



fondo europeo
sviluppo regionale

Cleantech&Building 2017

Sharing experiences to shape the future

Opening Seminar

November 16th, 11.00 am – 1:00 pm
Restructura, Oval Lingotto – OAT area

In cooperation with:



REGIONE
PIEMONTE

per una crescita intelligente,
sostenibile ed inclusiva
www.regione.piemonte.it/europa2020

INIZIATIVA CO-FINANZIATA CON FESR

INTERNATIONAL GUESTS' PRESENTATION

1. **AECOM** (USA)
2. **Archi Group** (Georgia)
3. **Baft-E-Shahr** (Iran)
4. **C.Fino+Sons** (Malta)
5. **CLC** (Lebanon)
6. **Decorama** (Malta)
7. **Earth Technologies**
(Lebanon)
8. **El Hamoui Group**
(Lebanon)
9. **GSD Architect** (Malaysia)
10. **ITS** (Tunisia)
11. **JG Afrika** (South Africa)
12. **JMD Architects** (Tunisia)
13. **MAN Enterprise** (Lebanon)
14. **MIB** (Tunisia)
15. **Outlet Ceramic** (Tunisia)

Mr. Nicola Colella

AECOM www.aecom.com

Position/Commodity: Construction Services Lead
Italia

Activity :

AECOM (NYSE:ACM) is built to deliver a better world. We design, build, finance and operate infrastructure assets for governments, businesses and organizations in more than 150 countries. As a fully integrated firm, we connect knowledge and experience across our global network of experts to help clients solve their most complex challenges. From high-performance buildings and infrastructure, to resilient communities and environments, to stable and secure nations, our work is transformative, differentiated and vital. A Fortune 500 firm, AECOM had revenue of approximately \$18.2 billion during fiscal year 2017. See how we deliver what others can only imagine at aecom.com and [@AECOM](https://twitter.com/AECOM).

Looking for: Partners / Joint Ventures.

AECOM



Mr. Zurab Makarashvili

Archi Group www.archi.ge

Position/Commodity: Head of procurement
department



Activity :

Archi Group is one of the leading development company in Georgia. In 2013 we spread our business in Hotel Management sector.

Our main purpose is to create a high quality products for our clients. Years by years, we use more and more ecological materials in our projects. In 2018 we will open Ytong block factory in Georgia, which will give possibility to Georgian companies to be able receive 100% ecologic building blocks and save extra payment in electricity and gas.

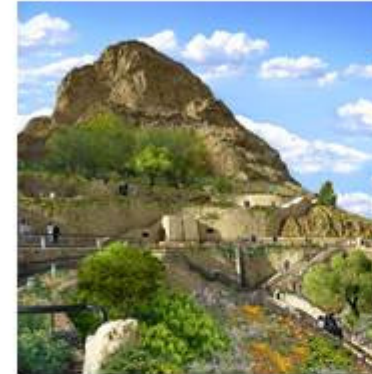
Looking for: Supplier of building materials

Mr.Gholamreza Pasban Hazrat Baft-E-Shahr

Managing Director
www.bafteshahr.com

The expert members of Baft-E-Shahr Consulting began their professional activities in 1981 and have continued to develop systemically with the goal of providing comprehensive support in all areas of consulting services. Highest planning quality and consulting competence are the hallmark of Baft-E-Shahr. Promoting and delivering urban environmental design values in the format of a sustainable plan has always been Baft-E-Shahr's core approach.

Mainly interested in: Urban environmental designs, Sustainable designs, Landscape Architecture



بافت
مندیسن شاور



Mr. Jean Carlo Fino

C. Fino + Sons Ltd

Position: CEO

www.fino.com.mt

fino[®]
www.fino.com.mt

Activity :

C. Fino + Sons Ltd provides complete solutions to both residential and commercial properties and is geared up through its divisional matrix to cater for any client request from internal fit-out jobs to supplying large volumes of furniture and guiding projects from concept to execution through our projects management capabilities.



Looking for: New Companies in the furniture industry

Mr. Roy Marouni
CLC (Creative Lab Architects)

www.c-lab.me

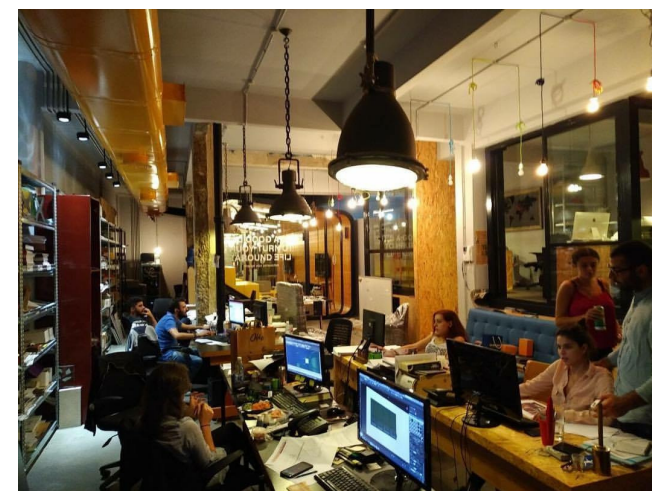
Position/Commodity: Architect

Activity :

C Lab has managed to position itself as leader in the market with more than 120 projects leaving a trace all over the MENA region and Europe. C Lab is listed among the top firms in the fields, specialized in conceptualization and implementation of interior and exterior design projects ranging from residential to commercial projects.

C Lab draws together teams of engineers, planners, architects, landscape architects, environmental specialist, consultants, as well as construction, project and program managers dedicated to finding the most innovative and appropriate solutions to create, enhance and sustain the world's built, natural and social environments.

Looking for: Strategic partners



Ms. Emma Fenech Cefai

ForFun Design Ltd.

Position/Commodity: Sole Director/Owner

Activity :

ForFun Design is specialised in

- *Turnkey Projects
- *Project Management
- *Supply of Innovative Finishing Products
- *Supply of Contract Furnishing Products
- *Supply of Sound Insulation, Sound Absorbing and Acoustic Materials
- *Contract Interiors and Soft Furnishings
- *Other related Innovative Materials and Products

Looking for: Partners

DECORAMA



Project executed by ForFun Design
Complete refurbishment of Hotel
Lobby and Public Spaces

Mr. George Abboud Earth Technologies

www.earthtechnologies.com

Position: Chief operating officer

Activity :

Earth Technologies (ET) is an engineering, procurement and construction (EPC) company in the field of renewable energy. The services provided include plant design, product procurement, construction and final delivery of the project. In addition, ET is involved in R&D to develop and commercialize manufacturing solutions.

Earth Technologies can also assist in custom made renewable energy projects that fit the requirements of corporations and governments. Due to its vast experience in on-grid and off-grid solutions, Earth Technologies is a reliable partner for photovoltaic farms.



Earth Technologies



Looking for: Expand the knowledge, develop partnership, endeavour in rising solutions.

Mr. Mahmoud T. El Hamoui
EL HAMOUI GROUP

www.elhamouigroup.com

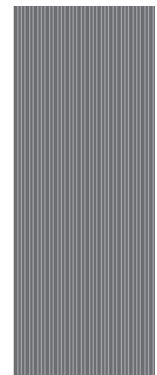
Position/Commodity: Contractor

Activity :

Metals and Glazing Contracting firm with projects covering the MENA region in sectors such as Residential Buildings, Office Buildings, Schools, Universities, Hospitals, Malls, Retail Shops, Restaurants and Banks.

Looking for:

Networking, and Penetrating New Markets while Developing our current Business by introducing new partners and New Products



Mr. ALFRED TAY

Company: GSD ARCHITECT

gsdarchitect.com

Position/Commodity: MATERIAL CONSULTANT

Activity :

For my job responsibilities are always:-

1. keeping up-to-date on the latest environmental & industry standard products and even though sometimes, out-of the box products also are welcomed to bring forward for discussion.
2. most of the products, need to do data focusing on application and use as opposed to features and benefits.
3. a trusted technical adviser and part of the project team as well – start to finish, because we are proactive, generalists and bring expert guidance to solve project design problems, further more we bring new products / technology in, to enhance and beauty the project.
4. always do a lot research, investigate, q& a and supportive documents to be ready, before advice to our clients.

Looking for: Innovative building material with their stand alone identity, eco green & hard to duplicate by others, loose furniture, space saving fitment, solar with power energy saving

Petaling Jaya, Malaysia



Mr. Adnen Ben Hassine

Company: ITS.COM

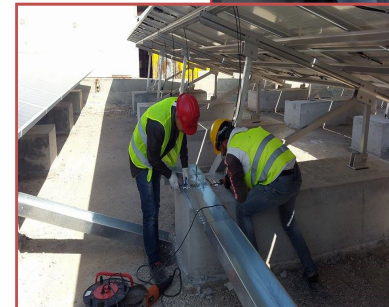
www.itstelecom.com.tn

C.E.O



Activity :

- Telecom Installation & Services (GSM key services, microwave and BSS installation, Transmission and fiber optic...),
- Renewable Energy solution & photovoltaic installation
- Building Automation Systems
- Energy management & Analytics Software
- Home Automation Solutions
- Business & IT Solutions (Security , access, control, alarm systems , VoIP, video conferencing and collaboration solution...)



Looking for: Business Opportunities in Renewable Energy & Partnerships

Mrs. Sally-Anne Käsner

Company: JG Afrika www.jgafrika.com

Position/Commodity: Engineering & Environmental Consulting

Activity :

Goal:- to provide the highest quality of consulting engineering services for the benefit of the community and the environment.

Established in 1922 and headquartered in Johannesburg, JG Afrika has offices in major South African cities and provides consulting services in all fields of civil and structural engineering, as well as environmental services, throughout Africa.

Staff complement of 300 ranging in engineering and environmental specialisation.

Looking for: Partnerships/Collaborations



Mr./Mrs. Mehdi *et* Dorsaf JELIDI

Company: *JMDarchitectes*

Position/Commodity: Architectural agency

Activity :

Work since 2010 in the field of architectural studies, decoration, coordination and direction of construction sites, The Agency *JMD architectes* designs projects both in renovation and in new construction. It ensures all stages of the creation and realization of the architectural project.

The team is composed of young architects with a strong experience in the field of public and private project in Tunisia.

The 10 years of experience of its founder, Mehdi Antoine Jelidi, led her to work on collective and individual housing projects, office projects, shopping centers, service stations and interior design. To realize quality projects, the Agency attaches a great importance on the the listening and the exchange with its clients in order to understand their needs and then to be able to offer to them an architectural answer as best as possible. The main objective of the agency is to produce a contemporary architecture that respects its environment and emanates from the Tunisian heritage and historical context.

Looking for: the novelties and the innovations in the field of construction, territorial planning and sustainable Development in the building.



Mr. Samer Acar

Company: MAN Enterprise

www.manenterprise.com

Position: Senior Estimation Eng.

Activity :

- Established in 1971
- Leading construction company in the Middle East and Africa
- Manages more than 8,000 employees and workers from 17 nationalities
- Operates in 7 different geographies
- Total contracts in hand > USD 1.1 billion
- 480 heavy equipment and vehicles

Mainly interested in: Renewable Energy & Waste Water Treatment



Mr. ZIED FERCHICHI

MIB

www.mib.com

Position: Business Unit Director



Activity :

The core business of mib is the import and marketing on the tunisian and north african markets of the following products:

- Mobile (i.e. apple, sony)
- Devices (i.e. brother, videojet)
- Packaging (i.e. italdibipack, henkelman)

The business model is to combine the commercialization of “machine” to a consumable product or a service, to sustain the relationship between the customer



Looking for: Machines and products for cleaning and waste management for private companies

Mrs. KHAOUTER BEN SALAH

Company: OUTLET CERAMIC

Position: Founder and Single Administrator

Activity :

Outlet Ceramic was founded with the goal to market on the tunisian market fine series products stock at local importers. thanks to commercial success, the company became an important player in the sector of taps, sanitarries, ceramic floors and bathrooms furniture, trading high standard products of different international brands. our main customers are property promoters.

Looking for: Taps, sanitary, ceramics, bathroom furniture and accessories, finishings by company not yet on the market in tunisia





European Regional
Development Fund

Piemonte, North-Western Italian region,
a leading global hub.

To discover our territory



Regione Piemonte offers you a preferential channel



Piemonte Agency, the reference point for foreign
players looking for business opportunities in the area.

*Activities are financed by **ERDF**, European
Regional Development Found*

