# 7 & 8 July 2023 Salili - Vanuatu



# About New Caledonia Trade & Invest



#### Export assistance

With its physical presence in Fiji, New Caledonia Trade & Invest aims to develop the trade relations between New Caledonia and Fiji. Our team, based both in Noumea and Suva, is here to support both New Caledonian and Fijian companies in their export process. NCT&I counts more than 100 members in various sector of activities (agriculture, industry, services, transport, IT, health, engineering...).

Our services go from networking and linking you to the right point of entry, informing you about the latest export/import requirements, providing market information and extensive market research, to organizing trade missions. We are organizing frequent information meetings and webinars on various topics (export, country focus, investment opportunities...) to keep our members in touch of the news in the Pacific. We also provide our members access to a weekly Pacific's tender monitoring so they don't miss any business opportunity.

Additionally, NCT&I is assisting investors who are interested into investing in New Caledonia.



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# **ACTB Pacifique**

# Structural work, finishing work, external works, civil engineering

The SARL ACTB Pacifique carries out all your building, civil engineering and servicing work throughout New Caledonia.

The creation of our company started from the will to realize a dream. It was at the age of 44, after having worked 24 years in the same company, that the founder of ACTB Pacific, Jean-Marie Dauthieux, now retired, decided to live his New Caledonian dream by creating his own company. His son Christophe took over the company in 2016.

The latter maintains the idea of an ever more efficient team and the anchoring of ACTB Pacifique in the local fabric thanks to a primarily multicultural Pacific hiring. The creation of this company has required many sacrifices that have led to the success of ACTB Pacifique in New Caledonia.

#### **PRODUCTS**

- The Neobus technical center.
- Duoe Wanaham international airport.
- Dumbéa and Boulouparis police stations.
- Farino, Boulouparis and Poya town halls.
- Nearly 1,000 social housing units.
- University sports hall.
- Boulouparis church

#### **INTERESTS**

- To bring our logistical, administrative and technical knowledge to territories which have no human needs but the need to be structurally accompanied to the inceasingly technical demands of the state tenders.
- ACTB Pacifique is willing to meet companies in the construction sector.
   The objective being to know the panel of professionals existing in Vanuatu.







# Design, manufacture and installation of aluminum joinery.

The main activity of ALUCAL NEW CALEDONIA is the manufacture and installation of aluminum joinery, mainly of the TECHNAL brand, historical and privileged supplier for more than 30 years. TECHNAL is a French subsidiary of the world renowned NORSK HYDRO group.

ALUCAL NEW CALEDONIA offers designs that are perfectly suited to New Caledonia and tropical countries, like a WATERPROOF LOUVRE WINDOWS from the range SAFETYLINE by TECHNAL.

TECHNAL quality is based on multidisciplinary expertise, encompassing all aspects of the product: raw materials, design, services, accessories, software and, more recently, an ecological and environmental approach which is a guarantee of quality and longevity.

All TECHNAL profiles are manufactured in compliance with French and European standards in order to meet customer requirements.

#### **PRODUCTION**

 All types of joinery of the brand TECNAL (block doors TOPAZE, block doors for intensive use TITANE, sliding TOPAZE, folding doors AMBIAL, Jalousie louvre windows SAFETYLINE, railing GYPSE etc...)

#### **INTERESTS**

 Export of models with standard dimensions (windows ans sliding bays, doors, jalousie louvre windows waterproof

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# **ARBE**

#### Construction

ARBE is a 100% Caledonian company operating in the building, civil engineering, deep foundations and marine sectors.

With 140 employees, ARBE has been operating in New Caledonia for over 50 years. Thanks to our mobile and autonomous teams, we are able to successfully undertake work in the bush or on the islands.

ARBE concentrates mainly on large-scale projects, with a high level of know-how and expertise. The company has built some of the largest buildings in New Caledonia.

The company's human and material resources enable it to respond to the most ambitious projects, while respecting deadlines, safety regulations and the environment.

The Civil Engineering sector often works in synergy with our Special Foundations sector, enabling us to offer our customers optimized solutions based on a global approach.

#### **PRODUCTS**

- Civil engineering (bridges...).
- Marine works (wharves...).
- Building (major projects).

#### **INTERESTS**

Export prospecting





# **BONIFACE ACMA**

# Specialist in handling accessories and lifting systems

Boniface Acma specializes in the distribution and manufacture of handling products and lifting systems.

All these products undergo rigorous resistance tests in compliance with current French and European standards.

The company, particularly experienced in New Caledonia, markets its products for the construction (guardrails) and marine (shrouds, ropes) industries, as well as for the mining sector, where it produces custom-made products.

Boniface Acma's products are exported to Australia, French Polynesia, Vanuatu and Wallis and Futuna.

#### **PRODUCTS**

• Handling products and lifting systems (guardians, shrouds, ropes...)

#### **INTERESTS**

 As part of its international expansion, the company is keen to develop partnerships throughout the Pacific, and is looking for long-term exchanges rather than multiple temporary opportunities.





# **CANAL+**

#### Audiovisual

**CANAL+ GROUP** is a major player in content creation and distribution worldwide, with a presence in over 50 countries and 7,600 employees on every continent. It now has 25.5 million subscribers worldwide. CANAL+ publishes and markets over 130 channels produced in-house. It brings together the main third-party theme channels and global content platforms such as Netflix, Disney+, Paramount+ and AppleTV+.

The leading pay-TV group in the French overseas territories, CANAL+ INTERNATIONAL operates with its subsidiaries in the Caribbean (Antilles, French Guiana and Haiti), the Indian Ocean (Reunion, Mayotte and Mauritius) and the Pacific (New Caledonia, Vanuatu, Australia, Wallis and Futuna, and Polynesia).

**CANAL+ VANUATU** offers sports, cinema, documentaries, news, and youth channels. Most of them are broadcasted in French, and some are available in English. CANAL+ offers 2 formulas ACCESS with 40 channels and PREMIUM with 80 channels, with good value for money. They are all available via satellite Intelsat 18, guaranteeing excellent reception and picture quality.

In Vanuatu, CANAL+ has a local partner (PVH) and a network of distributors (Vodafone, Vanuatu post, LMS Cooperative Society). They represent 18 sales and/or renewal points, distributed over the different islands.

CANAL+ contributes to the development of the French-speaking world, with the support of the French Embassy, the Alliance Française and TBV. Its satellite footprint enables it to reach the entire archipelago, especially French-speaking and Francophile households.





# CMA-NC

#### New Caledonia Chamber of Trades and Craft

New Caledonia Chamber of Trades and Craft (Chambre de métiers et de l'artisanat de Nouvelle-Calédonie : CMA-NC) is a public institution under the authority of the New Caledonia Government.

It supports over 11 000 New Caledonian craft businesses throughout their lifetime, from creation to change of ownership, with the aim of promoting their development, competitiveness and longevity. The CMA-NC offer a full range of effective services which enable actors to focus their efforts on their know-how and production facilities.

It ensures that the craft industry is recognised in its own right in the economy, at a local, national and regional level. It also ensures that their interests are considered in development programmes, laws and regulations, and then make sure these policies are properly implemented.

Its Training Centre (CFA) ensures the development of professional qualifications through initial or continuing training, to help young people, as well as those who are retraining or seeking employment, to meet the requirements of craft businesses in terms of skilled workers.





# **Epureau**

#### Water treatment solutions

Epureau is a player of sustainable development offering water treatment solutions from the intake to the discharge in the environment. With 40 years of experience in water treatment, Epureau is one of the leader in New Caledonia and operates overseas in 3 countries, counting more than 200 clients. From wastewater, drinking water, process and industrial water, tanks to collective swimming pools, we design and build turnkey units for water and effluent treatment. Epureau assists its clients in the choice of solutions and procedures related to the operation, as well as technical assistance, training of operators and the conception and implementation of tools necessary for the operation.

#### **PRODUCTS**

- Wood water tanks from 10 to 6000 m3
- <u>Swimming pools & SPA :</u> Pumping and treatment equipment, water games and slides
- <u>Drinking water</u>: Filtration, ultrafiltration, reverse osmosis, disinfection
- <u>Wastewater</u>: Sludge treatment, reuse of treated wastewater, landscape integration, pumping station
- Water treatment: Water softeners and filtration, network protection

#### **INTERESTS**

Interested to find clients in Vanuatu





# **ESEKA**

#### Fashion designer

ESEKA, created in 2005 in Lifou, (in the language : DREHU) bears the name of its creator, Eseka KAI. Woman of DREHU - Kanak fashion designer.

All our models are made in our workshops. ESEKA has the ARDICI label, which guarantees 100% local production.

My designs are inspired by traditional Kanak culture and the cultures of the Melanesian peoples.

I'm going to immerse myself in the Vanuatu fashion world, making contacts and sharing ideas. I hope to be able to create a fashion show in partnership with Vanuatu artists, craftworkers, dancers and singers, and make sure it's renewed every year.

For one week, I'll propose an ephemeral store to present and sell my creations.

#### **PRODUCTS**

- Kanak traditional dresses
- Kanak dress tops and blouses
- Pacific community dresses
- Tunics, shirts, GAO (MEN)
- Dresses and tunics (CHILDREN)
- Local products

#### **INTERESTS**

- To immerse myself in the Vanuatu fashion world,
- To make contacts and sharing ideas.
- To create a fashion show with Vanuatu artists
- To meet the Caledonians in VANUATU
- To find one partner to market my products
- To propose an ephemeral store to present my creations





# Europ Assistance Pacifique

#### Medical assistance

Europ Assistance Pacifique (EAP) the Caledonian branch of the international Group Europ Assistance

Managed more than 2000 medical cases and 1000 medical evacuations per year. Ensure a reactive response to your request anytime. Offers customised solutions. Provide high quality services, through high skilled medical and paramedical teams who are able to manage all type of emergency situations, specially in aeronautic environment.

Assure you access to high standards medical conditions in a medical center in Nouméa as well as abroad through our medical group network.

Comply with the certifications applied on local and international air flight companies.

#### **PRODUCTS**

- Medical & Logistic Coordination
- Commercial Flight & Air Ambulance transfers outbound/inbound
- Patients medical follow-up

#### **INTERESTS**

 Intensify and further developp its range of services (medevac, medical follow-up, trainings, travel insurance) in Vanuatu and Fidji





# **HMC**

#### Wood Construction

Henry Manuel Charpente SARL specialises in timber construction.

With its many years of experience and extensive know-how, the company has made a name for itself by responding to invitations to tender and has become a specialist in professional, new and restoration projects.

By designing, building and executing its projects, HMC SARL gives New Caledonia the means to benefit from all the advantages of wood.

#### **PRODUCTS**

 Turnkey House / Extension and Raising in wood / Deck / Faré / Wooden kits (table / bench / carport...)

#### **INTERESTS**

 Exporting a wealth of expertise and knowledge about wood / Giving
 Vanuatu the means to benefit from all the advantages of wood.





# **Laser Art Pacific**

#### Laser engraving

Laser Art Pacific specializes in laser engraving on wood and other materials (glass, plexiglass, mother-of-pearl, ...), cabinetmaking, production of trophies, goodies, business gifts, Pacific art objects (totems, poles, arrows, sculpted swords, etc.), souvenirs and other tailor-made objects.

Our craftsmanship is inspired by New Caledonia, its unique woods and cultures. Each piece we create reflects our identity and highlights the richness of our island.

We have developed a network of local sculptors and craftsmen whom we call on. Our wood, glass and Plexiglas items are laser-engraved and crafted in our Noumea woodworking / cabinetmaking workshop. Everything is 100% local and handcrafted.

Our aim is to showcase local artists, promote New Caledonia, its history, culture and art, and offer products "Made in New Caledonia".

#### **PRODUCTS**

 Laser engraving on wood and other materials

#### **INTERESTS**

 To export their know-how to Vanuatu's tourism institutions and players, but also to source new partners and suppliers.





# **Light Home**

#### LED lighting fixtures

LIGHT HOME is a company specialized in the supply of LED lighting fixtures. Our company is dedicated to the importation and distribution of LED lighting products from carefully selected international manufacturers.

At LIGHT HOME, we are committed to customer satisfaction. We strive to provide personalized service by understanding your specific requirements and offering tailored solutions. Our team is here to guide you in choosing products that best meet your specific needs.

As an importer, we place great importance on the quality of our products. We ensure that our LED lighting fixtures deliver excellent performance, long lifespan, and optimal energy efficiency. We are committed to providing reliable and durable products to meet our customers' expectations.

At LIGHT HOME, we believe in the power of lighting to transform spaces. Whether you are a reseller, contractor, or interior designer, we are here to support you in expanding your range of LED lighting products.

Feel free to contact us to discover our range of high-quality LED luminaires and discuss how LIGHT HOME can become your trusted partner in the importation of LED lighting fixtures.

#### **PRODUCTS**

- LED spotlights
- LED strips
- LED floodlights
- LED pendant lights

#### **INTERESTS**

· Interested to find clients in Vanuatu





# Pacific Plastic Profile

#### Wood plastic composite profiles

Pacific Plastic and profile is a company specialized in the design and manufacture of PVC and WPC (Wood Plastic Composite) profiles for the building and its environment. Created 20 years ago, our mission is to offer quality product lines that are adapted to the Pacific climatic environment, their components and value-added services for the building industry while providing our customers with competitive advantages. Our values are respect for the environment and the future of our planet, safety and recycling are our priorities in this field. Product quality: we develop high-performance, aesthetically pleasing product lines that meet the technical, regulatory and architectural requirements of our markets. Our leitmotiv is to offer products with a very long lifespan and which are maintenance-free.

#### **PRODUCTS**

- PVC soffit for interior & exterior ceilings
- Profiles and accessories
- · High quality composite decks
- PVC roof fascia and gutter system
- Sustainable eco-materials cladding profile

#### **INTERESTS**

- Interested to find clients in Vanuatu
- Interested to find a distributor in Vanuatu
- Interested to find partners such as architects





# **SICA-NC**

#### Manufacture and sale of animal feed

Founded in 1981, SICA-NC, a subsidiary of the Nord Avenir Group based in Boulouparis, in the Southern Province of New Caledonia, manufactures animal feed. The production unit markets feed for livestock and farm animals (pigs, poultry, cattle, shrimp, horses, sheep and farmyard animals), as well as unprocessed raw materials. The company is particularly experienced in New Caledonia.

For many years now, SICA-NC has been exporting its poultry, shrimp and pig feed products to several Pacific countries (French Polynesia, Vanuatu and Wallis and Futuna) for specialized farms and farms.

As part of its international development, SICA-NC wishes to export its products, mainly concentrated or complete feeds for livestock (pigs, chickens, shrimps, cattle, poultry, horses, sheep) to wholesalers, specialized stores and livestock farms, mainly in the South Pacific region.

#### **PRODUCTS**

- poultry, shrimp and pork feed products
- concentrated or complete feeds for livestock (pork, chicken, shrimp, cattle, backyard animals, horses, sheep)
- ingredients for feed formulation to wholesalers, specialized stores and livestock farms

#### **INTERESTS**

 As part of its international development, SICA-NC wishes to export its products mainly in the South Pacific region.





# SLN

#### Sidurgy - mining - metallurgy

A Caledonian company and subsidiary of the Eramet group, Société Le Nickel is the world's leading producer of ferronickel. SLN has spanned the centuries by innovating and adapting to new knowledge and the planet's new needs. Today, it is embracing all the challenges of responsible, virtuous mining by launching its new business model, a major component of which is dialogue and co-construction with local communities.

SLN has been New Caledonia's historic mining and metallurgical operator for over 138 years. Primarily focused on the production of ferronickel, which is marketed by the Eramet group, SLN also generates co-products including slag (ferronickel slag) to the tune of nearly 1Mt/year.

SLN intends to step up its efforts to market slag internationally, in order to export this co-product, which fits perfectly into the circular economy framework.

#### **PRODUCTS**

- Slag, marketed under the name "Le SLAND", intended for concrete, construction, road applications and all civil works market.
- Road applications : sub layer, asphaltes

#### **INTERESTS**

 As part of its international development, SLN is focusing primarily on markets in the South Pacific.





# **Structure Concept**

#### Construction, mining and civil engineering

We work in true partnership for innovative project management in design and development. We ensure technical monitoring and continuous evolution in constructive systems. Our desire is to satisfy our customers, and our organization is at the service of this ambition through a process of quality improvement.

We bring you our technical skills on all types of projects: buildings and civil engineering works. Diagnosis, rehabilitation, new construction, seismicity,... Our teams are there to support you throughout your projects.

Structure Concept strives to provide its interlocutors with a global vision of the constraints related to the act of building by anticipating interactions with the various stakeholders.

#### **PRODUCTS**

- Diagnosis studies
- Feasibility studies
- Detailed design
- Tender documents
- Development of the technical specifications
- Assistance to the client during the works procurement stage
- Strategic studies
- Development plans and master plans

#### **INTERESTS**

 Our interest is to promote the construction and public work sector in the Pacific region, relying on a qualified team.





# **Sud Forêt**

#### **Forestry**

SudForet is a semi public company mainly hold by the province sud and Caisse des Dépôts et Consignations. She works in forestry, mostly to product timbers for local construction. However, in 2021, shareholder decided to engage the company to a new strategic development in sandalwood (santalum austrocaledonicum) production expecting an establishment of 500 ha until 2030.

SudForet, on his 2,000 ha of plantation, promote a more environnementally friendly forestry, developt some tools for forest management and adapt a forestry method to help Sandalwood tree to be more resilient in front of climatic change as well.

#### **PRODUCTS**

- Wood Market assment
- Tools for Forestry management
- Support in any environnementally friendly forestry

#### **INTERESTS**

Get a sustainable and unic forestry in pacific island





# Sunzil

#### Solar powered desalination

Sunzil, in partnership with Renewable Water NC, developed the Elemental Water Source. The Elemental Water Source is a plug & play, containerized desalination solution that works off-grid using only solar energy to produce clean water from seawater. By unique Energy Recovery Technology, the system uses 70% less energy than conventional desalination technology, and therefore requires 3x less solar panels. This major breakthrough enables an independent water supply for any coastal location. Tap into the unlimited source of clean water for communities, resorts, industries, private properties, disaster relief & emergency response.

This solution is scalable from one to several thousands cubic meters per day of fresh water production. It can also be 100% off-grid solar or with genset support and/or grid connected. In addition, it can be used either for residential, but also for communities, industries, resorts, etc...

Additionally, SUNZIL PACIFIC design any off/on grid photovoltaic solution including small to large scale storage systems, mini-grids and solar farms.

#### **PRODUCTS**

- Smart solar powered desalination systems: sustainable off-grid desalination
- Photovoltaic solutions: solar panels, off-grid systems

#### **INTERESTS**

 Interested to find clients in Vanuatu, especially resorts interested by their solar powered desalination solution







#### Clean water from the sea & sun.

Expensive

Dirty





Sustainable

Stress-free



Traditional desalination uses up to 10 kWh / m3



We use under 3 kWh / m3 & integrate solar energy



Resorts

Communities



Industries

#### A solution for each application.

#### Electricity available?



Elemental Water Maker

- 70% less energy
- containerized or skid-build

#### Elevation available?



**Elemental Water Gravity** · no energy conversion, 100% off-grid

• requires 100 m elevation

#### Off-grid location?



**Elemental Water Source** 

- 70% less energy, 100% off-grid
- · plug & play
- Temporary application?



**Elemental Water Response** 

- · portable & easy to transport
- · deployed in minutes



Private properties



Water companies



Crisis Response

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# Win a return ticket to New Caledonia!





# New Caledonia Trade & Invest At VANUATU 2023

