PIEMONTE

ENERGY, ENVIRONMENT & BUILDING PARTNERING

Torino, November 26/27 2015

INTERNATIONAL COMPANIES PROFILES SUEZ Consulting (SAFEGE)

Country	Belgium
Website	www.safege.com
Date of establishment	1919
Turnover 2014 (estimated)	€ 108 MIO
Nr. of employees 2014	1.500
Activity sector	ENVIRONMENT Water/waste water treatment RENEWABLE ENERGY Energy efficiency INFRASTRUCTURES/PUBLIC WORKS Roads and motorways, railways, ports, urban transport. Environmental infrastructures (landfills, dams etc). Public works (hospitals, schools, sports facilities)



DISTRIBUTION

	Consulting services for engineering and technical
Detail the products you deal with:	assistance: Construction supervision: mainly
- typology	water/wastewater treatment plants/networks,
- range	roads, buildings; Also: design, tendering,
	procurement. Training, institutional support,
	capacity building (to ministries and municipalities)
Segment the level of the products you	B+ & A
deal with:	/ /
Geographic area covered:	Balkans, Caucasus, Central Asia, Middle East,
	South East Asia, Africa
Indicate your customers' characteristics:	Clients are mostly governments, ministries or
	municipalities; very
	limited private clients.
	IFI bids: EU, WB, ADB, EBRD, EIB, AfDB, etc.

INTERNATIONAL ACTIVITY

Do you have contacts with foreign suppliers? If yes, indicate name and	Extensive contacts all over the world.
country	

Specify the products you are mostly interested in:	We are constantly looking for new partners to team up on consulting opportunities; partners should have some specialisation that we do not (generally reflected in the company's project references). We are also looking for freelance consultants (mostly engineers but also technical advisors, trainers and institutional specialists with experience in IFI-financed projects). We bid solely on IFI/donor tenders.
Please indicate which kind of cooperation you would be more interested in:	Partnership/consortium.







Magnum Enterprise

Country	Egypt
Website	www.magnument.com
Date of establishment	1989
Turnover 2014 (estimated)	€ 1.5 MIO (contracting & consulting)
Nr. of employees 2014	51
Activity sector	Hotels, schools, Residential, Offices & Public
	Areas, Retail
Projects already realized:	- Concord Multi Use comples new Cairo 2015
	- High Point Multi Use Tower new Cairo 2015
	- Pico Petrolium Tower new Cairo 2015
	- Trianon Pastry & Coffee Shop Chain 2015
	-arab African International Bank New Branches
	Branding 2015

DISTRIBUTION

Detail the products you deal with: - typology - range	Architecture & interior design for the indoor & outdoor (furniture - lighting - accessories -kitchens - Mosaics , etc.,,)
Segment the level of the products you deal with:	B+ & A
Indicate whether you have your own brand/s:	Retail Showrooms "bliss concept"
Geographic area covered:	Egypt , Dubai
Indicate your customers' characteristics:	B+ & up to A++

INTERNATIONAL ACTIVITY

Are you already the sole agent of foreign products? If yes, which ones?	Sicis, Scavolini, Tonelli, presotto, Busnelli, Leolux, arena luci.
Do you have contacts with foreign	Many other italian and european firms
suppliers? If yes, indicate name and	Eichholtz, POINT, VGnewtrend, Abhika, cosi
country	tabellini etc.

TAILOR YOUR B2B AGENDA

Specify the products you are mostly	Indoor & outdoor, furniture, lighting, Urban
interested in:	Solutions & Material
Give further useful information, if any:	The company work as a contractor, Architecture
	interior & exterior)
	Consultants & project Managers
	Retailers for homes and importers for contract
	(ONE STOP SHOP for many clients & projects)

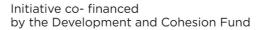
Specify the solutions/products you are most interested in:

- Pre-feasibility studies
- Architectural, structural and planning design services
- Engineering management BMS (Building Management System)
- Realization of civil, industrial and commercial buildings
- Interior and outdoor decoration
- Furniture, fixtures and equipment for houses, hotels, offices, shops...
- Interior finishes
- Home textiles and household items











PIEMONTE



Builders For Engineering and Contracting CO.

Country	Egypt
Website	www.builders.com.eg
Date of establishment	1995
Turnover 2014 (estimated)	US \$1 MIO
Nr. of employees 2014	30 permanent
Activity sector	Airports, yachts. The company works in the field of integrated constructions for different purposes and it is specialized in interior packages and soft furniture, supplying and implementation for different works.

Projects already realized:	Pino Meroni Egypt for wood & metal works	2001
	Swimming Pool in Marsa Matrooh	2002
	Haydelina Medical Factory	2004
	Heliopolis Movinpeck Hotel	2005
	Unilever Masherek Co.	2006
	Delta Clothing Co.	2007
	Mellinennuem Tiran and Meilia Sina Hotel	2008
	Building 47 in new Cairo	2011
	Iberotel Hotel Cairo	2012
	Medtranian Shipping Co.	2012
	MSC Co. Main Administration building	2014
	Finishing of mountain view Villas New Caird	2015

THE BEST OF MADE IN ITALY

PIEMONTE



DISTRIBUTION

Detail the products you deal with: - typology - range	Construction materials, finishing materials, furniture, accessories, etc. Range of products depending on the project type and volume.
Segment the level of the products you deal with:	We deal with the quality and distinct products depending on the projects budget.
Indicate whether you have your own brand/s:	We have a certain brand name and we deal with a lot of brands and products.
Geographic area covered:	All the local market inside Egypt.
Indicate your customers' characteristics:	Large, national companies, investors & developers, consultations, individuals, etc.

Specify the products you are mostly interested in:	General contracting materials, engineering & design, interior & exterior products, hotels, residential & offices furniture.
Give further useful information, if any:	Our company projects in 2015: - build and finish the main administration building for 3000 sqm to the Mediterranean Shipping Co. in Alexandria (Egypt) - Finishing works for the main villas compound of Mountair View investment Co. in new Cairo (Egypt)

- Architectural, structural and planning design services
- Engineering management
- Building and investments support services
- Realization of civil, industrial and commercial buildings
- Monitoring, safety and telecontrol
- Interior and outdoor decoration
- Furniture, fixtures and equipment for houses, hotels, offices, shops...
- Interior finishes
- Home textiles and household items







Marino Building & Trading Sarl

Country	Luxembourg
Website	www.marino-renovation.com
Date of establishment	2013
Turnover 2014 (estimated)	€ 3 MIO
Nr. of employees 2014	12
Sector d'activité:	Immobilier résidentiel et commercial

PIEMONTE

THE BEST OF

ADE IN ITALY

| | | \

DISTRIBUTION

Pouvez-vous donner des détails sur les produits avec lesquels vous travaillez: - typologie - gamme	Produits haut de gamme destinés à la construction (sanitaires, fenêtres, luminaires, revêtements, etc), produits d'ameublement et de décoration haut de gamme.
Segment du marché des produits que vous traitez	Immobilier haut de gamme.
Pays sur lesquels vous travaillez	Luxembourg et Belgique
Pouvez-vous donner le profil de vos clients?	Immobilier résidentiel et commercial

ACTIVITÉ INTERNATIONALE

Avez-vous déjà travaillé avec entreprises	Oui, italiennes, françaises, allemandes et belges.
étrangères? De quels pays ?	

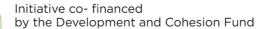
Spécifiez les solutions / produits que vous êtes surtout intéressé par:

- Décoration pour l'intérieur et l'extérieur (logements)
- Finitions pour l'intérieur (ex. carrelages, portes et châssis, revêtements, peintures décoratives, panneaux, cloisons, murs amovibles, éclairage) : Eclairage, menuiserie intérieure, revêtements de sol et muraux.
- Meubles et équipement résidentiel, bureaux, écoles, magasins









PIEMONTE

PROMER CONSULTANCY ENGINEERING LTD.

Country	Turkey
Website	www.promerengineering.com.tr
Date of establishment	1998
Turnover 2014 (estimated)	US \$ 5 MIO
Nr. of employees 2014	125
Activity sector	ENVIRONMENT
	Water/waste water treatment RENEWABLE ENERGY
	Biogas/Biomass, Energy efficiency, Geothermal, Energy from Waste Recovery
	INFRASTRUCTURES/PUBLIC WORKS
	Underground and tunnelling, Airports, Public works (hospitals, schools, sports facilities) Urban transport, Retrofitting works for schools, hospitals, public buildings; seismic damper design; Replacement and retrofitting of historical buildings. OTHER
	Oil & Gas, Mining, Chemical, Petrochemical, Power plants, Cement plant DESIGN BUILDING LIVING
	Geological studies, Architectural, structural and planning design services, Engineering management, Plant design and maintenance.





Detail the products you deal with: - typology - range	PROMER is an engineering and consultancy firm that provides multi disciplinary engineering and consultancy services to its customers from both public and private fields. It is a fully independent engineering and consultancy company and has successfully completed many important projects in Turkey and abroad. PROMER is a licensed user of AVEVA PDMS/E3D, AVEVA Instrumentation, AVEVA Electrical, AVEVA P&ID. Power Plants, Mining Plants (gold, bor), Chemical Industry, Petro-Chemistry Industry, Cement Plants, are the expertness fields of PROMER Consultancy and Engineering. The fundamental services offered by the firm are:
	Architectural Designs,Industrial Buildings Engineering Services,Electrical, Mechanical and Installation Design Services. Infrastructure Designs,Treatment Plant Designs,Feasibility Studies. Consultancy Services,Site Supervisioning. PROMER can give services for EP/EPCM.
Geographic area covered:	United States, Canada, France, Denmark, Finland, China, Japan, Italy, Germany, Austria, Dubai, Emirates, Russia, Czech Republic, Portugal.
Indicate your customers' characteristics:	Owners, Investors, EPC companies.

INTERNATIONAL ACTIVITY

Do you have contacts with foreign	Italian: Sertex, Soles Piles, FIB Industriale, Palomar, Poltecnica,
suppliers? If yes, indicate name and	KR, Mythos Consorzio Stabile S.c.ar.I, Danielli, Turboden,
country	Exergy.

Specify the products you are mostly interested in:	Designers for special public buildings (hospital, school, parking area) Designers for historical buildings replacement/retrofitting Designers for power plants (coal, steam, geothermal, biomass and petrochemical plants, cement plants, mining plants) Experts and supervisors for mining, oil&gas Experts and supervisors for drilling wells for geothermal PDMS design
Please indicate which kind of cooperation you would be more interested in:	JV or nominated subcontract.







HALATLI TASIMACILIK A.S.

Country	Turkey
Website	www.teleferik.com.tr
Date of establishment	2006
Nr. of employees 2014	12
Activity sector	INFRASTRUCTURES/PUBLIC WORKS
	Railways, Underground and tunnelling,
	Bridges and viaducts, Airports, Ports
	Urban transport, Ropeways.

DISTRIBUTION

	-Ropeway construction
	-Urban transport
Detail the products you deal with:	-Ski resort equipment
- typology	-Winter sports
- range	-Material transport
	-Touristic ropeway transport
	-Railway systems
	- Wind turbine
Geographic area covered:	Turkey, Azerbaijan, Iraq
Indicate your customers' characteristics:	Ministry and municipalities

INTERNATIONAL ACTIVITY

Do you have contacts with foreign suppliers? If yes, indicate name and	We are dealing with over 50 companies all over the world.
country	

TAILOR YOUR B2B AGENDA

Specify the products you are mostly	To be determined after exploring the
interested in:	capabilities and motivation of the counterparts.
Please indicate which kind of	To be determined after exploring the
cooperation you would be	capabilities and motivation of the counterparts.
more interested in:	

Specify the solutions/products you are most interested in:

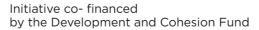
INFRASTRUCTURES/PUBLIC WORKS

- Railways
- Underground and tunneling
- Bridges and viaducts
- Airports
- Ports
- Urban transport
- Ropeways











PIEMONTE



LKM ARCHITECTES

Country	France
Website	www.lkm-architectes.fr
Date of establishment	2006
Nr. of employees 2014	2 + collaborateurs indépendants réguliers
Activity sector	Architecte /Designer, Maison, Hôtellerie,
	secteur tertiaire

DISTRIBUTION

Detail the products you deal with: - typology - range	Tous produits de bâtiment, d'aménagement et d'équipement.
Geographic area covered:	France
Indicate your customers' characteristics:	Ministry and municipalities

INTERNATIONAL ACTIVITY

Do you have contacts with foreign	Particuliers, entreprises, sociétés de prestation de
suppliers? If yes, indicate name and	services, ou recherche.
country	

TAILOR YOUR B2B AGENDA

Specify the products you are mostly	Tous les domaines liés à mon activité
interested in:	d'architecte et en particulier : construction bois,
	huisseries métalliques, menuiserie métal et
	bois, vitrerie.
Please indicate which kind of	Construction, fourniture. La collaboration avec
cooperation you would be	les entreprises européennes performantes
more interested in:	m'intéresse.

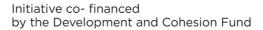
Specify the solutions/products you are most interested in:

- Construction et réalisation d'édifice (gros oeuvre, construction bois, second œuvre)
- Décoration pour l'intérieur et l'extérieur (mobilier, luminaires, équipements techniques)
- Finitions pour l'intérieur (ex. carrelages, portes et châssis, revêtements, peintures décoratives, panneaux, cloisons, murs amovibles, éclairage)
- Articles ménagers et textiles pour mobilier











PIEMONTE

POLYTEC

Country	Tunisie
Website	n.a.
Date of establishment	1999
Nr. of employees 2014	5
Activity sector	Environnement, énergies renouvables,
	Oil&Gas, Robinets et soupapes

DISTRIBUTION

Detail the products you deal with: - typology - range	Ventilo-convecteurs, group d'eau glacée, Système VRV, Split système, central de traitement d'eau, chaudière murale, generateur d'eau chaude, robinetterie.
Geographic area covered:	Tunis, Algerie, Lybie
Indicate your customers' characteristics:	Ministère de l'équipement, foyer, promotion immobilières, des usines, hôpitaux et cliniques.

INTERNATIONAL ACTIVITY

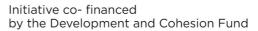
-	Oger, Sapcot Afrique, Arobe Contractors (Cote d'Ivoire)
country	

chnologie de la construction des performance énergétique)
"















BICOTEC INGENIERIE

Country	Tunisie
Website	www.bicotec.com.tn
Date of establishment	2001
Nr. of employees 2014	10
Activity sector	Bureau d'ingénierie pluridisciplinaire
	(bâtiments, route, etc)

DISTRIBUTION

Geographic area covered:	Tunis, Algerie, Lybie, Maurltanie
Indicate your customers' characteristics:	Organisme publiques, promoteurs privées.

INTERNATIONAL ACTIVITY

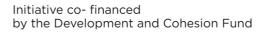
Do you have contacts with foreign	Lybie, France.	
suppliers? If yes, indicate name and		
country		

Specify the products you are mostly	Environnement, énergies renouvables, projet
interested in:	architectonique
Please indicate which kind of	Bureaux d'étude, fournisseurs.
cooperation you would be	
more interested in:	













CHAABI LIL ISKANE

Country	Maroc
Website	www.liliskane.com
Date of establishment	1946
Nr. of employees 2014	600
Activity sector	Promotion immobilière et touristique.
•	Entreprise de construction.

DISTRIBUTION

Detail the products you deal with: - typology - range	Logement économique, standing et haut standing, lotissements. Hôtellerie, Enseignements. Grande surfaces.
Geographic area covered:	Europe, Asie, Afrique

TAILOR YOUR B2B AGENDA

Specify the products you are mostly interested in:	Les nouvelles technologies dans la construction. Planification et analyse des projets.
Please indicate which kind of cooperation you would be more interested in:	Partenariats. Découvrir les nouveautés proposées, établir des contacts pour collaboration dans les divers projets et investissements de notre société.

Specify the solutions/products you are most interested in:

- Analyse territoriales, études de préfaisabilité et faisabilité
- Planification et conception de projet territorial, projet architectonique, structural, de l'équipement
- Management de génie
- Développement et gestion de l'investissement
- Construction et réalisation des bâtiments (civil, industriel et commercial)
- Conception et maintenance des bâtiments
- Décoration pour l'intérieur et l'extérieur
- Meubles, équipements et fournitures pour édifices résidentiels, civiles, industriels et commerciaux (maisons, hôtels, bureaux, écoles, magasins)
- Finitions pour l'intérieur
- Finitions pour l'intérieur



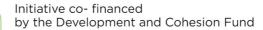
Partners



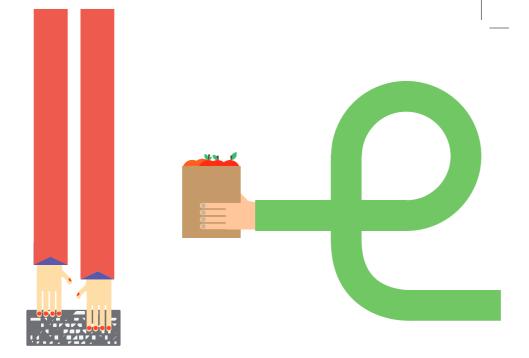














Living the future





80%

Emissioni di monossido di carbonio prodotte in ambiente urbano.
Of carbon monoxide emissions are produced in urban areas.

SMART CITY

La scelta intelligente diventa obbligata

La tecnologia e l'innovazione oggi permettono progetti che prevedono un utilizzo responsabile delle risorse naturali, più servizi, più opportunità, una migliore qualità della vita.

La popolazione mondiale si sta spostando dalle campagne alle città, nel 2050 raggiungerà i 9 miliardi e i centri urbani ne accoglieranno l'80%.

SMART CITY

The smart choice is the only choice

Today, technology and innovation have made projects that envisage a responsible use of natural resources possible, offering more services, more opportunities and improved living standards.

The global population is migrating from countryside areas to cities. In 2050, the total will reach 9 billion, and cities will be home to 80% of the world's people.



PLANET

La Smart City diventa Social

La **Social Smart City** è il 'format' per 4-5.000 nuclei familiari, una città intelligente rivolta al Social Housing pur nel rispetto dei suoi rigidi parametri economici.

Le soluzioni più smart nella pianificazione urbana, nello studio architettonico, nelle infrastrutture, nei servizi, nell'ICT e nei progetti social vengono selezionate e integrate. I punti di forza:

Sostenibilità economica: il pilastro portante

Tecnologia ed innovazione rappresentano il valore aggiunto di **Planet - The Smart City** al fine di:

- ottimizzare i costi di realizzazione delle infrastrutture;
- sfruttare i vantaggi economici offerti dalle energie rinnovabili;
- evitare elevati costi di gestione e manutenzione per i residenti.

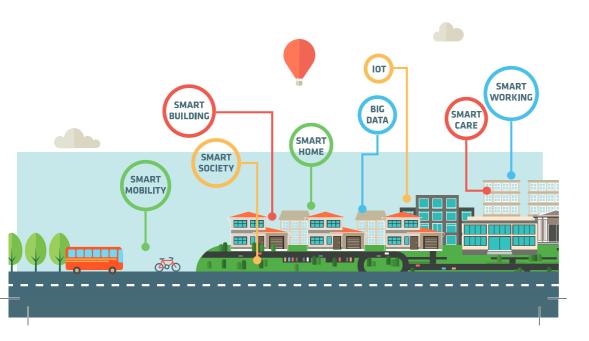
Nuove tecnologie, nuove opportunità social

La sostenibilità economica si raggiunge anche attraverso l'utilizzo strategico delle tecnologie, la cui enorme diffusione offre numerose opportunità in termini social:

- smartphone;
- M2M (machine to machine);
- IoT (Internet delle Cose).

Un format in continua evoluzione

Grazie all'apporto di aziende-partners e professionisti che contribuiscono con il loro know-how e i loro prodotti.



PLANET

Smart Cities turn Social

The **Social Smart City** is the 'format' for 4-5,000 family units, a smart city for Social Housing which actually manages to meet its strict economic parameters.

The smartest solutions in urban planning, architecture, infrastructure, services, ICT and social projects are selected and integrated. Strengths include:

Economic sustainability: the central concept

Technology and innovation are **Planet - The Smart City's** added value, geared towards:

- streamlining infrastructure completion costs;
- exploiting the economic benefits offered by renewable energy forms;
- avoiding high management and maintenance costs for residents.

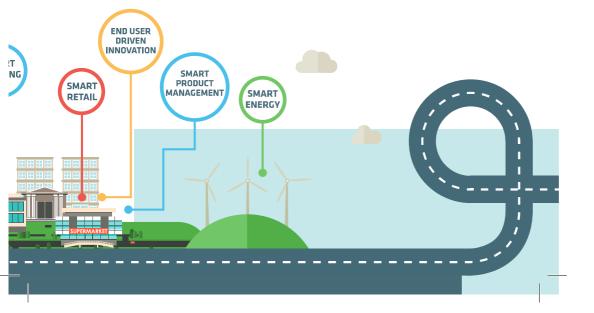
New technologies, new social opportunities

Economic sustainability is also obtained through a strategic use of technologies, the major diffusion of which offers several opportunities in social terms:

- smartphones;
- M2M (machine to machine);
- IoT (the Internet of Things).

A format undergoing continuous evolution

Thanks to the support of partner companies and professionals contributing with their know-how and their products.



CROATÁ-LAGUNA ECOPARK, BRASILE

La realtà Planet - The Smart City

Planet - The Smart City è in via di realizzazione a **Croatá nella Prefettura di São Gonçalo do Amarante, a 55 km da Fortaleza**, in Brasile. Una nuova città fondata su 4 pilastri:

CROATÁ-LAGUNA ECOPARK, BRAZIL

Planet - The Smart City becomes a reality

Planet - The Smart City is being constructed in **Croatá**, in the municipality of São Gonçalo do Amarante, 55 km from Fortaleza, in Brazil. A new city founded on 4 pillars:



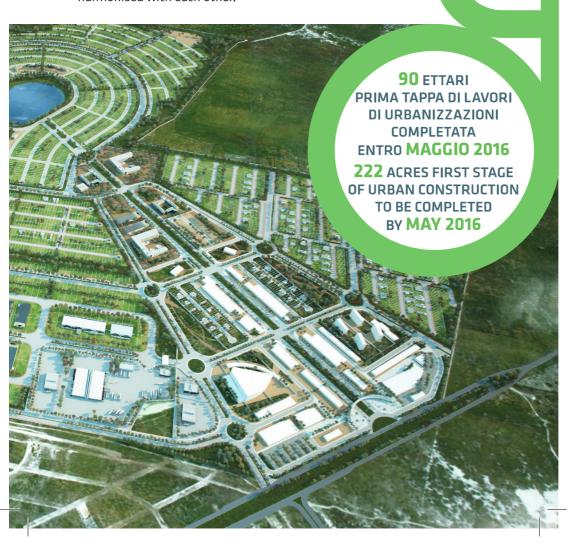
1 SMART URBAN PLANNING AND BUILDING

Una pianificazione attenta contro una crescita disordinata

- · Una città nella natura.
- Pianificazione urbanistica secondo il concetto del mix use: equilibrio tra zone residenziali, aree commerciali e industriali, sistema del verde, sistema della viabilità e degli spazi pubblici.
- 5/7 modelli abitativi di differenti dimensioni e colori ma armonizzati tra di loro.

Town planning that guards against uncontrolled growth

- A city in the countryside.
- Urban planning based on the concept of mix use: balance between residential areas, commercial and industrial areas, a 'green' system, a viability system and public spaces.
- 5/7 residential models of different sizes and colours but harmonised with each other.



2 SMART ENVIRONMENT

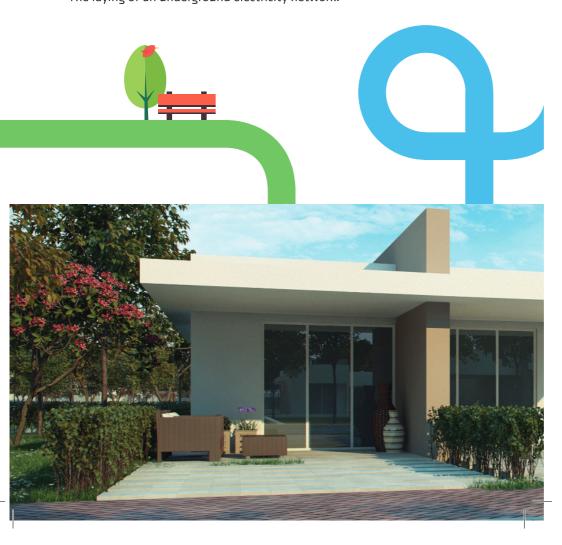
Una città ricca di energia: pulita.

- Gestione dell'illuminazione pubblica computerizzata.
- Gestione delle reti idriche attraverso il riutilizzo delle acque grigie e piovane.
- Controllo attraverso sensori delle isole ecologiche al fine di ottimizzare i costi del servizio raccolta rifiuti.
- Predisposizione rete elettrica sotterranea.

A city full of energy: clean.

- Computerised public street lighting management.
- Water network management involving the recycling of rainwater and greywater.
- The use of sensors to monitor waste disposal and recycling bin sites so as to streamline rubbish collection costs.
- The laying of an underground electricity network.





SMART TECHNOLOGY SERVICES

Una città a portata di smartphone

- Fibra ottica.
- App per smartphone di pubblica utilità, realizzate appositamente per i cittadini:
 - mobilità sostenibile (bike e moto sharing);
 - servizi commerciali, ristorazione (abilitati al pagamento attraverso smartphone);
 - sport e cultura

(programmi sociali promossi e coordinati da Planet);

- servizi al cittadino

(aree pubbliche dotate di attrezzature sportive, videosorveglianza, etc.);

- dialogo con le istituzioni

(infrastrutture ed edifici, realizzati gratuitamente, per accogliere servizi comunali).

A city at the touch of a smartphone

- Fibre optic cables.
- Public service smartphone apps specially created for residents:
 - sustainable transport

(bike sharing and motorbike sharing);

- shops, restaurants

(equipped to accept payments via smartphone);

- sports and culture

(social projects funded and organised by Planet);

- services for residents

(public spaces fitted with sports equipment, CCTV, etc.);

- a dialogue with public authorities

(infrastructures and buildings constructed free of charge and designed to accommodate council services).





4 SMART SOCIAL LIFE

Le persone al centro della città

Croatá-Laguna Ecopark: un nuovo modo di vivere la città. Nessuno si sente in periferia, tutti sono al centro della vita della comunità che si articola in una serie di attività: dalle biblioteche digitali, al food sharing, agli orti urbani, a molte altre iniziative. Si ridefinisce, così, il concetto di abitare e vivere l'ambiente urbano, promuovendo una cittadinanza attiva: socialità, sicurezza, libertà, benessere.

People at the centre of the city

Croatá-Laguna Ecopark: a new way of experiencing city life.

No one feels marginalised, everyone is at the centre of a community life that revolves around a series of activities: from digital libraries and food sharing to urban allotments and many other programmes.

This is how we redefine the concept of inhabiting and living in an urban environment, promoting active citizenship: sociability, safety, freedom



Gli stakeholder di Planet - The Smart City

Planet Idea è la società che promuove e sviluppa il concetto Planet - The Smart City. L'idea innovativa del concetto Planet è individuare, gestire e coordinare i tre attori principali (stakeholder) della Smart City:

- **1. Le amministrazioni locali** con le quali scegliere le aree su cui realizzare il progetto e applicare il format già collaudato.
- **2.** Le aziende e i professionisti di tutto il mondo che sviluppano idee e prodotti in materia di energie rinnovabili, ecosostenibilità, servizi digitali, Internet delle Cose, progetti sociali.
- **3.** Le società di investimento e fondi immobiliari per finanziare progetti Planet nel mondo.

Planet progetta e realizza le Smart City, senza la necessità di fondi pubblici, portando tutti i benefici dell'innovazione tecnologica anche alle fasce di reddito più basse e rendendo replicabile il format grazie alla sua 'economic viability'.

Planet - The Smart City's stakeholders

Planet Idea is the company promoting and developing the Planet - The Smart City concept. The truly innovative idea put forward by the Planet concept is to identify, manage and coordinate the Smart City's three main players (its stakeholders):

- **1. Local authorities**, with whom it will chose the areas where it can construct the project and apply its tried-and-tested format.
- **2.** Companies and professionals from all over the world, who develop innovative ideas and products in the fields of renewable energy, environmental sustainability, digital services, the Internet of Things (IoT) and social projects.
- **3. Investment companies and property funds**, which will finance Planet projects on a global scale.

Planet designs and constructs Smart Cities, without the need for public funding, delivering all the benefits of technological innovation to everyone, including people from a lower income bracket, and making the format repeatable thanks to its 'economic viability'.



PARTNER











































www.planetsmartcity.com