

Cleantech & Building

Torino, November 16th-17th 2017

COMPANY PROFILE INTERNATIONAL COMPANIES

BAFT-E-SHAHR

Cleantech Building

Country	IRAN
Website	www.bafteshahr.com
Activity sector	<p>ENVIRONMENT X Waste collection / management / recycling</p> <p>RENEWABLE ENERGY X Solar energy X Energy efficiency</p> <p>GREEN & SMART BUILDING X Architectural, structural and planning design services X Interior and outdoor decoration</p>
Description of your activity	Architectural and Urban / Environmental Design for development projects
Date of establishment	1981
Turnover	750.000
Nr of employees	60
Geographic areas covered	Iran and Middle East
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Germany / Vossing consultant company Iritali srl
Please indicate your customers' characteristics	Governmental and private sector
Please indicate if you have already worked with Italian companies. If yes, which ones?	Member of Quark-up platform Having MOUs with Italian interior design company, Missoni
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT X Water / waste water treatment</p> <p>RENEWABLE ENERGY X Solar energy (thermal) x Energy efficiency</p> <p>INFRASTRUCTURES/PUBLIC WORKS x Airports, ports x Public Lightning x Green transportation</p> <p>GREEN & SMART BUILDING x Architectural, structural and planning design services x Construction of civil, industrial and commercial buildings x Construction materials</p>

Please indicate products/services/processes solutions you are looking for	New technologies for sustainable developments Landscape designs Green infrastructures
Please indicate which kind of cooperation you would be more interested in	Joint venture collaborations Research collaborations
Please give the specific purpose of your visit in Italy	Researching and getting familiarized with new technologies and artistic approaches to the latest definition of sustainable design sectors. Looking for new opportunities for mutual collaborations.

AECOM

Cleantech Building

Country	USA
Website	www.aecom.com
Activity sector	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> x Soil / contaminated land monitoring and treatment / remediation x Risks / disasters prevention and management x Engineering / geological, hydrogeological & geotechnical engineering / environmental geology x Waste collection / management / recycling x Noise prevention and treatment <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> X Underground and tunneling X Bridges and viaducts X Airports / ports X Urban transport X Environmental infrastructures X Public works <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> X Territorial planning, pre-feasibility & feasibility studies Architectural, structural and planning design services X Engineering management X Construction of civil, industrial and commercial buildings
Description of your activity	AECOM is a global network of experts working with clients, communities and colleagues to develop and implement innovative solutions to the world's most complex challenges. Delivering clean water and energy. Building iconic skyscrapers. Planning new cities. Restoring damaged environments. Connecting people and economies with roads, bridges, tunnels and

	<p>transit systems. Designing parks where children play. Helping governments maintain stability and security. We connect expertise across services, markets, and geographies to deliver transformative outcomes. Worldwide, we design, build, finance, operate and manage projects and programs that unlock opportunities, protect our environment and improve people's lives.</p> <p>Fast Facts: US\$17.4 billion of revenue during fiscal year 2016 Ranked #1 in Engineering News Record's "Top 500 Design Firms" for 8th consecutive year Named one of Fortune magazine's "World's Most Admired Companies" for the third consecutive year</p>
Date of establishment	1990
Turnover	16.000.000.000\$
Nr of employees	90.000
Please detail the products you deal with (and related brands): - typology - range	AECOM provides design, engineering solutions and construction to a wide range of sectors inclusive of industrial, civil infrastructures, urban planning and development, commercial, environmental.
Please indicate if you have already worked with Italian companies. If yes, which ones?	Yes, AECOM is established in Italy since 1990 through the brand URS. We have an extensive list of public and private clients in Italy.
Sub-sectors you are mostly interested in:	<p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> x Bridges and viaducts x Airports, ports x Urban transport x Environmental infrastructures x Public works <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> X Architectural, structural and planning design services x Engineering management x Construction of civil, industrial and commercial buildings
Please indicate which kind of cooperation you would be more interested in	Partnering with local companies in the fields of civil engineering and construction.

CLC

Building

Country	LEBANON
Website	www.c-lab.me
Activity sector	<p>GREEN & SMART BUILDING</p> <p>X Architectural, structural and planning design services</p> <p>X Construction of civil, industrial and commercial buildings</p> <p>X Interior and outdoor decoration</p> <p>X Furniture, fixtures and equipment for houses, hotels, offices, shops</p> <p>X Interior finishes</p> <p>X Lighting</p> <p>X Monitoring & safety, building management systems, access control, security and alarm systems</p> <p>X Construction materials</p>
Date of establishment	August 2004
Turnover	2.000.000\$
Nr of employees	16
Please detail the products you deal with (and related brands): - typology - range	<ul style="list-style-type: none"> - All architectural materials - Finishing materials - Building materials.
Geographic areas covered	Middle East
Please indicate if you are already sole agent of foreign products	Boboboomb France
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	<ul style="list-style-type: none"> - DCW, France - Lampegas, France - Lightlliving, Netherlands
Please indicate your customers' characteristics	Mizar, Palomar, Vistozei
Sub-sectors you are mostly interested in:	<p>GREEN & SMART BUILDING</p> <p>X Architectural, structural and planning design services</p> <p>X Interior and outdoor decoration</p> <p>X Furniture, fixtures and equipment for houses, hotels, offices, shops</p> <p>X Interior finishes</p> <p>x Lighting</p> <p>x Monitoring & safety, building management systems, access control, security and alarm systems</p> <p>x Construction materials</p>
Please indicate products/services/processes solutions you are looking for	Looking forward to a wide spectrum of building materials / interior finishes and exposure to new brands.
Please indicate which kind of cooperation you would be more interested in	Looking for a strategic partnership in architecture and interior design.

EARTH TECHNOLOGIES

Cleantech

Country	LEBANON
Website	www.earthtechnologies.com
Activity sector	<p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> X Photovoltaic X Solar energy X Energy efficiency X Solar pumping <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> X Underground and tunneling X Power distribution and energy production X Public lightning X Green transportation <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> X Architectural, structural and planning design services X Lighting X Taps and fittings, valves & related mechanical works X Monitoring & safety, building management systems, access control, security and alarm systems X MEP contracting <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> X Design and development of new, sustainable chemical processes X Development, design and production of bio-materials
Description of your activity	<p>Earth Technologies is an engineering, procurement and construction (EPC) company. The services provided include plant design, product procurement, construction and final delivery of the project. Moreover, Earth Technologies is capable of securing medium and long term financing for the projects from European funds and banks. Earth Technologies can also assist in custom made renewable energy projects that fit the needs and requirements of corporations and governments. Due to its vast experience in on-grid and off-grid solutions, Earth Technologies is your reliable partner for photovoltaic farms.</p>
Date of establishment	2012
Turnover	12.000.000\$
Nr of employees	50

<p>Please detail the products you deal with (and related brands):</p> <ul style="list-style-type: none"> - typology - range 	<p>Renewable (full solutions from panels, to inverter, to batteries, to generators, ...):</p> <ul style="list-style-type: none"> - On grid PV system - Off grid PV system - Hybrid PV System - Solar water Heaters - Solar street lighting <p>Telecom (full solution from batteries, to rectifiers, to controllers, ...) :</p> <ul style="list-style-type: none"> - Passive equipment - Civil construction - Hardware of active equipment - Operation and Maintenance <p>Energy Efficiency:</p> <ul style="list-style-type: none"> - LED - Variable Frequency Drives - Power quality - Monitoring systems - Automation - Building Envelope - Heating & Cooling <p>Brands: BSB, Sacred Sun, Rolls, ABB, Victron Energy, Fronius, SMA, RefuSol, IoT, Outback, Alfa technologies, SunforSon, Sunpower, Jinko Solar, Cable du liban, R&X, Cuaje, Galaxy, Deif, Siemens, Schneider, Backhoff, Inala, HTD,...</p>
<p>Geographic areas covered</p>	<p>Middle East and Africa</p>
<p>Please indicate if you are already sole agent of foreign products</p>	<p>Exclusive partner with Sacred Sun for batteries in middle east. We are channel partner for ABB in Lebanon. Exclusive partner with IOT for RMS in Telecom industry in Africa and the middle east. Exclusive partner with BSB for batteries in Lebanon. Exclusive partner with RID for DC generators in Africa.</p>
<p>Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies</p>	<p>Yes, mainly Germany, China, USA, Netherlands, Denmark, Italy, UK.</p>
<p>Please indicate your customers' characteristics</p>	<p>Our clients range from private companies up to the public sector. We describe them as responsive clients to our solutions since we are able to bring an added value as a professional company adapting to their specific requirement. Rare are the standard projects with a single product to answer their needs. Solutions are always tailored to respond to client's need.</p>

<p>Please indicate if you have already worked with Italian companies. If yes, which ones?</p>	<p>Yes, - In the field of power generation for our hybrid projects in Africa. Name of company: ASCOT; - In the field of solar power, ABB manufacturing facilities in Italy.</p>
<p>Sub-sectors you are mostly interested in:</p>	<p>ENVIRONMENT <input checked="" type="checkbox"/> Waste collection/management/recycling RENEWABLE ENERGY <input checked="" type="checkbox"/> Photovoltaic <input checked="" type="checkbox"/> Solar energy (thermal) <input checked="" type="checkbox"/> Wind / Miniwind <input checked="" type="checkbox"/> Cogeneration / Trigenation <input checked="" type="checkbox"/> Geothermal <input checked="" type="checkbox"/> Energy efficiency INFRASTRUCTURES/PUBLIC WORKS <input checked="" type="checkbox"/> Underground and tunneling <input checked="" type="checkbox"/> Power distribution and energy production (including smart grid and off grid systems) <input checked="" type="checkbox"/> Public Lightning <input checked="" type="checkbox"/> Green transportation GREEN & SMART BUILDING <input checked="" type="checkbox"/> Plant design <input checked="" type="checkbox"/> Lighting <input checked="" type="checkbox"/> Monitoring & safety, building management systems, access control, security and alarm systems <input checked="" type="checkbox"/> Construction materials GREEN CHEMISTRY <input checked="" type="checkbox"/> Use of renewable energy sources <input checked="" type="checkbox"/> Design and development of new, sustainable chemical processes <input checked="" type="checkbox"/> Development, design and production bio-materials</p>
<p>Please indicate products/services/processes solutions you are looking for</p>	<p>Target industry to provide products and solutions: - Renewable (PV, SWH, Lighting, Wind, geothermal, solar pumping, ...) - Telecom (Batteries, Rectifier, intelligent systems,...) - Sustainable solutions (Energy efficiency, building envelope, cooling and heating, power quality, ...) - Monitoring and control to add value to current solutions - IOT solutions for RMS and management systems.</p>
<p>Please indicate which kind of cooperation you would be more interested in</p>	<p>Mainly partnership for attractive supply chain, partnerships for solar plant projects, funding for PV and industrial clients, rising technologies in the sustainability field.</p>

Please give the specific purpose of your visit in Italy	Earth Technologies is a leading firm in the sector of renewable energy and sustainable power solutions in the middle and Africa. Our aim is to expand the knowledge, develop partnership, endeavour in rising solutions.
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EL HAMOUI GROUP

Building

Country	LEBANON
Website	www.elhamouigroup.com
Activity sector	<p>INFRASTRUCTURES/PUBLIC WORKS</p> <p>X Public works X Public lightning</p> <p>GREEN & SMART BUILDING</p> <p>X Construction of civil, industrial and commercial buildings X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Lighting X Taps and fittings, valves & related mechanical works</p>
Description of your activity	<p>Our Company is a specialist in the Steel, Aluminum, and Stainless Steel Engineering Fields,; we are a major role player in the Contracting Industries in MENA Region and our contracting projects cover leading geographic areas in the region and we offer our contracting products, services, and support in the followings Categories:</p> <p>A - Buildings, Villas, Residential Apartments:</p> <p>1- All Types of Steel & Glazing Works for façades using International and Local Systems and Profiles – Curtain Wall / Curtain Glass/ Windows and Doors/ Canopies/ False Ceiling/ Kitchens</p> <p>2- Cladding - Aluminum Composite Panels "Alucobond" / Zinc Sheets /Copper Sheets/ Metal Sheets/ Compact Laminate "Tresspa and Abet Laminati"</p> <p>3- Steel Structures – Fire Escapes/ Balustrades/ Stairs /Sub-Frames/ Fences/ Gates/ Garage Doors</p> <p>4- Stainless Steel - Balustrades/ Stairs/ Corniche/ Decorative Stainless Steel</p> <p>5- Frameless Glass – Building Fronts and Entrances/ Balustrades/ Stairs/Back-painted Glass/ Decorative Glass</p>

- B – Schools, Malls and Hospitals:
- 1- All Types of Steel, Aluminum & Glazing Works for façades using International and Local Systems and Profiles – Curtain Wall/ Curtain Glass/Windows and Doors/ Canopies/ False Ceiling/ Kitchens
 - 2- Steel Structural Units, Buildings, Prefab units
 - 3- Cladding - Aluminum Composite Panels "Alucobond" / Zinc Sheets /Copper Sheets/ Metal Sheets/ Composite Laminate Panels "Tresspa and Abet Laminati"
 - 4- Stainless Steel - Balustrades/ Stairs/ Corniche/ Canopies/ Back-painted Glass/ Decorative Glass
 - 5- Frameless Glass – Entrances/ Balustrades/ Stairs/ Decorative Glass
 - 6- Fire rated Doors
 - 7- Shop Drawings, perspectives and Calculation Notes
- C – Banks and Financial Institutions:
- 1- All Types of Aluminum & Glazing Works for façades and Internal partitions using International and Local Systems and Profiles – Curtain Wall/ Curtain Glass/ Windows and Doors/ Canopies/ Kitchens
 - 2- Cladding - Aluminum Composite Panels "Alucobond" / Metal Sheets/Composite Laminate Panels "Tresspa and Abet Laminati"
 - 3- Steel Structures – Fire Escapes/ Balustrades/ Stairs /Sub-Frames/ Fences/ Gates/ Garage Doors
 - 4- Stainless Steel - Balustrades/ Stairs/ Corniche/ Canopies/ Back-painted Glass/ Decorative Glass
 - 5- Frameless and Bullet Proof Glass – Entrances/ Balustrades/ Stairs/ Decorative Glass
 - 6- Fire Rated Doors
 - 7- Shop Drawings, perspectives and Calculation Notes
- D – Offices, Showrooms and Restaurants:
- 1- All Types of Aluminum & Glazing Works for façades
 - 2- Cladding - Aluminum Composite Panels "Alucobond" / Metal Sheets/ Composite Laminate Panels "Tresspa and Abet Laminati"
 - 3- Steel Structures – Fire Escapes/ Balustrades/ Stairs/ Sub-Frames/ Fences
 - 4- Stainless Steel - Balustrades/ Stairs/

	<p>Corniche/ Canopies/ Back-painted Glass/ Decorative Glass</p> <p>5- Frameless Laminated Glass – Entrances/ Balustrades/ Stairs/ Back-painted Glass/ Decorative Glass</p> <p>6- Shop Drawings, perspectives and Calculation Notes</p> <p>E- Documentations:</p> <p>1- Preparation of Shop Drawings</p> <p>2- Preparation of Calculation Notes</p> <p>3- Preparation of Project's Perspectives</p>
Date of establishment	2008
Turnover	2.500.000\$
Nr of employees	23
Geographic areas covered	MENA region
Please indicate if you are already sole agent of foreign products	Steel pool cantieri
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Curby Kuwait – steel industries Scaff Italy – Steel fabricator Steel pool cantieri Italy – steel industries
Please indicate your customers' characteristics	Our key customers are developers, architects and engineers. We work for the public sector as well as the private sector.
Please indicate if you have already worked with Italian companies. If yes, which ones?	Yes, scaff and steel pool cantieri
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <p>X Engineering / geological, hydrogeological & geotechnical engineering / environmental geology</p> <p>x Noise prevention and treatment</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p>x Airports, ports</p> <p>x Urban transport</p> <p>x Public works</p> <p>x Public Lightning</p> <p>GREEN & SMART BUILDING</p> <p>x Construction of civil, industrial and commercial buildings</p> <p>x Interior and outdoor decoration</p> <p>x Furniture, fixtures and equipment for houses, hotels, offices, shops</p> <p>x Interior finishes</p> <p>x Lightning</p> <p>x Construction materials</p>
Please indicate products/services/processes solutions you are looking for	Steel fabricators, metal fabricators, interior decorative steel elements.
Please indicate which kind of cooperation you would be more interested in	Joint venture, licence.

Please give the specific purpose of your visit in Italy	To get to know more about the above mentioned projects opportunities and to facilitate meetings and discussions with potential private partnerships.
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GSD ARCHITECT

Building

Country	MALAYSIA
Website	www.gsdarchitect.com
Activity sector	<p>ENVIRONMENT X Waste collection/management/recycling</p> <p>RENEWABLE ENERGY X Solar energy (thermal) X District heating</p> <p>INFRASTRUCTURES/PUBLIC WORKS X Public works X Public lightning</p> <p>GREEN & SMART BUILDING X Territorial planning, pre-feasibility & feasibility studies X Architectural, structural and planning design services X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Taps and fittings, valves & related mechanical works X Construction materials</p> <p>GREEN CHEMISTRY X Design and development of new, sustainable chemical processes</p>
Description of your activity	<ul style="list-style-type: none"> - Keep up-to-date on the latest environmental & industry standard, qualified manufacturers and health and safety regulations requires constant research - Verify selected products are appropriate & identify special concerns. - Underground industry issues & provide product representatives with clear direction for their information needs.
Date of establishment	1995
Turnover	RM 1.600.000
Nr of employees	35
Please detail the products you deal with (and related brands): - typology - range	<p>Architectural Building material:</p> <ul style="list-style-type: none"> - Waterproofing (Mapei, Fosroc) - AAC Lightweight Brick (Starken, Greencast) - Fire rated Door (Hightex Dynamic, GayaDor) - Ceiling Plasterboard (Gyroc, Boral)

	<ul style="list-style-type: none"> - Paint (Nippon, Akzonobel) - Sanitarywares (Duravit, Laufen, Toto, Roca) - Sanitary fittings (Dorn Bracht, Hansgrohe, Axor, Grohe) <p>Interior Finishes material:-</p> <ul style="list-style-type: none"> - Porcelain tiles (Niro, Johnson, Feruni) - Mosaic tiles (Bisazza)
Geographic areas covered	Malaysia, Vietnam, China, Hong Kong & Singapore.
Please indicate your customers' characteristics	Most of them are developer
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> X Air quality / off gas management X Noise prevention and treatment <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> x Wind / Miniwind x Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> x Bridges and viaducts x Airports, ports <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> x Plant design x Interior and outdoor decoration x Monitoring & safety, building management systems, access control, security and alarm systems <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> x Development, design and production bio-materials
Please indicate products/services/processes solutions you are looking for	<ul style="list-style-type: none"> - New Green and Lightweight product for Outdoor and Indoor - Space Saving Design Solution product. - Water & Energy Saving product. - Sanitary Fitting, Night Glow product and etc.
Please indicate which kind of cooperation you would be more interested in	<ul style="list-style-type: none"> - To be their Specifier Representative - Sole Agent.
Please give the specific purpose of your visit in Italy	<ul style="list-style-type: none"> - Find new market, products on latest technology & opportunities - Get new ideas for business - Bring new trend in Malaysia Market. - Evaluate products and supplier

C. FINO+SONS

Building

Country	MALTA
Website	www.fino.com.mt

Activity sector	RENEWABLE ENERGY X Photovoltaic GREEN & SMART BUILDING X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Lighting
Description of your activity	Projects for Hotels, Hospitals, Offices, Schools and custom for shops and restaurants. Furniture for the retail market.
Date of establishment	1935
Turnover	8/10 mln €
Nr of employees	95
Geographic areas covered	Malta, Qatar and Tunisia
Please indicate if you are already sole agent of foreign products	Yes
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Yes, Italy and France
Please indicate if you have already worked with Italian companies. If yes, which ones?	Veneta Cucine, Tomasella, DVO, Stilcurvi, Chateau D'Ax.
Sub-sectors you are mostly interested in:	GREEN & SMART BUILDING x Interior and outdoor decoration x Furniture, fixtures and equipment for houses, hotels, offices, shops x Interior finishes x Lighting
Please indicate products/services/processes solutions you are looking for	At this moment working on a Green hotel and I'm looking to have as much knowledge as possible.
Please indicate which kind of cooperation you would be more interested in	Any type of cooperation.
Please give the specific purpose of your visit in Italy	Meet new companies to begin doing some business in this region as well.

FORFUN / DECORAMA

Building

Country	MALTA
Website	www.facebook.com/DecoramaMalta

Activity sector	ENVIRONMENT X Noise prevention and treatment GREEN & SMART BUILDING X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Lightning
Description of your activity	Supply and Installation of Furniture and Finishes for Hospitality, Public Sector and Medium-to-High Residential Distribution of Innovative Products Project Management
Date of establishment	2007
Turnover	600.000€
Nr of employees	3 on full time basis, 6 on contract basis
Please detail the products you deal with (and related brands): - typology - range	-Acoustic products and solutions by various brands such as Isolmant, Slalom, Ruisan, Devorm, Gaber, SpigoAcoustic -Raised Flooring, indoor & outdoor solutions by Nesite -Demountable Partitions by Bamer and Walco -Parquet and Decking by Bruno Parquet -Wallpaper by Wallpepper -Office Seating by Are&D, Seipo, I-Mix, Vaghi -Carpets by Baobab, Carving -Doors by Bertolotto -Other specialised brands such Caino Design, Canaletto, Cannito, Gruppo Corazzin, Mehta Mining, Fenabel, Mogg, Riflessi, Scab, Camillo Sirianni, W-Lamp, Profilitec, Pronema, Reteflex, Waldmann.
Geographic areas covered	Mostly Italy
Please indicate if you are already sole agent of foreign products	Most brands are exclusive.
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	As above
Please indicate your customers' characteristics	New and/or refurbishing hotels and restaurants, office buildings, residential apartments seeking innovative, technical and/or tailor-made solutions for their requirements.
Please indicate if you have already worked with Italian companies. If yes, which ones?	Yes.
Sub-sectors you are mostly interested in:	ENVIRONMENT X Noise prevention and treatment GREEN & SMART BUILDING X Interior and outdoor decoration

	X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Lightning
Please indicate products/services/processes solutions you are looking for	-Acoustic solutions -Thermal Insulation solutions -Any other related products to my activities
Please indicate which kind of cooperation you would be more interested in	Re-sale and distribution of innovative products.
Please give the specific purpose of your visit in Italy	By amplifying my knowledge of innovative products in the market, I can provide the right solution/s to my clientele.

JG AFRIKA

Cleantech

Country	SOUTH AFRICA
Website	www.jgafrika.com
Activity sector	<p>ENVIRONMENT x Waste collection / management/ recycling</p> <p>RENEWABLE ENERGY x Photovoltaic x Biogas/Biomass x Cogeneration / Trigenation x Energy efficiency</p> <p>INFRASTRUCTURES/PUBLIC WORKS x Sustainability aspects of all of the above</p> <p>GREEN & SMART BUILDING x Furniture, fixtures and equipment for houses, hotels, offices, shops x Construction materials</p>
Description of your activity	JG Afrika has been operating for 95 years in the engineering sector and has more than 20 years' specific experience in planning and integrated sustainability management and the firm's in-house experts provide a comprehensive environmental service to the private sector, civil engineering and mining industries, infrastructure developers, government departments, municipalities and NGO's. In September 2000, JG Afrika obtained ISO 9001 certification for its quality standards for all its offices in South Africa. JG Afrika has been established in Cape Town for more than 40 years and has extensive experience in the field of civil engineering, environmental and waste management, including the

	<p>planning, modelling, design, construction administration, supervision and related projects. Further information may be viewed on the JG Afrika website www.jgafrika.com. JG Afrika is a Level 1 BBBEE certified company in terms of the Preferential Procurement Act.</p>
Date of establishment	1922
Turnover	R206m
Nr of employees	350
<p>Please detail the products you deal with (and related brands):</p> <ul style="list-style-type: none"> - typology - range 	<ul style="list-style-type: none"> - Agricultural Engineering - Airports - Bridges - Biz Greening & Sustainability - Catchment Management - Contamination & Remediation - Dams - Environmental Services - Geohydrology - Geotechnical Engineering - Hydrology - Land Development & Housing - Mining - Infrastructure - Municipal Infrastructure - Pavement Management - Rail - Renewable Energy - Roads - Stormwater - Structures - Traffic & Transportation - Waste Management - Wastewater - Water - Water Governance & Planning - Water Resource Management
Geographic areas covered	<p>Offices located in:</p> <ul style="list-style-type: none"> - Cape Town - Johannesburg - Pretoria - Durban - Pietermaritzburg - Pot Elizabeth - Maun, Botswana - Maputo, Mozambique <p>Operate in: All across South Africa; Africa and have</p>

	completed projects in the Seychelles too
Please indicate if you are already sole agent of foreign products	No – our services have been mostly in terms of consulting
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Not in terms of the sustainability division.
Please indicate your customers' characteristics	Public, i.e. Government departments – national, provincial and municipal Private clients, i.e. corporate, mining; development companies; other consulting firms; etc
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> x Soil/contaminated land monitoring and treatment / remediation x Engineering / geological, hydrogeological & geotechnical engineering / environmental geology x Waste collection / management/ recycling x Water/waste water treatment <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> x Photovoltaic x Biogas/Biomass x Wind / Miniwind x Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> x Underground and tunneling x Bridges and viaducts x Airports, Ports x Urban transport x Power distribution and energy production (including smart grid and off grid systems) x Environmental infrastructures (landfills, dams etc) x Public works (hospitals, schools, sports facilities) x Public Lightning x Green transportation <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> x Geological studies x Territorial planning, pre-feasibility & feasibility studies x Architectural, structural and planning design services x Engineering management x Construction of civil, industrial and commercial buildings x Furniture, fixtures and equipment for houses, hotels, offices, shops x Construction materials

	GREEN CHEMISTRY x Use of renewable energy sources x Design and development of new, sustainable chemical processes
Please indicate products/services/processes solutions you are looking for	Design – products – circular economy focus; resource efficiency and cleaner production; green building
Please indicate which kind of cooperation you would be more interested in	Business to Business partnerships to deliver more turn key solutions to clients.
Please give the specific purpose of your visit in Italy	Extend the network of capability of our company in Europe.

ITS.COM

Cleantech

Country	TUNISIA
Website	www.itstelecom.com.tn
Spoken languages	Arabo/Francese/Inglese
Activity sector	RENEWABLE ENERGY x Photovoltaic x Wind / Miniwind x Cogeneration / Trigeneration x Other: Idroelettrico INFRASTRUCTURES/PUBLIC WORKS x Power distribution and energy production GREEN & SMART BUILDING x Architectural, structural and planning design services x Engineering management x Plant design (heating systems, ventilation, HVAC etc) x Other: Geological studies
Date of establishment	2006
Turnover	€ 3.000.000
Nr of employees	180
Please detail the products you deal with (and related brands): - typology - range	Impianti fotovoltaici sia domestici che, principalmente, di grandi dimensioni. Impianti di domotica Risparmio energetico Impianti idroelettrici Impianti eolici
Geographic areas covered	Africa

Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Huawei (Cina) – pannelli fotovoltaici
Please indicate your customers' characteristics	Privati e pubbliche amministrazioni
Please indicate if you have already worked with Italian companies. If yes, which ones?	Omnicom (Milano) - domotica
Sub-sectors you are mostly interested in:	RENEWABLE ENERGY x Photovoltaic x Other: sistemi specifici nel fotovoltaico e idroelettrico GREEN & SMART BUILDING x Impianti di domotica (componenti)
Please indicate products/services/processes solutions you are looking for	Prodotti per il fotovoltaico, idroelettrico, efficienza energetica, automatismi e domotica (smart building)
Please give the specific purpose of your visit in Italy	Reperire nuove tecnologie nell'ambito dell'efficienza energetica, della domotica, dell'idroelettrico

MIB

Cleantech

Country	TUNISIA
Website	www.mib.com
Activity sector	ENVIRONMENT X Waste collection/management/recycling X Noise prevention and treatment X All that concerns waste collection
Date of establishment	1986
Turnover	25.000.000€
Nr of employees	175
Please detail the products you deal with (and related brands): - typology - range	- IT and mobile devices - Mobile and software application - Marketing and packaging solutions
Geographic areas covered	Tunisia, Libia, Algeria
Please indicate if you are already sole agent of foreign products	Videojet, Henkelman, NoveXX Solutions, Apple (iPhone), Brother, Sony
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Yes, America, Holland, Spain, Germany.
Please indicate your customers' characteristics	B2B and B2B clients.

Please indicate if you have already worked with Italian companies. If yes, which ones?	Yes, Italdibipack
Sub-sectors you are mostly interested in:	ENVIRONMENT X Waste collection/management/recycling X Noise prevention and treatment X All that concerns waste collection
Please indicate products/services/processes solutions you are looking for	- All solutions for waste collection and noise prevention - Consumable products and machinery for waste collection and noise prevention
Please indicate which kind of cooperation you would be more interested in	Partnership, franchising, joint venture.
Please give the specific purpose of your visit in Italy	- Researching solutions and products - Waste collection machinery - Meet potential partners or suppliers.

OUTLET CERAMIC

Building

Country	TUNISIA
Activity sector	GREEN & SMART BUILDING x Interior and outdoor decoration x Furniture, fixtures and equipment for houses, hotels, offices, shops x Interior finishes x Other: Sanitari, Rubinetteria, Porte, Cemento colla
Description of your activity	la société a un dépôt de 300m2, plus un show room de 300m2. le team est constitué de 5 personnes employées de la société, plus autres collaborateurs. la société a 3 voitures de fonction. notre société est spécialisée dans tout ce qui concerne la finition des maisons : <ul style="list-style-type: none"> ➤ articles de revêtements extérieur et interne, comme par exemple les marques venis, porcelanosa, pamesa, enegiker et naxos ➤ ciment colle et base de niveau pour les carreaux ceramique ➤ produits sanitaires : meubles salle de bain , baignoire, cabine de douche, cuvettes etc. ➤ produits de chauffage : radiateurs

	<p>décoratif, chaudières, sèche serviette etc.</p> <ul style="list-style-type: none"> ➤ robinetteries, comme par exemple les marques grohe, hansgrohe , teka, roca et sopal <p>nos clients sont en premier lieu les architectes ou les propriétaires de villa haut standing. la société collabore beaucoup avec les architectes.</p> <p>pour ce qui concerne les projets promoteurs, on a fourni avec notre team de outlet ceramic, les projet suivants:</p> <p>promotion immobiliere cap blan bizerte 43 appartements</p> <p>promotion moncef el ouerfelli siliana 33 appartement</p> <p>promotion immob bali ezzahra 12 app. et duplex</p> <p>salon de the el azbakia el kram</p> <p>salon de the ibn lhaldoun</p> <p>hotel lido</p> <p>station thermale djebel chaambie</p> <p>maison d'hotes a boumhel (en cours de finition)</p>
Date of establishment	2014
Turnover	€ 1.000.000
Nr of employees	10
Please detail the products you deal with (and related brands): - typology - range	Rubinetteria, sanitari, porte per interni e rivestimenti Target: lusso e medio di gamma
Geographic areas covered	Tunisia
Please indicate if you are already sole agent of foreign products	Rivendono prodotti stranieri
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Grohe (Germania) Porcelanosa Group (Spain)
Please indicate your customers' characteristics	Costruttori, architetti, privati
Please indicate if you have already worked with Italian companies. If yes, which ones?	Renier (rubinetti) Naxos (ceramica)
Sub-sectors you are mostly interested in:	GREEN & SMART BUILDING x Interior and outdoor decoration x Furniture, fixtures and equipment for houses, hotels, offices, shops x Interior finishes

	x Other: rubinetteria, sanitari, cemento colla, rivestimenti
Please indicate products/services/processes solutions you are looking for	Rubinetterie, porte per interni, finiture Nuovi marchi non ancora presenti in Tunisia
Please indicate which kind of cooperation you would be more interested in	Agente/Distributore per la Tunisia
Please give the specific purpose of your visit in Italy	Ricerca marchi del nostro settore per la distribuzione in Tunisia.

JMD Architect

Building

Country	TUNISIA
Activity sector	GREEN & SMART BUILDING X Architectural, structural and planning design services X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Lighting X Monitoring & Safety, Building Management systems, access control, security and alarm system X Construction materials X Domotica
Description of your activity	Lo studio di architettura JMD collabora, per la progettazione delle nuove stazioni di servizio, con OILYBIA. Oltre a questo ambito specifico, collabora con un promotore immobiliare progettando e redigendo i capitolati per immobili residenziali, ed ha un'ampia clientela di privati "luxury" per i quali progetta ville.
Date of establishment	2011
Turnover	120.000 €
Nr of employees	2
Geographic areas covered	Tunisia e Algeria
Please detail the products you deal with (and related brands): - typology - range	Rivestimenti, Illuminazione, Rubinetterie, Parquet, Domotica
Please indicate your customers' characteristics	Promotori immobiliare e privati
Sub-sectors you are mostly interested in:	GREEN & SMART BUILDING x Architectural, structural and planning design services x Plant design (heating system, ventilation, HVAC etc)

	<ul style="list-style-type: none"> x Interior and outdoor decoration x Furniture, fixtures and equipment for houses, hotels, offices, shops x Interior finishes x Lighting x Construction materials x Domotica
Please indicate products/services/processes solutions you are looking for	Rubinerteria, Domotica, Rivestimenti, Porte, Porte blindate, Pareti divisorie, Illuminazione, studi di architettura.
Please indicate which kind of cooperation you would be more interested in	Nuovi fornitori, collaborazione con studi di architettura.
Please give the specific purpose of your visit in Italy	Ricerca prodotti, materiali e tecnologie innovative per il mercato tunisino.

Archi Group

Building

Country	GEORGIA
Website	www.archi.ge
Activity sector	<p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> X Construction of civil, industrial and commercial buildings X Construction materials <p>GREEN CHEMISTRY</p> <ul style="list-style-type: none"> X Agriculture
Description of your activity	Construction company and Agriculture business
Please detail the products you deal with (and related brands): - typology - range	Construction and agriculture materials
Geographic areas covered	Georgia
Please indicate if you are already sole agent of foreign products	No
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Italy, Spain, Poland, Belgium, Germany, Bulgaria, Turkey, China, USA,
Please indicate if you have already worked with Italian companies. If yes, which ones?	We have cooperation with many Italian companies

<p>Sub-sectors you are mostly interested in:</p>	<p>RENEWABLE ENERGY X Solar Energy (thermal)</p> <p>GREEN & SMART BUILDING X Construction of civil, industrial and commercial buildings X Construction materials</p> <p>GREEN CHEMISTRY X ...Agriculture materials and Bio products.....</p>
<p>Please indicate products/services/processes solutions you are looking for</p>	<p>Construction, Agriculture materials and Bio products</p>
<p>Please indicate which kind of cooperation you would be more interested in</p>	<p>Long term cooperation</p>
<p>Please give the specific purpose of your visit in Italy</p>	<p>Find out new technology in construction and agriculture sector and reach long term partners.</p>

MAN Enterprise

Building

Country	LIBANO
Website	www.manenterprise.com
Activity sector	<p>ENVIRONMENT</p> <ul style="list-style-type: none"> X Waste collection / management/ recycling X Water/waste water treatment Air quality / off gas management Noise prevention and treatment <p>RENEWABLE ENERGY</p> <ul style="list-style-type: none"> X Photovoltaic X HPP / small HPP X Biogas/Biomass X Wind / Miniwind X Energy efficiency <p>INFRASTRUCTURES/PUBLIC WORKS</p> <ul style="list-style-type: none"> X Underground and tunneling X Bridges and viaducts X Airports, Ports X Power distribution and energy production (including smart grid and off grid systems) X Environmental infrastructures (landfills, dams etc) X Public works (hospitals, schools, sports facilities) <p>GREEN & SMART BUILDING</p> <ul style="list-style-type: none"> X Engineering management X Construction of civil, industrial and commercial buildings X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes

Description of your activity	Building & Infrastructure Contractor
Date of establishment	1971
Turnover	Average \$ 300 million
Nr of employees	8000
Please detail the products you deal with (and related brands): - typology - range	Services Company - N/A
Geographic areas covered	Middle East & Africa
Please indicate if you have contacts with foreign companies. If yes, indicate the country/ies	Yes. France, Spain, Italy, UK
Please indicate your customers' characteristics	Real Estate Developers – Public Authorities (Transport, Water, Power, Solid Waste)
Please indicate if you have already worked with Italian companies. If yes, which ones?	Yes. Joint Ventures with Pizzarotti, IG O&M, Carlo Gavazzi Impianti and SAET
Sub-sectors you are mostly interested in:	<p>ENVIRONMENT</p> <p>X Soil/contaminated land monitoring and treatment / remediation X Waste collection / management/ recycling X Water/waste water treatment</p> <p>RENEWABLE ENERGY</p> <p>X Photovoltaic X Solar Energy (thermal) X HPP / small HPP X Biogas/Biomass X Wind / Miniwind X Cogeneration / Trigenation X Geothermal X Pyrogassification X Energy efficiency</p> <p>INFRASTRUCTURES/PUBLIC WORKS</p> <p>X Underground and tunneling X Bridges and viaducts X Airports, Ports X Power distribution and energy production (including smart grid and off grid systems)</p>

	<p>X Environmental infrastructures (landfills, dams etc) X Public works (hospitals, schools, sports facilities)</p> <p>GREEN & SMART BUILDING X Construction of civil, industrial and commercial buildings X Interior and outdoor decoration X Furniture, fixtures and equipment for houses, hotels, offices, shops X Interior finishes X Lighting X Taps and fittings, valves & related mechanical works X Construction materials</p> <p>GREEN CHEMISTRY X Use of renewable energy sources</p>
Please indicate products/services/processes solutions you are looking for	Mainly Renewable Energy, Solid Waste Treatment and Water & Wastewater Treatment
Please indicate which kind of cooperation you would be more interested in	Joint Ventures – Strategic Alliances
Please give the specific purpose of your visit in Italy	Looking for potential JV partners and qualified vendors in the above mentioned areas of interest