

MATCHMAKING mit tunesischen Unternehmen

auf der AUTOMECHANIKA 2010

in Frankfurt am Main / Germany
Donnerstag, 16.9.2010

Im Rahmen des Matchmakings haben Sie die Möglichkeit, die im Anhang befindlichen qualifizierten tunesischen Zulieferer sowie Dienstleister zu Sondierungsgesprächen zu treffen.

Das Matchmaking wird organisiert von **CEPEX Tunisia gemeinsam mit der Matrix GmbH & Co. KG.**

Die Teilnahme am Matchmaking auf der Messe ist kostenfrei, beinhaltet jedoch nicht die Eintrittsgebühr für die Messe.

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Hintergrund-Informationen:

In Tunesien hat die Branche der Automobil- und Luftfahrtkomponenten in den letzten zehn Jahren eine enorme Entwicklung erfahren. Heute sind über 200 Unternehmen auf diesem Gebiet tätig, davon 150 ausschließlich exportorientierte Unternehmen und 140 Joint-Ventures. Allein 116 multinationale Unternehmen betätigen sich mit höchster Qualität im Gebiet der Automobilkomponenten. Die Exporte von Automobil- und Luftfahrtkomponenten aus Tunesien haben sich in den letzten 10 Jahren um das 5-fache erhöht und erreichen derzeit über 1 Milliarde Euro.

Wichtige Ausrüster und große Auftraggeber aus der Automobil- und Elektrobranche haben Tunesien als Wachstumsstandort gewählt, dies nicht zuletzt aufgrund der bestehenden leistungsfähigen Infrastrukturen, der zuverlässigen und regelmäßigen Transportverbindungen, einer sehr effizienten Logistik, der professionellen Unterstützung technischer Zentren, Kontrolllabors, der Ausbildungskapazitäten und niedrigen Kosten für qualifizierte Arbeitskräfte, die durch ihre hohe Auffassungsgabe die komplexen Produktionsabläufe schnell beherrschen.

Die geographisch strategische Lage Tunesiens und seine sehr moderne Infrastruktur erleichtert den im Land tätigen Unternehmen den Zugang zu den wichtigsten Märkten und ermöglichen eine just in time-Produktion. Tunesien ist weniger als zwei Flugstunden von den europäischen Metropolen entfernt. Es verfügt über sieben internationale Flughäfen im ganzen Land, die von etwa hundert ausländischen Fluggesellschaften bedient werden. Wöchentlich werden mehr als 1300 Flüge nach Europa angeboten. Darüber hinaus gewährleisten die sechs Handelshäfen den regelmäßigen Schiffsverkehr zu den wichtigsten europäischen Häfen (maximal 3 Tage).

PROFILE of Company N° 1

Establishment year of the company	1978
Location of the company	Monastir, Tunisia
Position of the matching partner	General Manager; Sales Manager
Business language	English, French
Type of company	Enterprise
Field of activities	Production
Number of employees	51-250
Areas of activity	Conventional leaf springs, parabolic leaf springs; Engineering: Production processes
International business experience	Europe, Middle East, Africa
Request	Trade intermediary (agent, representative, distributor); technological cooperation
Offer	Subcontracting; technological cooperation
Description of the desired cooperation	---
Main aspects of the offer	---

PROFILE of Company N° 2

Establishment year of the company	1980
Location of the company	Nabeul, Tunisia
Position of the matching partner	Sales Manager; Commercial assistant export
Business language	English, French, German
Type of company	Enterprise; manufacturer
Field of activities	Production
Number of employees	51-250
Areas of activity	Air filter, oil filter, fuel filter; Accessories: Vehicle accessories, automotive filters
International business experience	France, Germany, Morocco, Algeria, Netherlands, Belgium, Iran
Request	Commercial agreement; trade intermediary (agent, representative, distributor); distribution agreements; marketing agreements; manufacturing agreements; transfer of know-how and technology; technological cooperation; participation in FP7 or other EU projects for the development of new technologies; bidding consortium for joint offer in public tender; R&D services; merger, exchange of shares
Offer	Production agreements; technological cooperation
Description of the desired cooperation	to conquer new markets, especially the European market, and to tie technical and commercial partnerships
Main aspects of the offer	---

PROFILE of Company N° 3

Establishment year of the company	1985
Location of the company	Nabeul, Tunisia
Position of the matching partner	Sales Manager
Business language	English, French
Type of company	Enterprise
Field of activities	Production
Number of employees	51-250
Areas of activity	Automotive spare parts; Automotive IT: Automotive applications; Accessories: Vehicle accessories Control cables (accelerator, brake, clutch, speedometer, bonnet, choke...) for cars, trucks, buses, agricultural and earthmoving engines.
International business experience	Europe, Africa, Middle East, Maghreb region
Request	Commercial assistance
Offer	---
Description of the desired cooperation	---
Main aspects of the offer	---

PROFILE of Company N° 4

Establishment year of the Company	1987
Location of the company	Tunis, Tunisia
Position of the matching partner	General Manager; Commercial Manager
Business language	English, French, Arabic
Type of company	Enterprise
Field of Activities	Production
Number of employees	26-50
Areas of activity	Axles, steering, brakes, wheels, shock absorbers, conventional leaf springs, parabolic leaf springs, suspension springs; Automotive IT: Automotive applications; Accessories: Vehicle accessories
International business experience	Arab Countries; 2-3 years ago in Belgium, Netherlands, France
Request	Commercial assistance; trade intermediary (agent, representative, distributor); subcontracting; technological cooperation; joint venture agreements
Offer	---
Description of the desired cooperation	looking for a joint venture for an automobile product and a representative distributor
Main aspects of the offer	---

PROFILE of Company N° 5

Establishment year of the company	2005
Location of the company	Béja, Tunisia
Position of the matching partner	General Manager; Sales Manager
Business language	English, French, Arabic
Type of company	Enterprise
Field of activities	Production
Number of employees	51-250
Areas of activity	Air filter, oil filter, fuel filter, hydraulic filter; Automotive IT: Automotive applications; Engineering: Production processes
International business experience	Algeria, Morocco, Libya
Request	Commercial assistance; commercial agreement; trade intermediary (agent, representative, distributor); distribution agreements
Offer	---
Description of the desired cooperation	looking for distributors
Main aspects of the offer	Competitive prices, quality products, short delivery time, good service

PROFILE of Company N° 6

Establishment year of the Company	2008
Location of the company	Sfax, Tunisia
Position of the matching partner	Manager; Technical Director
Business language	English, French, German, Arabic
Type of company	Enterprise
Field of Activities	Production
Number of employees	---
Areas of activity	Turned parts with CNC and automatic parts; rubber parts
International business experience	Gaston Perrocaz and Eurova Industrie, France
Request	---
Offer	Production agreements; manufacturing agreements
Description of the desired Cooperation	want to produce for you, have the necessary equipment
Main aspects of the offer	CNC and automatic turned pieces/ parts

PROFILE of Company N° 7

Establishment year of the Company	1983
Location of the company	Nabeul, Tunisia
Position of the matching partner	General Manager
Business language	English, French
Type of company	Enterprise
Field of Activities	Production
Number of employees	26-50
Areas of activity	Mechanical cables (speedometer, clutch, handbrake); Automotive IT: Automotive applications; Engineering: Production processes; Accessories: Vehicle accessories
International business cooperation	Algeria, Morocco, Egypt, Libya, France, Portugal...
Request	Trade intermediary (agent, representative, distributor); distribution agreements
Offer	---
Description of the desired cooperation	to build up a relationship with a whole or retail seller of automotive cables for all European cars
Main aspects of the offer	Products with a profitable perspective, good prices, good quality and certified products

PROFILE of Company N° 8

Establishment year of the company	2003
Location of the company	Mahdia, Tunisia
Position of the matching partner	General Manager
Business language	English, French, Arabic
Type of company	Enterprise
Field of activities	Production
Number of employees	11-25
Areas of activity	Cockpits, instruments, trims, seats and covers, heating, air-conditioning, electrical adjusters, interior filters; Accessories: Car seat covers
International business experience	---
Request	Commercial assistance; commercial agreement; joint venture agreements
Offer	Subcontracting
Description of the desired cooperation	request joint venture cooperation by offering manufactured car seat covers
Main aspects of the offer	---

PROFILE of Company N° 9

Establishment year of the company	---
Location of the company	Ariana, Tunisia
Position of the matching partner	Director export
Business language	English, French
Type of company	Enterprise
Field of activities	Production
Number of employees	11-25
Areas of activity	Air fresheners for cars; Automotive IT: Automotive applications; Accessories: Vehicle accessories
International business experience	Italy
Request	Distribution agreements
Offer	Production agreements
Description of the desired cooperation	---
Main aspects of the offer	---

PROFILE of Company N° 10

Establishment year of the company	1973
Location of the company	Tunis, Tunisia
Position of the matching partner	Chairman; Director
Business language	English, French, Arabic
Type of company	Export Promotion Center
Field of activities	Services; Export Promotion
Number of employees	51-250
Areas of activity	Export Promotion
International business experience	all over the world
Request	Commercial assistance; commercial agreement; trade intermediary (agent, representative, distributor); distribution agreements; services (logistics ...); subcontracting
Offer	---
Description of the desired cooperation	---
Main aspects of the offer	---

PROFILE of Company N° 11

Establishment year of the company	1993
Location of the company	Cologne, Germany
Position of the matching partner	Project manager; Director of Advanced Technologies
Business language	English, French, German, Arabic
Type of company	Foreign Investment Promotion agency
Field of activities	Services
Number of employees	51-250
Areas of activity	Promotion of Investment in Tunisia
International business experience	France, Great Britain, Italy, Belgium, Spain, Germany
Request	---
Offer	Identification of competitive niches for investment, gathering and transmission of information,...
Description of the desired cooperation	Assist and accompany investors by providing specific information
Main aspects of the offer	Network of information, contacts, advice, assistance, attendance and support to foreign investors. Information about available sites and buildings, available financial tools, foreign investment figures (sectors, employment, regions ...)