

# Choose La Reunion, France in the Indian Ocean



**REGION REUNION**

[www.regionreunion.com](http://www.regionreunion.com)





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Regional Council of La Reunion has long been keen to build a special relationship between the two countries for a variety of historical and economic reasons (Mozambique's contribution to the settlement of Reunion; the country's considerable economic potential).

Regional economic cooperation with Mozambique as part of the 2007-2013 European Territorial Cooperation Operational Programme (POCT) and the 2014-2020 INTERREG V programme.

### Economic cooperation:

Support for ARDA in implementing La Reunion Support Programme for the Development of Mozambican Aquaculture (PARDAM) in Mozambique, which has led to an Aquapesca subsidiary of the Oceinde group being set up in Pemba.



**IOMMA (Indian Ocean Music Market)** is a forum for music industry networking and interaction, aimed at sharing expertise and creating business opportunities. Integration of a special programme of artistic and professional exchanges organised with the AZGO festival, including training sessions in Mozambique.



Meetings between Reunion & Mozambique: Organised by Club Export Reunion, meetings such as these allow businesses from the island to participate in the FACIM and build working relationships with Mozambican professionals through B2B meetings, with the support of the France-Mozambique Business Club.



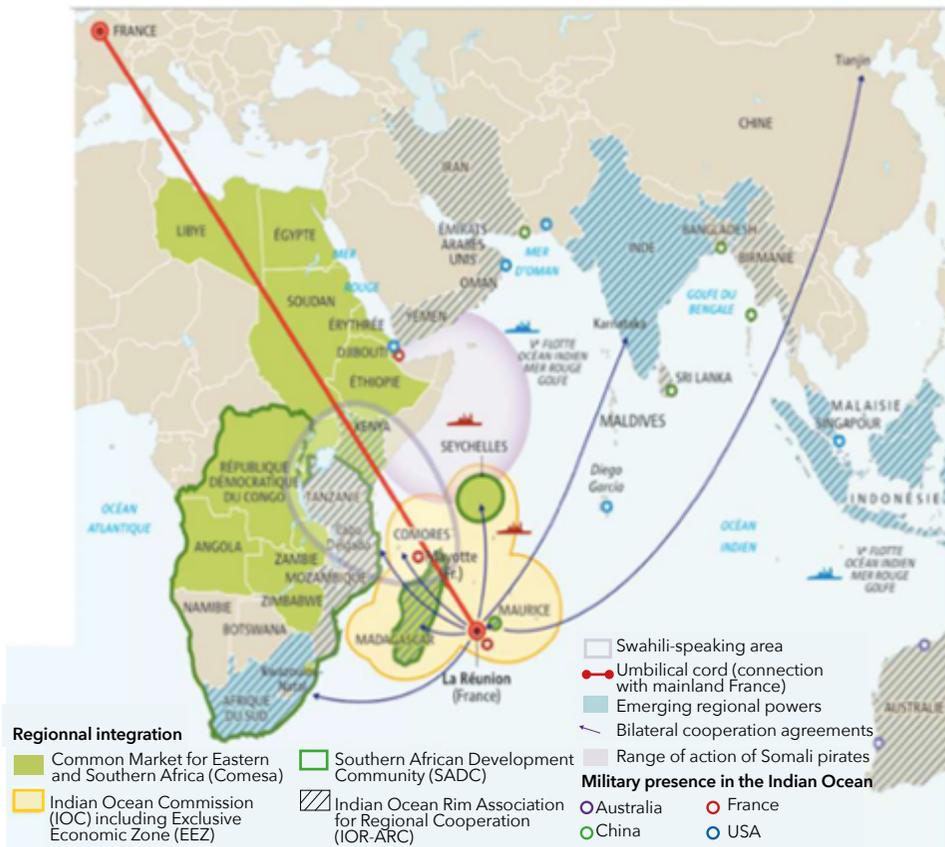
### Mobility, employment, vocational integration:

- Presence of international volunteers, including International Volunteers in Business (VIE) participants for export
- Raising the overall skill level by supporting training and Volunteers for International Solidarity (VSI) exchanges
- University cooperation exchanges between La Reunion and Mozambique at the cooperation and cultural action department (SCAC) through the French Embassy via the Franco-Mozambican Cultural Centre



## La Reunion, a competitive and attractive market

- More than 850,000 inhabitants
- Surface area: 2522 km<sup>2</sup>
- Official language: French
- French Region and European Union Outermost Region status
- Growth rate: 3.2% in 2017
- GDP per capita: €21,500 in 2017
- Number of businesses: 50,000



### Internationally focused:

1,550 businesses export goods and services  
(a 400% increase since 2010)

## La Reunion, an island of sustainable solutions

### STRUCTURE AND ORGANISATION OF VARIOUS SECTORS IN REUNION

#### Blue Economy Growth:



Creation of the Blue Institute bringing together local maritime economy operators.

#### Digital technology:



La Réunion, 1<sup>ère</sup> région fibrée

#### Ecotourism:



The «Pitons, Cirques and Remparts of La Réunion» are inscribed as a UNESCO World Heritage Site.

#### Tropical construction:



The Coeur de Ville eco-district in the district of La Possession won two prizes at the 2018 Green Solutions Awards (Special Jury Prize & Public Prize)

#### Renewable energy:

- 1/3 of electricity produced comes from renewable sources.
- Solar, biomass, wind, hydro and marine energy.

#### Agrifood :



### STRONG ECONOMIC INTEGRATION IN THE REGION



#### Tourism partnerships

Joint international marketing: cruises, ecotourism, golf, inter-island travel, etc.

#### Economic partnerships

Grouping of Chambers of Commerce & Industry and other organisations: Multi-sector development in the region.

### WORLD-CLASS INFRASTRUCTURE



MARITIME PORT

- 2nd busiest Outermost Region port
- 4th largest container port in France
- Capacity: more than 5 Million tonnes of freight
- Cargo traffic: more than 350,000 containers/year



INTERNATIONAL AIRPORTS

- **Roland Garros Airport, Saint-Denis**
- Annual capacity: 2.5 million passengers
- Freight capacity: 40,000 tonnes/yr
- **Pierrefonds Airport, Saint-Pierre**
- Annual capacity: 500,000 passengers



MAJOR PROJECTS



HEALTHCARE

**University Hospital**  
- Two centres:  
Saint-Denis  
and Saint-Pierre

- Ranked 11th out of  
32 hospitals in France



EDUCATION/TRAINING

- 2 university  
campuses  
(Saint-Denis -  
Le Tampon)  
  
- 1 business and  
qualifications campus  
  
- Success rate: 88.2%



6 February 2019:  
Qualitropic becomes  
an economic hub of  
Overseas France



BUSINESS INCUBATORS



LABORATORIES/  
TECHNICAL  
PLATFORMS

4 SECTORS FOR BUSINESS OPPOTUNITIES



AGRICULTURE



TOURISM



DIGITAL



RENEWABLE ENERGY

LA REUNION IN MOZAMBIQUE

- Region Council of La Reunion - Mozambique

Head of Office: Stela GROSSE  
Under the coordination of Regional Council of La Reunion,  
This office is open to any economic actor wishing to forge links  
between Mozambique and La Réunion.

Av. Julius Nyerere, 130 - 5ème étage  
Horaire: 8.00 - 17.00  
+258 84 412 5942  
stela.grosse@cr-reunion.fr

- Supply of business incubators to set up in Mozambique

Access to a range of services for  
(internet, meeting room,...) in a business center environment  
in partnership with the CCI France Mozambique.

130, av. Julius Nyerere, Maputo, Mozambique  
semir@semir-mozambique.re

- Club Export Reunion

As a Reunion Island association created in 1998, the Club Export La Reunion brings together  
120 member companies from various sectors. It supports companies in their international  
development strategy. It promotes regional added value, international development, economic  
and environmental cooperation through the organisation of events (country focus, thematic  
afterwork) and business meetings in the Indian Ocean.

3, rue Serge Ycard - 97490 Sainte-Clotilde,  
La Réunion  
(+262) (0)2 62 92 24 25  
contact@clubexport-reunion.com



# PORT FACILITIES



**Grand Port Maritime de la Réunion**  
Address : 2 rue Evariste de Parry BP 18  
97821 Le Port Cedex

Phone : (+262) 262 429 010 - Fax: +262 262 424 790

Mail : [pr.com@reunion.port.fr](mailto:pr.com@reunion.port.fr)

Website: [www.reunion.port.fr](http://www.reunion.port.fr)

## Grand Port Maritime de la Réunion

Port industry

### Activities:

GPMDLR's activities are as follows:

- Public property management of Port Reunion (200 ha), including 2 port sites:
  - Port Est: 480 m turning basin, 1650 lm of quayside (13 to 16 metres of draft), 23.5 ha of open storage areas, 4,000 m<sup>2</sup> of warehouses;
  - Port Ouest: 350 m turning basin, 3000 lm of quayside (4.5 to 9 metres), 3.5 ha of warehouses.
- Operation of port terminals for import (sugar, cereals, bitumen) and export (bulk sugar), handling import, export, and transshipment (open storage area for ISO refrigerated containers)
- Provision of general-use port equipment at the quayside:
  - container gantries and multi-purpose mobile cranes;
  - ship hoists: 400t SLIPWAY and 40t ROULEV;

- Quayside services: unloading liquid hydrocarbons onto quays, cleaning and waste collection, rental of miscellaneous equipment (generators, etc.)

### Location and operating areas (outside Reunion):

Member of the Association of Indian Ocean Island Ports (APIOI)

**Target area:** Mozambique

**Partners and distributors:** shipping companies / port handling companies / national and local authorities / etc.

### Expertise:

- Port connections: Port Réunion is connected to 59 ports weekly via 9 containerised shipping lines, and has the following transit times:
  - 5 days for southern Africa (Maputo)
  - 16 days for Europe (FOS sur Mer - Marseille)
  - 9 days for the Indian subcontinent (Nhava Sheva - Bombay) and south-east Asia (Tanjung Pelepas & Singapore)
  - 7 days for the Persian Gulf (Salalah - Oman)
- Port handling: 5 port handling companies operate in Port Reunion as follows:
  - 3 companies handle container traffic via a shared Terminal Operating System (TOS), OSCAR, developed by TGI
  - 1 company operates a Ro-Ro terminal
  - 2 companies handle conventional traffic (project cargo, etc.)
  - 1 company handles solid bulk (including construction site aggregates)



**Contact :** Henri Dupuis,  
Director of Operations  
and Trade  
([henri.dupuis@reunion.port.fr](mailto:henri.dupuis@reunion.port.fr))



**CA :** €49.7 million



**Effectives :** 270 people



**Business Sector :**  
Port industry

- Support site for major infrastructure projects: Port Reunion housed a concrete sub-assembly prefabrication site for an offshore viaduct (the New Coastal Highway) over 5000 m long.

#### Key expertise:

- Port dematerialisation: all participants in Port Reunion's logistics chain and French customs interact through a Cargo Community System (CCS), SIMAR, developed by INFOPORT, a company in which GPMDLR is shareholder.
- With its border inspection post for agri-food and phytosanitary goods Port Reunion is a gateway to Europe.

#### Standards/certification/references:

International Ship and Port Facility Security (ISPS) Code Compliance: covers all port facilities (containers, general cargo, liquid and solid bulk, passengers)

#### Local content:

Port Reunion and its staff have the capacity to develop vocational training for the professions operating in Port Reunion (port handling, CCS and TOS operations, logistics services, etc.).

Spoken and working languages: French and English

Attachments:

- Presentation of Port Reunion
- 2018 Activity report

**Spoken and working languages:** French and English



**De Courcy Group**  
 Address : 9, Rue Charles Darwin  
 ZAC 2000 97420 Le Port  
 Phone : (+262) 262 421 289  
 Website: www.dmp.re

## DE COURCY GROUP

### Port handling and logistics

#### Activities:

- Creation on-site of a branch for:
  - rental of port and logistics handling equipment in the port area
  - rental of construction equipment and tools
  - rental of modular structures

**Location and operating areas (outside Reunion):** Mauritius / Mayotte /Madagascar (in 2020)

**Target area:** North Mozambique gas project  
 - Port zones / Port logistics area / Future towns

#### Expertise:

- Regional group operating in the OI region since 1972 - strong regional identity
- Largest group in the Indian Ocean islands specialised in handling and racking. In-house design department for optimisation of racking and logistics installations
- Subsidiaries in the Indian Ocean: Mauritius / Mayotte (Mozambique Channel) and Madagascar in 2020
- Regional specialist for rental of handling equipment and TP Moyen. More than 1,500 pieces of equipment in stock in the Indian Ocean
- eams of technicians are already operating outside the area to repair and commission equipment: Seychelles / Madagascar
- Joint venture until 2016 with Kalmar for the maintenance of straddle carriers at Port Reunion. When MICTSI started operating Tamatave Port: audit and monitoring of the maintenance of Kalmar handling equipment.
- Family-owned and managed: short decision-making process

#### Key expertise:

- Handling/Logistics equipment rental
- remote management of a network of branches and subsidiaries in the Indian Ocean
- specialised advice in handling, logistics and storage in relation to throughput
- Staff training at our own DE COURCY Academy

#### Local content:

Possibility of training local staff: mechanics, forklift drivers and maintenance workers either at our De Courcy Academy in Reunion (at our training centre) or in Mayotte at our workshops, in accordance with EC agreements.

**Spoken and working languages:** - mainly French; English / Portuguese



**Managing Director:**  
Jean-Luc Potier  
**General Director:**  
Aurélien Potier



**CA :** €65 million



**Effectives :** 240



**Business Sector :**  
sales, after-sales service, industrial maintenance and rental of equipment for handling, transport, building and construction



**INFOPORT SAS**  
 Address :85 rue Jules Verne  
 97420 LE PORT  
 Phone : (+262) 692 88 48 65



**SCOP LA COR**  
 Address : 1 Voie de liaison Portuaire  
 BP 119 - 97823 LE PORT  
 Phone : (+262) 262 430 514

## INFOPORT SAS

### Services / IT

#### Activities:

- Cargo community system (CCS)
- Studies, development, installation, management, training, maintenance, development, IT system support.
- Works with hardware, software, interfaces.
- Logistics projects and subjects, customs, IT.

**Location and operating areas (outside Reunion):** Based in ReunionRegular interconnection with mainland France (Paris / Bordeaux)

**Target area:** Indian Ocean

**Partners and distributors:** 4SH - 49379960500016

#### Expertise:

- Specifications, development and validation of customised software
- Computer engineering and customised web technology software design

#### Key expertise:

Development of logistics tools for management of air and sea freight, web and mobile applications for all business sectors :

- Audits, architecture, technological coaching
- Consulting on functional and road-map content,
- Specifications and developments,
- Application or technical restructuring.

#### Standards/certification/references:

ISO 9001 quality certified (the only handling company in Reunion to be certified).

#### Spoken and working languages:

French/English



**Contact :**  
 Emmanuelle HENRY  
 eh@infoport.re  
 (+262)692884865



**CA :** €1,035,000



**Effectives :** 7 employees



**Business Sector :**  
 Services / IT

## SCOP LA COR

### Port handling and logistics

#### Activities:

- Port handling
- Logistics
- Land transport
- Handling training
- Possibility of establishing a rear base at Port Reunion when transporting elements required for infrastructure construction in Mozambique.

**Location and operating areas (outside Reunion):** Port of Mayotte

**Target area:** Indian Ocean and East Africa

**Partners and distributors:** Shipping companies / Transit agents / Freight forwarders.

#### Expertise:

Handling and port logistics: preparation and organisation of loading & unloading operations, storage, monitoring logistics and customs.

#### Key expertise:

Specialist in handling heavy loads for industrial projects.

#### Standards/certification/references:

ISO 9001 quality certified (the only handling company in Reunion to be certified).

#### Local content:

LA COR has all the human resources and equipment (port handling equipment) required for its activities.

In this respect, LA COR also makes use of land available:

- 25,000m<sup>2</sup> + 1,400m<sup>2</sup> of warehouses in the intra-port area and
- 20,000m<sup>2</sup> + 1,600m<sup>2</sup> of warehouses in the immediate vicinity of Port Est

**Spoken and working languages:** French/English



**Managing Director:** Jean-Daniel Clotagatide  
 jean-daniel.clotagatide@la-cor.fr  
**Director of Development and Perspectives:**  
 Christophe Guenneguez  
 christophe.guenneguez@la-cor.fr



**CA :** €6 million



**Effectives :** 46 permanent employees + 40 temporary workers



**Business Sector :**  
 Port handling and logistics

**LA PERRIERE GROUP**

**Port handling**

**Activities:**

- The LA PERRIERE Group provides port services such as handling of ro-ro and container vessels in La Reunion. Through our GMC agency we also provide shipping consignment.
- With the brands Budget and Avis we are market leader in car and commercial vehicle rental.
- We also provide operational support and training to port professionals in the region, and are stakeholders in the digital restructuring of Port Reunion as well as being a FOUNGING member of SIMAR (port community software for La Reunion). The group is currently diversifying towards more container services (stuffing/unstuffing, stock management, etc.), as well as oilfield logistics.



**Contact :** Jérôme Delhoume  
 Phone: +262 692 048 100



**Turnover in 2018:**  
 €35,462,419 (consolidated for group)



**Effectives :** 180 people



**Business Sector :**  
 Port handling and rental of vehicles and machines

**Location and operating areas (outside Reunion):** MAYOTTE, MAURITIUS, CHINA, CANADA

**Target area:** MOZAMBIQUE

**Partners and distributors:** in-house

**Expertise:**

- Handling of container ships, ro-ros and conventional vessels: MAERSK, WALENIUS WILLEMSEN, HAPAG LLOYD and HOEGH.
- Terminal management
- Shipping consignment: HOEGH and cruise lines.

**Key expertise:**

- Management of Terminal Information Systems (TOS) and the invoicing interface (MARCO). These systems were deployed on our initiative and under our supervision.
- Machinery fleet management
- Shipowner relations
- Skills management and certification of dockworkers
- Financial engineering

**Standards/certification/references:**

As is the case for our other business operations, SGM Manutention comply fully with prevailing French and European standards.

**Spoken and working languages:** French/English





**DRONE TECH SAS**  
 Address : 186 chemin Pierre Deguigné  
 97424 Piton Saint Leu  
 Phone : (+262) 692 869 277  
 Mail : contact@dronetech.fr



**Exodata**  
 Address : 4 rue Emile Hugo  
 97490 Ste Clotilde  
 Phone : (+262) 692 384 448  
 Website : www.exodata.fr

## Drone Tech SAS

## Safety

## EXODATA

## Digital Service Company

### Activities:

Drone Tech operates several different drone activities:

- Photogrammetry: Photographic mapping, topographical surveys, 3D modelling, surface and cubage calculations, comparison with workshop drawings, etc.
- Remote sensing: Thermal infrared (security, photovoltaic inspections, etc.) and near infrared (precision agriculture, etc.)
- Photo & video production: Construction site monitoring, corporate communications, etc.
- SAFETY/SECURITY:
  - Tethered drone (maximum height: 80m): Highly efficient monitoring, signal relay, etc.
  - Autonomous drone: Perimeter patrols, deterrence
- ACCREDITED TRAINING ORGANISATION: Training in remote piloting and drone regulations, photogrammetry, video recording and editing
- ANALYSIS, DESIGN AND PROTOTYPING: Specific needs analysis (ex: rat poison release, alarms, special sensors, etc.)



**Contact :**  
 Julien Rigoli  
 +(262) 692 869 277



**CA :** €70,000



**Effectives :** 3



**Business Sector :**  
 Safety and security Reunion/  
 Mayotte

**Location and operating areas (outside Reunion):** Currently none, Madagascar and Mayotte pending

**Target area:** Madagascar, Mayotte, Seychelles, Mozambique, Kenya

### Expertise:

Consulting, sale or rental, training and technical assistance.

### Key expertise:

Technical knowledge of international civil aviation, enabling legal and concerted use of drones in any country.

### Standards/certification/references:

DATADOCK-certified training organisation

### Local content:

Through our training organisation we can provide and share our experience in supplying drone services. Required HR resource identified.

### Spoken and working languages:

French, English Portuguese to follow.

### Activities:

- IT hosting / facilities management / cloud systems / cybersecurity / follow-the-sun 24/7 assistance
- IT solution integration / custom application development / business intelligence
- Consulting: organisation, information systems, processes, lean management, project ownership, project management, etc.

**Location and operating areas (outside Reunion):** Reunion / West Indies / New Caledonia / mainland France

**Target area:** France and French overseas departments and territories / Indian Ocean

**Partners and distributors:** all telecom operators including Orange, hardware manufacturers, VMWare, Zimbra, Microsoft, ServiceNow, Atos, etc.

### Expertise:

IT infrastructure / networks / security / telecoms / data centres / IT operations / outsourcing / development / BI / organisational consulting and processes

### Key expertise:

Cloud with 24/7 supervision and support service and cybersecurity (SOC)

### Standards/certification/references:

ISO27001 / HDH (Health Data Hosting) Q4 2019

### Local content:

DataCenter \* 2 / IT infrastructure - Cloud \*2 / system network engineer / security business consultant / developers / engineer - support and operations technician 24/7 NOC - SOC.

### Spoken and working languages:

French / English



**Contact :**  
 Julien Mauras (CEO)  
 julien.mauras@exodata.fr  
 +(262) 692 384 448



**CA :** €8 million



**Effectives :** 80



**Business Sector :**  
 Digital Service Company



**Group Austral Assistance**  
 Address : 16 rue Albert Lougnon  
 Phone : (+262) 692 669 970  
 Website :www.gaa.fr



**NXO Océan Indien**  
 Address : Village Entreprises  
 Technopole de la Réunion  
 16 rue Albert Lougnon - BP69  
 97490 Sainte-Clotilde, La Reunion  
 Phone : (+262) 262 907 070  
 Website : www.nxo.eu

## GAA

## High added-value service company

## NXO

## Digital workflows

### Activities:

High added-value service delegation / 24/7 assistance platform - insurance (car / home / healthcare / emergency repatriation / insurance compensation management / remote assistance management).



**Contact :**  
 Djalil Alibhaye  
 dalibhaye@gaa.fr  
 +(262) 692 669 970



**CA :** €12 million



**Effectives :** 120



**Business Sector :**  
 High added-value service company

**Location and operating areas (outside Reunion):** La Reunion (head office) / Martinique / Guadeloupe / French Guyana (scheduled) / New Caledonia / Ivory Coast / Cameroon / Morocco (JV)

**Target area:** French overseas departments and territories / French-speaking West Africa

**Partners and distributors:** all insurance and assistance companies

### Expertise:

Assistance: medical, automobile, home, healthcare, funeral / car accident and multi-risk home claims management / rental and car repair management / remote assistance`

### Key expertise:

Platform operational 24/7 meeting all availability requirements (PRA / Certification), front office / back office / own IS, customisable to specific needs

### Standards/certification/references:

ISO9001

### Local content:

6 platforms operating 24/7 with 90 employees; 30 people employed in management support (HR / Finance / IT / Quality control)

### Spoken and working languages:

French / English

### Activities:

- Digital infrastructure (SD-LAN, SD-WAN, data centre, application & network performance)
- Communication and collaboration (telephony, collaboration, video-conferencing & call centres)
- Cybersecurity (for networks, cloud, end-point, content)
- Cloud and on-site services managed

**Location and operating areas (outside Reunion):** Mainland France and many countries via a network of partners (see presentation). NXO OI Réunion & Mayotte

**Target area:** Indian Ocean for NXO OI

### Expertise:

IT infrastructure (networks, security, IT & telephony) + portfolio of related services managed

### Key expertise:

Comprehensive service offering (consulting, integration, maintenance and outsourcing). Over 1000 contracts locally on La Reunion

### Standards/certification/references:

The Group holds more than 400 accreditations and certifications

### Spoken and working languages:

French / English



**Contact :**  
 Yannick Trividic  
 (yannick.trividic@nxo.eu)  
 Managing Director



**CA : Group:** €250 million /  
 NXO Indian Ocean:  
 €7 million



**Effectives :** Group: 1,250 /  
 NXO Indian Ocean: 35



**Business Sector :**  
 Integration and management of digital business workflows

## OPENSHERE

### Digital cyber security

## Smiths Detection

### Industry

#### Activities:

- Cybersecurity consulting and audits
- Intrusion tests: web, mobile applications, IoT, SCADA, etc.
- Forensic analysis and incident response
- Cyber security consulting support (ISO 27000, WSIS)
- Public awareness-raising about data protection and digital security issues



**Contact :**  
Stéphane Jaillet,  
Managing Director,  
[stephane.jaillet@opensphere.fr](mailto:stephane.jaillet@opensphere.fr)



**CA : Group:**  
€1.7 million



**Effectives :**  
19



**Business Sector :**  
Digital, cyber security.

**Location and operating areas (outside Reunion):** Mayotte, Mauritius, mainland France, West Indies.

**Target area:** Indian Ocean region, mainland France, West Indies

**Partners and distributors:** Nclose, South Africa, [www.nclose.com](http://www.nclose.com)

#### Expertise:

Ethical hacking

#### Standards/certification/references:

Label France Cyber Security, CEH, ISO 27001 lead implementer, ISO 27001 lead auditor, CISSP

#### Local content:

Training

#### Spoken and working languages:

French / English

**Smiths Heimmans SAS is the corporate and legal entity of Smiths Detection and covers France, southern Europe, and Africa.**



**Contact :** Arnaud Bouquet  
- Sales Manager

#### Activities:

Smiths Detection is one of five operating divisions of Smiths Group, a multinational engineering business listed on the London Stock Exchange. With more than 22,000 employees in over 50 countries, Smiths Group implements cutting-edge technology in the design, manufacturing and innovative solutions it delivers to meet clients' needs.



**CA :** €80 million of which 90% in exports



**Effectives :** 215 employees in France



**Business Sector :**  
Industry (manufacture of equipment and solutions for the aviation industry, seaports and borders, urban security, and defence)

Smiths Detection is a world leader in threat detection and screening inspection in the military, air transport and homeland security sectors. Our experience and history across more than 40 years enables us to provide unrivalled levels of expertise to detect and identify constantly changing chemical, radiological, nuclear and explosive threats, as well as weapons, narcotics and contraband.

#### Location and operating areas (outside Reunion):

Our centre of excellence and manufacturing for Ports & Borders equipment and solutions is in Vitry-sur-Seine (Paris area - France). Smiths Detection employs one person in Reunion to provide technical support for clients on the island. Smiths Detection operates worldwide through its network of local partners in many African countries and in the Indian Ocean region.

**Target area:** Africa and the Indian Ocean

**Partners and distributors:** We do not currently have a partner in Mozambique.

#### Expertise:

Smiths Detection is a world leader in threat detection and screening inspection in the military, air transport and homeland security sectors. Our experience and history across more than 40 years enables us to provide unrivalled levels of expertise to detect and identify constantly changing chemical, radiological, nuclear and explosive threats, as well as weapons, narcotics and contraband.

#### Standards/certification/references:

The Smiths Heimann site in France is certified ISO 9001, ISO 14001, ISO 18001  
Our products are certified according to international standards (TSA, ICAC, STAC, ICAO, etc.).

## Key expertise:

Provision of safety and security equipment and solutions:

- From airports: Smiths Detection offers equipment that allows parking controls at the terminal
- Ports: verification and inspection of vehicle entries, trucks, containers
- Public infrastructure (stadium, buildings, etc.)
- Borders (inspection of people and vehicles/trucks)

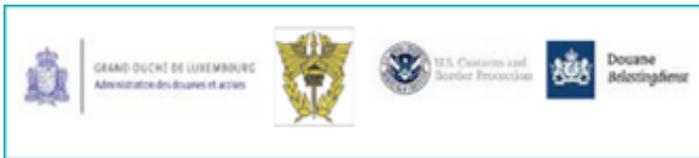
## By sector of activity:

### 1- Aviation

Experience with ECAC, TSA, CAAC, IAA and IPMO



### 2 - Ports & Borders



### 3 - Urban Security



### 4 - Defence



## STOR Group (STOR SAS and MICROSTOR)

Address : 4 rue René Demarne  
97490 Sainte Clotilde, La Reunion

Phone : (+262) 262 483 636

Website : [www.stor.fr](http://www.stor.fr)

# STOR

Digital service  
company

## Activities:

CLOUD solution hosting tailored to client requirements, development and marketing of a customer management solution for petrol station networks, payment terminals, cheque deposit machines and ATMs, APPLE reseller, IT engineering services.

**Location and operating areas (outside Reunion):** Tunisia, Kenya, Gabon, Italy, Madagascar, mainland France, South Africa.

**Target area:** Madagascar, Congo, Gabon, Benin, DRC, Togo, Ghana, Senegal, Ivory Coast, Tanzania, Kenya, Djibouti, Rwanda, Uganda, South Africa and Mozambique.

## Expertise:

an IT service specialist for 50 years. We specialise in providing hosting subscriptions (cloud and oil industry solutions), supplying APPLE equipment, and ATMs.

## Key expertise:

30 years' experience in supplying and implementing oil industry client solutions, 50 years' experience in outsourcing IT services, more than 20 years of partnerships, including with MICROSOFT and APPLE.

## Standards/certification/references:

The Group holds more than 400 accreditations and certifications Gold competency in MICROSOFT hosting; FORTINET, FUJITSU, and APPLE certified.

**Local content:** expertise

## Spoken and working languages:

French / English



**Contact :**  
Bruno Millot



**CA : Group:**  
€8,254,069



**Effectives :**  
40



**Business Sector :**  
Integration and management of digital business workflows

## TEC REUNION

## Building & public works

## Youtell

## IT, IP telephony

### Activities:

All fire protection systems

**Location and operating areas (outside Reunion):** Mayotte

**Target area:** Africa and the Indian Ocean

**Partners and distributors:** Techniques spéciales OI, BLUETEK, HEXADOME, EUROFEU, DESAUTEL

### Expertise:

Metal frameworks and roofing, installation of photovoltaic panels

### Key expertise:

Fire safety

### Standards/certification/references:

European standard, RGE

### Spoken and working languages:

French/English



**Contact :**  
 Philippe D'Unienville:  
 (+262) 692 605 601



**CA :** €1.2 million



**Effectives :** 8 people



**Business Sector :**  
 Building & public works

### OUR AREAS OF EXPERTISE

- Data security - Cybersecurity
- Hosting of servers and applications
- Architecture and deployment of high availability server infrastructures
- Development of Business Continuity Plans
- IP telephony solutions - Core network
- Supervision and outsourcing of server farms

### SPOKEN AND WORKING LANGUAGES

French and English

We have contracts for assistance and regional coordination with the IT departments of the subsidiaries of several multinationals with headquarters in London or South Africa (e.g. Philip Morris, ENGEN-VIVO)

### OUR PARTNERS - LOCATION

YOUTELL is an initiator and founding member of DATAGROUP Indian Ocean, an association consisting of companies with IT and digital skills: [www.datagroup.re](http://www.datagroup.re). Data security, application hosting, server infrastructure, payment terminals, time management solutions, badge readers, tailor-made business applications, mobile marketing, digital marketing, IP telephony, etc. YOUTELL has forged strong partnerships with ZEOP and CANAL Plus BUSINESS, and uses their Data centres (secure cold sites), one in Ste Clotilde, one at Le Port, and one in St Pierre which serves as DRP

### OUR PARTNERSHIPS / CERTIFICATIONS / QUALIFICATIONS

In our line of business, which is highly sensitive to technological developments, we define an annual training plan with each employee. Our employees generally take one to two qualifying training courses every year.

These very specialised courses are generally given directly by the product manufacturers and publishers themselves.

The expertise of YOUTELL employees means our company has been awarded the highest levels of certification for the solutions and technologies we deploy for our clients.

YOUTELL is a service provider accredited by the French government CYBERMALVEILLANCE. GOUV.FR programme.

### OUR COMMITMENTS AND PARTICIPATION IN CIVIL SOCIETY

YOUTELL is a contributor to the development of the school holiday workbook «Les As du Web» published by ISSA France to raise awareness of digital security among children and teenagers. The workbook can be downloaded in PDF format here (in French).



**Contact :** Jean-Benoit Poncet



**CA :** €1,000,000



**Effectives :** 8 people



**Business Sector :**  
 IT, IP telephony.

# ZEOP

## Operator

### Activities:

- Integrated manufacturer and operator of fibre optic telecom network;
- Internet/television/fixed telephone service provider;
- 4G mobile network supplier and operator

**Location and operating areas (outside Reunion):** La Reunion only, but the Group is present in Mozambique since XX year with Aquapesca

### Expertise:

-Telecom engineering, information systems / database developers / network administration / network operations and monitoring (NOC) / network construction management / customer connections / expertise in consumer and corporate telecom offers / legal and regulatory expertise / access to suppliers and 1st-level equipment manufacturers;

- expertise in subsea cable construction & projects and data centres / expertise in customer relations and hotlines / expertise in web tools and KPI management

### Key expertise:

-Integrated project management and use of equipment in accordance with EU/FR standards.

### Standards/certification/references:

French region; ZEOP is Reunion's leading very high speed service provider. FTTx / FTTO / FTTC / FTTH technologies, and 4.5G / 5G

### Local content:

Assistance / projection capability of engineers on site and training in telecommunication skills

### Spoken and working languages:

French / English



**Contact :** Xavier Hermesse,  
Managing Director



**CA :** -



**Effectives :** 210 people  
as of 01/09/2019



**Business Sector :**  
Telecommunications  
operator

# MARITIME AND UNDERWATER WORKS



## OCETRA

## Maritime works

### Activities:

Underwater and maritime works in compliance with environmental standards

Development and implementation of equipment for coastal protection (representing several firms)

Distributor of cathodic protection and various fittings

**Location and operating areas (outside Reunion):** CANADA, GUADELOUPE, FRENCH GUYANA, MOROCCO

**Target area:** Mayotte - Madagascar - Mozambique - Kenya - Seychelles - Mauritius

### Expertise:

By leveraging the synergy of our professional activities with the subsidiaries NEGRI, PICO and TETIS, specialising in cathodic protection, maritime, fluvial, and underwater engineering

### Key expertise:

PORT INFRASTRUCTURE : Container terminal - TCMD / Tanker berth / Ro-Ro terminal / Construction of docks on metal piles / LNG tanker berth / Outfall pipeline rehabilitation

### Standards/certification/references:

COFRAC standard

### Local content:

Partnership with the French National Deep-Sea Diving Training Institute at FREJUS

Training partnership with RUN FORMATION - training in maritime trades (mechanical maintenance and servicing) in La Reunion.

Creation of an in-company traineeship to present the company's various operating procedures and to facilitate integration of new employees into the workforce

**Spoken and working languages:** French, English



**Contact :**  
Axel Fernandez



**CA :** €1,800,000 for underwater work



**Effectives :** 10



**Business Sector :**  
Underwater and maritime works

## SEANERGY

## Construction

### Activities:

#### • Commercial diving work:

Welding / cutting / concrete / cathodic protection / moorings and chains / pumping / blasting / sewage plant maintenance

#### • Marine work:

Aids to navigation: buoys - design supply, installation and maintenance / mooring buoys/ meteorological, turbidity buoys / Acropode™ installation certified / dedicated design noise reduction bubble screen / shark repellent and suspension particle nets: design, building and maintenance / tetrapod & BCR installation and displacement / dredging (pumps and crawler) / pipelines (iron, PHDE): all diameter outfalls and pumping inlet / jack up barge management and charter of barges and vessels surveys / bathymetry, multibeam and single beam / ADCP current meters / CPT, core penetrating test / core drilling / seismic refraction / meteorological surveys,

**Location and operating areas (outside Reunion):** Madagascar, Mozambique, Mauritius, Comoros, Seychelles

**Target area:** South Africa, Mozambique

### Expertise:

Xylem Analytics, marine sensors / Tideland Signal, navigation aids / Auto stem, blasting materials

### Key expertise:

Outfall pipelines, water treatment plant maintenance, commercial diving

### Standards/certification/references:

ISO 9001: 2015 / OHSAS 18001: 2007 / Bureau Veritas IACS «in water surveys»

### Local content:

We already have an agency on site, with equipment and local staff; company already operating.

### Spoken and working languages:

French, English, Portuguese, Malagasy



**Contact :**  
Dominique Thirel CEO  
d.thirel@seanergy-oi.com  
(+262) 692 668 666



**CA :** €2,450,000



**Effectives :** 7



**Business Sector :**  
Construction of maritime and freshwater structures

# PUBLIC WORKS / GREENTECH



# ALTERELEC

**ALTERELEC**  
Address : 40 Rue Mahatma Gandhi  
97419 La Possession  
Phone : (+262) 262 420 130  
Mail: [contact@alterelec.re](mailto:contact@alterelec.re)

## ALTERELEC

## Renewable energy

### Activities:

SAS ALTERELEC designs, studies, and builds renewable energy production facilities, and sells the energy produced.



**Contact :**  
Cyril Monier  
[cyril.monier@alterelec.re](mailto:cyril.monier@alterelec.re)  
+ (262) 692 232 068

The company has developed expertise in:  
- roof-mounted photovoltaics - either overlaid or integrated into the architecture  
- on-grid and off-grid  
- energy storage  
- micro-hydroelectricity



**CA :** €1.25 million



**Effectives :** 3

### Location and operating areas (outside Reunion):

Winner of a FASEP innovation project in South Africa

**Target area:** Mauritius, Seychelles



**Business Sector :**  
Renewable energy  
photovoltaic and  
micro-hydroelectricity

**Partners and distributors:** IBC SOLAR in Germany, SG PAM in France

### Expertise:

- Technical capabilities to design, build, and operate solar and micro-hydroelectric power generation facilities;  
- Expertise in legal, financial, regulatory and environmental fields for the development of photovoltaic projects;  
- Proficiency in solar energy technology, including innovative electricity storage technology in individual and collective self-supply systems.

### Key expertise:

- Photovoltaic systems  
- Micro-hydroelectricity

### Standards/certification/references:

- 20 photovoltaic power plants on La Reunion  
- 1 micro-hydroelectric power plant on La Reunion

### Spoken and working languages:

French & English



**GTOI COLAS SA**  
 Address : 1 Rue du Colonel Pierre Avia, 75730 Paris  
 GTOI: 106 Rue Paul Verlaine, 97460 Saint-Paul,  
 La Reunion  
 Phone : +33 147 617 500  
 Mail : communication@colas.fr  
 Website : https://www.colas.com/

**COLAS**

**Construction**

**Activities:**

- Roads and road-related activities : Construction, maintenance and repair of roads, motorways, airport runways; urban developments and roads; reserved-lane public transport (trams, high service level buses); seaport, industrial, logistics and commercial platforms; recreational amenities, bike paths and environmental developments.
- Civil engineering (small- and large-scale) as well as, in some regions, construction (new buildings, renovation, demolition) are also some of the activities of our road subsidiaries.
- Building materials

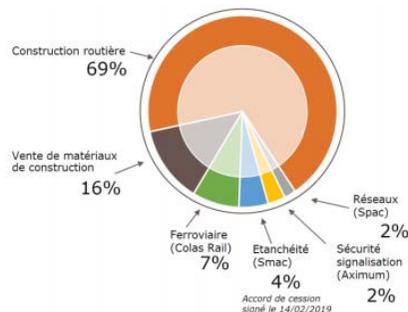
As well as construction and maintenance, Colas is also involved in industrial production, distribution, sale and recycling of building material (aggregates, emulsions and binders, ready-mixed concrete, asphalt and asphalt mixes) including asphalt storage, through an extensive international network of quarries and gravel pits, emulsion and binder plants, asphalt plants, concrete plants, material recycling facilities, asphalt terminals and an asphalt production plant.

• **Railway sector**

Comprises the design and engineering of complex large-scale projects, the construction, renewal and maintenance of railway tracks (conventional and high-speed lines, tramways, subways), including track laying and maintenance, electrification (catenary systems and substations), signalling and safety systems, etc., as well as a railway freight business.

• **Colas also operates in the following sectors:**

- Road safety and signalling (subsidiary Aximum)
- Pipes and mains (subsidiary Spac)



**Contact :**

Jean-Marie Maillet  
 jeanmarie.maillet@gtoi.fr



**CA : €13.2 billion**



**Effectives : 58,000**



**Business Sector :**

Construction, Repair and maintenance of transport infrastructure

**Location and operating areas:**

In the Indian Ocean, Colas Group operates in the following countries & islands:

- La Reunion
- Mauritius
- Mayotte
- Comoros
- Madagascar
- South Africa
- Mozambique
- Kenya

Colas is also present in the Persian Gulf, United Arab Emirates, Oman, and Qatar



**Target area:**

All the above-mentioned countries in which Colas operates.

**Expertise:**

Present in the entire value chain:

- Building materials
- Materials handling
- Works

Expertise in major projects, through Colas Projects, the specialised Colas Group unit. Innovation: 2,000 engineers and technicians around the world, Campus for Science and Techniques located at Saclay in France, and 50 certified regional laboratories worldwide Subsidiaries specialising in Railways (Colas Rail) and Pipes & Mains (SPAC)

**Standards/certification/references:**

ISO 9001, ISO 14000 and OHSAS 18000 certifications  
 References: see brochures appended

**Local content :**

One of Colas' strong points is its decentralised organisational structure, and its solid foothold in all countries where Colas is present.

In addition, three strategic targets determine the development and sustainability of Colas' activities around the world:

- Renewal and enrichment of human resources
  - Societal acceptance of production sites
  - Business ethics
- Colas is the initiator of Citizen Actions in less economically developed countries:
- Madagascar, Morocco, west and central African countries
  - Public health (Colas is committed to health action programmes, particularly concerning AIDS, intestinal infections, and malaria, covering employees and their families as well as local villagers), education, training, partnerships, equipment provision, reforestation, biodiversity awareness, water distribution, etc.



**COROI - MARBOUR Group**  
 Address : Rue Armagnac - ZI n°1 - CS 91216  
 97829 Le PORT Cedex - La Reunion  
 Phone : (+262) 262 424 302  
 Website : [www.marbour.eu/filiales/coroi-la-reunion](http://www.marbour.eu/filiales/coroi-la-reunion)

# ENGINEERING / ARCHITECTURE

## COROI Water treatment

**Activities:**

Supply and installation of equipment for industrial and domestic wastewater treatment  
 Supply and installation of drinking water treatment equipment  
 Supplies of specific chemicals for water treatment  
 Supply of chemicals for industrial processes



**Contact :**  
 Arnaud Le Maire  
 Managing Director  
 +262 693 930 193  
 a.lemaire@coroi.fr



**CA :** €15 million



**Effectives :** 43 people

**Location and operating areas (outside Reunion):** MCS (Malagasy Chemical Solutions) - subsidiary of COROI in Madagascar

**Target area:** West Africa



**Business Sector :**  
 water treatment

**Partners and distributors:** NALCO - SADIPAP - BRENTAG

**Expertise:**

Wastewater and drinking water treatment

**Key expertise:**

Supply of chemicals for industrial processes; wastewater & drinking water treatment

**Local content:**

Possibility of technical training for Mozambicans to monitor treatment facilities.

**Spoken and working languages:**

French - English





**ECO-STRATEGIE Reunion**  
 (subsidiary of Eco-Stratégie)  
 Address : 3 rue de la Vanille  
 97424 PITON SAINT-LEU - La Reunion  
 Phone : + 262 262 224 655  
 Website: [www.eco-strategie.fr](http://www.eco-strategie.fr)  
 Mail : [reunion@eco-strategie.fr](mailto:reunion@eco-strategie.fr)



**INSITU - ARTCADE MOZAMBIQUE**  
 Adress : Edifício JAT 5-1 - 6th floor  
 Rua dos Desportistas n°833  
 Maputo - Mozambique  
 E.mail [a.gomes@pro-urbe.com](mailto:a.gomes@pro-urbe.com)  
 Phone +258 842 764 601

## ECO STRATEGIE

### Engineering

## INSITU ARCADE

### Architecture & Engineering

#### Activities:

- Environment: feasibility studies, environmental impact studies, carbon footprint, environmental construction site monitoring, etc.
- Energy:
  - Expertise, feasibility study, full project management, project management assistance
  - Connection of photovoltaics to electricity grid (self-supply)
  - Decentralised rural electrification (isolated sites)
  - Photovoltaic charging stations for electric vehicles
  - Thermal solar energy
  - Hydroelectricity
  - Biomethanisation
  - Wind power
  - Study of the development potential of renewable energies
  - Master plan for regional energy
  - Energy management (diagnostics/audits)



**Contact :**  
Frédéric Bruyere,  
Manager



**CA :** €400,000



**Effectives :** 6 to 8 people



**Business Sector :**  
Consultancy, engineering,  
project management

**Location and operating areas (outside Reunion):** Mayotte, Mauritius

**Target area:** Africa, Madagascar, Comoros, Seychelles, Maldives

#### Standards/certification/references:

Our consultancy has a qualification certification from the French engineering qualification body OPQIBI.

References: a large number of references in Reunion, particularly project management for the electrification of isolated sites (cirque of Mafate). See references appended.

**Spoken and working languages:** French & English

#### Activities:

ARCHITECTURE and ENGINEERING of commercial building projects - offices, industrial structures, hotels & leisure facilities, property developments.

**Location and operating areas (outside Reunion):** MOZAMBIQUE

**Target area:** MOZAMBIQUE

#### Spoken and working languages:

Portuguese, French, English.



**Contact :**  
+262 692 670 709,  
[jcgentric@artcade.info](mailto:jcgentric@artcade.info)



**CA :** €1.4 million in 2018



**Effectives :** 10 people  
MOZAMBIQUE - REUNION



**Business Sector :**  
ARCHITECTURE &  
ENGINEERING

La Reunion:  
**ARTCADE ARCHITECTURE**  
 7 rue Pierre BROSOLETTTE - PLATEAU CAILLOU - 97460 SAINT PAUL  
 La Reunion  
 Phone: +262 692 670 709, Email: [jcgentric@artcade.info](mailto:jcgentric@artcade.info)



**Architects MALECOT & BOYER**  
 Address : Saint-Paul - La Reunion  
 Phone : + 262 262 553 320  
 Website: www.mb-archi.com

# SERVICES

## MALECOT & BOYER

## Architects

### Activities:

MALECOT & BOYER Architects is a firm of architects founded in 2006 by 2 architects: Maude Malecot and Frédéric Boyer. Taking inspiration from its diverse cross-cultural background, our agency draws on the various influences found in La Reunion to respond in the most appropriate way to local climatic, societal and economic challenges. Our projects, of varying size, showcase our ability to undertake all types of project management while respecting constraints of cost and time.

One of our assets is the fact that our professional activity in Reunion (a French overseas department in the Indian Ocean), is highly subject to exacting regulations (e.g. Law on accessibility for people with reduced mobility, thermal regulations adapted to the tropical climate, fire safety regulations, European standards, etc).

**Location and operating areas (outside Reunion):** Mauritius (installation),

Democratic Republic of Congo (project underway), Kenya (prospecting projects)

**Target area:** Madagascar, Mozambique



**Contact :**  
Frederic Boyer



**CA :** €600,000



**Effectives :** 5 (Reunion)  
+ 6 (Mauritius)



**Business Sector :**  
ARCHITECTURE

### Expertise:

Social housing / Price-protected housing / Retirement homes / Public facilities (primary & secondary schools, gymnasiums, etc.) / Offices / Public access installations / Hospitals / Medico-social (nurseries, pre-school, etc.)

### Key expertise:

- Designing buildings adapted to the tropical environment
- Low-tech design (passive building protection, through ventilation to limit energy consumption due to use of air conditioning).

### Standards/certification/references:

**Main clients:** Public sector: REGIONAL COUNCIL OF La Reunion, DEPARTMENTAL COUNCIL OF La Reunion, MUNICIPALITIES or INTER-MUNICIPAL GROUPINGS, PLANNING DEPARTMENTS, FRENCH GOVERNMENT, EDUCATION BOARD OF MAYOTTE.

**Private sector:** Property developers (CBo TERRITORIA, SPAG, DOMUSVI REUNION, HOLDAR, OPAL), Hospitals (CLINIFUTUR, JEANNE D'ARC Clinic, ADAPA)

### Local content:

- Training local teams to design buildings adapted to the tropical environment (thermal, acoustic and ventilation regulations for French overseas departments)
- Training local teams to design buildings accessible to people with reduced mobility.
- Training local teams to use BIM (collaborative work method)
- Training local teams to use 3D modelling and realistic renderings for project presentation.

**Spoken and working languages:** French & English



## Avéliance Conseil

## Organisation & HR

## MACÉ

## Sales & After sales

### Activities:

Avéliance is a firm specialising in strategy and management consulting.

#### • Strategic development consulting

Strategic diagnosis, business model review and repositioning / Business plan development / Business project management and assistance with international development / Export management: from strategic priorities to the choice of financing

#### • Management consulting

Corporate analysis and streamlining / Review of managerial processes and organisational charts / Management and team-member coaching / Goal-oriented management / Development of HR policies, evaluation systems, performance development and forward-looking management of jobs and skills / Recruitment of executives and expatriate employees worldwide

#### • Training facilitation

Management / Change management / Human resources

**Location and operating areas (outside Reunion):** Madagascar, west Africa, Indian Ocean

**Target area:** Mozambique & ASEAN

**Expertise focuses on** all sectors, particularly industrial- and service-sector companies employing 500 to 2500 staff members

### Key expertise:

- Contributing and improving corporate efficiency in a context of revenue growth
- Implementing methods such as goal-oriented management, lean management, 5S, forward-looking management of jobs and skills, staff appraisal systems
- Recruitment of international executives and senior executives
- Coaching of executives and senior executives in a context of change
- Support for cross-disciplinary projects

### Standards/certification/references:

- DATADOCK-certified training organisation

### Local content:

- Management training of local teams
- Recruitment training
- Training in developing and supervising a training plan
- Training in implementing and monitoring goal-oriented management
- All our services are carried out using a structured and participatory approach and we transfer skills to the teams in situ to guarantee true managerial success.

**Spoken and working languages:** French



**Contact :** Véronique Lagrère,  
Managing Director



**CA :** €200,000



**Effectives :** 2 full-time employees



**Business Sector :** Strategy and management consulting (organisation & HR)

### Activities:

- Construction machinery, transport, industrial equipment (sales & after-sales service)
- Air conditioning, refrigeration, kitchen equipment, plumbing, reefer units (consultancy, building sites, after-sales service & maintenance, sales)
- Hotels and restaurants
- Property

**Location and operating areas (outside Reunion):** Mauritius

**Target area:** MOZAMBIQUE

### Expertise:

(see sheet appended: organisation by business segment)

### Key expertise:

(see sheet appended: organisation by business segment)

### Standards/certification/references:

QualiclimaFroid / Training centre / QualiBat

### Local content :

Teams of technicians in our various skilled business segments regularly receive training and are aware of technological developments. We are able to train and provide our expertise as parts of a skills transfer.

**Spoken and working languages:** French/English



**Contact :** Arnaud Maisonobe  
arnaud.maisonobe@groupemace.com  
+262 693 115 058



**Turnover (estimate for 2019):**  
€47 million CEO  
Macé Group



**Effectives :** 180 people



**Business Sector :**  
Diversified services group

## SAGIS

## Digital Marketing

## SEMIR

## Business Center

### Activities:

- Data science (big / smart / small)
- Data marketing
- Value management
- Business intelligence
- Development of business applications (Windev)
- Data integration and management (ETL / data warehouse / data lakes, etc.)
- CRM and loyalty digital marketing
- Market & opinion research

**Target area:** Mozambique & ASEAN

### Expertise :

IT service company looking for additional BI skills and marketing organisations seeking additional expertise in data science and data marketing / loyalty data analysis

### Key expertise:

ditto

### Standards/certification/references:

Digital Label Certification, Qlikview

**Spoken and working languages:** English / French



**Contact :**  
Philippe Fabing / CEO



**CA :** €2.2 million in 2018



**Effectives :** 58 people in 2018



**Business Sector :**  
Data science / Digital Marketing

### Activities:

Business incubator, business centre, provision of fully-equipped offices and secretarial services.

**Location and operating areas (outside Reunion):** Maputo

**Target area:** East Africa

### Spoken and working languages:

French/English



**Contact :**  
Magalie Han Hoi Nang



**CA :** €2 million



**Effectives :** 10



**Business Sector :**  
Business Services

# HEALTHCARE



DE LA HOGUE et GUEZE MEDICAL

**H&G GROUP / HG MEDICAL**  
42 RUE PATRICE LUMUMBA  
Z.A. RAVINE À MARQUET  
97432 LA POSSESSION  
+262 262 427 620

## H&G GROUP

## Medical

### Activities:

HG MEDICAL has been operating in the biomedical sector in Reunion since the 1950s, and has developed a wide range of products and services that have subsequently been exported all over the Indian Ocean region:

- Installation and commissioning of medical equipment
- User training
- Multi-brand maintenance of medical equipment
- Multi-brand quality control
- Inventories and audits to help clients define their investment plans
- Biomedical management contracts with centres that do not have a biomedical department

### Location and operating areas (outside Reunion):

- Mayotte - subsidiary HG MAYOTTE since 1997
- Madagascar - subsidiary HG MADAGASCAR since 2007
- South Africa - subsidiary HG AFRICA since 2019
- Comoros - we work there from Mayotte, with occasional assistance from our teams in Reunion.

**Target area:** South Africa and East African countries

### Expertise :

Installation and maintenance of biomedical equipment  
In Reunion and Mayotte we distribute the following brands: PHILIPS (since 1950s), OLYMPUS, STERIS, ERBE, etc. We are also subcontractors for ABBOTT & NIKKISO after-sales service.

### Key expertise:

maintenance and management of multi-brand equipment  
We also know how to train and manage remotely local technicians who ensure the first level of maintenance with the support of our teams in Reunion. We work this way with some of our clients in Mayotte and Comoros.

### Standards/certification/references:

HG Medical's main clients are: Hospitals of Reunion and Mayotte as well as some hospitals in Madagascar / Private clinics in Reunion and Madagascar / Radiology practices in Reunion, Mayotte and Madagascar / Cardiology practices / Midwives

**Local content:** Present in South Africa

**Spoken and working languages:** French and English

### Contact :

Frédéric Gueze - Manager  
frederic.gueze@etshg.re  
+262 692 053 124  
Clarisse Henrion Manager AFRICA  
clarisse.henrion@etshg.re  
+27 (626) 413 135



**CA :** €3 million in Reunion  
+ €2 million for export subsidiaries



**Effectives :** 25 people



**Business Sector :**  
Medical

## Pharmar

## Pharmacy

### Activities:

Pharmaceutical and medical equipment distributor. Sale of 95% of the French collection of medicinal products.

**Location and operating areas (outside Reunion):** Mayotte, mainland France, Ivory Coast, Burkina Faso, Senegal, Madagascar, Mauritius.

**Expertise :** Distribution of pharmaceutical products in accordance with good practice standards for European distribution

### Key expertise:

Pharmaceutical logistics, medical maintenance equipment, home care  
Implementation of a pharmaceutical logistics quality system

### Standards/certification/references:

European BPDG (Good Wholesale Distribution Practices) certificate issued following an inspection, pursuant to the provisions of Article 111 of Directive 2001/83/EC

**Spoken and working languages:** French and English



Contact :



CA : €200,000



Effectives : 120 people



**Business Sector :**  
Pharmacy





**eRcane**  
 29, rue d'Emmerez de Charmoy  
 BP 60315- 97494 Sainte Clotilde - La Reunion  
**Phone** : +262 262 282 129  
**Website** : www.ercane.re  
**Mail** : contact@ercane.re



**REUNIMER GROUP**  
 9 rue d'Armagnac - ZI No. 1 - BP 141  
 97420 LE PORT  
**Phone** : +262 262 421 382  
**Website** : www.reunimer.com

## eRcane

## Sugar industry

## Reunipeche

## Fish Preservation

### Activities:

- Development and selection of sugar cane varieties
- Sugar processing and industrial automation

### Target area:

Africa, Asia, South America (under development)

### Expertise :

Sugar industry: agronomy and manufacturing processes

### Key expertise:

- Expertise in varietal selection (R varieties)
- Expertise in sugar cane cultivation agronomy
- Expertise in sugar processing
- Expertise in industrial automation

### Standards/certification/references:

- ISO 9001 certified sugar analysis laboratory
- Herbicide certification: Good experimental practice (GEP) accreditation

**Spoken and working languages:** French and English



**Contact :**  
 +262 262 282 129  
 contact@ercane.re



**CA :** €7 million  
 of which export: 12%



**Effectives :** 90



**Business Sector :**  
 Sugar industry

### Activities:

Processing of large pelagic fish

### Location and operating areas (outside Reunion):

Madagascar

### Target area:

EUROPE, USA

### Key expertise:

First and second processing of seafood products: slicing, packaging, curing, cooking.

### Standards/certification/references:

FR97407063 - European Union health accreditation - MSC sustainable fishing certification pending,  
 PAVILLON DE FRANCE collective trademark

### Spoken and working languages:

- French
- English
- Spanish
- Italian



**Contact :**  
 Hubert Chenede - Managing  
 Director of Réunipêche  
 +262 692 605 563  
 export@reunipeche.com



**CA :** €5,847,680,  
 including 38% for export



**Effectives :** 21 people



**Business Sector :**  
 Fish processing  
 and preservation

# TRAINING



**HESIP / OSIPRO Campus**  
Address : 81bis Rue Sainte Marie  
97400 SAINT DENIS - La Reunion  
Phone : + (262) 262 412 294  
Mail : [contact@hesip.re](mailto:contact@hesip.re)  
Website: [www.hesip.re](http://www.hesip.re) / [www.osipro.re](http://www.osipro.re)

## HESIP

## Training engineering

### Activities:

Training of employees and consultants on different software and methodologies specific to IT technology; networks and environments; CISCO training and certifications; Trainers accredited by international companies. Service offer in training engineering, educational expertise and ICT integration; offer and implementation of tailor-made e-learning platforms.

**Location and operating areas (outside Reunion):** Union of the Comoros

**Target area:** Indian Ocean region (southern Africa - Madagascar - Seychelles - Mauritius, etc.)

### Standards/certification/references:

Accredited centre for:  
International certifications:  
Pearson VUE  
CERTIPORT  
International and European training courses and certifications  
CISCO ACADEMY  
Government-recognised ISITECH 3- and 5-year higher education qualifications  
<https://home.pearsonvue.com/> <https://certiport.pearsonvue.com/>  
<https://www.netacad.com/fr>  
<https://www.ecole-isitech.com/>

### Spoken and working languages:

French - English



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**CA :** €250,000



**Effectives :** 4



**Business Sector :**  
IT professional training /  
Training engineering



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# Choose La Reunion, France in the Indian Ocean



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