

Scope Statements

Profile of business development

Company name: Cosmetic Valley

Date : 03/03/2015

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	413570375 00027
NAF	8413Z
Activity	Association
Contact details	1, Place de la Cathédrale 28000 Chartres (siège) / 181 rue Clément Ader 27000 Evreux (Antenne)
Phone number	33.2.37.211.211 (Chartres)/33.2.32.33.93.97 (Evreux)
E-mail	shenry@cosmetic-valley.com
Web	www.cosmetic-valley.com
Chief executive	Monsieur Jean-Luc ANSEL

Do you belong to a group or a holding? NO

Have you got subsidiaries? NO

Total number of employees:10..... Including export department:1.....

II - COMPANY ACTIVITY (code A.P.E.) :

8413Z public administration of economics activities

Description of your activity :

Cosmetic Valley's mission is the development of perfumery and cosmetics industry in France. Cosmetic Valley was labeled "cluster" by the Interdepartmental Planning Committee and competitiveness (CIACT) of 12 July 2005. It is now the world's largest resource center perfumes and cosmetics and contributes to development cosmetics industry.

With the support of local authorities, the Cosmetic Valley runs a network of companies, research centers and training establishments engaged in a partnership approach around a dynamic innovation and International Markets.

Actions:

- Networking
- Research and Innovation
- Help for export
- Training

III – CURRENT POSITION ON MARKETS

Concerned fields :	Application(s) of your product(s) / service(s):
- Companies in perfum and cosmetic sectors - research and development - Training	Our services : - Networking - Research and Innovation - Help for export - Training

Products/services already exported :

Exporting countries :

Participation in the following fairs :
In Cosmetics (tourne en Europe) : cette année Barcelone
China Beauty Expo : Shangai
Cosmoprof Middle East Dubai
Cosmoprof hong Kong

Marketing method

Direct sale

Market shares (by product and by country) :

Competing technologies :
Our products are patented. No competition.

IV – TURNOVER

	2011	2012	2013
Company's turnover	4,1M€	4,7M€	4,5M€
Export turnover			

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

All companies that could become partners in the cluster, which could participate in Cosmetic room 360, which may have a business interest with our members

- Minimum size of the company:
- Type of manufactured products:
.....
.....
- Skill level and required technical specifications:
.....
.....
- Your forecast annual purchase quantities:
.....
.....
.....
- Other :
.....

• Do you have any questions for your prospects?

Is it member of a cluster ?

Do you participate in fairs ?

Do you know Cosmetic Valley ?

YOUR EXPORT PROJECT

DETAILED PROFILE OF THE PARTNERS MET:

- Minimum size of the company: no minimum
- Level range of marketed products:
- Local or foreign customers:: Both
- Characteristics of distributin channels considered:.....
.....
.....

- Do you have any questions for your prospects?

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- What are the benefits of your company or the specificities on which we should insist to your prospects?
- Technical advantages / quality:
The first worldwide network of perfumery and cosmetic
Many partnerships with universities and foreign clusters
The Cosmetic 360 Fair: Opportunity to participate in an event dedicated to innovation that could be or is already used in perfumery and cosmetics