

# WHERE

Discover the potential of your product  
on the global market



PANGEA  
Studio Associato

[www.studio-pangea.com](http://www.studio-pangea.com)

# WHERE

**Focused choices and results**

# WHERE

Your product in the right place

Through an integration of the best economic data- available on a unique platform - **WHERE**, is the perfect service to evaluate your current international positioning in sales and in procurement.



**DATA on 220  
COUNTRIES**



**ALL GLOBAL IMPEX  
DATA**



**All the ECONOMIC  
CRITERIA to decide**



**All the relevant LEGAL AND  
ADMINISTRATIVE  
INFORMATION**



Times and resources focused on results

# Focus on the key variables

## **IMPORT/EXPORT DATA**

- Complete historic data
- Updates each 4 months
- Competitors strategies
- Trade relations with Italy
- Tailor made segmentation data

## **PRODUCTION DATA**

- Production data
- Efficiency information
- Customized comparisons

## **ENVIRONMENT DATA**

- Consumption orientation
- Spending capacity
- Consumers segmentation
- Level of education
- Level of work availability

## **COMPARATIVE RISK DATA**

- Potential Country risk
- Business risk
- Proceeds and payment times
- Contractual loyalty
- Timing of justice
- Firm Performance index

# WHERE : added value

**WHERE** - A complete view of your world: in few days you will receive the best positioning on the global market.

Addressed to both selling and buying companies, for the ones at the early steps or the ones verifying their performance.

Analysis is based on 4 countries selected by the client or on the best 4 performers listed by our research activities.



# CONTACT US

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**PANGEA**  
Studio Associato

Company's Growth

Business Company

Customer Service, LTD

INVOIC

Category	2015	2016	2017
Consulting & Design	101,012	108,287	116,000
Software	18,000	20,000	22,000
Hardware & Peripherals	10,000	11,000	12,000
Cloud Services	10,000	11,000	12,000
IT Support	10,000	11,000	12,000
Other	10,000	11,000	12,000

Year	2015	2016	% Growth
Revenue	108,287	116,000	+7%
Operating Profit	91,838	97,000	+6%
Net Profit	125,819	135,000	+7%
EBITDA	278,181	295,000	+6%
EBIT	11,827	12,500	+6%

Product B - North America

Year	2015	2016	
Revenue	6,714	7,000	+4%
Operating Profit	107,812	108,287	+0%
Net Profit	89,818	91,838	+2%
EBITDA	123,838	125,819	+2%
EBIT	188,728	218,181	+16%
EBITDA	162,885	171,827	+6%
EBIT	47,029	107,812	+230%