

COMPANY PROFILE

Company name	NARATA (SPAGNA)
Website	www.naratashop.com
Geographic areas covered:	Spain
Please indicate if you are:	<input checked="" type="checkbox"/> showroom/concept store/shops <input checked="" type="checkbox"/> art gallery <input checked="" type="checkbox"/> Architect/interior designer
Activity description:	We sell furniture and accessories from up and coming designers, international brands and small designers works from around the world. We also do interior design projects and art exhibitions.
Please indicate which kind of customer you deal with: (private, architects,...)	Naratashop.blogspot.com
Turnover in EURO 2013:	110.000,00 EUR
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Yes. We do work with Italian companies and designers.
Please indicate if you are interested to buy products of:	<input checked="" type="checkbox"/> Furniture <input checked="" type="checkbox"/> Home accents <input checked="" type="checkbox"/> Lighting design <input checked="" type="checkbox"/> Home textiles <input checked="" type="checkbox"/> Limited edition
Please give us further useful information:	We try to find new designers every year to bring new and fresh pieces to the local market.

COMPANY PROFILE

Company name	ARIA NOVA (FINLANDIA)
Website	www.arianova.fi
Geographic areas covered:	Finland
Please indicate if you are:	x Showroom/concept store/shop x agent x architect/interior designer
Activity description:	Sono un architetto di interni laureato 20 anni fa in Italia. Negli ultimi tre anni ho collaborato con alcune ditte/produttori italiani nel campo dell'arredamento e degli accessori. Inizialmente acquistavo i prodotti e li rivendevo ai clienti privati per i quali realizzavo progetti d'interni, attualmente invece possiedo uno showroom ad Helsinki. Serviamo clienti privati, architetti, operatori del settore contract e agenti.
Please indicate which kind of customer you deal with: (private, architects,...)	Cliente finale, architetti, rivenditori, operatori del settore contract.
Turnover in EURO 2013:	75.000 EUR
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Presotto Industrie Mobili, Veneta Cucine, Pacini & Cappellini, Unitable, Riflessi Srl, Opificio Serico, Open Kristallux Spa...
Please indicate if you are interested to buy products of:	X Furniture X Home accents X Lighting design X Home textiles

COMPANY PROFILE

Company name	ZIA PEPPINA (GERMANIA)
Website	www.ziapeppina.de
Geographic areas covered:	Munich / Germany
Please indicate if you are:	x dealer x concept store/shop x e-shop
Activity description:	We are a shop in Munich (Schwabing) and we also have an additional web-shop. We sell handbags, clothing and accessories. We prefer selling products from small, even unknown brands from Italy. Also handcrafted products. Medium price-range.
Please indicate which kind of customer you deal with: (private, architects,...)	B2C / private
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	We mostly work with Italian producers, as: Gianni Chiarini, Campomaggi, Gabs, Pelletteria Veneta, Maxon, Marco Masi, Antonello Serio, LeSolim, Dekker, Add, 313, Ottodame...
Please indicate if you are interested to buy products of:	X Apparel (woman) X Fashion accessories (bags, scarves, bijoux/jewels,...)

COMPANY PROFILE

Company name	SABA SONG (AUSTRIA)
Website	www.song.at
Geographic areas covered:	Vienna/Austria
Please indicate if you are:	x showroom/concept store/shop
Activity description:	Internationally acclaimed retail environment for fashion, furnishings, with a successful contemporary art program.
Please indicate which kind of customer you deal with: (private, architects,...)	Private clients, interior professionals.
Turnover in EURO 2013:	> EUR 1 mil.
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Many throughout the years, currently we sell: Faliero, Sarti, Neri etc.
Please indicate if you are interested to buy products of:	<input checked="" type="checkbox"/> Furniture <input checked="" type="checkbox"/> Home accents <input checked="" type="checkbox"/> Household items <input checked="" type="checkbox"/> Lighting design <input checked="" type="checkbox"/> Home textiles <input checked="" type="checkbox"/> Fashion <input checked="" type="checkbox"/> Fashion accessories <input checked="" type="checkbox"/> Lingerie <input checked="" type="checkbox"/> Limited edition

COMPANY PROFILE

Company name	VILLA ITALIA (POLONIA)
Website	www.vigdm.com
Geographic areas covered:	Polonia
Please indicate if you are:	x showroom/concept store/shop x e-shop
Activity description:	Villa Italia Galleria Di Moda nasce nel 2011 a Brzeg (provincia di Opole) come boutique di abbigliamento di lusso italiano. In considerazione della crescente domanda di abbigliamento e articoli di lusso nel 2013 Villa Italia è stata trasformata in una società a responsabilità limitata e ha iniziato a sviluppare la propria vendita su internet.
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Giorgio Armani, Versace, D&G, Gil Santucci, Mary C, Roberto Cavalli, Elisabetta Franchi
Please indicate if you are interested to buy products of:	x Fashion x Fashion accessories

COMPANY PROFILE

Company name	MARCHDSGN (LIBANO)
Website	www.marchdsgn.com
Geographic areas covered	Lebanon (regional manager)
Please indicate if you are:	x interior architect
Activity description:	<p>Interior architecture and design consultancy, we provide full solution of interior design from concept to details drawings, bill of quantity and specifications.</p> <p>We do have many new project that we are working on some of them are home decoration luxurious apartments and villas, and commercial designs office headquarters above 750m2</p> <p>We will try and discover new products that can fit our profile and help us with our business, as a product we could help promoting and deal with supplied by Italian manufacturers.</p> <p>We also would like to be in a closer contact with Italian suppliers to best serve our clients and help develop our project solution further.</p>
Please indicate which kind of customer you deal with: (private, architects,...)	Private, hospitality consultants, real estate investors, national and international companies, architect.
Turnover in EURO 2013:	2.15 million Euros
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Artemide, Antonio Iuppi, cesar kitchens, turri, natuzzi, minotti, BnB italia, Murano chandeliers, bisazza mosaico, costantini piedro, Armani casa val paints. And many more to count.
Please indicate if you are interested to buy products of:	X home textile

COMPANY PROFILE

Company name	& DESIGNSHOP (OLANDA)
Website	www.en-designshop.com
Geographic areas covered:	Netherlands
Please indicate if you are:	<input checked="" type="checkbox"/> dealer <input checked="" type="checkbox"/> showroom/concept store/shops <input checked="" type="checkbox"/> agent <input checked="" type="checkbox"/> interior designer/product designer <input checked="" type="checkbox"/> e-shop <input checked="" type="checkbox"/> art gallery
Activity description:	We are a small team consisting of 2 people, who own a designshop/conceptstore/studio in the heart of Rotterdam. We buy and sell design by young designers and small brands who produce as locally as possible. The products are made to high standards with top quality materials. Next to buying and selling we guide young designers and connect them to producers to bring their product to life. Underneath all that we design and create our own products everyday and sell these to a growing group of retailers in The Netherlands and growing in the rest of Europe, one step at a time.
Please indicate which kind of customer you deal with: (private, architects,...)	Private, direct sales and through private projects Architects and stylists which use products for projects and shoots Retailers for our own products, willign to grow to work as agent for other designers.
Turnover in EURO 2013:	80.000 €
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	O'clock
Please indicate if you are interested to buy products of:	<input checked="" type="checkbox"/> Furniture <input checked="" type="checkbox"/> Home Accents <input checked="" type="checkbox"/> Household items <input checked="" type="checkbox"/> Taps - Bathroom accessories <input checked="" type="checkbox"/> Lighting design <input checked="" type="checkbox"/> Home textiles <input checked="" type="checkbox"/> Fashion <input checked="" type="checkbox"/> Fashion accessories (bags, scarves, bijoux/jewels,...) Beachwear Lingerie Sport items <input checked="" type="checkbox"/> Limited edition <input checked="" type="checkbox"/> Design services

COMPANY PROFILE

Company name	TUTTOBENE (OLANDA)
Website	www.tuttobene.nl
Geographic areas covered:	Netherlands
Please indicate if you are:	x agent
Activity description:	We supply resellers with products made by young designers.
Please indicate which kind of customer you deal with: (private, architects,...)	Retailer
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Not in this context, but we have included Italian designers in our exhibitions.
Please indicate if you are interested to buy products of:	<ul style="list-style-type: none"> x Furniture x Home Accents x Lighting design x Fashion accessories (bags, scarves, bijoux/jewels,...) x Limited edition

COMPANY PROFILE

Company name	MARTINI DESIGN STUDIO (ALBANIA)
Website	Under construction
Geographic areas covered:	Albania
Please indicate if you are:	x architect/interior designer x showroom/concept store/shops
Activity description:	Architect specialized in interior design. Experience with dealing furniture and lighting. Very close projects, except designing interiors for villas, apartments, shopping malls, restaurants, bar cafes etc, is opening a concept store od very selected item of furniture and lighting, and draperies, like prototypes.
Please indicate which kind of customer you deal with: (private, architects,...)	private
Turnover in EURO 2013:	100,000 euros
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Gervasoni, billiani, modonutti, novamobili, colombini, karman, lumis, бага, verzelloni, primafila, pinton, dedar, etc
Please indicate if you are interested to buy products of:	x Furniture x Home Accents x Household items x Taps - Bathroom accessories x Lighting design x Home textiles

COMPANY PROFILE

Company name	DESIGNERSKO (POLONIA)
Website	www.designersko.pl
Geographic areas covered:	Poland, worldwide (in progress)
Please indicate if you are:	x e-shop x brand owner
Activity description:	Designersko.pl is an internet concept store that sells and promotes the work of independent product designers from Poland and all over the world. We focus on products that are made in small series production runs and on interesting, emerging brands led by talented designers. Designersko is a store for people who values good design and quality, who look for an alternative for mass production of big interior design brands. We also run our own brand DOMOVO that offers decorative wall hangers but we are also planning to expand our collection to many different products which would be also textiles. We are now also focus on international markets (Germany, Great Britain and other) with our international brand Indie Designers (www.indiedesigners.co.uk) where we want to sell work of both Polish and international independent designers.
Please indicate which kind of customer you deal with: (private, architects,...)	Private (final customers), Companies, Architects/Interior Designers
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	We haven't worked with Italian companies/designers yet but we would like to start that kind of cooperation.
Please indicate if you are interested to buy products of:	x Home textile x Apparel x Fashion accessories (bags, scarves, bijoux/jewels,...) x Beachwear x other
Please give further useful information: (Please indicate if you have new business project that you have not mentioned in your website)	We are launching our international e-shop brand Indie Designers (in Germany, Great Britain and worldwide) where we want to sell work of both Polish and international independent designers.

COMPANY PROFILE

Company name	TIPICO (FINLANDIA)
Website	www.tipico.fi
Geographic areas covered:	Finland
Please indicate if you are:	x dealer x agent x e-shop x other, please specify: distributor, project sales etc
Activity description:	Tipico is focused in importing, distributing, project sales and websales of high quality design furniture, interior décor, lighting etc. Most of our turnover is generated from project sales. We work mainly In cooperation with the biggest interior architect offices in Finland but also with smaller interior designers.
Please indicate which kind of customer you deal with: (private, architects,...)	Our customers are hotels, passenger ships, department stores, restaurants, offices but also private homes.
Turnover in EURO 2013:	200.000 €
Please indicate if you have already worked with Italian companies/designers. If yes, which ones?	Yes I have. Our main products are from Italy.
Please indicate if you are interested to buy products of:	x Furniture x Household items x Lighting design