

## COMPANY PROFILE



### THEMATIC AREAS

Innovative technologies for the environment and industry;  
Environmental Consulting;  
Oil Spill response and materials supplier.

### MISSION

Our Mission is to provide new and innovative technologies in order to support our customers in the best way through a 360° approach. Thanks to our know how and our network we are able to follow our customers through all the different phases of the job ensuring the "turnkey" delivery of the entire manufactured product.

### INDUSTRY

Innovative Services and technologies [INN]

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### REFERENCE MARKET:

Our customers are public and private company (oil and gas company, industries, general government, ...) that want to carry out their work observing local environmental laws, protecting the environment and consequently their public image and reputation. We also establish several partnerships with universities and research institutes for continuous development and technological improvement.





**CEO: ING. PALMIERI GABRIELE**

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**Marketing and commercial division Russia: Mrs: Svetlana Skripkina**

**Technical development and design office: Eng. Simone Taranto- Eng. Virgilio Pagliarani**

**Marketing and commercial division in Europe and Italy: Dr. Palmieri Gabriele**

**Administrative Office and Accounts Accounting and Suppliers: Dr. Angelo Paone**

**European safety, quality and environment office: Ing. Jacopo Palmieri**

**Translation office: Mrs. Ekaterina Palmieri**

**Operational and technical staff**



# AEÚREKA

A M B I E N T E

## OUR FLAGSHIP PATENTS

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EUROPEAN PATENT NO. 2865820  
EUROPEAN PATENT NO. 16823057  
ITALIAN PATENT NO. 202015000068381  
INTERNATIONAL PATENT PCT/IT2016/000247

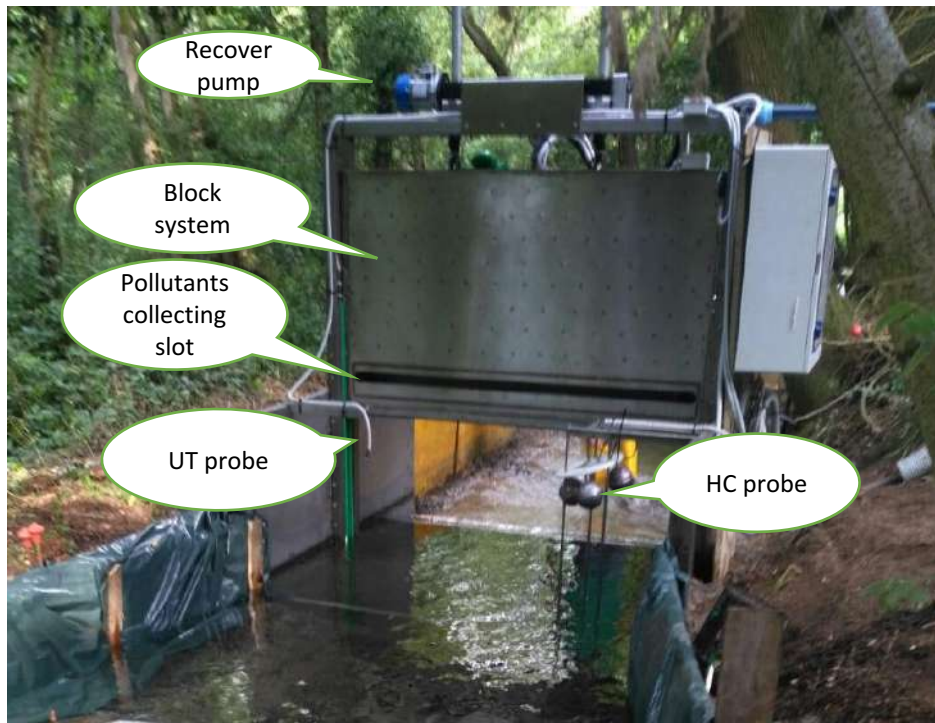


EUROPEAN PATENT NO. 2865820  
EUROPEAN PATENT NO. 16823057  
ITALIAN PATENT NO. 202015000068381  
INTERNATIONAL PATENT PCT/IT2016/000247

*Both patents are innovative Environmental  
Emergency Response Automatic Systems that preserve  
the environment with application at the industrial level*

The system is designed and tailored on the structure characteristics where it is installed (canals, basins, pipes, etc.) and depending on the site operative features and on the accidental conditions that might occur.

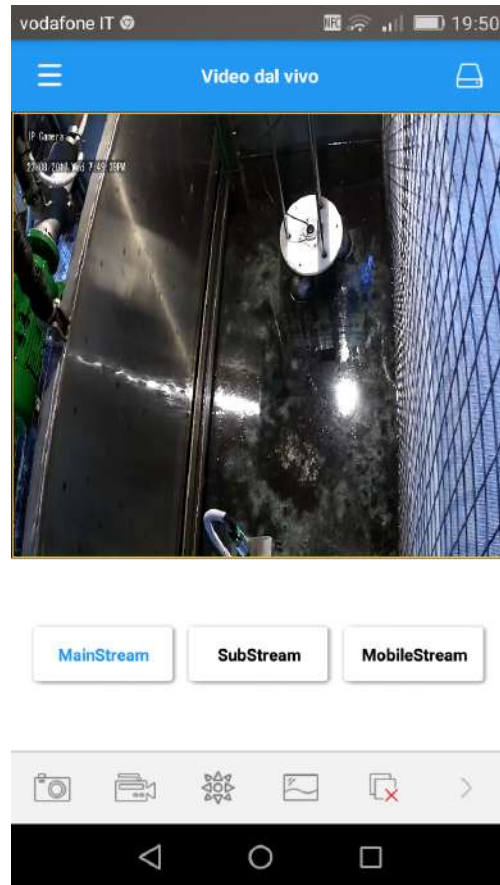
The SAMIS system, other than to guarantee a rapid activation time, since it is completely automatic and already located next to sensitive areas, it reduces the permanence of workers within areas that are made unsafe due to the substances released.



The *SAMIS* system is mainly composed by the following four units:

1. a detection unit remotely monitored that transmits (email, SMS, dedicated software) in real time the alarms to the people in charge. The detection system is set depending on the substance or family of substances that are wanted to be detected. This makes the SAMIS system a 24/7 active sentry;
2. a pollutant automatic block unit; the unit is configured according to the type of structure where the system is installed (pipes, channels, tanks);
3. a recovery unit;
4. an alarms activation unit.

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*Think Innovative*

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**sam** AUTOMATIC  
GROUNDWATER  
MONITORING  
SYSTEM From Samis® System

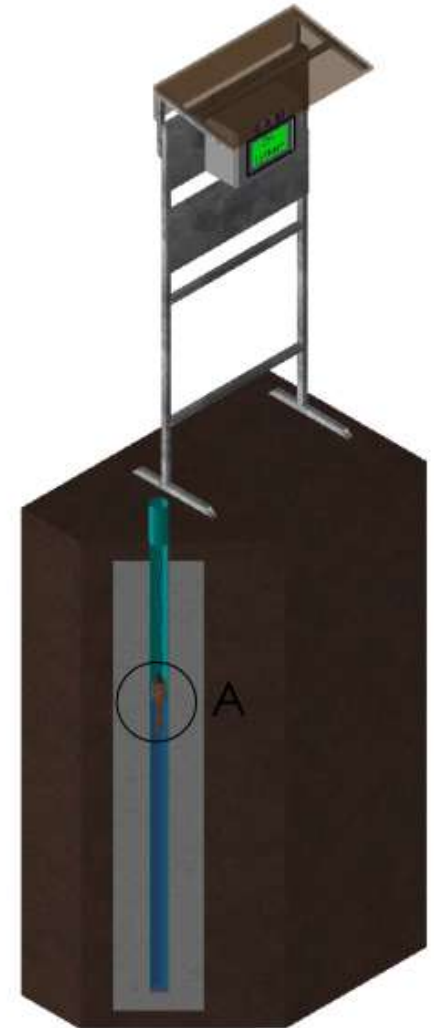
The SAM system is a SAMIS configuration to automatically detect and, if requested, recover the contaminated fluid in a groundwater monitoring well.

The system can be set to follow the changes of the aquifer over time.

The SAM has been successfully installed in 2016 in an Oil Extraction Field in Italy to monitor the presence of Crude Oil in groundwater wells close to the extraction spots.

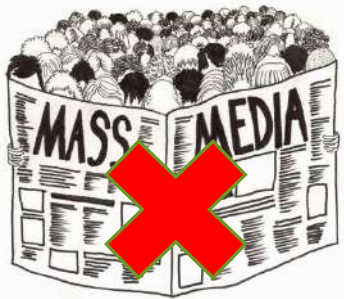


*Think Innovative*





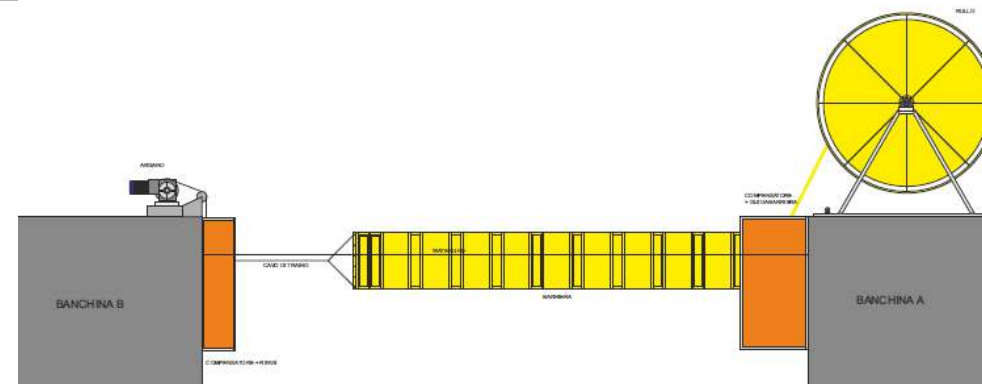
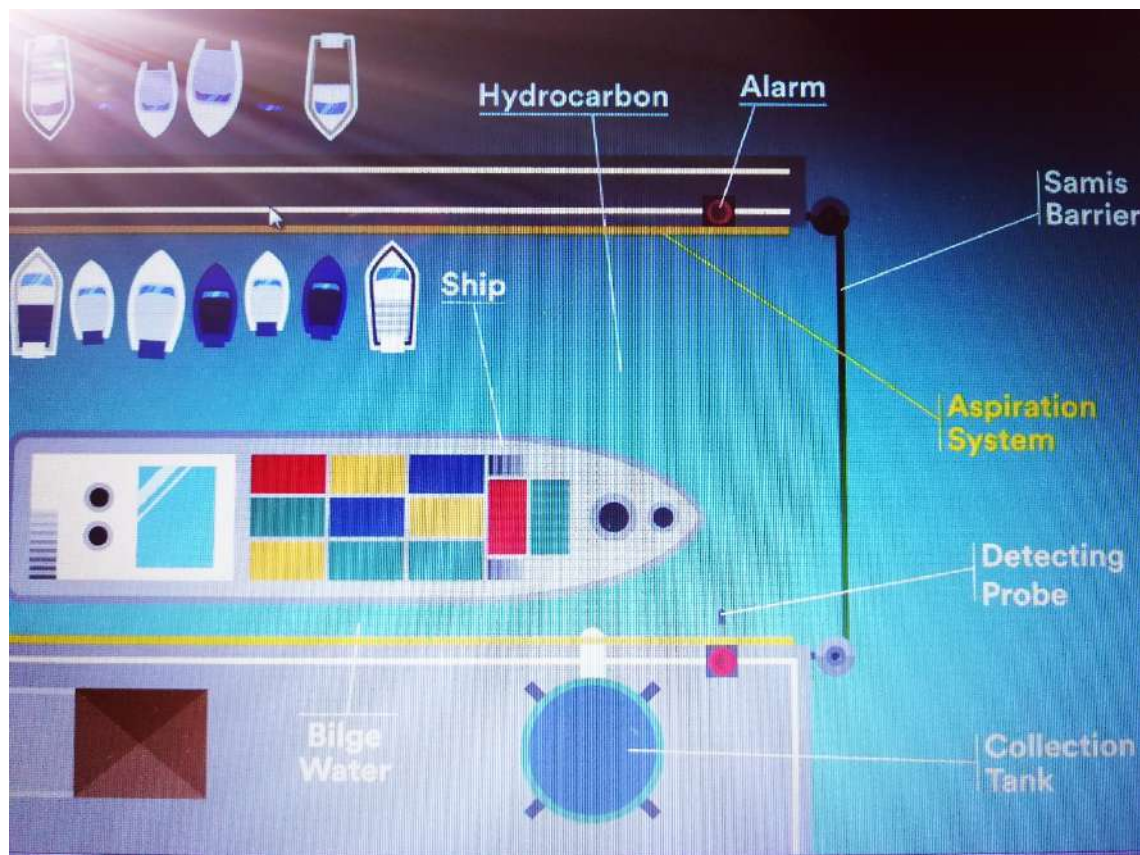
# Competitive analysis



1. Immediate identification of environmental accidents (spill);
2. Response times reduction after environmental accidents;
3. Volumes of contaminants dispersed reduction within sensitive environmental receptors;
4. Operator exposure reduction to toxic and/or flammable substances;
5. Recovery of liquid contaminants dispersed after accidental event;
6. Securing and remediation cost reduction after environmental accidents;
7. Insurance premium reduction for environmental liabilities;
8. Operating costs reduction when applied to API separators.
9. Proactive defense h24

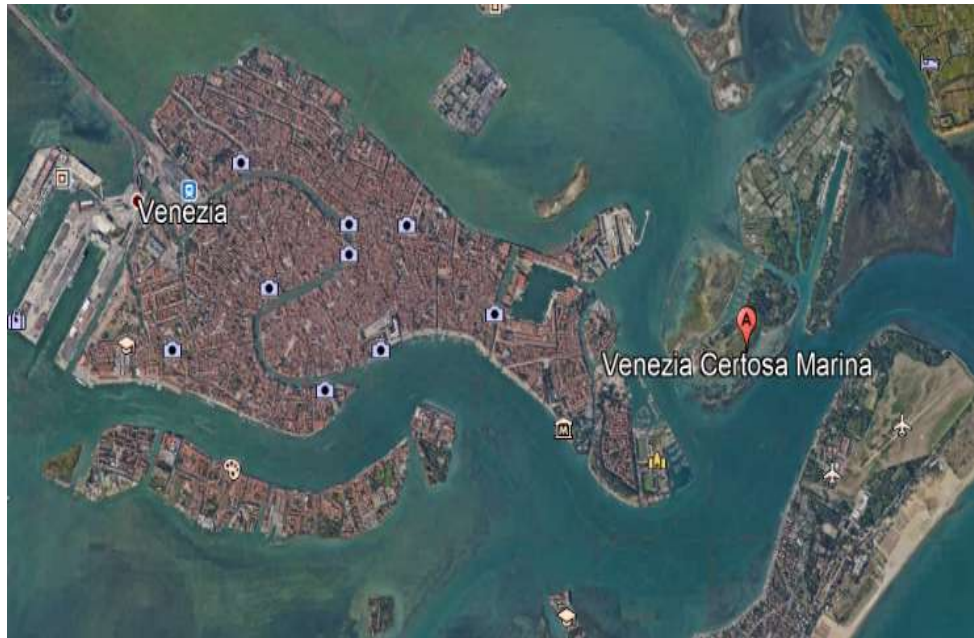


## Port configurations - Docks - Bilge water





## Darsena Venezia Certosa Marina



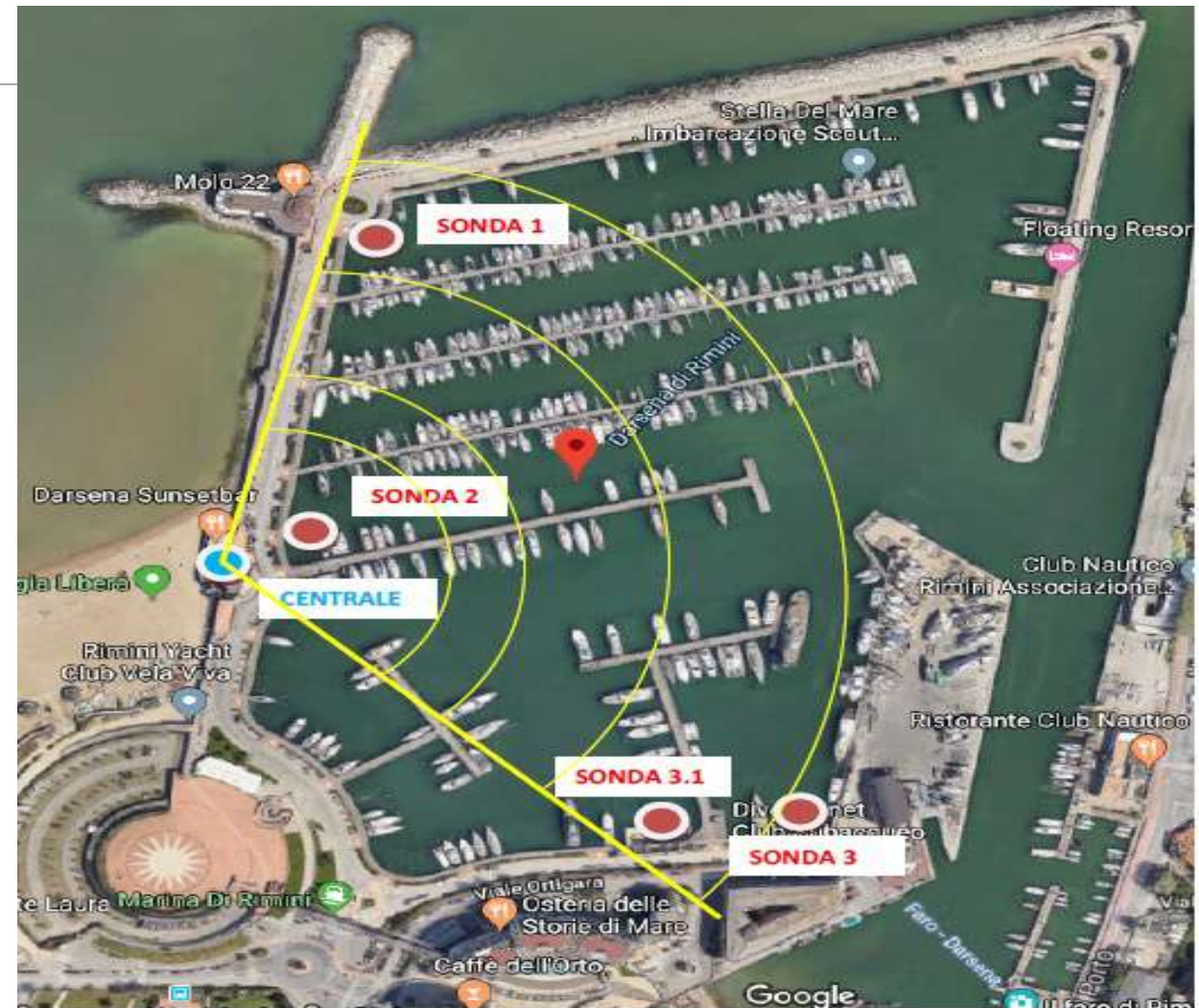
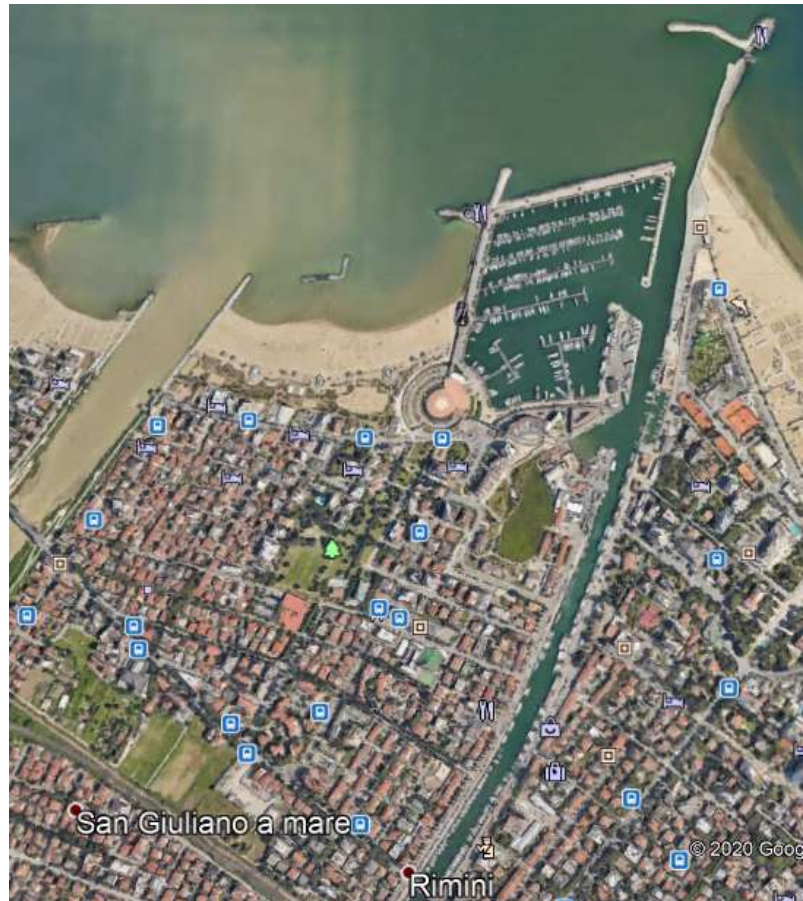
Suggested detection points ●

Additional detection points ●





**HEÚREKA**  
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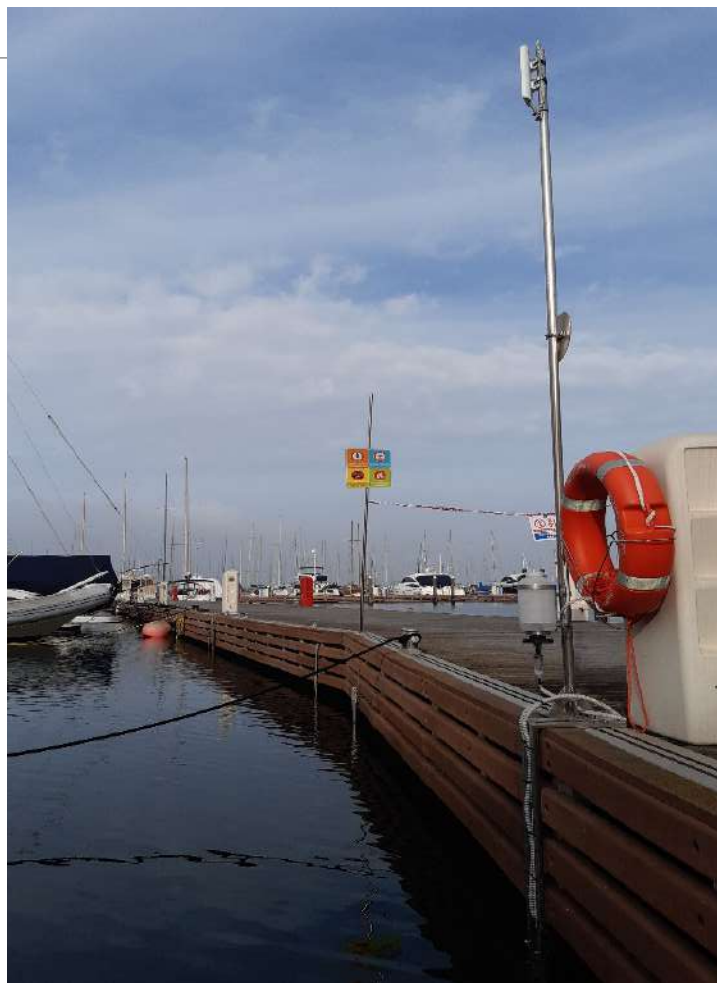


## *Darsena Rimini Marina*

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**sam** AUTOMATIC  
GROUNDWATER  
MONITORING  
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**Samis**



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## *New Patent: The I\_SORB*

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*Ministero dello Sviluppo Economico*

Direzione generale per la tutela della proprietà industriale

Ufficio Italiano Brevetti e Marchi

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### ATTESTATO DI BREVETTO PER INVENZIONE INDUSTRIALE

Il presente brevetto viene concesso per l'invenzione oggetto della domanda:

N. 102017000139874



## *New Patent: The I\_SORB*

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# *Clients and segments*

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*Customers are:*

- 1. Oil companies*
- 2. Energy companies*
- 3. Companies working for these companies (B2B)*
- 4. State and municipal companies*
- 5. Industrial and tourist ports and docks*
- 6. Stakeholders interested in technological innovation in the energy and environmental sector*

# *Competitive advantages*

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- 1. Current competitive advantages*
- 2. Unfair advantages*
- 3. Non-market advantages*
- 4. Patents*
- 5. Key partners*
- 6. Restrictions on market entry for other players (time, money, expertise, partnerships, patents)*
- 7. Advantages and weaknesses of competitors*

*Grazie, Thanks for your attention ...*

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**CONTACT**

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