ΠΡΕΣΒΕΙΑ ΤΗΣ ΕΛΛΑΔΟΣ ΤΕΛ ΑΒΙΒ
Γραφείο Οικονομικών & Εμπορικών Υποθέσεων

ΑΔΙΑΒΑΘΜΗΤΟ – ΚΑΝΟΝΙΚΟ

Τελ Αβίβ, 13 Σεπτεμβρίου 2022
ΑΠ 1552

ΠΡΟΣ : Βλ. Πίνακα Αποδεκτών (μ.η)

ΚΟΙΝ. : Υπουργείο Εξωτερικών
- Διπλωματικό Γραφείο κ. Πρωθυπουργού
- Διπλωματικό Γραφείο κ. Υπουργού
- Διπλωματικό Γραφείο κ. Αναπληρωτή Υπουργού
- Διπλωματικό Γραφείο Υφυπουργού κ. Κ. Φραγκογιάννη
- Γραφείο κ. Γενικού Γραμματέα
- Γραφείο κ. Γενικού Γραμματέα Διεθνών Οικονομικών Σχέσεων & Εξωστρέφειας
- Γραφεία Α΄& Β΄ Γεν. Διευθυντών
- Α6, Β1, Β5 Δ/νσεις

ΘΕΜΑ : **Ενδιαφέρον μεγάλης ισραηλινής κατασκευαστικής Shikun & Binui για συνεργασία με εταιρείες κατασκευής συστημάτων υδραυλικής προώθησης (pipe jacking)**

Επισυνάπτεται συνημμένως επιστολή του Ομίλου Shikun & Binui (πρόκειται για τον μεγαλύτερο Όμιλο κατασκευαστικών εταιρειών στο Ισραήλ), η οποία μας περιήλθε μέσω του Israel-Greece Chamber of Commerce, με την οποία ζητούνται εταιρείες κατασκευής συστημάτων υδραυλικής προώθησης (pipe jacking), για άμεση συνεργασία με την εταιρεία του Ομίλου, Cementcal (www.cementcal.co.il).

Σημειώνεται ότι η Cementcal έχει αναλάβει, σε συνεργασία με την κρατική εταιρεία διαχείρισης υδάτινων πόρων Mekorot, ένα από τα μεγαλύτερα εν εξελίξει έργα υποδομών στο Ισραήλ, την εγκατάσταση δηλαδή μονάδας αφαλάτωσης στη δυτική Γαλιλαία, για την ολοκλήρωση της οποίας είναι απαραίτητη η χρήση συστημάτων υδραυλικής προώθησης.

Παρακαλούμε για την από πλευράς σας άμεση ενημέρωση των μελών σας που δραστηριοποιούνται στο σχετικό πεδίο και την απευθείας επικοινωνία οιουδήποτε ενδιαφερόμενου με το στέλεχος της εταιρείας που αναγράφεται στην επιστολή. Οίκοθεν νοείται ότι το Γραφείο μας προτίθεται να συνδράμει τυχόν ενδιαφερόμενες εταιρείες.

Ο Προϊστάμενος κ.α.α

Βασίλης Λιβέρης
Γραμματέας ΟΕΥ Α΄

Συν: δύο (2) σελ.

ΠΙΝΑΚΑΣ ΑΠΟΔΕΚΤΩΝ (μ.η)

- ΠΑΝΕΛΛΗΝΙΟΣ ΣΥΝΔΕΣΜΟΣ ΕΞΑΓΩΓΕΩΝ (ΠΣΕ)
- ΣΥΝΔΕΣΜΟΣ ΕΞΑΓΩΓΕΩΝ (ΣΕΒΕ)
- ΣΥΝΔΕΣΜΟΣ ΕΠΙΧΕΙΡΗΣΕΩΝ & ΒΙΟΜΗΧΑΝΙΩΝ (ΣΕΒ)
- ΣΥΝΔΕΣΜΟΣ ΒΙΟΜΗΧΑΝΙΩΝ ΕΛΛΑΔΟΣ (ΣΒΕ)
- ΕΝΩΣΗ ΧΑΛΥΒΟΥΡΓΙΩΝ ΕΛΛΑΔΑΣ
- ΠΑΝΕΛΛΗΝΙΟΣ ΣΥΝΔΕΣΜΟΣ ΑΝΩΝΥΜΩΝ ΤΕΧΝΙΚΩΝ ΕΤΑΙΡΕΙΩΝ (ΣΑΤΕ)
- ΣΥΝΔΕΣΜΟΣ ΤΕΧΝΙΚΩΝ ΕΤΑΙΡΕΙΩΝ ΑΝΩΤΕΡΩΝ ΤΑΞΕΩΝ (ΣΤΕΑΤ)

SHIKUN & BINUI
SOLEL BONEH

SHIKUN&BINUI
Solel Boneh - Cementcal

September 2022

Dear Madam/Sir

Re: **Pipe-Jacking Busbars in Israel**

On behalf of Shikun & Binui - Solel Boneh - Infrastructure Ltd (known as "**Solel Boneh**") we refer to you as follows:

1. Solel Boneh (https://www.shikunbinui.com/en-US/solel-boneh) is the largest most well-recognized construction company in Israel in the fields of construction, development and infrastructure, it has been operated since 1924 for more than 95 years. Solel Boneh is the construction arm of Shikun & Binui Group a public company traded in Tel Aviv Stock Exchange in TA 35 index.

   A presentation of Solel Boneh is attached as Annex A hereto.

2. Solel Boneh top status is derived from its extensive requests to implement large scale national and private projects, including water, sewage and drainage infrastructure; road paving and development, tunnels, asphalt stratification, interchanges and bridges; public commercial, office and residential construction, water and sewage treatment facilities; water & energy supply; power plants and chimneys, marine works and airports, and projects combing all these.

3. Solel Boneh operates its activity throughout its divisions to create and deliver a full chain of supply in the construction and infrastructure fields, from the first tier of its precast and concrete plants to geotechnical works, to exceptional capabilities combining planning and execution competencies, large scale infrastructure projects of roads, tunnels, asphalt stratification, interchanges and bridges, complex megaproject, office and residentials buildings and complex industrial process facilities.

4. Solel Boneh's major customers include government offices, companies and authorities & municipalities, Israeli electricity company (IEC), Ministry of Defence, Mekorot National Water Co. and Israeli National Roads Co.

5. We would like to focus on our geo-technical and underground works activity, which is operated by **Solel Boneh Cementcal Limited Partnership**, a fully owned limited partnership of Solel Boneh (known as "**Cementcal**") (https://www.cementcal.co.il/about).

   Among Cementcal numerous professional solutions for any infrastructure challenge, Cementcal expertise in Hydromill technology for slurry and geo-technical work, groundwater lowering and water resource preservation, picket-piles and multi type anchoring, Jet Grout injection and more.

6. Solel Boneh through Cementcal is currently having a big project initiated by Mekorot (Israeli Water Company) at the West Galilee desalination plant which includes, *inter alia*, pipe jacking works ("**PJ**") and would like to seize that opportunity and expand its operation in the PJ filed in Israel.

   Cementcal would like to explore the opportunity to cooperate with an international PJ contractor to establish an Israeli JV to develop the PJ operation in Israel with Cementcal, as to our estimation the market is booming and there are only few local PJ contactors. The big advantage is that Cementcal has already won a big PJ project which can be the starter for the mutual operation in Israel

7. Due to that exact reason we are addressing to you, in order to explore a mutual collaboration

Should this opportunity interest you, you may contact Ilan Melamed at any time at ilan_m@shikunbinui.com or at my cell 972-545-730-766.

Sincerely,

Asaf Inbar, CEO

Shikun & Binui - Solel Boneh - Infrastructure Ltd./Solel Boneh Group

Ilan Melamed, VP Business Development

Shikun & Binui - Solel Boneh - Infrastructure Ltd./Solel Boneh Group

SHIKUN & BINUI
SOLEL BONEH

“TO BE A LEADING BUSINESS GROUP
THAT CREATES A SUSTAINABLE
AND PROGRESSIVE ENVIRONMENT
IN ISRAEL AND IN THE WORLD,
FOR US AND FOR FUTURE GENERATIONS
"

OUR VISION

Solel Boneh - at a Glance

About	Backlog	Revenue	Employees	Over
50	**15.6**	**3.5**	**1,200** [1]	**97**
Projects under construction	B NIS [2]	B NIS [1]		Years of experience

[1] Avg 2017-2020 [2] 31.12.2021

SHIKUN & BINUI SOLEL BONEH

Solel Boneh - at a Glance

Main fields of activity

EPC – Engineering Facilities

Road, Transportation & Infrastructure

Public & Residential Buildings

Menorah – M&E

Concrete & prefabricated plants

Cementcal – Geotechnical Solutions

SHIKUN & BINUI SOLEL BONEH

Solel Boneh - at a Glance

“One Stop Shop”

EPC
- Renewable Energy
- Water Treatment
- Power Plants

Finance

Construction
- Main Contractor Planning
- Design Build

Roads, Bridges & Infrastructure
Development works & Roads

Logistics
Maintenance Center
Cranes
Formwork

Menorah
M & E
PV
O & M

Cementcal
foundation & groundwater degradation

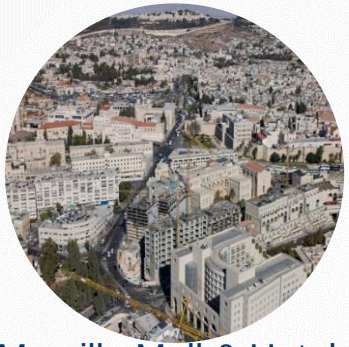
Industries
precast elements & concrete supply

SHIKUN & BINUI SOLEL BONEH

Selected Projects

Selected Projects

Herzelia Marine



Mamilla Mall & Hotel
Jerusalem

Desalination Plant **Hadera**

Highway 6

Habein-leumi Bank **Tel Aviv**

Hadassah Hospital **Jerusalem**

IBM Office **Petah Tikva**

Carmel Tunnels **Haifa**

SHIKUN & BINUI SOLEL BONEH

Mega Projects

Defence Barrier

POLINOM PROJECTS

Rail Lines Project

Thermo-solar **Ashalim**

Industrial waste water treatment
Kiryat Gat

Zeelim PV Plant

Pumped Storage **Gilboa**

Light Rail - Red Line **Tel Aviv**

SHIKUN & BINUI
SOLEL BONEH

Certification

AUTHORIZED STANDARDS

- Management ISO 9001
- Safety standard ISO 45001
- Environmental standard ISO 14001
- Membership in the ILO
- Platinum award by Construct Secure

THE STANDARDS INSTITUTION OF ISRAEL

hereby grants

GOLDEN MARK

for the year 2019

To: SHIKUN & BINUI-SOLEL BONEH - INFRASTRUCTURE LTD. BUILDING DIVISION

for holding these certification marks

Testifying to compliance of their management systems to the highest standards of quality

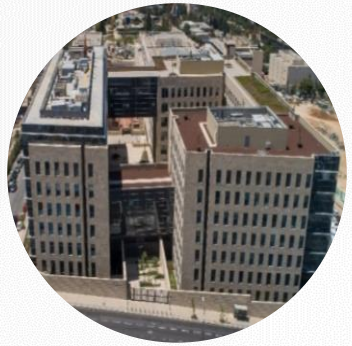
Ilan Carmi
Acting Director General

Execution Divisions

Solel Boneh - Public & Residential Buildings

Expertise in execution of Design Build projects

Student Dormitories
TLV University



Generi 2, Office Buildings
Jerusalem

Student Dormitories
MIT Holon

Kiryat Hatikshuv
Beer Sheva

RAD Bynet 4
Jerusalem

Military Base
X

Police Academy
Beit Shemesh

State Comptroller building
Jerusalem

Apartments 4 Rent
Jerusalem

NZEB Court House
Hadera

SHIKUN & BINUI
SOLEL BONEH

Solel Boneh - Road, Transportation & Infrastructure

EXPERTISE IN EXECUTION OF DESIGN BUILD PROJECTS

Main fields of activity:

Light Rails

Rails

Tunneling

Bridges & Paving

Asphalt Plants

SHIKUN & BINUI SOLEL BONEH

Solel Boneh - Cementcal

ISRAEL'S LEADING COMPANY
IN GEOTECHNICAL SOLUTIONS

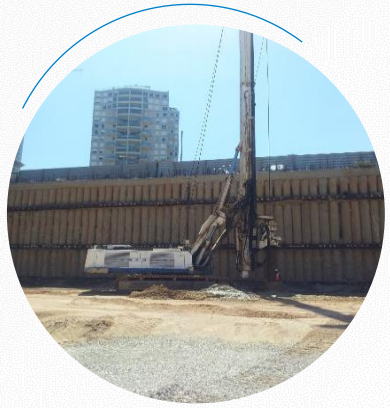
Solel Boneh - Cementcal

ISRAEL'S LEADING COMPANY IN GEOTECHNICAL SOLUTIONS

Main fields of activity:

Drilling Piles

CFA



Bentonite

Slurry Walls

Hydraulic Grab

Hydromill

Groundwater Treatment & Dewatering

SHIKUN & BINUI SOLEL BONEH

Solel Boneh - Menorah M&E

ISRAEL'S LEADING COMPANY IN ELECTRO-MECHANICAL AND ADVANCED SYSTEMS INTEGRATION

Main fields of activity:

R & D Department

Infrastructure & Street Lighting Systems

Traffic Lights & Traffic Control Systems

Very Low Voltage Systems (CCTV, SCADA, Security etc…)

Plumbing Systems

Air Conditioning

Electrical Systems

Maintenance services (Post Construction)
Full maintenance for highways and roads across country (Carmelton, Israel Railways, etc...)

SHIKUN & BINUI SOLEL BONEH

Sarona Tunnels, Tel Aviv

45
Million NIS

4
Years

800
meters long tunnel

Electrical Systems:

- High and low voltage electrical installations
- Generators, security systems, communications, telephony, building control and entry, CCTV, optical fiber

Air Conditioning:

- Ventilation installation
- Blowers for the evacuation of smoke

Plumbing Systems:

sprinkler system, leakage valves, fire-fighting and drainage pumps

SHIKUN & BINUI
SOLEL BONEH

Solel Boneh - EPC

Execution arm for complex industrial process projects

Energy

- Conventional Power Plants (Open Cycle, Combine Cycle, Cogeneration)
- Renewable Energy- CSP, PSP, PV, Hydro.
- Oil & Gas

Environmental

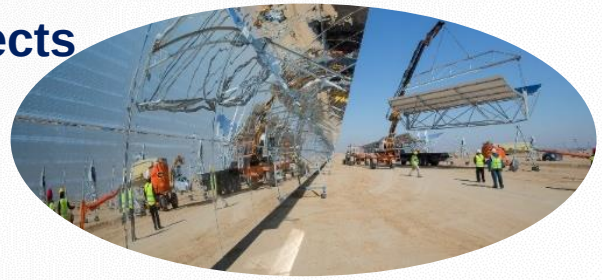
- Industrial Waste Water Treatment.
- Municipality Waste Water Treatment.
- Municipality Solid Waste Treatment.

Water

- Potable Water Treatment, Water Desalination, Purification.
- Ground Water Remediation – Nitrates, VOC's, Microelements removal

Others

- Projects based on proven and new technologies according to market demand and business opportunities.



Ashalim CSP, Israel

Etgal - Gas Power Plant

Industrial Waste Water

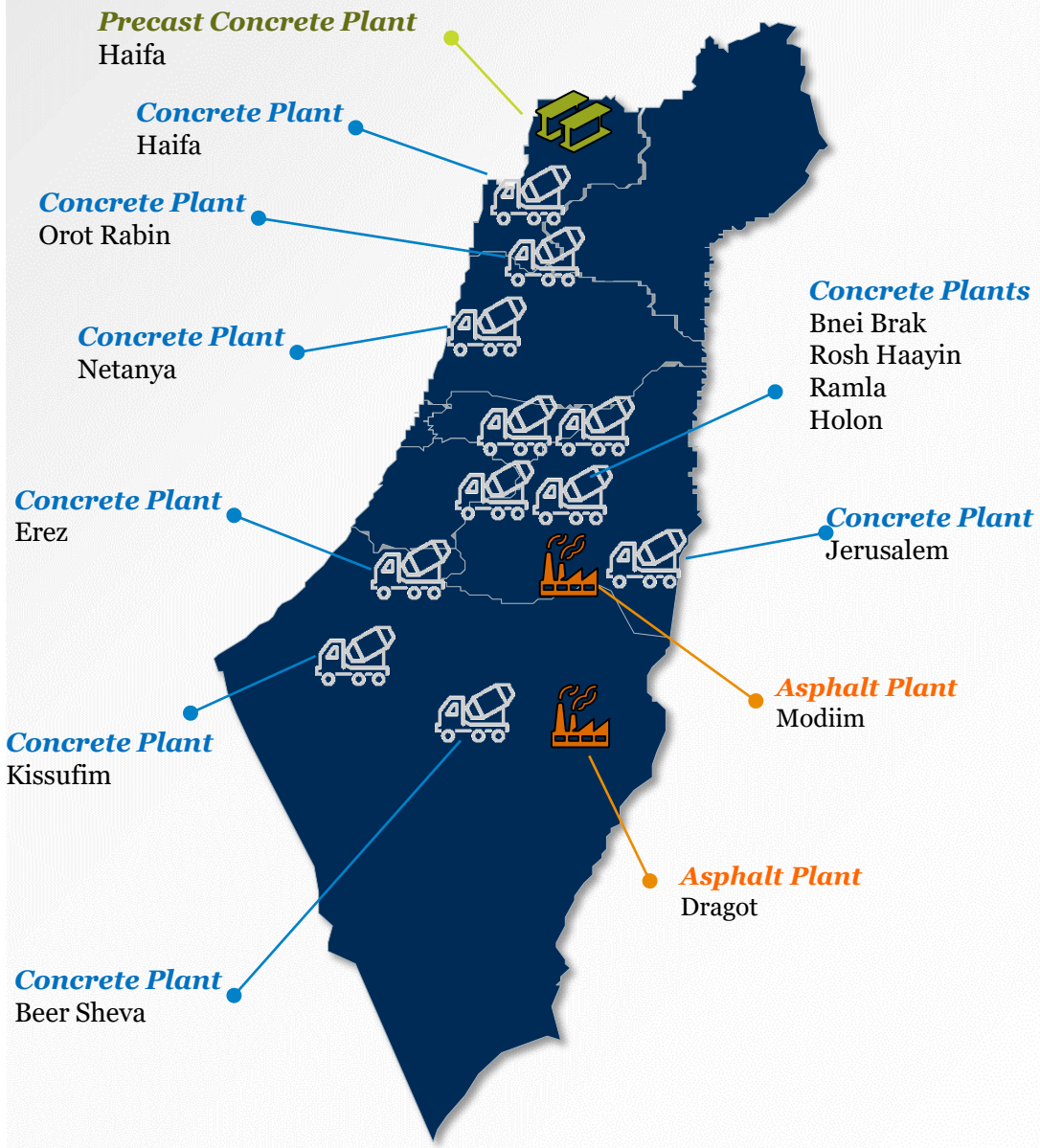
Zeelim PV 120MW, Israel

Solid Waste Treatment

Pumped Storage

SHIKUN & BINUI SOLEL BONEH

Solel Boneh - Industries



ANNUAL REVENUE TURNOVER OF APPROXIMATELY 500 MILLION NIS

11 Concrete Plants

Annual production of over 1.5 million cubic meters

2 Asphalt Plants

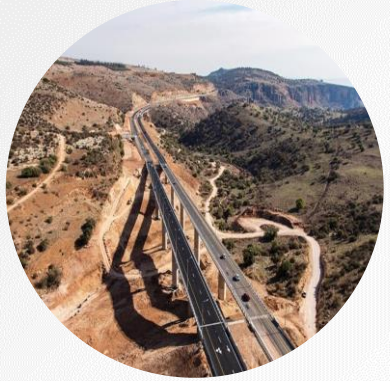
Annual production of over 200,000 cubic meters

Precast Concrete Plant

SHIKUN & BINUI SOLEL BONEH

Precast Concrete Plant

A large production area (82,000 Sqm) allows us to meet all needs



segmental bridge, Tzalmon Interchange, highway

Bridges

- Pre-stressed precast beams and beams for segmental bridges
- 4 Pre-stressed precast beams **productions lines**

Pre-stressed hollow core slabs – Leumi Card building Bnei Brak

Construction

- Pre-stressed slabs for all types of building
- **6 productions lines**
- **New production machines and concrete station**

Mobile Shelters – Ministry of Defense

Sheltering

- Mobile shelters for Ministry of Defense and municipal councils
- Protective walls

Transformation rooms – private sector

Infrastructure

- Railroad ties, reinforced soil-retaining walls, transformation rooms and other

SHIKUN & BINUI SOLEL BONEH

Company Added Value

OUR ADDED VALUE

Experience that brings to perfection

Safety and sustainability as a supreme value

Design and licensing management as part of the company

Owner of an electro-mechanical systems company

A complete logistic envelope for its construction

Using advanced and innovative technologies

Knowledge and experience in BIM – Design and Built

SHIKUN & BINUI
SOLEL BONEH

Thanks