



## COMPANY PROFILE



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# 01

## Introduction





# Company Introduction

Entech is a family company established in 1995 by the late Eng. Samir Sadek.

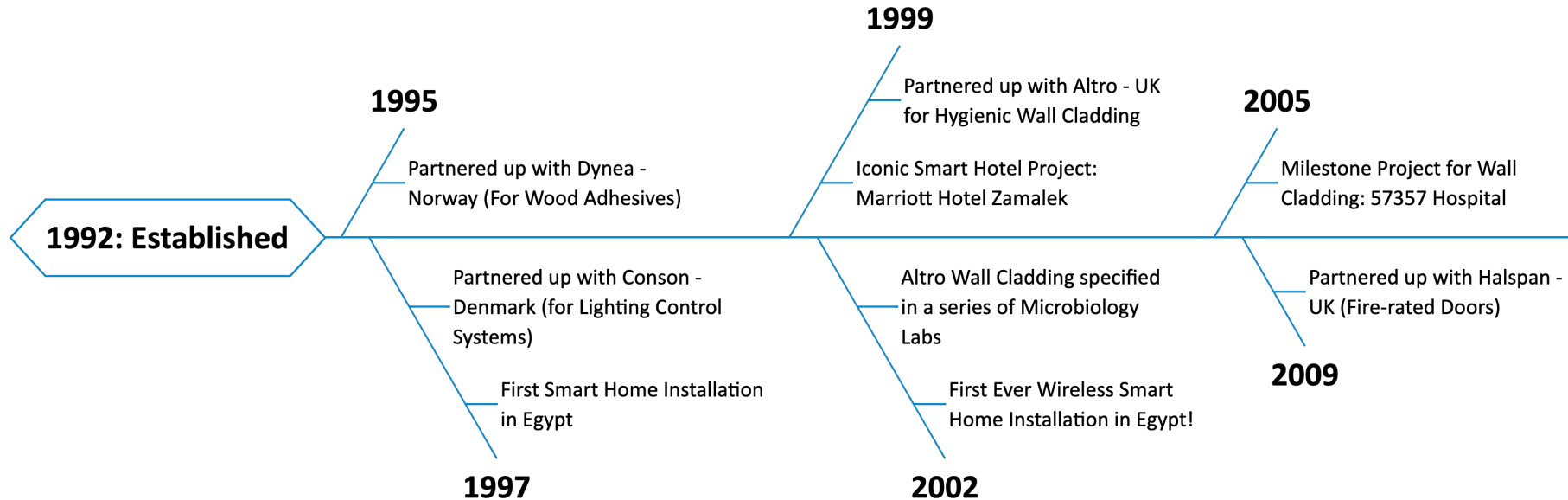
The word ENTECH stands for Engineering Technology, and our name sums up our passion towards engineering.

Inspired by Eng. Samir Sadek's vision to provide and master diverse unique engineering solutions to the Egyptian Market, we strive to provide only the best solutions to our clients in our 3 Business Sectors:

- 1- Smart Home and Building Solutions
- 2- Wood Industry Solutions
- 3- Hygienic Cladding Solutions



# Company History Timeline



# Company History Timeline

2015

Milestone Reached: 40  
Certified Fire Door  
Manufacturers reached in  
Egypt

2018

*Installation of our 1500th  
Smart Building Device in IBM  
Egypt HQ*

2020

Smart Buildings: Signed Multiple  
Exclusive Distribution Deals with  
Globally-Acclaimed Manufacturers:  
Zennio - Spain  
Doorbird - Germany  
Aeotec - Germany  
ThinKNX - Italy

2021

*Milestone Reached: 20,000  
sqm of Wall Cladding  
installed annually!*

2022

*50,000 Fire-rated Doors sold and  
installed in Iconic projects  
including New Alamein City and  
New Administrative Capital!*

Won 4th Place Prize in KNX  
Commercial Smart Building  
Global Awards for NHD Project

2023

Smart Buildings: Established a  
Dedicated Distribution  
Department to serve the  
Market on a wider basis



# Our Philosophy



## Mission

Combining unique engineering solutions with state-of-the-art technology for buildings to enhance Livability, Sustainability, Safety and Public Health



## Vision

Enhancing Building Facilities by adopting latest Engineering Technologies



## Values

Uniqueness

Integrity and Trust

Continuous striving for Improvement



# Our Numbers



**1992**

30 Years+ of Experience in  
the Egyptian Market



**600+**

Satisfied Clients all over  
Egypt



**100+**

Projects in 2022



# 02

## Our Business Sectors

# 1- Smart Homes and Buildings



## What do we offer?

Audio-visual Systems and Control Systems for all aspects of a building, achieving Energy Efficiency and Sustainability, Convenience, Ease-of-use, Luxury, Life-style and improving Safety.



## Who is our Client?

Our Solutions cater to 3 markets:

- 1- Residential: Smart Homes
- 2- Commercial: Smart Admin Buildings, Malls, Universities, and all Public Buildings.
- 3- Hospitality: Smart Hotels.



## What makes our Solutions Unique?

- 1- Fully and Seamlessly Integrated Systems
- 2- High Quality European Products
- 3- Full Customization of Control Types and User Interfaces



## 2.1- Wood Industry - Fire-rated Doors



### What do we offer?

Pre-tested Wood-based  
Fire-rated Doors and  
Accessories that are used  
in Fire Control and  
Zoning of Buildings



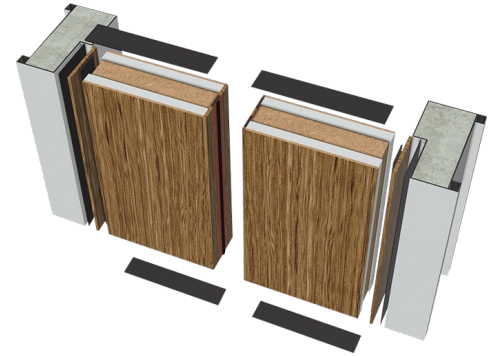
### Who is our Client?

All wood factories and manufacturers



### What makes our Solutions Unique?

- 1- Our Fire Doors are pre-tested and certified.
- 2- Our consultancy services provide design flexibility while conforming to industry standards.
- 3- Made in Germany.





## 2.2- Wood Industry - Adhesives



### What do we offer?

Wood Adhesives  
perfect for Wood  
Veneering



### Who is our Client?

All wood factories and manufacturers



### What makes our Solutions Unique?

- 1- Highest Quality Adhesives that ensures a long-lasting end-product.
- 2- We offer training to our clients to ensure correct application for a great end-product.
- 3- Stock Availability



# 3- Hygienic Cladding



## What do we offer?

Hygienic PVC sheets that are installed on walls and ceilings to prevent the growth of bacteria on any surface type.



## Who is our Client?

Our hygienic wall cladding solutions are suitable for Hospitals, Pharmaceutical Factories, Food and Beverage Factories



## What makes our Solutions Unique?

- 1- Flexible Installation on any surface.
- 2- Workable sheets that adapt to site conditions.
- 3- Zero Down-time = Overnight installation of Operating Rooms!
- 4- Extremely competitive prices compared to equivalent solutions.



# 03

## Sector 1: Smart Homes and Buildings



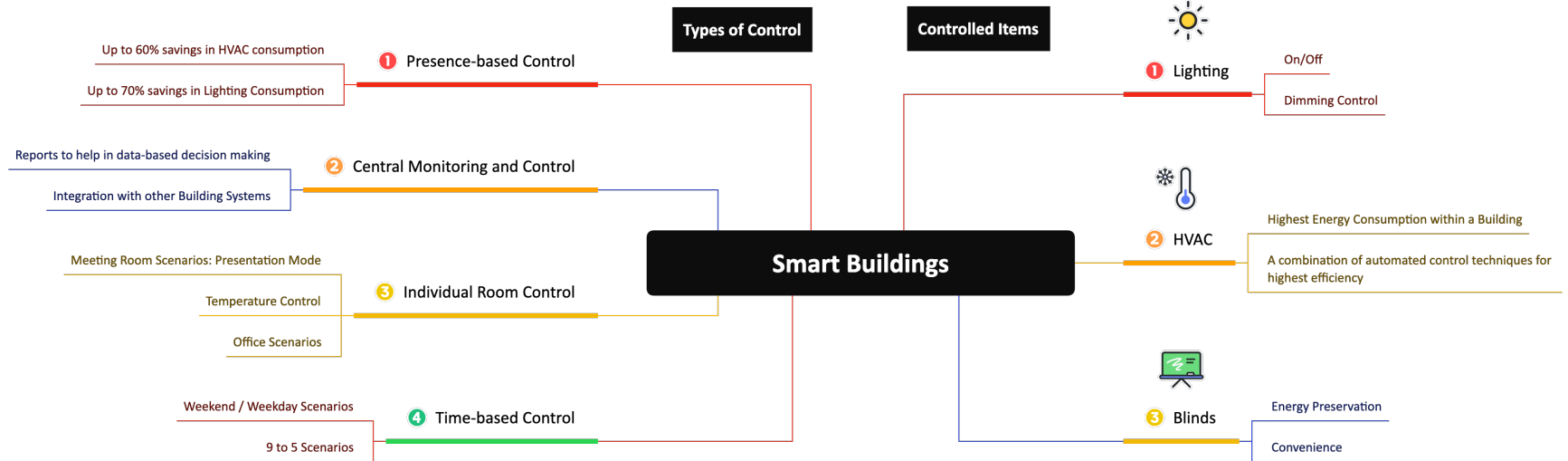
# Smart Buildings and Homes

- We provide control systems for all aspects of a building that run on electricity. The automation of Lighting, Shades, HVAC, Audio/Video and Security systems increases building Energy Efficiency and provides users with Convenience, Lifestyle, Safety and much more.
- Additionally, different types of sensors can be strategically installed to collect usage data and take real-time actions for maximum efficiency and safety.

We provide full, seamless and user-friendly smart homes and Buildings automation solutions.



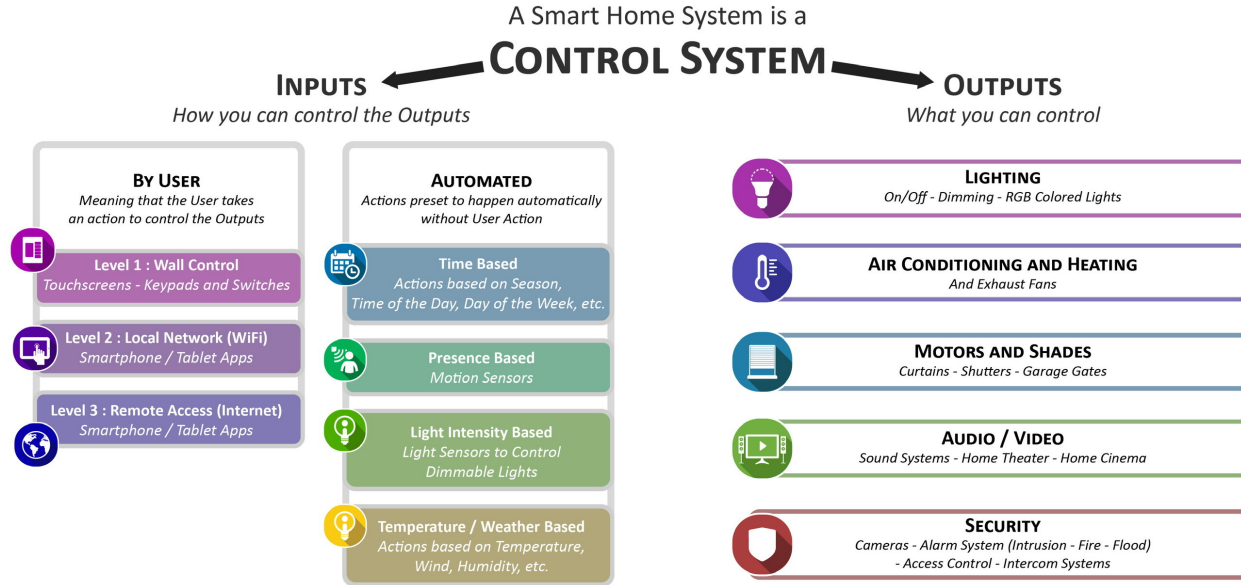
# Smart Buildings: Commercial Market



## Main Benefits:

Energy Saving - Preventive Maintenance – Easier Facility Management

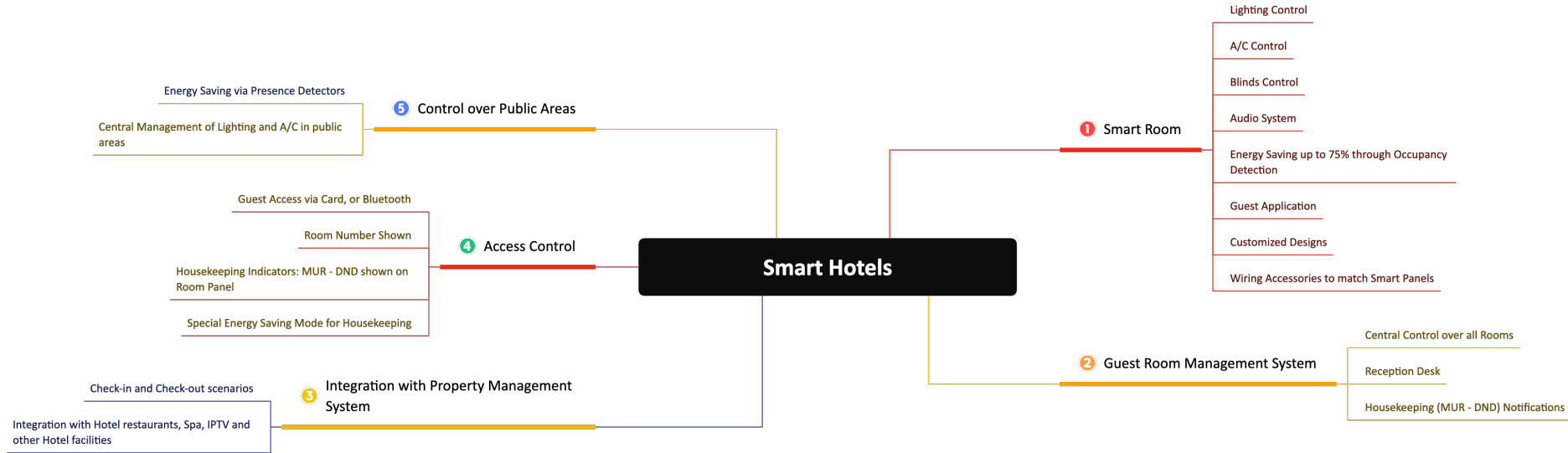
# Smart Homes: Residential Market



## Main Benefits:

Convenience – Luxurious Lifestyle – Safety and Security

# Smart Hotels: Hospitality Market



## Main Benefits:

Luxurious Stay – Energy Saving – Hotel Image – Get that 5-star review!

# Our Solutions

We offer most of our solutions as Wired or Wireless systems. However, there are a few differences between both Types:

Point of Comparison	Wired	Wireless
Scale vs Reliability	Scalable from Small Homes to Large Buildings or even Cities	Suitable for Small Villas or Offices
User Interfaces	A Variety of touchscreens and wall control keypads to choose from	Limited variety of wall keypads, and very few touchscreens
Integration	Possibility of integration with BMS, A/V systems and all other systems	Limited Integration Possibilities
Mobile Application	Fully Customizable Interface	Preset Interface
Price	Higher by around 25%, in addition to added infrastructure and cabling costs	Usually more cost efficient
Application	<ul style="list-style-type: none"><li>- Homes</li><li>- Commerical Buildings</li><li>- Hotels</li></ul>	Homes or small-scale Office Applications only



# Our Services

## Supply

We deal directly with our EU or US manufacturers in over 90% of our products, in addition to being the exclusive distributor in Egypt for our main products.

## System Design and Consultancy

Our technical office is fully trained to design and consult on all client requirements

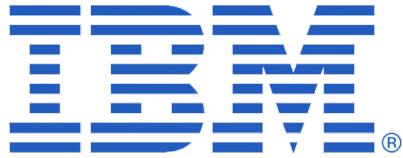
## Installation, Integration and Configuration

Hundreds of Residential and Commercial Projects installed according to industry standards

## Customization

Solution Customization  
Customized Wall Smart Panels  
Customized Application Interface

## Our Clients: Admin Buildings



## Our Clients: Retail



ZARA  
Bershka  
OYSHO  
lefties

*Massimo Dutti*

**PULL&BEAR**

ZARA HOME

*Stradivarius*

# Our Clients: Real Estate Developers

**Tatweer**<sup>MISR</sup>

 **IL MONTE  
GALALA**  
SOKHNA

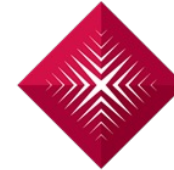
*Fouka  
bay*



  
**MIVIDA**



**HYDE PARK**  
NEW CAIRO



**PALM HILLS**  
DEVELOPMENTS

# Our Clients: Hospitality



# Milestone Project 1

IBM Headquarters in Smart  
Village - Giza

4

Projects from 2014 to 2018

1500+

Connected Smart Devices





## Milestone Project 2

Azadea Partnership in:  
Mall of Arabia – El Sheikh Zayed  
Open Air Mall - Madinaty

9

Shops

## Exclusive

Installer of Instra Proprietary BMS in Egypt

## Milestone Project 3

El Nasr for Housing and  
Development (NHD) Headquarters

### 4<sup>th</sup> Place Winner

Out of 65 Commercial Project Worldwide  
in KNX Awards Ceremony 2022

### Customized

Visualization for the Monitoring Station







## Milestone Project 4

Marriott Hotel - Zamalek

9

Projects from 1999 to 2015

23

Years Maintenance-free and counting!



## Our Brands



**•Zennio®**

15-year history committed to design and production of KNX products for the real estate sector have placed us as one of the most innovative manufacturers internationally.

We are more than 250 people

More than 250 KNX and CE certified products

More than 700,000 installed products

More than 10,000 executed projects

We are present in 117 countries



**GVS®**

Established in 1999, Guangzhou Video-Star Intelligent Corp, Ltd (Stock code: 870976) has been devoting itself in Smart Security, Smart Building, Smart Home and Smart Medical Care industries. With its headquarter located in Guangzhou, China, the company has set up a user experience center in Shanghai, a technology innovation center in Frankfurt and a North American operation center in San Francisco.

GVS is in 102 countries worldwide.

GVS has 30M+ products on the market.



## Our Brands



# FIBARO

FIBARO is a global brand based on the Internet of Things technology. It provides solutions for building and home automation. FIBARO's headquarters and factory are located in Wysogotowo, 3 miles away from Poznan. The company employs app. 250 employees.

- 150+ copyrights and patents
- 10K Distributors, Installers and resellers
- 10 Years on the smart home market



# AeOTEC

Aeotec Group was formed to provide unparalleled IoT expertise from a single company. Our team comprises the industry's leading talent for multi-platform RF product design, R&D, and manufacturing.

Established 2006, Silicon Valley.

Devices engineered in Germany from 2019 onwards.

80% of the devices are manufactured in China.

3M+ devices sold.

190+ Z-Wave devices in 18 years.

# Our Brands



Based in Berlin, and due to the consistent development and application of IP technology DoorBird products are top notch in the industry. In terms of quality, speed of push messages, voice and video, DoorBird IP Video door stations are the leader when it comes to innovative technology and design.



Owned by Pulsar Engineering, the ThinKNX project was started in 2011. The constant research in home & building automation market and the desire to always improve the existing products brought ThinKnx system to integrate even other famous building automation protocols, such as Modbus, Lutron etc. and different systems like HVAC, audio/video etc. obtaining a powerful and innovative supervision system.

## Our Brands (A/V and Security Systems)





# 04

## Sector 2: Wood Industry Products

# Wood Industry Products – Fire Rated Doors

- We provide Fire-rated door blanks and accessories that conform to both British and US Standards.
- We support our partners and wood manufacturers by providing them with design support, technical know-how, and help with factory certification and product certification.



# Our Brands



In the 1990s, Halspan® revolutionized the world of timber door manufacture with its door blanks made from a 3-layer particle board.

Adapting to the changing demands for buildings and the environment, we've continued to explore and develop new products so that today Halspan® is one of the world's leading suppliers of quality door components – from fully-certified fire door blanks and cores to intumescent seals, hardware, steel door frames and more – all from sustainably-managed sources.





# Our Services

## Supply

We provide fire rated cores, fire-rated glass, intumescent & acoustic seals, along with various components and accessories of fire-rated doors systems.

## Design Consultancy for Door Certification

We revise and approve fire-rated shop drawings to ensure all designs and components abide with the certification standards and guidelines.

## Assistance with Factory Certification

We assist factories with manufacturing and operation standards to achieve and maintain valid certifications from various global certifications bodies.

# Halspan Egypt in Numbers

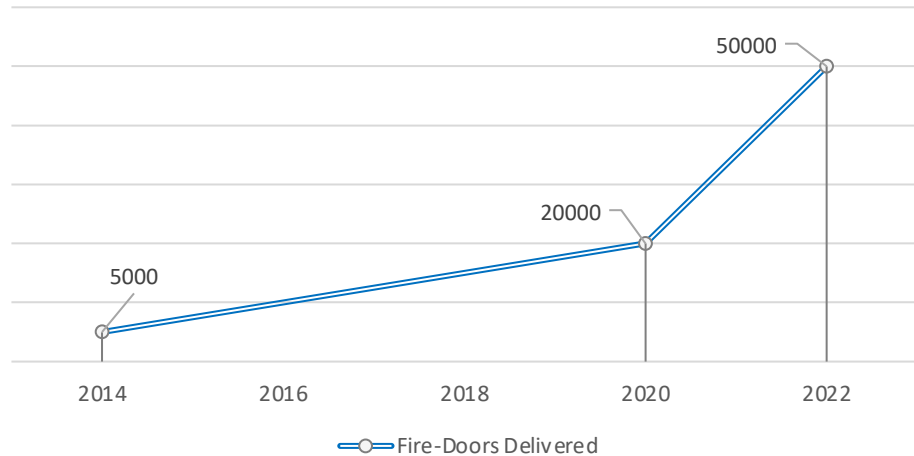
23

Certified Manufacturers  
reached in 2012

40

Certified Manufacturers  
reached in 2015

Fire-Doors Delivered Annually



# Wood Industry Products – Wood Adhesives

- Our wood adhesives from Dynea – Norway are the perfect adhesives for wood veneering, that ensure an everlasting end-product.
- Urea adhesives are thermosetting, cost-efficient polymers, mainly used for interior applications
- Urea systems are often chosen for their fast curing and wide operating window. Urea adhesives are cured at lower pH and elevated temperatures and are typically chosen for interior products. The curing agent has great influence on the final glueline performance.



# Our Brands



Dynea is an independent company, owned in full by private Norwegian investors, management and employees. Total turnover was approx. 950 mill. NOK (110 mill. €) in 2014, and we sold approximately 150 000 mt of products. Dynea employs around 200 dedicated adhesive professionals. Our ambition is to build on our existing strong platform growing and further strengthening our position as a market leader and winning company, preferred for our innovative solutions.



# Our Services



## Supply and Stock Availability

As exclusive suppliers of Dynea – Norway, we keep stock of the adhesives mix to ensure all your needs are met.



## Technical Training

We provide training to factories, manufacturers, workshops to ensure correct application of the product.

## Our Clients



# Our Clients



# Milestone Project 1

Meridien Airotel

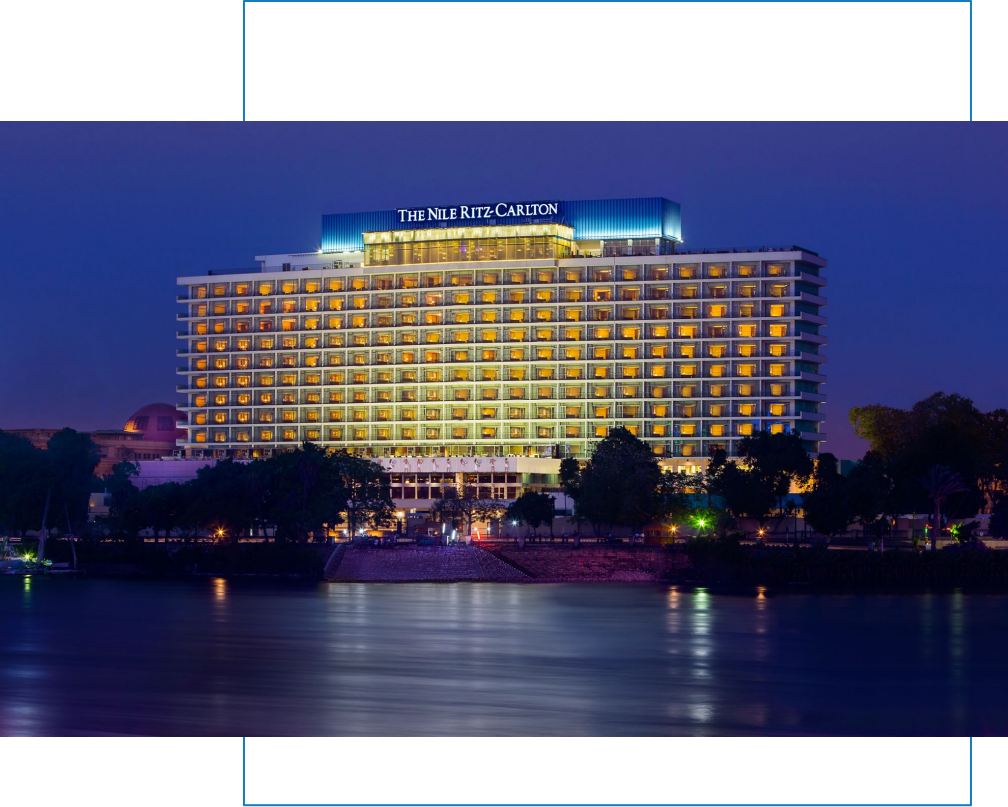
1st

Firedoors Megaproject

2011







## Milestone Project 2

Nile Ritz-Carlton Hotel

2013

## Milestone Project 3

Al Masah Hotel  
New Alamein

**3,000**

Firedoors delivered

**2020**





## Milestone Project 4

Council of Ministers  
New Administrative Capital

2019





# 05

## Sector 3: Hygienic Cladding



# Hygienic Cladding

Simplicity of the ultimate sophistication.

Our PVC sheets from Altro Whiterock do not support the growth of bacteria on any surface they are installed on.

The concept is very simple but deadly effective for environments that require extreme hygiene like Hospital Operating Rooms, Pharmaceutical Factories and Food and Beverage Factories.

Additionally, Altro's sheets are:

- Workable: can be cut and bent into any form or shape.
- Can be installed on any surface.
- Can be installed over-night, so your hospital has no downtime!



# Our Brand



Altro have been at the forefront of innovation for 100 years. And by consistently turning creative thinking into practical, real-world solutions, Altro have become synonymous with quality.

With offices across Europe, the Americas, Asia Pacific and the Middle East, we remain committed to developing solutions that stand the test of time. We combine the best in contemporary style with the functionality required to improve the way we all live and work, wherever in the world that may be.





# Our Services



## Supply

For more than 23 years, we have supplied Altro Sheets to hospitals, pharmaceutical factories, food and beverage factories all over Egypt.



## Installation

Having installed hundreds of thousands of sheets all over Egypt and Saudi Arabia, our installations are sublime, elegant and everlasting.



## Design Customization

You can choose from Altro's wide color palette and use the colorful sheets to get creative with your wall and ceiling designs.

Or better yet, you may print your image of choice to liven up your interior.





# Altro Egypt in Numbers



**24 Years**

of Experience in the Egyptian  
and Saudi Arabian Markets



**10,000 sqm**

Installed in 2019



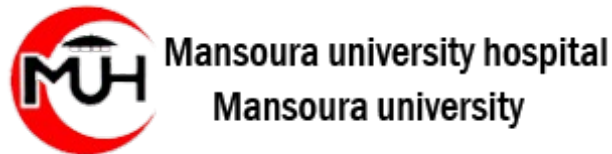
**20,000 sqm**

Installed in 2021

## Our Clients – Pharmaceutical Industry



# Our Clients - Hospitals



# Milestone Project 1

Ain Shams Specialized  
Hospital

2021





## Milestone Project 2

Novartis Pharma

1999 - 2022

# Milestone Project 3

Al Galaa Military Hospital

2013







## Milestone Project 4

Amoun Pharmaceuticals

2020

# 06

## Contact Details





# Our Contacts

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# Thank you for your time!

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