

BUILD YOUR CITY



**Hungarian
National
Trading House**

BUILD YOUR CITY



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Trading House**



Dear Partner,

The Hungarian National Trading House, aligning to the Eastern and Western Opening Strategy announced by the Hungarian Government, as well as the new guidelines of the foreign economy policy, made significant efforts during the past three years for the development of the export capability of Hungarian businesses. Amongst others, a result of this was that Hungarian export broke all previous records, significantly contributing to the business results and successes of Hungary.

As an export development institution, our goal is to make new markets available, thus increase the export of economic players serving Hungarian interests, as well as the development of our export capability. In the scope of our promotional activity, we made possible the entry of internationally competitive Hungarian products and services into the global market, and continuously develop the export capability of Hungarian businesses.

As a first step, we made available our service portfolio to all industry players, and as a second step, we adjusted it to the needs of our partners, and as a third step, we extended it to Hungarian businesses and economic players over the borders.

By identifying international business opportunities, our export-oriented business development trainings and the export successes achieved jointly with our partner companies, we opened up the way to the efficient entry to foreign markets by Hungarian SME's and our partner companies.

The Hungarian National Trading House put a lot of effort into the preparation of the concept called "Build Your City", as based on international studies, by 2050, 70% of the population worldwide will live in cities. By the fast paced development of technology, smart solutions related to transport, health care, education and residential homes are becoming more and more important.

Hungarian expertise is well-known and sought for all over the world, and services are of high quality and competitive. Hungarian businesses offer pioneer and innovative solutions, which help us find answers to the technical, environmental and social challenges of city development in newly developed and rehabilitated regions, towns and districts.

The services offered in the scope of Smart City are extremely complex, and are related to almost all sectors. Accordingly the Hungarian National Trading House offers special, multi-sectoral offer package to its foreign partners.

In the scope of the thematic offer packages called "Build Your City" and "Safe City", we selected 10-12 competitive Hungarian products, services and technologies, which, supplementing one another, offer special solutions to our foreign partners for the efficient implementation of city development projects related to infrastructure and city development. The Hungarian National Trading House put together a multisectoral offer package, in the scope of which it offered actual vehicles, smart street lights and passenger information system for complex investment projects in Belgrade related to the development of public transportation.

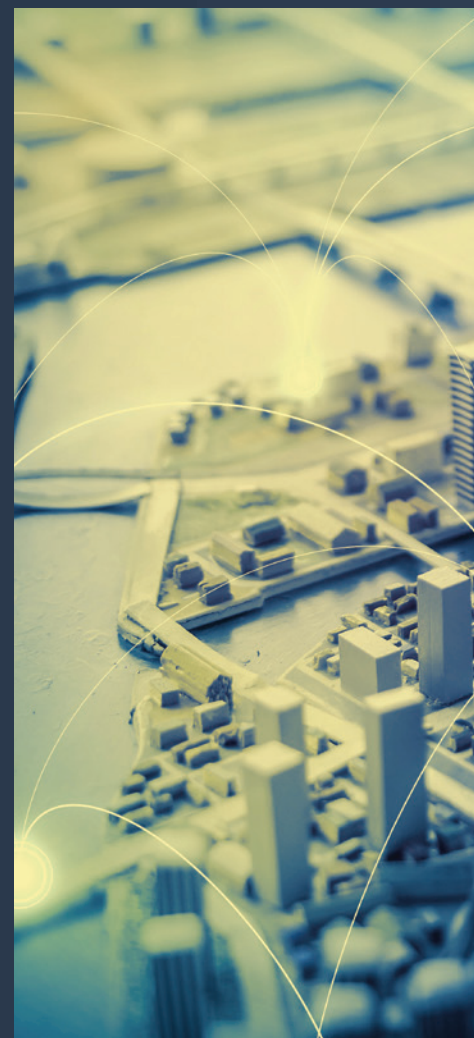
I do believe that you will find highly valuable information inside our new "Integrated Project Solutions" package, and it will enhance our cooperation in urban development projects in the near future.

Zsanett Oláh
CEO

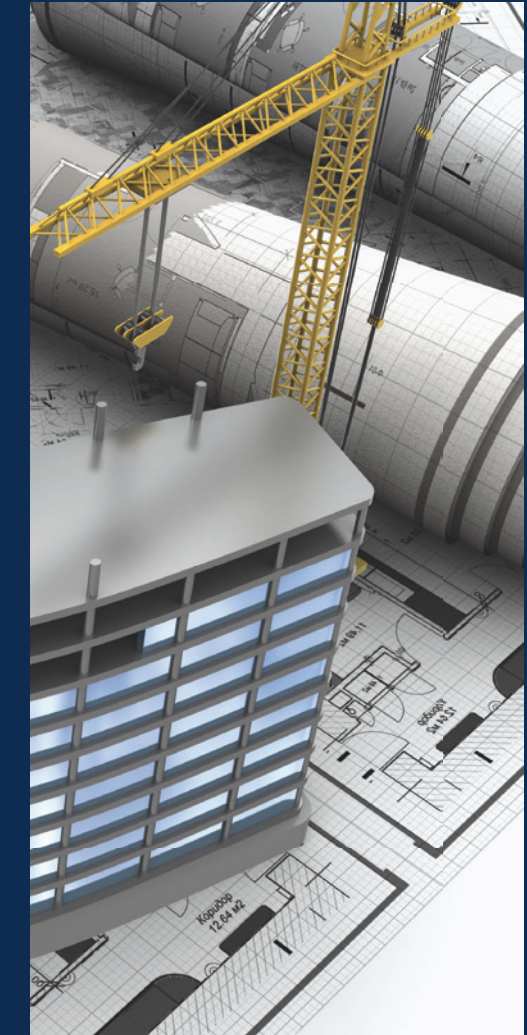
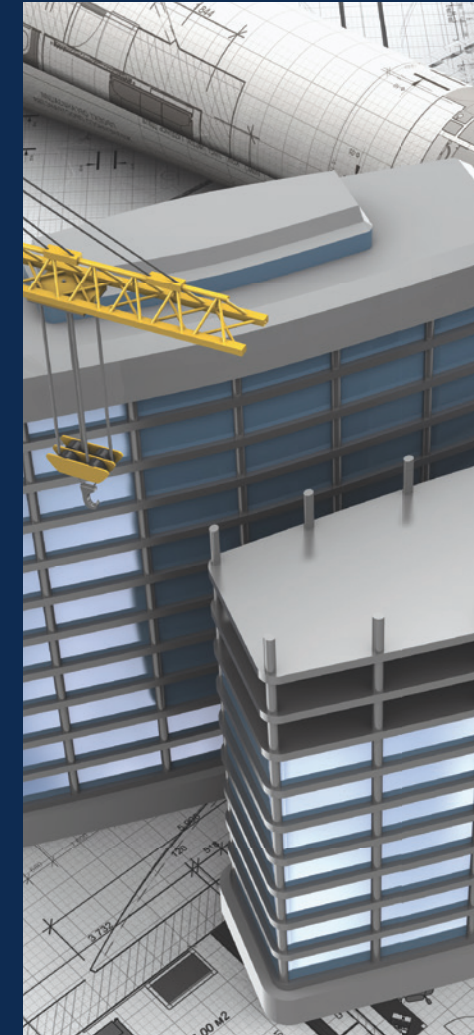
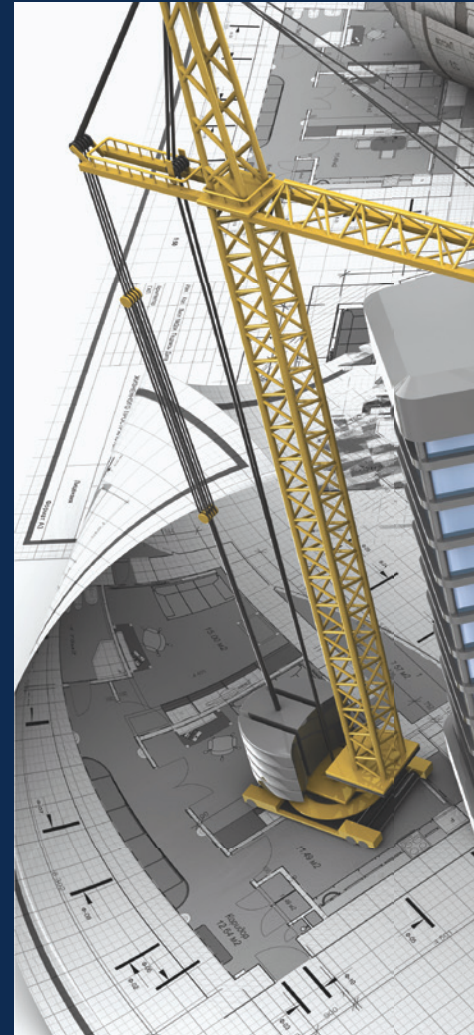
Hungarian National Trading House

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ARCHITECTURAL DESIGN



ARCHITECTURAL DESIGN

The outstanding expertise of our partners provides solution throughout the complex process starting from the first thought and ending with the realized building. The complete design includes the primary function of the building, the interior design and design elements thereof, as well as ensures the future optimized operation of the building.

Drawing from the traditions of Hungarian architecture with nearly 200 years of history, over the recent years renowned buildings had been constructed in Hungary, including innovative and special facilities, sports centres, cultural and educational institutions such as the FINA Duna Arena, the National Theatre or the Bálna commercial and cultural centre.

LIGET BUDAPEST PROJECT

An urban tissue unique in Europe had formed in one of the oldest parks in Budapest and Europe, spanning over nearly 100 acres, where leisure activities in green space, as well as a multitude of cultural and recreational institutions have been equally present in the life of the park for a century.

In course of the planning, the relation between the park and the built environment had priority, therefore the complete architectural design includes the green space public areas, the cultural institutions, museums, public transportation connection points to be placed in the Liget – the parking systems, as well as the community areas intended for the different age groups.



Our partners provide services in the following areas of architectural design:

- Residential communities
- Transportation infrastructure
- Office buildings and shopping centres
- Hospitals
- Medical spas
- Event venues
- Public utility infrastructure
- Factories and industrial parks
- Hotels and hospitality

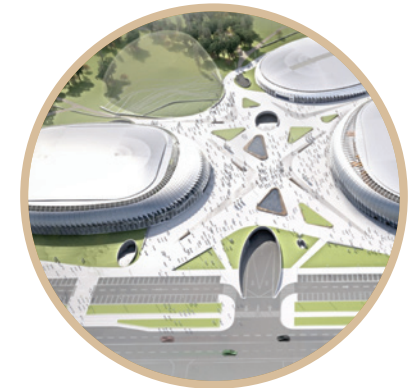
Oncology centre in Baku

Our partners have proven in numerous international projects that they have world-class knowledge and experience, which are necessary for the special design of healthcare centres and hospitals. The 20,000-square-metre, 8-storey oncology hospital in Baku also houses a laundry, a pharmaceutical lab, as well as out-patient treatment and examination rooms. Architect: CÉH International Inc.



Architectural design of sport and cultural centres

Hungarian architecture firms regularly receive international assignments for the realization of special facilities. The 85,000-square-metre Sport and Culture Centre in Lipetsk (Russia) includes – among others – a skating rink, as well as a multifunctional hall suitable for organizing concerts and expos, a training-and competition pool, as well as a water theme park. Architect: 4D Építész Stúdió Ltd.



Transportation and infrastructure design

In the new and rehabilitated areas of cities, specialised Hungarian architecture firms design modern public transportation infrastructure which aligns with the particularities of the city. Their references include the optimized re-design of the tram and trolleybus network of Riga in Latvia, as well as the renewal of the Budapest public transportation: the reconstruction of tram depots, trolleybus and tram intersections, preparation of power supply implementation plans. Architect: TEN-T Ltd.



4D ARCHITECTS STUDIO LTD.

Our approach and working method is determined by the priority and complexity of efficient, diligent, functional, rational and competent work. We design innovative buildings which are environmental friendly and operated sustainably.

Company website: www.4dstudio.eu
Industry: Real Estate - Architecture & Design
Employee: 18
Founded: 2003
Contact name: József Kószó DLA
Contact phone number: +36 30 212 1236
Contact e-mail: 4d@4dstudio.eu; koszo@4dstudio.eu



UNIQUE SELLING POINT, VALUES

- Operates nationally and in other European countries.
- Complex services for the customers and international approach.
- Present in different EU countries, since 2010 in the Russian Federation and since 2014 also in Belarus.

CERTIFICATIONS/ AWARDS

- Zodchestvo 2012, Moscow – Best project 2nd prize
- MIPIM 2012, Cannes – Lipetsk Sport complex was nominated to best 10 Futura projects

MAIN PRODUCTS, SERVICES OR SOLUTIONS

4D Architects has the main profile of architectural- and interior design and consultation of mixed used, residential, retail, office, commercial, educational, sport and leisure, cultural, healthcare, industrial and technological buildings. 4D Architects offers complex attendance in design management as well.

With partner companies, 4D Project Studio and 4D Real Estate Studio, 4D Group is present in real estate developments with the full range of services from preparation of projects, through compilation of cost analysis and cost management, quality surveying, project management and technical supervision.

TARGET MARKETS

- Russian Federation & Belarus
- Azerbaijan & Iran
- Serbia & Croatia
- EU countries
- Dubai
- Kuwait

Private or Public Real Estate Investors



MAIN REFERENCES, KEY PARTNERS

- Ice Arena – 39.000 m2 (KHL Arena for 6.100 seats+ parking and public building) – Lipetsk, Russia 2011-2013 architectural design and design management
- Sport Centre with Swimming Pool and Training Ice Arena – 9.000 m2 (for 1.000 seats) – Lipetsk, Russia 2011-2013 architectural design and design management
- Multifunctional Sports and Event Hall – 19.000 m2 (5100 seats) – Lipetsk, Russia 2011-2013 architectural design and design management
- SR5-SR6 Multiflat Residential Park (255 flats) + MAD3-MAD4 Multiflat Residential Park Budapest XI. district, Hungary 2016- 2017 architectural design and design management
- Békéscsaba Commercial Center – Békéscsaba, Hungary 12.000 m2 2006-2007 architectural design, design management, project management and technical supervision with quality inspection

BUSINESS MODEL

4D Architects Studio has a successful cooperation with Hungarian Eximbank and MEHIB, which is intended to provide financing for our foreign projects, if required by investors. Project financing is possible for design work or for the complete project covering construction works, as well.



CEH INC.

CEH Planning Developing Consulting Inc. is one of the largest Hungarian company that offers design and engineering services. We have been present in the European market as one of the leading Hungarian design and engineering office for the last 30 years.

Our motto is: "a creative community is built on unique company philosophy - value and system,,

Company website: www.ceh.hu
Industry: engineering and design, construction market
Employee: 130
Founded: 1989
Contact name: Attila Toth
Contact phone number: +36 30 973 8868
Contact e-mail: atoth@ceh.hu



UNIQUE SELLING POINT, VALUES



We offer "more than engineering". Our company is committed to provide a full scale service throughout a projects beyond the traditional engineering service provided by our competitors. We are there from the very beginning to make sure to give our clients a meaningful insight into the projects economic and social dimensions, thus providing the best possible customer experience.

CERTIFICATIONS/ AWARDS

CEH has all the required ISO certifications.

Awards:

- Fiabci Prix d'Excellence Award 2012 Mercedes-Benz Car Man. Plant
- Construction Award of Merit 2010 Specsavers Lens Man. Plant
- Construction Award of Merit 2009 Megyeri Bridge
- European Cultural Heritage Award, Europa Nostra Foundation 2002 Millenaris Park

MAIN PRODUCTS, SERVICES OR SOLUTIONS

From the beginning CEH has been dealing with the following services and having 3 main departments:

1. Building design and engineering department covering all the main disciplines: architecture, structural engineering, mechanical and electrical engineering
2. Project management department: covering all the disciplines as above mentioned as well. Moreover: technical supervision, consultancy, BIM, 3D services.
3. Bridge and Infrastructure design department: mainly dealing with bridge design.

TARGET MARKETS

- Norway
- Sweden
- Finland
- Germany
- Austria
- Kuwait
- Kazakhstan
- Russia
- Azerbaijan
- Balkan countries
- Neighbour countries



MAIN REFERENCES, KEY PARTNERS

- Megyeri Bridge (HUN): Bridge design department, 2008, 150 million Euro.
- National Health Center (Baku, Azerb.) 2013, largest Hospital in Az. comprehensive design services, 95 000 m²
- Skanska Office Building Green House (HUN) 2012, project management and technical supervision, 18 000 m²
- Apollo Tire Plant (HUN) 2016-2017 comprehensive design and project management, technical supervision services, 170 000m²

BUSINESS MODEL

Joint venture agreement, partnership agreement, consortium, sub-contracting, sub-consulting solutions. Licenses, guarantees, certificates are all available.



TEN-T LTD.

Our scope includes the conceptual planning, implementation and installment of power supply systems for electric public transport networks. We offer integrated technical and business solutions for the supervision of electric driving systems, power system measurement as well as for the development of construction and maintenance technologies.

Company website: www.ten-t.hu
Industry: Building industry, public transport
Employee: 50
Founded: 1981
Contact name: Imre Tóth
Contact phone number: +36 1 200 4440
Contact e-mail: ten-t@ten-t.hu



UNIQUE SELLING POINT, VALUES

It is the complex engineering labor, national and international experience, innovation, expertise, flexibility and quality that make our corporation truly outstanding in the field of urban electric public transport

CERTIFICATIONS/ AWARDS

- ISO 9001
- ISO 14001

MAIN PRODUCTS, SERVICES OR SOLUTIONS

TEN-T has developed a number of catenary equipment and other constructions. By the new millennium we had installed 50 kilometers of complex tram railways, overhead wires and connecting power supply systems all over Hungary.

We took part in the reconstruction of tram depots in Budapest and the other major cities. Furthermore, we also contributed to the construction of electrical traction infrastructure necessitated by track realignments and traffic detours resulting from the construction of the subway network.

Among our special commissions it is worth mentioning the construction of the power supply systems for the purpose-built crane runways for the Salgótarján Glass Factory.

TARGET MARKETS

- Companies that operate and execute community city transportation systems in the European Union.
- Public transportation companies.
- Investment and managing general execution companies, in connection with planning and execution of traffic construction works.



MAIN REFERENCES, KEY PARTNERS

- Complete power supply works for 36 kilometers of tracks in Budapest – World Bank project
- Construction and planning performed on almost all the tram (360 kilometers) and trolley lines (275 kilometers) in Budapest
- Planning and construction of the overhead wire and the power supply of the Miskolc tram no 1.
- Full planning and construction of the power network of the Debrecen trolley lines and depot
- Planning and executing the reconstruction of the urban tram and train network in Riga

BUSINESS MODEL

Based on clients' needs we perform every activity from planning through the supply of material all the way to execution. We can undertake even the partial tasks of the project, including the eventual maintenance works after the execution. The company's 36-year past is a guarantee for the quality and performance of our work.





BUILDING MATERIAL



BUILDING MATERIAL

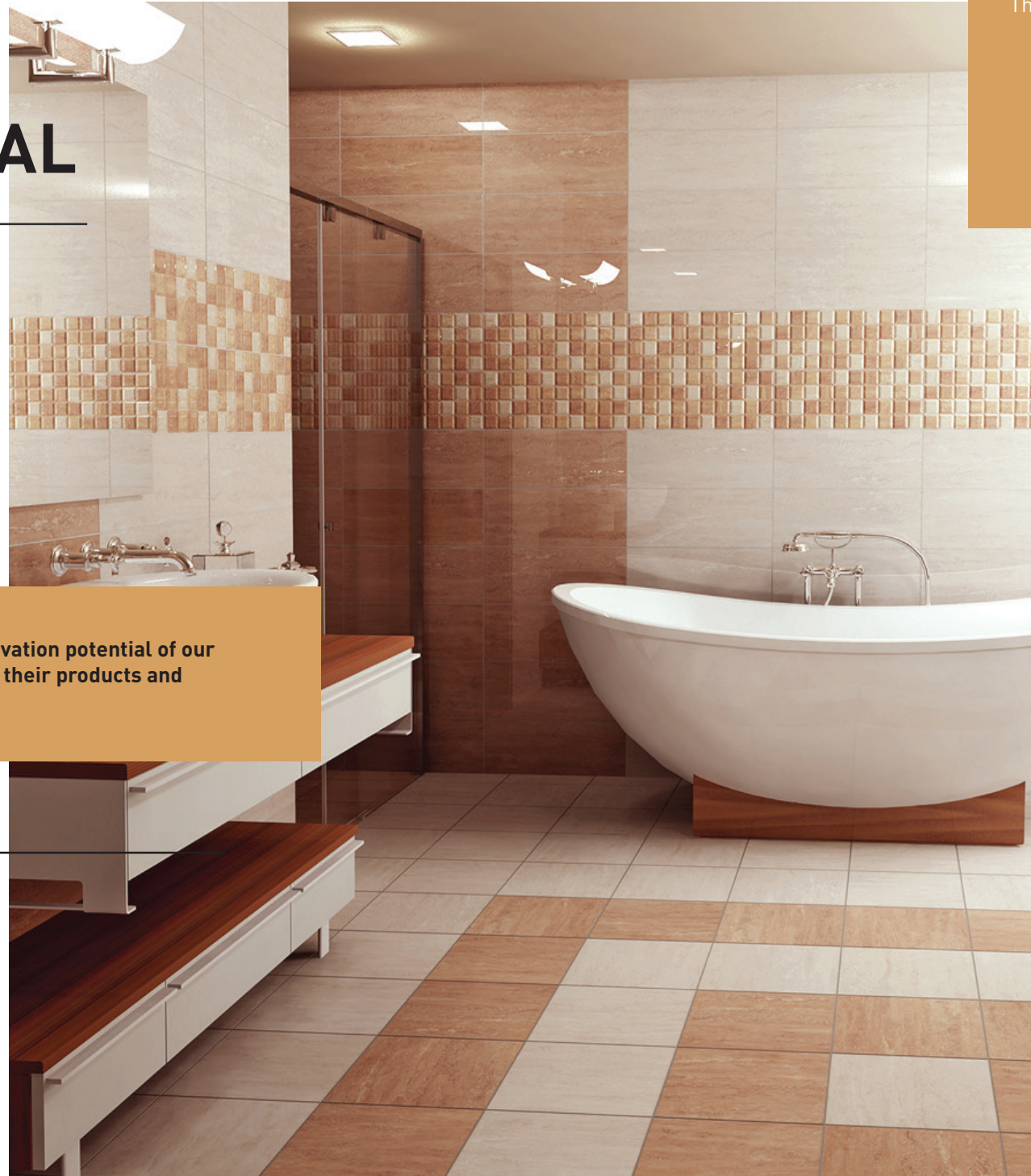
Our partners offer world-class products and technologies with regards to both traditional and innovative building materials.

Traditional building materials include forestry, mining, metals industry and fired products. Modern architecture requires innovative solutions which - in addition to the structural basic characteristics of the building materials - provide new opportunities in terms of function, energy and environmental protection as well.

The constant research and development activity and the innovation potential of our building industry partners ensure the continuous renewal of their products and continuous compliance with the high expectations.

PRODUCTION OF OUTDOOR AND INDOOR TILES

Our partner is the largest tile manufacturing company of Hungary, with a production capacity of 6 million square metres/year. The company produces and sells traditional and on-trend, high-quality outdoor and indoor tiles on the Hungarian and the international markets relying on more than seven decades of experience. The product portfolio of the company includes frost-resistant indoor floor tiles, as well as indoor wall tiles.
Manufacturer: Zalakerámia Ltd.



The international-standard building materials offered by our partners are the following:

- Walling materials
- Covering materials
- Closing systems
- Insulation materials
- Energy-efficient innovative building materials
- Natural and traditional building materials
- Sanitary goods

Tile effect sheets

Our partner has a room divider capacity of 800,000 m² per annum, and a building manufacturing capacity of 120,000 m² per annum. Their key product is the tile effect sheet, which has numerous advantages compared to other roofing materials. Owing to its minimal weight (~5 kg/m²), it does not burden the roofing structure, it has high UV resistance, it is not friable, it does not crack. Tile effect roofing sheets ensure modern appearance, as well as permanent and cost-efficient solution.
Manufacturer: Metalucon Llc.

Innovative building materials and production technology

Polystyrene lightweight concrete is an innovative building material, through the use of which significant energy may be saved compared to the traditional building elements, Owing to the design by elements, minimal construction waste is created in course of the construction, which can be recycled for production completely. Owing to the simplicity of the technology and the high-standard training and customer support provided by the company, the construction is significantly simpler and faster. With the sale of the technology, the product can be manufactured on-site.
Manufacturer: Wyw Block Plc.

Innovative, permeable pebblepaving

The exclusive stone paving creates a natural, solid surface which eliminates the watertight character of concrete, asphalt and macadam paving, as well as enables the free flow of rainwater into the ground. It is breathable, and due to the advantageous characteristics of great mechanical loadability this paving is excellent for establishing the non-ablative surfaces of public areas and parks. Owing to its flexible binder material, the paving follows the movement of the subsoil without cracks. Its additional advantage is that it decreases the noise pollution of the environment, and it does not concentrate pollutants (oil, wastewater, etc.).
Manufacturer: Mixtura Ltd.



BARABÁS TÉGLAKŐ LTD.

Our main activity is to design, develop and sell concrete paving stone manufacturing innovations and machinery.

Recent successful developments focus on creating visually stunning decorative concrete surfaces that are barely distinguishable from Natural Stones like Granite or Marble.

Company website: www.barabasstonedesign.com

Industry: Construction technology and machinery

Employee: 100+

Founded: 2016

Contact name: Daniel Nagy

Contact phone number: +36 30 190 8300

Contact e-mail: daniel@barabasstonedesign.com

BARABÁS
STONE DESIGN

UNIQUE SELLING POINT, VALUES

- All our technological innovations are globally patented and offered exclusively to one manufacturer only in a given area, territory or country, so our existing and future partners can gain unbeatable competitive advantages against their competition.
- Low cost manufacturing solutions yet expensive prime looking products
- Highly added values (dirt hiding feature, efflorescence visibility reduction)

- Small and medium sized companies can also boost their businesses and significantly increase their market share due to the unique technologies
- The same raw materials can be salvaged that are use locally to manufacture standard grey pavers
- Technologies, machinery, implementation and operations are created by a successful paver manufacturer for other paver manufacturers
- Possibility to create beautiful public places and social benefits for everybody
- Access to a global network of paving stone manufacturers

MAIN PRODUCTS, SERVICES OR SOLUTIONS

We offer access to our globally patented and successfully implemented technologies and machinery to manufacture concrete based surfaces with really minor cost increase to standard grey concrete pavers.

TARGET MARKETS

Global marketplace, targeting concrete paving stone manufacturers.

Specific markets of interest:

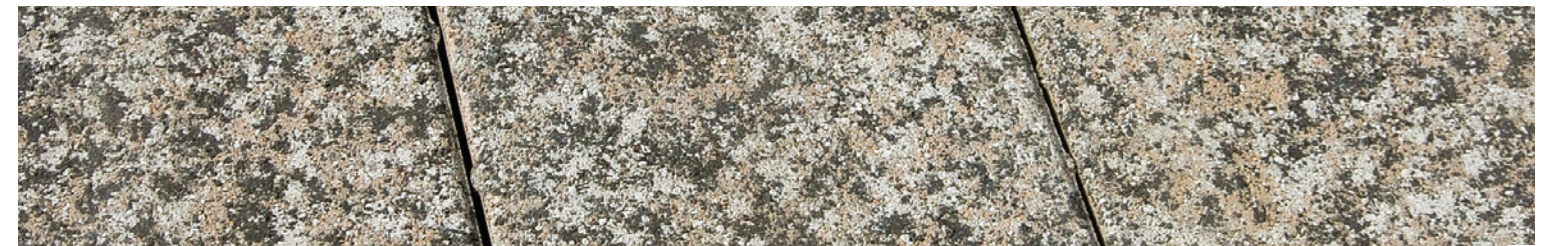
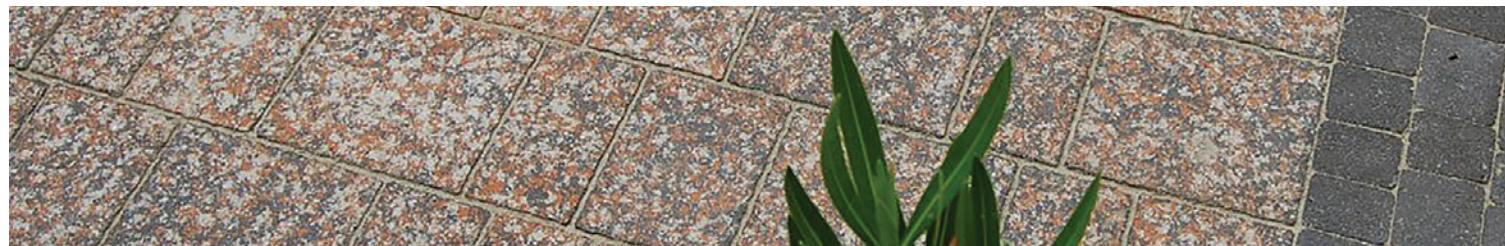
- South Africa
- Brazil
- Japan
- Saudi Arabia

MAIN REFERENCES, KEY PARTNERS

- North-America: Unilock, Barkman
- Middle-East: Consent Dubai
- Germany: Godelmann
- Italy: MVB
- Czech Republic: Diton
- Hungary: Barabas Paving Stones

BUSINESS MODEL

Technologies are licensed, implementation can be fully or partially managed by Barabas Stone Design depending on needs. Experiences, updates, recipes are shared freely. Machinery, technology and product results are guaranteed according to international standards. Potential partners are usually selected and approached by Barabas Stone Design directly, but due to the large global scale we are open to consider manufacturers interested to work with us.



FABROSTONE LTD.

Fabrostone Ltd. has been producing concrete products for more than 25 years. We are a family business with motivation to create innovative and to make high quality products.

Company website: www.fabro.hu
Industry: Construction Industry
Employee:
Founded: 1989
Contact name: Sándor Kovács
Contact phone number: +36 75 310 810
Contact e-mail: info@fabro.hu



Fabro
Stone

UNIQUE SELLING POINT, VALUES

Our company is flexible and able to manufacture items that are unique and special. Our priorities are the customers and we always put their needs first. The company has always kept up with new innovations and technologies and we will continue to be one step ahead of the market in this regard.

CERTIFICATIONS/ AWARDS

We have all the relevant ISO and CE certifications.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

We started our way by producing garden furniture, vases, tiles, fountains made of concrete. As the years went by and the factory started to grow we started to expand our supplies with wall tiller, BBQ and statues made of concrete.

In 2014 we decided to make our best-selling product (wall tillers) made out of gypsum as well. With our concrete and gypsum products we aim to be as acknowledged in the global market as we are with in Hungary

TARGET MARKETS

Our most important target markets are the Czech Republic, France, Austria, Germany, Italy, Slovenia and Switzerland.



MAIN REFERENCES, KEY PARTNERS

- SIDI-Angel Residential Area 2016-2017, Budapest
- Dunakeszi Church 2016, Dunakeszi
- Hotel Sheraton 2013, Kecskemét
- Holcim C3 Atelier 2012-2013



BUSINESS MODEL

We are manufacturer of concrete products. Primarily we are looking for resellers.

GRANUFLEX LTD.

Granuflex Ltd recycles and produces rubber products. Our main goal is to secure playgrounds for a safer use and to reduce noise pollution. Our mission is to manufacture state of the art and worthy products and provide services that highly contribute to protection of the natural environment and promote healthy living.

Company website: www.granuflex.hu
 Industry: rubber recycling and rubber product manufacturing
 Employee: 80-90
 Founded: 1982
 Contact name: Zsolt Krucsai
 Contact phone number: +36 30 826 6427
 Contact e-mail: krucsai@granuflex.hu



UNIQUE SELLING POINT, VALUES

Our rubber plates, playground equipment and shock-absorbing coverings are designed and classified according to EU standards. The products are made of recycled rubber granulate. The optimum grain structure of the granulate is combined with a polyurethane binder and formed using press technology. Our capacity is over 10.000 tons of used rubber tires.

CERTIFICATIONS/ AWARDS

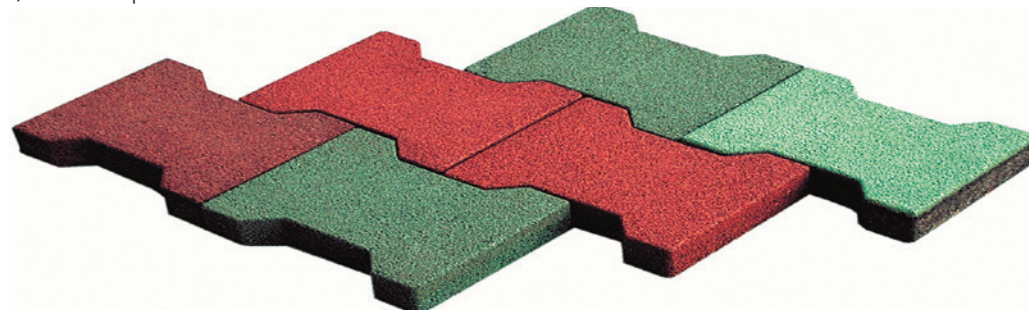
- ISO 9001, TÜV Rheinland Certificate for fall protection, tested according EN 1176-1:2008, EN 1177:2008
- Certificate of conformity for environmental compatibility for toxic element tested by TÜV Rheinland EN-71-3:2013
- EN ISO 14001
- Rail products certified by KTI: NMÉ 17/20/2/+MKEH-PMFH-16/8/2015/K

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Rubber plates for children playgrounds with HIC 3,00 m. Several hundred different type of rubber plates.
- Manufacturing of children playgrounds equipment.
- Flexible modular rail/tram/light rail bedding system for urban and suburban concrete surfaced and grass railway structures.
- Under ballast mats for rail and trams, Under Sleeper Pads.

TARGET MARKETS

- Retailers for rubber plates and children playground equipment in Europe, Arabic countries,
- Retailers, Main contactors of tram, rail and light rail lines in Europe, Northern-Africa, Asia.



MAIN REFERENCES, KEY PARTNERS

- Baumax Austria 10.000 m2 / years 2013-14-15
- United Arab Emirates: 6500m2 rubber plates 2014
- Most of Do It Yourself General Stores in several European countries.
- Hungary Budapest - Bartók Béla street tramline 4 km 2016
- Germany - Leipzig 5 km tramline 2016
- Serbien- Belgrad 6 km tramline 2017

BUSINESS MODEL

Our business model is service oriented. We are able to manufacture and develop rubber products on our partner's special demand.



IAMART LTD.

The company IAMART is a new generation handcrafted cement and terrazzo tile manufacturer. Our products have lively colors and they are made using the newest 3D innovative pattern technology, lean production philosophy, fusion of the antique and modern style. The company was founded in 2005 importing cement tiles. Our own production started in 2017 in Budapest.

Company website: www.iamart.hu

Industry: construction

Employee: 5

Founded: 2005

Contact name: Kristof Lengyel, Csaba Feherdi

Contact phone number: +36 70 559 2904

Contact e-mail: kristof.lengyel@iamart.hu,
csaba.feherdi@iamart.hu



BUSINESS MODEL



We run Make To Order (MTO) business model, we keep small stock.

- Direct sales via homepage – customers can compose their own tiles, select tiles from stock.
- Indirect sales via distributors – our product displays are placed in home design, tile stores.

CERTIFICATIONS/ AWARDS

- Certificate: EN13748-2, Terrazzo tiles for external use

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The 4mm thick colored surface of the cement tiles is made of marble, the back is 12mm concrete. Width, length: 200x200mm. Customers can select out of our 60 colors and numerous patterns, composing themselves their unique floor and wall tiles indoor and outdoor. Design possibilities are endless: fill up the pattern elements with different colors provide various tile appearance from traditional to extreme.



TARGET MARKETS

- Finland, Denmark, Sweden, Norway, Belgium, Netherland, Luxemburg

Partner we are looking for:

- Companies design interiors for hotels, restaurants, public buildings, homes.
- Real estate developers in the private and public sectors, developers in the monument protection sector.
- Home design retailers.

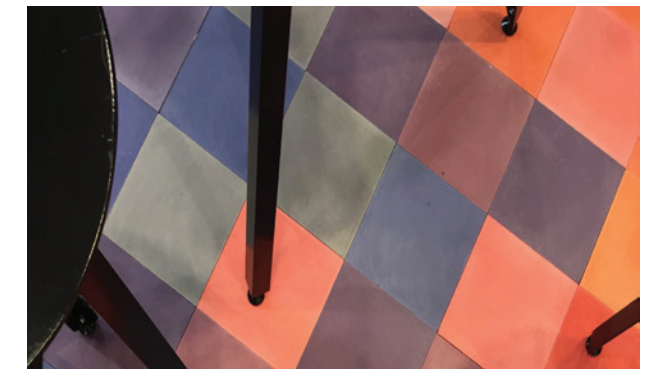
UNIQUE SELLING POINT, VALUES

Our key strengths are:

- Lively colors – The color pigments we use provide lively colors, which are a better fit for the expectations of the 21st century. Of course we can also produce pastel colors for customers favoring a more conservative outlook
- Tiles can be built for indoor and outdoor use – Our tiles are frost freeze, making them compatible for terraces. By impregnating the surface, tiles can also be used for bathroom and kitchen floor.
- Fit for EU outdoor certificate – Owning the full EU certificate (EN13748-2) tiles can be built into public buildings, they are slip and abrasion resistant.
- 3D innovative pattern technology - Customers can even design their own personal motives cheap and fast. It is enough to send a sketch or a photo and we take care of the rest.
- Flexibility and size - We are building up the largest capacity manufacture in Central Eastern Europe.

MAIN REFERENCES, KEY PARTNERS

- Loffice Budapest and private homes



METALUCON LLC.

Our company is a steel and aluminium producer and distributor. We manufacture different components of machines as well as technological, engineering and living containers. We are specialized in sheet forming, production of welded steel and aluminium structures.

Company website: www.metalucon.hu
Industry: construction (from steel and aluminium), construction material production
Employee: 30
Founded: 1993
Contact name: Maria Nagy Benko
Contact phone number: +36 20 9674619
Contact e-mail: metalucn@metalucn.hu



UNIQUE SELLING POINT, VALUES

- More than 30 years of manufacturing experience.
- High quality raw materials, classification.
- Offering complex services, flexibility and innovation.

CERTIFICATIONS/ AWARDS

- 3834-10 Certificate, FPC, ISO 1090-2

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Different variety of large components of machines.
- Technological and engineering containers, living containers, airport control containers, electrical equipment, brewing equipment, water purification, living containers, etc.
- Metal products: sheet forming, plate cutting, plate bending, different press activities, fibre cutting, welding methods, trapezoid sheet, Z and C form.
- Lightweight houses: renovator of hall, lightweight building, cold store, lightweight roofs.
- Turn-key hall solutions: barrel halls, arched roofs (preferably used in agricultural sector, and as store, barn).
- Aluminium football goal.
- Aurlins and wall frame supports.

TARGET MARKETS

We're looking for contractors, end-users and partners in the following countries:

- European countries; Germany, Austria, Slovakia, United Kingdom, Africa



MAIN REFERENCES, KEY PARTNERS

- Sweden - 500 m2 hotel floor construction from lightweight elements
- Syria - 10000 m2 aluminium trapezoidal cooling tower
- Germany - 100 pcs sheet metal louvers
- Serbia - trapezoidal plates
- Serbia - 600 watt capacity boilers for agricultural use

BUSINESS MODEL

Our company is looking for distributors for selling its metal products in the EU. Ideal partner companies have connections with waterworks, airports, which deals with control devices. The company is offering its manufacturing capacities for manufacturing or subcontracting agreements with EU companies who need industrial metal forms, sheet forming, machines or lightweight houses. The company undertakes to produce large components of different type of machines, some kind of structure with sheet forming.



MIXTURA LTD.

Mixtura Ltd. produces and trades with building materials. The company is located in the northern industrial zone of Veszprém, Hungary. This privately owned business has been successfully present on the market for 20 years as a producer of building materials, and as a professional representative of technical products.

Company website: www.mixtura.hu
Industry: Construction Industry
Employee: 20
Founded: 1994
Contact name: Tamás Krasznai
Contact phone number: +36/88/567-150
Contact e-mail: krasznai.tamas@mixtura.hu;
mixtura@mixtura.hu



UNIQUE SELLING POINT, VALUES



The following features characterize our products:

- Longevity
- Environmentally friendly
- Long lifetime, easy maintenance
- Stable, flexible
- Water permeable

CERTIFICATIONS/ AWARDS

Our company has always set the highest standards regarding the excellent quality of our products and work processes and this is also confirmed by ISO 9001 certification.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The wide product range consists of the following products:

- Facade/Plinth plasters
- Primers
- Exterior/Interior wall paints
- Insulation systems
- Industrial floor coverings
- Pervious roads and pavements
- Special additives (UV Protector, HC products).

TARGET MARKETS

We are looking for partners, agents, distributors and representatives in the following regions:

Balkan, Central & Eastern Europe, Middle East, Arab Countries, Africa.



MAIN REFERENCES, KEY PARTNERS

- BALATONFÜRED, KAGYLÓ PROMENADE
- BALATONFÜRED, SZÉCHENYI PROMENADE
- BUDAPEST, PARLIAMENT
- BUDAPEST,, OLYMPIC PARK
- BUDAPEST,, CHAIN BRIDGE PARK
- DEBRECEN, NAGYERDŐ WATER TOWER
- SZEGED, DUGONICS SQUARE
- SZOMBATHELY, UNIVERSITY CAMPUS
- SZÉKESFEHÉRVÁR, KORONÁS PARK
- SZEGED, TISZA PROMENADE

BUSINESS MODEL

Constant research and development activity and innovative potential ensures the continuous renewal of our products and the need to meet the requirements. Our competitiveness, thereby our firm market position is thus raised by the quality/price ratio, besides the required quality



WYW BLOCK PLC.

WYW BLOCK Plc. manufactures and distributes steel, lumber and light concrete construction kits mainly for CEMEXA and LÖGLEN construction systems. Also, we are looking to sell the exclusive rights to use the licenses and know-hows (planning, production and construction) of CEMEXA and LÖGLEN construction systems to deliver these innovative solutions to countries around the world.

Company website: www.wywblock.com;
Industry: Construction, Construction material production
Employee: 40
Founded: 2011
Contact name: Imre Péntzes
Contact phone number: +36 30 430 6670
Contact e-mail: marketing@wywblock.hu



UNIQUE SELLING POINT, VALUES

- Our main products and technologies are legally protected (e.g.: patent, industrial design protection, trademarks, copyright);
- Rapid construction due to special construction technology and greater construction unit size;
- Less work stages, construction and insulation in one step;
- We offer quality products and quality solutions for thermal bridge free construction (Thermo-bubble) for a better and healthier atmosphere;
- The production of our light concrete products does not require any sand.

CERTIFICATIONS/ AWARDS

- LÖGLEN: Construma Award 2010.
- European Technical Assessment for Metal frame building kit (LÖGLEN)
- National Technical Assessment for masonry units (CEMEXA)
- National Technical Assessment for dividing wall
- EC Certificate of Factory Production Control for Steel structures and Timber structures with punched metal plate fasteners

MAIN PRODUCTS, SERVICES OR SOLUTIONS

LÖGLEN construction system: combination of steel and/or lumber load-bearing structure and light concrete products. Delivers an all-around solution for construction of main walls, slabs, roofs, floors and dividing walls.

CEMEXA construction system: applies masonry units for main walls, panels for dividing walls. It includes other light concrete products as well for delivering an all-around solution for the construction of housing units, with a slightly different approach.

Our different light concrete products also deliver solutions for the insulation of existing buildings.

TARGET MARKETS

We are looking for contractors, construction companies and investors in the following countries:

- United Kingdom
- Republic of South Africa
- Nigeria
- Algeria
- Australia
- Indonesia
- Japan

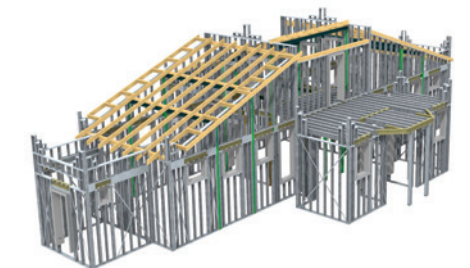
MAIN REFERENCES, KEY PARTNERS

- AUSTRIA – TRÖPOLACH, 242 M2 APARTMENT HOUSE, LÖGLEN, 2011.
- UNITED ARAB EMIRATES – ABU DHABI, 672.6 M2 VILLA, LÖGLEN, 2016.
- SWEDEN – FINSPANG. MELBY, 220 M2 HOUSING UNIT, LÖGLEN, 2016.
- HUNGARY – ÓBUDA-TESTVÉRHEGY LAKÓKERT – FRAME FILLING WITH MASONRY UNITS, INSULATION WITH LIGHT CONCRETE PRODUCTS, 72 APARTMENTS, CEMEXA, 2016-2017.
- SLOVAKIA – DUBRAVA, ZEHNA, 129 M2 HOUSING UNIT, CEMEXA, 2017.



BUSINESS MODEL

We aim to deliver a license based service to our clients. Through a series of negotiations we wish to introduce our construction technologies and the related licenses and know-how to our prospective investors. We seek investors who preferably have experience in contracting or building material production or the construction industry in general. We wish to transfer the technology to our prospective buyers through a training program.



ZALAKERÁMIA LTD.

Well known in generations the Zalakerámia Ltd. founded in 1951 is the only manufacturer of ceramic floor and wall tiles in Hungary. The company was always leading the technological improvements and shaped its portfolio according to customer taste and market trends. In 2005 the company was able to start its own export activity. Since then, Zalakerámia has been distributing ceramic tiles not just to Hungary but to the rest of Europe with success.

Company website: www.zalakeramia.hu
 Industry: ceramic floor and wall tiles
 Employee: 500
 Founded: 1951.
 Contact name: Zsófia Rakos
 Contact phone number: +36 20 468 9928
 Contact e-mail: zsafia.rakos@hu.lasselsberger.com



UNIQUE SELLING POINT, VALUES

- Traditional brand in the local market.
- Focus on customer experience
- New digital printing technology in both manufacturing units
- Able to produce unlimited variety of floor and wall tiles with a wide range of eye catching decorations.



CERTIFICATIONS/ AWARDS

- Business Superbrands 2008
- Business Superbrands 2009
- Business Superbrands 2010
- Construma Exhibition- The most beautiful exhibitor 2012
- Construma Exhibition- The most beautiful exhibitor 2017

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Production of ceramic floor and wall tiles are done in two factories. Both two facilities host the most recent technology and together they are able to produce nearly 10 million square meters annually.

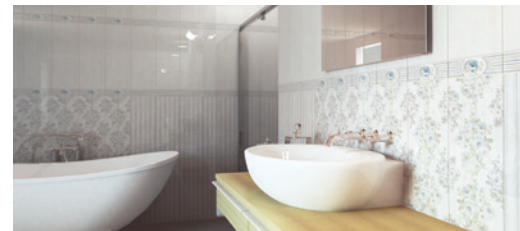
One factory is located in Romhány, Nógrád county, the other one is in Tófej, Zala county. The high capacity of the factories hand in hand with the continuous improvements made it possible for the Zalakerámia to become the market leader in Hungary with around 40 percent market share.



TARGET MARKETS

- Hungary
- Austria
- Slovakia
- Balkan region
- Latvia
- Lithuania

We are interested in finding traditional, DIY and wholesaler partners too.



MAIN REFERENCES, KEY PARTNERS

PARTNERS:

- DIY: OBI, PRAKTIKER, BAUHAUS
- TRADITIONAL PARTNERS- AROUND 600 SALE POINT.

KEY REFERENCES:

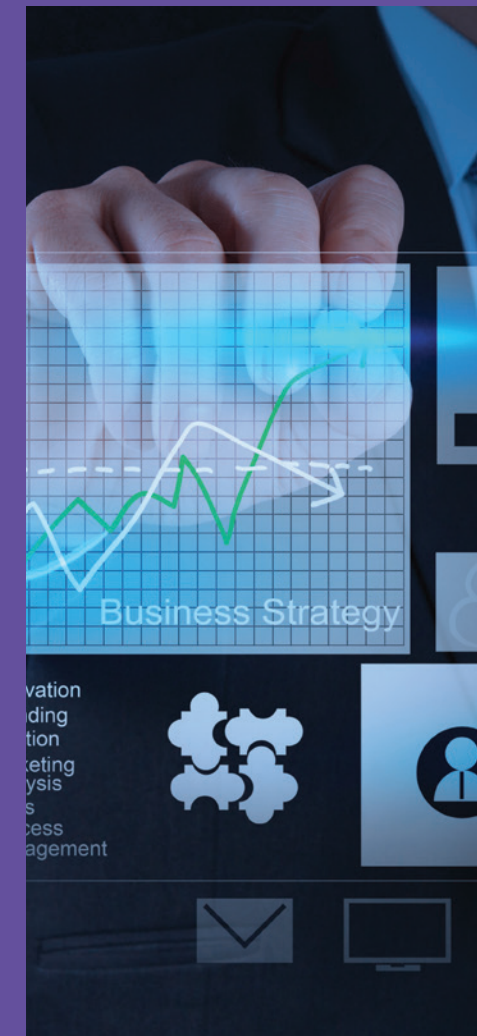
- DUNA ARENA (FINA WORLD CHAMPIONSHIP 2017)- 4000 m²
- TELEKOM HEADQUARTERS (2017-2018)- 7500 m²
- JÓSA ANDRÁS HOSPITAL- 13000 m²
- MOHÁCS SLAUGHTERHOUSE- 14000 m²

BUSINESS MODEL

Following the current path, Zalakerámia Ltd. will hopefully keep its market leader position - of course with continuously adapting to the changing trends, creative and high quality products and meeting the needs of customers with high quality service as well. In the future, we would wish to extend our network of partners to more countries. Our goal is to get more projects in Hungary and abroad



TECHNOLOGY



TECHNOLOGY

The environmentally conscious and sustainable planning and establishment of settlements are exceptionally important in the 21st century. The activities of the building industry are closely complemented by the technologies which are of key importance for the functioning of cities and which facilitate the satisfaction of increasing community demands greatly.

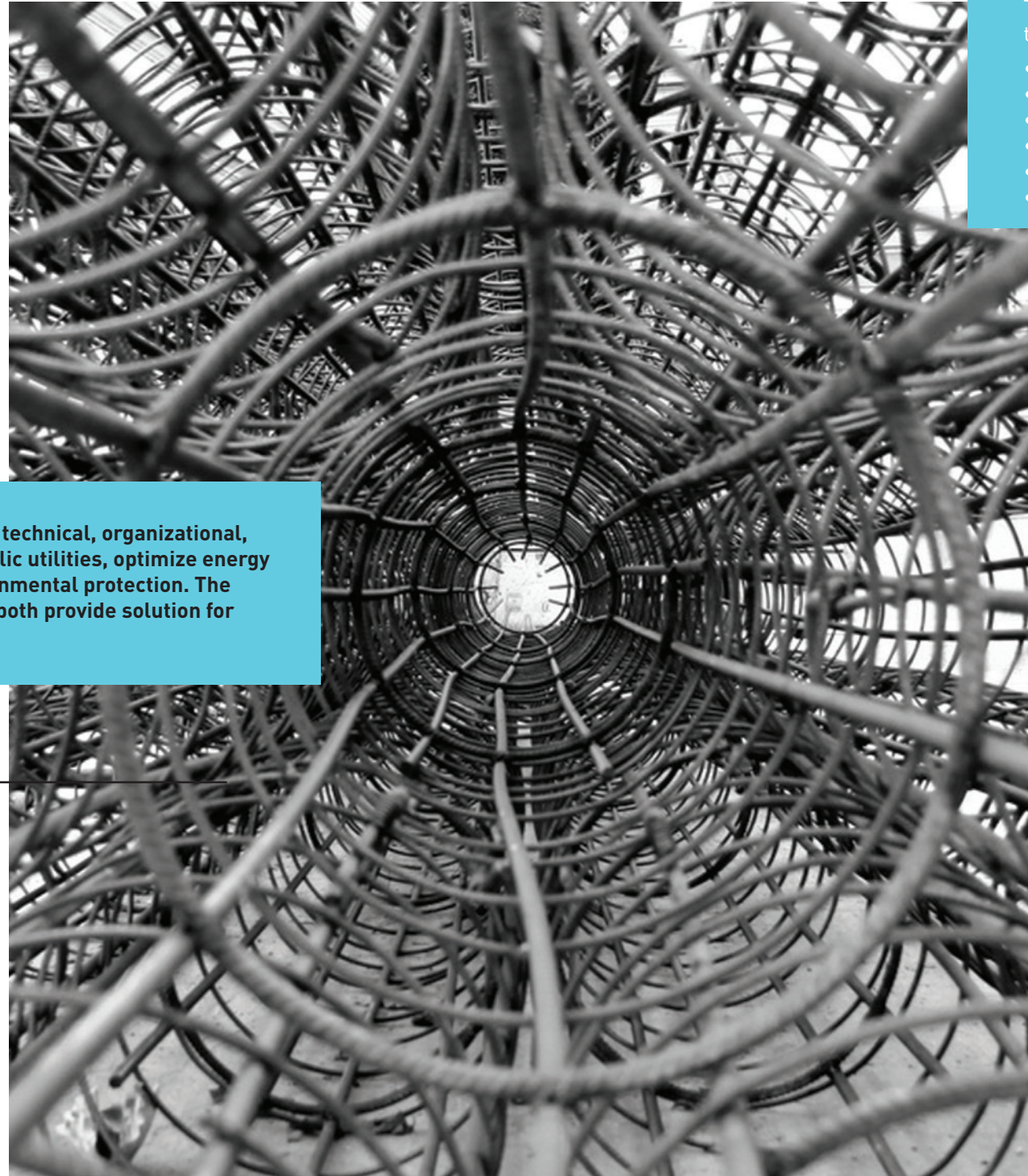
The Hungarian technology innovations concern all scientific, technical, organizational, financial and commercial activities which modernize the public utilities, optimize energy use, reduce the generation of waste and contribute to environmental protection. The new and progressive modern public utility technologies can both provide solution for household, municipal and industry operators alike.

INNOVATION OF WASTE-HEAT UTILIZATION

Wastewater is cheap as an energy source, since it is generated constantly in large cities and at large economic operators. The heat of wastewater - which so far has evaporated as waste from the sewer - can be utilized with the appropriate technology.

Our partner had developed a patent-protected innovative solution for the energetics utilization of the wastewater heat, which enables the cooling and heating of public buildings (hospitals, shopping centres, etc.) in a state-of-the-art, environmentally friendly and economic manner. The heat supply system of the Healthcare Centre of the Hungarian Defence Forces with an output of 3,8 MW, Budapest.

Technology service provider: Thermowatt Ltd.



The world-class technologies used by our partners in the building industry are the following:

- Traditional and innovative building industry technologies
- Prefabricated house technologies
- Passive houses
- Wastewater and water treatment
- Alternative and renewable energy production
- Nanotechnology

Drinking water and industrial water treatment

Our partner has been carrying out its activity in the fields of drinking water treatment, technological water treatment and industrial wastewater treatment for more than 25 years. Our partner provides environmentally friendly water supply and drinking water treatment solutions for municipalities, institutions, as well as for pharmaceutical, energy, food industry, light industry and agricultural companies. Technology service provider: Hidrofilt Ltd.



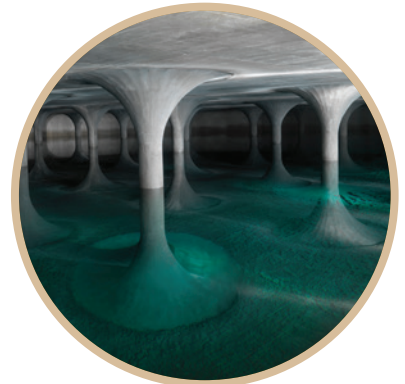
Wastewater treatment and renewable energy generation

Through the innovative technology of the company it can be ensured that in compliance with the international practice, the municipal wastewater treatment plants are built even in the direct vicinity of industrial wastewater treatment plants, together with the factories, production units. The harmonious, joint planning of wastewater treatment, sludge treatment and biogas production technologies results in significantly more economic environmental protection systems and greater environmental gain. Technology service provider: Inwatech Ltd.



Complete water treatment and service

Having a nearly 150-year history, relying on its world-class technological background, the largest water services provider of Hungary - in addition to drinking water production, network operation and drinking water treatment - also provides sewage and wastewater disposal, as well as wastewater treatment services to its consumers. The company established in 1868 supplies healthy drinking water and sanitation services to 2 million people in Budapest and the agglomeration of the capital. Technology service provider: Budapest Waterworks Plc.



BUDAPEST WATERWORKS PLC.

Budapest Waterworks supplies 2 million people with healthy potable water or sanitation services in Budapest and its conurbation area. Moreover, it operates the Budapest Central Wastewater Treatment Plant, with state-of-the-art, environmentally-friendly solutions. We believe that the best solutions are always tailored to the particular situation.



Company website: www.vizmuvek.hu/en
 Industry: Urban potable water and waste water service supply
 Employee: 1750
 Founded: 1868
 Contact name: Tamas Bencze
 Contact phone number: +36 1 465 2428
 Contact e-mail: tamas.bencze@vizmuvek.hu



UNIQUE SELLING POINT, VALUES

- Budapest Waterworks has extensive experience in 24/7 potable water supply and waste water services, enabling us to provide the “operator’s edge” in our projects.
- We have almost 150 years of experience.
- We are system integrators, so we are not committed to any supplier or producer, making it possible for us to recommend the most suitable solution without hidden constraints.
- We believe in tailor-made solutions thus providing our clients with solutions best fitting their unique conditions.

CERTIFICATIONS/ AWARDS

- ISO 9001:2015
- ISO 22000:2005
- ISO 14001:2015

Awards:

- Member of the Leading Water Utilities of the World Network 2017

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Having undergone major transformations developing into an internationally recognized company operating water and sewage systems, we are ready to share our experience in restructuring operations; integration and development of cutting-edge technologies; in reorganization and process management, customer service processes and non-revenue water management.

Beside complete EPC projects, we provide O&M expertise and consultancy to infrastructure development and construction works. Our mobile water purification systems are usable both for shorter periods – in the event of a service failure or natural disaster – and for longer periods – providing smaller settlements with safe drinking water.

TARGET MARKETS

Our target markets include:

- South-East Europe
- Latin America
- Russia and Central Asia
- South Asia
- South-East Asia

BUSINESS MODEL

Budapest Waterworks provides services abroad on project basis. We are open for various cooperation forms.



MAIN REFERENCES, KEY PARTNERS

- Indonesia – Construction of water treatment units (with a capacity of 72 m³/h or 144 m³/h) in 34 locations.
- Sri Lanka – Rehabilitation and expansion of two water treatment plants supplying the capital city with potable water. Kalatuwawa plant was extended from 71,000 m³/d to 90,000; whereas Labugama plant from 40,000 m³/d to 60,000 m³/d.
- Albania – Technical assessment of the Tirana Water Supply and Sewerage Utility (UKT) evaluating the sewage and drinking water network and treatment plant, formulation of development proposals to improve the technical quality of service.
- IAWD – World Bank – Elaboration of business and long term development plans for water utility companies in the West-Balkans focusing on customer services, revenue collection and reduction of non-revenue water.
- Azerbaijan – Introduction of an electronic workforce management system, design and technical supervision of two potable water reservoirs, preparation of the ten-year IT strategy of the state owned water utility company, AZERSU.

GREMOUND HUNGARY LTD.

The company's main activity is Research and Development. Gremound Hungary Ltd. is the 100% owner of a unique construction technology. Our business model is based on a joint venture, run by Gremound and the foreign partner, where we can continuously provide the necessary product development and the technological stability.

Company website: www.gremound.com
Industry: construction/technology transfer
Employee: 2
Founded: 2013
Contact name: Mr. Miklós Kopka
Contact phone number: +36 30 540 5106
Contact e-mail: miklos.kopka@gremound.com



UNIQUE SELLING POINT, VALUES

Main features of Gremound System are:

- utilization of locally available materials
- fast construction, huge output volume
- mass employment and training of local workforce

CERTIFICATIONS/ AWARDS

- Gremound and its strategic machinery supplier partner Grenzebach BSH (Germany) participated with a common stand at the „GLOBAL GYPSUM 2014” Conference in Berlin. The new technology received Silver Medal in “The Most Innovative Technology” category.



MAIN PRODUCTS, SERVICES OR SOLUTIONS

This technology brings the possibility of a previously unknown diversity of building shapes. This is explained by the reason that instead of producing ossatures the production process is aimed at creating the casting mould of monolithic reinforced concrete.

Through its flexibility (any optional size of inner space, the visibility or lack of visibility of the modules' „ribbing”, the diversity of their thickness etc.) Gremound can be the most suitable and economically efficient solution in any building process.

TARGET MARKETS

India, Iraq, Morocco, Algeria, RSA, KSA, Ghana.

We are looking for a financially strong investor who can finance the technology transfer and the investment for the implementation of the technology. Gremound is ready to create a joint venture with this local partner.

BUSINESS MODEL

Gremound's business model is based on a joint venture, run by Gremound and the foreign partner, where we can continuously provide the necessary product development and the technological stability.



MAIN REFERENCES, KEY PARTNERS

Implementation of the Gremound construction technology in India within the framework of the Prime Minister's scheme “Housing for all by 2022”. (In progress)

Key partners:

- National Building Construction Corporation (India) Limited – INDIA
- KKSpun India Limited – India

Political Support of the Technology by the Government of Hungary

The technology was mentioned in several Final Protocols of Joint Economic Commissions (JEC).

- Hungarian-Egyptian JEC
- Hungarian-Algerian JEC
- Hungarian-Moroccan JEC
- Hungarian-Tunisian JEC
- Hungarian-South African JEC
- Hungarian-Indian JEC

ISOTEQ HUNGARY LTD.

IsoteQ Hungary Ltd is specialized in producing polystyrene based building block. ISOTEQ® became a synonym to dynamic development in its sector due to the rapid development of this purely Hungarian owned business. From its initial start in 2004, the company took merely 7 years to develop its internationally recognized brand. From its initial start in 2004, the company took merely 7 years to develop its internationally recognized brand.

Company website: www.isoteq.eu

Industry: Construction industry

Employee: 36

Founded: 2004

Contact name: Rudolf Gáspár, Marketing Director

Contact phone number: +36 30 664 4981

Contact e-mail: isoteq@isoteq.hu



UNIQUE SELLING POINT, VALUES

- Effective energy consumption
- Loadability and security
- Pleasant microclimate
- Environmentally friendly usage

ISOTEQ[®]
GROUP

CERTIFICATIONS/ AWARDS

- The IsoteQ® element family has all the licenses that are required for the distribution and installation across Europe as follows:
- ETA (European Technical Approval),
- CE-Marking,
- Passive House Suitable Component Certification made by the German Passive House Institute
- Our technology and brand names are protected by Hungarian- and international trademark and patent.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The IsoteQ® building elements belong to a large family of the so-called ICF (Insulating Concrete Forms) construction materials. This technology is based on a revolutionary idea: let's combine the ancient building material (concrete) and the latest best (NEOPOR® thermal insulation), and create a stronger building structure with far better thermal insulation than any traditional solution.

The common feature of these construction material families is that the precise thermal-modules can be connected without mortar, with the help of the Lego-like junctions. These systems have in common that their development is determined by the energy saving and the rapid - even own - feasibility.

TARGET MARKETS

European Union: end-users, distributors, designers and constructors, investors
Any other further countries: production license partners

BUSINESS MODEL

Direct sale
Partner network
License partnership for production and -sale



MAIN REFERENCES, KEY PARTNERS

- 29-apartment condominium, Tartu, Finland, 2014
- Residential park, Corsica, France, 2011
- 4-storied apartment house, Bratislava, Slovakia, 2013
- 5-storied apartment house, Oradea, Romania, 2010
- Passive family house in Slovenia, 2015

KORAX GÉPGYÁR LTD

Since its establishment, Korax Gépgyár Ltd. achieved a market-leader position in the field of special machine fabrication. In 2006, the corporation started to produce photovoltaic modules as Korax Solar, focusing on mono- and polycrystalline module manufacturing with an annual capacity of 18 MW.

Company website: www.koraxsolar.com, www.korax.hu
Industry: Photovoltaic industry, machine industry, food industry
Employee: 120
Founded: 1986
Contact name: Edgar Oprea
Contact phone number: +3620-364-2440
Contact e-mail: oprea.edgar@koraxsolar.com



UNIQUE SELLING POINT, VALUES



- High quality European products
 - high efficiency PV modules
 - 4 step quality control process
 - 25 years output power warranty
- Custom PV modules
 - flexible solutions, custom sizes, transparent modules, special structures for harsh conditions
- Complete solutions
 - system design, electrical design
 - installation of complete systems
 - implementation of turnkey projects
 - complete administration of network connection
 - after-sales service

CERTIFICATIONS/ AWARDS

- The most innovative development project in the region 2004
- Project of the year 2006
- Shell Eco-Marathon Europe prize 2009
- Budapest Bank business partner prize 2010
- Superbrands prize

MAIN PRODUCTS, SERVICES OR SOLUTIONS

High quality photovoltaic module manufacturing; mono- and polycrystalline PV modules; food industry; technological planning, manufacturing and installation for the meat industry; material moving equipments (e.g. roller lines, conveyor systems, lifters); developing and manufacturing of special, unique devices; various machine industrial wageworks made of stainless/black steel.

TARGET MARKETS

Investors, distributors and companies from food industry, machine industry, car industry, state institutions

BUSINESS MODEL

Project and service based business model with manufacturer warranty, often with different national and international financial institutions involved



MAIN REFERENCES, KEY PARTNERS

- Spain-Barcelona, 150 kWp PV system on tracking structure, 2008
- Hungary-Budapest, 100 kWp PV system on the flat roof of Tesco Megapark, 2009
- France-Lyon, 130 kWp PV system on the flat roof of an autonomous house, 2010
- Republic of Moldova-Chisinau, Cattle slaughterhouse, 2009
- Laos-Vientiane, Governmental porc and cattle slaughterhouse, 2010

REDO WATER SYSTEMS LTD.

REDO Water Systems develops, manufactures and distributes water disinfecting systems. The factory in Hungary is located in Szikszó. The company operates internationally, REDO-units are successfully working in 32 countries.

Company website: www.redowater.com
Industry: Water disinfection
Employee: 91
Founded: 2002
Contact name: Noémi Nagy
Contact phone number: +36 70 333 18 52
Contact e-mail: noemi.nagy@redowater.com



UNIQUE SELLING POINT, VALUES

- Water disinfection process without additional chemicals. For the disinfection of 1.000 liter water, only 10 grams of common salt and 16 Watts of electricity is required.



CERTIFICATIONS/ AWARDS

- Gold medal of the German Government for the most innovating achievement of the year (2004)

MAIN PRODUCTS, SERVICES OR SOLUTIONS

REDO units use a refined form of electrolysis to produce a disinfectant that sterilizes water quickly and long term, without the need of additives such as chlorine or chlorine gas. REDO method offers a number of advantages:

- Effective – the disinfecting performance is extensive and has a lasting effect
- Eco-friendly – REDO operates exclusively with salt and electricity
- Economical – The operating costs are very low, compared with the investment costs for other methods.

TARGET MARKETS

Target countries are:

- Romania
- Serbia
- Russia
- Croatia
- Slovakia

We are looking for end-customers as well as cooperation partners.

BUSINESS MODEL

REDO-units are central manufactured in Hungary and sold directly or via distributors in the target countries.



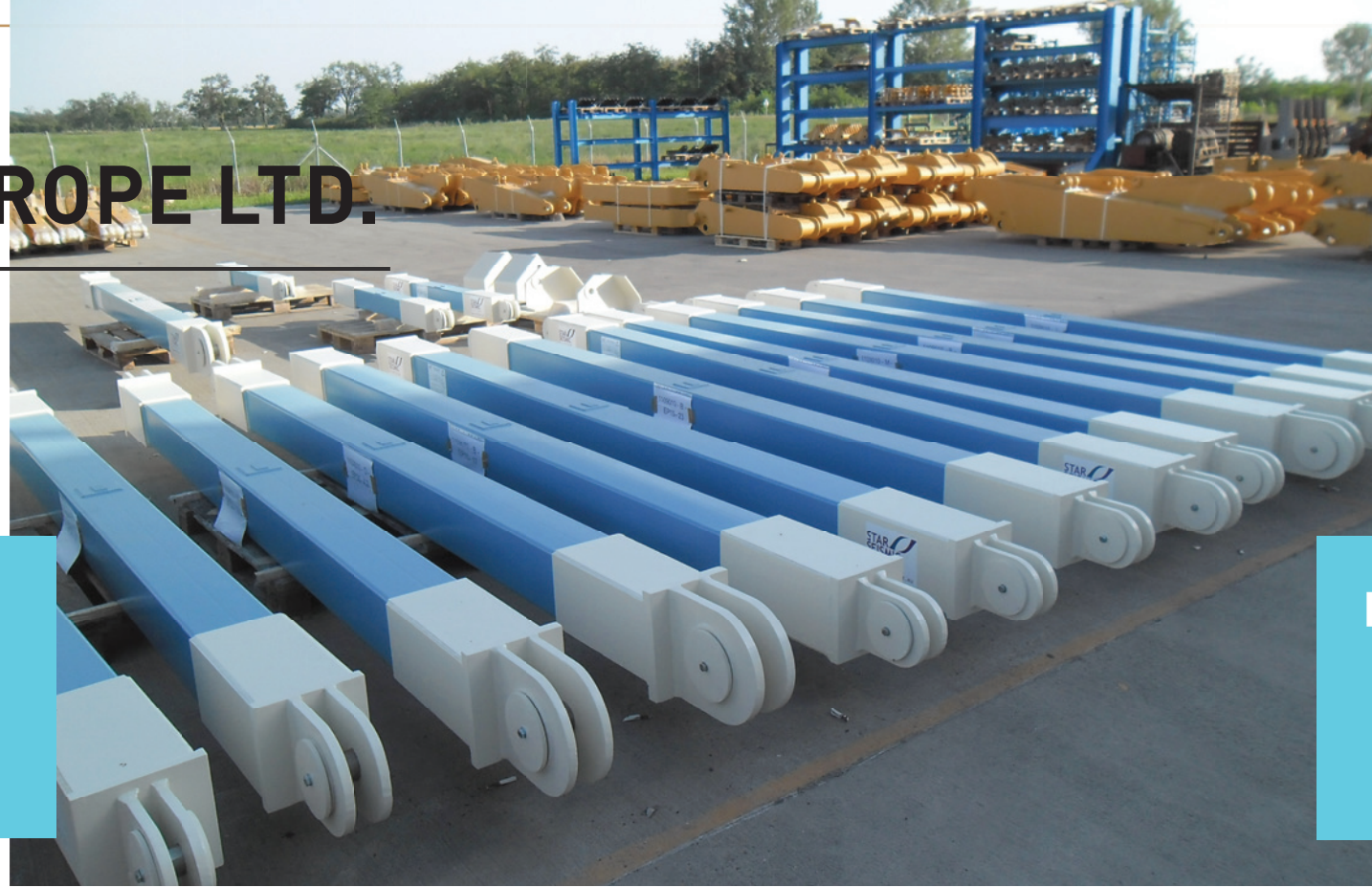
MAIN REFERENCES, KEY PARTNERS

- REDO-units are successfully operating in 32 countries over the globe. The main areas are:
- Municipal water treatment (Germany, Hungary, Ukraine, Egypt, Syria Iran, Oman, Nigeria)
- Hospitals, hotels, office-buildings (Germany, Hungary, Czech Republic, Ukraine, Malaysia, Indonesia)
- Public and private swimming pools (Germany, Hungary, Czech Republic, Ukraine, Malaysia)
- Agriculture (Germany, Hungary, Czech Republic, Malaysia, Indonesia, Philippines)
- Food and Beverage (Hungary)
- Aviation (Germany, USA)

STAR SEISMIC EUROPE LTD.

Star Seismic Europe Ltd. (SSE) was established in 2009 to bring the new cutting edge seismic protection and energy dissipation technology, called the Star Seismic Buckling Restrained Braces (BRB) onto the market of 52 countries under license agreement with Star Seismic LLC, Utah, USA.

Company website: www.starseismic.eu
Industry: Construction, Earthquake Engineering
Employee: 6
Founded: 2009
Contact name: György Koller
Contact phone number: +36 30 737 4814
Contact e-mail: gkoller@starseismic.eu



UNIQUE SELLING POINT, VALUES

- BRBs offer clear advantages over conventional technologies.
- BRB contributes to increased seismic safety by its high energy dissipation efficiency at extreme reliability.
- simplifies structural design and on site implementation
- allows to reduce size of structural elements (beams, columns, foundation) and thus costs of construction.
- keeps the damage of the building under control and makes the after quake repair simpler.



MAIN REFERENCES / KEY PARTNERS

- Istanbul Technical University Technopark, Turkey, 48 pcs 350-1000kN
- Rönesans Tower Istanbul, Turkey, 4 pcs 6500kN
- Intel Israel's plant, Kiryat Gat, Israel, 6 pcs 800kN
- COGEN Plant, EVN TEZ, Plovdiv, Bulgaria, 6 pcs 200kN

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Star Seismic is a pioneer in the engineering and design of buckling restrained braces (BRBs). In hundreds of projects worldwide, including multiple references in Turkey, Romania and Bulgaria, Star Seismic BRBs deliver improved seismic response to concrete, steel and masonry structures.
- Our technology can be applied to steel, reinforced concrete and mixed environment. Moreover, it can be used for new and retrofit projects, from hall and hangar type to high raises or non-building type industrial structures.
- We also offer conceptual design, earthquake engineering, application design services.

TARGET MARKETS

Greater Central Asia, Europe, North Africa, Gulf

Our key partners are structural engineering offices, architects and developers.

BUSINESS MODEL

We deliver tailored solutions and optimized units for individual projects. We talk to and work together directly with the responsible structural engineers of the projects. We provide the necessary consulting, modeling services for optimized planning.



LAKICS GÉPGYÁRTÓ LTD.

The company is the manufacturer of complex welded and precisely machined heavy steel constructions for the traditional and renewable energy sector. Lakics Gépgyártó Ltd is developing and selling its own 30kW and 50kW Wind Power Generators. In the last 30 years, our company has become a well-known and appreciated supplier for the biggest members of this industry like Siemens, General Electric, Vestas and ABB.

Company website: www.windtheway.hu
Industry: Renewable Energy
Employee: 15
Founded: 2012
Contact name: András Farkas
Contact phone number: +36 30 327 3648
Contact e-mail: andras.farkas@windtheway.hu

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The main products of this project are WTW.30 and WTW.50, which are our 30kW and 50kW Wind Power Generators.

Our high quality and precise machines that are representing the outstanding technical quality of our company, have been developed in cooperation with the Technology University of Budapest and the Pannon University of Veszprém.

TARGET MARKETS

Our long-term goal is to sell our product on the global market.

BUSINESS MODEL

Due to the innovative technological background and the uniqueness of our products, our business model is based on customized solutions. We are open to build and install our machines from Hungary, or through a customized technological transfer to specific areas from Africa to Argentina.



UNIQUE SELLING POINT, VALUES

- Safe, efficient and economical operations
- State of the art technological solutions
- High return on investment
- Easier and more economical installation opportunities, even through technological transfer
- Remote monitoring and control system

CERTIFICATIONS/ AWARDS

- ISO 9001
- DIN EN ISO 3834 - 2
- DIN EN 15085 – 2 CL1
- EN 1090 – 2 EXC3



THERMOWATT LTD.

Thermowatt Ltd. was established specifically for energy utilization of wastewater-heat. The main field of activities – within the renewable energy utilization and energy efficiency industry – is making use of communal wastewater and thermal water for heating and cooling large buildings with the energy generated by heat-pumps in a modern, environmental friendly and economical way.

Company website: www.thermowatt-global.com
Industry: building heating and cooling; green energy
Employee: 4
Founded: 2007
Contact name: Dora Furesz
Contact phone number: +36 30 730 6630
Contact e-mail: furesz.dora@thermowatt.hu



UNIQUE SELLING POINT, VALUES



- No size limit: its potentially multi megawatt scale is limited only by the volume of available wastewater streams
- The same system construction can be used in both cooling and heating mode – even simultaneously!
- High energy efficiency – great savings on energy
- Zero water consumption (unlike cooling towers)
- City centre installation is possible, due to its compact size and flexible implementation process valuable building and open-air spaces can be spared
- Easily accessible and maintainable
- There is no CO2 or other greenhouse gas (GHG) emission on the spot (zero emission)

CERTIFICATIONS/ AWARDS

- International Innovation Award winner technology:
- Aqualia Award for Innovation 2013, WEX Global – Water Energy Exchange
- Water&Energy Award 2014, WEX Global – Water Energy Exchange
- First Place Innovator in the Water for Real Estate Sector at the Innovate@IWS 2015 in Abu Dhabi
- The “Method and Circuit Arrangement for Recovering Heat from Wastewater” has been under patent protection since 2010 – apart from being granted a Hungarian Patent it has already received the Ukrainian and Russian patent and further international patenting processes are ongoing in the EU.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The technology allows utilization of the energy extracted from communal wastewater for the purposes of energy efficiently cooling and/or heating large buildings. Thermowatt provides design, implementation as well as operation services.

The main point of the Thermowatt Technology is to take out wastewater from the sewer line, direct it to a heat exchanger in a mechanically filtered form and then lead it back to the sewer line along with the separated solid particles. The heat energy recovered by heat exchangers is transferred into utility heating or cooling via water/water heat pumps.

TARGET MARKETS

- Europe – France, UK, Austria
- Southeast-Asia – Vietnam, Malaysia, Thailand, Singapore
- Middle-East – Kuwait, U.A.E.
- Canada
- Balkans – Bulgaria, Albania
- Turkey
- Middle- and South-America – Mexico, Brazil
- Russia, Ukraine

MAIN REFERENCES, KEY PARTNERS

- MOM Cultural Centre, Budapest, Hungary (8,600 m2, system capacity: 1 MW, operating since April 2011)
- Budapest Sewage Works headquarter, Budapest, Hungary (offices & warehouse spaces – 9,000 m2, system capacity: 1 MW, operating since November 2012)
- Medical Centre of Hungarian Defence Forces, Budapest, Hungary (40,000 m2 – 600 bed, system capacity: 3.8 MW, operating since July 2014)
- University of Szeged – JATIK Building, Szeged, Hungary (25,000 m2, system capacity: 1.4 MW, operating since September 2015)
- Units of St. Stephan Sq., District 4, Budapest, Hungary (buildings supplied: new market buildings, Mayor’s office, Government offices, system capacity: 1.7 MW, operating since: September 2017)

BUSINESS MODEL

Three main business models (project bases):

1. Investor is the building owner or operator, Thermowatt and local partner provides designs, construction and long term operation services
2. Investor is Thermowatt with local partner – ESCO structure: ownership, operation is ESCO’s, end user billed for heating/cooling energy
3. Licencing – special consideration, especially applicable in Russia, Ukraine

CONSTRUCTION



CONSTRUCTION

During the last ten years, the building industry has been on a new development course in Hungary. Our country has been the successful host of multiple international events, and the construction of sports and cultural facilities had a key role in the realization of these projects. The construction of modern office buildings, business districts and industrial parks has gained new momentum.

A significant number of residential community, infrastructural and transportation development projects have been realized in order to serve the increasing demands of urbanization.

This boom brought about new solutions, technologies in the field of civil engineering and architectural engineering, and innovations occurred in the field of building engineering as well. A great number of start-ups, SMEs have appeared in the fields of interior design, park and garden construction, as well as the construction of leisure centres.

CORVIN PROMENADE PROJECT

The Corvin Promenade Project is the largest urban rehabilitation programme of Central Europe, which has won numerous reputable international awards: FIABCI, International Property Awards, CIJ Award, Urban Land Institute Awards. In the framework of the project, more than 600 new apartments, 19,000 sqm of office space, 60,000 sqm of retail units, a fitness centre, numerous restaurants and entertainment centres, as well as nearly 1,200 parking spaces had been built in one of the central areas of the capital. The Corvin Promenade project had been realized with the cooperation of more than 30 Hungarian architecture design firms.



Our partners provide competitive products/services in the following fields of construction:

- Civil engineering
- Architectural engineering
- Infrastructure
- Urban landscaping
- Building engineering
- Interior design

Bridge construction

The 1,862 meters long Megyeri Bridge, which had been opened in 2008, is the symbol of the modernisation of the country. The second longest bridge of the country relieves the capital from transit traffic, and allows pedestrians and bikers to get to the other side of the river easier from the settlements of the Danube River situated north of the capital.

Contractor: CÉH Group

Rehabilitation of cultural architectural assets

The renaissance revival Várkert Bazár (Palace Garden Bazaar), which was built between 1875 and 1883 based on the designs of Miklós Ybl, is part of the World Heritage. The building suffered severe damage during World War II, therefore in 2011, the complete reconstruction of the Várkert Bazár had been started. In course of the implementation of the project, a building complex of 8,988 square metres had been renovated, and together with the underground parking lot, 17,222 square metres of new area had been added, while 8,734 square metres of garden and courtyard had been established.

Construction of sports centres

The Groupama Arena investment stands out among the Hungarian stadium developments. The 23,704-seat, multifunctional and elegant complex includes a museum, café, as well as a restaurant. In addition to the organization of sporting events, the complex also houses cultural and business events regularly. In 2015, in the "TheStadiumBusinessAwards" the Groupama Arena won the award for the world's best new venue.

Contractor: Market Építő Ltd.



ADEGY LTD.

Greenwall.pro provides an innovative and high-end solution for the long-term and reliable green coverage of vertical surfaces that is fundamentally different in logic from those dominating the market.

Company website: www.greenwall.pro/en
Industry: Building Industry
Employee: 3
Founded: 2000
Contact name: Ferenc Szentkirályi-Tóth
Contact phone number: +36 20 354 5843
Contact e-mail: info@greenwall.pro



greenwall.pro

UNIQUE SELLING POINT, VALUES

- it has a building life span
- fully recyclable/reusable
- provides instant plant coverage
- fully fireproof
- it can simply be fully automated (easy, cost effective and safe maintenance)

CERTIFICATIONS/ AWARDS

- Outdoor greenwall of the year 2014
- Greenovation award 2015

MAIN PRODUCTS, SERVICES OR SOLUTIONS

The arising social tensions from dense urban living create a strong public desire, a need for green facades. The creation of technological solutions improves plant performance and their durability within a system, to an acceptable level. Our green facade system, which is already performing successfully in the market was developed with this in mind. When complemented by intelligent monitoring and remote control functions, it can also provide an automated solution to the challenge, thus, opening the way for wide-ranging applications as occurred 1-2 decades ago for green roofs.



TARGET MARKETS

- architects, city architects as concept planners
- advisers
- opinion-shapers
- real estate developers and local authorities as decision makers
- private or institutional property owners/tenants
- residents as end-users

MAIN REFERENCES, KEY PARTNERS

- MOL fuel station, Leányfalu, Hungary,
- "Sorsok Háza" Exhibition Center, Budapest, Hungary,
- EAK Eagle Office building entrance hall, Maglód, Hungary,
- ERSTE Bank office, Budapest, Hungary,
- "Van Gogh Wall", Helvoirt, the Netherlands

BUSINESS MODEL

Main:

- system sales,
- wall construction to completion,
- maintenance and operation

Secondary:

- planning,
- sales of control systems,
- remote monitoring service,
- know-how/licence sales,
- audit, consultation, training

A-HID PLC.

We always insist on organized, precise and excellent quality in construction. Following our traditions, we continuously develop our techniques and technologies. Our committed experts are constantly looking for and applying the innovative solutions of the 21st century. Our objective is to take part in infrastructural development projects as one of the key players of the civil engineering industry, both in Hungary and abroad.

Company website: www.ahid.hu
Industry: building industry
Employee: 182
Founded: 2008
Contact name: Gábor Galgóczy
Contact phone number: +36 1 465 2241
Contact e-mail: gabor.galgoczy@hid.hu



UNIQUE SELLING POINT, VALUES

- We offer reliable, quality work based on our traditions and up-to-date professional knowledge.
- We use modern technologies and completely meet national and European provisions.
- We are committed followers of sustainable development; we put emphasis on environment protection, in addition taking a social role is extremely important for us.
- The outstanding professional level of our employees is the key to the safety of our business partners.

CERTIFICATIONS/ AWARDS

- Building Construction Award of Excellence 2014
- XX. Hungarian Innovation Prize 2011
- Award of Excellence – Steel structure of the year 2012

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- bridge construction and reconstruction, overpass construction
- motorway construction
- railway construction
- underground construction
- hydraulic engineering
- sewer and wastewater treatment plant construction
- environment protection works
- construction of military facilities
- designing

In addition, we have taken part nationwide in different building construction projects as well. We have constructed office building, market hall, swimming pool, spa and resort hotel, school, bus terminal and block of flats as well.

TARGET MARKETS

- Middle East
- Eastern- and Southern Europe
- Slovakia, Czech Republic
- Far East



MAIN REFERENCES, KEY PARTNERS

- SK Nyitra-Garamnémeti-Besztercebánya R1 motorway, bridge construction / 1180 m length / 2010-2012
- CZ Reconstruction of Usti nad Labem (Strekov) – Delcin railway line / 5 railway bridges, 2 decks, 5 crossings / 2015 – 2016
- HR Ploce Port / reconstruction of the jetty No.5 / 1998 – 2000
- HU Kőröshegy viaduct / Designing and construction works of M7 Motorway, Kőröshegy prestressed concrete viaduct of 1872 m / 2004 – 2007
- Budapest Central WWTP / Designing and construction of a 900 000m³/d WWTP and related facilities / 2006 – 2009

BUSINESS MODEL

Preferred cooperation forms: general contractor or joint venture.



HUN-THERM CONSULTING LTD.

Our company is specialized in then production and retail of plastic frame doors and windows and other related products, as well as offering services in the above mentioned field. We combine internationally acquired knowledge and experience with domestic Hungarian traditions during our manufacturing process.

Company website: www.huntherm.hu
Industry: PCV Window Manufacturing
Employee: 50
Founded: 2013
Contact name: Mr. Attila Ronai
Contact phone number: +36 46 503 670
Contact e-mail: ronai.attila@huntherm.hu



UNIQUE SELLING POINT, VALUES

Our show rooms, which can be found in 4 cities, mean the personal connection with our residential customers.
Our country-wide reseller network guarantees the safety and contact for each customer in his or her region for a certain job, even if it's just one door or window.
Our partners have spent a long time doing business reliably in their regions.
We always try to be more and more flexible. That is the reason, why we have an own foil-wrapping machine, to be more efficient in our colour window productions.
Certainly, we can make the compass rounded, and different shaped window in our factory.
Therefore we aim to reach every customer with our products.

CERTIFICATIONS/ AWARDS

- ISO 9001
- ISO 14001
- OHSAS 18001
- CE
- EMI Certificated Company (Hungarian Certificate)

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Our manufacturing technology - from the computer program controlling the whole manufacturing process to our automatic machines - takes place in a Barcode system. This excludes the errors originating from incorrect sizes or fitting.

Our PVC profile system is provided by the renowned German Salamander company. Our selection includes 5 or 6 air locks design, a traditional AD system, and a factory-made MD with water gate with the installation depths of 73mm, 82mm, and 92mm.

The hinges are also supplied by our German partner.

In our windows the reliable Siegenia-Aubi system provides the appropriate closing.

TARGET MARKETS

Austria, Germany, Belgium, Ukraine, Russia.
We can get in contact as a producer-distributor or dealer. The other way, if some has a good idea with manpower in their region we can work with a new showroom, or export market exclusivity for their region.



MEZEI-VILL LTD.

Mezei-Vill Ltd. is a producer of energy efficient lighting. It was established in Berettyóújfalu in 2000 developing from a previous private enterprise managed by the current leadership.

Company website: www.mezeivill.hu
Industry: Electrical industry
Employee: 82 pers.
Founded: 2000.
Contact name: József Mezei
Contact phone number: +36 30 958 7416
Contact e-mail: mezeijo@externet.hu

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Mezei-Vill Ltd. has decided to develop an energy-efficient type of lighting device under the so-called STRIKE product line based on LED technology. The product has all the necessary quality permits – TÜV, ENEC, permits for electricity supply – which allow it to be used for public lighting and lighting of open spaces.

The lighting fixtures are capable of 40-70% energy saving at higher flux (lumen). First in the range of products to be manufactured and sold was the STRIKE product line of public lighting fixtures. Additionally, the Barracuda, Velum, Hood, Shark, Star, Triangle and Solar product lines were developed.

TARGET MARKETS

As a general contractor we contract to carry out the street lighting modernization of municipalities – from planning through manufacturing to operating. In Central Europe, we have managed to make developments in more than sixty settlements, mainly in ESCO financing model. The construction is called ESCO financing, within the frameworks of which the construction company pre-finances the complete project and its costs are paid back from the energy savings arising with municipalities as a result of the modernization.



MAIN REFERENCES, KEY PARTNERS

We have modernized the public lighting of numerous Croatian (Tinjan, Bale, Vižinada, etc.), Romanian (Cermei, Sofronea, Capalnita, etc.) and Hungarian (Salgótarján, Cigánd, Sajólád, etc.) settlements.



UNIQUE SELLING POINT, VALUES

The company has been installing medium- and low voltage equipment, power transmission systems and transformer stations. Modernizing the street lighting system of settlements as well as carrying out their inspection regarding safety against electric shock, fire and lightning, their standardization inspection and photometric revision. In the past few years, the company has focused on the development and production of LED technology street lighting luminaires.

CERTIFICATIONS/ AWARDS

- ISO 9001 quality assurance system
- ISO 14001 environment management system
- BS OHSAS 18001 occupational health and safety management systems.
- The certification of luminaires is carried out in laboratories accredited by TÜV.
- The STRIKE luminaires as well as the manufacturing process have been certified by ENEC.

BUSINESS MODEL

In line with the world's energy source shifting process towards renewable energy sources, another long-term objective of the management is to actively participate and get involved in the energy-efficient sector of the lighting industry. A basic objective related to manufacturing is to increase the number of new orders as well as to penetrate the market in the field of LED lighting. In addition to this, it is important to increase the market presence of our range of products in foreign countries and then to become international.



PRENOR NURSERY LTD.

Prenor Nursery Ltd. is one of the most significant production and commercial nurseries in Hungary, working with the largest production area of the country. It was established in 1949 on an area, where nursery plants were produced already for 20 years. The climate next to the Alps and the closeness of two small rivers created ideal conditions for growing nursery plants.

Company website: www.prenor.hu
Industry: nursery business, landscape planning and management
Employee: 125 persons
Founded: 1949
Contact name: Dr. Zoltán Sinkó
Contact phone number: +36 70 338 6315
Contact e-mail: zoltan.sinko@prenor.hu



UNIQUE SELLING POINT, VALUES

- more than 600 varieties in production
- always larger quantities on stock
- whole range of products in all sizes
- all orders will be fulfilled within 4 workdays
- high quality production on European standards



BUSINESS MODEL

As a production company on the field of nursery material our main partners are other big production companies in Europe or over Europe. As we are able to supply bigger quantities for the market, our other main targets are people or companies who are responsible for decisions regarding green projects in communities, in order to use our products.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

In the nursery, there are more than 600 taxa produced on 240 hectares in different sizes, from propagation material to more times transplanted solitaire plants.

The propagation sector is making a yearly average number of 1,5 million cuttings and grafting plants, which are cultivated further or sold as liners. Presently, the container field of the company is 11,2 hectares large. There are plants in containers from the size of 3 liters until 120 liters produced. The average container plant production of the company is more than 400.000 pieces.

TARGET MARKETS

- Germany - distributors, production companies
- Benelux states - distributors
- Commonwealth of Independent States - distributors, customers
- Turkey - distributors, production companies



MAIN REFERENCES, KEY PARTNERS

- Hungary, Budapest, Fökert Zrt., Avenue Tree Project, 250 alley trees 2015
- Hungary, Gyula, City Tree Project, 786 different ornamentals, 2016
- Bucharest, Romania, Private Landscaping Project, 1350 pieces of soliter Thuja, 2017



SIVA-GROUP

Our company represents 25 years of experience and this is what we rely on, when offering our services. This wide range of services was combined in 2014 in the SIVA-GROUP, which now operates as a holding company offering building engineering, process technology, automation, energy and power current project implementation know-how to our partners.

Company website: www.sivagroup.hu
Industry: Energy Engineering
Employee:60
Founded: 1991.december 09.
Contact name: Dr. Kőműves Árpád
Contact phone number: +36 20 934 6593
Contact e-mail: komuves.arpad@sivagroup.hu



UNIQUE SELLING POINT, VALUES

- Building engineering system design, full implementation.
- Technology engineering system design, full implementation.
- Design and implementation of production technology dust extraction, emulsion extraction and separation systems.
- Design and implementation of building automation systems.
- Design and implementation of power and control current systems.
- Maintenance, servicing, operation.
- Building energy reviewing, energy auditing and optimization.

CERTIFICATIONS/ AWARDS

It is a result of our outstanding building engineering teamwork that we were awarded the Business Superbrands classification between 2011-2014.

In the interest of perfect implementation we place great emphasis on quality assurance and environmental protection, for this the Holding has every important ISO and TÜV certification.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Outstanding knowledge base, strict quality assurance, wide-ranging experience.

We in the SIVA-GROUP are proud that our member companies have participated in almost all of Hungary's large industrial investments, so in line with our mission we have given our clients modern and energy-efficient buildings that are affordable and which they are satisfied with.

The guarantee for this comes from our team of highly qualified engineers and our experienced specialists trained in the individual fields. Due to their work we have realized investments for our clients worth billions, such as for Zollner, Uniqa and Audi.

TARGET MARKETS

- Project development on the domestic market from ensuring the legal background to turnkey implementation
- Implementation with full-scale realization permissions on the international market- with guaranteed funds (by bank, government etc.)



MAIN REFERENCES, KEY PARTNERS

Our specialists have a great deal of experience in the construction and implementation of the engineering, production engineering, automation and solar panel systems of industrial facilities, office buildings, public buildings, shopping centers, and hotels. Audi, Apollo Tyres, Zollner Electrics etc.



UNIKET UC

Uniket was established almost 30 years ago. With this long history behind we have gained comprehensive experience on the Hungarian carpeting, flooring and interior design market, offering turnkey solution from underlays to unique custom design surfaces.

Company website: www.uniket.hu,
www.lepcsoszonyeg.hu
Industry: Flooring
Employee: 6
Founded: 1989
Contact name: Zoltán Zimonyi
Contact phone number: +36 70 381 97 75
Contact e-mail: zoltan.zimonyi@uniket.hu



UNIKET[®]
lépcsőszőnyeg

UNIQUE SELLING POINT, VALUES

Stair carpets and implementations:

- Carpet spots - standard stair protecting carpets from countless quality and design.
- Runner carpets with stair rods – for almost every surface.
- Complete stair covering -based on measurements and planning on site .

Winding yarns :

We can produce yarns for overlocking in our workshop. The 100% PA, 5000 Dtex recycled so-called Econyl winding yarns not just for our own works, but also for our partners. Our yarns are available in nearly 87 colors, so we can offer suitable yarns for almost every carpet.

CERTIFICATIONS/ AWARDS

Award for sustainable installation methods issued by KÖVET Association Patent at the Hungarian Intellectual Property Office

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Sales of high range of carpets and vinyl flooring based on space planning
- Different kind of workshop processing thanks to our modern, well -equipped workshop. We are able to tailoring, winding and seaming of carpets.
- Yarn manufacturing and selling 100% PA yarns
- Stair carpeting based on own utility patent

TARGET MARKETS

- Surrounding countries
- South Europa
- Commonwealth of Independent States



MAIN REFERENCES, KEY PARTNERS

- Office of the President of the Republic – stair carpet installation 2013
- Embassy of Qatar /Zagreb – carpet installation 2015 /200 m²
- Hotel Hilton – carpet delivery for the common areas 2015 /1000 m²
- Laurus offices – carpet tile delivery 2017/3600 m²
- Kinnarps House – vinyl delivery and installation 2017/400 m²

BUSINESS MODEL

Our business model is mostly project based. In case of sales, prepayment.



DELFA2000 LTD.

Delfa2000 Ltd. is determined to produce doors and windows in excellent quality in custom projects.



Company website: www.delfa.hu
Industry: Wood industry
Employee: 24
Founded: 1999
Contact name: Janos Fekete
Contact phone number: +36 30 998 4437
Contact e-mail: fekete.janos@delfa.hu, uzem@delfa.hu

UNIQUE SELLING POINT, VALUES

Our company differs from our competition mainly in our planning and managing capability. We are prepared to complete tenders from start to finish including the whole planning and mounting processes.



BUSINESS MODEL

We use a 1-4 months long project based model for the production number of 30-50 door/window each week. We give warranty for our products for 3 years.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Our company plans and produces doors and windows in 68, 78 and 92 frame widths. Our cutting edge production technology, including CNC machinery is used to produce our high quality products. As a result, we offer long-term warranty with each of them

TARGET MARKETS

Our optimal projects are apartments, family houses with window/door count between 30-500 pieces / project.



MAIN REFERENCES, KEY PARTNERS

- Boutique Hotel, Budapest
- Zsolnay Kulturális Negyed
- SZTE TTIK Boklyai épület
- Gellért Gyógyfürdő



SMART SOLUTIONS



SMART SOLUTIONS

Similar to the world trends, Hungary has started conscious urban development as well, has launched its own smart city programme. The Hungarian small and medium enterprises appeared on the market with solutions, products and services which provide solution for the urbanisation, environmental protection and energy challenges of the 21st century.

The solutions which function on their own as well and have international references may be connected, their synergy provides additional value. The connection and the safe management are supported by the advanced Hungarian IT sector.

INTELLIGENT STREET LIGHTING CONTROL

The key is the complete and real-time knowledge and management of the public lighting network through the individual controlling of the luminaries. It provided a complete overview of the network of the city to the city managers through a user-friendly interface, the brightness and the consumption can be controlled (even scheduled) on a luminary level, with which up to 30% may be saved. All defects which may occur can be identified immediately and precisely, with which up to 42% may be saved in the operation. Owing to the controlling of the luminaries, the network may stay live 24 hours a day, therefore it opens the door for infinite smart city opportunities (supplying camera systems, sensors, solar panels, etc. through the built infrastructure of public lighting).

Related company: Flashnet Hungary Ltd.

Our partners provide the following world-class services in the field of urban development:

- smart metering
- energy management
- intelligent public lighting
- general and cyber security
- public transportation
- parking systems
- waste management
- municipal and records systems

Smart Home

In course of the construction of a smart home/office/building system, the electronic systems to be found in the building are harmonized, therefore their operation becomes optimal. Through the intelligent system a remotely controllable, energy-efficient, safe and comfortable home may be created.

Related company: Immonova Ltd.

Smart Metering

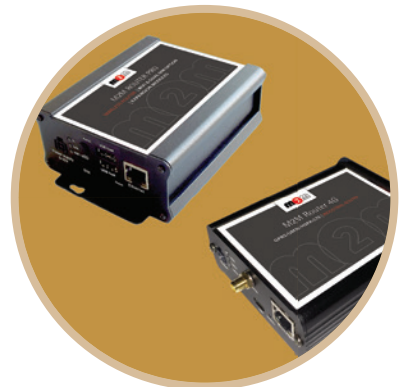
To households and for public utility service providers, they offer a wide selection of mobile network connections for the remote reading of metering devices, with the CDMA 450, 2G, 3G, 4G LTE, LTE 450 module branches offering global coverage, through superheterodyne modules and M2M devices. A significant part of possible needs may be satisfied through software solutions, software may be developed quickly in case of individual needs.

Related company: M2M Systems Llc.

Public transportation management and passenger information

The on-board computer designed for the Vektor OBU public transportation vehicles controls the passenger information system and the "green light requests" according to the geographical location of the vehicle, and at the same time ensures the transmission of the data to the database server of the dispatcher service through GPRS communication. Through this development, our partner ensures making travelling easier for people living with disabilities. Blind and partially sighted people are helped by loud passenger information on the vehicles and at the stops. Through keeping the schedule, supporting better course and schedule planning, preparing statement, as well as through the public display of the current traffic situation the community transport becomes more predictable, economic and attractive.

Related company: HC Linear Ltd.



CHAMELEON SMART HOME LTD.

Chameleon allows multi-family real estate developers to offer end users "smart home ready" apartments without the commitment to a single smart home brand and without incurring high developing costs. Chameleon's proprietary technology allows end users to gain access to high functionality smart home service at a low cost.

Company website: www.chameleon-smarthome.com
 Industry: Smart home and home automation
 Employee: 9
 Founded: 2013
 Contact name: Peter Szarvas (CEO)
 Contact phone number: +36 70 210 5363
 Contact e-mail: szarvasp@ignis.hu



UNIQUE SELLING POINT, VALUES

Chameleon differs from incumbent solutions in multiple aspects. First, the Chameleon system allows interoperability between various platforms and devices, allowing end users to own a scalable and future-proof system. Second, due to our proprietary technology, a Chameleon system is on average 30-40% cheaper than incumbent smart home systems such as Loxone, Fibaro and Inels. Third, Chameleon cabling is very similar to the traditional cabling method (bus system) and therefore installation is simple and does not require specific training.



CERTIFICATIONS/ AWARDS

- Chameleon Smart Home system has CE certification
- in 2016 we have been awarded on a T-systems supported challenge (<http://verseny.tijottok.hu/index/content>) in the category "Digital city"

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Chameleon creates a new layer in the smart home system, which allows interoperability between various smart home brands and IoT devices. This new layer is a smart wiring solution that connects to sensors, actors, and the control unit. With this new layer, end users can mix-and-match devices from various smart home and IoT device providers and can save 40-50% compared to the incumbent solutions. Our wiring solution and smart devices make your smart home "future-proof", and consequently you can continuously change your system and control unit as smart home technology evolves.

TARGET MARKETS

In 2017-2018 Chameleon will be focusing on its local market as well as the DACH region (Germany, Austria, Switzerland). From 2019, the company will expand into the Nordic countries and the United States. Chameleon is actively looking for partnerships with real estate developers, real estate operators, facility management companies, as well as technicians and resellers selling into the smart home space.

Award Winning Design

Winner of European Home Energy Monitor 2016, 2015 and 2014



MAIN REFERENCES, KEY PARTNERS

- Hungary, Budapest – industrial using of Chameleon for collecting and displaying data on the Fina World Aquatics Championships on T-Systems electronic containers (commercial application), 2016
- Hungary, Budapest - Luxury family house full automatization (lights, heating, shutters, windows, doors, alarm, etc.), 400sqm on 4 floors, 2017



BUSINESS MODEL

Chameleon products and services are available in two business models: (1) upfront Capex and (2) hardware-as-a-service. In the first model, end users pay for the equipment and installation upfront and pay a small monthly service and maintenance fee. In the second, hardware-as-a-service model, end users do not purchase the equipment upfront but sign up for a 3 to 5-year period and pay a monthly subscription fee that covers the rental of the equipment, installation, maintenance, and service.

DIMTECH LTD.

Dim Tech provides smart lighting control systems for outdoor and indoor applications. Our products optimize the operation of the lighting systems and provide many other added-value services to the Smart City concept. Our system enables our customers to save energy on their lighting network, to reduce the maintenance costs, to enhance safety in the streets and to enable their streetlight network to control, command and monitor many other Smart City devices.

Company website: www.dimtech.hu
Industry: microelectronics, smart industry
Employee: 3
Founded: September 2011
Contact name: Gábor Czaha
Contact phone number: +36 30 587 4737
Contact e-mail: info@dimtech.hu



UNIQUE SELLING POINT, VALUES

- Complex solution in one system
- Smart city multifunctional device (software with open end)
- Power supply to any smart city device (video camera, data collection, free wifi, tourist and traffic display, etc.)
- Self-organising lamp network
- Web-based interface with different access levels
- Proven robustness, reliability, flexibility (references in operation for >5 years)
- Free radio frequency (no interference with GSM, no cable, no fee)
- Same type of device to any lamp type and power
- LED chip temperature measurement (lamp lifetime control)

CERTIFICATIONS/ AWARDS

- Power Up! by InnoEnergy, Regional Final Hungary, 3rd Prize, October 2017
- Patent in progress

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Our product is a smart city multifunctional communication device which can be installed in the outdoor and indoor lamps. It uses a free radio frequency that does not interfere with GSM and it provides a two-way dataflow.

Our system provides complete remote monitoring for indoor and outdoor lamps, optimizes the power and light intensity of the lamps to extend their lifetime, eliminates surplus consumption, helps to control the quality, significantly reduces energy and operation costs. As constant power is supplied to Smart City Devices, it enables data collection from smart meters, operation of the cameras of the video surveillance systems and provides platform for other commercials, tourist and traffic information.

TARGET MARKETS

Central and South-Eastern European countries incl. Germany, Austria, Slovakia, Czech Republic, Poland, etc.

Partners: lamp manufacturers, municipalities, designers, lighting system operators, facility management companies, distributors, industrial facilities.

MAIN REFERENCES, KEY PARTNERS

- Gödöllő – public lighting system, 2012
- Győr – parking area, 2014
- Siófok – port, 2015
- Budapest – sport facility, 2015
- Budapest - military area, 2016



BUSINESS MODEL

Our business model is based on a multi-channel process. We sell the product (including own generated sales and sales via distributors), get a regular fee paid for the use of the software (it is rather connected to indoor installations and the rate of the fee would be calculated based on the savings reached), hold trainings and provide remote control monitoring for the customers. We can also provide regular maintenance and software update.



FLASHNET HUNGARY LTD.

FLASHNET is a research and development company for intelligent energy management solutions, with worldwide operations. FLASHNET integrates cutting edge IT, communications and energy technology into hardware & software solutions for large scale integrated management systems: SMART GRIDS and SMART CITIES.

Company website: www.intelilight.eu,
www.flashnet.ro

Industry: Smart City, Street Lighting Management

Employee: 42

Founded: 2007

Contact name: Balázs Bottyán

Contact phone number: +36 1 801 2002

Contact e-mail: balazs.bottyany@intelilight.hu



UNIQUE SELLING POINT, VALUES

InteliLIGHT® offers lower investment, higher flexibility, better future orientation, easier implementation and a guaranteed return on the initial investment. Using the existing infrastructure, you will have live detailed information over the grid and transform the existing distribution network into an intelligent infrastructure of the future.

CERTIFICATIONS/ AWARDS

ISO 9001:2008 Quality Management System, ISO 14001:2004 Environmental Management System, ISO/IEC 27001:2013 Information Security Management System, CE, EN 50065-1 (2005), EN 50065-2-1(2003), EN 61547 (2010), EN 55015 (2007), EN61000-3-2 (2006), 60068-2-1 (2007), 60068-2-2(2007), ANSI/IEC 60529, LonMark OLC. CE mark per Directive 1999/5/ec; Directive 2006/95/ec: Low Voltage Electrical; Directive 2006/95/ec: Electromagnetic Compatibility; IEC 60950-1:2005, class II, double insulation

MAIN PRODUCTS, SERVICES OR SOLUTIONS

InteliLIGHT® is a street lighting remote management system providing in-depth grid awareness and real-time feedback of any change occurring along the grid. It offers detailed, individual control of every fixture in the city and, through dimming and smart scheduling, can reduce the energy costs with up to 35%. Additionally, real-time malfunction monitoring and advanced maintenance and optimization tools can further cut operational costs with up to 42%.

InteliGRID® is an integrated power grid management solution. The system goes beyond simple data acquisition and supervisory control, facilitating strategic decision-making and grid development through advanced business intelligence and data mining tools. From consumer meters to power distribution centers we provide centralized management software for the entire grid.

TARGET MARKETS

EU, The Balkans, Arab world, Mongolia



MAIN REFERENCES, KEY PARTNERS

- Riyadh (Saudi Arabia) = 25 000 lamps controlled
- Mecca (Saudi Arabia) = 24 000 lamps
- Brasov (Romania) = 11 000 lamps
- Arar (Saudi Arabia) = 5 600 lamps
- Projects under 1000 lamps controlled are: Unayzah, Dalam, Kharj, Qatif (Saudi Arabia); Győr, Pilis, Szolnok (Hungary), Ibri (Oman), Bahrain, and so on...

BUSINESS MODEL

Our company operates with different business models on different levels of distributions. Offers are made on a case-by-case basis to fit the best interest of our clients and our company likewise.



BOSTON TECHNOLOGIES LTD.

As an expert of designing and creating smart systems, Immonova carries solutions designed for personal demands using products of world-leading companies and offers high-qualified solutions for development.

Company website: www.immonova.hu

Industry: wide range of smarthome solutions (apartments, hotels, industrial and agricultural facilities, offices)

Employee: number of employee: 3, subcontractors: 8

Founded: 2008

Contact name: Zilia Hatvani

Contact phone number: +36 70 306 8385

Contact e-mail: hatvani.zilia@immonova.hu,
info@immonova.hu



UNIQUE SELLING POINT, VALUES

- Taylor made smart solutions: Unique solutions using products of world-leading companies
- World class quality: Designing and constructing smart solutions using products of world-leading companies
- Follow your needs: Smart system opportunities can be broadened to follow the alterations of needs.
- Wide range of smart system solutions: Different needs demand different solutions – block of flats, industrial establishments, offices, smart city solutions.

BUSINESS MODEL

Wide range of smart system projects (e.g. smarthomes, smartcities, etc.) command different financial solutions (various cost structures and revenue streams) contained in pre-contracts.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

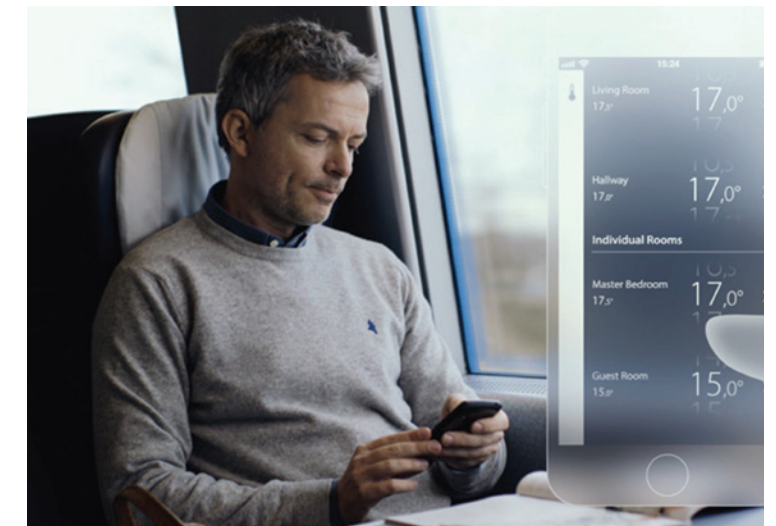
Using the products of world-leading companies Immonova designs and sets up smart solutions, which increase energy efficiency, safety and comfort in a continuously improving and expanding way.

TARGET MARKETS

- Middle East and North Africa (MENA) region
- Russia and Eastern Europe
- Central Europe
- South Europe
- Baltics

MAIN REFERENCES, KEY PARTNERS

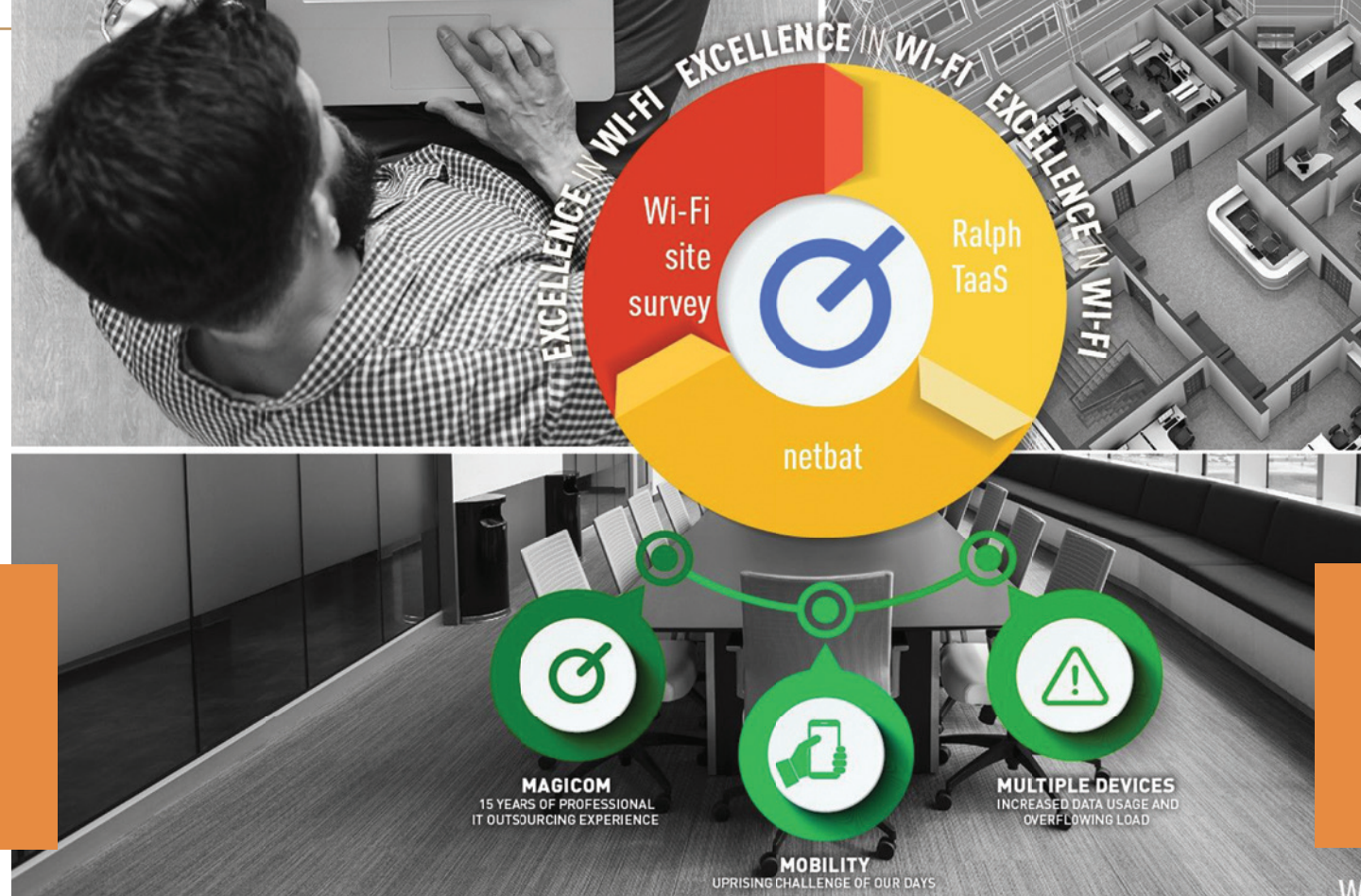
- Cordia Property Developments, Budapest, Hungary – designing, constructing and maintaining of more than 1500 smarthomes. 2017-2019
- GreenHall Center, Budapest, Hungary – Supervising systems of 2 office blocks, 2017
- ChocoMe, Budapest, Hungary - smart metering and supervising systems of chocolate manufacture, 2016-2017
- Macropolis, Miskolc, Hungary - self-contained smart hotel, without human maintenance, 28 rooms, 6 floors, 2017 – under construction



MAGICOM LTD.

We believe that appropriately operating information technology systems are vital for organizations to achieve goals. We offer flexible and cost-effective nearshore and on-site services for installation, operation and development of ICT infrastructures.

Company website: www.magicom.hu,
www.magicom.com
 Industry: ICT
 Employee: 80
 Founded: 2001
 Contact name: Bence Toth
 Contact phone number: +36 1 260 5869
 Contact e-mail: wifi@magicom.com



UNIQUE SELLING POINT, VALUES

- Ralph Testing as a service is an advanced industrial toolbox for Wi-Fi- quality assessment, using independent, real-world Wi-Fi devices with industry standard score-system and reporting to test the strength of your network. Supporting the latest technologies, including 5 GHz, measures Ping, Jitter, MOS, etc.
- Netbat is an ultimate Wi-Fi and environment monitoring tool to provide end user feedback from critically important places, where wireless internet is a key service. A plethora of sensors (e.g.: Wi-Fi, Temperature, Light, Humidity, etc.) help you to predict the true reasons of your outage.
- Wireless network site survey maps Wi-Fi signal coverage of your and all other access points to optimize location or configuration. Improve Wi-Fi coverage up to 100% and lower overall network costs up to 40%.

CERTIFICATIONS/ AWARDS

- Family Friendly Company
- Investors In People – Gold award
- ISO 9001:2015
- ISO 27001:2013

MAIN PRODUCTS, SERVICES OR SOLUTIONS

IT infrastructure services
 Our experienced IT infrastructure team helps you to design, build and support any size of IT infrastructure meeting general enterprise standards.
 With our asset optimization services, we review the existing system to achieve better cost control. Preventive monitoring will ensure that systems are always up and running.
 MagiCom assures availability of your Wi-Fi network by the help of a self-developed Wi-Fi and environment monitoring tool, an industry standard toolbox for Wi-Fi quality assessment, professional Wi-Fi network survey tool for plan and a design high-performance networks.

TARGET MARKETS

- end-user
- distributor



MAIN REFERENCES, KEY PARTNERS

Onsite enterprise Wi-Fi site survey design and build activities at more than 25 sites in EMEA region. Managing the whole life-cycle of Wi-Fi projects from pre-surveys, designs and implementations till post production activities. (In France, Spain, UK, Sweden, Switzerland, Netherlands, Italy, Israel and Hungary)

BUSINESS MODEL

MagiCom offers excellent service value on reasonable prices under great flexibility.

Our services are available in the following pricing models:

- Project fee
- Monthly fee
- Flat rate
- Full-time equivalent
- Asset base

SENSO MEDIA PLC.

Our company, Senso-Media Plc. has many years of experience in designing and developing kiosk softwares, interactive systems and smart phone applications. Through our Innovative Digital Signage (DS) solutions we would like to offer an integrated info communication system, which not only expands, but takes digital touch screen technology to a whole new level. Senso Media provide solutions for every Digital Signage segment.

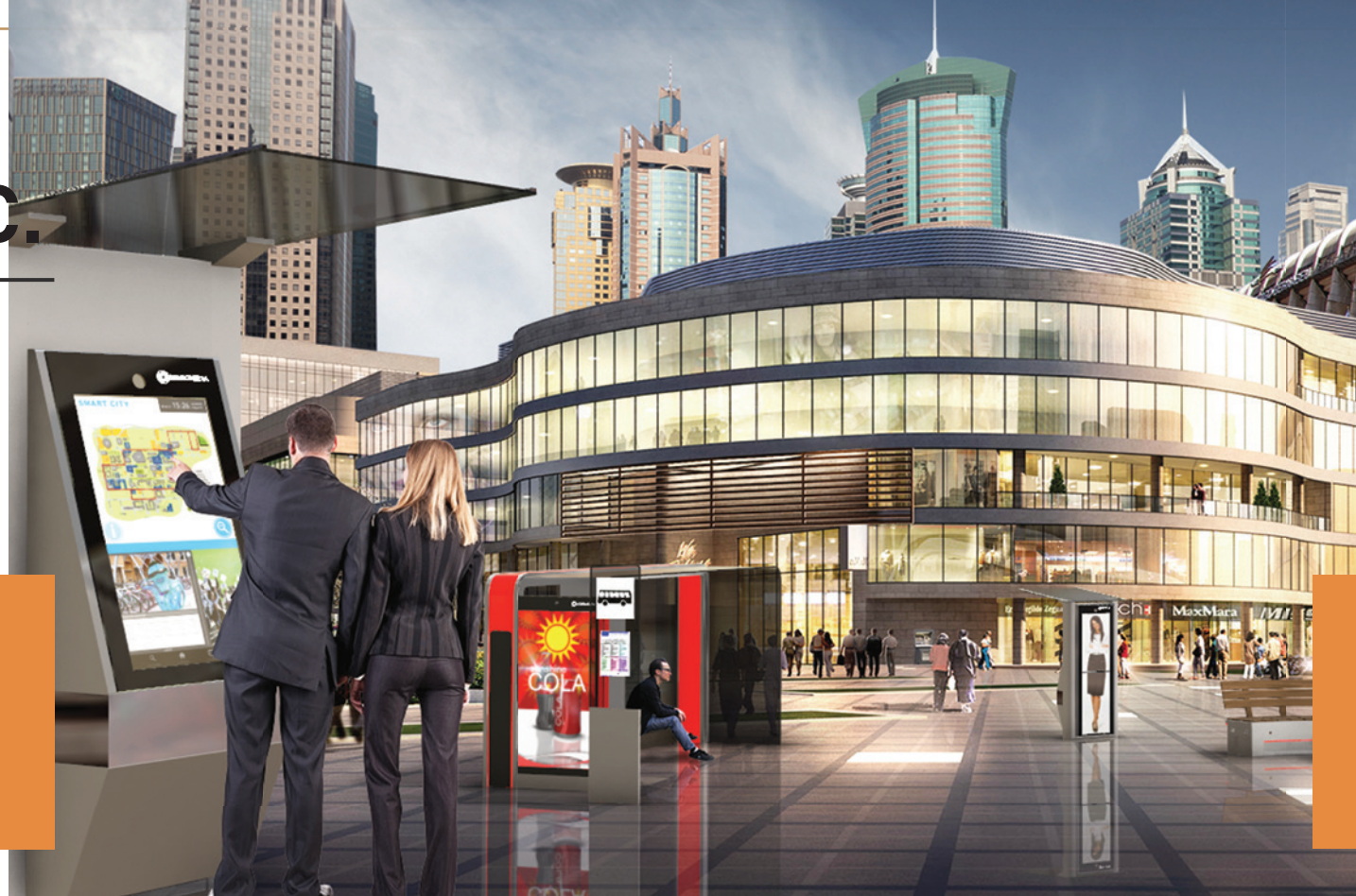
Company website: www.sensomediagroup.com
 Industry: ICT
 Employee: 27
 Founded: 2011
 Contact name: Attila Major, CEO
 Contact phone number: +36 70 604 8854
 Contact e-mail: m.attila@sensomedia.hu

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Smart City-Global network
- Retail solutions, Digital Signage 2.0. in malls
- Digital ICT solutions
- Cashless terminals and Standalone Payment solutions

TARGET MARKETS

- Gas Stations
- Airport
- Retail
- Tourism



UNIQUE SELLING POINT, VALUES



Our greatest asset is the co-ordination of hardware, software and service development. Integrated work enables us to provide the most effective upto-date Digital Signage systems. All of our devices are designed and manufactured in Hungary. We follow market trends and put the emphasis on continuous development. We use the latest hardware technology and premium quality materials for production. We design our devices considering current market demand and individual customer needs. We establish complex systems supporting customers, mall management and stores as well as marketing companies. We produce an extra long-term income, which makes it possible that the investment is returned in a short time.

CERTIFICATIONS/ AWARDS

- POPAI Awards –Digital category
- ISO 9001 certification

MAIN REFERENCES, KEY PARTNERS

- Smart City Solution Nyíregyháza-T-Systems-2016
- Automated Gas Station-MOL Hungary-2017
- FINA-Swimming World Championship-Digital Countdown Timer-2017



BUSINESS MODEL

The Business Model can be adjusted to meet the partner's expectations, as the devices can be purchased but they also have a rental price. The software has an integration fee, and we do not sell the solution but provide a user right for the investor. Our partners pay a monthly software license fee per device, in return we keep track of the system and make the necessary updates. The Business plan has the possibility that, the devices wouldn't have to be purchased on frequently visited sites. By signing an exclusive long term digital contract, we would provide the devices for free.

WM SYSTEMS LLC.

Our activities are based on the IOT/M2M (machine-to-machine) industry, serving our Partners with our complete data transmission solutions built for the network of the mobile and internet operators. Ever since its foundation, our company has been developing our own hardware and software, creating IOT/M2M-based product families with the central communication & data collection M2M-server platform to be able to offer complete M2M services.

Company website: www.m2mserver.com
 Industry: Smart City / Smart Metering / Telemetry / Industrial Automation / Remote Monitoring
 Employee: 25
 Founded: 2002
 Contact name: Lehel Toth
 Contact phone number: +36 1 310 7075
 Contact e-mail: sales@m2mserver.com



UNIQUE SELLING POINT, VALUES

- Ability to design any M2M/IOT communication equipment for international needs
- Global wireless module families and M2M products for worldwide usage
- Individually designed, unique products with device management
- END to END solutions for several M2M fields
- Cost effectiveness
- Worldwide references

CERTIFICATIONS/ AWARDS

- ISO9001:2008 certification
- AAA Bisnode certification
- FIRA bronze level certification
- EcoTech prize, Hungary (Water metering solution)
- Best product, Slovakia (Smart metering product)

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Smart Metering Modems

- Meter readout with data collector devices, 2G/3G/4G LTE modems or broadband BPL / PLC communication module

Industrial Routers

- Industrial m2m & IoT routers for providing transparent or Modbus communication, PLC or Scada connection

Alarm transmitters

- For safety and remote dispatching providers

TARGET MARKETS

- Industrial Measurement Partners
- Security providers / Dispatching Centers
- Supervision & IT maintenance Companies
- Home & Building Automation Companies
- Public Utility & Energy Providers, Street Lightning Providers
- Water/Gas/Electricity Meter Manufacturers & Distributors



MAIN REFERENCES, KEY PARTNERS

- Romania
Design and sale of 2G/3G/4G smart metering modems for electricity meters
Quantity: 30 000 devices
Year: 2010-2017
- Netherlands
Design of Public Street Lighting monitoring and safe switching system (router, switch box)
Quantity: 5 000 devices
Year: 2015-2017
- Germany
Design hardware and customizing software, implementation of 3G electricity modems
Quantity: 4 000 devices
Year: 2016-2017

- Switzerland
Design and sale of 2G/3G/4G smart metering modems for electricity meters
Quantity: 10 000 devices
Year: 2014-2017

BUSINESS MODEL

We offer all-inclusive and complete solutions to our Clients and prospective Partners with applications for Metering, Security, Tracking and Telemetry. As an engineering company with a deep knowledge and experience in the industrial data communication field, we design and produce communication devices among others for the latest IP and mobile networks. Our M2M server solution means centralized collection, processing and evaluation of the data communication between devices. High availability, secure data storage, wide range of monitoring & management possibilities and the dynamic user interfaces make this product solution the most attractive to our Customers.



FACILITY MANAGEMENT



FACILITY MANAGEMENT

While following the new trends, in addition to the traditional services, by now the management sector also includes areas such as the energy management, modern security technology (camera and entrance systems), and the optimized parking system of the building.

Today, it has become a basic concern that the building management services based on international standards shall be carried out in a sustainable and environmentally friendly manner.

MOBILBOX CONTAINERS

With the help of containers, buildings with unique appearance and of versatile size and function may be constructed at festivals, sporting and cultural events, as well as in disaster zones. The products of the company owe their exceptional success on the international markets to the simple and fast installation, aesthetic appearance and modular expandability. The technology is suitable for establishing permanent (kindergartens, building wings, residential houses) and temporary buildings (border crossings, camps, military objects, mobile laboratories).
Related company: Mobilbox Ltd.



Our partners provide competitive products/services in the following fields of facility management:

- Smart Metering and energy management
- Building monitoring systems
- Camera and entrance systems
- Intelligent parking systems
- Innovative fire protection solutions
- Water and wastewater treatment
- Selective waste management
- Air conditioning and ventilation technology
- Telecommunication
- Maintenance
- Cleaning

Office selective waste collection system

The Climate-KIC award-winner innovative office selective waste collection system is becoming renowned not only in Hungary but already in Europe as well. The paper waste bins made of recycled, reinforced corrugated cardboard enable economic and environmentally friendly operation. The system is also suitable for the selective collection of mixed paper and PET bottles. Universities, multinational companies and large enterprises have recognized the advantages that lie in the services.
Related company: Recobin Ltd.



Management of hospitals and social institutions

One of the largest facility management and construction companies of Hungary carries out facility management tasks in an area of nearly 470 thousand m2. The facility management tasks cover the complete range of technical management. Our partner ensures the operation of multiple Hungarian healthcare institutions. The company has international experience in the management of military bases and diplomatic agencies. – Balatonfüred Cardiology Hospital.
Related company: Mega-Logistic Ltd.



Facility security technology

The security systems planned and realized from the devices marketed by our partner are assembled from the state-of-the-art products, and they comply with the applicable regulations and standards to a high level. The main activities of the company include security technology consultation, planning and installation of surveillance, intrusion alert, entrance and fire alarm systems, installation of integrated remote monitoring systems, as well as the implementation of fence and other external object protection systems.
Related company: Erando Ltd.



CONTROLSOFT LTD.

The main activities of CONTROLSOFT Ltd. are electrical and process control construction of industrial processes and related software development. The company is specialized in: water treatment and distribution, wastewater collection and treatment and environmental monitoring. We offer full range of electrical and process control design, construction and maintenance.

Company website: www.controlsoft.hu
 Industry: electrical engineering, process control, software development, automatization, water, oil & gas, agriculture, automobile, IT
 Employee: 50-60
 Founded: 1991
 Contact name: Dr. Miklós Berzsényi CEO
 Contact phone number: +36 30 268 8771
 Contact e-mail: berzsényi.miklos@controlsoft.hu



UNIQUE SELLING POINT, VALUES

- decades long experience
- highly-skilled professional team
- cross-sectoral experience and international references
- high-quality, low-cost solutions
- continuous technological development, state-of-the-art solutions

CERTIFICATIONS/ AWARDS

- ISO 9001:2008 Quality Management System and ISO 14001:2005 Environmental Management System

MAIN PRODUCTS, SERVICES OR SOLUTIONS

- Technological process control (SCADA, webSCADA, Technical Information System, Portal-based Information System)
- Design, production, installation and commissioning of electric networks and electric distributors of 0,4 kV – 10 kV)
- Electric installation for industrial purposes (for sport facilities, factories, production plants, power plants)
- Expansion, operation and maintenance of street lighting networks, decorative lighting networks
- Alarm systems, fire alarm systems and access control systems
- Industrial process control:
 - o Planning, production and installation of PLC cabinets
 - o PLC programming
 - o Process control system (SCADA) programming

- Full implementation of the integrated plant control system
- Software development:

TARGET MARKETS

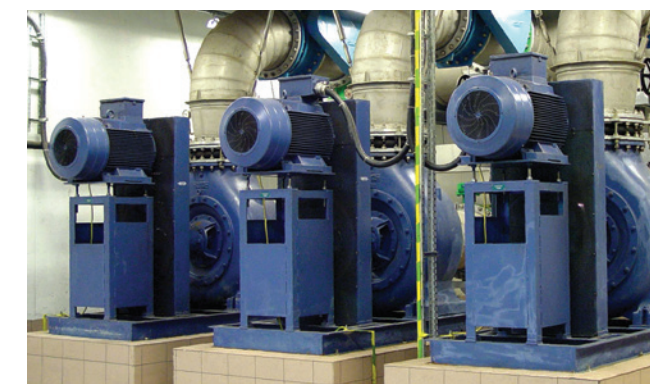
- Balkan region
- Central Asia
- MENA region
- Gulf countries
- North and Latin America
- Western-Central-Eastern Europe
- South East Asia
- We are looking for distributors and end users.

MAIN REFERENCES, KEY PARTNERS

- DRV Ltd. Integrated process control system using webSCADA software (2.200 objects, 850 drinking water units, 370 settlements)
- Zalavíz Ltd. Integrated process control system using webSCADA software (500 objects, 200 drinking water units, 124 settlements)
- MOL Plc. Danube Refinery Complete electrical and instrumentation (165 km of cable length, optical Controlnet, 7 PLC + 7 HMI, 70% of area is ATEX)
- South-Pest wastewater treatment system (28 PLC, over 10.000 I/O, Influent: 80.000 m3/d)
- WWTPs in Jekatyerinburg (RUS), Petrozsény (RO), Beszterce (RO), Ias (RO), Vratsa (BG)

BUSINESS MODEL

Service and projects based. Consortia cooperation form is also possible.



DANIELLA INDUSTRIAL PARK LTD.

Daniella Ipari Park Ltd. is a producer of Energocell® foamglass granule. It is a special thermal insulation material what is made of waste glass. The company developed the know-how, technology and product itself. Our purpose is to become the market leader in Central-Europe and to manufacture the best product with the best service.

Company website: www.energocell.hu
Industry: manufacturing industry (building industry)
Employee: 45
Founded: 2000
Contact name: Tacsí Róbert
Contact phone number: +36 20 569 5193
Contact e-mail: robert.tacsi@energocell.hu



UNIQUE SELLING POINT, VALUES

- Thanks to its excellent properties, it is one of the top-ranked thermal insulation materials.
- The large amount of air enclosed in its pores provides excellent thermal insulation.
- At the same time its compressive strength is 53-56 N/mm², that means after compression it forms a highly loadable layer.
- It withstands chemical influences, frost proof, resistant to fire.
- Following compression, the foamglass doesn't shrink, it is shape-retaining and dimensionally stable.

CERTIFICATIONS/ AWARDS

- National Technical Assessment (NMÉ) - 2017
- MSZ EN ISO 9001:2015 (2017)
- MSZ EN ISO 14001:2015 (2017)

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Our main product is foamglass granule. Foamglass is a very light, closed-cell structured, inorganic material with thermal insulation properties made of waste glass. Thanks to the favourable technical and energetic properties of foamglass the granules have a wide range of application areas in the building industry.

Foamglass granule is similar to gravel. It is perfect thermal insulation under buildings, but it can be used for green roofs, heated ramps, ice rinks, sport fields and pools. Besides it can also be used under roads for stabilizing the ground.

TARGET MARKETS

- Besides the domestic market we focus on the markets of the neighbouring countries. We look not only for customers, but wholesaler companies as well, who can distribute our product in the given country, countries.
- We plan to sell our technology and know-how to other producers-to-be in farther countries all over the world. (Middle-East countries, Far-East countries, Canada, Latin-America, Australia)

MAIN REFERENCES, KEY PARTNERS

- Eco passive house in Cluj-Napoca, Romania (2017)
- Family house with band foundation in Sopron, Hungary (2017)
- Family house with plated-base in Vecsés, Hungary (2017)
- Light-structured house in Pülsicsaba, Hungary (2017)
- Truck receiving area in Debrecen, Hungary (2017)

BUSINESS MODEL

- Product: we aim to sell the product by a sales agreement in a long-term business relationship. Supporting the product with continuous developments, reporting its new utilization possibilities, handing over new knowledges.
- Technology: during the handover of the licence, we provide the technology and know-how, we supervise the establishment of the equipment, and the starting of the production.



ELECTROMEGA LTD.

Electromega is a research and development manufacturer business assembling All Electric Refuse Transport vehicles. The company was established March 2009, our engineering team built their first product in operation over 15,000 KM without serious technical issues. Today our prototype is ready for mass production, homologated and tested and confirmed by an independent organization.

Company website: www.electromega.eu
Industry: Electric Drive Expert, All Electric Garbage Truck
Employee: 10
Founded: 2009
Contact name: Ruben Bántó
Contact phone number: +36 20 315 9998
Contact e-mail: ruben.banto@electromega.hu



UNIQUE SELLING POINT, VALUES

- Electromega brings a solid experience for more than 15+ years in the EMobility field
- Electromega's approach to the EMobility is a scaling up approach from smaller to larger projects, where our technical solutions able to age with through test.
- Electromega owns the patent rights which includes tagging specific technological solution enabling Electromega to use and monetize the asynchronous motor as a power train for their electric vehicles.
- Electromega has in-house research and product development department supporting the complex propulsion system that we use.

CERTIFICATIONS/ AWARDS

- Budapest- Düsseldorf Be Smart Tech Event
- 6. Be Smart
- Most Successful Startup of the Month.

MAIN PRODUCTS, SERVICES OR SOLUTIONS

In waste transportation, today are consumed daily appx. 60-80 liter of gasoline, the trucks starts and stops and during collection when the vehicle stops the hydraulics requires still energy. Electromega offers an electric version of a traditional garbage truck enabling all features of the EV technology. Our product focuses on the cities who want to reduce pollution and noise and cut their maintenance costs. We have tree products type:

1. 13 tone (midi) GVW, electric waste collection vehicle for narrow streets and city centers
2. 18 tone (urban) GVW, electric waste collection vehicle for city centers and residential areas
3. 26 tone (urban) GVW, electric waste collection vehicle for suburban areas

TARGET MARKETS

- Municipalities, who are responsible for city management especially cleaning and pollution.
- Waste management companies, already doing waste shipping in any locations
- Vehicle body builder companies who manufactures or assembles the traditional garbage truck.
- Resellers, companies who resell the traditional garbage truck.



MAIN REFERENCES, KEY PARTNERS

The All Electric Garbage Truck was tested and used by the following major cities from Hungary:

- Pécs city waste management company, BLOKOM
- Budapest city waste management company, FKF
- Miskolc city waste management company, MireHuKöz
- Debrecen city waste management company, AKSD

BUSINESS MODEL

Electromega generates revenue by selling electric garbage trucks, electric drive unit or parts of their electric drive technology. The company buys the chassis from the manufacturer with or without the diesel engines, if included we'll remove all combustion engine drive components which are not required. Electromega then will add their complex electric drive unit to the glider chassis. Electromega provides to the market ALL ELECTRIC WASTE COLLECTOR drive and the customer can choose which type of body will be fitted to the electrified chassis.

MOBILBOX LTD.

The main activity of Mobilbox Ltd is on the market for trading and leasing of new and second-hand containers of ISO-standard and individual dimensions. Beside trade, we undertake the transport, installation and the maintenance of the containers. Via our subsidiaries, representative branches and contracted partners, our mobile building solutions, temporary constructions and the Mobilbox type container modules are available at nearly every corner of the globe.

Company website: www.mobilbox.hu
Industry: construction
Employee: 40
Founded: 1997
Contact name: Sinkó Tamás
Contact phone number: +36 30 627 5724
Contact e-mail: sinko@mobilbox.hu



UNIQUE SELLING POINT, VALUES

Containers can be transported in Flat-Pack form, which allows significant cost reduction of the transport.

CERTIFICATIONS/ AWARDS

We operate in line with the requirements of the ISO 9001:2009 quality assurance system, introduced at our company and our quality policy qualified by Det Norske Veritas auditor company.

Other certifications:

- AQAP 2110 (NATO compatible quality assurance system)
- Superbrands - 2017
- Magyar Brands - 2017

MAIN PRODUCTS, SERVICES OR SOLUTIONS

Our products:

- Standard office, living, dressing, watchmen cabin, storage and shipping containers
- Special containers: multifunctional, reefer, environmental, sanitary, document archiving

TARGET MARKETS

We are looking for agents/distributors in France, Belgium, the Baltic countries, Finland, Norway and Sweden.

MAIN REFERENCES, KEY PARTNERS

- 3-storied building in Brema – camp for refugees – 60 container building
- School building in Budapest
- Office in Argentina (Ardens) – 25 modules
- Festival building (Budapest Park) – 125 units
- Shopping Mall – Buenos Aires



NOTES

NOTES

GET IN
TOUCH

www.tradehouse.hu
info@tradehouse.hu

