



**EXPORT  
IMPORT**  
COMPANY

MARKETING  
PROSPECTING  
TRANSACTION  
COMMUNICATION  
PREPARATION  
COACHING



**EX**  **imtra**®

[www.ex-imtra.com](http://www.ex-imtra.com)



# ACCELERATE YOUR INTERNATIONAL DEVELOPMENT

## Your gateway to new markets

Welcome to a world where trade exchanges are constantly evolving, and expanding internationally is a strategic lever for growth. Establishing in new markets requires rigorous preparation, sharp expertise and a reliable network.

## Our mission : Turning your ambition into international success

EX-IMTRA supports businesses at every stage of their international expansion, facilitating the import and export of goods and services. With a tailored approach, we help small businesses, SMEs, large companies, and institutions structure their commercial strategy, optimize their supply chain, and secure their cross-border operations.

### A Strategic Expertise Upstream

Development of tailored commercial action plans for each target market. We adapt our solutions to your objectives, your sector, and your export maturity.

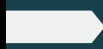
### Mastery of Distribution Networks

Identification of the most effective marketing channels. Optimization of offers and adaptation to target markets.

### A comprehensive operational approach

From logistics to regulatory aspects, including documentation, we facilitate every step of the process including pricing strategy and commercial negotiation.





# WHY CHOOSE EX-IMTRA ?

## **A pragmatic, results-driven approach**

We turn your project into a profitable and sustainable reality.

## **A strong network of partners**

Institutions, banks, logistics providers, we offer you a reliable ecosystem.

## **Strategic vision combined with flawless execution**

From reflexion to operations, we guide you every step of the way.

## **A turnkey solution tailored to your business**

Our support is fully customizable according to your needs.



# OUR SUPPORT SOLUTIONS

## Definition of your International Strategy

- Market research and identification of opportunities.
- Risk analysis and feasibility validation.
- Development of an export or import roadmap.

## Implementation of your Business Development

- Selection of markets and strategic partners.
- Optimization of distribution channels.
- Establishment of prospecting and implementation mechanisms.

## Management of Logistics and Operations

- Structuring the supply chain.
- Regulatory and customs compliance.
- Management of risks related to international trade.

## Optimization of Financing and Insurance

- Access to public and private funding.
- Payment security and risk coverage.
- Prospecting insurance to minimize establishment costs.



# STRUCTURATION DÉVELOPPEMENT





**EX-IMTRA**  
**EXPORT**  
**IMPORT**  
COMPANY

MARKETING  
PROSPECTING  
TRANSACTION  
COMMUNICATION  
PREPARATION  
COACHING

## LARGE MARKETS

Our solutions to success  
in the Brazilian market

### Market Analysis & Import-Export Strategy

- Identification of the best Brazilian suppliers and producers based on your needs.
- Study of trends and analysis of opportunities to secure your supply chains.
- Support in developing strategies for entering the Brazilian market.

### Logistics & Supply Chain Management

- Optimization of logistics networks to ensure short lead times and efficient transportation.
- Management of regulatory customs formalities to ensure total compliance..
- Advice on best practices in exporting and agri-food certification.

### Negotiation & Partnerships

- Access to a reliable and certified Brazilian of net work of stakeholders
- Negotiation of commercial terms to maximize your profitability.
- Training on the challenges of intercultural management and local business practices.

### WHY WORK WITH US ?

- ✓ In-depth sector expertise in the trade of sugar, soy, and coffee.
- ✓ A strong network of local partners to secure your transactions and minimize risks.
- ✓ Rigorous management of regulatory and logistical aspects, essential for international trade.
- ✓ Personalized support and a pragmatic approach to maximize your competitiveness.

### Communication & Brand Positioning

- Branding strategy tailored to international standards and the Brazilian market.
- Implementation of digital and traditional marketing plans to enhance your products.
- Image management and support at trade fairs and agri-food events.



## PREMIUM MARKET

### CORSICA, an exceptional market



### Corsican Agri-Food Products from a Selection of Local Producers

Corsica is an island at the heart of the Mediterranean, surrounded by crystal-clear waters. Free from industry and pollution, it is truly a "mountain in the sea." Local producers design and manufacture specialties according to ancestral recipes and regional ingredients. With their trust and expertise, we have selected a premium range—the very best—for our clients.

- **Rigorous Producer Selection** : Meeting strict quality criteria, certified (AOP, AOC, Organic, etc.), and can guarantee a regular production.
- **Implementation of a Coordination Structure** : A producer network to pool efforts, facilitate logistics, and structure the offering.
- **Standardization of Quality** : Compliance with uniform production, packaging, and homogeneous logistics standards to present a coherent range internationally.

### Market Opportunities

EX-imtra identifies consumer segments, purchasing habits, and consumption trends in target countries to structure the product offering. For the Corsican market, we prioritize European markets for fast deliveries and international markets for strategic partnerships.

### Segmentation & Targeting

High-end clientele segments: Consumers with strong purchasing power, seeking quality and authenticity. Specialized distribution channels : Luxury boutiques, fine grocery stores, starred chefs, concept stores, small retailers, and specialized store chains.

### Product Positioning

Highlighting the unique, artisanal, and authentic nature of Corsican products (origin, craftsmanship, and distinctive flavors) to strengthen their premium positioning and build differentiation through a coordinated approach among producers.





## CUSTOMIZED INTERNATIONAL COMMUNICATION SUPPORT ?

**Personalized action plan to ensure your expansion success**

Communication strategies tailored to local expectations.

Identification of positioning.

Preparation and structuring of the international project.

Your differentiated marketing mix.

Creation of a strong and distinctive brand identity.

Support in digitalization and marketing.

Optimization of your commercial performance.

Development of internal team skills.

Preparation for strategic meetings.

Networking with key partners and market players.

Public relations.

### A well-built and enhanced visibility of your products

IndipendEX supports businesses in structuring their export projects, helping them build a strong identity and optimize their international development strategy.

With a comprehensive vision and specialized expertise, we assist you in overcoming cultural, linguistic, and commercial barriers to establish a sustainable presence in new markets.

01 ✓ Export strategy consulting

02 ✓ Communication & branding

03 ✓ Practical coaching



# EXimtra®

## GROW YOUR NEW BUSINESS WITH US



**David Dore**  
Sales director

COMMERCIALISATION  
DÉVELOPPEMENT  
TRANSACTION  
À L'EXPORT

MARKETING  
PROSPECTING  
TRANSACTION  
FOR EXPORT

Via Ramai, 14  
07040 Sassari (Italy)

+33 6 60 49 76 78 (FR)  
+39 344 574 81 87 (IT)

eximtra.david@gmail.com  
dore-david@orange.fr

**Monica Calore**  
Project manager

CONSEIL  
PRÉPARATION  
ACCOMPAGNEMENT  
À L'EXPORT

COMMUNICATION  
PRÉPARATION  
COACHING  
TO EXPORT

Tour Armoise  
rue du 1er bataillon de choc  
20090 Ajaccio (France)

+33 6 10 44 38 75

imdipendex@gmail.com  
monica@com-mentis.com

**Gregori Dore**  
Sales manager

COMMERCIALISATION  
DÉVELOPPEMENT  
TRANSACTION  
À L'EXPORT

MARKETING  
PROSPECTING  
TRANSACTION  
FOR EXPORT

Via Ramai, 14  
07040 Sassari (Italy)

+33 6 22 93 62 52 (FR)

eximtra.gregori@gmail.com  
gregfernandez109@gmail.com

... **Contact us** today to turn your international ambition into concrete success !

[www.ex-imtra.com](http://www.ex-imtra.com)

