

EUROPE PARTNER

INTERNATIONAL DEVELOPMENT CONSULTING



Specialized in advising business leaders



From Strategy to Action

A word from the CEO



“ Since its beginning, **Europe Partner** has been standing alongside company leaders wishing to speed up their development in Europe.

Following our first establishment in Europe in 1999, more than a thousand decision makers have relied upon us to support them, from their strategic thinking to its operational implementation.

As we are aware that your international development is a major issue and that the human factor is essential in our activities, we have brought together a broad range of skills and experiences within our teams.

We mobilize all the required skills to be by your side at every step of your development so that you can make informed decisions and minimize operational risks.

Our solutions are adapted to the specifications of each project taking into consideration the individual needs of our customers.

For all these reasons, and based on over 15 years of experience, we have become a leading business consulting company in Europe.

Whatever your market or line of business may be, we provide you support with a single aim : **your success.**”

CZECH REPUBLIC
GERMANY
AUSTRIA
RUSSIA
KAZAKHSTAN
UKRAINE
HUNGARY
ROMANIA
SLOVAKIA
MOLDOVA
BALTIC COUNTRIES
TURKEY
POLAND
BALKANS
BULGARIA
BELARUS

Patrick EDERY,
Chief Executive Officer



In a Few Figures

Over **15** years
of experience

70% of our turnover is carried out with
medium and large-sized businesses

Over **1000** business leaders advised

50% of our customers are SMBs

29 target countries

27 bilingual consultants



History of the Group

- > Foundation of the company **Poland Partner** by Mrs Gawor after long experience in the consulting sector
- > Exclusive subcontractor for major consulting firms and French banks

1999

- > Foundation of **Europe Partner**
 - Integration of a Central and Eastern European network in this new organisation
 - Creation of the consulting department for the German-speaking countries : Austria, Germany and Switzerland
 - Development of our network in Turkey

2010

- > **Europe Partner** relocates its department for German-speaking countries to Munich in order to expand not only in Germany but also to Austria and Switzerland

2013

2007

- > Mr Edery appointed CEO
- > New strategic orientation: besides its ordering customers, **Poland Partner** starts offering its services directly to companies
- > Development of a partner network in the Czech Republic, Slovakia, Hungary, Romania and Bulgaria

2012

- > Network development within the member-states of the CIS: Russia, Ukraine, Belorussia and Kazakhstan

2015

- > Expanding its network of partners on Western Europe: UK, Italy, Spain, Portugal, Scandinavia



Our forces

Expertise

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- > The specialist of Central and Eastern Europe
- > A team made up of various profiles : engineer, sales representative, legal expert, Merger & Acquisition advisor, purchaser in industry and construction industry
- > Graduates from prestigious universities/schools

Commitment

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- > Tailor-made work according to customers' requirements and constraints
- > Listening & Responsiveness
- > Result-oriented culture
- > High-quality deliverables

Experience

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- > Senior professionals with over 15 years of experience
- > 27 partners in 7 countries and covering 14 markets
- > A network of skilled and certified experts in 29 countries

Acknowledgement

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- > Over 1000 businesses have placed their trust in us
- > Leader advisory firm in Central and Eastern Europe
- > First advisory firm in Poland
- > Institutional partners :
 - Pramex (Groupe BPCE)
 - Federation of Mechanical Engineering Industries
 - Walloon Export & Foreign Investment Agency
 - International Chambers of Commerce
 - Ministry of Economy of Quebec



A Dedicated Team



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Business School
Faculty of Law, University of Lille



Martyna GAWOR

Administrative and Financial Director
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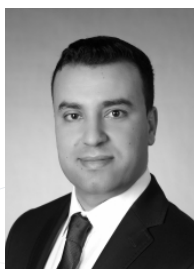
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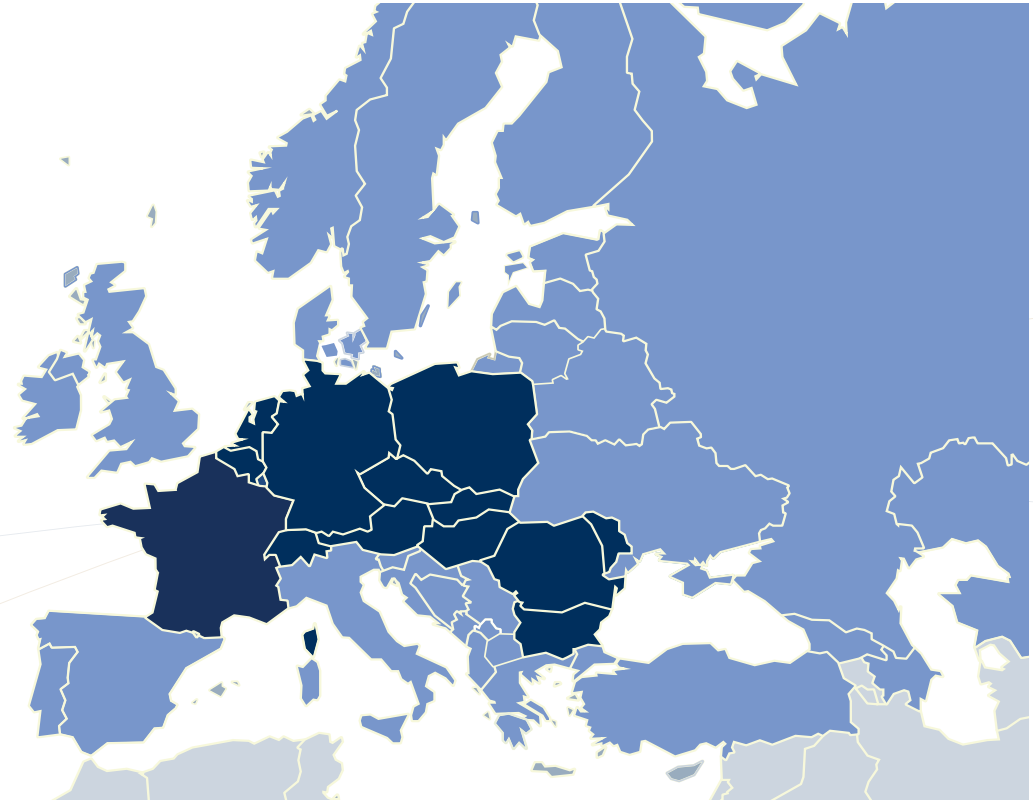
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ENA - Ecole Nationale d'Administration
IEP Strasbourg



Our Markets

Countries covered by the Group	Area (km ²)	Population (mm inhabs.)	Capital & its population (mm inhabs.)	Currency
Germany	357 026	81,8	Berlin - 3,4	Euro (EUR)
France	675 000	67,2	Paris - 2,2	Euro (EUR)
Poland	312 685	38,2	Warsaw - 1,7	Zloty (PLN)
Romania	238 391	21,5	Bucharest - 1,9	Romanian Leu (RON)
Netherlands	41 530	16,9	Amsterdam - 0,8	Euro (EUR)
Belgium	30 528	11,2	Brussels - 1,2	Euro (EUR)
Czech Republic	78 867	10,5	Prague - 1,3	Czech Koruna (CZK)
Hungary	93 029	10	Budapest - 1,7	Forint (HUF)
Austria	83 871	8,4	Vienna - 1,7	Euro (EUR)
Switzerland	41 285	8	Berne - 0,1	Swiss Franc (CHF)
Bulgaria	110 993	7,6	Sofia - 1,4	Lev (BGN)
Slovakia	49 034	5,4	Bratislava - 0,5	Euro (EUR)
Moldavia	33 843	4,3	Chisinau - 0,7	Moldovan Leu (MDL)
Luxembourg	2586	0,5	Luxembourg - 0,1	Euro (EUR)



-  EU member countries
-  NATO member countries

Europe Partner 
Certified local partners 



Our Services

STRATEGY

*Select or validate the market(s)
and set the type of development*

SCORING

- > ASSESSMENT OF A SELECTION OF MARKETS IN SEVERAL COUNTRIES
- > COMPARAISON & QUALIFICATION
- > PRIORITIZATION OF MARKETS

MARKET STUDY

- > MARKET, DEMAND, COMPETITION & REGULATORY ANALYSIS
- > VALIDATION OF AN INTERNAL STRATEGIC DECISION
- > UNDERSTANDING OF THE SPECIFICITIES

ENTRY STRATEGY

- > DEFINITION OF POSSIBLE SCENARIOS TO ENTER INTO THE MARKET
- > ANALYSIS & QUALIFICATION
- > SELECTION OF THE MOST APPROPRIATE STRATEGY

DEVELOPMENT

Implement the strategic decisions

PARTNERSHIP

- > IDENTIFICATION & QUALIFICATION
- > NEGOCIATION
- > CLOSING

EXTERNAL GROWTH

- > STRATEGIC ADVICE
- > SCREENING
- > CONDUCT OF THE OPERATION

INSTALLATION

- > CREATION OF SUBSIDIARIES
- > SITE SEARCH
- > HEAD HUNTING

Credentials





Testimonials

“ Europe Partner has fully integrated our operating procedures, inherently dependent on the restrictions. Their comprehensive screening and methodical approach to potential partners licensing has allowed us to identify and meet future partners.”

Mr Thélu,
Deputy Director,
Society Lagardère
Active Entreprises



“ The market intelligence and the tailor-made approach of Partenaire Europe have allowed us to save a lot of time in our partner search [...]. Thanks to Europe Partner we have had the opportunity to develop a lasting partnership with major retailers.”

Mr Baril,
Export Director,
Domaine Fernand Engel



“ Our clear expectations let Europe Partner help us assess the market, to find and select partners with whom we signed an exclusive distribution agreement and thus enhanced our sales.”

Mr Gauthier,
CEO,
Group Panpharma



“ Europe Partner contributed to elaborate our Business Case in a project of industrial expansion. Their studies and on-site assistance enabled us to select the most suitable areas of expansion within the territory of the target countries, to visit industrial sites and understand local economic, industrial and institutional environment.”

Mr Bourgeois,
CEO,
Society Latelec



“ We used the services of Europe Partner twice (...). First, their contribution enabled us to start business activity, and second, to significantly improve our sales.”

Mr Van Den Neste,
CCO,
Society Cornic



“ In order to implement our project of external growth, we asked Europe Partner to conduct the first screening of potential targets. Their thorough understanding of our needs made us use their services again. We also authorised Europe Partner to contact the short-listed companies. This enabled us to meet the companies ready to sell their capital and start the negotiations.”

Mr Porter,
Chairman
Society Staci





Press Review

Les Echos

“Some of our customers established or subcontracting in Poland are worried (about the appreciation of the Polish currency) and ask for our expertise. Our field experience has allowed us to notice that up to 3.8 zlotys per 1 euro, Polish companies remain competitive.”

“The pace has accelerated further for two years”, notes the CEO of **Europe Partner** which provides support to French SMEs in their development (in Central and Eastern Europe).

Le Monde

THE TIMES POLSKA

Nasza gazeta przygotowujemy we współpracy z

“**Europe Partner** has become a key player in the industrial and commercial development in Central and Eastern Europe.”

“**Europe Partner** (...) is a leading consulting firm. Since 2011, the company has focused its support to executives on high value-added services.”

Entreprendre

L'Express

“**Europe Partner** will meet with partner companies from Quebec working in fields of environment, recovery and reclamation of residual materials.”

Read the full press review on our website :
www.europe-partner.com





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