

## **Scope Statements**

### **Profile of business development**

***Company name: TECHNIPLAST***

**Date : 22/01/2015**

*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	343 488 789 000 37
NAF	7112 B
Activity	Studies : molding of plastic parts
Contact details	Monsieur Bouet
Phone number	02 32 25 26 47
E-mail	l.bouet@techniplast.com
Web	www.techniplast.com
Chief executive	Jean-Philippe LAMBOUX et Yvan POUILLAIN

Do you belong to a group or a holding?  NON

Have you got subsidiaries?  NON

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

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

Description of your activity :

Development and production of valves and plugs full description of your business and your products/services  
Bureau of Studies and engineering: 3 people Molding Shop: 18 injection presses (40 to 200 tonnes) control laboratory and metrology

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

Yes, our products are designed to meet the accreditation standards of the major group of cosmetics (L'Oreal, LVMH, Clarins ... )

## **III - CURRENT POSITION ON MARKETS**

Concerned fields :

APTAR  
CLARINS  
L'OREAL  
DIPTYPE

Application(s) of your product(s) / service(s):

Molding and assembling of parts specific to the perfumery, cosmetics and perfumes of interior customization of our products to suit their design and to their specifications

Products/services already exported :

The patented products by Techniplast type Film: valves Refiltech and plug RT-Twist Of plastic parts such specific hoods of perfume .....

Exporting countries :

SPAIN, ITALY .....

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

- Minimum size of the company: .....
- Type of manufactured products: Selective Fragrances & perfumes of ambience for the mass-market.....  
.....  
.....
- Skill level and required technical specifications: .....  
.....  
.....
- Your forecast annual purchase quantities:  
.....  
.....  
.....
- Other : .....  
.....

- Do you have any questions for your prospects?

## YOUR EXPORT PROJECT

### **DETAILED PROFILE OF THE PARTNERS MET:**

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

- Do you have any questions for your prospects?

- Perfume / cosmetics: willingness or not to develop ranges of products ressourcables? Example of Thierry Mugler perfumes whose bottles are refillable by the saleswomen in the perfumeries. For these needs, we have the suitable products.

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

Responsiveness - specific developments possible depending on their needs

- Technical advantages / quality:

Our products are tested and approved the fill is clean and without overflow (auto shut off)