

Company Profile

Office of Economic Development

Confidential

Company Details

Company name:

Name (Chief Executive Officer)

Salutation: First name: Surname:

Position title:

Name (industry contact)

Salutation: First name: Surname:

Position title:

Street address:

Postal address (if available):

Telephone: Mobile:

Fax: Email:

Website:

Nature of business (core activities):

Location of manufacturing plant/assembly of goods to be sold/local operation:

Location of head office:

Number of Employees: Year Established: ABN Number:

Product/Service Information

Product/service description (if available, please attach company profile, product specifications):

Intellectual property: Owner Licensee Other, please specify

Industry sector that you represent:

Mining technology Food and agribusiness Tourism
 Infrastructure Defence and aerospace Energy and environment
 Advanced manufacturing Logistics and transport Health and life science
 Education and training Property and construction Other:

Industry sector that you supply to:

- | | | |
|---|--|--|
| <input type="checkbox"/> Mining technology | <input type="checkbox"/> Food and agribusiness | <input type="checkbox"/> Tourism |
| <input type="checkbox"/> Infrastructure | <input type="checkbox"/> Defence and aerospace | <input type="checkbox"/> Energy and environment |
| <input type="checkbox"/> Advanced manufacturing | <input type="checkbox"/> Logistics and transport | <input type="checkbox"/> Health and life science |
| <input type="checkbox"/> Education and training | <input type="checkbox"/> Property and construction | <input type="checkbox"/> Other: <input type="text"/> |

Promotional material available: Yes No
If yes, please specify:

Promotional platform: Yes No
(LinkedIn, Twitter, Facebook, other)

Major end use (please specify):

- particularly industry sector
- target market overseas
- regions in Australia

Unique competitive advantage:

Any other brands owned:

Supply Capacity

Total production/supply capacity:

Are you supplying to: Local market Other regions Export market Please specify:

Lead time required for orders: Min. quantity for orders: Unit price per item:

Domestic Market and Internal Capability

Established domestic market: Yes No

Markets by state:

Markets by sector:

Main competitors in Australia:

Distribution channel (eg. distributors, direct sales):

Any barriers to increase market share (please specify)? Eg.

- skills gap
- technical knowledge
- market knowledge
- funding/incentives
- competition in domestic market

Do you require/intend to seek investment?: Overseas Local Other regions

International Market and Capability

Are you focusing on growing in overseas market?: Yes No

Are you exporting or planning to export?: Intending (within 12 months)
 Intending (12 months or longer)
 Existing exporter

Current and potential market(s): (if you have more than one product, please specify countries for each product)

List current markets:

List potential markets:

If exporting, current export distribution channel:

Agents Direct sales
 Manufacturer's representative Joint venture planner
 Licence agreement Other (please specify):

Reasons for choosing target market:

Have you received any opportunity information? Yes No
Have you undertaken any market research? Yes No

Member of Australia trade associations (and is there an affiliate in the target market?)

Assistance Seeking for Growing Your Business

Type of assistance required?

Funding Introduction to international market/networks
 Industry workshop Information on incentives/funding
 Advice on industry Identification of specialist trade association(s)
 Be part of Industry and Cluster Networks Other (please specify):

Other government assistance received: Yes
 No
 If yes, please specify:

Award recognition received: Date:
Type:
Sponsor:

Other Information

Please provide an overview of previous dealings in supply chain, regions and international markets:

What activities worked well?:

What activities did not work well?:

Would you like to receive?:

Regular updates from the Office of Economic Development

Yes

No

The Office of Economic Development newsletter

Yes

No

Other Comments

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