




# COMPANY PROFILE

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Let's start >>



**Worldpronet** is a professional global B2B platform specializing in locating and managing business opportunities all over the world

We offer a variety of services to business owners and CEOs of companies in order to help them expand and optimize their business activities in the global markets

We do this through our professional staff and our network of representatives and business partners around the world

**Our mission:** To assist companies in overcoming the problems of worldwide cooperation by bridging the gap of distance, language, culture, and limited resources

**Our Vision:** To Become the World's Leading B2B service organization



# MANAGEMENT



**SHARON ZIKRI**  
SENIOR PARTNER



**ELI MARKOVETSKI**  
CEO AND FOUNDER



**YULIA KOVAL**  
HEAD OF BUSINESS  
DEVELOPMENT AND ASIAN DESK



**MARIA GOLTZMAN**  
VP OF CUSTOMER RELATIONS



**LUCIA GUERRERO**  
HR MANAGER



**SORAYA ULFAH**  
HEAD OF STRATEGY &  
MANAGEMENT

# BUSINESS DEVELOPMENT TEAMS



**YOHANA NKOTA**  
TEAM LEADER



**YASMIN BRIGHTON**  
ADVERTISEMENT AND SOCIAL  
MEDIA



**SAMWEL MWAIFWANI**  
RESEARCHER



**LUYANDO SIMBANYINA**  
RESEARCHER



**BERRYL ATIENO**  
TEAM REPRESENTATIVE



**ARIFATHUL FABIAN**  
TEAM LEADER



**ARMAINI SEBAYANG**  
TEAM REPRESENTATIVE



**AJRATH KONDO**  
RESEARCHER



**FEBY LESTARI**  
ADVERTISEMENT AND SOCIAL  
MEDIA



**ABIOLA A. FADOJU**  
RESEARCHER

# BACK OFFICE TEAMS



**HOUSTON KIMURA**  
MARKETING TEAM LEADER



**JOSEPH YETU**  
GRAPHIC DESIGN AND  
ADVERTISEMENT



**AMNA JAFFER**  
GRAPHIC DESIGN

## MARKETING TEAM

Graphic design, Social media, and handling the company's website



**RISIKI TUNGA**  
RECRUITMENT AND AUDIT



**TOOBA GULZAR**  
PROJECTS AUDIT



**OZAN KOROGLU**  
PROJECTS AUDIT

## HR and Audit

Recruitment and training of employees, control of projects and inputs



# OUR GLOBAL OPERATIONS

- ✓ GLOBAL SPREAD
- ✓ OUR SERVICES
- ✓ SUCCESS STORIES

# OUR GLOBAL PRESENCE

Our global network includes approximately 300 local representatives spread over 80 countries  
This network allows us to manage business opportunities in an efficient, professional and safe manner

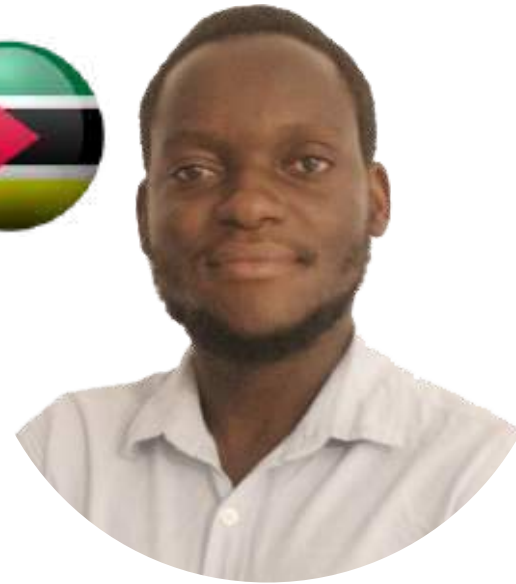


# LEADING REPRESENTATIVES



**ARIE BRISH**

USA COUNTRY MANAGER



**MILTON INCOME**

MOZAMBIQUE COUNTRY  
MANAGER



**VICTOR MARCO**

AUSTRALIA COUNTRY  
MANAGER



**HENRIK MJOMAN**

LATVIA COUNTRY MANAGER



**POCA CHAN**

TAIWAN COUNTRY MANAGER



**SONIA BROGLIO**

BRAZIL COUNTRY MANAGER



**NICHOLAS AMARTEY**

GHANA COUNTRY MANAGER



**JIMMY JACK**

NIGERIA COUNTRY MANAGER



**SHERIF HAMED**

UAE COUNTRY MANAGER



**MEHMET DEMIRCIÖĞLU**

TURKEY COUNTRY MANAGER



# OUR SERVICES

Sourcing



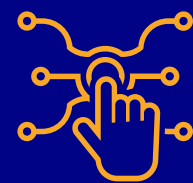
Opening new markets



Market research



Sourcing for new technology



# OPENING OF NEW MARKETS

Assistance to companies in penetrating new markets while providing a comprehensive solution that includes:

- ✓ Initial market research to locate the potential markets
- ✓ Preparing a set of marketing materials and publishing it in relevant forums
- ✓ Marketing promotion at online and offline events\*
- ✓ Locating potential customers and managing communication with them
- ✓ Managing and promoting the sales process until the transactions are closed
- ✓ Face-to-face physical meetings with the potential customers\*
- ✓ Basic support in the export process
- ✓ After-sale and up-sale

\* Depending on the presence and availability of the local representatives



# SUCCESS STORIES



The solutions we provided

Thanks to the coordinated work of our team and our Nigeria country manager Jimmy Jack, after **communicating with 500 companies & BizDevs worldwide** we successfully contributed to the signing of an exclusivity distribution contract in Nigeria by Eileeno Pharma Ltd. Even after the contract signing, we continue supporting the business process and solving arising challenges, such as eg. packaging and licensing difficulties



## CUUR - CLOSING A 5 YEARS CONTRACT WORTH \$8M

WorldProNet has been able to close a successful deal between Vital Technologies, one of Israel's promising startups that developed a unique post-alcohol side-effects solution, and Eileeno Pharma Ltd. from Nigeria, a rising player in the Nigerian growing pharma market

**The challenge they have faced**

Vital Technologies the manufacturer of a new unique post-alcohol side-effects solution addressed us to find their first buyer. When we started the cooperation they had 7 years of development, \$10 Million invested in RnD, an informative website, and low sales



# SUCCESS STORIES



## DEVELOPING NEW MARKETS FOR ALVER – A SWISS BRAND THAT CREATED A UNIQUE SUPERFOOD

Assistance in opening new markets for the Swiss company Alver, which developed a unique superfood called Golden Chlorella® - a natural sustainable protein containing many nutritional values

**The challenge they have faced**

Alver is a young technology company with a limited sales network, so entering new markets quickly is essential for its growth. Therefore, it is focused to sign distribution and purchase agreements in a number of target countries. The company's goal is to become a leading supplier of natural sustainable protein in the world



The solutions we provided  
After thoroughly studying the technology & its benefits, we embedded the marketing materials in our platforms and **addressed more than 150 decision-makers** in the food industry while exposing them to Alver's innovative technology. **In a period of less than a month, we held virtual and face-to-face meetings with more than 20 decision-makers** who expressed interest and we are currently in several negotiations with relevant customers and distributors from **China, Israel, and the USA**, while assisting in the delivery of samples and market tests



# SOURCING

- ✓ Fast access to a variety of suppliers around the world
- ✓ Managing the negotiation process
- ✓ Centralizing the data and presenting the recommended suppliers
- ✓ Basic support in the import process
- ✓ Assistance in managing the procurement process with the supplier
- ✓ Quality control in the field
- ✓ Payment by L/C\*

\* Subject to the agreement of the supplier or our local financing partner

# SUCCESS STORIES



## CLOSING A \$150K DEAL OF IQF PINEAPPLE



### The challenge they have faced

Due to limited harvest, the global surge in pricing, and supply chain disruptions Anvey Zion apply to WorldProNet with an urgent need to find a new supplier of high-quality IQF pineapple

### The solutions we provided

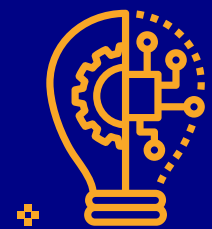
Our teams were able to locate and contact 86 relevant suppliers within a 15-day time frame. Out of this, 5 leading suppliers were examined and in the end, the Nafoods Group from Vietnam was chosen as the supplier. We accompanied the negotiation process including participation in online meetings, coordination and the delivery of the samples as well as the signing of an annual supply agreement, the performance of quality control tests in the field, and assistance in speeding up the import process



# ADDITIONAL SERVICES



**Investment  
sourcing**



**Technology  
sourcing**



**Market  
research**

# OUR PROCESS



RESEARCH

MARKETING MATERIALS

OUTREACH TO  
RELEVANT COMPANIES

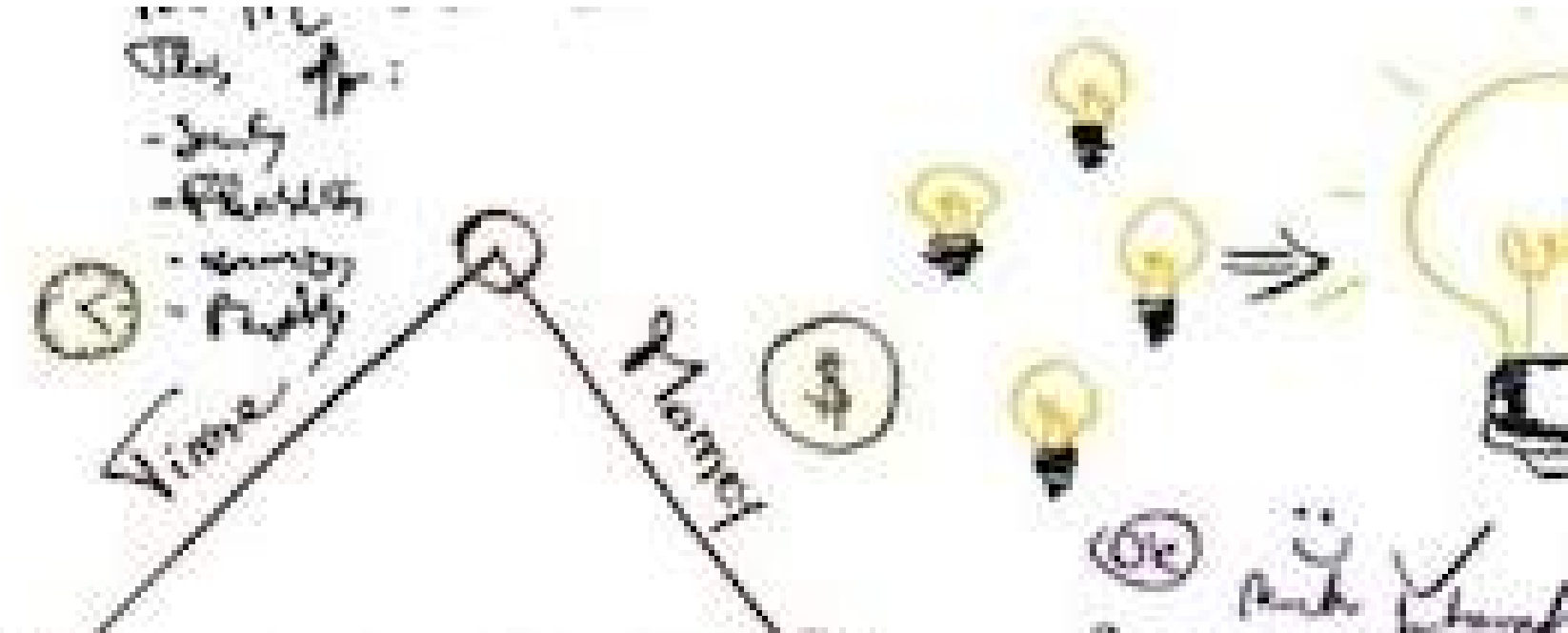
Through our personal contacts,  
our global partners and  
representatives, social media and  
direct engagement

FOCUSED ON CLOSING  
DEALS

OFFLINE MEETINGS

HANDLING THE BUSINESS  
OPPORTUNITY

PROVIDING  
CONTINUOUS SUPPORT

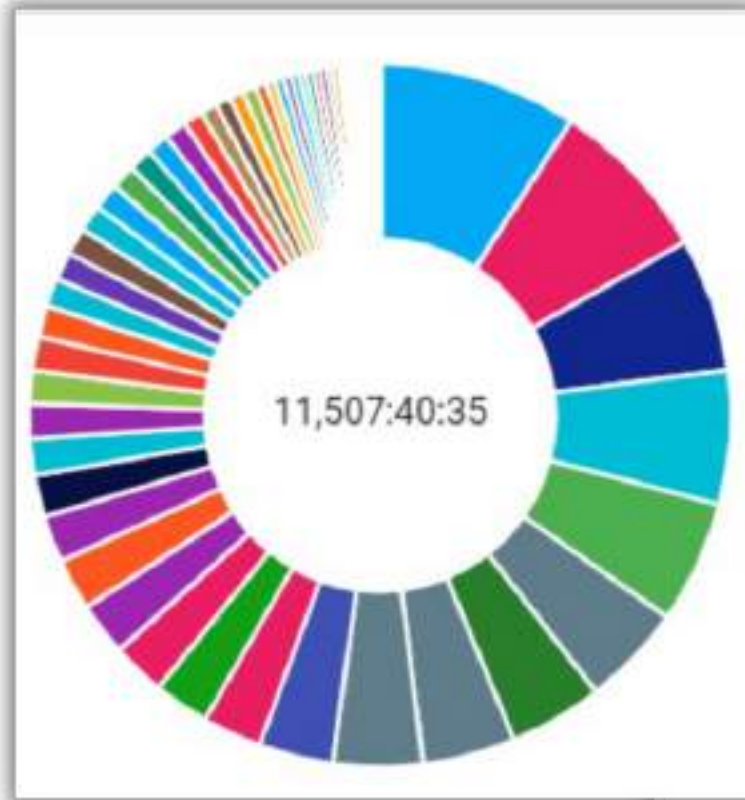




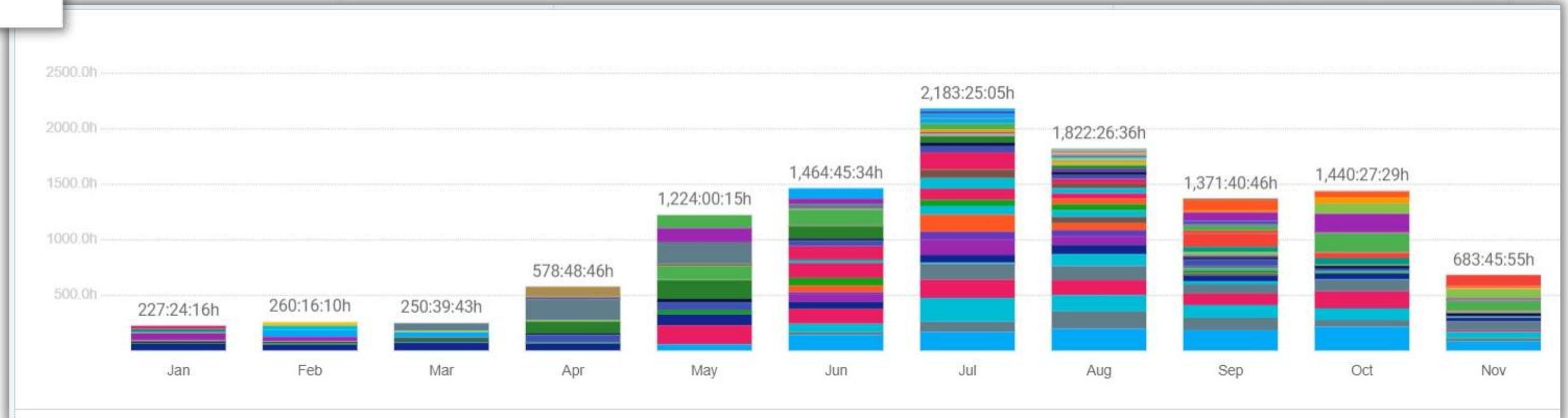
**MANAGEMENT  
PROFESSIONAL,  
CONTINUOUS &  
TRANSPARENT**



# DETAILED REPORTS OF HOURS & TASKS



<input type="checkbox"/> Renue team meeting	• Cleaning franchise -Renue- David Grossman	Add tags	0.00	\$	Arifalrul Fabian	09:29 - 09:56 03/11/2022	00:27:54	
<input type="checkbox"/> Maintance Campaign Repor...	• Cleaning franchise -Renue- David Grossman: Back office update th...	Add tags	0.00	\$	Arifalrul Fabian	12:10 - 12:32 31/10/2022	00:21:35	
<input type="checkbox"/> Sending messages	• Cleaning franchise -Renue- David Grossman: Social media awareness	Add tags	0.00	\$	Yohana Nkota	15:21 - 17:40 27/10/2022	02:18:18	
<input type="checkbox"/> Renue new camp...	• Cleaning franchise -Renue- David Grossman: Gathering & filtering campaign p...	Add tags	0.00	\$	Maria Goltzman	12:01 - 13:10 26/10/2022	01:08:43	
<input type="checkbox"/> Renue new camp...	• Cleaning franchise -Renue- David Grossman: Gathering & filtering campaign p...	Add tags	0.00	\$	Maria Goltzman	10:24 - 11:25 26/10/2022	01:00:58	
<input type="checkbox"/> Renue new camp...	• Cleaning franchise -Renue- David Grossman: Gathering & filtering campaign p...	Add tags	0.00	\$	Maria Goltzman	13:30 - 15:00 25/10/2022	01:30:00	
<input type="checkbox"/> following up sending ...	• Cleaning franchise -Renue- David Grossman: Messaging & posting (soci...	Add tags	0.00	\$	Ozan Koroglu	11:29 - 12:38 22/10/2022	01:08:36	
<input type="checkbox"/> following up sending ...	• Cleaning franchise -Renue- David Grossman: Messaging & posting (soci...	Add tags	0.00	\$	Ozan Koroglu	14:51 - 15:41 21/10/2022	00:49:22	
<input type="checkbox"/> following up sending ...	• Cleaning franchise -Renue- David Grossman: Messaging & posting (soci...	Add tags	0.00	\$	Ozan Koroglu	14:45 - 15:19 20/10/2022	00:33:57	



# DETAILED STATUS REPORTS

Add Date	Source	Country	Company Name	Contact Name	Job Title	Contact Type	In Profile	Status	Notes
18/04/22	LinkedIn Campai	UK	Top Cleaning GB	Mira M	CEO	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in LI
18/04/22	LinkedIn Campai	UK	Green Fox Cleaning	Paul Pbicsc	Company Director	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	page doesn't exi
18/04/22	LinkedIn Campai	UK	Johnson Cleaners UK Ltd	Michelle Green	Manager	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	sent through gro
18/04/22	LinkedIn Campai	UK	Janitorial Express Eco	David Gourlay	Sales & Marketing Di	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	Followed up	no response
18/04/22	LinkedIn Campai	UK	Top Cleaning GB	Mira M	CEO	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in LI
18/04/22	LinkedIn Campai	UK	Green Fox Cleaning	Paul Pbicsc	Company Director	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	page doesn't exi
18/04/22	LinkedIn Campai	UK	Johnson Cleaners UK Ltd	Michelle Green	Manager	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	sent through gro
18/04/22	LinkedIn Campai	UK	Janitorial Express Eco	David Gourlay	Sales & Marketing Di	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	Followed up	no response
18/04/22	LinkedIn Campai	CA	bare. cleaning essentials	Rachel Epp	Founder and Owner	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in LI
18/04/22	LinkedIn Campai	DE	Jonny Fresh GmbH	Stefan Michaelis	Co-Founder & Manag	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in LI
18/04/22	LinkedIn Campai	CA	LOC international	Richard Tanguay	PrÃ©sident du conse	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	Followed up	no response
18/04/22	LinkedIn Campai	US	FerreFer	Johnny Ferguson	Managing Director	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in Li
18/04/22	LinkedIn Campai	DE	Marcell Engel	Marcell Engel	Der Tatortreiniger als	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	In SN
18/04/22	LinkedIn Campai	DE	Paul H. KÃ¼bler Bekleidu	Michael Wendler	Head of KÃ¼bler Sale	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	through groups
18/04/22	LinkedIn Campai	AE	TSSC Co. LLC - UAE	Amr Youssef	Vice President	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	no response
18/04/22	LinkedIn Campai	UK	GJ Commercial Cleaning L	Grace Grant	Operations Director	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	no response
18/04/22	LinkedIn Campai	TH	AC Shield	Dennis Jonkhoff	AC Cleaning Specialis	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	Followed up	no response
18/04/22	LinkedIn Campai	TH	Indies Cleaning Services C	Charurat Thanusing	Managing Director	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	not active in LI
18/04/22	LinkedIn Campai	TH	Sherwood Corporation (T	Jatuporn Chueanakha	Sales Industrial and C	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	2nd msg	not interested
18/04/22	LinkedIn Campai	TH	Black & Veatch	Traister Robert	Vice President Globa	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	no response
18/04/22	LinkedIn Campai	TH	Wind Energy Holding Co.,	Nuttpasint Chet-udomla	Chief Executive Office	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	1st msg	Not active in LI
18/04/22	LinkedIn Campai	AU	Wiley	Simon Spittle	Chief Operating Offic	Direct	<a href="https://www.linkedin.c">https://www.linkedin.c</a>	Followed up	followed up

# LIVE BI ONLINE REPORT

### Vital Campaign Report

Health Bars & Shakes GBO No. F487602

1 Jan 2021 - 1 Jun 2021

#### 1on1 engagement spread

Record Count: 716

Metrics by Type

- Direct: 91.4%
- VPM Rep: 8.5%
- Biz Dev: 0.1%

#### Social media spread

Campaign spread pool: 2,627,587

Metrics by Platform

- AviBak - Business Association of Russian...
- URE Business and Professional Network
- China Group 中国群
- Business Development - The Missing Link between...
- CAMP, SNACKS & BAKERY SUPERGROUP - confes...
- Food & Drink Technology magazine
- INDIA RETAIL
- Hospitality & Foodservi...
- others

Record Count: 448

Metrics by Connections received the campaign

Record Count: 197

Metrics by Connections replied to the campaign

Record Count: 34

Metrics by Number of places the campaign was posted

Record Count: 541

Metrics by Campaign Advertising views on site

Start Date	Campaign Team	Task	Duration (h)	Description	Billable Amount (USD)
23 Nov 2021	Yasin Simsek	Back office update the campaign reports	0.12	Filling out missing cells	1.2
23 Nov 2021	Yulya	Gathering & filtering campaign prospects database	0.5	Communication with Yasin (guiding editing of reports, missing contacts, checking helper lists)	5
23 Nov 2021	Yulya	10N1 engagement with prospects	0.62	Providing requested info and answering addressed questions from potential buyer (vegan, structure, flavor change, application details, samples)	6.2
27 Nov 2021	Joy Businge	Back office update the campaign reports	3.05	Searching the internet for prospects	30.5

#### Campaign global spread

Contact Name	Job Title	Company Name	Contact Type	Country	Status	Notes
Zachary Stanford	Business Development Manager	NutraClick	Direct	US	1st msg	pending in HRs
Zach Frush	Operations and Product Development Manager	REDON1	Direct	US	1st msg	pending in HRs
Yvonne Kennedy	Owner	The Hungry Vegan	Biz Dev	IE	Followed up	She is only looking for vegan products. Therefore, she didn't want to proceed.
Yulia Gurina	B2B Director	Forse Group	Direct	RU	2nd msg	sent 1st message
Youssef Salem	Managing Director	Al Barakah Dates company	Direct	UAE	1st msg	no answer, asked Aclan to check
Youssef Dawoud	Head of Sales	Nutrition Systems	Direct	AE	Followed up	Not replied from the beginning
Yvonn Le Gall	Head Marketing	Laboratoire Effinov	Direct	FR	1st msg	sent 1st message
Yvonn Gall	Chargé de marketing A	EFFINOV Nutrition SAS	Direct	FR	1st msg	sent 1st message

#### Want to ENHANCE YOUR SNACK BARS OR SHAKES?

As innovative company who developed a unique and unique functional solution to making for a producer of snacks bars (or would like to extend the product range).

Country	Status	Notes
IT	Offered	A fewon entities beyond n... interesting in. Alcohol balance... them can talk face to face. Use...
ZA	Had	Had just event in July. Pri...
UK	Followed up	Asked for more info, he will r... followed up, no answer
US	Offered	interested, stopped answering
RU	Answer	no reply

#### Total hours spent on campaign

Metrics by Type of activity

- Managing & posting social media (web, etc.)
- Back office updates the campaign reports
- Preparing campaign strategy & marketing m...
- 10N1 engagement with prospects
- Gathering & filtering campaign prospects da...
- Support Research Companies and the des...
- Set up campaign layout & struc...
- Communication & meeti...

### Always at your service

**Maria Goltzman**  
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Maria.Goltzman@worldpronet.com | www.WorldProNet.com

# OUR CUSTOMERS



# OUR PARTNERS





✉ [Info@WorldProNet.com](mailto:Info@WorldProNet.com)

🌐 [www.WorldProNet.com](http://www.WorldProNet.com)

📍 Eliezer Ben Yehuda 20/1, Rehovot, Israel

————— *Lifting the limits* —————