handling from production to drying area, and subsequently to the packaging one. The LMULTIPLAE line is the ideal solution for the production of any shapes; it can also be divided into two separate lines, one for short-cut pasta and the other for long pasta, thus doubling the daily hours capacity.

## ПОД ЗНАКОМ «ПАСТА»

Чрезвычайная гибкость, уменьшенные габаритные размеры и простота в эксплуатации являются основными преимуществами линии «MULTIPLA», доступной в различных вариациях по производительности - 150/200/300 и 500 кг/ч. Благодаря специальным аксессуарам и дополнительным функциям возможно производить в дополнение к стандартным форматам макаронных изделий, также перья, каннеллони, спагетти и другие формы длинных паст, таких как тальятелле и вермишель паутинка (гнезда или пучки), лазанью, бантики, суповые засыпки и все специальные формы. В соответствии с необходимой производственной мощностью автоматический непрерывный экструдер может быть оснащен одной головкой для всех форм или двумя головками: круглой для коротких макарон и специальных форматов и линейной для длинных макаронных изделий с возможностью изменения формата изделий за очень короткое время. Вся производственная линия полностью управляется PLC, установленным на электрической панели. Все этапы производства являются автоматическими и требуют вмешательства оператора только для отправления тележек в зону сушки и затем к упаковке. Линия «MULTIPLA» - идеальное решение для производства любых форматов макарон. Ее также можно разделить на две отдельные линии: одну для коротких макарон и другую для длинных макаронных изделий, что удваивает дневную производительность линии.



**one single line** to produce short-cut pasta, long pasta, nest-shaped pasta, lasagne and special shapes

**ЛИНИЯ** для производства коротких макаронных изделий, длинных макаронных изделий, гнезд, лазаньи и специальных форматов.



Nelden Industry S.r.l., founded in 2002, has its headquarter and production facilities in the zone of Pavia, a territory known for the production of sparkling and still wines.

It's a small-medium size company carrying out the construction of filling monoblocks to fill glass, PET and HDPE bottles with liquid food and non food products, but it also deals with the design, the consultancy and the creation of complete bottling lines as well as the sale of machines and products for the bottling industry.

Nelden is a young and dynamic company, which broke into the market by showing an extreme flexibility to customers' requests and by paying great attention to research and new technologies.

Nelden's strategy aims at the full customer satisfaction by offering: CUSTOMIZED DESIGN OF MACHINES, SALE, INSTALLATION, START UP and TECHNICAL ASSISTANCE.

Reliability, solidity, guaranteed efficiency, long-life and versatility are the characteristics that make NELDEN the ideal partner for your bottling lines creation.



Компания Nelden Industry srl основана в 2002 году и находится в провинции Павия (Италия), в зоне знаменитой своими виноградниками и производством шампанских и «тихий» вин.

Наша компания входит в категорию средне-малой индустрии и занимается проектированием и выпуском моноблоков розлива для алкогольной и безалкогольной промышленности. Специализируясь в частности на розливе в стекло, ПЭТ бутылку или бутылку из полиэтилена таких продуктов как «тихие» и шампанские вина, минеральные воды, напитки, ликеро-водочная продукция и коньяк, осуществляет консультации, проектирование, монтаж и ввод в эксплуатацию комплексных линий розлива или отдельных машин, сопутствующего оборудования для розлива.

Молодая, динамично развивающаяся компания предлагает свои услуги демонстрируя особую гибкость при работе с клиентами и уделяя пристальное внимание новым технологиям. Стратегией компании является стремление к полной удовлетворенности собственных клиентов за счет предоставления полного комплекта услуг.

Надежность и прочность, гарантия эффективности, продолжительности во времени и гибкость – делают Nelden идеальным партнером при выборе Ваших линий розлива.

### OUR PRODUCTS:

#### Monoblocks

The centre of Nelden's range of products is represented by monoblocks in the following versions: gravity filling, light and deep vacuum, light pressure, light depression and isobaric filling. The monoblocks are available in various configurations related to customer's request.

According to the type of product to treat our machines can be divided into:

**GIOVE** combines in one machine the functions of rinsing, gravity/light depression filling and capping for still products.

**URANO** combines in one machine the functions of rinsing, isobaric filling and capping for sparkling products and also still products.



Both the monoblocks are suitable for the treatment of glass, PET and HDPE cylindrical and modelled bottles with a production ranging from 1.500 to 35.000 bottles/hour.

### НАША ПРОДУКЦИЯ:

#### Моноблоки розлива

Сердцем гаммы продукции Nelden являются моноблоки розлива, предлагаемые в следующих версиях: гравитационного и/или легкого вакуума, высокого вакуума, легкого давления и изобарного типа. Наши моноблоки доступны в различных комплектациях, отвечая запросам наших клиентов и дополняются серией опций.

В зависимости от типа продукта для розлива, наши машины делятся на следующие две версии:

**GIOVE** (означает **ЮПИТЕР** - в переводе на русский) соединяет в одной машине функции ополаскивателя, розлива гравитационного типа / легкого вакуума и укупорку напитков без содержания газа. Эта технология применяется для розлива таких продуктов как натуральная вода, водка, коньяк, тихие вина.

**URANO** (означает **УРАН** - в переводе на русский) соединяет в одной машине функции ополаскивателя, изобарного типа розлива с применением инертного газа и укупорку газированных продуктов (и негазированных в том числе). Данная технология является одной из самых технологически продвинутых технологий и применима для розлива продуктов с содержанием CO<sub>2</sub> (напитков, вин в том числе шампанских, газированной минеральной воды), как и работает также с негазированными продуктами.

Обе гаммы наших моноблоков предназначены для работы со стеклотыпкой, ПЭТ и полиэтиленовой бутылкой, с производительностью от 1.500 до 35.000 бут./час.

All the machines are in stainless steel AISI 304 and are produced in compliance with European safety directives. For the same reason the plastic components in contact with the product are realized in EPDM material.

Все машины изготовлены из нержавеющей стали Inox AISI 304 и AISI 3163, в соответствие с действующими европейскими и международными нормативами и требованиями для пищевой промышленности. По этим же причинам все резиновые комплектующие вступающие в контакт с продуктом – выполнены из эластомера (EPDM).

### Bottlings & packaging plants

Моноблоки по разливу и установки для расфасовки



#### OUR CHARACTERISTICS

**Consulting:** Nelden offers a service of customized technical consultancy in order to meet the needs of its own clients. In this way it tries to fit the characteristics of the product to the expressed requests.

**Experience:** the acquired experience during the years makes Nelden a company which is able to offer high quality standards, with very competitive prices. This is the result of a proved specialization in the bottling field.

#### НАШИ ПРЕИМУЩЕСТВА

**Сопровождение:** Nelden предлагает свои услуги по сопровождению клиентов с целью изучения потребностей клиентов и поиска наиболее подходящей технологии для работы с тем или иным продуктом, в условиях того или иного производства и бренда, т.е. в соответствие с запросом каждого клиента. Работаем с нашими клиентами на русском, английском, итальянском, немецком и французском языках.

**Efficiency:** Nelden offers to its customers a complete and efficient service from the design to the assembling, the start-up, and the customer-care service. In order to reach the best results, Nelden also cooperates strictly with other leader companies of its field.

**Quality:** all the machines, realized in steel Inox AISI 304 e AISI 316L, are the result of a rigorous and precise work done by our project engineers and designers in order to obtain the best efficiency and long-life. They are built in accordance with the European and international directives in food technology field.



**Профессиональность:** Nelden предлагает своим клиентам полный и эффективный ответ начиная с момента проектирования и заканчивая монтажом и вводом в производство, послепродажной ассистенции оборудования линий розлива опираясь не только на собственный опыт и профессионализм, но и опыт субпоставщиков «P.E. Labellers» (этикетировочные машины), «SIPA» (палетизаторы и депалетизаторы, машины выдува ПЭТ бутылки) и др.

**Качество:** все машины выполненные из высоколегированной нержавеющей стали Inox AISI 304 и AISI 316L, являются плодами кропотливого и пристального труда проектировщиков, с целью гарантировать наилучшую эффективность и продолжительность во времени. Выполнены в соответствие с европейскими и международными нормами и указаниями для пищевой промышленности.

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Обувь "РОВШЕН"



Обувь "МАКСАТ-ДЕРИ (кожа)"

Индивидуальное предприятие "РОВШЕН" с 2003 года производит высококачественную и аккуратную обувь марки "РОВШЕН". В нашем предприятии производится высококачественная обувь сочетанием многолетнего опыта и современных технологий. Вся продукция нашего предприятия шьётся знающими свое дело, опытными и хорошими мастерами города Мары. Индивидуальное предприятие "РОВШЕН" всегда удовлетворяет своих клиентов своей высококачественной продукцией, наш долг оправдать их доверие.

TÜRKMENISTAN

# GÖWŞEN

Обувь марки Ровшен  
индивидуального предприятия  
"Ровшен"



Обувь "Ровшен"  
"Удобность каждого шага"



Обувь "Максат-дери(кожа)"  
"Для всех шагов  
нашей жизни"





“YUPEK YOL HARYTLARY”

ECONOMIC SOCIETY



ХОЗЯЙСТВЕННОЕ ОБЩЕСТВО

«ЮПЕК ЙОЛ ХАРЫТЛАРЫ»

## PORTFOLIO-2018

“YUPEKYOLHARYTLARY” economic society was founded in 2014. The main area of activity of the company started by introducing innovative technology and the programming systems, as an authorized distributor of partner companies in Turkmenistan such as BLU Phones Inc. (USA), Dell Inc. (USA), Tesla Motors (USA), in order to present products of American companies in the field of advanced high-tech that allows to contribute to the development of new technologies in Turkmenistan, and CIS countries.

The company also provides catering services for the oil and gas companies in Balkan province.

Since the day of foundation, 2017 was memorable because of registration of the brand “Collina Verde”. The subdivision was established with the view to organize export of local men's and women's jeans and plain-colored terry towels.

Currently, following the relevant ecology and environmental care tendencies, the company with the cooperation of Italian Ventidue Group, considering a project to establish the production of disposable tablecloths and napkins made of cotton.

By August 2016 company employs about 40 workers.

The company target to develop and invest in innovative technologies, as they are the future of any society and the state.

**Director**  
**Н. Аманбердиев**

**YUPEK YOL HARYTLARY, ES**

*Turkmenistan, Ahal velayat, Gokdepe etrap, Yangala d/a,  
Annajemal Hydyr gyzy street 58.*

*Tel/fax: +99312 488512; +99365 560319*

## ПОРТФОЛИО-2018

Хозяйственное общество «YUPEK YOL HARYTLARY» было основано в 2014 году. Основной сферой деятельности компании стало внедрение инновационных технологий и систем программирования в качестве официального дистрибьютора компаний-партнеров, как BLU Phones Inc. (США), Dell Inc. (США), Tesla Motors (США) в Туркменистане, с целью распространения продукции американских компаний в области передовых технологий, которые позволяют внести свой вклад в развитие новых технологий в Туркменистане и странах СНГ.

Компания также предоставляет услуги по обеспечению питанием нефтегазовым компаниям в Балканской веляате. За время основания компании, 2017 год запомнился регистрацией бренда «Collina Verde» (*Гок-депе*). Подразделение было создано с целью организации экспорта местных мужских и женских джинсов и махровых полотенец.

В настоящее время, следуя современным тенденциям в области экологии и заботе о окружающей среде, компания в сотрудничестве с итальянской Ventidue Group, рассматривает проект по налаживанию производства одноразовых скатертей и салфеток из хлопка.

К августу 2016 года в компании работает около 40 человек.

Компания нацелена на развитие и инвестирование в инновационные технологии, поскольку они являются будущим любого общества и государства.

**Директор**  
**Н. Аманбердиев**



## TURKMENISTAN LAW FIRM

ACT was established in 1997, ACT office is located in 15th floor, 81, Turkmenbashy shayoly, 744027, Ashgabat, Turkmenistan.

ACT is one of the leading law firms in Turkmenistan. Having comprehensive experience and practice in Turkmenistan, ACT is recognized as being in the top tier of Turkmenistan law firms. Located in Ashgabat, ACT engages qualified attorneys and lawyers who are of local origin and yet with international education. Our working languages are English, Russian, Turkmen and German.

The area of ACT's expertise covers legal system of Turkmenistan. ACT renders advice on local laws and is particularly engaged in:

- advising on various aspects of national civil, economic, investment, taxation, financial and insurance law;
- providing legal advice for investment projects in the oil and gas sector, construction, agriculture, textile and other spheres of business;
- representing clients before various government institutions as well as facilitating business negotiations.
- ACT mainly specializes in oil and gas law, tax regulations and foreign investments in Turkmenistan. The firm has substantial transactional and corporate practice with extensive client base. It provides advice to national and multinational corporations, financial institutions and governmental entities, and it maintains leading clients from a number of industries and business sectors, including banking, real estate, telecommunications, shipping, oil, construction, and others.

On May 10, 2016-Dentons, the largest law firm in the world, announced the creation of a unique free information and reference network of law firms, which was named «Nextlaw Global Referral Network». It was created on the basis of a new technology platform that will allow law firms — participants to cooperate effectively, and clients to work with the best law firms in various fields of practice anywhere in the world.

ACT is a member of Nextlaw Global Referral Network ([www.nextlawnetwork.com](http://www.nextlawnetwork.com)) - the largest legal referral network in the world, with more than 550 member firms, 27,000 lawyers covering 200+ countries., enabling to connect its clients to high quality lawyers around the world.

### Please contact us at:

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## YOUR PARTNER

**Baker Tilly in Turkmenistan** is an independent member of Baker Tilly International - one of the world's leading networks of independently owned and managed accountancy and business advisory firms united by a commitment to provide exceptional client service. Every day, 33,600 people in 147 locations share experiences and expertise to help privately held businesses and public interest entities meet challenges and proactively respond to opportunities. International capability and global consistency of service are central to the way we work.

### SERVICES FOR YOUR SUCCESS

#### Audit:

For complying with the expectations of investors and in pursuance with the legislation, major big companies have to follow an annual financial audit. Services of our experts will help you to look at the audit as to a new perspective, but not to any additional costs.

#### Accounting Services:

We offer an outsourcing accounting service. Our team will help you to manage accounts in full compliance with the legislation by avoiding any possible risks.

#### Tax Advice and Professional Financial Consulting Services:

Actually taxes touch any business transaction. Applying for services of our tax consultants you can minimize tax consequences and improve your financial status.

### OUR COMMITMENT

All Baker Tilly International member firms aim to be open and transparent businesses and make the following commitments:

- To lead by example
- To deliver a quality service with an emphasis on integrity
- To be open and honest in all communications
- To act ethically
- To foster teamwork and collaboration with other member firms
- To maintain a supportive environment in which their individuals can flourish.

The shared values of Baker Tilly International and its member firms define what we stand for and how we do things, forming the basis for a consistent approach to service delivery worldwide.

### OUR OFFICES:

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**Welcome to Baker Tilly!**

# Iniziativa 2

*Iniziativa 2 is active in advising Italian international investors in planning and executing their investments in the International arena. Industry sectors we focus on are Construction, Oil&Gas, Infrastructure Development, Healthcare & Pharma, and Tourism.*

*We rely on the experience and effectiveness of our professionals. Iniziativa 2 Partners are Italian internationals, all are fluent in 3 or more languages including English and Russian, and all have previous work experience both in multinational companies and in Global Professional Services Firms. Our offices are located in Moscow, Saint-Petersburg, Milan, Rome, Singapore.*

*Iniziativa 2 активно консультирует итальянских международных инвесторов в планировании и осуществлении своих инвестиций на международной арене. Отраслевые секторы, на которых мы фокусируемся - строительство, нефтегазовое строительство, развитие инфраструктуры, здравоохранение и фармацевтика и туризм.*

*Мы полагаемся на опыт и эффективность наших профессионалов. Партнеры Iniziativa 2 состоят из итальянских международных сотрудников свободно владеющими 3-мя и более языками, включая английский и русский и с большим опытом работы как в многонациональных компаниях, так и в компаниях по предоставлению глобальных профессиональных услуг. Наши офисы расположены в Москве, Санкт-Петербурге, Милане, Риме и Сингапуре.*

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# PAVIA e ANSALDO STUDIO LEGALE



*Pavia e Ansaldo is one of the leading Italian lawfirms operating in Italy and abroad for over 50 years. The offices of the firm are located in Milan, Rome, Barcelona, Moscow, Saint Petersburg and Tokyo, with 7 foreign desks: U.S.A., Germany, Spain, Japan, Russia, Middle East and Turkey, Africa.*

*The firm provides advice to the clients from around the world on all aspects of business law involving cross-border and multi-jurisdictional transactions, as well as represents and assists its clients in many of the most significant litigation and arbitration matters.*

*Pavia e Ansaldo has a significant experience in providing legal advice for projects in the Oil & Gas sector.*

*Pavia e Ansaldo является одной из ведущих итальянских юридических контор, с 50 летним опытом работы в Италии и за рубежом. Офисы фирмы расположены в Милане, Риме, Барселоне, Москве, Санкт-Петербурге и Токио, с 7 иностранными офисами в: США, Германии, Испании, Японии, России, Ближнем Востоке и Турции, Африки.*

*Фирма консультирует клиентов со всего света по всем аспектам коммерческого права, связанным с трансграничными и многоконфессиональными транзакциями, а также представляет и помогает своим клиентам во многих наиболее значимых судебных и арбитражных вопросах.*

*Pavia e Ansaldo имеет значительный опыт в предоставлении юридических консультаций для проектов в нефтегазовой отрасли.*

<https://www.pavia-ansaldo.it>



# Himiki Arssalaýuş Hyzmatlary Dry Cleaners & Laundry Химчистка и Прачечная

С 2014 года Химчистка и Прачечная МАҶАМ® предоставляет профессиональные услуги химической чистки, прачечной и глажения, одежды и домашнего текстиля, а так же чистку кожи и меха.

Используя оборудование и средства всемирно известных лидирующих поставщиков из Италии, Renzacci s.p.a. Pony s. p. a. Fibrimatic s.p.a. Химчистка МАҶАМ® гарантирует результаты самого высокого качества.

Мы всегда находимся в процессе улучшения наших услуг путем развития и обучения персонала новым современным технологиям и все это для удовлетворения наших клиентов.

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Turkmen Expert's business activity starts since the end of 90s at the stage of formation of market economy in Turkmenistan. For more than 20 years of professional activity, TurkmenExpert has been several times re-organized and today operates under the brand name **TurkmenExpert** at the professional service market of Turkmenistan. **TurkmenExpert**'s scope of services covers three basic fields: i) Financial consulting, financial due diligence and valuation, ii) management consulting (strategy, quality, market research) and iii) commercial consulting on doing business and business environment in Turkmenistan.

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