



Specifications

Canvassing profile

Company name: LABORATOIRES KISBY

Date : February 24, 2015

Ce document confidentiel constitue une base pour mieux connaître votre entreprise et vos objectifs sur le marché italien. C'est à partir de la précision de vos réponses que nous établirons vos rendez-vous.

I – COMPANY DATA SHEET

SIREN	602 052 847
NAF	2042Z
Activity	Manufacture of perfumes and hygiene products
Contact informations	LABORATOIRES KISBY, 145 rue du Haut Vinage 59290 WASQUEHAL
Phone	03 20 98 73 33
E-mail	kisby@kisby.com
Web	www.laboratoireskisby.com
Leader	Mr Hervé COISNE

Do you belong to a group or holding ? NON

Do you have foreign ? NON

Company's size: ...15.....Export department size : ...3.....

II – COMPANY ACTIVITIES (code A.P.E.) :

Complete description of your business and your products / services

Manufacture of cosmetics:

Facial and body cares : lotions, milks and creams, oils, towelettes, Eau-de-Cologne

Hair cares: dry shampoos

Oral cares: mouth washes, toothpastes

Manufacture of wellness products:

Essences and home fragrances

Kisby own brands or **privat label**

Are your products subject to specific standards?

Cosmetics according to European standards

III – MARKET AND EXISTING CUSTOMER

Sector (s) concerned (s): Cosmetics industry Retail, specialty store, drugstore, pharmacy	Application (s) of your (your) product (s) / Service (s): See company's activity
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Products / services exported: Floral waters, dry shampoos
Exporting countries: Sweden, Norway, Denmark, Belgium, USA
Marketing method: Retail, Specialty Stores, Drugstores, Web
Market share (by product and by country): NC
Competing technologies : NC

IV – SALES

	2011	2012	2013
Company sales			
Export sales		NC	



VI- INTENDED PROFILE PARTNERS

DETAILED PROFILE OF PROSPECTS TO MEET :

- Consumers
- Importators
- Distributors
- Commercial agents
- Manufacturers of equivalent products to yours
- Manufacturers for licensed production
- Purchasing offices
- Suppliers

• Minimum size of the company: **Not applicable**

• Type of product produced: **Not applicable**

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• Skill level and technical specifications required: **Not applicable**

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• Your annual forecast purchase amounts :

Not applicable

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• Others : **Not applicable**

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• Specific questions to ask prospects?

Not applicable

YOUR EXPORT PROJECT

DETAILED PROFILE OF PROSPECT(S) TO MEET :

- Minimum size of the company: No criteria
- Level range of products sold: Midscale
- Local or foreign customers: No criteria
- Characteristics of distribution channels envisaged: Retail, drugstore, pharmacy
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- Specific questions to ask prospects?

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- What are the advantages of your business or the specifics on which we should insist that the prospects?

French leader in floral waters

- Technical Advantages / quality:

Naturalness, Accessibility, Sustainability.....
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COMMENTS