

Scope Statements

Profile of business development

Company name : EPH

Date :

This confidential document is a basis to understand better your business and your goals on the Italian market. The accuracy of your answers will be served to set your appointment.

I - PROFILE

SIREN	667 150 395 000 32
NAF	TI 667 150 395
Activity	THERMOFORMING
Contact details	17 RUE DE LA BERGERIE 27600 GAILLON
Phone number	+33 (0)6 45 99 97 13
E-mail	vital.beauvois@ctci.fr
Web	www.eph-thermoformage.com
Chief executive	David LELEU

Do you belong to a group or a holding?

NON

If so, which one ? :

Have you got subsidiaries?

NON

If so: in which country?.....

Is it subsidiary :

de production

de commercialisation

Total number of employees: 12

Including export department : 2

II – COMPANY ACTIVITY (code A.P.E.) :

Description of your activity :

Thermoforming => thermoformed trays for handling and rigging pieces.

Thermoformed trays are used in automated parts handling.

Thermoforming is used to calibrate the delicate pieces.

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Are your products subject to specific standards? If so, which ones ?

.....

.....

III – CURRENT POSITION ON MARKETS

Concerned fields :	Application(s) of your product(s) / service(s):
Cosmetics Makeup	Bottles manufacturer of pumps, locking system Range of accessories for make-up

Products/services already exported :

Thermoformed trays

Exporting countries :

Western Europe

Marketing method :

direct

Market shares (by product and by country) :

.....
.....
.....

Competing technologies :

.....
.....
.....

IV – TURNOVER

	2012	2013	2014
Company's turnover	1 300 000	1 500 000	1 960 000
Export turnover	100 000	150 000	200 000

VI- PROFILE OF PARTNERS SOUGHT

DETAILED PROFILE OF PARTNERS TO MEET :

- Final clients
- Importers
- Distributors
- Commercial agents
- Manufacturers of products equivalent to yours
- Manufacturers for production under licence
- Buying offices
- Suppliers

- Minimum size of the company: 150.....
- Type of manufactured products: Bottles, pumps, caps, metallizer, laqueur
.....
.....
- Skill level and required technical specifications:.....
.....
.....
- Your forecast annual purchase quantities
.....
.....
- Other :
.....

- Do you have any questions for your prospects?
Do they already use thermoform?
.....
.....

YOUR EXPORT PROJECT

DETAILED PROFILE OF THE PARTNERS MET:

- Minimum size of the company: 150
- Level range of marketed products:
- Local or foreign customers:
- Characteristics of distributin channels considered:.....
.....
.....

- Do you have any questions for your prospects?
- Do they already use thermoform?

- What are the benefits of your company or the specificities on which we should insist to your prospects?

EXPERIENCES WITH ALL STAKEHOLDERS OF LUXURY: COSMETIQUE VALLEY, LA GLASS VALLEE, CHAMPAGNE AND SPIRITS

- Technical advantages / quality:
CLEANROOM ISO 8