

COMPANY PROFILE N.1	
Company name	HILTON HOTEL (HOME TEXTILE/INTERIOR)
Address	Maple Court, Reeds Crescent,
Zip code, City, Country	Watford. WD24 4QQ, ENGLAND
Website	www.hilton.com
Date of establishment	1919
Turnover in euro (€) in 2016	€10.65 billion
Nr of employees in 2016	More than 166,000
Following delegate/s will guarantee the attendance:	Position/Commodity: Supply Management & Design (2 delegates are attending the event)
	Spoken Languages: English
	Geographic areas covered: one guest is in charge of EMEA, the other one of Europe
Please indicate if you are:	hotel /resort
Activity description: (Please indicate your core business)	Hilton worldwide is a leading global hospitality company with an industry leading pipeline of new hotel openings and refurbishments. We are responsible for strategic sourcing of furniture, furnishings and equipment for EMEA and Europe and provide support to owners and operating teams managing major construction or refurbishment projects across the region.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Work with a large number of Italian manufacturers – Arper, Artemide, Gervasoni, Tacchini, Poltrona Frau (Group), Rubelli and more.



EUROPEAN STRUCTURAL AND INVESTMENT FUNDS 2014/2020	
Please indicate the companies you want to start	Luxury Hotel Products / Equipment / Furniture for professional use (beauty centers, SPA)
collaboration with:	Hair salon Products / Equipment / Furniture for professional use (beauty centers, SPA)
	Furnishing fabrics manufacturers
	Furniture producers
	Interior and outdoor decoration manufacturers
	Fixtures & equipment for houses, hotels, offices, shops
	Interior finishes companies
	Taps and fittings, valves manufacturers
	Household items producers
Please indicate products/services/solutions you are looking for	We are interested in all furniture, furnishings and operating equipment.
Please give the specific purpose of your visit to Italy	To find potential new suppliers.



COMPANY PROFILE N.2	
Company name	DorisB DESIGN (INTERIOR)
Address	Eva Besnyostraat 565
Zip code, City, Country	1087 LG / Amsterdam, NETHERLANDS
Website	www.dorisbdesign.com
Following delegate/s will guarantee the attendance:	Position/Commodity: Owner & Founder
	Spoken Languages: English, Dutch, French & Arabic
	Geographic areas covered: International
Please indicate if you are:	architect/interior designer
Activity description: (Please indicate your core business)	Interior Design for residential, hospitality, commercial and retail projects. FF&E (Furniture, Fixtures & Equipment) specifications, sourcing and procurement.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Poltrona Frau, Minotti, Cassina, Casamilano, Alivar, Cappelini, Flexform, Poliform, MDF, Porro, B&B, Maxalto, Moroso, Giorgetti, Paola Lenti, Baxter, Pedrali (to name a few)
Please indicate the companies you want to start collaboration with:	<ul> <li>Furnishing fabrics manufacturers</li> <li>Furniture producers</li> <li>Designers/architects</li> <li>Interior and outdoor decoration manufacturers</li> <li>Fixtures &amp; equipment for houses, hotels, offices, shops</li> <li>Interior finishes companies</li> </ul>



	COMPANY PROFILE N.3	
Company name	GRANDEX OY (FASHION)	
Address	MIKKOLANTIE 1 A	
Zip code, City, Country	00640 HELSINKI, <b>FINLAND</b>	
Website	www.grandex.fi	
Date of establishment	GRANDEX FINLAND OY 1.2.2003 -1.7.2013 GRANDEX OY 1.3.2013=>	
Turnover in euro (€) in 2016	1.530.000,00€	
Nr of employees in 2016	5	
Following delegate/s will guarantee the attendance:	Position/Commodity: Owner	
	Spoken Languages: English	
	Geographic areas covered: Finland/ Europe	
Please indicate if you are:	<ul> <li>agent</li> <li>importer</li> <li>wholesaler</li> </ul>	
Activity description: (Please indicate your core business)	We are agent and distributor in Finland of apparel and fashion accessories from Italy and Denmark. We are also interested in companied that can work in private label. We work for important distributor as Stockmann, Kesko Group and SGroup. Usually we find new brands according to the specific requests of our clients. We also have a showroom that is located in the Fashion District.	
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Yes	



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Please indicate the companies you want to start collaboration with:	<ul> <li>Linen manufacturers</li> <li>Fashion accessories manufacturers (bags, scarves)</li> <li>Fashion Jewelry producers</li> <li>Interior and outdoor decoration manufacturers</li> </ul>
Please give further useful information: (Please indicate if you have new business projects that are not mentioned in your website)	Project Plan 2017-2018: Decoration We are planning of distributing also furniture, decorative items, design objetcs etc.
Please indicate products/services/solutions you ae looking for	Cashmere products: Accessories, knitwear Pants: Jeans, bengaline type Decoration products
Please give the specific purpose of your visit to Italy	We are looking for new partners / factories to fulfill our clients' wishes.



Company name	POMPA (FASHION)
Address	6-th Verkhniy pereulok,12B
Zip code, City, Country	194292,Saint-Petersburg, RUSSIA
Website	www.pompa.ru
Date of establishment	1995
Turnover in euro (€) in 2016	up to 10M€
Nr of employees in 2016	up to 1000
Following delegate/s will guarantee the attendance:	Position/Commodity: Head of outerwear design department
	Spoken Languages: English, Italian
	Geographic areas covered: Russian Federation, Belarus, Kazakhstan
Please indicate if you are:	stylist/fashion house
	chain store/shopping mall
	showroom/concept store/shop
Activity description: (Please indicate your core business)	L'azienda Pompa è attiva dal 1995 ed è specializzata nella produzione di abbigliamento da donna e uomo di alto design con tecnologie innovative (4 collezioni all'anno). Vendono sia all'ingrosso che tramite i propri negozi mono marchio che tramite franchising. Un pò di cifre: 22 anni sul mercato presenti in 40 regioni 80 negozi mono marchio 3 fabbriche di proprietà 1 000 000 pezzi – volume di vendite all'anno 1 000 000 donne hanno scelto il marchio Pompa "Miglior produttore nel 2015" secondo il premio ProFASHION Awards
	Realizzano più di 280 modelli di cappotti, oltre 600 modelli (giacche, abiti, pantaloni, gonne, camicie e camicette). Hanno due linee di prodotti: una più economica (basic) e una premium più cara (alpaca, cashmere)



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Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Yes, we work with Menchi Tessutti, Lanificio Fortex, Miroglio Textile, Miroglio Bulgary, Alfa Fi, Del Prato, Inteza,Lanificio Roberto Drighi,
Please indicate the companies you want to start collaboration with:	apparel fabrics
Please indicate products/services/solutions you are looking for	Fabrics of Italian suppliers – wool, wool blended, wool with cashmere, alpaca.
Please give the specific purpose of your visit to Italy	Meeting with Italian fabric suppliers, visiting factories and show-rooms



Company name	PATTERN (FASHION)
Address	21102
Zip code, City, Country	620075, Ekaterinburg, RUSSIA
Website	will be available in June ( <u>Lookbook</u> )
Date of establishment	2016
Turnover in euro (€)  in 2016	-
Nr of employees in 2016	5
Following delegate/s will guarantee the attendance:	Position/Commodity: chef development / director
	Spoken Languages: English, Italian
	Geographic areas covered: Italy, England, Ireland, Canada, Germany (delegate worked with)
Please indicate if you are:	stylist/fashion house
	showroom/concept store/shop
Activity description: (Please indicate your core business)	We are a new fashion company that already collaborate with some Italian producera of apparel fabrics. The person who is attending the event is the Chief Development Director of this company who is in charge of the buying and marketing strategies.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Guess (brand) COMEFORBREAKFAST
Please indicate the companies you want to start collaboration with:	apparel fabrics producers



Company name	
Company name	CAUSA HORECA (HOME TEXTILE/INTERIOR)
Address	ul. Berezynska 39
Zip code, City, Country	03-908 Warszawa, <b>POLAND</b>
Website	www.causahoreca.com
Date of establishment	
Turnover in euro (€)  in 2016	300.000
Nr of employees in 2016	9
Following delegate/s will guarantee the attendance:	Position/Commodity: General Manager, Chairman
	Spoken Languages: English, German, Italian, Russian
	Geographic areas covered: whole Europe
	agent
Please indicate if you are:	distributor
	importer
	wholesaler
Activity description: (Please indicate your core business)	CAUSA HORECA Ltd, the Polish distributor of an equipment for hotels, pensions, convention & conference centres, restaurants, coffee shops and catering events with over 20 years experience at hotel& gastronomy branch. We worked out the own method of dealing which offer wide & complementary ranges of the highest quality equipment originally produced at European Union countries, USA and Australia mainly by so excellent manufactures as: FORBES GROUP (banquet & conference furniture), HACKMAN & WEXIODISK (heavy duty kitchen equipment); KING EDWARD (potato ovens); PCS BRANDS & SAMBONET (st. steel as well silverplated flatware & table top); WEDGWOOD & VISTA ALEGRE (porcelain & glasses); La Pavoni (coffee machines). Besides prestige assortiment we supply all equipment ranges at an economic price level it means we offer competitive prices directly for hotels& restaurants.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	La Pavoni, Sambonet, Rubelli



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Please indicate the companies you want to start collaboration with:	<ul> <li>Iuxury hotel products manufacturers</li> <li>contract manufacturing/private label</li> <li>furnishing fabrics manufacturers</li> <li>linen manufacturers</li> <li>furniture producers</li> <li>interior and outdoor decoration manufacturers</li> </ul>
	<ul> <li>manufacturers of fixtures and equipment for houses, hotels, offices, shops</li> <li>interior finishes companies</li> <li>taps and fittings companies</li> </ul>
Please indicate products/services/solutions you are looking for	I am particularly interested in meeting companies producing furniture and furnishing fabrics.
Please give the specific purpose of your visit to Italy	To meet new interesting potential suppliers.



	COMPANY PROFILE N.7
Company name	ARS RETAIL (INTERIOR)
Address	ul. Krakowiaków 50
Zip code, City, Country	02-255, Warsaw, <b>POLAND</b>
Website	www.arsretail.com
Date of establishment	2003
Turnover in euro (€) in 2016	3.330.000
Nr of employees in 2016	30
Following delegate/s will guarantee the attendance:	Position/Commodity: International Business Development Manager
	Spoken Languages: English, German, French, Polish
	Geographic areas covered: whole Europe
Please indicate if you are:	general contractor
	project developer
	architect/interior designer
Activity description: (Please indicate your core business)	Our company is specialized in: • design & build in the retail and commercial building sector • design of commercial interiors • general contracting • commercial space development • shopfitting and project management • service We also have some projects in the residential sector. At the moment for ex. we are developing a residential project in Berlin.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Quattrobi s.r.l. (lighting)
Please indicate the companies you want to start collaboration with:	<ul> <li>Contract Manufacturing / Private Label</li> <li>Furniture producers</li> <li>Designers/architects</li> <li>Interior and outdoor decoration manufacturers</li> <li>Fixtures &amp; equipment for houses, hotels, offices, shops</li> </ul>



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	Interior finishes companies
Please indicate <u>products/services/solutions</u> <u>you are looking for</u>	<ul> <li>We are looking for:</li> <li>1. Suppliers /producers of innovative solutions and products which we can include to our interior design of stores, shops, boutiques, showrooms etc.</li> <li>2. Partners: design and construction companies to enrich our offer, to tender together, to support each other in case of bigger projects.</li> </ul>
Please give the specific purpose of your visit to Italy	The specific purpose of my visit to Italy is to enlarge our network in the retail sector, to learn new developments, to find inspirations, new products, solutions. At the moment we only have one supplier from Italy and we are looking for new Italian partners since we really like the Italian contemporary design and style.



	COMPANY PROFILE N.8
Company name	HOTEL CORAL (HOME TEXTILE/INTERIOR)
Address	1 Rue de Paris 2000 Bardo
Zip code, City, Country	TUNISIA
Website	-
Date of establishment	1998
Turnover in euro (€) in 2016	-
Nr of employees in 2016	20
Following delegate/s will guarantee the attendance:	Position/Commodity: Owner
	Spoken Languages: Arabe, French, English, little bit of Italian
	Geographic areas covered: Tunisia, Libia, Algeria
Please indicate if you are:	hotel
	spa
	clinique
Activity description: (Please indicate your core business)	L'Hotel Coral (4*) fa parte di un progetto complesso e ambizioso che vede lo sviluppo di un hotel e di una clinica all'interno di due strutture separate collegate tramite un tunnel sospeso al primo piano. L'hotel affaccia sul mare, mentre la clinica ha un accesso separato sul retro. L'hotel dispone di 100 letti (camere superior e suite), di una spa e di un cortile interno. Il progetto si pone l'obiettivo di realizzare un albergo chic e contemporaneo in cui saranno inseriti prodotti italiani di alto livello. Al momento le strutture sono quasi ultimate sia esternamente che internamente e l'obiettivo del proprietario degli immobili è quindi quello di arredare l'hotel, nonché di acquistare macchinari e strumentazioni per la clinica di dialisi.



European Regional Development Fund

Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	no
Please indicate the companies you want to start collaboration with:	<ul> <li>producers of luxury hotel products</li> <li>linen manufacturers</li> <li>furniture manufacturers</li> <li>Interior and outdoor decoration manufacturers</li> <li>Fixtures &amp; equipment for houses, hotels, offices, shops</li> </ul>
Please indicate products/services/solutions you are looking for	L'operatore è particolarmente interessato a illuminazione da interni e da esterni, mobili, complementi per l'arredo, letti, biancheria per la casa, tende, prodotti in spugna, prodotti per la spa. Dal momento che l'hotel avrà uno stile contemporaneo, il proprietario della struttura è alla ricerca di prodotti originali e unici dal gusto italiano.





COMPANY PROFILE N.9	
Company name	GOLDEN TULIP MCC
	(HOME TEXTILE/INTERIOR)
Address	B.P. 606 LA MARSA – GAMMARTH – 2078 Tunis
Zip code, City, Country	TUNISIA
Website	www.goldentulipcarthagetunis.com
Date of establishment	-
Turnover in euro (€) in 2016	10.000.000 €
Nr of employees in 2016	-
Following delegate/s will guarantee the attendance:	Position/Commodity: Director of buying and marketing office
	Spoken Languages: Italian, Arabe, French, English,
	Geographic areas covered: Tunisia
Please indicate if you are:	<ul> <li>hotel + residential complex</li> <li>importer</li> </ul>
Activity description: (Please indicate your core business)	The 5* Hotel Golden Tulip Carthage Tunis is located on the dazzling Gammarth Bay, overlooking the crystal clear waters of the Mediterranean Sea, providing world-class accomodation for both business traveller and holiday maker. This unique location was chosen as an oasis of calm, hidden, amongest wonderful gardens providing unsurpassed views with world class, ancient monuments only a short stroll away. The architectural style of our hotel reflects the meticulous standards one would expect of a five-star hotel in Tunis, whilst our employees are dedicated to your every need and expectation. <u>At the moment the hotel is completing the renovation of part of the structure with the creation of new presidential suites, this is the reason why we are looking for new Italian suppliers. We are especially interesd in taps and fittings for the bathrooms but also lighting, linen, bed sheets, carpets etc.</u>
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Yes , especially taps producers.
Please indicate the companies you want to start collaboration with:	<ul> <li>linen/bed sheets manufacturers</li> <li>furniture manufacturers</li> <li>Interior and outdoor decoration manufacturers</li> </ul>







Company name	PROFASHION CONSULTING (FASHION)
Address	3 Khoroshevskiy Proyezd d 1
Zip code, City, Country	Moscow, RUSSIA
Website	www.profashion-consulting.ru
Date of establishment	2008
Turnover in euro (€) in 2016	-
Nr of employees in 2016	-
Following delegate/s will guarantee the attendance:	Position/Commodity: General Manager
	Spoken Languages: English, Russian
	Geographic areas covered: Russia & CIS
Please indicate if you are:	<ul><li>showroom/concept store/shop</li><li>luxury boutique</li></ul>
	agent
	distributor
	wholesaler
	e-shop
Activity description: (Please indicate your core business)	We are a consulting agency that works with Russian fashion houses, stylists, retailers (multi-brand stores) and wholesalers. We provide them with the following services: buying (searching for new International brands), store concept and store opening, merchandising, trainings for retail staff etc.
	Lots of our customers ask us to find new Italian brands for them to sell in Russia (apparel fabrics, women/men apparel, fashion accessories as bags, shoes and scarves, fashion jewels).
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Yes, at the moment we have been working with Marina Yachting and Mariela Rosati. Other international brands we work with are for ex. Colmar and Henry Cottons.

PIEMCONTE PIEMCONTE EUROPEAN STRUCTURAL AND INVESTMENT FUNDS 2014/2020	European Regional Development Fund
Please indicate the companies you want to start collaboration with:	<ul> <li>Apparel fabrics</li> <li>Apparel manufacturers</li> <li>Fashion accessories manufacturers (bags, scarves, shoes)</li> <li>Beachwear &amp; Lingerie manufacturers</li> <li>Sport items manufacturers</li> <li>Jewelry and fashion jewelry producers</li> <li>Fashion Jewelry producers</li> </ul>



Company name	SAFTA TRADE (INTERIOR)
Address	Rue du Lac Malaren, Résidence Tej Al Bouhaira, Rubis II, B04
Zip code, City, Country	1053 Les Berges du Lac, Tunis, <b>TUNISIA</b>
Website	www.safta-group.com www.homespace.com.tn
Date of establishment	-
Turnover in euro (€) in 2016	€ 700K
Nr of employees in 2016	15
Following delegate/s will guarantee the attendance:	Position/Commodity: Managing Director
	Spoken Languages: Arabic, French, German, English
	Geographic areas covered: Tunisia
Please indicate if you are:	<ul> <li>showroom/concept store/shop</li> <li>importer</li> <li>distributor</li> </ul>
	<ul><li>retailer</li><li>wholesaler</li></ul>
Activity description: (Please indicate your core business)	Safta Trade rappresenta un punto di riferimento per architetti, negozi, showroom, promotori immobiliari tunisini. Loro stessi hanno una società di promozione immobiliare nel Gruppo che si chiama Mahari. Sono specializzati nell'importazione e distribuzione di prodotti d'arredo tra cui: mobili, cucine, porte, accessori per le porte, pavimenti in laminato, parquet ecc. Sono interessati ad inserire nella loro offerta anche prodotti nuovi che al momento non commercializzano tra cui rubinetteria, casalinghi, camini, stufe, saune ecc.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Frascio (maniglie), Imic (porte), GC3 (serramenti e porte)





residence blue green hill



Ambassade du Brésil



Company name	NM DESIGN (INTERIOR)
Address	71, rue des champs
Zip code, City, Country	L-8053 Bertrange, LUXEMBOURG
Website	www.nmdesign.lu
Date of establishment	-
Turnover in euro (€) in 2016	-
Nr of employees in 2016	-
Following delegate/s will guarantee the attendance:	Position/Commodity: Manager/Interior designer
	Spoken Languages: French, English, Italian, German
	Geographic areas covered: Luxembourg
Please indicate if you are:	architect/interior designer
Activity description: (Please indicate your core business)	I am specialized in designing mostly private Interiors and Gardens. At the moment I have been working on some private apartments and some Restaurants and Bars in Luxembourg
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Veteran mobili
Please indicate the companies you want to start collaboration with:	<ul> <li>Furnishing Fabrics manufacturers</li> <li>Interior and outdoor decoration manufacturers</li> <li>Furniture manufacturers</li> <li>Interior finishes manufacturers</li> <li>Taps and fittings producers</li> </ul>



Company name	RADICAL CHIC (TEXTILE/FASHION)
Address	9/1 B.Palashevskiy lane
Zip code, City, Country	Moscow, RUSSIA
Website	www.radicalchic.ru
Date of establishment	2012
Turnover in euro (€) in 2016	1.200.000
Nr of employees in 2016	14
Following delegate/s will guarantee the attendance:	Position/Commodity: General Manager
	Spoken Languages: English
	Geographic areas covered: Russia
Please indicate if you are:	fashion house
Activity description: (Please indicate your core business)	We are particularly interested in cashmere fabrics and cashmere accessories. We are also interested in purchasing bags to match with the scarves we sell. Radical Chic is not just a Russian but Moscow trademark reflecting the dynamic and cosmopolite life in a megapolis like Moscow. Chic, love, fashion, rhythm, happiness, friendship, our country present and history – everything is mixed in this city, and our silk scarves have become its chronicle. You can find brand's scarves, shawls and wraps in its own Moscow boutique at Patriarshiye Ponds, online shop and also in major Moscow stores such as GUM, Petrovsky Passage, Vesna, Smolensky Passage, and all Russian large cities and many European countries or buy in bulk. The brand pays special attention to the quality of accessorizes, using the best materials and the most up-to-date and at the same time rich in traditions Italian fabrics for production of its items.
Please indicate if you have already worked with any Italian company/designer. If yes, which ones?	Fasac,Cesare Gatti, Ratti, Ruffo Colli and Biella companies.

