

1 CONSULTANT'S PRESENTATION

D'APPOLONIA is developed the "Technical Assistance in areas of domestic market and industrial competitiveness" proposal according to the TOR requirements and to the international legislation for food and safety.

D'Appolonia S.p.A. is a major Italian consulting engineering firm founded in 1956 by Dr. Elio D'Appolonia as an outgrowth of private consulting work that he performed while a member of a civil engineering faculty at the Carnegie Institute of Technology, now Carnegie Mellon University.

In 1983 the Italian office, headquartered in Genoa, became the independent company D'Appolonia S.p.A., Italy (www.dappolonia.it).

Since December 2011, the Company joined the RINA Group (www.rinagroup.org) and became a prime **engineering hub** aggregating all RINA Group consulting and engineering services with an annual turnover in 2014 of over 90MEur. RINA is the main **national certification, testing and inspection body** in Italy and ranking 4th in Europe.

Today, through the main offices in Genoa (Italy) and a number of regional offices, the new firm is becoming a global consulting engineering company in the markets of Energy, Transport and Infrastructures, Industry and Investor Support which can support Clients from concept to decommissioning, through consultancy, design, management, operation and maintenance engineering.

To offer high-level services worldwide, D'Appolonia relies on a permanent staff of about 700 engineers, scientists and associated professionals, located in 20 offices worldwide. Permanent partnerships and cooperation with a roster of consultants enable D'Appolonia to mobilize internal and external experts, independent professionals, researchers and scientists to ensure the full coverage of the required expertise.

Through **D'APPOLONIA and RINA offices** we provide a wide range of services such as quality, certification, inspection services and HSE consultancy, feasibility and specialized studies, design, project management, site engineering and operation & maintenance management. D'APPOLONIA offers expertise, research and studies, policy and legal advice, especially for the design and implementation of technical cooperation programs worldwide on fostering Small Medium Enterprise enhancement. We support on quality infrastructure related issues (i.e. standardization, accreditation, metrology, and market surveillance) and trade by offering strategic advice on critical management and policy issues in the areas of macroeconomic stabilization and long term growth strategies, regional economic integration, trade policy formulation and negotiation of trade agreements. Over the past years, we have become one of the key player in provision of **food market certification services** aimed at food safety and compliance with mandatory requirements as well as at enhancing intrinsic product quality. Moreover, for suppliers of national and international retail stores, specific standards are available such as **BRC, IFS, GLOBALGAP**. It is against this background that a food safety culture has developed, which has been supported by the recent reorganisation of EU and national legislation, in particular by Reg. 178/02, by the provisions of the Hygiene Package and by Italian legislative decree 193/07, based on the responsible awareness of operators and drawn up in the light of prevention.

RINA has responded to this scenario by offering specific certification services which enable food companies to offer their clients a guarantee that quality will be constantly pursued, a guarantee of origin, of hygiene compliance, traceability of components, timely withdrawal of batches, conformance to good cultivation, breeding and production practice, enhancement of typical products.

Furthermore, the RINA undertakes, through **ITA - Istituto Tecnologie Avanzate**, support services in the food sector such as chemical-physical and microbiological analyses on products and sensorial analyses for research into consumer tendencies and tastes.

In the last 15 years D'Appolonia has successfully provided high level services to **International Financial Institutions (IFIs)**, including:

- **International and Financial Institutions (IFIs):** the World Bank Group (WB), International Finance Corporation (IFC), UNIDO, Inter-American Development Bank (IADB), European Bank for Construction and Development (EBRD), the European Investment Bank (EIB), European Commission (EC), etc.;

- **Export Credit Agencies (ECAs):** Export-Import Bank of the United States (US ExxIm), Export Development Canada (EDC), UK Export Finance (ECGD), Australian Export Finance and Insurance Corporation (EFIC), Servizi Assicurativi del Commercio Estero (SACE), Atradius Dutch State Business N.V, Euler Hermes Deutschland AG, Compagnie Française d'Assurance pour le Commerce Extérieur (COFACE), Export-Import Bank of Korea (KEXIM), Korea Trade Insurance Corporation (KSURE), Japan Bank for International Cooperation (JBIC), Nippon Export and Investment Insurance (NEXI), etc.; and
- **Commercial Banks:** BNP Paribas, Citibank, Intesa Sanpaolo, Unicredit, Société Generale, Sumitomo Mitsui Banking Corporation (SMBC), Mizuho Corporate Bank, the Bank of Tokyo-Mitsubishi UFJ, West LB, etc.

1.1.1 D'Appolonia's ISO Certification

All the activities will be performed following D'Appolonia's Quality Management System. This was established in 1985 according to the ANSI 45.2 standards. The system was subsequently updated to the ISO 9001:1994 Norms (BVQI Certification No. 72905, July 1997) and to the ISO 9001:2008 standards (DEKRA Certification No. 90912528, November 2013), currently in use. D'Appolonia is also certified according to the ISO 14001:2004 Norms (Certification No. 171112132, January 2014).

Copy of ISO 9001 and ISO 14000 certificates are in ANNEX B.