



Australia-Latin America Business Excellence Awards 2017

Award Application

Thank you for your interest in the 2017 Australia-Latin America Business Excellence Awards. Set out below is the information that is required in order to apply for one of this year's Awards. Please note that the information is to be submitted via the online form available at <https://form.jotform.co/72401474339859>.

Please direct all enquiries regarding your application to:

Montse Aumatell, ALABC Secretariat
02 9431 8651 | secretariat@alabc.com.au

Please note that:

- **All information provided will be treated in the strictest confidence.**
- **Closing date for submission of applications is 28 October, 2017**
- **Awards will be presented at the Sydney Annual Dinner to be held on 30 November, 2017**

COMPANY DETAILS

Company Name:
Trading Name:
Website:
Postal Address:

Contact Details for the Award:

Name:
Position:
Phone:
Email:

Company Overview

Please provide an overview of your company (400 words)

Include: Ownership, Structure, Year established, Year entered Latin America, No. of employees, No. of clients in Latin America etc.

Products and Services

Please provide an overview of the products and/or services you export or import to and/or from Latin America. (800 words)

Include: competitive advantage; unique technology or delivery methodology; IP protection; market share; accreditation; awards etc.

International Business

Please provide details of your international business strategy and why you excel in Latin America. (800 words)

Include: international growth strategies, unique business model, marketing & promotional strategies, import/export activities etc.

Presence in Latin America

Please indicate the Latin American countries in which you're operating and the % revenue derived from each. (200 words)

Growth in Latin America

Please provide the revenue generated from business with Latin America in the last 3 financial years (FY15, FY16, FY17) as: i) an absolute figure (AUD); and ii) a percentage of total revenue. (200 words)

Commitment to Latin America

Please describe your commitment to growing business with / in Latin America (200 words)