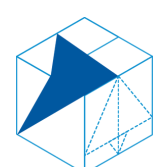


At Australia Market Entry, we understand the objectives of Trade & Export Agencies in supporting companies to increase exports to international markets. We have tailored our services to support you in achieving your goals while providing an effective and valuable service to your client companies.

Our Core Trade Agency Services



RESEARCH SERVICES

We are experienced in conducting in-depth market research and delivering professionally written reports to help you understand the industry landscape in Australia.

- **Research:**
 - Develop and nurture a target list of companies and important parties that can provide vital information
 - Analyse second and third-party data to understand the big picture
 - Delve deeper by getting official and "in the know" data in real-time from the current experts in the field through in-depth interviews and other communications
- **Analyse:** Examine the data, pinpoint vital information and uncover patterns as it applies to your needs.
- **Deliver** A comprehensive report with other resources such as case studies, press releases and succinct memos attached.



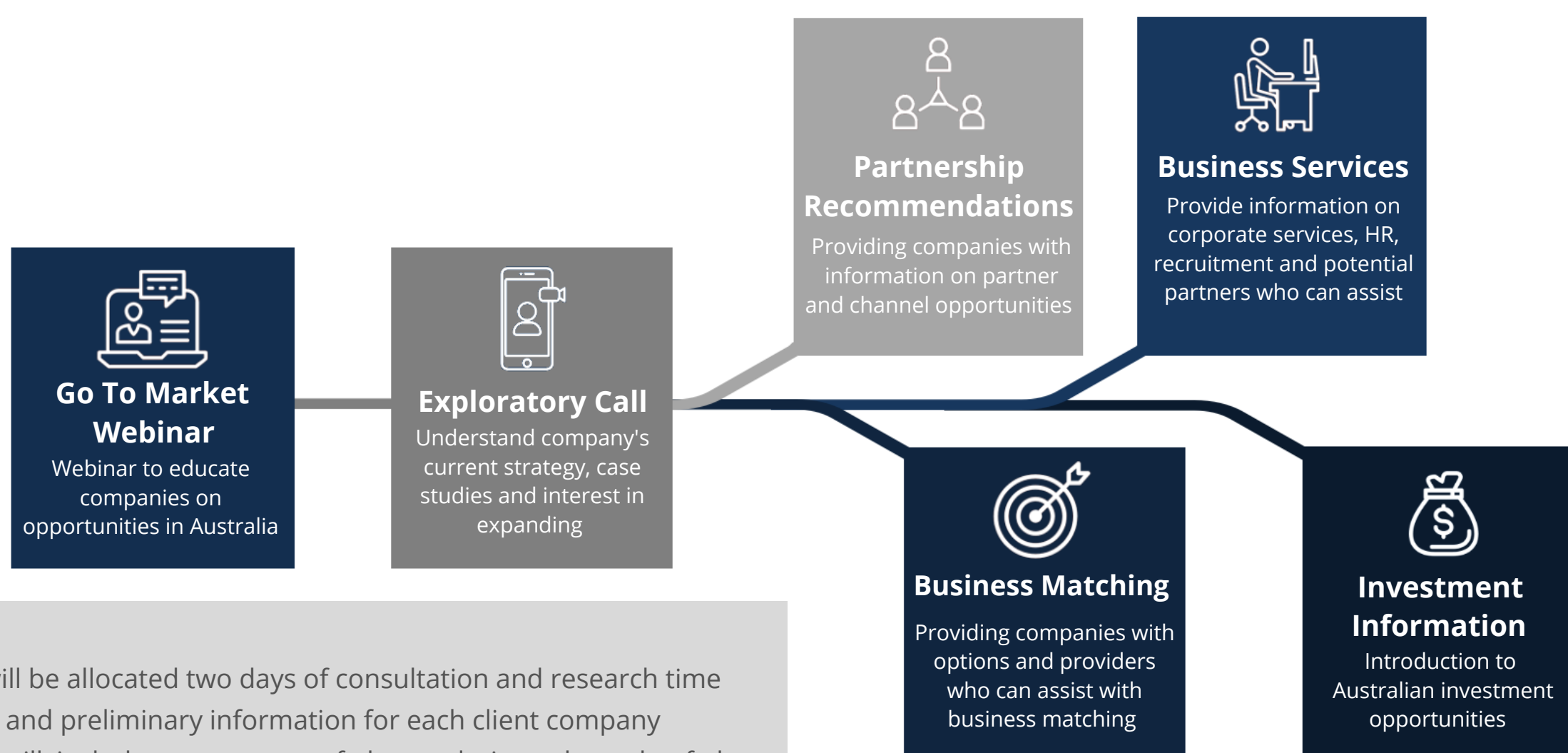
BUSINESS MATCHING

With our connections in the Australian market, we are able to facilitate high-level introductions to relevant stakeholders in different industries. In order to do so, we:

- **Understand:** We get onto calls with you and your client companies to understand their strategy and expansion requirements.
- **Identify:** We strategically target decision-makers in companies, as well as distributors and channel partners to assist companies in increasing their outreach via third parties.
- **Introduce:** We facilitate introduction over email/phone where appropriate.



AUSTRALIA HORIZONS PROGRAMME



Deliverables

- Each company will be allocated two days of consultation and research time
- A tailored report and preliminary information for each client company
- A report which will include a summary of the analysis and result of the Australia Horizons Programme for your trade agency