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## TO WHOM IT MAY CONCERN

**Ref: trAIDe – Official visit and B2B meetings on 15<sup>th</sup> September 2015 to discuss business opportunities/ cooperation with German companies from the water and waste water management sector**

Hereby, we would like to call your attention to an export promotion project on behalf of the **German Federal Ministry for Economic Affairs and Energy (BMWi)**. The purpose of this project is to increase the exports of German products and services from the **water and waste water management** sector to Croatia. The main aim is to enable long-term business partnerships with experienced Croatian companies through business meetings that will occur throughout the delegation trip in September. The project conductor is the German company trAIDe GmbH, a business consultancy specialized in assisting small and medium sized enterprises in entering foreign markets in a sustainable way. The company cooperates internationally with local partners and experts, thereby offering its clients maximally customized solutions.

trAIDe is interested in contributing to improve the water and waste water sector in Croatia through cooperative projects. Therefore, trAIDe is going to accompany an official German delegation to Zagreb from **13<sup>th</sup> - 16<sup>th</sup> September 2015**.

In the name of the German managing directors, we would like to ask you to participate in the individual one-hour face-to-face meetings **on Tuesday, 15<sup>th</sup> September, during business hours 9.00 a.m. - 6 p.m.** at the Westin Zagreb Hotel, ulici Izidora Krsnjavoga 1, 10000 Zagreb. The aim of the meeting is to develop mutual business perspectives between the German and Croatian companies.

The participating German companies would like to initiate the dialogue and introduce themselves, their services and products. Their aim is to find a strong local partner in Croatia to develop a fruitful business-to-business relationship.

Please contact trAIDe GmbH's local partner in Zagreb, Seedev d.o.o, represented by Mr. Josip Jagust to make individual appointments or to request further information: [josip.jagust@seedev.org](mailto:josip.jagust@seedev.org)

Sincerely yours,

Barış Kâmil Taşar  
Managing Director  
**trAIDe GmbH**

on behalf of the German Federal Ministry for Economic Affairs and Energy (BMWi)