



PROMOS



Fortalecimiento de Cluster en Colombia



Who is the final consumer of your products/services?

What is the main application of your products/services?

Culinary ingredient
Celebrations

3. COMPANY INFORMATION

START OF ACTIVITY : (1970)	WORKFORCE : (220)
TURNOVER (Mln. €) :	EXPORT TURNOVER (%) :
2016: 6'635.900 €	% 2016: 0.10%
2017: 6'924.400 €	% 2017: 0.22%

Where do you sell your product?

GEOGRAFIC AREA	0-15%	15-40%	40-60%	60-100%
Italy				
Europe				
Asia				
Usa and Canada				
Latin America				100%
Mediterranean				
Middle East				

4. COMMERCIAL PROFILE

Main factor of competitiveness of your company

- Design
- Ratio price/quality
- Quality
- Brand name/Presentation
- Technology
- Range of products
- Other specify/ _____



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Presence in foreign markets

Your presence in foreign markets:

- Direct
- Representative
- License
- Joint venture
- Franchising
- Main Distribution
- Importer/Distributor
- Other (specify) _____

Main Competitors :

ENTERPRISES	COUNTRY
GRUPO NUTRESA	COLOMBIA
CASA LUKER	COLOMBIA

5. MARKET INFORMATION

Previous Experience in the Europe market (if any)

Participation in an international trade fairs and exhibitions on export promotion

Is your company in contact with local companies? Yes No

Would you like to contact any specific company? Yes No

If yes, specify the name and the address

NAME	ADDRESS	TELEPHONE	CONTACT PERSON



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Is there any specific company you want NOT to contact?

Yes No

If yes, specify the name and the address

NAME	ADDRESS	TELEPHONE	CONTACT PERSON

6. PARTNER RESEARCH

Type of partner you are looking for

- Direct
- Representative
- License
- Joint venture
- Franchising
- Main Distribution
- Importer/Distribution
- Other (specify) _____

Describe briefly the profile of the partner you would like to meet

We are looking for partners companies which will help us in distributing our products overseas. Selling our products to retail stores and HoReCa

7. PERSON IN CHARGE OF THE BUSINESS MEETING – FOREIGN LANGUAGES SPOKEN

NAME AND SURNAME :

DIANA MARIA BALLESTEROS: SPANISH / FRENCH
EDGAR ALBERTO FLOREZ : SPANISH / ENGLISH

WORKING POSITION

DIANA MARIA BALLESTEROS – CEO
EDGAR ALBERTO FLOREZ – COMMERCIAL DIRECTOS

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