





Business Meetings @ GLOBAL INDUSTRIE 2024 BUSINESS FRANCE

"L'Export commence en France"

Invited countries: ALGERIA, CZECH REPUBLIC, ITALY, POLAND, ROMANIA, SOUTH KOREA, SWEDEN, SWITZERLAND, THAILAND, TUNISIA

CONTACTS TEAM FRANCE EXPORT

Ganna GREKULOVA Chef de projet Hydrogène ganna.grekulova@businessfrance.fr Ornella FARRUGIA
Chef de projet L'Export commence en France
ornella.farrugia@businessfrance.fr

CEVITAL GROUPE - ALGERIA



DESCRIPTION OF THE COMPANY

Algerian industrial conglomerate operating on 3 continents. The Group is active in more than 10 business lines, covering: Food processing; Domestic appliances; Flat glass; Windows; Real estate; Automotive and metal structures, Distribution...

The Cevital group's subsidiaries include:

- **Brandt**: Headoffice in Rueil Malmaison (France) our international presence Spain, Asia, Malaisia, Marocco et Algeria.
- OXXO Evolution : Headoffice in Cluny (France),
- Alas Iberia: Ciana Langréo Asturias (Spain),
- Aferpi / Lucchini à Piombino (Italy).

The group has an average annual growth rate 30%

KEY FIGURES

- CA: 4 Mds USD
- Number of employees: 18 000

UPCOMING PROJECTS

Launch new factory of components for the automotive industries and household appliance

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

- · Industrial partners for Brandt factory
- Industrial partners in plastic injection
- Industry 4.0
- Minimizing our carbon footprint

ACTIVITY:

Household appliance, Flat galss, Food, automotive, metal structures

WEBSITE:

https://www.cevital.com/



SATEREX GROUPE - ALGERIA



DESCRIPTION OF THE COMPANY

Saterex is a company specialising in the manufacture of electronic products, household appliances and telephones. Saterex was founded in 2004. It is one of the leaders on the algerian and african markets

Saterex is also the manufacturer of Iris Tyres. It is the 3rd largest tyre manufacturer in africa and export to several countries around the world (UK, Brasil, USA, Italy, Germany, France, Senegal, Ivory Cost...). SATEREX's industrial complex is located in the Sétif industrial zone.

KEY FIGURES

- CA: 80 M EUR
- Number of employees: 1600

UPCOMING PROJECTS

Modernisation of household appliance and electronics factories.

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

- Industry 4.0
- Suppliers of inputs for tyres production,
- IOT,
- · Robotic,
- Minimizing our carbon footprint

ACTIVITY:

- · Electronics, household appliance
- Tyres

WEBSITE:

IRIS - spécialisée dans la fabrication des produits électronique



Godrej & Boyce Manufacturing Company LMTD - INDE



DESCRIPTION OF THE COMPANY

Engineering excellence and a strong pioneering spirit continues to underscore the operating philosophy of Godrej & Boyce Mfg. Co. Ltd. (G&B), the flagship company of the Godrej Group. Since 1897, G&B has played a pivotal role in India's economic growth and created sustainable value for all its stakeholders through its products and services. Please visit us at our website https://www.godrei.com/godreiandboyce/ for more information.

KEY FIGURES

Turnover: FY 2022-23 Approx Euro 1.658 Billion Number of employees: 15,000 committed employees

UPCOMING PROJECTS & IDENTIFIED NEEDS

Godrei Material Handling: Manufacturing precision machining, precision fabrication, welding and brazing, heat treatment, surface treatment, assembly testing and supply of complex and airworthy systems.

Needs: Looking for latest technology for Manufacturing Critical Components of Aerospace Sector eq: Heat treatment, 5 axis maching, Tube Beading, Forming, Welding, Brazing and Super finishing.

Godrei Precision Engineering: At Godrei Precision Engineering, we specialise in making bespoke equipment that requires creativity, intuition, technical knowledge and execution capability.

Needs: Acquiring manufacturing technology in develop precision products eg: Orbital welding, complex machining such 5 axis machine and fabrication.

Godrei Process Equipment: We manufacture the entire range of custom-built critical process equipment for global end-users in core industries like oil & gas, refineries, petrochemicals, chemicals, fertilizers, power and water across six continents in the world.

Needs: Acquire technology and machines for Heavy Equipment Fabrication (Plate Rolloing or Plate bending machine for heavy thickness, Back chip Milling Machine (Gauging), Back chip grinding, ...)

Godrej Tooling: We manufacture custom-built, high-quality tooling that caters to a broad cross-section of players across industries. We have expertise in industrial machines, pressure dies, casting dies, press dies, die casting dies, thermo-compression moulds, complex and large-sheet metal tooling for auto panels, and progressive dies.

Needs: Any upcoming technology related to die manufacturing for pressure diecasting, press dies and sheet metal tooling

ACTIVITY & WEBSITE

- Godrei Aerospace
- Godrei Appliances
- Godrei Construction
- Godrei Electrical & Electronics
- Godrei Interio
- Godrei Locking Solutions & Systems
- Godrei Lawkim Motors
- Godrei Material Handling
- Godrej Precision Engineering
- Godrei Process Equipment
- Godrei Security Solutions
- Godrei Storage Solutions
- Godrei Tooling
- Godrei Vendina
- Godrei Koerber
- Godrei Infotech
- Godrej UEP





Larsen & Toubro, Heavy Engineering – INDE



DESCRIPTION OF THE COMPANY

L&T Heavy Engineering stands as a leading supplier in the global market, securing its place among the top three providers of critical equipment. With a heritage spanning over eight decades, the company exemplifies engineering brilliance and a forward-thinking ethos. Specializing in delivering technology-driven, custom-engineered equipment, L&T Heavy Engineering serves key industries such as Refinery, Oil & Gas, Fertilizer, Petrochemicals, and Nuclear sectors.

KEY FIGURES

Turnover (group): FY 2022-23 Approx Euro 20.4 Billion
 Number of employees (group): 45,000 employees

UPCOMING PROJECTS & IDENTIFIED NEEDS

Larsen & Toubro's Heavy Engineering division is involved in providing *high-tech manufacturing and engineering solutions* across various sectors, such as Refinery, Oil & Gas, Fertilizer, Petrochemicals, and Nuclear industries. Their business model is organized under strategic business units that cater to the specific needs of these core sector industries, emphasizing the supply of equipment to Process Plant Industries and the Nuclear Power sector. This division is recognized for its capabilities in in-house engineering, R&D, and world-class fabrication facilities, supporting the manufacturing teams with production engineering and manufacturing expertise.

For upcoming projects and identified needs, L&T Heavy Engineering is focused on *supplying engineered-to-order equipment and solutions, including high-end, custom-designed, and fabricated critical equipment and piping solutions*. Their products and services are geared towards meeting the demands of core sector process plants and nuclear power industries worldwide, reflecting a commitment to precision, complexity, and scale in their manufacturing and engineering processes.

ACTIVITY

- Specializes in technology-intensive,
- Engineered to Order equipmentServes Refinery, Oil & Gas, Fertilizer, Petrochemicals, and Nuclear sectors
- Modification / Revamp & Upgrade, and Nuclear
- Implements process automation, AI/ML in resource management, and Industry 4.0

WEBSITE : https://www.larsentoubro.com/heavy-engineering/



HOWDEN CKD COMPRESSORS – CZECH REPUBLIC



DESCRIPTION OF THE COMPANY

Traditional manufacturer of the tailor-made centrifugal and reciprocating compressors based in industrial area close to Prague, CR

KEY FIGURES

Turnover: 16,7 M EURNumber of employees: 95

UPCOMING PROJECTS

Production of the tailor-made centrifugal and reciprocating compressors

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

Castings
Forgings
Machining
Bearings & Power transmition – bearings, gas seals
I&C + Electro
Fasteners
Fittings - flanges
Weldments (fabrication)
Pressure vessels

ACTIVITY:

Custom-engineered-centrigugal compressors – New Build; as per API 617

Retrofits of centrifugal compressors – up to footprint Services and overhauls of OEM and N-OEM compressors

Spare Parts, including N-OEM rotors High-Speed Balancing Subcontracting-machining of rotating parts

WEBSITE: www.howden.com



SUBSYSTEM.CZ-CZECH REPUBLIC



DESCRIPTION OF THE COMPANY

SUBSYSTEM.CZ s.a.r.l. COMMERCIAL OFFICE FOR THE CZECH AND SLOVAK REPUBLIC

KEY FIGURES

- · Location Czech Republic, city of Olomouc
- communication French English
- Turnover: 0,5 M EUR
- Number of employees: 3

UPCOMING PROJECTS

We are looking for a new business partner. We will represent your company on the Czech and Slovak market.

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

The company offers the possibility of representing french companies on the Czech market. It has many years of experience with this activity. It offers reliability and serious negotiations. It has been representing a major French manufacturer in the field of industrial heaters on the Czech and Slovak market for more than 10 years.

ACTIVITY: Business activity (at the same time production activity of our sister company Frenos s.a.r.l. - CNC machining / turnover 3 million EUR)

WEBSITE:

www.subsystem.cz www.frenos.cz





A2A - ITALY



DESCRIPTION OF THE COMPANY

A2A is the first Life Company with a local heart and global ambitions. Born in Italy, is the biggest multi-utility company with over 100 years of history. Taking care of essential services to satisfy the needs of today's lifestyles while respecting long term sustainability. The A2A Group is at the forefront of territorial services and technological solutions. With a far-reaching strategic plan, we manage the generation, sale and distribution of electricity and gas, district heating, waste collection and recovery, e-mobility, public lighting and the integrated water services. In A2A's Innovation Ecosystem team we are constantly on the lookout for new technologies, scouting and analysing startups in line with our business units' innovation plans (Smart Infrastructures, Generation & Trading, Retail and Environment). We strive to facilitate the interaction between the Innovation Ecosystem and the different business units of A2A.

KEY FIGURES

• Turnover : 23,2B €

Number of employees: 13,267

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

Innovation areas divided by Business Unit:

Business Unit Environment: battery recycling; selection and material recovery; treatment of undifferentiated waste; waste collection and urban services, WEEE and panels recycling, B2B certifications, hydrogen production technologies, textile recycling

Business Unit Smart Infrastructures: services to cities, storage and grid flexibility, services integration for greater efficiency, district heating efficiency and decarbonization, resilience of plants and distribution networks, charging infrastructure for electric mobility, drought mitigation and prevention

Business Unit Generation: EPC automation, analysis and monitoring of the Terna network (TSO) O&M wind farms, asset management, maintenance and inspection of hydroelectric basins, onshore offshore wind, trading strategies optimization, storage, counteracting drought and extreme events, agrivoltaic, O&M photovoltaic systems

Business Unit Retail: streamlining operations processes, integrated redevelopment of buildings, UX improvement on apps, data monetization, communication and loyalty 2.0

ACTIVITY: Energy and Environment

WEBSITE: www.gruppoa2a.it/it/home



Grupa Kęty S.A. – POLAND



DESCRIPTION OF THE COMPANY

Grupa Kety is the biggest Polish producer of aluminium extrusion profiles with over 120 000 tons capacity which also makes it the 5th biggest aluminium extruder in Europe. Grupa Kety is strongly focused on added-value services to our extruded profiles: machining, stamping, welding, anodizing. We are a one-stop shop offering all processing in one location. We supply our aluminium products to such industries as: automotive, construction, road transport, railway, electrical engineering, household appliances, and many more.

KEY FIGURES

Turnover (2022): 491,46 M EURNumber of employees: 1418

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

Grupa Kety is looking forward to meeting suppliers and partners offering following solutions for our extrusion profiles: machining CNC centers, stamping solutions, machining tooling & material removal, dimensional measurement devices and solutions (3D CMM).

ACTIVITY: Producer of aluminium extrusion profiles

WEBSITE: www.grupakety.com/en/



ELSACO – ROMANIA



DESCRIPTION OF THE COMPANY

ELSACO SOLUTIONS is EPC for this projects: PV plants, BESS, Smart Metering. Our clients for PV plants are: Kaufland, E.ON, Continental, Heraeus, Tuborg and many others.

KEY FIGURES

• Turnover 2023: 22 million Euro

• Number of employees: 80

International activity: Europe

UPCOMING PROJECTS

- Photovoltaic

- Battery Energy Storage Solutions

- Hydrogen Energy

- Microgrid

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

- partners for our main business directions: PV, BESS, Hydrogen, Microgrid

ACTIVITY: PV Plants and BESS

WEBSITE: <u>www.elsaco.com</u> www.solutions.elsaco.com



ALRO – ROMANIA



DESCRIPTION OF THE COMPANY

ALRO is a global, vertically – integrated primary and processed European Aluminium Producer and a company listed on Bucharest Stock Exchange since 1997. With an experience of almost 60 years, ALRO serves customers from both primary and processed Aluminium markets all over the world.

KEY FIGURES

- Turnover 2022: 3,180,972 mii RON
- Number of employees: 2,170
- · International activity: Aluminium PRODUCER

Markets we serve/ END MARKETS:

- ✓ Aerospace Industry;
- ✓ Automotive;
- ✓ Defense:
- ✓ Transport;
- ✓ General Engineering;
- ✓ Electric and Electronics.

ACTIVITY: Aluminium PRODUCER

WEBSITE: www.alro.ro



KOMACHINE – SOUTH KOREA



DESCRIPTION OF THE COMPANY

Komachine is #1 Machine Industry Onlune Platform in Korea, connecting more than 4,000 machine suppliers with 100,000 global buyers every month. The transaction volume is 15~20 million USD every year, helping machine suppliers and machine buyers to make a faster, easier and safer transactions.

KEY FIGURES

Turnover: 4.5 Million USD (2023)Number of employees: 15 Members

UPCOMING PROJECTS

- Purchase Numallaince Machine (250,000 EURO) 2024-02-01
- Planning to purchase more machines and parts from France (Upto 1,000,000 EURO by 2024)

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

- · Dealing in various Industry categories.
- Construction, Machine Tools, Factory Automation, Agricultural, Lab Equipment, Pharmaceutcial, Packaging, Printing, Plastic and Rubber, HVAC, Medical, Textile, Security, Defense, Plant, Semiconductor, Material Handling, Automotive Parts, Materials, Chemicals and so on

ACTIVITY: Online Trading and Marketing

WEBSITE: www.komachine.com



LS ELECTRIC - SOUTH KOREA



DESCRIPTION OF THE COMPANY

LS Electric is a leading global provider of electrical solutions, specializing in the development, manufacturing, and distribution of a wide range of electrical products and systems. Founded in South Korea, LS Electric has established itself as a trusted partner for customers worldwide, delivering reliable, high-quality products and services tailored to meet diverse needs. The company's product portfolio includes electrical components, automation solutions, power distribution systems, renewable energy solutions, and smart grid technologies.

KEY FIGURES

Turnover: 2,59 Mds EUR (2022)Number of employees: 3 189

UPCOMING PROJECTS

Development of carbon tax reduction materials/processes/products Reduce manufacturing costs by applying eco-friendly materials to mass production Advancement of target product-based technology

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

WELDING, ASSEMBLY, 3D PRINTING, FINISHING&MATERIAL TREATMENT, FORGE&FOUNDRY, MATERIAL&SEMI-FINISHED PRODUCTS, VISION&INSTRUMENT, PLASTICS&COMPOSITES, ROBOTICS

ACTIVITY: Smart power solution, Smart automation solution, Smart railway solution provider

WEBSITE : https://www.ls-electric.com/



GKN AEROSPACE - SWEDEN



DESCRIPTION OF THE COMPANY

GKN Aerospace is a global company, with 16,000 employees in 35 manufacturing locations in 12 countries around the world. Many major aircraft and engine manufacturers rely on their advanced technologies. Their aerostructures, engine systems and special products improve the performance of more than 100,000 flights every day. By working closely together with universities, knowledge institutes, suppliers and customers, GKN Aerospace is developing new technology to improve aircraft efficiency: lowering aircraft cost, weight and emissions.

A large part of GKN Aerospace's global workforce is based in Europe, with around 1,750 employees at its largest single manufacturing facility: the Engine Systems centre of excellence in Trollhättan, Sweden. GKN Aerospace also has 3 additive manufacturing centres of excellence in Europe, in Filton, Bristol, in the UK; Trollhättan in Sweden; and in Papendrecht, The Netherlands.

KEY FIGURES in Sweden

Turnover: 1 117 038 409 EURNumber of employees: 1 845

UPCOMING PROJECTS

Confidential

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

Subcontractors for the aircraft and engine manufacturers and military sector



WARNING: only available on the 26th of March for B2B meetings

ACTIVITY: Aerospace technology to improve aircraft efficiency – engine structures

WEBSITE

www.gknaerospace.com/en/about-us/ourlocations/gkn-aerospace-in-europe/gknaerospace-in-sweden



CREUSALP SA - SWITZERLAND



DESCRIPTION OF THE COMPANY

The company is active in industrial sheet metal work, boiler making and electrical cabinet wiring. The company is organized into various departments, and it has its own technical department with engineers, technicians and project managers. The technical team is thus able to set up industrialization work, operating ranges, production planning, manufacturing programs and the definition of production tools and jigs. There is a production department which is responsible for welding and assembly operations, ranging from small, complex railway components to machine frames. The company also has a painting department, which carries out powder and liquid painting operations. And finally, Creusalp has a large department responsible for manufacturing electrical equipment, wiring and assembling control panels for industry and the building trade. This enables Creusalp to produce its own electrical boxes and cabinets.

KEY FIGURES

· Founded in 2016

Turnover : 12 M CHF (12,7 M EUR)

Number of employees: 50

PROJECTS in the following sectors

- Industrial equipment
- Rail
- Defence
- Maintenance
- Pharma and Chemical industry

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

· recurring purchases from industrial suppliers, preferably French-speaking

ACTIVITY:

- All stages of development, manufacturing, mechanical and electrical assembly
- boiler making
- industrial metalwork in steel, stainless steel and aluminum

WEBSITE: www.creusalp.ch



SAHAMIT MACHINERY PCL - THAILAND



DESCRIPTION OF THE COMPANY

SAHAMIT MACHINERY PCL is a listed company and is both (1) a leading importer and distributor of a wide variety of industrial products (2) a manufacturing company. Our products and activities are divided into the following groups:

- 1) Special Steels products with a dedicated in-house center for cut to length ...
- 2) High-Tech heat Treatments Service: certifications ISO 9001, AS 9100, NADCAP and IATF 16949: we are the only company in Thailand certified NADCAP for commercial heat treatments (vacuum technologies) for Aero MRO and OEM companies
- 3) Machine Tools
- 4) Tooling
- 5) Pulp and Paper
- 6) Machinery and Equipment for wood processing and industrial knife for wood processing
- 7) Electrical Engineering

KS Mould Part (part of Sahamit Group portfolio): Manufacturing and Distributing Ejector Pin, Core Pin, Center Pin, Sleeve Pin, Punch Pin, and made-to-order mould parts, etc. World Wide

KEY FIGURES

Turnover: 59 M EUR

· Number of employees: 460

UPCOMING PROJECTS

- Development of the Aerospace and EV Automotive markets in Thailand: support customers to guarantee their materials supply chain and their local heat treatments in Thailand (or in ASEAN)
- Development of Hi-Tech heat treatments in Thailand (Aerospace, Automotive, Electronics ...)
- Possible cooperation with a foreign European company which wishes to establish an manufacturing activity in Thailand or wishes to support its customers in Thailand
- Possible cooperation with a foreign European company to market its innovative products in Thailand
- Export to Europe Pin for the plastic and die casting industry (http://www.ksmould.co.th/)

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

- Establish contacts with some heat treatments and surface treatments groups in Europe: Thermi-Lyon Group, Bodycote Group, Alberts Surface Technologies, Oerlikon ...
- NEW High-Tech heat treatment or surface treatment for the Aerospace, Automotive, Electronics ...
 suitable for the Thai market

ACTIVITIES:

- Materials and semi finished products
- Treatments of materials
- Machine tools
- Tooling
- Industrial knife manufacturing for wood processing
- Pulp and paper products
- Machinery for wood processing
- Electricial engineering

WEBSITE: www.sahamit.co.th



Al Badr Aerospace – TUNISIA

TEAM FRANCE EXPORT

DESCRIPTION OF THE COMPANY

A Build To Print aerospace tier-2 company with integrated capabilities:

- Manufacturing Engineering and Industrialization
- Composite parts manufacturing and assembly

Mission:

Develop Aerostructures and Composites Manufacturing based on high quality standards.

Part of « Al Badr » Group:

Tunisian Industry Leader (25 companies) with International footprints.

Market: Energy, Automotive, Aeronautics, Naval, Pharmaceutical, Construction...

UPCOMING PROJECTS

ERP

Manufacturing capacities expansion

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

ERP

Autoclave / Oven / Press 5 axes CNC Cutting machine for prepreg **ACTIVITY**: Aeronautic Industry (composites parts manufacturing)

WEBSITE: ongoing



MISFAT - TUNISIA



DESCRIPTION OF THE COMPANY

The Tunisian filter company is a family business founded in Tunisia in 1979 which succeeded in entering the automotive filtration markets and establishing itself there.

Thanks to its three production sites in Tunisia, Morocco (Misfat Morocco) and France (Solaufil France),

the Tunisian filter company has become a reference for most European automobile manufacturers as well as many American and Japanese manufacturers.

KEY FIGURES

Turnover: 120 million EURONumber of employees: 2100

UPCOMING PROJECTS

Developing our range of oil or diesel air filters for automobiles, hydraulics, industrial

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

industry 4.0 integration Filter manufacturing machine Current process robotization Minimizing our carbon footprint ACTIVITY :MANUFACTURING FILTERS FOR VEHICLES + MACHINERY + INDUSTRIAL MACHINES

WEBSITE: www.misfat.com



ÇOLAKOĞLU METALURJİ A.Ş. – TÜRKİYE



DESCRIPTION OF THE COMPANY

Leading company in the iron and steel industry since 1945. We have been manufacturing steel for three generations. Respect for social and environmental responsibilities. Our environment-friendly technologies and recycling practices reflect the latest developments around the world.

KEY FIGURES

- Turnover 2023: (It cannot be shared due to company policy)
- Number of employees: 1.500+
- International activity: Exports to more than 150 countries

UPCOMING PROJECTS

Increasing Hot-Rolled Coil production capacity Efficiency increase in liquid steel production

IDENTIFIED NEEDS IN TERMS OF TECHNOLOGIES / EQUIPMENT / SOLUTIONS

All technologies related to steel production, especially flat steel production. Technologies related to other processes such as quality control processes of produced steel, efficiency increase, handling and transportation

ACTIVITY

Steel Producer Company.

- · Hot-Rolled Steel
- · Reinforcing Steel Bar
- Rock Bolting
- Slab
- Billet

TOPICS AT Global Industrie

- Meeting potential new suppliers
- Evaluating innovations and developments in the sector with the companies we currently work with

WEBSITE

www.colakoglu.com.tr

