

PIEMONTE

THE BEST OF  
MADE IN ITALY



# PIEMONTE LUXURY & DESIGN

## Torino, June 29-30



Initiative co- financed by the Development and Cohesion Fund

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# Foreign companies' presentation

## - *Textile / Fashion / Jewellery*

**Ms. Lyudmila Khan, IP KHAN L.I., KAZAKHSTAN**

**Ms. Marina Khe, SAKS FIFTH AVENUE, KAZAKHSTAN**

**Mr. Philip Gabriel Maroof, ROYAL CHAIN GROUP, USA**

**Ms. Alessandra Guffanti, GUFFANTI CONCEPT SHOWROOM, ITALY**

## - *Design / Contract / Interior*

**Ms. Laura Petruso, ALPEX, UNITED KINGDOM**

**Ms. Vera Raskova, DISEMO, CZECH REPUBLIC**

**Ms. Alena Velceva, IKONA DESIGN, CZECH REPUBLIC**

**Mr. Emanuel Napoleone, RETROUVAILLES, LUSSEMBURGO**

**Mr. Mohamed Salh Bhouri, ARCHITECTE I.T.A.A.U.T., TUNISIA**

**Ms Olga Tarasova, PROSTANSTVOU, RUSSIA**

**Ms Irina Rozova, OUTLINE, RUSSIA**



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# KAZAKHSTAN

## VERNISAGE, PREMIERA

Contact person: Lyudmila Khan  
Position: Owner

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## ACTIVITY DESCRIPTION

Vernisage and Premiera shops have been present in Kazakhstan market since 2010



Vernisage and Premiera shops present the following brands:

Escada, Valentino, Cavalli, Casadei, Zuhair Murad, Scervino, Elie Saab, A.Ferretti, St. John, Jil Sander, JPG, Tony Ward, Armani and other 50 brands



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## GEOGRAPHIC AREAS COVERED

Our shops are located in the most prestigious central city zones of Almaty, Karaganda and Shymkent.

## LOOKING FOR

**Vernisage, Premiera** are looking for new partners with interesting design solutions in premium class and high quality collections.



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KAZAKHSTAN



ALMATY

# Viled Fashion, Saks Fifth Avenue

<http://saks.kz/>

Contact person: Marina Khe  
Position: Senior Assistant Buyer

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## SECTOR OVERVIEW IN KAZAKHSTAN:

With a total population of 17.4 million people in Kazakhstan, **Almaty is home to 1.36 million people**. An increase in individual wealth, accompanied by an increase in the youth and working aged population, has proved to have tremendous affects on the retail climate of the region. In Almaty alone, 56% of the population is below 35 with 20% of that group being between the ages of 20 -29. The Kazakhstan market is **young**, vibrant, and striving for lifestyle changes.

Almaty is the financial, cultural, and retail center of the country. The south capital represents about 10% of the country's population and contributes 70% of all banking operations and 40% of total retail turnover. The average annual income in Almaty is approximately two times higher than the Kazakhstan average and retail spending is about 5 times the national levels.



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Few years ago the ultra-modern **Esentai Mall** was opened in Almaty, it became the business hub of Kazakhstan and has attracted world-famous designers. It presented luxury brands such as Saks Fifth Avenue, Fendi, Burberry, Stella McCartney, Gucci, Ralph Lauren, Dolce & Gabbana, Louis Vuitton, Loro Piana, Prada. In 2014 the management of Esentai Mall has launched unprecedented transformation. The new strategy was to transform the mall into the top destination for the **luxury and premium shopping**, designer and contemporary fashion, culture and art.

Astana is the Governmental and Business center of Kazakhstan. During the past years, specialty store retailing brought brand access and drove consumer interest. Developers have been focused on offering the local population mall based retail concepts. Today the **Keruen Shopping Mall** represents the mall with a luxury component and is considered the most ambitious and promising development in Astana city.



## ACTIVITY DESCRIPTION

Saks Fifth Avenue Almaty was launched in October 2012 and became **50th store in the world**. It's situated in Esentai Mall, has 3 levels and a territory of 9 600 sq.m.

This is the only licensed department store of this level in Kazakhstan. Saks Fifth Avenue, one of the world's luxury retailers, is renowned for its superlative American and international designer collections, its expertly edited assortment of handbags, shoes, jewelry, cosmetics and gifts, and the first-rate fashion expertise and exemplary client service of its Associates.



## GEOGRAPHIC AREAS COVERED

Kazakhstan is the economic heart of Central Asia. Recent governmental agendas focused on transforming the economy into a more transparent, less regulated and market driven economy have resulted in Kazakhstan seeing **tremendous growth** over the last 10 years with personal income growth levels rising to 20% – 25% per annum. In 2008 the GDP was 135 billion in USD with a growth rate of 4.5%. While Metals, Minerals, Oil and Gas remain the highest grossing revenue for the region, the retail trade sector has contributed on average 12% to the GDP . In partnership with rising foreign direct investment, Kazakhstan has built a strong economy with a viable retail market.

## LOOKING FOR

We are looking for new luxury fashion designers with unique and beautiful collections.



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**GUFFANTI®**  
CONCEPT SHOWROOM

<p>MILANO / 20122 / ITALY Via Filippo Corridoni 37 T. +39 0276013108 info@guffantimoda.it</p>	<p>ROMA / 00153 / ITALY Viale della Piramide Cestia 63 T. +39 0657302134 info@guffantimoda.it</p>
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## TIMELINE

1989 Guffanti Conceptshowroom was founded by Gianfranco Guffanti as exclusive agent in Italy for international and italian brand of woman and children clothing or accessories

1995 Beginning of the WEDDING DRESSES distribution of Cymbeline

1998 in Milano Center Via Corridoni 37, a private loft of 1000 mq (close to san Babila)

2000 opening of internal logistic warehouse. Actually Concept showroom Guffanti deals as exclusive DISTRIBUTOR for many brands

2001 CUSTOMERCARE and BACKOFFICE for all our international and italian brands

2004 ROME: opening of go the first showroom of 200mq in the center for woman/children collections

2007 ROME: opening of the second showroom in the center

2008 EX SOVIET AREA: strong development of the sales of woman/children collection with a dedicated russian equipe

2009 Milano CHILDREN SHOWROOM opening in front of the headquarter

2010 GREAT CHINA, KOREA, JAPAN distribution strategy for woman/children collections

### TODAY

Concept Showroom Guffanti is exclusive agent or distributor for Italy, ex soviet area and Asia of woman and children clothing/accessory collections

- Staff of 20 person for commercial and administration equipe speaking Italian, english, russian, chinese
- Exclusive contract with international and italian brands
- Customers selected from high multi brand stores, department stores or specific partners
- Woman collection divided in the section: Designers or Contemporary
- Visiting fairs: Tranoi/Première Classe/who s next Paris\_Coterie NY\_Londonfashionweek\_White/Super Milano \_Pitti Bimbo/Uomo Firenze (equipe of more than 30 sellers)

## SOME OF OUR KEY CUSTOMERS

### ITALY

**Milano** Giò Moretti  
**Milano** Wait And See  
**Milano** Ravazzoli  
**Mantova** Bernardelli  
**Brescia** Penelope  
**Como** Tessabit  
**Riccione** Gaudenzi  
**Ravenna** Space  
**Cattolica** Guidi Cult  
**Montecatini** Morini  
**Forte Dei Marmi** Fiacchini  
**Genova** Forni  
**Alassio** Spinaker  
**Torino** Sanlorenzo  
**Roma** Gente,  
**Roma** Zita Fabiani  
**Latina** Life  
**Catania** Helme

### RUSSIA UKRAINE KAZAKHSTAN

**Podium** Moscow  
**Bosco di Ciliegi** Moscow  
**TSUM** Moscow  
**Fifth Avenue** Ufa  
**VIP** Kazan  
**LA VETRINA** Sochi  
**LUXOR** Kaliningrad  
**Element of Luxury** Perm  
**Joy** Samara  
**Etaji** Krasnodar  
**Danata** Nalchik  
**Cocon** Odessa  
**Terry** Dnepropetrovsk  
**Helen Marlen** Kiev  
**Cult** Donetsk  
**Sanahunt** Kiev  
**Seven** Kharkov  
**Savage** Almaty

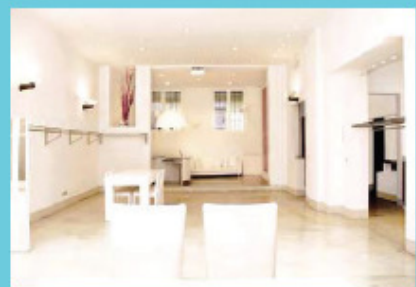
### ASIA

**Beijing** Gallerie Lafayette  
**Hong Kong** Harvey Nichols  
**Tokyo** Isetan  
**Taipei** Snob

SS 2015 Visited Concept	
Showroom Guffanti top retails in woman fashion from	
<b>Italy</b>	220
<b>Ex soviet Area</b>	200
<b>Asia</b>	50



**MILANO HEADQUATER&SHOWROOM**



## MILANO HEADQUATER&SHOWROOM



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**"La bellezza come un profumo è senza luogo, colore o tempo, può arrivare da ogni parte del mondo, può' appartenere solo a chi non smette di cercarla e custodirla in una bottiglia"**

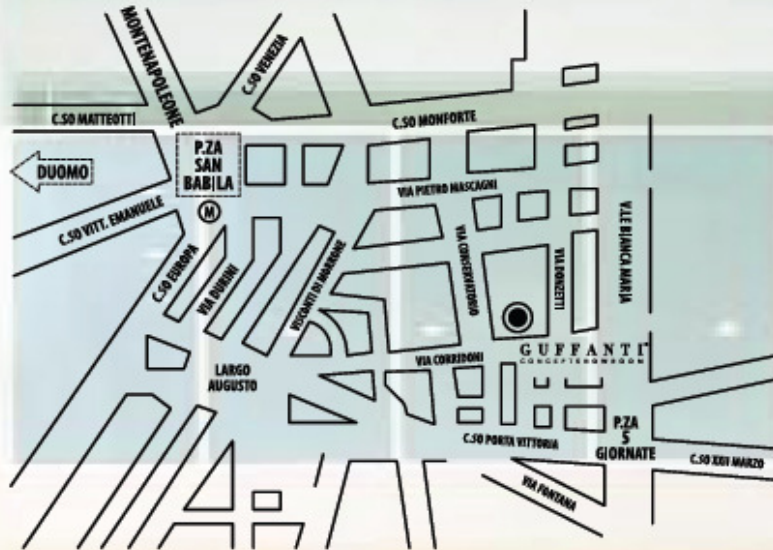
contact#Alessandra Guffanti##+393489693327#alessandraguffanti@guffantimoda.it



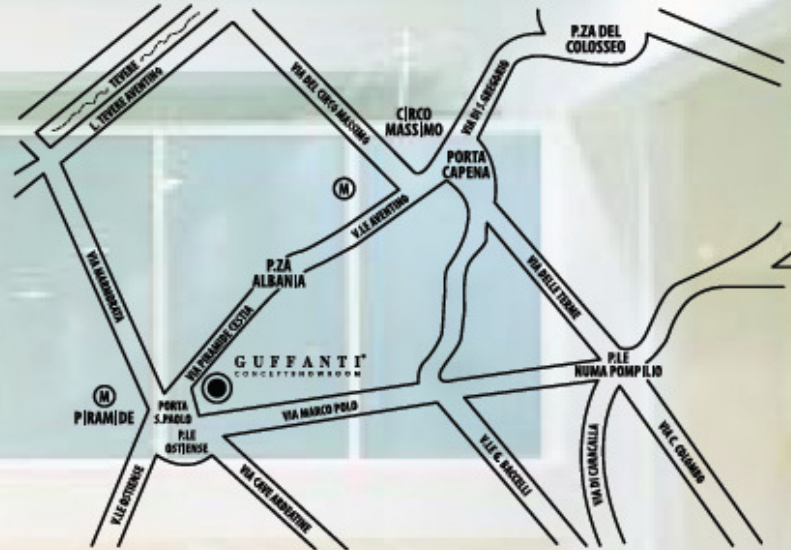
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MILANO



ROMA

**GUFFANTI**  
CONCEPTSHOWROOM

[www.guffantimoda.it](http://www.guffantimoda.it)

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T +39 0276013108

[info@guffantimoda.it](mailto:info@guffantimoda.it)

SHOW ROOM ROMA / 00153 / Italy

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USA

PHILLIP GAVRIEL

www.phillipgavriel.com

Contact person: Phillip Maroof  
Position: Creative Director



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## ACTIVITY DESCRIPTION

**Jewelry** is our main product line.

The brand is looking to slowly extend into **other areas of the luxury sector**, which include accessories like bags, shoes, table top home décor by incorporating a Precious (jeweled) touch, and of course other types of jewellery.

The opportunity is to start working not only with the young and growing brand, Phillip Gavriel, which is advertised in the USA, but also to work with a 37 year old company, the Royal Chain Group, on other projects which is very well established in the market and the parent company which supports the brand.



## GEOGRAPHIC AREAS COVERED

USA is our top focus

Canada

Caribbean

Small presence in other international markets



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## LOOKING FOR

To combine jewelry products with accessories, leather, bags and other products to create a collaboration between the precious world of jewelry and the luxury sectors in other areas:

- perfume
- bags
- shoes
- textiles

## WHAT'S NEW?

To create other luxury products that are in line with the philosophy of the Phillip Gavriel BRAND



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**UNITED KINGDOM**

**ALPEX Architecture Ltd**

**www.alpexarchitecture.com**

Contact person: Laura Petruso

Position: Director



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## ACTIVITY DESCRIPTION

We are involved in the architectural concept, design & construction of mainly **private residential projects** and developments; we are currently working on:

- 13 private residential projects, two mayor residential developments and few incoming projects;
- we can offer business opportunities for foreign companies able to supply high quality fittings and specs for our projects



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We provide **architectural services**, with the aim to get fully involved in creating a customised solution for our clients' needs, as well as following every project safely through to completion, overseeing the design, the planning and building regulations, the builders and the client's budget.

We are a new and young practice with an international background and education undertaking residential and commercial projects mainly within the **London area**.



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## LOOKING FOR

Products/services/processes solutions for construction and internal fit-out and we would be interested in a method of cooperation based on customisation and tailor-made solutions based on our design

## WHAT'S NEW?

All our projects as well as any incoming could foresee the cooperation of foreign companies, as we have already some set up with Italian suppliers & designers



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CZECH REPUBLIC

**DISEMO**

[www.disemo.cz](http://www.disemo.cz)

**IKONA DESIGN**

[www.ikonadesign.cz](http://www.ikonadesign.cz)

Contact person: Věra Rašková (Disemo)  
Alena Velčeva (Ikona Design)

Position: director



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## ACTIVITY DESCRIPTION

- Interior design
- Architectural services
- Redesign
- Feng shui
- Graffiti design

## GEOGRAPHIC AREAS COVERED

- Czech Republic
- Qatar
- Switzerland



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# DESIGN OVERVIEW IN THE CZECH REPUBLIC

## MOST IMPORTANT DESIGN PROJECTS IN PRAGUE

- **PRAGUE DESIGN WEEK**  
2° YEAR 11.-17 MAY 2015

- **DESIGN BLOK**  
17° YEAR 22.-27.OCTOBER 2015



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## LOOKING FOR

- Interior furniture
- Furnishing for hotels
- Accessories
- Textile
- Lightnings

## WHAT'S NEW?

### Upcoming projects

- Luxury hotels in Qatar
- Luxury hotel in Switzerland
- Castle project and residential in the Czech Republic



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PARTENARIAT D'ARTISANS  
SPÉCIALISTES DANS LA CONSERVATION  
ET LA VALORISATION DU PATRIMOINE

[www.retrouvailles-concept.lu](http://www.retrouvailles-concept.lu)

# LUXEMBOURG

## RETRouvAILLES CONCEPT

<http://retrouvailles-concept.lu/>

Contact person: Emanuel Napoleone

Position: director

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## BREVE DESCRIPTION DE L'ENTREPRISE

Retrouvailles Concept est le fruit d'un **partenariat unique d'artisans** passionnés spécialisés dans la préservation et la valorisation du patrimoine, la **rénovation** et l'**aménagement intérieur** (portes, fenêtres, sols, électricité, meubles, tissus, lumière, jardin, ...).

## PAYS DANS LESQUELS NOUS TRAVAILLONS

Benelux, France, Allemagne



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## À LA RECHERCHE DE:

Nous avons de nombreux projets de rénovation pour des biens classés au patrimoine national. Pour cela, nous avons besoin de partenaires et de **produits de haute finition** pour répondre avec qualité au cahier des charges de nos clients (fourniture de solutions en mobilier, luminaires, portes, fenêtres, sols ..). Notre objectif est de rencontrer des partenaires italiens pour les référencer dans notre showroom et donc revendre leurs solutions/produits.

A côté de cela, nous avons aussi des **projets de rénovation** design pour nos clients privés. Pour eux, nous recherchons une ligne d'articles exclusifs et de grande qualité aussi.



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**TUNISIE**

# ARTS ARCHITECTURE & URBANISME

Contact person: Mohamed Salah Bhourri  
Position: Architecte Gérant



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## LE SECTEUR DU BATIMENT EN TUNISIE

Le bâtiment en Tunisie reste toujours le secteur le plus sûr et ne cesse de progresser malgré la situation économique et sociale du pays. En effet l'Etat y a trouvé une solution idéale pour combattre le chômage et faire tourner l'industrie des matériaux de construction. Plusieurs Investisseurs étrangers ont manifesté leur désirs de faire des Méga Projet de plusieurs Milliards de Dollars on peut citer:

- Tunisia Economic City, 50 milliards de dollars
- International Riviera Monastir, 37 milliards de dollars
- Sama Dubaï, 25 Milliards de dollars
- Tunis Sport City, 10 milliards de dollars
- Mégaprojet à Mahdia, 4 milliards de dinars.



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## BREVE DESCRIPTION DE L'ENTREPRISE

Notre cabinet d'architecture est composé d'architectes et de professionnels spécialisés dans **tous les domaines du développement de projets et leur construction.**

L'objectif principal, depuis sa fondation en 1987, est l'exercice professionnel en équipe et l'excellence dans la conception architecturale, en toute liberté et diversité créative.

Notre œuvre couvre la quasi-totalité des typologies architecturales. Actuellement l'agence travaille sur de nombreux projets, notamment des **immeubles de bureaux**, des **sièges d'entreprises**, des **ensembles résidentiels** et des grands **centres commerciaux et de loisirs**, ainsi que sur des projets de typologies exigeant un savoir-faire particulier, comme par exemple des **hôpitaux** ou des **hôtels.**



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# PAYS DANS LESQUELS NOUS TRAVAILLONS

Tunisie ,Egypt, Algerie, Ghana

## À LA RECHERCHE DE

Les Mégaprojets sollicitent la collaboration entre plusieurs bureaux d'études de renommé internationale

Pour réaliser un produit de référence.

Les projets modernes en Tunisie utilisent de plus en plus de matériaux nobles importés comme les revêtements en grès et en parquet, le verre, les structures en aluminium, l'alucobond, l'inox etc...

## QUOI DE NEUF?

- Résidence La Marelle R+6 : 50 Logements et 5 locaux commerciaux
- Immeuble de bureaux R+7: 24 bureaux et Espaces commerciaux
- Centre Commercial et de congrès + Clinique Cancérologie



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**RUSSIA**

**PROSTRANSTVO U**

**www.prostranstvou.ru**

Contact person: Olga Tarasova  
Position: Director



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## ACTIVITY DESCRIPTION

Студия дизайна интерьера PROSTRANSTVO U комплектует интерьерные проекты совместно с лучшими дизайн-студиями Санкт-Петербурга. Мы придаем форму, фактуру, цвет и функциональность даже самым неясным ощущениям заказчика. Мы вкладываем в каждый интерьер душу и талант художников, что и отличает творчество в дизайне и декорировании от рутинного подхода к своему делу.



## GEOGRAPHIC AREAS COVERED

компания представлена в Санкт-Петербурге, имеет свою редакцию, архитектурную студию, шоу-рум по комплектации интерьеров, свое швейное производство



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## LOOKING FOR

Компания заинтересована в развитии новых поставщиков по освещению, сантехнике, предметам мебели и текстильном направлении. Предполагаем найти новые технические и декоративные возможности для комплектации своих интерьеров.

## WHAT'S NEW?

В декабре 2014 открылся новый шоу-рум по комплектации интерьера, в центре Санкт-Петербурга.

В апреле 2015 начала работу собственная редакция

В июне 2015 вышел первый номер журнала об интерьере PROSTRANSTVO U.



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**RUSSIA**



**Outline**

**www.out-line.org**

Contact person: Irina Rozova  
Position: Leading architect

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**WHO WE ARE:** **мы OUTLINE** - Команда молодых перспективных архитекторов, принимающая участие в создании современных архитектурных объектов. В объектах, созданных нашей командой, вот уже несколько лет живут, развлекаются, работают, учатся наши счастливые клиенты! .

**КРЕДО СТУДИИ OUTLINE:**

- Архитектура – вне стереотипов
- Каждый клиент уникален - каждое место конкретно
- Творческий диалог с заказчиком – путь к новым творческим открытиям
- Творческий диалог в нашем коллективе – путь к новым не стандартным решениям

Архитектурная студия **OUTLINE** занимается проектированием:

Коттеджей,  
Многофункциональных комплексов,  
Элитных домов,  
Офисов,  
Лофтов,  
Ресторанов,  
Современных частных и общественных интерьеров,  
Фасадов зданий.



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- Проектирование жилых и общественных объектов
- Выполнение всех стадий проектной документации
- Ведение авторского надзора за строительством



## GEOGRAPHIC AREAS COVERED

Russia: Moscow, Saint-Peterburg

Belorussia: Minsk

Kazakhstan: Uralsk



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# Современные частные и общественные интерьеры: Элитные дома, Офисы



**GEOGRAPHIC AREAS COVERED**  
Russia: Moscow, Saint-Peterburg



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## LOOKING FOR

Возможность поучаствовать в международных проектах очень интересна для нас как для молодой и развивающейся архитектурной студии.

Прежде всего, это шанс почерпнуть знания в проектировании тех объектов, опыта возведения которых в России недостаточно; возможность узнать о современных инновационных материалах. Также, для любого профессионала важен обмен идеями, подходами, происходящий во время совместной реализации проекта.

Здесь, в Турине, мы рассчитываем познакомиться с мастерами современной архитектуры и дизайна!

Мы ищем наших перспективных партнеров, которых мы сможем пригласить к участию в наших будущих проектах.

Мы заинтересованы в установлении контактов и с производителями уникальных, оригинальных предметов интерьера.

В случае взаимной заинтересованности мы готовы обсуждать условия сотрудничества.



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## WHAT'S NEW?

- На сегодняшний день все объекты, которые мы ведем, уже укомплектованы поставщиками.
- Наши будущие проекты находятся на начальной стадии оценки перспектив проекта и нашей заинтересованности в участии.
- Кроме российского рынка, мы начинаем свою работу в Болгарии, участвуем в проектах наших Иранских коллег.



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# Thank you

## Q & A

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