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TO WHOM IT MAY CONCERN

Ref: trAIDe in collaboration with the Croatian sector specialist Seedev d.o.o. – Presentational Event and Round Table Discussion on 14th September 2015 to uncover business opportunities/ cooperation with German companies in the water and wastewater 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 in the **water and waste water management sector** to Croatia. The main aim is to enable long-term business partnerships with 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 their 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 **13th - 16th September 2015**.

The participating German companies would like to initiate the dialogue and introduce themselves and their service profiles and products. They are willing to learn more about the Croatian market and its business opportunities and features. They wish to learn how to enter the Croatian market and how to develop strong business relationships to Croatian partners. To support their future plans, trAIDe is going to host a *Presentational Event* on Monday, 14th September, during which Croatian speakers are going to inform the German companies on the Croatian market for water and waste water technologies. The event shall also create a cooperative network between the German and Croatian participants. **The Presentational Event will take place on Monday, 14th September 2015, from 1 - 6 p.m. at the Westin Zagreb Hotel, ulici Izidora Krsnjavoga 1, 10000 Zagreb.**

I am looking forward to your participation!

Sincerely yours,

Barış Kâmil Taşar
Managing Director
trAIDe GmbH

