

# Our ecosystem

**Private companies, public bodies, civil society and academia:** clients, partners, suppliers or employees, all of these players constitute CNIM’s ecosystem and contribute to its development. This ecosystem sets out all of the players who interact with the Group.

**The ecosystem’s profile ensures respect of these rich relationships:** a client can also be a public player or a partner, an environmental player can have a normative or regulatory function, a shareholder can be an investor as well as an employee, and so on. The ecosystem thus maps the fabric of mutually beneficial relationships of which CNIM is the essential node. It is through this ethos of partnership that CNIM intends to develop over the long term.

**One of the most notable examples is the partnership with the German company Martin.** The two groups teamed up in the 1960s when CNIM wanted

to develop in the waste recovery sector. Since then, they have formed close ties, with Martin being represented on the CNIM Supervisory Board. A special relationship that benefits both parties and continues to bear fruit. For instance, in 2017, the partnership took on a new dimension to cater to the needs of the vast Asian market, with the creation of an Indian joint-venture dedicated to the treatment and energy recovery of waste and biomass. Each group contributed its proprietary technologies and the mutual expertise born of half a century of joint projects and mutual trust.

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