



The World's B2B Platform

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EUROPAGES

B2B MARKETING SOLUTIONS

The EUROPAGES B2B marketing solutions offers you a gateway to a network of millions of professionals and

ENSURE THAT YOU **GET** **FOUND** ON THE **WEB**



33 million
visitors
buyers



62 million
searches
needs



122 million
page views
opportunities

VISITORS COME FROM

1.4
million

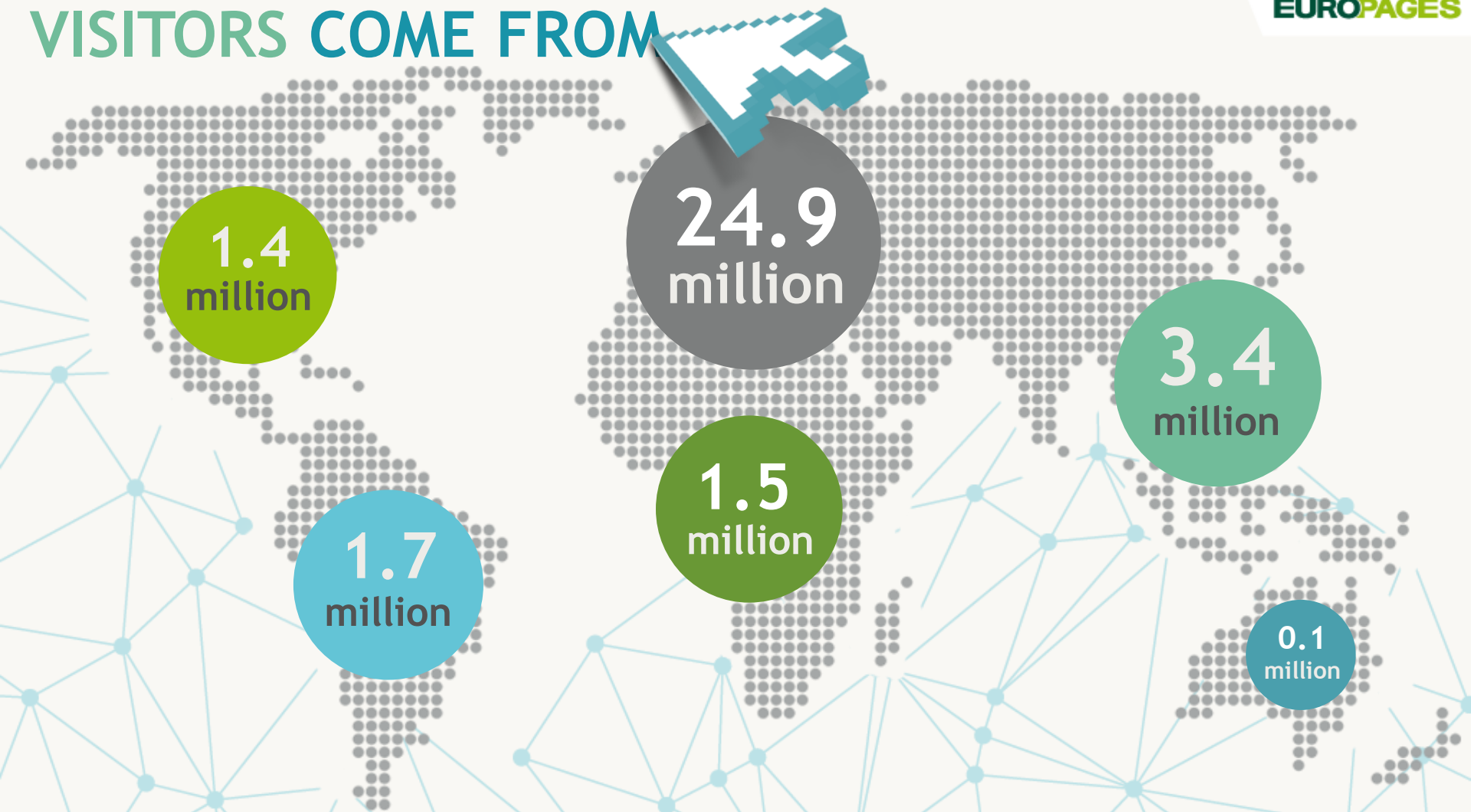
24.9
million

3.4
million

1.7
million

1.5
million

0.1
million



Looking for **all kinds**
of B2B products
and services

Number of
searches
performed by visitors
- breakdown of main
activity sectors



Textiles
& Clothing
7.680.000
searches

Food &
Related Products
6.430.000
searches

Mechanical
Engineering &
Industry - Equipment
5.770.000
searches

Business
Services
5.730.000
searches

Chemicals &
Pharmaceuticals
3.610.000
searches

> EUROPAGES SPEAKS THE LANGUAGE OF YOUR CLIENTS

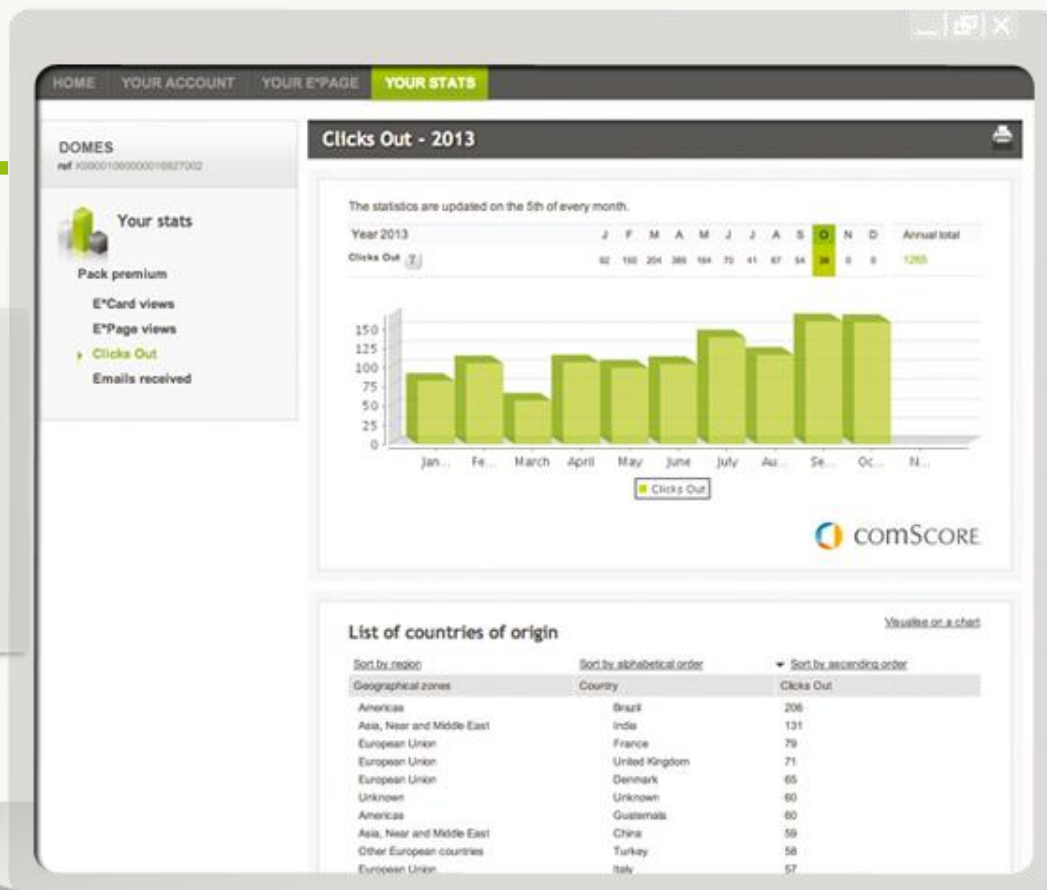
The company profile
is published on 26 web sites
in different languages

<http://www.europages.pt>



EVALUATE YOUR RETURN ON INVESTMENT

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FOOD & RELATED PRODUCTS ON EUROPAGES

ON EUROPAGES

62,000 COMPANIES
IN 136 COUNTRIES
OF WHICH 40 ARE EUROPEAN

7,400,000
SEARCHES

TOP 10 PRODUCTS SEARCHED:



Sugar



Food
import-export



Coffee and tea



Supply
import-export



Pasta



Frozen foods



Cheese



Sausages and
cold meats



Bread and
pastries



Fresh meat
and poultry

TOP 10 COUNTRIES SEARCHING:



France



Italy



Spain



Greece



Germany



Portugal



Belgium



Netherlands



Poland



United Kingdom

72% of the searches come from the European Union

IN THE EUROPEAN UNION

300,000 companies

90% have less than **10** employees

Employ 4.8 million people

900 billion € turnover

SEVERE PRESSURE ON THE INDUSTRY

Environmental costs
that drive them to seek
new ways to produce.



Increasingly volatile
commodity prices



Food scandals



The economic
crisis





ENERGY & RAW MATERIALS ON EUROPAGES

ON EUROPAGES

29,000
COMPANIES
IN 100 COUNTRIES
1.2 MILLION
SEARCHES

OF WHICH 70% ARE
EUROPEAN
COMPANIES

TOP 10 PRODUCTS SEARCHED:



Marble



Sand and
gravel



Solid fuels



Industrial salt



Gas



Raw materials for
building



Granite



Renewable
energy



Electricity



Water distribution

TOP 10 COUNTRIES SEARCHING:



Italy



France



Spain



Germany



Greece



Portugal



Netherlands



China



Belgium



Poland

IN THE EUROPEAN UNION

The largest importer of natural resources

2nd largest producer of electricity

30 million jobs are dependent on raw
materials

100 billion € in untapped mineral resources

THREATS TO THE INDUSTRY

Depletion of natural
resources



Restraints on raw material
exports



The lack of production sites
in Europe



The price
volatility





METALLURGY & METALWORKING ON EUROPAGES

ON EUROPAGES

113,000
COMPANIES
IN 95 COUNTRIES
6,000,000
SEARCHES

OF WHICH 78% ARE
EUROPEAN
COUNTRIES

TOP 10 PRODUCTS SEARCHED:



Aluminium and
aluminum alloys



Pipes and
steel tubes



Nuts and bolts



Steel and metals -
machining



Steel



Boilers



Plumbing



Bearings



Hardware store



Copper and
copper alloys

TOP 10 COUNTRIES SEARCHING:



Italy



France



Spain



Germany



Belgium



China



Poland



Portugal



Switzerland



Turkey

IN THE EUROPEAN UNION

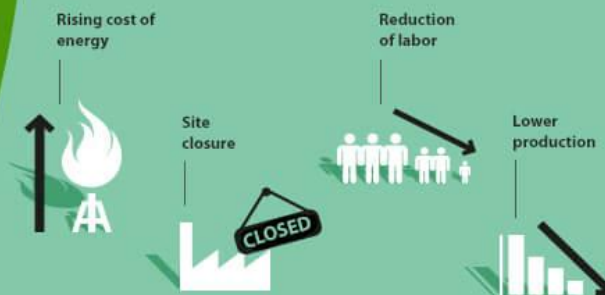
400,000 companies

Who employ **4 million** employees

530 billion € total production

10% of value added in manufacturing

THREATS TO THE INDUSTRY





MECHANICAL ENGINEERING & INDUSTRY EQUIPMENT ON EUROPAGES

ON EUROPAGES

147,000
COMPANIES
9,000,000
SEARCHES

THE SECOND SECTOR
THE MOST SEARCHED ON EUROPAGES
FROM WHICH 60% FROM
EUROPEAN COUNTRIES

TOP 10 PRODUCTS SEARCHED:



TOP 10 COUNTRIES SEARCHING:



IN THE EUROPEAN UNION

169,000 companies
3.3 million employees
36% of the world market
30% of the total turnover is from export

THREATS TO THE INDUSTRY

Increasingly important regulations



Recruitment difficulties



Decline in demand in automotive and construction



Customers increasingly demanding





TEXTILE & CLOTHING ON EUROPAGES

ON EUROPAGES

62,000 COMPANIES
IN 100 COUNTRIES
3,700,000
SEARCHES

OF WHICH 80%
ARE EUROPEAN
COMPANIES

TOP 10 PRODUCTS SEARCHED:



Fabrics



Ladies
clothes



Children & babies
clothes



used
clothing



clothing
import-export



Lingerie &
underwear



work &
protective
clothing



wedding
dresses



socks &
stockings



Linen

TOP 10 COUNTRIES SEARCHING:



France



Italy



Spain



Greece



Germany



Portugal



Belgium



Netherlands



Poland



Turkey

72% of the searches come from the European Union

IN THE EUROPEAN UNION

220,000 companies
Employ 2.5 million people
190 billion € turnover
15% of world production

THREATS TO THE INDUSTRY

Asian exports



Counterfeiting



Changes in the
price of cotton



Relocations





CONSTRUCTION & PUBLIC WORKS ON EUROPAGES

SUR EUROPAGES

160 000
COMPANIES
IN 110 COUNTRIES
3 700 000
SEARCHES

OF WHICH 80% ARE
EUROPEAN
COMPANIES

TOP 10 PRODUCTS SEARCHED:



PVC
windows



Prefabricated
houses



Prefabricated
and industrialized
construction



Architects and
engineers



Public works
contractors



Finishing work



Sanitation



Thermal
insulation



Structural work



Frame and
joinery

TOP 10 COUNTRIES SEARCHING:



Italy



France



Spain



Portugal



Germany



Greek



Belgium



Poland



Netherlands



United Kingdom

IN THE EUROPEAN UNION

3 million companies
Who employ **14.8 million** employees
562 billion € turnover
11.5% of the labor force

THREATS TO THE INDUSTRY

Collapse of the
housing bubble



The economic
crisis



The decline in new housing
applications



Credit
restrictions





CHEMICALS & PHARMACEUTICALS ON EUROPAGES

ON EUROPAGES

43,000
COMPANIES
4,000,000
SEARCHES

OF WHICH 78%
ARE FROM THE
EUROPEAN UNION

TOP 10 PRODUCTS SEARCHED:



TOP 10 COUNTRIES SEARCHING:



IN THE EUROPEAN UNION

250 billion € turnover for the pharmacy

450 billion € turnover for chemistry

1.7 million cumulative employees

THREATS TO THE INDUSTRY





AGRICULTURE & LIVESTOCK ON EUROPAGES

ON EUROPAGES

29,000
COMPANIES
IN 117 COUNTRIES

3.5 MILLION
SEARCHES

OF WHICH **80% ARE**
EUROPEAN
COMPANIES

TOP 10 PRODUCTS SEARCHED:



Fruit and vegetables
import-export



Nurseries
and forestry



Dried fruit



Poultry, rabbits and
game



Fruit



Agriculture
import-export



Fish



Cereals
and grains



Vegetables,
roots and tubers



Bovin cattle

TOP 10 COUNTRIES SEARCHING:



France



Italy



Spain



Germany



Greece



Portugal



Poland



Netherlands



Romania



Belgium

IN THE EUROPEAN UNION

2.8 million professional farms

The second largest producer and exporter
of agricultural products

5% of European employment

180 million hectares planted

SEVERE PRESSURE ON THE INDUSTRY

The health risks associated with
pesticides and insecticides



The loss of
biodiversity



The fragility of the Common Agri-
cultural Policy



Pricing
pressure





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