

Company sales pitch (please list five or six points about your company that would be of interest to prospective agents, e.g., distributor or agent training, etc.):

International competitors (please list the brand names, company names, city and country of your main competitors):

Market projections (please list key target industry sectors and potential customers):

Method of distribution for products (please describe how you would like to distribute your product, e.g., agents/distributors/direct, etc.):

Characteristics of an effective agent for products (please describe in detail the characteristics/experience/background that a good agent for your product should have, e.g., sells to construction equipment market):

What assistance will you be requiring from the Canadian High Commission in Malaysia?