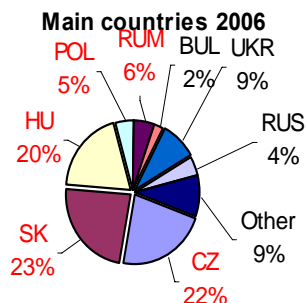


# Support for your Internationalization



Team:



ecoplus International Ltd.

Herrengasse 13  
A-1010 Vienna  
Tel.: +43 2742 9000-19711  
Fax: +43 2742 9000-19729  
ecointernational@ecoplus.at

We are offering you

Consultancy of small and medium sized businesses

- For the complete CEE area
- Strategic advice
- Process consultation
- Quest for cooperation partners
- Advancement consultancy

Information services

- Bidding platform
- Agent market
- Market data analysis
- Industry reports
- Newsletter

What do our customers say ?

**Roland Tauchner, DIMOCO:**

“ecoplus International has accompanied us while we were looking for new contacts – and has even supported us with the selection of personnel on-site”

[www.dimoco.at](http://www.dimoco.at)

**Wolfgang Stix, STYX Naturcosmetic:**

“After selling our products in the Czech Republic, Hungary, and Slovakia, we are now successfully launching them in Russia. Now we would like to enter the markets CIS countries with the help of ecoplus International.”

[www.styx.at](http://www.styx.at)

ecoplus International - Contacts

**Senior Consultants:**

**Robert Kremnitzer**  
r.kremnitzer@ecoplus.at  
+43 664 1843520

**Diana Schauer**  
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+43 664 8272018

**CEO:**

**Gabriele Forgues**

**Ownership:**

ecoplus 70%  
Raiffeisen 30%

# Biddings from Eastern Europe



EU marginal values:

Regulation 2083/2005

Construction works 5.278.000 Euro

Transport and services

in general 211.000 Euro  
 governmental 137.000 Euro  
 Sectors 422.000 Euro

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Platform [www.ecointernational.at](http://www.ecointernational.at)

## Biddings

- Below EU marginal values
- In German
- Regular info via newsletter
- Online search
- From project support to offer
- Translation service

## Priorities

- Delivery of all industries
- Services IT environmental engineering
- Construction works environmental engineering
- Czech Republic, Slovakia online
- Poland, Hungary, Romania will follow

## Benefit from superior knowledge!

Only about 15% of all biddings in all Eastern European countries must be made public within the EU.

Now, for the first time, even biddings below EU marginal values are available for businesses in German (see on the left).

For Lower Austrian companies, this access is even free of charge.

About 400 biddings per country are being published on the platform [www.ecointernational.at](http://www.ecointernational.at), according to specific priorities.

Benefit from this superior knowledge, in order to participate in local bidding processes.

We completely support you from translational service, while developing an offer, and with local quests for partners. Moreover, we provide you with necessary background information.

## ecoplus International - Contacts

### Senior Consultants:

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 +43 664 1843520

**Diana Schauer**  
 d.schauer@ecoplus.at  
 +43 664 8272018

### CEO:

**Gabriele Forgues**

### Ownership:

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# Trading agents from Eastern Europe



Team:



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Platform [www.ecointernational.at](http://www.ecointernational.at)

## Finding trading agents

- Contacts and Addresses
- References and sales figures
- Regular information via newsletter
- Online search
- Support with establishing contacts

## Priorities

- Realtors, agents and commission agents for Your business
- All industries and products
- Czech Republic, Slovakia online
- Poland, Hungary, Romania will follow

## Trade agents are your contact on site!

The arrangement and establishment of trade deals has always been part of the Eastern European business culture, however, there is still no systematic access to trade agents because the individual businesses are not registered in most of the countries.

This is why [www.ecointernational.at](http://www.ecointernational.at) is now for the first time providing a platform for agents of all industries, who can offer their services to Lower Austrian companies.

Since we especially emphasize the partners' reliability and dependability, we verify every individual entry, and also ask for references and turnovers. Moreover, the contact is available online only for six months.

The entrepreneur can look for industries, products, regions, and contacts online, and receives regular contact information. We are happy to offer our support in direct conversations with agents.

## ecoplus International - Contacts

### Senior Consultants:

**Robert Kremnitzer**  
r.kremnitzer@ecoplus.at  
+43 664 1843520

**Diana Schauer**  
d.schauer@ecoplus.at  
+43 664 8272018

### CEO:

**Gabriele Forgues**

### Ownership:

ecoplus 70%  
Raiffeisen 30%

# Attendance in the Czech Republic



Exports of Lower Austria to the Czech Republic:

**2007\***                    **934 Mio. €**  
**2006**                    **858 Mio. €**

CEO:



**Eva Farkačová**

ecoplus International  
 Czech Republic Ltd

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 CZ-130 03 Prag 3  
 Tel: +420 221 507 340  
 TelMobil.: +420 606 633 878  
 Fax: +420 221 507 340  
 office.prag@ecoplus.at

Client companies  
 since 2004:                    **527**

We are offering you

- Information and consultancy on advancement
- Support with the market analysis
- Identification of investment projects and proposals
- Guidance with the selection of a business location
- Efficient and individualized search for cooperation partners
- Assistance with the help for the search of office and floor space
- Support with contact to authorities
- Promotion for a specific business location Lower Austria

What do our customers say?

Ing. Hubert Hainzmann, EPC:

“The cooperation with eco International Prague has been very professional and convenient. It was very important for us to find the right partner; this task has been carried out to our complete satisfaction!”

[www.epc.at](http://www.epc.at)

## Czech Republic - Key Facts

<b>Area:</b>	78.866 km <sup>2</sup>
<b>Population:</b>	10.3 mio people
<b>Capital City:</b>	Prag/1.2 mio people
<b>Economic growth (real):</b>	+6.5% (2007)
<b>GDP-per capita:</b>	20,180 EUR (2007)
<b>Inflation:</b>	4.7% (Q1 2008)
<b>Unemployment:</b>	5.2% (Q1 2008)
<b>Exports:</b>	88.9 bn EUR (2007)

**Prominent business sectors:** vehicle construction and engineering, iron and steel industry

**Most important exports markets:** Germany, Slovakia, Poland, France, Austria, UK

\* interim facts

# Attendance in Slovakia



Exports of Lower Austria to Slovakia:

**2007\***            **444 Mio. €**  
**2006**             **440 Mio. €**

CEO:



**DI Zuzana Múčková**

ecoplus International  
Slovakia Ltd

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SK-850 05 Bratislava 55  
Tel.: +421 2 5919 2455  
Fax.: +421 2 5919 2477  
office.bratislava@ecoplus.at

Client companies  
since 2004:            **487**

We are offering you

- Information and consultancy on advancement
- Support with the market analysis
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- Guidance with the selection of a business location
- Efficient and individualized search for cooperation partners
- Assistance with the help for the search of office and floor space
- Support with contact to authorities
- Promotion for a specific business location Lower Austria

What do our customers say?

**Peter Köck, Richter & Co. Aussenhandels-Gesellschaft m.b.H.**

“ecoplus Slovakia has carried out a market analysis and a successful contact mediation with necessary business partner for us. Mr. Slivka has put us in the position of getting to know our future cooperation partner personally and on site. It was absolutely the right decision for us. Our leatherette products will now be directly delivered to small and medium sized businesses in Slovakia.”

## Slowakei - Key Facts

<b>Area:</b>	49.036 km <sup>2</sup>
<b>Population:</b>	5,4 mio people
<b>Capital City:</b>	Bratislava / 430k people
<b>Economic growth (real):</b>	+9,0% (1-9/2007)
<b>GDP-per capita:</b>	8.160 EUR (2006)
<b>Inflation:</b>	2,8% (Jan 2006)
<b>Unemployment:</b>	11,2% (Sept /2007)
<b>Exports:</b>	31,5 bn EUR (Jan-Oct/2007)

**Prominent business sectors:** vehicle construction and engineering, metals and metal products, minerals (raw materials), chemistry products  
**Most important exports markets:** Germany, Czech Republic, France, Austria

\* interim facts

# Attendance in Hungary



Exports of Lower Austria to Hungary:

**2007\***            **713 Mio. €**  
**2006**            **730 Mio. €**

CEO:



**Zsolt Szinte**

ecoplus International  
Hungary Ltd

Zichy Géza u. 5  
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office.budapest@ecoplus.at

Client companies  
since 2004:            **704**

We are offering you

- Information and consultancy on advancement
- Support with the market analysis
- Identification of investment projects and proposals
- Guidance with the selection of a business location
- Efficient and individualized search for cooperation partners
- Assistance with the help for the search of office and floor space
- Support with contact to authorities
- Promotion for a specific business location Lower Austria

What do our customers say?

**Dipl. Ing. Martina Kernstock, bio-ferm:**

“The ecoplus office in Budapest has provided us with important cooperation partners and distributors for our organic crop protection products. The excellent collaboration has encouraged us to also win over new partners in Poland.”

[www.bio-ferm.com](http://www.bio-ferm.com)

Hungary - Key Facts

<b>Area:</b>	93.030 km <sup>2</sup>
<b>Population:</b>	10 mio people
<b>Capital City:</b>	Budapest / 1,7 mio people
<b>Economic growth (real):</b>	+1,3% (28.03.2007)
<b>GDP-per capita:</b>	9.840 EUR (2007)
<b>Inflation:</b>	8,00% (28.03.2007)
<b>Unemployment:</b>	7,3% (28.03.2007)
<b>Exports:</b>	64,41 Mio. EUR (2007)

**Prominent business sectors:** Machines, arrangements, transportation, food

**Most important exports markets:** Germany, Italy, Austria, UK, France

\* interim facts

# Attendance in Poland



Exports of Lower Austria to Poland:

**2007\***            **490 Mio. €**  
**2006**            **396 Mio. €**

CEO:



**Anna Krzeminska**

ecoplus International Poland Ltd

Ul. Piekna 20  
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 Fax: +48 22 626 10 72  
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Client companies since 2005: **254**

We are offering you

- Information and consultancy on advancement
- Support with the market analysis
- Identification of investment projects and proposals
- Guidance with the selection of a business location
- Efficient and individualized search for cooperation partners
- Assistance with the help for the search of office and floor space
- Support with contact to authorities
- Promotion for a specific business location Lower Austria

What do our customers say?

**Wieslaw Tabaszewski, Tawex Nysa:**

“Thanks to ecoplus Poland we have found a cooperation partner in Lower Austria. Together with the Lower Austrian producer of organic cosmetics we are conducting an internet platform and we also appear at fairs together.”

Poland - Key Facts

<b>Area:</b>	312.685 km <sup>2</sup>
<b>Population:</b>	38,6 mio people
<b>Capital City:</b>	Warsaw / 1,64 mio people
<b>Economic growth (real):</b>	+6,6% (2007)
<b>GDP-per capita:</b>	8.104 EUR (2007)
<b>Inflation:</b>	2,5% (2007)
<b>Unemployment:</b>	12,8% (2007)
<b>Exports:</b>	101,1 bn EUR (2007)

**Prominent business sectors:** Machines, Machine transportation, industrial goods, food, chemical and mineral products

**Most important exports markets:**

EU (Germany, Italy, UK, France), Russia, Ukraine

\* interim facts

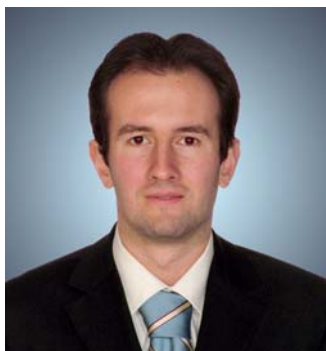
# Attendance in Romania



Exports of Lower Austria to Romania:

**2007\***            **630 Mio. €**  
**2006**            **544 Mio. €**

CEO:



**Daniel Marcu**

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Fax.: +40 256 220 52 0  
office.temeswar@ecoplus.at

Client companies  
since 2007: **82**

We are offering you

- Information and consultancy on advancement
- Support with the market analysis
- Identification of investment projects and proposals
- Guidance with the selection of a business location
- Efficient and individualized search for cooperation partners
- Assistance with the help for the search of office and floor space
- Support with contact to authorities
- Promotion for a specific business location Lower Austria

Why Temeswar?

**Governor Dr. Erwin Pröll:**

“We are inaugurating this office today, in order to further accelerate the business contacts between Romania and Lower Austria”, says Governor Dr. Erwin Pröll. “There is a good reason why the location is not Romania’s capital city Bucharest but Temeswar – the city in the West of this country is an especially attractive business location in this ambitious region”.

Romaniy - Key Facts

<b>Area:</b>	238.391 km <sup>2</sup>
<b>Population:</b>	21,5 mio people
<b>Capital City:</b>	Bucharest / 1,9 mio people
<b>Economic growth (real):</b>	+6% (2007)
<b>GDP-per capita:</b>	5.600 EUR (2007)
<b>Inflation:</b>	4,9% (2007)
<b>Unemployment:</b>	5,3% (2007)
<b>Exports:</b>	39,38 bn EUR (2007)

**Prominent business sectors:** Machines, Clothing, metallurgy products

**Most important exports markets:** Germany, Italy, Turkey, UK, France

\* interim facts