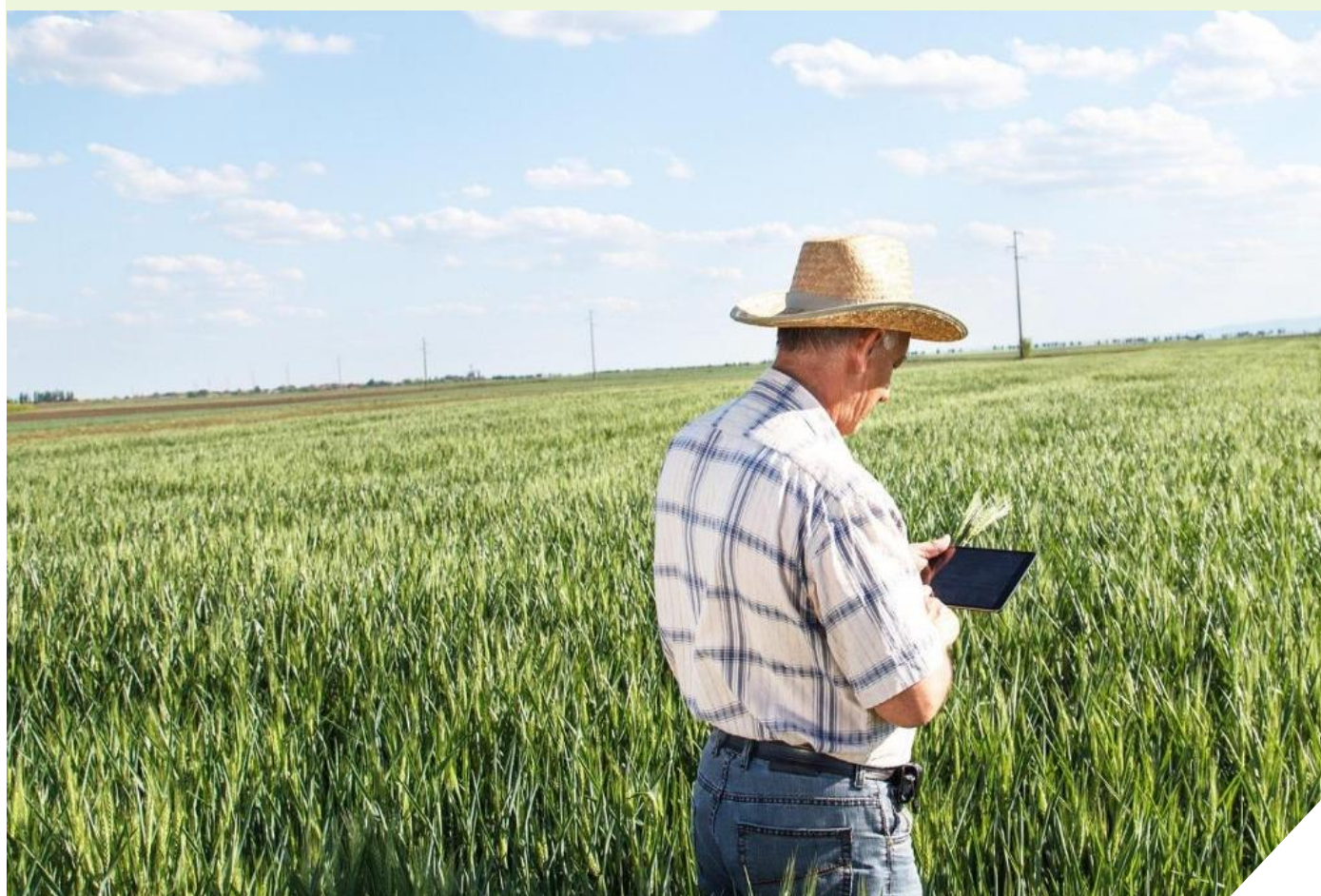


THE 2019 EDITION

AGRI NEST 2019

APPLICATION FILE

AgriFoodTech – New Equipement & Technologies for Agribusiness



This document will help us to better understand your company, its products and your business plan. It will give us the main lines of your strategy and will allow us to select the most relevant contacts to talk with.

Thanks then to complet this document with as many details as possible and to send it back to : agrinest@businessfrance.fr.

1. YOUR COMPANY

Company name :

Main Contact for the U.S. Export:

Phone :

Email :

Position :

Website :

Year of creation : Number of employees :

Part of a Conglomerate? If Yes, which one :

Turnover (*precise the year*) :

Export turnover (*% overall turnover*) :

International experience :

2. YOUR BUSINESS, YOUR PRODUCTS/SOLUTIONS

Business activity :

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.....
.....

Main clients / Business references (*France & International*) :

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.....

Main competitors (*France & International*) :

.....
.....

Describe your products/solutions for the U.S. market :

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



Your competitive advantages?

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.....

.....

Certifications / Standards / Labels / Awards received :

.....

What is your situation regarding intellectual property (*patent, trademark registration, geographic coverage area*)?

.....

.....

3. YOUR INTERNATIONAL BUSINESS DEVELOPMENT

Do you have any international business (☐yes/ ☐no)

If Yes, please specify your export country/area :

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.....

.....

Generally, what kind of distribution channels are you using for export?

☐Sales agent

☐Dealer

☐Franchise

☐Direct sales

☐Industrial partner

☐Other (please specify) :

Do you attend any trade shows abroad? (☐Yes/ ☐No)

If Yes, which ones? (country, date,..)

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Spoken languages :

.....
.....

4. YOUR EXPORT PROJECT IN NORTH AMERICA:

Goals you are seeking with Agri NEST :

☐ Finding industrial or technological partner

☐ Establishment/ Franchise/ Joint-venture

☐ Finding dealers or sales agents

☐ Finding new clients

☐ Other (please specify) :

Describe your business plan :

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Nature of the product/service to be exported :

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.....

Profile of targeted companies (*area of activity, size, location, etc*) :

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.....
.....

Position of targeted contacts within companies:

.....

Any particular business(es) you are targeting? (name & address)

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.....
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If Yes, please specify :

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AGRI N.E.S.T - 2019