

## Visit of Mrs.Dana Reizniece-Ozola, Minister of Economics of the Republic of Latvia, to the Republic of Italy

10 – 12 June, 2015

### Delegation of Latvian entrepreneurs

No *	Director(s) (member(s) of the delegation)	Company (contact person in Latvia)	Contact information	Website/ Sphere of activity	Preferable form of cooperation/ Potential cooperation partners in Italy
<b>ORGANISER</b>					
1	<b>Mr Andris Ozols</b> Director	<b>Investment and Development Agency of Latvia (LIAA)</b>  Contact person: Phone: +371 67039459 Mobile phone: +371 29378800 E-mail: <a href="mailto:inese.mazina-ivanane@liaa.gov.lv">inese.mazina-ivanane@liaa.gov.lv</a>	Address: Pērses iela 2, Rīga, LV-1442, Latvia Phone: +371 67039400 Fax: +371 67039401 E-mail: <a href="mailto:liaa@liaa.gov.lv">liaa@liaa.gov.lv</a>	<a href="http://www.liaa.gov.lv">www.liaa.gov.lv</a>  The objective of the Investment and Development Agency of Latvia (LIAA) is to facilitate business development in Latvia by attracting foreign investment and increasing the competitiveness of Latvian enterprises on local and international market.	Enterprises seeking opportunities to enter the EU market through Latvia; enterprises intending to open their representative offices in Latvia; prospective buyers of products in Latvia; owners of cargoes considering Latvia as a possible transit country for cargo shipping.
2	<b>Ms Inese Mazīna-Ivanāne</b> Project Manager				
3	<b>Ms Ieva Krese</b> Project Manager				
<b>TRANSPORT AND LOGISTICS</b>					
1	<b>Mr Pavel Solovyov</b> Commercial Director	<b>KREISS, Ltd.</b>  Contact person: Svetlana Avene-Avenina  Phone: +371 66935311 Mobile phone: +371 25464054 E-mail: <a href="mailto:sa@kreiss.lv">sa@kreiss.lv</a>	Address: Bērslapas 5, Mārupes novads, LV-2167, Latvia Phone: +371 67409300 Fax: +371 67409301 E-mail: <a href="mailto:sekretare@kreiss.lv">sekretare@kreiss.lv</a>	<a href="http://www.kreiss.lv">www.kreiss.lv</a>  - Number of employees (in 2014, average): 2000 - Turnover (in 2013, EUR): 102 341 200 - Export markets (countries): EU and CIS countries - Sector: Transportation and Logistics - Main production / services: Freight transportation  -Previous experience in Italy: We have business partners in Italy. We are quite satisfied with our experience thus it would be great to continue business partnership with companies from Italy. We would be grateful for any information and possible contacts this visit can give us.	-Purpose of the visit: We will be happy to find new business partners and more contacts for future possibilities. Currently, we are more in the North of Italy (Milano area) hence this visit is a possibility to develop existing and other directions in the future.  -Desirable forms/partners of co-operation: We are interested in transportation of goods, thus producers, retailers, importers and exporters are all our potential clients.
2	<b>Mr Andrey Petrov</b> Director of Commercial Department				
3	<b>Ms Svetlana Avene-Avenina</b> Marketing and Communications Specialist				
<b>ICT</b>					
4	<b>Mr Aivars Lokmanis</b> Member of the Board	<b>SWH SETS, Ltd.</b>  Contact person: Aivars Lokmanis Phone: +371 67078301 Mobile phone: +371 26333512 E-mail: <a href="mailto:aivars.lokmanis@sets.lv">aivars.lokmanis@sets.lv</a>	Address: Kr. Valdemāra iela 33-7, Rīga, LV-1010, Latvia Phone: +371 67078302 Fax: +371 67078333 E-mail: <a href="mailto:contact@sets.lv">contact@sets.lv</a>	<a href="http://www.sets.lv">www.sets.lv</a>  - Number of employees (in 2014, average):50 - Turnover (in 2014, EUR): 2944533 - Export markets (countries): Sweden, Germany - Sector: ICT - Main production / services: Software  -Previous experience in Italy: Yes, we have partnership with the Italian IT company	-Purpose of the visit: We are willing to meet our existing partners and looking forward to find new partners and customers. -Desirable forms/partners of co-operation: We are willing to meet software development partners to promote and customize our products for customers in telecommunications, energy, finance and public sectors as well as IT companies willing to export their products and services.

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<b>FINANCIAL AND LEGAL SERVICES</b>					
5	<b>Mr Jevgenijs Belezjaks</b> Chairman of the Management Board, CEO of Baltic Region	<b>UniCredit Leasing, Ltd.</b>  Contact person: Jevgenijs Belezjaks Mobile phone: +371 29229629 E-mail: <a href="mailto:jevgenijs.belezjaks@unicreditleasing.lv">jevgenijs.belezjaks@unicreditleasing.lv</a>	Address: Mūkusalas iela 41, Rīga, LV-1004, Latvia Phone: +371 67502200 Fax: +371 67502203 E-mail: <a href="mailto:info@unicreditleasing.lv">info@unicreditleasing.lv</a>	<a href="http://www.unicreditleasing.lv">www.unicreditleasing.lv</a>  -Number of employees (in 2014, average): 90 -Turnover (in 2013, EUR): 12 mil Export markets (countries): - -Sector: Financial -Main production / services: fixed asset import, fixed asset financing, leasing  -Previous experience in Italy: UniCredit Leasing belongs to UniCredit Group, which is Italy-based banking group, one of the largest in Italy and Central and Eastern Europe. There are a number of cooperation partners in Italy as well as in Latvia with whom we cooperate in this aspect.	-Purpose of the visit: It is important to strengthen business relations with the country of shareholders origin as well as to support Italian investors on their investment plans in Latvia via providing affordable investment solutions into equipment and other fixed assets, using leasing products. Would be good to convince local businessman that Latvia is the market where they can feel like at home, since: a. the same EU zone; b. the same currency; c. the same financial partner they used to rely on. -Desirable forms of cooperation: We are expecting to find more contacts on equipment/vehicle manufacturing industries as well as those companies/entrepreneurs who have plans to invest in Latvia in order to provide them with affordable financing solutions.
6	<b>Mr Edvins Ločmelis</b> Managing partner	<b>ImpEx Europe, Ltd.</b>  Contact person: Edvins Ločmelis Phone: +371 20277628 E-mail: <a href="mailto:e.locmelis@impexeu.com">e.locmelis@impexeu.com</a>	Address: Kadaga 8, Kadaga, Ādažu novads, LV-2103, Latvia Phone: +371 20277628 E-mail: <a href="mailto:e.locmelis@impexeu.com">e.locmelis@impexeu.com</a>	<a href="http://www.impexeu.com">www.impexeu.com</a>  -Number of employees (in 2014, average): 2 -Turnover (in 2013, EUR): 4000, as company started its operations only in 2014 Export markets (countries): Sweden, Germany, France -Sector: International Trade, Communications, Business consulting -Main production / services: full service export management (i.e. transactions administration, business representation, legal consulting, trade finance, etc.) and international trade consulting -Previous experience in Italy: currently we have had no partnerships with companies in Italy, but we are interested in the region and, hopefully, will be able to find common interests with local companies.	-Purpose of the visit: to better understand the business environment in Italy and share out knowledge with representatives of Italian companies in order to understand what business opportunities we can create together. As we are international trade and communication company, we believe that this visit might contribute to finding new partners, expand our operations and hopefully, increase international trade between Italy and the rest of Europe.
<b>METALWORKING AND MACHINERY</b>					
7	<b>Mr Janis Šimins</b> Chairman of the Board	<b>JSC Energofirma JAUDA</b>  Contact person: Edmunds Šimiņš Phone: +371 67724250 Mobile phone: +371 29486008 E-mail: <a href="mailto:Edmunds.simins@jauda.com">Edmunds.simins@jauda.com</a>	Address: Krustpils iela 119, Rīga, LV-1057, Latvia Phone: +371 67725789 Fax: +371 67725770 E-mail: <a href="mailto:info@jauda.com">info@jauda.com</a>	<a href="http://www.jauda.com">www.jauda.com</a>  -Number of employees (in 2014, average): 240 -Turnover (in 2014, EUR): 24 000 00 -Export markets (countries): Finland, Sweden, Norway, Estonia, Lithuania, Russia, Belarus -Sector: Energy, Metalworking -Main production / services: Compact Transformer Substations, Control cabinets for utilities -Previous experience in Italy: No	-Purpose of the visit: Find new cooperation partners. Look for possibilities of cooperation to produce/ distribute our equipment. Opportunities for Subcontracting.  -Desirable forms/partners of co-operation: Partner for distribution or production of our products. Installations companies.

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<b>FOOD PRODUCTION</b>					
8  9	<b>Mr Viktors Radilovcs</b> Director  <b>Ms Julija Spirta</b> Sales manager	<b>Rital-D, Ltd.</b>  Contact person: Julija Spirta Mobile phone: +371 29517228 E-mail: ritaldexp@inbox.lv	Address: Drujas iela 16, Daugavpils, LV-5404, Latvia Phone: +371 65476512 Fax: +371 65476512 E-mail: rital-d@apollo.lv	<a href="http://www.rital-d.lv">www.rital-d.lv</a>  - Number of employees (in 2014, average): 50 - Turnover (in 2014, EUR): 896 000 - Export markets (countries): Germany, Greece, Lithuania, Russia, Kazakhstan, Georgia, Uzbekistan, Tajikistan, Turkmenistan - Sector: Production of meat products - Main production / services: Rital-D supplies the meat products and canned meat  -Previous experience in Italy: No we haven` t, but we want.	- Purpose of the visit: We want to find new business contacts in Italy and start to work in Italy.  -Desirable forms/partners of co-operation: We are interesting in new distributions in Italy. We can produce meat products and canned meat under Private Label`s of client.
10  11	<b>Mr Oskar Thor Karlsson</b> Co-owner  <b>Mrs Marite Tiruma Karlsonē</b> Chairwoman of the Board	<b>Oscars Fish, Ltd.</b>  Contact person: Maris Tirums Mobile phone: +371 26493333 E-mail: maris.tirums@oscarsfish.lv	Address: Viskalū iela 3, Rīga, LV-1026, Latvia Phone: +371 67312112 Fax: +371 67312112 E-mail: info@oscarsfish.lv	<a href="http://www.oscarsfish.lv">www.oscarsfish.lv</a>  - Number of employees (in 2014, average): 6 - Turnover (in 2014, EUR): 800 000 - Export markets (countries): Baltic states, Germany, Belorussia, Russia - Sector: Food - Main production / services: Sea and meat products from Iceland  -Previous experience in Italy: No	- Purpose of the visit: We expect to find new customers who are interest in premium quality and BIO sea and meat products.  -Desirable forms/partners of co-operation: All customers who are ready to invest time, power and heart to sell healthy, quality and really good product! It could be from small retail chain or restaurant till big wholesaler.
<b>WOODWORKING, WOOD CONSTRUCTION</b>					
12  13	<b>Mr Ivars Reinhardis</b> CEO  <b>Ms Katrīna Zālīte</b> CEO's assistant	<b>WWL Houses, Ltd.</b>  Contact person: Katrīna Zālīte Mobile phone: +371 25625566 E-mail: katrina@wwl.lv	Address: Baltā iela 1B, Rīga, LV-1055, Latvia Phone: +371 20221138 Fax: +371 67472332 E-mail: <a href="mailto:katrina@wwl.lv">katrina@wwl.lv</a> ; <a href="mailto:ivars@wwl.lv">ivars@wwl.lv</a>	<a href="http://www.wwl.lv">www.wwl.lv</a>  - Number of employees (in 2014, average): 50 - Turnover (in 2014, EUR): 6'998'053 - Export markets (countries): Sweden, Norway, Denmark, United Kingdom, France, Belgium. - Sector: Construction/ Timber frame houses, modular houses and wooden windows manufacturer. - Main production / services: Timber frame houses/ modular houses contractor and wooden windows producer.  -Previous experience in Italy: Our company has no business contacts or export cooperation experience in Italy.	- Purpose of the visit: The main reason of this visit is to get the insight of business opportunities in Italy, introduce our company to possible business partners or clients and make new contacts. Our company is looking for new export market possibilities so this would be great experience for us.  -Desirable forms/partners of co-operation: We look for agents, developers and general contractors.

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<b>14</b>	<b>Mr Lauris Lubka</b> Managing Director	<b>Lūsēni, ZS</b>  Contact person: Lauris Lubka Mobile phone: +371 29187622 E-mail: lauris@luseni.lv	Address: Jaunivanova, Kārsavas novads, LV-5725, Latvia Phone: +371 29187622 E-mail: lauris@luseni.lv	<a href="http://www.luseni.lv">www.luseni.lv</a>  - Number of employees (in 2014, average): 70 - Turnover (in 2014, EUR): 2 546 000 - Export markets (countries): Germany, France, Italy, Switzerland, Hungary, Czech Republic - Sector: woodworking - Main production / services: pine window scantlings; edge glued panels; glue laminated, finger jointed boards; briquettes  -Previous experience in Italy: yes, we already have some clients in Italy	- Purpose of the visit: we want to find new contacts – potential business partners  -Desirable forms/partners of co-operation: window and door producers; wholesalers/importers/retailers/importers of the window scantlings and edge glued panels.
<b>DESIGN</b>					
<b>15</b>	<b>Ms Anna Fanigina</b> Member of the Board	<b>Verba Mundus, Ltd.</b>  Contact person: Anna Fanigina Mobile phone: +371 29763288 E-mail: verba@verba.lv	Address: Kr.Valdemara iela 120-47, Riga, LV-1013, Latvia Phone: +371 29763288 E-mail: verba@verba.lv	<a href="http://www.verba.lv">www.verba.lv</a>  - Number of employees (in 2014, average): 2 - Turnover (in 2014, EUR): Company was established at the end of year 2014, turnover EUR 2816; Anna Fanigina as an individual merchant: EUR 12 330 - Export markets (countries): Belgium, Lithuania, Italy, Russia - Sector: jewellery - Main production / services: design jewellery production  -Previous experience in Italy: yes, during jewellery fair BIJORCHA 2015, Paris, our company found retailers from Padua and clients from Milano. Italy with its ancient culture and latin language is main source of inspiration for design jewellery line WERBA already for a long time. Because of our product close link to the ancient culture, Italy is a very important market for us.	-Purpose of the visit: Our purpose of the visit is to find our jewellery lovers in Italy and to learn more about market and export speciality to Italy. Find new clients or find organisations that would help us develop our market in Italy. As well visit would strengthen our existing contacts. We expect useful information, new contacts and co-operation opportunities. -Desirable forms of cooperation: We are interested to export our jewellery to the retailers such as design jewellery galleries, design product shops, fashion and concept shops in Italy. As well as we would like to continue communication with Naples Archeological Museum store managed by "Mandadori" company ( <a href="http://mondadori.it">http://mondadori.it</a> ), Italy archeological museums shop chain managed by "Arte-m" ( <a href="http://www.arte-m.net">www.arte-m.net</a> ), "Charms" shop in Milano ( <a href="http://www.charmspreziosi.it">www.charmspreziosi.it</a> ), "Crowns" from Padua and others.

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<b>TOURISM</b>					
16	<b>Anna Blaua</b> PR Account Executive	<b>Riga Tourisms Development Bureau</b> (Live Riga)  Name, surname: Anna Blaua Phone: +371 67181097 Mobile phone: +371 28442636 E-mail: anna.blaua@liveriga.lv	Address: Kungu str. 3, Riga Phone: +371 67181097 Fax: E-mail: pr@liveriga.lv www.LiveRiga.com	<p><a href="http://www.LiveRiga.com">www.LiveRiga.com</a></p> <p>The main focus of the Riga Tourism Bureau (RTDB) is to encourage tourism in Riga and promote it abroad by means of a special city brand LIVE RIGA.</p> <p>Riga Tourism Development Bureau was officially registered on October 28th, 2009. The founders of the bureau were the Riga City Council, the national airline "airBaltic", the Latvian Hotel and Restaurant Association (LVRA) and the Association of Latvian Travel Agents and Operators (ALTA).</p> <p><b>Sector: Tourism</b></p> <p>- Main production / services:            advertising campaigns in foreign target markets;            publicity campaigns in foreign target markets;            organising visits by foreign journalists and tourism operators to Riga; managing the tourism information centres across the city; maintaining the official city tourism website <a href="http://www.LiveRiga.com">www.LiveRiga.com</a>; the production and promotion of informative materials about Riga; the LIVE RIGA line of souvenirs; the participation in international tourism fairs and seminars; the certification of guides; organizing events in Riga to attract tourists and create publicity for the city.</p> <p>-Target markets: Lithuania, Estonia, Germany, Italy, the Netherlands, Russia, Sweden, Norway, Finland</p> <p>-Previous experience in Italy: We have organised several Italian journalist visits to Riga to promote the city as beautiful and interesting travel destination for Italian tourists.</p>	<p>- Purpose of the visit:            Live Riga is interested to meet Italian journalists to discuss potential cooperations in promoting Riga in Italian market as well organising press visits to Riga.</p> <p>-Desirable partners: media representatives.</p>

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<b>ENVIRONMENTAL SERVICES, WASTE MANAGEMENT</b>					
17  18	<b>Mr Andrejs Laškova</b> Chairman of the Board  <b>Ms Laura Buivida</b> Project Manager	<b>Eko Osta, Ltd.</b>  Contact person: Laura Buivida Phone: +371 67393860 Mobile phone: +371 25419662 E-mail: laurabuivida@ekoosta.lv	Address: Tvaika iela 39, Rīga, LV-1005, Latvia Phone: +371 67393860 Fax: +371 67393067 E-mail: ekoosta@ekoosta.lv	<a href="http://www.ekoosta.lv">www.ekoosta.lv</a>  Number of employees (in 2014, average): 73 -Turnover (in 2014, EUR): 3.9 mln -Export markets (countries): Estonia, Lithuania -Sector: hazardous waste treatment -Main production / services: oily waste reclamation in cleansing facilities, hazardous waste maintenance of any type, activity within the scope of technical and natural sciences, construction and maintenance of any type of a cleansing facility, activity within design and technical consultation rendering, consultation on environment legislation issues, used tyres and accumulators withdrawal and recycling, ect.  -Previous experience in Italy: No, EKO OSTA Ltd don't have any cooperation experience with Italian entrepreneur.	-Purpose of the visit: 1) getting acquainted with the operation of the port treatment facilities, an exchange of the experience in the collection and treatment of ballast waters; 2) an exchange of experience in the hazardous waste management; 3) the possible cooperation in sludge import for its processing in the pyrolysis plant; 4) an interest in pyrolysis recycling process; the obtained products, including gas. Also, whether the gas is used for the production of the electricity.  -Desirable forms/partners of co-operation: Establishing new contacts; Possible cooperation in the field of hazardous waste management
<b>OTHERS</b>					
19	<b>Ms Julia Schetina</b> Chief Executive	<b>Filmmaker, Ltd.</b>  Contact person: Jūlija Ščetiņa Phone: +371 29995542 E-mail: Julia@filmmaker.lv	Address: Kurzemes prospekts 78- 13, Rīga, LV-1069, Latvia Phone: +371 29995542 E-mail: info@filmmaker.lv	<a href="http://www.filmmaker.lv">www.filmmaker.lv</a>  - Number of employees (in 2014, average): 2 - Turnover (in 2014, EUR): ~ 5000 - Export markets (countries): France, Spain, USA, China - Sector: video production (movies music videos, commercials, etc.) - Main production / services: Marketing and advertising, video production and post-production. Main specialisation is production of commercials (starting from project planning, script development, recording, editing and other necessary activities) for TV and online. -Previous experience in Italy: We have had cooperation with companies in neighbouring countries only (i.e. France and Spain), but not yet with companies in Italy. It is new and interesting market for us and we would like to know more about it.	- Purpose of the visit: to introduce Italian companies with our top-quality services and understand their media and advertising industry characteristics. As we have international experience in video production in Hollywood for Universal studios, in France for Delfi l'Express and other locations and customers, we believe that we might establish cooperation with interested Italian companies.  -Desirable forms/partners of co-operation: subcontracting (providing video production outsourcing services to Italian media companies) or direct cooperation (becoming advertising partner for any Italian manufacturing or trade company). Cooperation could significantly reduce advertising costs for Italian companies.

**Total:**  
**13 companies;**  
**19 businessmen;**  
**3 organizers**