

**Italian Delegation at IBEF International Beirut Energy Forum with B2B meetings , Thursday 27<sup>th</sup> September 2018, Beirut – Hotel Le Royal, Dbaye**

We are pleased to inform you that the Italian Trade Agency in Beirut (ITA Beirut) will be organizing in collaboration with the Italian Ministry for the Environment, Land and Sea (IMELS), UNIDO ITPO Italy and ANIMA Federation of Italian Associations of Mechanical and Engineering akin, a workshop with 9 Italian companies that will take place in Beirut. The workshop will take place within the IBEF International Beirut Energy Forum, on **Thursday 27<sup>th</sup> September 2018** at **Hotel Le Royal Dbaye** and will be structured as follows:

- **from 12:30 till 14:00:** Working Session in partnership with **ANIMA** entitled: Italian Innovations in the Decarbonization and Digitalization of the Energy Sector in Lebanon and the Middle East
- **from 14:30 till 18:00** Scheduled B2B meetings between Italian companies and Lebanese counterparts

We are pleased to invite you to attend this workshop.

Please find enclosed:

- Profiles of Italian companies
- the Request of Attendance Form for confirmation to one or both activities of the event: **participation to both events is free of charge, however it is based on first come first served basis and registration is compulsory.**

We would be grateful if you can circulate the event among your members. ***Anyone interested in attending the Working Session and/or the B2B Meetings with the Italian delegates, should fill*** out the attached ***Form and return it back to this office in word format*** (by email to [beirut@ice.it](mailto:beirut@ice.it)) no later than **Friday 14<sup>th</sup> September 2018.**

We will confirm to each company the appointments and send them their individual schedule by **Friday 21<sup>st</sup> September 2018.**

For further information, please do not hesitate to contact our Office (Tel. 05959640, Ms. Aya Hinedi) during working hours from Monday to Thursday 9 a.m. - 5 p.m. and Friday 9 a.m.- 3 p.m.

Looking forward to hearing from you soon, we remain,

Yours faithfully

Francesca Zadro  
Trade Commissioner



**ITALIAN TRADE AGENCY**  
**ICE - Italian Trade Commission**  
 Trade Promotion Office of the Italian Embassy

Ufficio di Beirut

**IBEF/ INTERNATIONAL BEIRUT ENERGY FORUM**  
**B2B MEETINGS AND SESSION IN PARTNERSHIP WITH IMELS, ANIMA, UNIDO**  
**Beirut, Thursday 27<sup>TH</sup> September 2018**

*Please fill in **BLOCK LETTERS** and return it **in word format** to this office by email to [beirut@ice.it](mailto:beirut@ice.it).  
**DUE TO SHORT TIME AVAILABLE - NO LATER THAN Friday 14<sup>th</sup> September 2018***

COMPANY NAME					
STREET ADDRESS					
P.O.BOX		TEL.	+961.	FAX	+961.
EMAIL		WEBSITE			
YEAR ESTABLISHED		NO. OF EMPLOYEES			
CONTACT NAME		POSITION	MOBILE +961.		
SECTOR / ACTIVITY					

<input type="checkbox"/> IMPORTER	<input type="checkbox"/> AGENT/DISTRIBUTOR	<input type="checkbox"/> PRODUCER	<input type="checkbox"/> END USER
<input type="checkbox"/> CONSULTANT	<input type="checkbox"/> INSTALLER	<input type="checkbox"/> SUPPLIER	Of:
1- .....	2- .....		

<input type="checkbox"/> SOLAR WATER HEATING SYSTEMS	<input type="checkbox"/> WIND TURBINES	<input type="checkbox"/> HYDROTHERMAL PRODUCTION AND ENERGY TRANSPORT
<input type="checkbox"/> RUBBER AND PLASTIC MATERIAL	<input type="checkbox"/> METALWORKING	<input type="checkbox"/> DESIGN/GREEN BUILDING/ SUSTAINABILITY/ARCHITECTURE
<input type="checkbox"/> HYDROKINETIC ENERGY	<input type="checkbox"/> SOLAR PHOTOVOLTAIC	<input type="checkbox"/> OTHER PLEASE SPECIFY

<input type="checkbox"/>	INTERESTED IN ATTENDING WORKING SESSION IN PARTNERSHIP WITH ANIMA ON THURSDAY 27 <sup>TH</sup> SEPTEMBER 2018 <b>FROM 12:30 TILL 14:00</b>
<input type="checkbox"/>	INTERESTED IN B2B MEETINGS ON THURSDAY 27 <sup>TH</sup> SEPTEMBER 2018 <b>FROM 14:30 TO 18:00</b>
<input type="checkbox"/>	INTERESTED IN ATTENDING BOTH ABOVE

**OUR DELEGATE(S):**

	Name	Position	Mobile	Direct email
1-				
2-				

**BASED ON THE PROFILES RECEIVED, WE ARE INTERESTED IN MEETING**

<input type="checkbox"/> ARIA S.r.l.	<input type="checkbox"/> BRULLI INTERNATIONAL S.r.l.	<input type="checkbox"/> CARLIEUKLIMA S.r.l.
<input type="checkbox"/> CENTRALTUBI S.p.a.	<input type="checkbox"/> CONSORZIO ARCA	<input type="checkbox"/> ICI CALDAIE S.P.A.
<input type="checkbox"/> MARCHINGENIO S.r.l.	<input type="checkbox"/> SOLTIGUA	<input type="checkbox"/> TERMOGAMMA IMPIANTI E SERVIZI S.r.l.
<input type="checkbox"/> WIND CITY S.r.l.		



ITALIAN TRADE AGENCY

ICE - Italian Trade Commission

Trade Promotion Office of the Italian Embassy

# ITALIAN TRADE DELEGATION TO IBEF 2018

## LIST OF ITALIAN COMPANIES

LE ROYAL HOTEL, DBAYE  
BEIRUT – THURSDAY SEPTEMBER 27TH, 2018

ITA BEIRUT  
ITALIAN TRADE AGENCY  
TRADE PROMOTION SECTION  
OF THE ITALIAN EMBASSY  
[beirut@ice.it](mailto:beirut@ice.it)



ITALIAN TRADE AGENCY

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COMPANY DELEGATE WEBSITE	PROFILE / ACTIVITY	LOOKING FOR
<p><b>ARIA S.r.l.</b></p> <p>Mrs. Ilaria Pellegrini</p> <p><a href="http://www.aria-srl.it">www.aria-srl.it</a></p>	<p>Since 2008 Aria designs, produces, commercializes and installs small wind turbines in the range 20kW – 80kW. Our products are developed and manufactured in Italy with European components and with high engineering standards. We implemented around 130 projects based on our Libellula wind turbines.</p> <p>We give constant support to our clients during the various phases of a small wind project and this allowed us to gain a deep knowledge of small wind technologies and of their application in different environments.</p> <p>All our wind turbines can be installed on grid, but can be also used in stand-alone systems, not connected to the electrical network (off-grid). They can be integrated with other renewable energies such as solar panels and / or diesel gen-sets for back up. The wind turbines are able to charge a battery bank, for the electrical supply of isolated users and for the electrification of remote areas without grid availability.</p>	<p>Entities already operating in the field of renewable energy projects, interested in import and distribution of our products on the local market.</p>
<p><b>BRULLI INTERNATIONAL S.r.l.</b></p> <p>Mr. Fabio Bolognesi</p> <p><a href="http://www.brulli.it">www.brulli.it</a></p>	<p>Brulli Group is the evolution of a tradition that has its roots in 1956. The company is a reputable industrial player highly specialized in development, investment, construction and operation of energy infrastructures such as hydropower plants and substations. The approach to energy market reflects the values of the story of the Company and of the people working in: Professionalism, Passion, Responsibility, Respect and Ethical approach on business.</p> <p>Brulli designs, builds, finances and operates hydropower plants on turn-key basis, as IPP, EPC and O&amp;M Contractor within the range 1 to 50 MW, and electrical high and extra high voltage substation, including associated Over Head Transmission Lines and Remote Controls, as BOT, EPC and O&amp;M Contractor up to 750 kV. Brulli also performs refurbishment and rehabilitation activities on existing plants to empower efficiency and operating reliability. Brulli operates on world-wide basis, with O&amp;M services on 24/7 basis.</p>	<p>Public utilities involved in hydroenergy production and transmission fields, Institutional stakeholders, Main contractors, Hydropower plant developers</p>

COMPANY DELEGATE WEBSITE	PROFILE / ACTIVITY	LOOKING FOR
<p><b>CARLIEUKLIMA S.r.l.</b></p> <p>Mr. Gastone Martorel</p> <p><a href="http://www.carlieuklima.com">www.carlieuklima.com</a> <a href="http://www.blife-carlieuklima.com">www.blife-carlieuklima.com</a></p>	<p>CARLIEUKLIMA is a modern business organization, created by the interaction and collaboration of two companies:</p> <ul style="list-style-type: none"> <li>• the youthful and dynamic Euklima Srl, leader in the production of radiant heating systems obtaining in 1994 the First CE Certificate in the world on radiant strips systems;</li> <li>• the veteran Carli Mario Spa, a company founded in 1955, specialized in sheet metal working and subsequently in the production of accessories for air ducts.</li> </ul> <p>CARLIEUKLIMA produces heating and cooling systems for any kind of environment. The reliability and durability of our systems are appreciated by clients worldwide. This is possible thanks to the use of first-quality raw material and to the CE certification for all our product, in addition to the ISO certification for the company quality system. Energy and Comfort are our main goals to satisfy all heating and conditioning requirements. The headquarters of CARLIEUKLIMA, where 60 workers are employed in a covered area of 10,000 m<sup>2</sup>, is located in the Fontanafredda industrial park, province of Pordenone, a thriving centre of industry and handcraft in Friuli-Venezia Giulia. This company produces the goods and then sell them all over the world, including Russia and China.</p>	<ul style="list-style-type: none"> <li>• Contractors</li> <li>• Dealers/importers of air-conditioning and cooling equipment".</li> </ul>
<p><b>CENTRALTUBI S.p.a.</b></p> <p>Mr. Saleh Zaidan</p> <p><a href="http://www.tubi.net">www.tubi.net</a></p>	<p>"System Group" was created in a small town inland of Pesaro as a result of an idea by entrepreneur Alvaro Boscarini who, in 1979, had founded Centrltubi. The group , after 12 years as a leader in the production of polyethylene polypropylene pvc pipes System Group pipes. System Group soon made their presence felt in the commercial and production sector, offering their customer a range of solutions able to satisfy all the construction needs of underground networks for conveying fluids and for the passage of cables. With the latest high-tech machinery and employing highly qualified well-informed personnel right from the start, the factories were soon able to provide products of the highest quality.</p>	<ul style="list-style-type: none"> <li>• General Contractors</li> <li>• Companies involved in energy, environment and construction projects</li> </ul>
<p><b>CONSORZIO ARCA</b></p> <p>Mr. Fabio Maria Montagnino</p> <p><a href="http://www.consorzioarca.it">www.consorzioarca.it</a></p>	<p>ARCA is a consortium for the application of research and the creation of innovative enterprises. The Consortium is managing a network of innovation hubs where common spaces, working places and technological laboratories are available for innovative companies and individuals. Industrial research and technology transfer programs are promoted and customized to the needs of SMEs, usually in connection with international partners. The development of technologies for sustainable communities is a prominent field of activity. In the Solar Living Lab innovative systems for solar energy harvesting, storage and conversion have been designed and validated. Novel devices, as well as methodologies and procedures, can be applied to improve the performance of buildings and settlements, support their transition towards full sustainability. ARCA is a member of renowned international organizations as ISES and CIB, promoting innovation in the construction industry and partner of the flagship project Zero Plus, financed by the Horizon 2020 programme.</p>	<ul style="list-style-type: none"> <li>• Potential partners for pilot projects in Lebanon and the Middle East,</li> <li>• Industries interested in producing and distributing the solar systems developed in our laboratory,</li> <li>• Partners for the presentation of joint projects under cooperation programmes.</li> </ul>

COMPANY DELEGATE WEBSITE	PROFILE / ACTIVITY	LOOKING FOR
<p><b>ICI CALDAIE S.p.a.</b> Mr. Alberto Zerbinato</p> <p><a href="http://www.icicaldaie.com">www.icicaldaie.com</a></p>	<p>ICI Caldaie is a European and Italian leader in industrial and residential heat production systems; the cornerstones of this development are energy efficiency, environmental sustainability and cost savings for the user.</p> <p>ICI Caldaie offers a complete range of products such as:</p> <p>Gas based wall-mounted boilers from 20 to 30 kW.</p> <p>Stainless steel domestic boilers from 20 to 4000 kW (flame inversion, 3 smoke circuits, low temperature and condensation).</p> <p>Industrial heat generators from 70 to 12000 kw (steam, diathermic oil, superheated water and hot water)</p>	<ul style="list-style-type: none"> <li>• General Contractors</li> <li>• importers of boilers, Industrial heat generators</li> <li>• Companies interested in gas based boilers, stainless steel domestic boilers and industrial heat generators</li> </ul>
<p><b>MARCHINGENIO S.r.l.</b> Mr. Massimiliano Mandarinini</p> <p><a href="http://www.marchingenio.eu">www.marchingenio.eu</a></p>	<p>MARCHINGENIO CREATIVE DESIGN CENTER &amp; GREEN PLATFORM an innovative and creative company start-up selected and certificade by Innovation Disctrict Politecnico of Milan.</p> <p>Marchingenio is a Workshop “Made in Italy Design Center” with operations at international level, which aims to develop culture of sustainability and tailor made design toward SmartFuture Green Cities. The fields of research, design, architecture and sustainability product.</p> <p>Consultant and coordinator of various projects and works in both public and private sectors in Italy and abroad.</p> <p>Marchingenio is a general contractor in the field of design services and architecture, managing the whole project cycle, from research phases to preliminary and realization, project management and technical consulting, management and coordination contract, construction and creative project communication and brand identity</p> <p>M A R C H I N G E N I O S K I L L</p> <p>DESIGN – GREEN FURNITURE - ARCHITECTURE – TECHNOLOGY</p> <p>Marchingenio is a creative platform which brings together the best companies in the field of design, green and smart living, furnishing architecture and components for building environment.</p> <p>An integrated platform, able to answer to the needs in both public and private ield, a structure able to create an exclusive tailor-made product for every kind of architecture, design and contemporary living.</p>	<ul style="list-style-type: none"> <li>• Real Estate Developers</li> <li>• Investors</li> <li>• Contract</li> <li>• Public companies</li> <li>• Architecture and engineering companies</li> <li>• Energy Management and public utility bodies and entities</li> <li>• Public institutions, hotel owners and hospitality chains, Horeca,</li> <li>• Companies that manage real estate assets</li> <li>• Tourism and real estate sector</li> </ul>

COMPANY DELEGATE WEBSITE	PROFILE / ACTIVITY	LOOKING FOR
<p><b>SOLTIGUA</b> Mrs. Lorenza Amadori <a href="http://www.soltigua.com">www.soltigua.com</a></p>	<p>Soltigua is the only company worldwide to offer three different solar tracking technologies for PV trackers, parabolic troughs and linear Fresnel collectors. No other company offers more than one.</p> <p>Soltigua has tested and developed its solar competencies by contributing to design, set up and run many solar projects in 4 different continents.</p>	<ul style="list-style-type: none"> <li>• Solar developers</li> <li>• EPCs.</li> </ul>
<p><b>TERMOGAMMA IMPIANTI E SERVIZI S.r.l.</b> Mr. Gianfranco Brusaporci <a href="http://www.termogamma.net">www.termogamma.net</a></p>	<p>Termogamma Group specializes in custom-built heating, cooling and on-site electricity equipment for industrial processes and non-industrial buildings. It is noted for its Termogamma-brand high-efficiency turnkey solutions, fast installation and commissioning, real-time remote monitoring, long warranty and robust maintenance.</p> <p>Our solutions integrate energy technologies which are globally recognized as some of the most efficient ever invented, and we continuously apply our engineering passion and in-house innovations to make them even more efficient. Our core technologies are based on the principles of cogeneration, trigeneration, free cooling, absorption chillers, waste heat recovery, and biomass to energy. They are an indispensable part of today's environmental action, clean energy transition and circular economy</p>	<ul style="list-style-type: none"> <li>• Distributors of genset</li> <li>• Energy consultants</li> <li>• Energy managers</li> </ul>
<p><b>WINDCITY S.r.l.</b> Mr. Tommaso Morbiato <a href="http://www.windcity.it/en">www.windcity.it/en</a></p>	<p>Windcity has developed a new concept of eco-sustainable energy conversion, which adapts to the natural shape of the flows for the maximum production: variable geometry for variable water flows.</p> <p>Watercity hydrokinetic turbine does not need infrastructure. It is an alternative to dams: a small device completely submerged, which rotates slowly respecting the marine and river ecosystem.</p> <p>With just over 3 square meters of area, Watercity is a 25 kW device completely reliable in flows and tides. Thanks to the passive variable geometry of our patent, it derives energy from real, variable and turbulent water flows.</p>	<ul style="list-style-type: none"> <li>• Contractors for pilot projects e.g. consortia for new public projects, local or national multi-utility companies</li> <li>• Operating or operating in wind/water energy sectors medium/small size for local economy, coastal or community island /off-grid</li> <li>• Importers</li> </ul>