

**MEDIBAT**  
الصالون المتوسطي للبناء  
SALON MEDITERRANEEN DU BATIMENT



The Mediterranean Building Exhibition

# MEDIBAT 2015

A highly successful edition



**421**

Exhibitors

**54882**

Visitors

**52**

Participating countries

# Exhibitors



Balance sheet 2015

## 421 Exhibitors

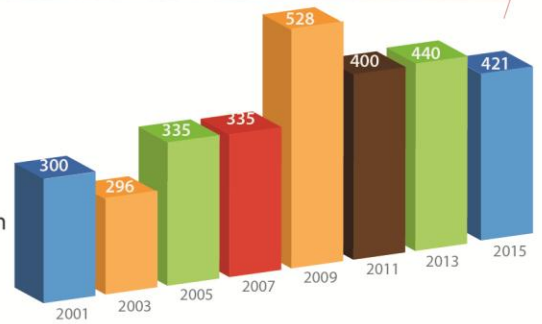
Tunisian and foreign exhibitors from various specialities in the field of building and public works

33000 sqm exhibition



### Exhibition sectors

- Structural work
- Design and engineering offices
- Construction equipment and machinery
- Building materials
- Paints and glues
- coatings
- Heating and air-conditioning
- Carpentry
- Sanitary ware and taps
- Furniture and decoration
- Glassware
- Electricity
- Waterproofness and sanitation
- Building chemistry
- Telephony and safety
- Building contractors
- Real estate agency
- Services

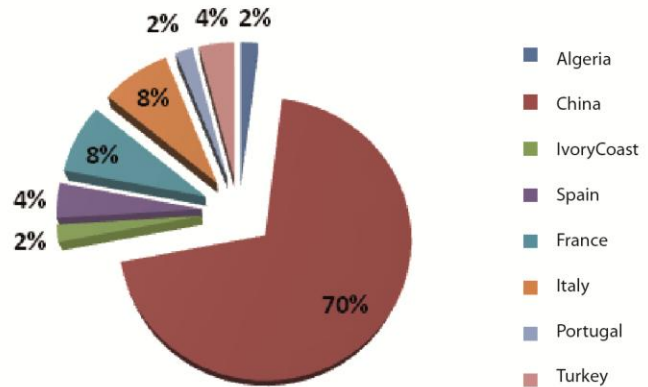


Evolution of exhibitors number

### Foreign participation

76% of Tunisian participation  
24% of foreign participation

Distribution of the direct foreign participation by country



#### overall satisfaction



Exhibitors who expressed their satisfaction during the 13<sup>th</sup> edition of MEDIBAT

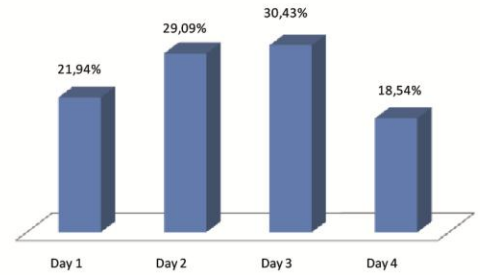
#### renewal rate



Exhibitors who expressed their desire to renew their participation in the 2017 session

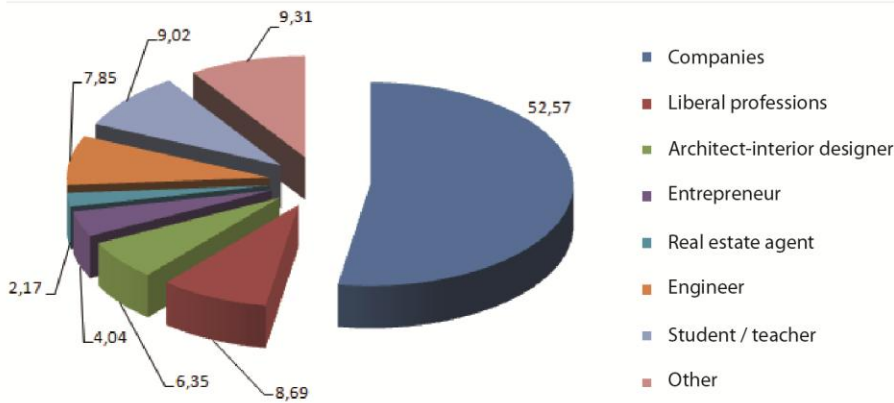
Balance sheet 2015

## 54882 Visitors



Daily distribution of visitors

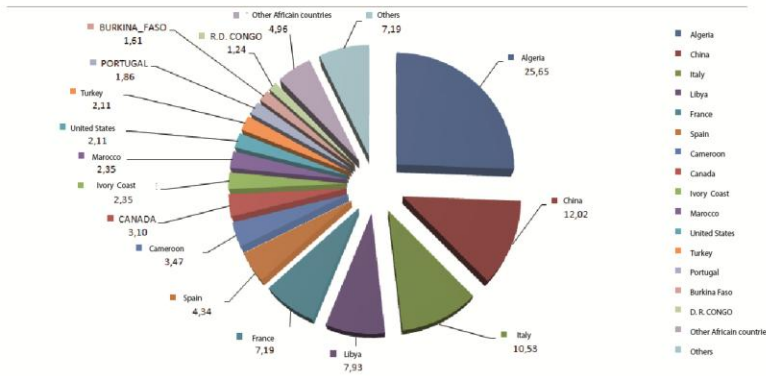
Distribution of visitors by business sector



### 70%

Of visitors had established professional contacts during their visit to the fair

Distribution of foreign visitors by country

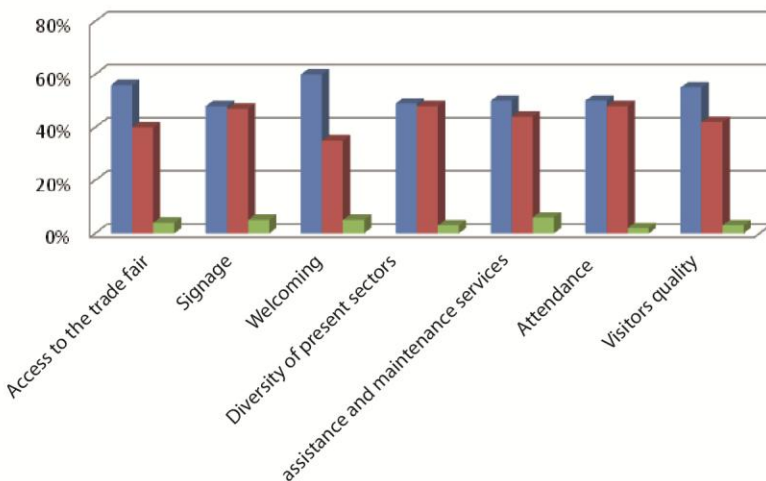


### 5000

foreign visitors

### 52

Attending countries



### 96%

Overall satisfaction related to the visit

- Totally satisfied
- Satisfied
- Not satisfied



# Scientific Forum

Friday, march 6<sup>th</sup> 2015

## Eco-Smart Building

**17** speakers

From France, Germany,  
Morocco and Tunisia

More than **300** participants

**92%** of satisfaction



The Scientific Forum offered the opportunity to exchange ideas and views on prospects and modalities of "Building Eco-SMART "to many experts and specialists from Tunisia and abroad ,who are specialized in building and construction, or the art of ecological and economic construction.

### Themes of the forum

The future of Ecosmart building

Architectural design and building construction materials

Energy management systems and Ecosmart building



# Economic forum

The strengthening of the public private partnership in the sector **P.P.P**  
of the building and the infrastructure in Africa

Thursday, march 5<sup>th</sup> 2015

**19** speakers

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More than **100** attended

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**92%** of satisfaction

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Ministers, Presidents of Chambers of Commerce ,decision makers, experts and construction professionals coming from many countries to present building projects and infrastructure in their countries and to establish partnership relations.

## **17 countries take part in the forum:**

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France, Canada, United- states, Libya, Algeria, Congo, Togo, DR Congo, Mauritania, Guinea Conakry, Senegal, Mali, Niger,Ivory Coast, Chad, Gabon, Cameroon, Ethiopia



# Forum of Innovative Business in the building

Thursday, March 5<sup>th</sup> 2015

## 200 participants

young promoters from business centers of Sfax, Gafsa, Sidi Bouzid, Kasserine, Zaghouane, Sousse, Jendouba



## 4 conferences

The tools and mechanisms for training and technical assistance given to developers in the construction sector.

Projects funding mechanisms

## 4 workshops

### Workshop N°1

Project ideas in the building sector

53 project ideas      40 contacts

### Workshop N°2

Tools and training programs for young promoters

### Workshop N°3

Funding mechanisms

(BFPME/ USAID-BRCP ./COTUNACE/ Bts...)

58 achieved contacts

### Workshop N°4 : Matchmaking B to B

Creation of representations in the regions

7 projects      73 achieved contacts

## BtoB Business meetings



**300** organized meetings

**80** Tunisian companies

### Participating Countries:

Algeria, Morocco, Italy, France, Canada, The United States, Senegal, Ivory Coast, Niger, Mali.





# Day countries

## Algeria day

Mars 05<sup>th</sup> 2015



### Development and Investment prospects in Algeria

**50** Algerian companies

**100** Tunisian companies

### 3 interventions

Legislative framework of Tunisian-Algerian trade

Investment in Algeria: Regulations and benefits

Mega Project Overview **Dhraa Erriche**



Signing of a Memorandum of Understanding between the Sfax Chamber of commerce and Seybousse Annaba Chamber of Commerce.

Signing of the cooperation agreement between the Sfax University and the Bordj Bou Arreridj University

## Libya day

Mars 06<sup>th</sup> 2015



### 4 Libyan ministers

### 6 Speeches

Development prospects of Libyan investments in Tunisia and strengthening of trade between the two countries

**30** Libyan businessmen

**100** Tunisian businessmen





Marked their presence the 13<sup>th</sup> edition of Medibat  
**Ministers, delegations, VIP and many prestigious institutions**

### 3 Tunisian ministers and 5 African ministers



- Mr. Ridha LAHOUEL  
Minister of trade –Tunisia
- Mr. Slim CHAKER  
Minister of finance –Tunisia
- Mr. Anis KHEDIRA  
Secretary of State of Equipement
- Mr. Mustapha ABOU TIHA  
Vice President of Government - Libya –
- M. Mohamed EL HAJ  
Minister of Housing - Libya -
- Mr. Slimane AJILI  
Minister of Economy - Libya –
- Mr. Ibrahim BANGOURA  
Minister for Urban and Territory Planning  
of Guinea Conakry
- Mme. Khoudia MBAYE  
Minister of Investment Promotion - Senegal -



### Foreign Ambassadors

-  Mr. Sebastien BEAULIEU, Ambassador of Canada
-  Mrs. BIAN Yanhua, Ambassador of China
-  Mrs. Anna KORKA, Ambassador of Greece
-  Mr. Luis Faro RAMOS, Ambassador of Portugal
-  Mrs. Saoudatou NDI IAYE SEK, Ambassador of Senegal
-  Mr. Brahim EFENDIC, Ambassador of Bosnia

### More than 30 Official foreign delegations



 USA  
American delegation



 CANADA  
High level delegation of businessmen,  
businesswoman and experts

- |   |   |  |  |  |
|---|---|--|--|--|
|  South Africa |  Algeria   |  Bosnia         |  Burkina Faso                       |  Canada     |
|  Cameroon     |  China     |  South Korea    |  Ivory Coast                        |  Spain      |
|  Ethiopia     |  France    |  Guinea Conakry |  Greece                             |  Italy      |
|  Jordan       |  Libya     |  Mali           |  Marocco                            |  Mauritania |
|  Niger        |  Palestine |  Portugal       |  Republic of the Congo<br>R D Congo |  Roumania   |
|  Senegal      |  Chad      |  Togo           |  Turkey                             |  USA        |

### CPCCAF

for the first time in Medibat

On the sidelines of the exhibition, the Conference of African and Francophone Consular Chambers holds its meeting in Sfax.

France / Congo / Togo / Mauritanie/ DR Congo



### 3 Memorandum of Understanding



Agreement with the Seybouse Annaba Chamber of Commerce (Algeria)



Agreement with the Togo Chamber of Commerce and Industry (CCIT)



Agreement with the POINTE NOIRE (CCIAM) Congo Chamber of Commerce and Industry, Agriculture and Crafts





SFAX CHAMBER OF COMMERCE  
AND INDUSTRY

# MEDIBAT

الصالون المتوسطي للبناء

The Mediterranean Building Exhibition

14<sup>th</sup> Session

From 8 to 11 March 2017

Sfax - Tunisia

