

The Foress Advantage

- Delivery as per product requirements
- Excellent handling, packaging & warehousing
- Strict adherence to timelines
- Quality management of systems
- Conforms to regulatory requirements
- Trained and experienced personnel
- ISO-9001: 2008 Certified enterprise
- Total Customer satisfaction

www.foressindia.com

Foress Impex Pvt Ltd.

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*Exporting
The Best
Of India*

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Cultural Links and Market Economy

Sub-Saharan Africa(SSA) and East African region with its highly active Indian diaspora and well-established Indian-backed conglomerates aided faster economic growth for the enterprise.

In 2011, Foress started offering solutions for the mining equipment industry needs. With innovative approaches to sourcing and delivery, Foress was making rapid strides. Much of this was expected and in anticipated lines of growth for the enterprise.

Foress will also be investing in sourcing and positioning of skilled Indian labor migration to Africa, further advancing the enterprise's interest in the continent.

Mining Expertise

The African mining equipment markets are on an upward trend in four areas: mine safety, ventilation, shaft sinking, and tracked mining. Mine safety is a particularly strong and fast growing area. Foress is emerging as a preferred leader in supplying vertical shaft sinking equipment.

In addition, the expertise that the enterprise offers in the ventilation area is considered to be much greater than that offered by comparable enterprises, because of its hands-on experience consulting for leading coal, bauxite and manganese companies in Africa – an experiential factor that is difficult to replicate.

Foress is also venturing into prospecting, geological services, and will be offering turnkey mine designs and operating services. As an acknowledged expert, consultancy services are delivered with an eye for detail, by skilled consultants with hands-on mining industry experience. The mining sector dominates the export of capital equipment, constituting about 75% of total capital quipment exports from the enterprise.

Foress Impex Pvt Ltd is a leading exporter of raw material and machinery for the Food & Beverage (F&B) and Mining industries, to Africa.

Consulting and trading activities that support these industries on technical, financial, business, production and environmental aspects, form the core ancillary service offerings from Foress.

Strong African demand for quality Indian commodities and services has increased India's importance in Africa's global trade. While large Indian companies have invested in pharmaceuticals, IT and telecommunications, and agriculture in Africa, Foress has made a conscious decision to remain a key player in consulting and trading activities in the beverages and mining equipment space, because of the high growth prospects of these verticals.

In addition, the management predicted the onset of sluggishness to the Indian economy and the likely high interest rates at home 3 years back and started focusing on reaching their expertise to opportunities in Africa.

Foress Impex Pvt Ltd

In a snapshot

- Year Of Incorporation : 2008
- Focus on Africa: 2011-12
- Verticals : Food & Beverages, Mining
- Trading, Consulting & Support Services
- Clients : Leading names in Africa
- Market Share : Growing
- Fast penetrating value-added service offerings that develop, support and promote African industries

Eating into the Food & Beverages Pie

In response to large industry leaders knocking the doors of Foress to support import of raw material and equipment for the Food & Beverages industry in Africa, Foress ventured with a clear plan to take a sizeable chunk of the pie.

With clients across the F&B segment, Foress is a preferred vendor for their quality sourcing, purchase, transportation and storage offerings.

The team at Foress is trained to treat each client's requirements with a clear understanding of the business value that they seek. With access to many world leaders and their expertise from distillery design, aging and blending to bottle designs and Environmental Impact Study Consulting, Foress is placed well to deliver end-to-end machinery, raw material and consulting services, in the fast growing F&B industry of Africa.

.Foress is the only enterprise uniquely positioned to offer on-site training for client's personnel on the many nuances of operating distilleries. With capabilities and skills to offer remote technical support for clients, Foress positions itself as one of the very few enterprises with a long term vision, for business leadership in Africa.

Management & Team

Y.Sunil Reddy, the Managing Director of Foress Impex Pvt Ltd., handles strategy & planning, financial operations, investor relations, purchasing, facilities and order management.

Sunil is much respected for his business acumen and admirable ability to turn-around any loss making enterprise into an enviable and profitable venture. Sunil planned and executed the enterprises' foray from trading and consulting services to Food & Beverages to Mining.

Sunil comes with a thorough understanding of the challenges and nuances of exporting products and services to the African continent. At Foress client satisfaction comes first, and Sunil's stress on "*quality that delivers unsurpassed value to clients*" has helped the organization build a solid reputation as a major exporter to Africa.

He drives every minuscule effort of the group to deliver high-quality products and services to customers. His leadership, technology insight and operational expertise strengthen Foress' culture of "people-first."

Sunil is ably assisted by a team of highly qualified consultants with varied industry experiences and hands-on skills towards identifying the challenges and capabilities to offer solutions to global mining, food & beverages industries.

Sunil Reddy holds a bachelor's degree in Commerce, from the Loyola College of Madras, India and a Masters in Business Administration from Oklahoma City University, USA.