

**Excellence in International Trade with India**

**Entry Form Part Two**

This Award recognises a business that has excelled through international business with India. It celebrates outstanding growth in sales to customers in India, and/or in sales made to other global markets outside New Zealand through key operations in India and/or growth in sales from goods and services imported from India. The judges are looking for financial evidence demonstrating international business growth in absolute terms and as a proportion of total business revenue.

**Please download this Entry Form (Part Two) onto your PC, Laptop and other devices.**

Completed Forms (1 and 2 for entries in Categories 1 to 13) and Form 2 for entries in Categories 14 to 18 must be sent to [**iba2021chipdawson@xtra.co.nz**](mailto:iba2021chipdawson@xtra.co.nz)

**Please do not fax, post, courier or send the completed forms through any other source.**

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| **Name** |  |
| **Position** |  |
| **Organisation** |  |
| **Physical Address** |  |
| **Postal Address** |  |
| **Email** |  |
| **Telephone** |  |
| **Fax** |  |

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| **Excellence in International Business with India Award (850 words)** |
| 1. Describe the extent to which your international business objectives have been achieved or exceeded over the last three years, including specific data and performance measures of financial success which demonstrate growth in economic activity with India. |
| 1. Outline the elements of your business activity with India that have helped you create a standout international business. This may include marketing and customer strategies, product and service development, and production and operational aspects of your business. |
| 1. Give examples of the unique obstacles, risks and challenges that you have faced in growing international business with India, and how your business overcame these. |