

Italy in Kazakhstan: a vital presence for the Kazakhstan economy



**CAMERA DI COMMERCIO
ITALO – KAZAKA**

**ITALIAN KAZAKH CHAMBER OF COMMERCE
ИТАЛИЯ - ҚАЗАҚСТАН САУДА ПАЛАТАСЫ
ИТАЛО-КАЗАХСТАНСКАЯ ТОРГОВАЯ ПАЛАТА**

Paolo Ghirelli, Chairman

Rome, October 24th 2017

Conference
“ La Nuova Via della Seta ”





About our organisation

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The Italian Kazakh Chamber of Commerce (CCIK) is the evolution of the Italy-Kazakhstan Association, founded in 1996 in Milan after the invitation Eni received by the President Nursultan Nazarbayev through the Kazakh embassy in Rome.

First founders and members are the main Italian manufacturing and service companies operating in Oil & Gas industry, entrepreneurial associations. It's why we would like to remember the Honorary President of the Association, Mr. **Guglielmo Moscato**, formerly Chairman of Agip/Eni.

The Association is considered a very influential platform for Kazakhstan in Italy.

Activities Institutional and Industrial relations, Training, Promotion, Assistance and Event organization.

Origins 2008, upon request of the Italian Ministry of Economic Development, AIK was promoted within Unioncamere (State federation of the Chambers of commerce).

Mr. Guglielmo Moscato



Associazione

ITALIA  KAZAKHSTAN



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Members

Nowadays, CCIK can rely on many associated companies such as SMEs and important corporations investing in Kazakhstan for the following sectors:

- Mechanical
- Engineering
- Construction
- Agribusiness
- Services
- Transports and Logistics
- Banking

Offices

Milan and Almaty

LIST OF ASSOCIATES

A B E GROUP

ADVANTECH S.p.A.

AKPHARMA PHARMACEUTICA LTD

ALENIA SPA

ALFA QUADRI SPA

ALLIEND FITTINGS AND FLANGES S.r.l. *

ARISTON THERMO SPA

APRILE PROJECT S.p.A.

AUSIRIA CONSULTING SRL

BONATTI S.p.A.

CE.P.I.M. Centro Padano Intersp.le

CERIM SPA

C.T.I. S.r.l.

D H L GLOBAL FORWARDING (ITALY) S.p.A.

FAGIOLI S.p.A.

ISOLFIN SPA

NUOVA CARPENTERIA ODOLESE

RENCO S.p.A.

SICIM S.p.A.

SKEMA S.p.A.

SOILMEC S.p.A.

TEMA SISTEMI GROUP

HEXAGON METROLOGY

UNIONSPED

Sector

General construction

construction/thermal and acoustic insulation

pharmaceutical

pharmaceutical

engineering / manufacturer / supply

engineering / manufacturer / supply

engineering / manufacturer / supply

logistics and transports

consultancy

engineering / construction

logistics and transports

engineering / manufacturer / supply

engineering / construction

logistics and transports

logistics and transports

construction/thermal and acoustic insulation

engineering / manufacturer / supply

engineering / construction

engineering / construction

engineering / construction

construction industry / manufacturer

engineering / construction

engineering / manufacturer / supply

logistics and transports



About the Republic of Kazakhstan

Area: 2,724,000 km² (9th in the world)
Population: 17,309,000
Languages: Kazakh, Russian
State Governance: Presidential system
Currency: Tenghe (KZT)
Capital city: Astana

Administrative organisation: 14 Regions

Member of the International Organisations:

United Nations (**UN**), Community of Independent States (**CIS**), Eurasian Economic Union (**EAEU**), Collective Security Treaty Organization (**CSTO**), Organization for Security and Cooperation in Europe (**OSCE**), Organisation of Islamic Cooperation (**OIC**), International Organization of Turkic Culture (**TURKSOY**), World Bank (**WB**), Shanghai Cooperation Organisation (**SCO**), Eurasian Economic Union (**EAEU**)

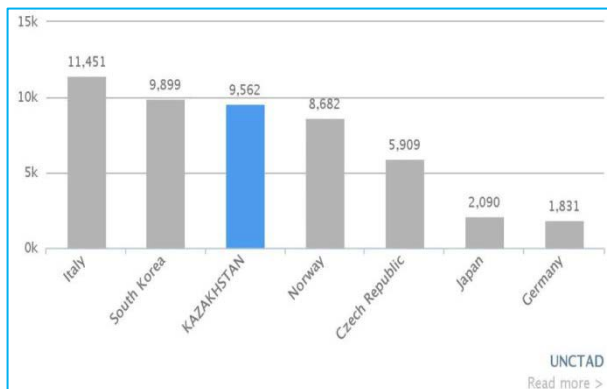


Main economic data

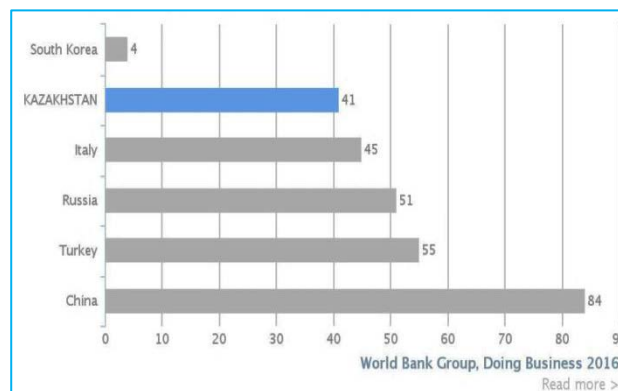
	2012	2013	2014	2015	2016	2017
Nominal GDP (USD)	177,646	202,612	198,737	156,285	107,976	125,599
Real GDP change %	5	5.9	4.3	1	-1.3	1,2
GDP per capita, PPP (USD)	21,165	22,417	24,404	24,538	24,339	24,730
Unemployment %	5.3	5.2	5	5	6	5.4
Public debt to GDP ratio %	13.4	13.3	14.6	24.2	24	24.1
Inflation %	6.1	4.7	7.5	13.3	7.1	6.9

Source: Italian Embassy in Astana based on EIU data (June 2016), the USD-EUR currency rate here adopted is the ECB average rate of June 2015 – June 2016 (1:0,9013)

FDI (2015, BLN USD)

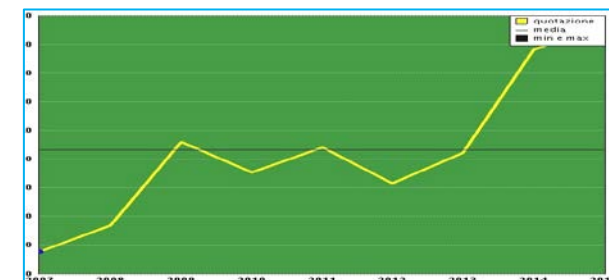


BUSINESS CLIMATE COMPARED TO 189 FOREIGN MARKETS



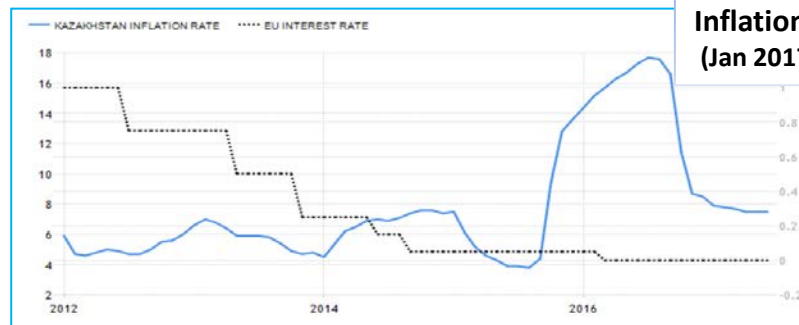
CURRENCY TRENDS

January 2007: 167,872 TG x 1 Euro
January 2017: **350** TG x 1 Euro



MAIN TAXES

Corporate Tax **20%**
Withholding Tax **15%**
TVA **12%**



Inflation Rate: 7,1%
(Jan 2017)

Sources:
 World Bank
 Trading Economics
 Bloomberg
 Deloitte
 Sace
 EulerHermes



Main economic data

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From 2005 to 2015, Kazakhstan has attracted over 208 bln Usd of foreign direct investments, ranking just at 2^o place after Russian Federation within the CIS area.





Italy, on 2016, has exported to Kazakhstan goods for **845 millions Euros**, with a growing trend compared to former years.

Almost **50% of Made in Italy exports to Kazakhstan has been represented by investment goods**, particularly by machinery and plants for the Oil & Gas, minenary and **metallurgy sectors**. We are talking about good sold as multiannual payments.

The main Italian players operating in this sectors are:

Oil & Gas: Eni

Oil & Gas services (services and construction): Saipem, Tenaris, Rosetti Marino, Bonatti, Sicim.

General constructions, real estate and construction materials: Salini Impregilo, Renco e Italcementi.

Industrial and civil trasports: CNH-IVECO

Consumer goods: representing 35% of global Italian export to the Kazakh market, they concern fashion, accessories and home furniture.



Main Italian investors in Kazakhstan



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Eni has been present in Kazakhstan since 1992 in the Exploration & Production sector.

Eni is co-operator of the Karachaganak field and partner in the North Caspian Sea Production Sharing Agreement (NCSPSA), which is in charge of Kashagan operations and holds a 50% interest for exploration and production activities of the Isatay block, located in the Kazakh sector of the Caspian Sea.

Kashagan field with the completion of works to fully replace the damaged pipelines following the gas leak occurred at the end of 2013.

The production capacity of 370 kbbl/d planned for the Phase 1 is expected to be achieved during 2017, when gas reinjection comes online.

Karachaganak field production averaged 231 kbbl/d of liquids (61 kbbl/d net to Eni) and 925 mmcf/d of natural gas (247 mmcf/d net to Eni).





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Bonatti works in Kazakhstan since 2000 realizing huge EPC projects such as the Bolashak onshore plant for **Kashagan** and maintenance and construction works like in **Karachaganak** on behalf of KPO, as well as in **Tengiz** for TCO (Sulphur Forming Units (Tengiz); del Kulsary pipeline (124 km).

Bonatti has recently completed the **New Kashagan Trunklines System** by substituting two parallel pipelines (2 x 45,2 km offshore; 2 x 26,1 km onshore and 2 x 4,1 km on shallow waters) connected to onshore plant of Bolashak/Karabatan. Bonatti has provided the best solutions by adopting innovative welding methods : “Bonatti’s Pipe Mechanized Welding System ROB.E-10.01”.

Some numbers about Bonatti in Kazakhstan (2015-2016) :

- **1,500** employees (90% Local content)
- **200 million USD**

Local Partner:

MSS MONTAZHSPETSSTROY





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Saipem has been operating in Kazakhstan since 1995, particularly in the Northern Caspian Sea area, for the development of 11 blocks of Kashagan oil & gas field, which has been the first huge offshore project in Kazakhstan. Saipem has completed on behalf of Agip KCO several engineering, construction and installation contracts and it's been also operating by offshore drilling platforms in the North-Western Area.

ERSAI Caspian Contractor LLC is the 100% Kazakh company founded on 2003, between Saipem and ERC Holding. ERSAI is based in Almaty.

One of the most recent awards is the **1.8 bln USD** engineering & construction contract for NCOC to build 2 pipelines of 28" and 95 km from Kashagan D-Island to Karabatan.

Today :

1,451 employees in Kazakhstan (90% local content)





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SICIM S.p.A. owns and operates three (3) camps and industrial bases in Kazakhstan which are fully equipped to handle multidisciplinary oil and gas construction projects.

Turnover in Kazakhstan:

Turnover 2016: USD **170 million**

Forecasted Turnover 2017: USD 300 million

Current Manpower:

Over **6,000** personnel with 95% local staff

Local Partners:

KKS-SICIM LLP

EURASIA ENGINEERING & CONSTRUCTION (EEC)





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KCOI is the local Company created in 2008 for the business segment of the Oil & Gas industry in the Caspian Region: it's an incorporated **Joint Venture** Company established by two Kazakhstani Companies, MART Machinery Plant ("MMP") and Rosetti Kazakhstan, and by Rosetti Marino - Italy. An essential key factor for KCOI success is granted by the proper merge of KCOI Shareholders' strengths.

Through its dedicated Business Areas, KCOI has focused its attention to the supply of: Offshore; Onshore; Shipbuilding.

Value of production 2016: **100 million Usd**
Employees: **800 people (90% Kazakh)**





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Renco core business is comprised of EPC works (Oil & Gas Upstream and Downstream sectors) as well as of Civil and Industry Infrastructures, Engineering & Construction Services, Project Management & Consulting Services, and Manpower Services (provision of Technical Personnel).

Renco Group operates in Kazakhstan through two subsidiaries: **Renco Property**, that holds and operates 100% of the property portfolio of the Renco Group in Kazakhstan, and **Renco Kat**, an EPC contractor. Renco Kat was founded in 1992 and works for Tengizchevroil, NCOC, KPO, KMG.

VALUE OF THE PRODUCTION 2016
(GROUP+ KAT + PROPERTY) :

45 mln EURO

RENCO TOTAL WORK FORCE :

1.300 employees (97% local content)



Renco KAT Branch



Renco KAT Headquarter



Renco realized the Italian Pavillon inside the Astana Expo Area





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“Aktau plant is critical to Tenaris ability to provide customized solutions with sophisticated products in a region that presents some of the most complex drilling environments,” said Tenaris Chairman and CEO, Paolo Rocca. “An investment like this today reinforces our commitment to serving the region’s oil and gas sector, to our people, our customers, and the community.”

The **40 million USD, state-of-the-art facility** has the capacity to produce **45,000 tons of OCTG** and was designed according to the highest safety standards.

Tenaris has been operating in Kazakhstan since 2004.

Investments value

- Since the beginning : 38.5 mln USD
- Last three years : 38.5 mln USD

Yearly production : 40 mln USD (forecast 2017)

Value of contracts awarded on last three years: 119 mln USD

Employees : 46 (94% Kazakh)

Projects being negotiated : MH Industry/Almex Plus

SPECIAL ECONOMIC ZONE
SEAPORT AKTAU



KAZAKHSTAN PIPE THREADERS LLP





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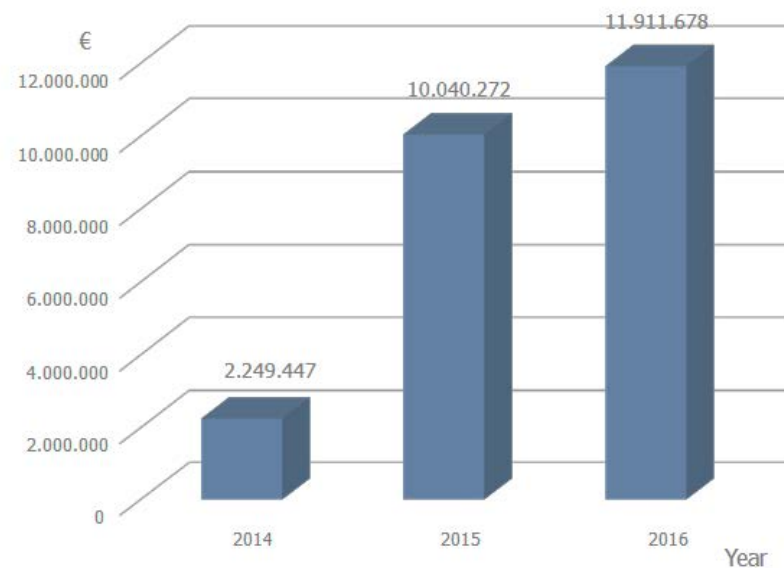
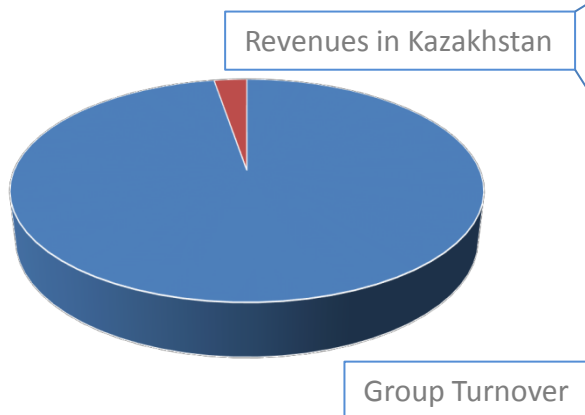
Valvitalia Group presence in Kazakhstan is granted by:

- **DM Real Business Engineering Company LLP AGENT**
- **KIOS LLP SERVICE CENTER** to support customers on after sales
- **WORKSHOP AREA:** 1600 sq.m LOCATED IN ATYRAU
- **FACILITIES** Mechanical Maintenance, Machining, Welding & Fabrication Shops



Group Turnover 2016: **438 million Euros**

Revenues in Kazakhstan 2016: **12 million Euros**





Main Italian investors in Kazakhstan

CNH
INDUSTRIAL

IVECO

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CNH Industrial group operates in Kazakhstan on three market segments :

Agriculture: through *New Holland* e *Case IH* brands

Heart moving machinery : *New Holland Construction* and *Case Construction* brands

Commercial vehicles: through *Iveco*, *Iveco Astra* and *Iveco Bus*

Last three years CNH Industrial in Kazakhstan produced:

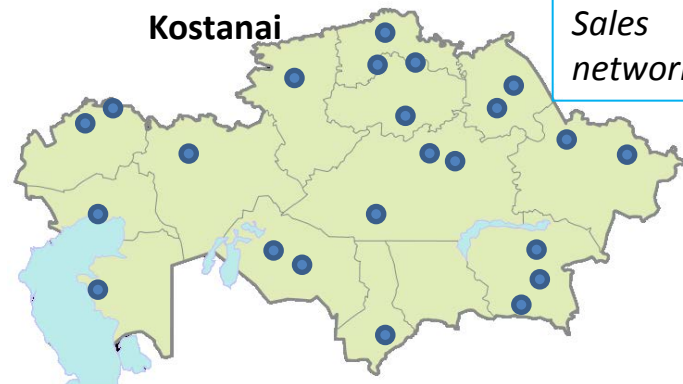
30 million USD

Last three years contracts concern:

- 358 urban bus *Citelis* Euro V (diesel) on 2015, 210 *Urbanway* Euro VI (diesel) and *Urbanway Hybrid* of 12 and 18 mt. on 2017, which makes IVECO BUS to be leader of the segment in the Kazakh market, with a total number of around 570 bus operating in Astana.

Number of employees (Kazakh and Expatriates): employees are mainly out of Kazakhstan, where anyway 8 Kazakh engineers are working to ensure all after-sales services.

Kostanai



Sales network



Sponsor of



EXPO 2017

• Future Energy •
Astana Kazakhstan

Italian Pavilion



IVECO BUS has delivered the first batch of Urbanway buses to Astana LRT LLP, the municipal transport company. The global supply contract includes 210 Urbanway Euro VI and Urbanway Hybrid 12-meter and 18-meter buses for the city's public transport system.



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Todini arrived in Kazakhstan in the first 90s executing many transport infrastructures projects like:

- Highway upgrading South-West (Lots from 9 to 14)
- East-West highway (Section : Almaty-Khorgos) as the international Transit corridor from Western Europe to Western China and the reconstruction of Almaty – Kokpek – Chunja – Koktal - Khorgos (Lots from 2 to 6)
- South-West highway of reconstruction and upgrading (Lots from 9 to 14)





**Main Italian investors in
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ITALIAN CONTRACTORS AND MANUFACTURES IN KAZAKHSTAN (EXPECT FOR ENI ACTIVITIES)



**PRODUCE
USD 2 BILLION PER YEAR**



AND

**EMPLOYS UP TO
15,000 KAZAKH RESOURCES**



Milan, march 7th 2014 Memorandum of Understanding between CCIK and UMMK (the Union of Mechanical manufacturers of Kazakhstan)

JOINT VENTURES between Kazakh and Italian companies in the sector of mechanical equipment productions



MESSAGE FROM M. PSHEMBAYEV, CHAIRMAN OF MACHINERY ASSOCIATION, KAZAKHSTAN.



Dear colleagues, our new strategy in international cooperation in 2014 with your companies will be based on 4 objectives. These objectives are interconnected; progress on any one will make progress on the others. A number of Kazakhstan Government agencies, Ministry of Industry, NPP, our association, have important roles to play in the implementation of the strategy.

Manufacturing, is a matter of fundamental importance to the economic strength of Kazakhstan and depends on the use and coordination of information technologies, automation, computation, software, sensing in our manufacturing technologies, based on new materials from nanotechnology, chemistry and metallurgy.

Objective 1: More investments in manufacturing facilities in Kazakhstan and other countries

Objective 2: Increase the number of workers who have the skills needed for our joint projects.

Objective 3: Create and support public-private, government – industry – academic partnerships to accelerate investments and progress in manufacturing technologies.

Objective 4: Increase total Kazakhstan public and private investments in machinery & metalware research and development (R&D).





Astana, march 28th 2014: Participation to the Round table chaired by Vice Prime Minister and Minister of Industry and New Technologies Mr Asset Isekeshev about the new approaches to set on Local content issue for Oil & Gas and mechanical industry, particularly about the forthcoming investments of TCO consortium (TengizChevrOil).





Italy (Emilia-Romagna and Lombardia regions), May 26th-30th 2015: visit by Kazakh delegation NADLoC (National Agency for the Development of the Local Content) led by the Chairman Mr. Kairat Bekturgenev and the entrepreneurial association UMMK





Milan, Expo 2015, June 26th-27th “Italian – Kazakh Business Forum”.

Signature of MoUs, at the presence of the President Nursultan Nazarbayev and the Prime Minister Matteo Renzi, among Kazakh and Italian companies. Most of them were already organized and linked through MoUs by CCIK during the previous mission held by the Chairman of NADLoC, K. Bekturgenev.

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Italia-Kazakhstan, accordi per 500 milioni

Al “National day” del Kazakhstan che si è tenuto all’Expo incontro tra il premier Renzi e il presidente Nazarbayev. I due Paesi consolidano il loro rapporto: firmati accordi per un valore di 500 milioni. Eni si rafforza nell’area del Caspio grazie a un accordo con Kmg. ➔ pagina 15

Partnership. Al vertice all’Expo ribadita l’importanza strategica degli scambi bilaterali - Nazarbayev: «Apprezziamo la vostra fiducia»

Italia-Kazakhstan, accordi per 500 milioni

Renzi: «Paese con ruolo importante per la stabilità dell’area, non solo per il business»



EXPO IL KAZAKHSTAN PRESENTA GRANDI APERTURE AL BUSINESS

Forum italo kazako: l’Upi e la Bonatti siglano tre accordi

L’obiettivo è lo sviluppo di nuovi rapporti economici e progetti di investimento

All’Expo si è svolto il business Forum Italo Kazako, organizzato dall’ambasciata del Paese eurasiatico in Italia e cui hanno partecipato il presidente del Consiglio Matteo Renzi, il ministro Maurizio Martina e il capo dello stato kazako Nursultan Nazarbayev. Nel corso dell’evento sono stati firmati alcuni memorandum of understanding (MoU) tra associazioni ed enti italiani e kazaki, e tra imprese italiane e kazake, volti allo sviluppo di nuove relazioni.

La firma del MoU è avvenuta in presenza del ministro kazako per gli investimenti e lo sviluppo e

delle principali autorità e aziende kazake. In particolare, l’Unione Parmense degli Industriali ha firmato un MoU con Nadioc, l’Agenzia nazionale per lo sviluppo dei locali content del Kazakhstan.

«L’accordo è finalizzato allo sviluppo di nuovi rapporti economici e di investimento, attività di cooperazione e realizzazione di progetti industriali, oltre che allo sviluppo e al trasferimento tecnologico per tutti i settori industriali, con un focus particolare su alimentare e impiantistica alimentare, fortemente rappresentativi del nostro tessuto industriale - ha commentato Cesare Azzali, direttore dell’Upi e firmatario dell’accordo - Gli obiettivi saranno perseguiti attraverso la realizzazione di scambi di informazioni, conferenze comuni, visite nelle rispettive aree industriali, fo-

rum congiunti e attività di formazione, iniziative che auspichiamo potranno essere di supporto allo sviluppo di nuove relazioni internazionali per le aziende del territorio».

Sono due, invece, i MoU siglati dall’Impresa Bonatti alla presenza di Nadioc: il primo con la società kazaka Avt - Almaty Ventilator Factory, per la realizzazione di servizi di saldatura automatica su pipeline di grandi dimensioni mediante sistemi Bonatti di ultima generazione.

L’area di estensione di questi servizi potrà estendersi alla nuova Unione economica eurasiatica (Uee) che comprende, nell’insieme, un mercato ancora più vasto del solo Kazakhstan.

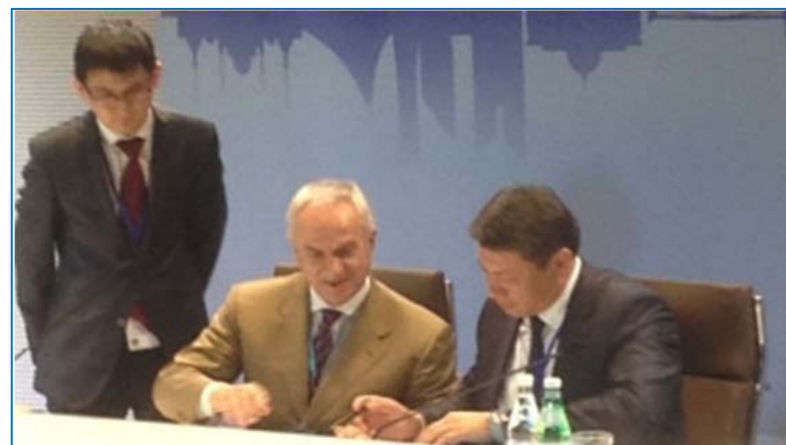


La firma degli accordi in alto Azzali (Upi), sotto Ghirelli (Bonatti).

mobili e arredi ad uso industriale. «Il Kazakhstan presenta grandi aperture al business, tanto da aver plasmato la sua legislazione in modo da garantire condizioni di favore per gli investimenti e per la presenza dell’industria straniera. - ha spiegato Paolo Ghirelli, presidente della Bonatti e della Camera di

Commercio Italo-Kazaka - Ciso- no interi settori da sviluppare, come il tessile, i mobili e l’industria leggera in genere; tra tutti, il settore agroindustriale presenta grandi prospettive nella meccanizzazione, nell’agronomia, nell’allevamento e nel-

gato Paolo Ghirelli, presidente della Bonatti e della Camera di





Milan, July 13th 2017 KAZAKH-ITALIAN BUSINESS FORUM «KPO AND THE ITALIAN MANUFACTURERS»

Forum dedicated to strengthening of business capabilities of the Republic of Kazakhstan, to familiarize the Italian industrial enterprises working in the field of engineering and equipment manufacturing for the oil and gas industry with KPO current activities and upcoming projects implementation of which is scheduled for the near future. It gave the opportunity to discuss the possibility of establishing JV between Kazakhstani and interested Italian companies in service, engineering and manufacturing of oil and gas equipment.

Special guests: Akim of West Kazakhstan Oblast Mr. Altai Kulginov and KPO Vice General Director Mr. Marat Karimov





CCIK: actions

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Astana, September 1 -6, 2017
Expo 2017, Italian Pavilion :

- Emilia-Romagna Region special week - SUSTAINABILITY FORUM
- Italian National Day with VM Scalfarotto

Conference and b2b meeting organisation,
bilateral talks with Kazakh counterparts,
translation services.





2010-2011

Italian Oil District

Aktau Special Economic Zone



150 ha area dedicated to Italian investors upon SEZ basis (fiscal benefits such as 0% on profit tax; 0% on land value tax; 0% on real estate and facilities; 0% on custom duties of imports):

Investment opportunities for the whole Oil & Gas Italian system of companies, as well as machinery production sector, equipment manufacturers, advanced products and services for Oil & Gas and Power industry.



*Camera di
Commercio
Italo Kazaka*



Назарыңызға рахмет!
Grazie per la cortese attenzione

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Camera di Commercio Italo-Kazaka

Италия-Қазақстан Сауда Палатасы
Итало-Казакхстанская Торговая Палата

Associazione Italia-Kazakhstan

SCHEDA ADESIONE SOCI

La Società _____

con sede in Via _____

Città _____ Cap _____ Provincia _____

Telefono _____ Fax _____

E-mail _____

N° Partita Iva / Codice Fiscale _____

Presidente e/o Amm. Delegato o Legale Rapp. te _____

Persona da contattare _____ Cell. _____

Telefono _____ Fax _____

E-mail _____

Attività principale _____

Insedimenti produttivi in Italia/Estero _____

Eventuali partecipazioni dell'Azienda in Kazakhstan : _____

DICHIARA

Di aderire alla Camera di Commercio Italo-Kazaka - AIK -, impegnandosi a rispettare le norme statutarie, che si intendono lette ed approvate, ed i provvedimenti legalmente adottati dagli organi sociali.

Si impegna inoltre a corrispondere la seguente quota annuale di adesione (salvo variazioni deliberate dai competenti organi della C/C Italo-Kazaka -AIK-, previamente comunicate, o recessione della Società stessa entro i termini stabiliti dall' art.6 dello Statuto).

QUOTE:

- ☐ Associazioni/Enti Culturali - Euro **1.000,00**/anno
☐ Società/Imprese - Euro **2.000,00**/anno
☐ Associazioni di Industriali, Commercianti Artigiani, CCIA, Enti di Diritto Pubblico - Euro **2.000,00**/anno
☐ Soci sostenitori, quota minima Euro **7.000,00**/anno

N. I. iva art.4 D.P.R. 261072 n°655

Consenso al trattamento dei dati personali:

- ☐ Autorizzo il trattamento dei dati personali ai sensi di legge
☐ Non autorizzo il trattamento dei dati personali

MODALITA' DI PAGAMENTO :

- ☐ Bonifico bancario in Euro :

Banca Popolare di Verona e Novara - Filiale di San Donato Milanese :

IBAN : **IT 86 J 0503433710000000020346**

Luogo _____ Data _____ Firma _____

Via Carlo Gavazzi, 100 - 20010 Marcallo (MI) Italy

Tel : 02 97964851 - Fax: 02 97964852

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