



COMPANY PROFILE

B2B Croatia – Styria

22th October 2015, Graz

Name of the Company

OBUCA VIKO LTD.

ICS - Internationalisierungcenter Steiermark GmbH

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KROATISCH-ÖSTERREICHISCHE HANDELSKAMMER
HRVATSKO-AUSTRIJSKA TRGOVINSKA KOMORA



Croatia Chamber of Economy

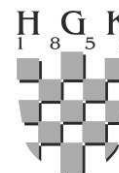
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INFORMATION

Company Profile (Profil tvrtke)

Company (Tvrtka):	OBUCA VIKO LTD., CROATIA		
Street (Ulica):	P.MISKINE 57	Postal Code (Poštanski broj):	42 000
City (Grad):	VARAZDIN	Webpage (Web stranica):	www.viko.hr
Contact person (Kontakt osoba):	Sanda Srakovcic	Position (Funkcija):	Sales export manager
Email:	sanda.srakovcic@viko.hr	contact languages for B2B meetings (jezik za poslovne susrete):	<input checked="" type="checkbox"/> English (Engleski)
Sector of activities (Područje djelatnosti):	Design, production and wholesale of safety and working shoes , clothing and leather.		
Typical clients (e.g. architects, food producer...): (Klijenti tvrtke – npr.arhitekti, proizvođači prehrambenih proizvoda, itd.)	Public sector - Oil company, Railways, Forestry, Roads, Military, Police, Post, Telecommunications. Private sector – Retail chain stores, Construction, Utility companies, Metal industry, Chemical industry, Healthcare, Food industry...		
Nr. of employees/ company size (Broj zaposlenih/veličina tvrtke):	Around 100 employees		
Already doing international activities (Sudjelujete li već u međunarodnim aktivnostima):	<input type="checkbox"/> yes (da)	Already doing business in Austria (Poslujete li već u Austriji)	<input type="checkbox"/> yes (da)

Company's Description (Opis tvrtke)

Company's current products and activities, main products, services, core activities in regard to your interests in Austria/Styria, what can you offer

(Proizvodi i aktivnosti tvrtke, glavni proizvodi, usluge, ključne aktivnosti vezane za interes u Austriji/Štajerskoj, što možete ponuditi):

Our core business is production of safety shoes for various industries. Our products are made of natural genuine leather, hydrophobized for 120 minutes. For lining we use split leather, breathable textile laminated material, waterproof membranes or thermoregulating materials. Our soles are injected two-component (polyurethane + vulcanized rubber) or glued polyurethane and rubber soles with further characteristics: antistatic, oil-resistant, slip-resistant, energy absorbing heel, contact-heat resistant outsole. In our production cycle we have production of outsoles, leather and final leather products - protective shoes.

We would like to realize cooperation with Austrian companies in many ways:

- To find new Austrian final customers
- To find a reliable distributor of safety shoes
- To find a reliable producer of safety shoes to offer them our free production capacities (sewing, montage, desma)
- To find a reliable producer of safety shoes in order to do joint product development
- To find a reliable supplier for various production materials

B2B Meetings / Partner Description (B2B Sastanci/Opis potencijalnog partnera):

General interests (Područje interesa):

- Export my goods/services to Austria. (Izvoz proizvoda/usluga u Austriju.)
- Import goods/services to Austria. (Uvoz proizvoda/usluga u Austriju.)
- I'm looking for a sales agent, distribution partner. (Tražim prodajnog predstavnika, distributera.)
- I'm looking for a production cooperation. (Tražim partnera za proizvodnju.)
- I'm looking for a R&D cooperation. (Tražim partnera za R&D suradnju.)
- I'd like to found a joint venture. (Tražim partnera za "joint venture".)
- I'm looking for financial investors. (Tražim investitora.)
- other interests (ostali interesi):
-

Expected input/ characteristics of the partner, description of what is expected from the cooperation partner, what he has to offer (Očekivane karakteristike/input potencijalnog partnera, opis onoga što se očekuje od potencijalnog partnera, što može ponuditi) :

Wide network of regular and potential customers, stabile market position, interest in joint market approach.