

ECOGEST





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WORK FOR A  
CAUSE, NOT  
FOR APPLAUSE.  
LIVE LIFE TO  
EXPRESS  
NOT TO IMPRESS  
DON'T STRIVE  
TO MAKE YOUR  
PRESENCE  
NOTICED, JUST  
MAKE YOUR  
PRESENCE FELT.

“

TO LOOK AT THE FUTURE  
WHILE CHERISHING  
THE EXPERIENCE GAINED  
OVER FIFTY YEARS  
OF ACTIVITY

”



# HISTORY

## LEADER IN ITALY IN THE MAINTENANCE OF ROADSIDE VEGETATION ON ROADS AND MOTORWAYS

**Ecogest** was born in 1995 with the aim of continuing the professional and entrepreneurial growth process built up on the experience gained by the Molinari family over the years. The company has gained five decades of experience throughout Italy and internationally in the field of environmental restorations and maintenance of roadside vegetation along transport infrastructures, operating through hundreds of human resources distributed in different worksites. These factors have consolidated the image and skills of the Molinari Group, which has been working alongside the main leading companies in the transformation of the Italian infrastructures.

Since 2013, under the guidance of the heir to the great family tradition, Valerio Molinari, the company has established itself as a leader in the sector of maintenance of green areas along roads and motorways in Italy.

Since 2014 Ecogest has been operating in Turkey and Romania through permanent companies established under local law in areas of greatest infrastructure development. In 2015 Ecogest opened a branch in Poland and in 2018 a branch in France. In September 2021 Ecogest is also present in the North American market through a local company incorporated in Toronto.

At the end of 2015, at the behest of its shareholders, Ecogest has been transformed into a company limited by shares (S.p.A.), thus completing the transformation from what was largely a artisanal industry business into an enterprise with an adequate management and an industrial production process that has placed Ecogest in the leader position in the sector of roadside vegetation maintenance on roads and motorways in Italy; a transformation aimed not only at modernizing the company but also at creating the conditions to access, in the medium and long term, to more innovative tools for shareholder participation and structured finance.





# MISSION

## TO LOOK AT THE FUTURE WHILE CHERISHING THE EXPERIENCE GAINED IN OVER FIFTY YEARS OF ACTIVITY

This is the Ecogest's corporate philosophy and also its "mission": to export the Italian excellence in road and motorway services throughout Italy and worldwide.

A philosophy of which profitability is not the only lodestar, but which makes ethics, production organization, reliability, and professionalism its main business objectives.

This is why Ecogest continues in its entrepreneurial tradition, now already in its second generation, by constantly ensuring compliance with the fundamental principles of quality, safety, and organization.

The company management is run directly by a highly qualified team with a perfect mix of solid experience and a new organizational vision, to maintain high operational and management levels and standards, which have contributed to consolidate the presence of Ecogest on the internal market and abroad.

The internal company organization that today embraces the contribution of a management outside the Molinari family (which remains the guardian of the precious corporate know-how) has adapted to the most modern development requirements of the production cycle. All this with the aim of refining the services offered to clients and continuing the modernization process of the company's structure, which today is more and more projected towards an international and global market.



# CORPORATE STRUCTURE

## ECOGEST SpA OPERATES ON THE MAIN ROADS AND MOTORWAYS IN CENTRAL-NORTHERN ITALY

Covering approximately 7,500 km of the whole national road and motorway network in 11 Italian regions, and working for the main motorway concessionaires, and for the state network through ANAS SpA. All maintenance services are carried out without relying on subcontractors in order to protect the client from any form of indirect responsibility and to guarantee adequate quality standards. Since 2015 the Company has been operating in Northern Europe through local companies and branches, and is accurately monitoring the Middle East's and American markets.

With its headquarters in Cotignola, Province of Ravenna (Italy), the Company has various locations and operations centres in Lombardy, Piedmont, Veneto, Tuscany and Emilia-Romagna, as well as offices in Canada and Romania in order to manage the logistics of the worksites. Its workforce consists of approx. 230 employees/year, as well as human resources employed in foreign countries to guarantee local employment and production spillover in line with the Company's presence in such countries.

The corporate structure is managed by the Board of Directors and consists of a number of macro-areas, according to a well-tested internal organizational chart, through which daily governance is exercised on every worksite in Italy and abroad. Ecogest SpA uses its own large fleet, consisting of over 60 grass-cutting machines and about 150 different worksite vehicles, for the execution of all activities related to the services performed by the Company.

In July 2018, the company joined AISCAT (the Italian Association of Highway and Tunnel Concessionaire Companies) with the aim of providing technical support through its specific and unique know-how gained in over 50 years of experience in motorway maintenance services; in 2019 Ecogest became a member of IRF (International Road Federation) a non-governmental organization that promotes the development and maintenance of road networks at an international level, and supports the connection with institutions and associations dedicated to the development of road infrastructures.





# PRESENCE ON THE NATIONAL TERRITORY

MAIN CLIENTS	SCOPE*	DURATION OF THE CONTRACT	TOTAL AMOUNT
Autostrada A22 del Brennero S.p.A	160 km	From 2001	€ 17.700.000,00
Autostrada A12 SALT	275 km	From 1999	€ 25.000.000,00
Autostrada A15 CISA	110 km	From 2000	€ 13.460.000,00
Autostrada A10 dei Fiori	115 km	From 2009	€ 3.200.000,00
Autostrada A4 Milano Torino	140 km	From 1997	€ 9.355.000,00
Autostrada A33 Asti Cuneo	96 km	From 2008 to 2018	€ 3.145.000,00
Autostrada A6 Torino - Savona	128km	From 2002 to 2004 - from 2017	€ 4.000.000,00
Autostrada A5 Torino Aosta	55 km	From 1998	€ 10.600.000,00
Autostrada A7 Milano Serravalle - Milano Tangenziali	50 km	From 2017	€ 3.500.000,00
Autostrada A4 Brescia Verona Vicenza Padova "Serenissima"	70 km	From 2001 to 2007 - from 2017	€ 4.000.000,00
Autostrada A21 Torino - Piacenza	160 km	From 1998 to 2008 - from 2019	€ 2.000.000,00
Autostrada A21 Autovia Padana	50 km	From 2016	€ 1.200.000,00
Autostrade per l'Italia SpA	240 km	From 2016 to 2020	€ 4.900.000,00
Autostrada A24 A25	180 km	From 2015 to 2019	€ 800.000,00
Friuli Venezia Giulia Strade SpA	200 km	From 2017 to 2019	€ 730.000,00
Autovie Venete SpA	200 km	From 2014	€ 7.200.000,00
Autostrada Salerno - Reggio Calabria	150 km	From 2019 to 2021	€ 1.258.000,00
Regione Friuli Venezia Giulia	--	From 2019	€ 1.000.000,00
ANAS Bari	250 km	2008	€ 200.000,00
ANAS Potenza	490 km	From 2009 to 2014	€ 1.883.000,00
ANAS Napoli	300 km	From 2007 to 2010	€ 500.000,00
ANAS Sardegna	1.000 km	From 2008 to 2014	€ 5.000.000,00
ANAS Piemonte	400 km	From 2009 to 2022	€ 3.200.000,00
ANAS Aosta	200 km	From 2012	€ 1.345.000,00
ANAS Palermo	400 km	From 2008 to 2009	€ 860.000,00
ANAS Catania	120 km	From 2017 to 2021	€ 768.000,00
ANAS Venezia	755 km	From 2017 to 2021	€ 3.150.000,00
AMSA SPA	--	From 2017	€ 1.555.200,00
Provincia di Biella	100 km	From 2018	€ 285.000,00

\* The scope includes all facilities within the road reserve, such as ring roads / slip roads / interchanges.



# SERVICES





## TRANSPORT INFRASTRUCTURE MAINTENANCE SERVICES

This is the Ecogest's core business.

Thousands of kilometres of asphalt travelled every day are monitored through a geolocation system permanently connected to the headquarters, that allows to verify the state of the works in real time, by monitoring the use, the consumption, and the efficiency of each machine or vehicle.

Thanks to a transport network operating at nights only, any worksite can be reached within 10 hours from the call to transfer machines using over 13 mt long low flatbed trailers.

Remote-controlled or equipped with arms with a cut depth up to 18 mt self-propelled grass cutting machines, hooklift shredders, mowers with simultaneous suction of residue material, and additional equipment of various kind and technical capacity enable to cover over 100 million square meters of grass per year.

In addition to the maintenance of green areas', Ecogest operates under global service system for managing critical issues related to the maintenance of stormwater facilities, roadside gutters, open air drainage channels, ditches and related assets, as well as restoration of guardrails and New Jersey barriers, cleaning of vertical and horizontal road signs, disinfection of waste containers and litter bins, realization of automated irrigation systems and waste collection on areas belonging to the motorway's road reserve.

The centralized operations management and logistics organized in operational centres with stores, warehouses and mobile workshops, completes the organizational structure that enables to manage over 6,500 km of roads and motorways in 9 Italian regions, and foreign offices in Canada and Romania.

### WORK AREAS

- *Manual and mechanized grass mowing*
- *Tree pruning and felling*
- *Maintenance, restoration and replacement of irrigation systems*
- *Disinfection of waste containers and litter bins*
- *Collection of waste on motorways and disposal in landfills*
- *Maintenance and restoration of guardrails and New Jersey barriers*
- *Maintenance of reinforced concrete assets for stormwater management*
- *Maintenance, restoration and replacement of fences and rockfall barriers*
- *Maintenance, restoration and replacement of noise barriers*
- *Emergency services*
- *Maintenance of service areas along motorways*
- *Chemical weeding, plant-health treatments*







## CREATION AND MAINTENANCE OF GREEN AREAS

Green areas can be created in every urban and infrastructural sphere.

We believe that green areas are not just a form of ornament but are complementary to an infrastructure; as such, we dedicate to them a careful technical planning and design activity, that must not only consider the soil, climate and morphological factors, but also the anthropization aspects of the areas involved.

Green areas are designed and then realized taking into account the related maintenance factors; therefore, materials and plants are selected with great care and scrupulousness, to optimize the choices that will be unavoidably reflected on future maintenance costs.

- *Mechanised grass mowing with the use of remote controlled machines in inaccessible areas*
- *Mechanised grass mowing on slopes with a cut depth up to 18 mt*
- *Creation of flowerbeds*
- *Installation of street furniture*
- *Environmental compensation through plantation of forest species*
- *Mechanical hydroseeding*
- *Selective logging*
- *Logging with shredding of wood material on site*
- *Felling and pruning of unstable trees along roads and motorways*

## WORKS AREAS

- *Realization of green areas and street furniture in urban areas*
- *Realization of rest and parking areas along roads and motorways*
- *Realization of green areas in shopping centres*
- *Creation of buffer strips along roads and motorways*
- *Anti-glare plant barriers along the median strip and plant dunes*
- *Turf laying in urban areas*
- *Mechanized grass mowing with shredding of plant residue on site*
- *Mechanized grass mowing with suction of plant waste and disposal in landfills*
- *Pruning and felling of trees up to 35 mt high*
- *Mechanical pruning and trimming of median strip hedges along motorways*
- *Milling, fertilization and chemical weed control*

## SOIL AND WATER BIOENGINEERING WORKS

attention at the planning stage, through the involvement of various professionals that address and analyse each individual case in a multidisciplinary way.

This discipline, widely spread and used with the best techniques, especially in Germany and Austria since the late 80s, has been intensively used for solving problems related to landslides and for proper planning and management of those areas that are subject to repeated erosion phenomena or surface and structural instability.

### WORK AREAS

- *Construction of palisades and barriers with living materials such as wood and cuttings of shrubs and trees*
- *Creation of Reno mattresses and gabions in combination with erosion control blankets*
- *Cleaning and reshaping of drainage ditches, watercourses, and containment and control erosion structures using geosynthetics with anti-erosion jute canvas*
- *Mechanical hydroseeding with simple and complex techniques*
- *Planting of bare root species and species with tapering root system on slopes, trenches, and embankments*
- *Nature trails and creation of firebreak lines in the mountains*
- *Surface consolidation of steep slopes*
- *Planting on large areas with different shrubs and trees species*
- *Thick hydro mulching, also in areas difficult to access*







## MINOR ROAD CONSTRUCTION WORKS

In this segment of the sector, the company started to invest in human and technical resources to assist its clients in the realization of those road construction works that are considered less important but which are at the same time functional and complementary to the whole infrastructure.

The current Company's fleet allows to carry out activities such as demolition of small and medium-sized reinforced concrete structures, the construction of road sewer systems, horizontal drainage and water storage tanks, the construction of fences, sidewalks, curbs and flowerbeds, handling of New Jersey barriers, laying of foundation and support curbs, as well as installation of noise barriers and reinforced concrete drainage channels.

The company owns a fleet which enables to address the works listed here as examples, and topographic equipment necessary for the correct execution of certain activities, especially those related to the regulations of surface drainage systems.

### WORK AREAS

- *Installation of road sewer systems*
- *Installation of horizontal drainage*
- *Installation of fences and barriers*
- *Installation of vertical road signs*
- *Installation of noise barriers*
- *Positioning, realignment and filling of New Jersey barriers*
- *Laying of open air drainage channels and ditches*
- *Demolition with medium-light equipment (35 – 50 q)*
- *Installation of concrete elements for channelling of stormwater*
- *Construction of road sewer systems and drainage on infrastructure works*
- *Renovation of sidewalks and pedestrian areas*



**NORTH AMERICA**  
ECOGEST NORTH AMERICA INC.

**ITALY**  
HEADQUARTERS

**ROMANIA**  
ECOGEST  
SERVICEROM SRL

**ECOGEST S.P.A.**

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Bucarest – Romania

**ECOGEST NORTH AMERICA INC.**

1B-83 Galaxy Boulevard  
Toronto, ON, M9W 5X6

**ECOGEST IN  
THE WORLD**





**Calea Floreasca, Nr. 169, Floreasca Cube –  
Business Hub2, Corp X, Camera 17B, Etajul 1  
Bucuresti Sectorul 1 014472  
Bucarest – Romania**

**Share Capital 912.500 RON  
Date of incorporation: October 2016**

The Company was established in 2016, after two years of presence in Romania through a branch, and with the aim of establishing itself in the Romanian market— a gateway to the European Balkan area.

In its first two years of activity, Ecogest Servicerom carried out support activities in the M5 BUCHAREST worksite (managed by Astaldi), consisting in the demolition of the underground slabs of the old metro track, still under construction.

The Company operated 365 days per year on day and night shifts, thanks to the strong availability of its human and technical resources that were able to support the Contractor in the best possible way. Between 2016 and 2017, after a careful analysis of the commercial opportunities of the Romanian market, the Company established important operational synergies with the main international players present in the country, and signed important contracts related to its core business activities.

#### **CLIENTS**

##### ***TIRRENA SCAVI SpA – WATER PIPELINES***

creation of green areas along the Sebes-Turda Lot.3 motorway, from km. 41.250 to km. 53.700, consisting in planting of trees and shrubs along the embankment, the creation of green spaces in junctions and parking areas, and grass planting

through the hydroseeding technique on cut and fill slopes, and flat areas along the entire motorway section.

***PIZZAROTTI & POMPONIO G.E.I.E.*** – grass planting on slopes through the hydroseeding technique, Autostrada Sebeş-Turda, Lot.1, Sebes junction

***SALINI IMPREGILO SpA*** - creation of green areas along the Lugoj-Deva lot. 2 motorway, from km 27.620 to km. 56.220, consisting in planting of trees and shrubs along the embankment, the creation of green spaces in junctions, and grass planting through the hydroseeding technique on cut and fill slopes, and flat areas along the entire motorway section.

***ASTALDI – FCC*** - demolition and disposal of the underground reinforced concrete slabs of the old M5 metro track in Bucharest

##### ***ASTALDI SpA***

Construction of technical rooms in the stations of Eroilor, Favorit Raul Doamnei, Romancierilor, Drumul Taberei and Brancusi of the M5 metro line in Bucharest By relying on the logistic and operational support of its Italian parent company, Ecogest Servicerom disposes of adequate human and technical resources to address works in the field of green spaces such as:

- plantations
- mechanical hydroseeding
- consolidation of cut and fill slopes through the implementation of soil and bioengineering techniques
- mechanized mowing along roads and motorways and emergency services.



**1B-83 Galaxy Boulevard  
Toronto, ON, M9W 5X6**

**Date of incorporation: September 2021**

The company has been established in September 2021, with the objective to explore the North American market and to propose new models of maintenance of green areas along roads and highways, deriving from over 50 years of specific experience and an innovative and deeply industrialized know-how.

The North American market represents not only a goal long analyzed and pursued by the management and board of Ecogest, but also the possibility to monitor the development plans of our main Italian clients, that have identified a new commercial reference in the markets of Canada and USA.

The services provided by the company regard

- plantations and creation of new green areas
- mechanized mowing along roads and motorways
- mechanical hydroseeding
- consolidation of cut and fill slopes through the implementation of soil and bioengineering techniques



## CERTIFICATIONS

**ISO 9001, ISO 14001, ISO 45001, ISO 39001 and SA8000** quality certifications applied as an operational worksite toll are constantly monitored to offer the customer a high quality service. A young, dynamic organization, supported by professionals for design and research activities, completes the Ecogest system, making it fully reliable in all work situations both in Italy and abroad.

## OTHER CERTIFICATIONS

SOA categories OG3, OG13, OS10, OS12A, OS24,  
Waste Management Authorization Category 1 class E  
Waste Management Authorization Category 4 class E  
Waste Management Authorization Category 8 class E  
Waste Management Authorization art.212 co.8 Italian Legislative Decree 03/04/06 No. 152 and subsequent amendments and integrations  
Authorization to "purchase and use very toxic, toxic and harmful products"  
Authorization for "own-account transport operations" for lorries in excess of 50 quintals

*Since 2013, Ecogest has been pursuing the protection of high standards achieved in the last years by entrusting financial statement audits to auditing companies.*



## PARTNER

AISCAT - Associazione Italiana Società Concessionarie Autostrade e Trafori  
IRF - International Road Federation  
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ECOGEST



DIREZIONE GENERALE  
DIREZIONE AMMINISTRATIVA  
DIREZIONE DEL PERSONALE

UFFICIO TECNICO  
UFFICIO ESTERO  
HSE

