



LD EXPORT PACKAGES

WE OPEN NEW BORDERS

Mission 3: Practical Market Study

Deliverable: 25–30 pages Market Study

Timeline: 4–6 weeks

OUR MARKET STUDY INCLUDES:

Local Competitors:

Analysis of who the local competitors are.

Price Positioning:

Insights into competitors' price strategies.

Market Size:

Evaluation of the overall market size.

Potential:

Assessment of your potential in the market.

Certifications Needed:

Information on required certifications.

Labelling Adaptations:

Guidance on necessary labelling adaptations.

Regulatory Environment:

Overview of local regulations and legal requirements.

Market Trends and Growth:

Identification of current trends and growth projections.

Distribution Channels:

Description of primary distribution channels.

Customer Preferences:

Analysis of consumer preferences and behaviours.

Risk Assessment:

Identification of potential risks and challenges.



This approach ensures that clients receive clear, updated, and practical market information.

Mission 2: We Manage Your Success

Deliverables: Market Study (MS) + Contact List (CL) + Trip

Timeline: 12–16 weeks after the start of the mission

OUR MISSION INCLUDES:

Selection of One Market:

We will help you select the most promising market within the GCC.

Market Study:

Market Insights as per Mission #3 on your selected Market.

Understanding Client Needs:

We will first understand your needs and explore our network of 4000+ counterparts.

Preliminary List of Counterparts:

Based on our analysis, we will provide you with a list of interesting counterparts. You will rank them as follows:

0 - Not suitable, **1** - To follow up, **2** - Excellent counterpart

Final Selection and Engagement:

LDE will approach/meet the counterparts ranked #1 and #2 and finalize a list of 6–8 counterparts who are both interesting and interested in your products or services.

Meetings Arrangement/Trip:

We will set up 6–8 meetings with your ideal counterparts in your selected market in the GCC.

Quality Assurance:

LDE guarantees that these contacts will be interested in your products or services. You will have agreed on the quality of their profiles prior to the mission.

Support During Meetings:

We will accompany you on the trip to ensure successful engagement with the counterparts.



This mission ensures a structured and effective approach to entering the GCC market, providing you with tailored support and high-quality connections.

Mission 1: ALL INCLUSIVE

Deliverables: We become your Middle East Export Manager

Timeline: 12+ Months/ Ongoing on a yearly contract

OUR MISSION INCLUDES:

Market Study:

Market Insights as per Mission #3 on your selected Markets

Counterpart Selection + Trip (as per Mission #2)

Provide decision-maker lists per each GCC country.

Partner Selection:

Choose suitable counterparts per GCC country.

Engagement:

Monthly visits, regular calls, and budget setting.

Channel Development:

Establish and animate distribution networks.

Performance Monitoring:

Track revenue against targets, provide updates.

ADDITIONALLY, WE'LL HANDLE:

Market Analysis:

Identify opportunities, assess competition, and trends.

Entry Strategy:

Develop market entry strategies considering local nuances.

Contract Negotiations:

Secure agreements with local partners.

Support and Training:

Assist partners, ensure compliance with regulations.



This approach ensures a reliable local presence to monitor and guarantee the annual achievement of targets as well as consistent Market growth.