



*SWISS
EXPORT
NETWORK*

150 satellites in 50 countries



Access to foreign markets

We search your international business partner

International company search

Executed by experienced local satellites



150 satellites in 50 countries



Project control center in Zurich



Hands-on and pragmatic



300+ projects since 1998

Are you looking for foreign target companies with a specific profile? We support you with our well-established network of 150 satellites in 50 countries worldwide.

Entering foreign markets can be done with trade partners, joint ventures, cooperations, investments or acquisitions. Critical success factor is to find the right company in the target market. Fargate is the largest Swiss based agency to search international business partners. Since 1998, we have completed over 300 internationalization projects for more than 100 clients.

Fast and transnational

We identify and evaluate foreign target companies in up to 50 relevant countries in Europe, Asia and the Americas. To do so, we operate a network of 150 satellites who are well versed in the language, culture, and economy of the target market. As senior professionals, our satellites have trusted personal relationships with local executive managers, company owners and authorities.

Business minded

We focus on generating cross-border business for you. Our satellites are not only skilled researchers and experienced company scouts, but also hands-on business developers, who can act as your interim manager in the foreign country.

Fargate AG

- Position: Largest Swiss export agency network
- Mission: Arranging international business
- Credo: Hands-on business development
- Strength: Multi-country projects
- Company: Since 1998, independent, owner-run

Case study

You are looking for specific target companies in 15 countries

1 We search | company databases

- We identify suitable companies in relevant directories, databases and in the internet.
- We make sure to not miss any 'hidden pearls'.
- We list all found company names and URL's.

Company	Website	Product/Service
Aafag AG	http://www.aafag.ch	Semiconductors
ALWA-PRINT AG	http://www.alwaprint.ch	precision components made of
Bangenter Microtechnik AG	http://www.bangenter.com	Production of components out of
Ceramaret SA	http://www.ceramaret.ch	Printed Circuit Boards
Cicor Technologies Ltd.	http://www.cicor.com	Solutions in high-performance h
Comadur SA	http://www.comadur.com	the manufacture of gemstones, S
Crelier Filis SA	http://www.crelierfilis.ch	Semiconductors
Delectric GmbH	http://www.delectric.ch	Optical components, glasses
EMATAG AG	http://www.ematag.ch	Synthetic White Sapphire and Ruby,
Erbicol SA	http://www.erbicol.ch	Surface Mount Technology (Macr
Essentec AG	http://www.essentec.ch	Lenses (glass forms, glass types
Eyemetrics Optic Service AG	http://www.eyemetrics.com	Lasers, laser modules, micro-op
FISBA OPTIK AG	http://www.fisba.ch	broad range of highly integrated
GS Swiss PCB AG	http://www.gswisspcb.ch	SIR, Lamps, Imaging Solutions, i
Haag-Streit AG	http://www.haag-streit.com	Submounts for optoelectronics,
HIGHTEC MC AG	http://www.hightec.ch	synthetic stones for both the jew
Herold Djewehrdjhan S.A.	http://www.djeva.com	Singlegated Printed Circuit Boar
ICOM Industrial Components AG	http://www.icomps.ch	Manufacturing of watch glasses,
Kyburz + Cie SA	http://www.kyburz-cie.ch	Astronomical Instruments, indus
Larrosa Precision Optics	http://www.larrosa.ch/	LED Technology, LED Boards, LE
Mexxotech AG	http://www.mexxotech.com	High tech semiconductors
micro pcb ag	http://www.micro-pcb.ch	High precision optics
MIRROP AG	http://www.mirrop.com	Micromanipulation systems for u
Molecular Machines & Industries AG	http://www.molecular-machines.com	Optical components in spherical,
Optiswiss AG	http://www.optiswiss.ch	Lenses, glasses
Optiswiss AG	http://www.optiswiss.ch	

Complete list of all companies

2 We filter | web research

- We study the company profiles and websites.
- We collect and prepare decision relevant company data.
- We ABC-rate all decision relevant company figures and compile a ranked long list.

ABC-Rate	Company	Country	Revenue	Employees	Website	Product/Service	Export	Decision
A	ALWA-PRINT AG	CH	100	100	www.alwaprint.ch	precision components made of	EU, US	High
B	Bangenter Microtechnik AG	CH	100	100	www.bangenter.com	Production of components out of	EU, US	High
C	Ceramaret SA	CH	100	100	www.ceramaret.ch	Printed Circuit Boards	EU, US	High
D	Cicor Technologies Ltd.	CH	100	100	www.cicor.com	Solutions in high-performance h	EU, US	High
E	Comadur SA	CH	100	100	www.comadur.com	the manufacture of gemstones, S	EU, US	High
F	Crelier Filis SA	CH	100	100	www.crelierfilis.ch	Semiconductors	EU, US	High
G	Delectric GmbH	CH	100	100	www.delectric.ch	Optical components, glasses	EU, US	High
H	EMATAG AG	CH	100	100	www.ematag.ch	Synthetic White Sapphire and Ruby,	EU, US	High
I	Erbicol SA	CH	100	100	www.erbicol.ch	Surface Mount Technology (Macr	EU, US	High
J	Essentec AG	CH	100	100	www.essentec.ch	Lenses (glass forms, glass types	EU, US	High
K	Eyemetrics Optic Service AG	CH	100	100	www.eyemetrics.com	Lasers, laser modules, micro-op	EU, US	High
L	FISBA OPTIK AG	CH	100	100	www.fisba.ch	broad range of highly integrated	EU, US	High
M	GS Swiss PCB AG	CH	100	100	www.gswisspcb.ch	SIR, Lamps, Imaging Solutions, i	EU, US	High
N	Haag-Streit AG	CH	100	100	www.haag-streit.com	Submounts for optoelectronics,	EU, US	High
O	HIGHTEC MC AG	CH	100	100	www.hightec.ch	synthetic stones for both the jew	EU, US	High
P	Herold Djewehrdjhan S.A.	CH	100	100	www.djeva.com	Singlegated Printed Circuit Boar	EU, US	High
Q	ICOM Industrial Components AG	CH	100	100	www.icomps.ch	Manufacturing of watch glasses,	EU, US	High
R	Kyburz + Cie SA	CH	100	100	www.kyburz-cie.ch	Astronomical Instruments, indus	EU, US	High
S	Larrosa Precision Optics	CH	100	100	www.larrosa.ch/	LED Technology, LED Boards, LE	EU, US	High
T	Mexxotech AG	CH	100	100	www.mexxotech.com	High tech semiconductors	EU, US	High
U	micro pcb ag	CH	100	100	www.micro-pcb.ch	High precision optics	EU, US	High
V	MIRROP AG	CH	100	100	www.mirrop.com	Micromanipulation systems for u	EU, US	High
W	Molecular Machines & Industries AG	CH	100	100	www.molecular-machines.com	Optical components in spherical,	EU, US	High
X	Optiswiss AG	CH	100	100	www.optiswiss.ch	Lenses, glasses	EU, US	High
Y	Optiswiss AG	CH	100	100	www.optiswiss.ch		EU, US	High

Long list of matching companies

3 We contact | E-mails & phone calls

- We send questionnaires to the most relevant companies.
- We investigate them over the phone, verify their interest to cooperate and collect additional information.
- We compile detailed files of short-listed companies.

CZ-01: Sapeli Ltd.

- www.sapeli.cz
- Website-Sprachen: CZ|EN|DE|FR
- Rechtsform: ZAO
- Seit: 1993
- Umsatz: 34 MEUR/a
- Mitarbeiter: 900
- Hauptwerk: RIJ-Chelabinsk
- Produkte: Grosses Sortiment an verschiedenen Turmmodellen; ausschließlich Türen, keine Fenster
- Spezialität: Brandschutztüren
- Wertschöpfungskette: Produktion, Montage, Vertrieb, Export
- Export: Vor allem GUS-Länder




Short list of interested companies

4 We assess | meetings

- We pre-visit the short list companies in order to get a clearer idea about their business and people.
- We prepare and guide the meetings for you and support you as your driver, translator and adviser.
- Once you have started your new business, our satellite in the target market will support you any time if needed.



Final candidates to close a deal

Countries

50 countries with local Fargate satellites

Europe

Austria
Belgium
Bulgaria
Czech Republic
Denmark
Finland
France
Germany
Greece
Hungary
Ireland
Italy
Netherlands
Norway
Poland
Portugal
Romania
Russia
Slovakia
Slovenia
Spain
Sweden
Turkey
Ukraine
United Kingdom

Africa

South Africa

Asia Pacific

Australia
China
Hong Kong
India
Indonesia
Japan
Korea
Malaysia
Philippines
Singapore
Taiwan
Thailand
Vietnam

Middle East

Arab Emirates
Iran
Israel
Saudi Arabia

North America

Canada
Mexico
USA

South America

Argentina
Brazil
Chile
Colombia

Clients (extract)

Amberg.ch · tunnel engineering
Asetronics.com · car electronics
Bischoff-textil.com · embroideries
Borer.ch · chemical disinfection
Brugg.com · cable systems
Contelec.ch · angle sensors
Ebnat.ch · brushes & brooms
EWAB.com · production plant engineering
FabricFrontline.ch · premium silk textiles
FoamPartner.com · high-tech foam
Franke.com · kitchen equipment
Geistlich.ch · chemical products
Hamilton.ch · medical devices
Hasena.ch · beds
IGP.ch · industrial surface coating
KS-AG.ch · injection moulding
Laederach.ch · premium chocolate
Leutenegger.com · bakery ovens
Luzi.ch · fragrances
Navyboot.ch · fashion shoes
PBswisstools.com · professional hand tools
Reishauer.com · gear grinding machines
Rimuss.ch · wine
RWDschlatter.ch · security doors
SFCkoenig.com · high-tech valves
SIA-Abrasives.com · abrasive systems
Solvias.com · chemical engineering
Suhner.com · metal processing machines
Post.ch · international mailing
Zena.ch · kitchen tools
Zimmerli.com · premium underwear



«Our key to success are trusted partners in the target markets acting as hands-on business developers.»

Daniel Isler, CEO

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