

# EETRA Company Profile 2025

We are a **Benefit Corporation** established to support companies and organisations in defining sustainable models for the environment and communities.

Our approach integrates strategy, **innovation and operational consultancy** in the ESG field.

We believe in the transition from an extractive economy to a regenerative one.

We guide companies, institutions and individuals:

In designing **systemic change pathways** through consultancy, training and operational tools;

In measuring, improving and communicating their **positive impact**.

# About EETRA

## Carlo Rossini CEO & Partner

Engineer specialised in decarbonisation and ESG strategy. Certified as LEED AP, WELL AP, BREEAM AP, Envision SP, WiredScore AP, BREEAM In-Use Assessor, and BREEAM Assessor for Refurbishment & Fit-Out (RFO) and New Construction (NC). Leads innovative projects for the ecological transition of real estate assets and organisational systems. Lecturer at the Politecnico di Milano and speaker at international conferences.

## Martina Castoldi Partner

Expert in ESG strategy and reporting, with strong experience in sustainability communication. Certified B Leader and active member of the Sustainability Makers network. With a focus on innovation and narrative coherence, she supports companies in developing regenerative strategies that deliver tangible and shared impact.

## Michela Fancello Partner

Certified Sustainability and Mobility Manager, Michela leads the training and innovation area of EETRA Academy. Lecturer at IED Milan, she is an expert in sustainable mobility, cultural change, and social impact projects. With a multidisciplinary approach, she designs training programmes and ESG strategies with high transformative value for companies and organisations.





Regeneration is about empowering businesses to thrive in the long term.

We help organisations move beyond linear, unsustainable models, building **resilience**, boosting **efficiency**, and fostering a **proactive mindset** to tackle today's regulatory, environmental, and social challenges.

Companies that integrate ESG criteria into their decision-making processes:

- reduce reputational, operational and financial risks;
- increase their ability to adapt to market and regulatory changes;
- strengthen operational continuity and stakeholder trust;
- improve their competitive positioning, standing out in the market.

In this context, our work is to translate regenerative vision into strategic levers for competitiveness:

- by designing coherent and scalable roadmaps;
- by enhancing organisational culture and transparent communication;
- by supporting each client in linking sustainability, risk reduction and economic performance.



# Certifications & Professional Accreditations

LEED Accredited Professional | Building Design and Construction  
LEED Accredited Professional | Interior Design and Construction  
WELL Accredited Professional  
BREEAM Advisory Professional  
BREEAM Assessor for International In Use  
BREEAM Assessor for Intenrational Refurbishment and Fit-Out  
BREEAM Assessor for Intenrational New Construction  
Esperto CAM | ISO IEC 17024

ENVISION SP  
EGE | Esperto in Gestione Dell'Energia | UNI 11339  
Sustainability Manager | pdr 109  
Commissioning Authority  
GRI Expert  
B Leaders | Bcorp  
Auditor pdr 125 Parità di Genere





We lead the sustainable transformation of businesses and regions by embedding regeneration into **processes, products, and relationships.**

We envision a future where every enterprise helps generate **lasting, shared value.**



Our Values



REGENERATION  
Our way of IMAGINING



INNOVATION  
Our way of THINKING



COLLABORATION  
Our way of ACTING



## Areas of activity

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We collaborate with companies and organisations operating in the following sectors:

Real Estate &  
Infrastructure

Fashion, design &  
consumer goods

Logistics &  
supply chain

Service  
companies

Public  
administration,  
multi-utilities  
and sustainable  
finance

Regeneration means taking action  
today, with tomorrow's responsibility  
in mind.



# EETRA Compass

EETRA offers strategic and operational consultancy services across multiple areas.





## ESG Reporting

Preparation of Sustainability Reports, assessment of Environmental, Social, and Governance (ESG) performance according to major international standards (e.g. ESRS, GRI, SASB).

## Alignment with CSRD and CSDDD Directives

Integration of the requirements of the Corporate Sustainability Reporting Directive (CSRD) with a locally-relevant and stakeholder-based approach focused on ESG indicators, to enable transparent and standardised reporting structures.

Due Diligence aligned with the Corporate Sustainability Due Diligence Directive (CSDDD).

## ESG Rating

Preparation of ESG questionnaires (e.g. S&P, EcoVadis, Open ES, Cerved), and definition of strategies aimed at improving ESG scores, reputational positioning, and the creation of corporate value.

## GRESB, SFDR and EU Taxonomy

Analysis of requirements, data collection and validation, mapping documentation, and data upload on the GRESB platform.

Asset classification, identification of Principal Adverse Impacts (PAIs), and drafting of pre-contractual disclosures.

Evaluation of eligibility for EU Taxonomy and alignment with technical screening criteria for sustainable investments.

Collection and verification of data on DNSH (Do No Significant Harm) criteria and minimum social safeguards.



# Social impact and Value Chain

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Responsible Supply Chain

We map the supply chain and support organisations in defining ESG criteria for supplier selection and monitoring, with a focus on transparency, traceability, and respect for human rights.



Social Return on Investment (SROI)

We calculate and report Social Return on Investment (SROI) to measure the value generated by projects and initiatives in economic, social, and environmental terms.

Social Impact Assessment

We support businesses in defining and measuring social impact indicators, with a focus on territorial cohesion, community well-being, and equitable access to services.

Coinvolgimento

We help designing public and stakeholder engagement strategies, both internally and externally, through participatory tools, surveys, and consultation processes.

Stakeholder Engagement

We assist businesses in developing strategies for engaging both internal and external stakeholders, using participatory tools, surveys, and consultation pathways.

Internal and External ESG Communication

We carry out audience analysis, definition of key messages, and development of content and communication tools aligned with the organisation’s ESG strategy.





Sustainability  
Manager – UNI/  
PDR 109:1



Tailored ESG  
Training for  
Businesses

ESG  
Workshops and  
Events

We provide a training course for Sustainability Managers according to UNI/PdR 109:1, accredited by CEPAS (Register of qualified courses no. 417).

The course provides a comprehensive overview of ESG topics and addresses emerging issues aligned with the latest regulatory developments.

We offer tailored training for corporate teams, specific departments, or cross-functional groups.

We have developed structured, customised learning paths designed to integrate sustainability within the organisation.

We organise corporate workshops and bespoke programmes.

Sustainability Archetypes is a team-building workshop that offers a value-based model to enhance the consistency and effectiveness of ESG actions.

# Sustainability Certifications

Corporate ESG  
Certifications  
and  
Sustainability  
Accreditations

We support businesses in securing that validate ESG commitments. This includes analysis of B Impact Assessment (BIA) requirements, definition of targeted improvement actions, and end-to-end management of the B-CORP certification process.

We assist in the adoption of management systems aligned with UNI for gender equality and SA8000 for social responsibility.

Sustainability  
certifications for  
Real Estate and  
Infrastructure

We offer ailored consultancy to help organisations achieve leading ESG certifications in the real estate and infrastructure sectors. Our services include preliminary assessments, strategic development of certification scorecards, and full coordination with certification bodies.

We provide ongoing support through the roles of ESG consultant or manager across all project stages— from planning to construction and property management.



Energy  
Modelling and  
Daylight  
Modelling

We carry out energy modelling in line with ASHRAE 90.1 methodology and daylight analysis using major dynamic simulation tools (IES-VE, DesignBuilder, Radiance).

HVAC  
Commissioning

Functional and performance testing of HVAC systems.

Our services are provided from design phase through commissioning, ensuring design quality and compliance with certification requirements.



Specialist Analyses for Sustainability Certifications, DNSH, and EU Taxonomy

Visual comfort: natural daylight and glare control.

Analysis of passive design strategies (solar control, thermal mass) and natural ventilation modelling (CFD).

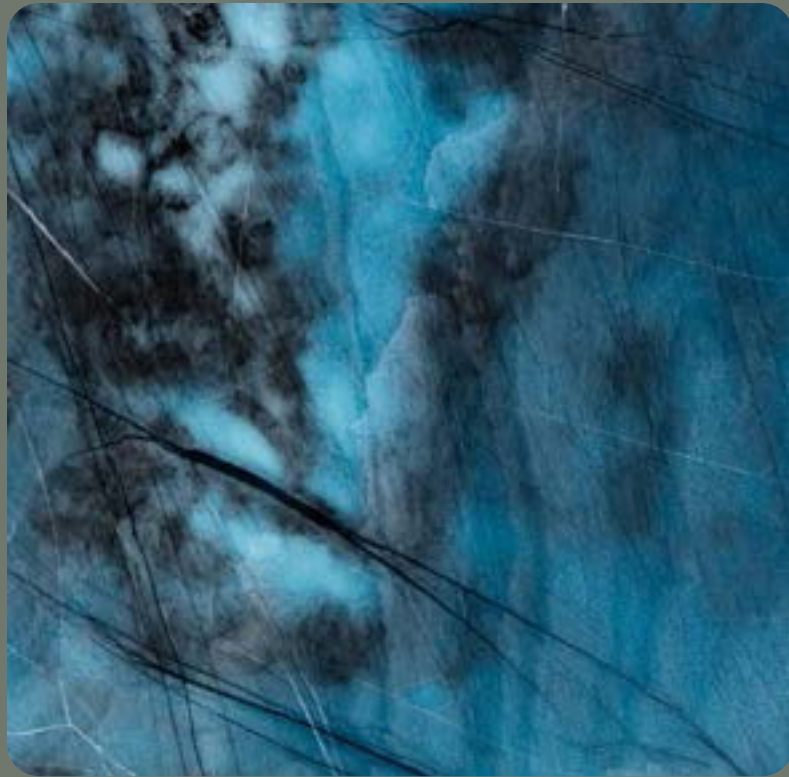
Thermal comfort (PMV, PPD) and indoor environmental quality (IEQ).

Climate Analysis and Resilience Strategy Development

We offer climate analysis – including by developing customised platforms and online apps – and help developing resilience and climate adaptation strategies.

Thermal and Microclimatic modelling

Microclimate modelling to reduce urban heat island (UHI) effects and enhance thermal comfort in urban areas using metrics such as UTCI and PET.



Parametric e ReGenerative Design

We offer parametric and generative design services to support more sustainable and regenerative architecture.

Using advanced software tools and collaborative platforms, we analyse design measures that optimise passive strategies throughout all stages of the design process.

# Energy, Decarbonisation & Circularity

<p>Reduction of operational and embodied emissions through a Whole Life Carbon approach</p>	<p>CRREM compliance and development of decarbonisation strategies</p>	<p>Corporate Carbon Footprint – Scopes 1, 2, 3</p>		<p>Circularity of products, materials and buildings: EPDs and Material Passports</p>
<p>Analysis of energy consumption and identification of opportunities to reduce costs and CO<sub>2</sub> emissions (Operational Carbon).</p> <p>Assessment of embodied CO<sub>2</sub> emissions in materials across the full building life cycle using Life Cycle Assessment (LCA).</p>	<p>Development of decarbonisation pathways based on the Carbon Risk Real Estate Monitor (CRREM), to manage the risk of asset stranding in real estate portfolios.</p>	<p>Measurement and optimisation of the corporate carbon footprint according to international standards.</p> <p>Direct and indirect emissions (Scopes 1 and 2).</p> <p>Indirect emissions across the value chain (Scope 3) – including purchased goods, suppliers, transport, waste, and product use.</p>	<p>Production of Environmental Product Declarations (EPDs) in line with international standards. Data collection, LCA modelling, and coordination of third-party verification.</p> <p>Advisory on integrating circular economy principles into business operations and design processes.</p>	<p>Development of Material Passports for building products and components, containing technical and environmental data to track origin, composition, durability, and recyclability.</p>





## Tiakilogistics

Digitalisation and creation of a digital marketplace for sustainable logistics.

Development of an assessment protocol, digitalisation of logistics, and start-up of the project in collaboration with Assologistica.

## Responsible Supply Chain Digitalisation

Mapping the supply chain, collecting and validating ESG data from suppliers, integrating digital tools for automated traceability and reporting.

## Whole Life Carbon Digital Twin

Calibration of actual energy consumption using digital models to identify reduction opportunities and emission factors, based on Operational Carbon.

Analysis of Embodied Carbon of materials and components across the full life cycle of buildings and products via Life Cycle Assessment (LCA).

Extraction and exchange of data using BIM models through automated flows on dedicated platforms.

Automation of energy and sustainability performance reporting.

# Our results

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30%

Up to 30% reduction in emissions across the supply chain (Scopes 1, 2, and 3)

+22%

+22% increase in ESG reputation as perceived by stakeholders

150+

150+ suppliers assessed according to ESG criteria

12

12 product lines redesigned with a sustainable approach

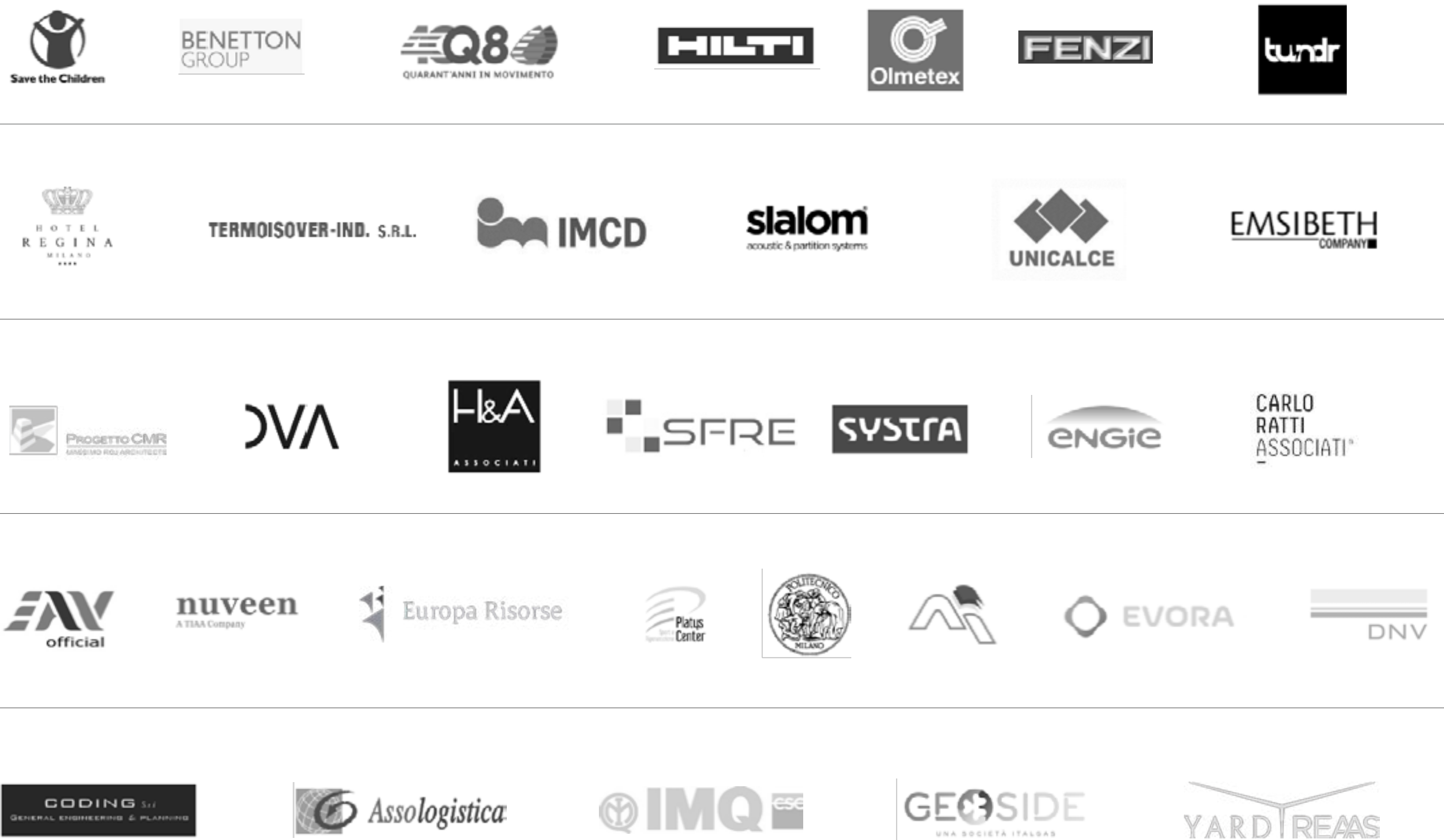
200+

200+ professionals trained through ESG programmes



# Our Clients

We stand alongside you in driving the regenerative transition, co-creating meaningful synergies that lead to positive outcomes for people, the environment, and the planet. We are grateful to those who place their trust in us and share our vision for a better future.



EETRA SRL SB

Shaping the future  
through regeneration

Sede legale

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# Thank you

Book an introductory call with our team.

Discover how to embed regeneration into your  
regenerative strategy.

Follow us on LinkedIn for insights, projects, and events:

<https://www.linkedin.com/company/eetra-consulenza-esg/>