



Felicitas Global Pte Ltd  
Market Development | Professional Development

***Facilitating entry into new markets***



***Company profile***

## About us

**Felicitas Global Pte Ltd** is a Singapore-based marketing consultancy firm with a core team comprising of experts offering more than 75 years of combined, hands-on, in-depth experience in **market research and professional development**.

Our main objective is aimed at helping our clients develop new markets in Asia including India & China. We provide a wide range of services to companies and institutions based on our wide ranging and detailed knowledge of Asian market conditions.



We are culturally familiar with and sensitive to the business and socio-political environment across all markets in Asia. Our team members speak multiple languages including English, Italian, Mandarin, Bahasa Indonesia, Hindi and Tamil.

## Our areas of specialization

### Market development program

- Representation of Overseas Organizations in Asia for Market/Business Development
- Market Research & Consulting Services
- Distributor/Partner Search
- Delegation visits to various countries
- Business-Matching Sessions
- Trade Promotion Events

### Professional development program

- In-house Corporate Training Programs
- Public Training Programs
- Lecture Tours/Workshops/Conferences
- Wine Master Classes

## Our principals

One of our core areas of specialisation is in the Oil & Gas sector. We are the Asia Pacific representatives of **Solomon Associates Inc., USA**. Solomon Associates is a world leader in providing benchmarking services to companies operating in the Energy Sector.



Besides having established a wide network of contacts as a result of promoting Solomon's services in the energy sector, Felicitas Global has organised several training programmes for Oil & Gas professionals in Asia in all areas including:

- Drilling
- Reservoir management
- Well completions
- Horizontal high pressure drilling
- Refinery economics
- Reliability & maintenance
- Asset management



- Veronafiere is one of Italy's largest trade fair organizers with internationally acclaimed fairs.
- Felicitas Global Pte Ltd is the Asia representative of Veronafiere – organizing and managing trade delegations from Southeast Asia, South Korea, Hong Kong, and Taiwan to visit their exhibitions in Italy and participate in B2B meetings.

## Some of our Market Research Projects

- Feasibility study for setting up a business in Singapore for an Italian client (June 2016)
- Potential partner search for Bellavita Italian-Passion (January 2016)
- Feasibility study on India's safety and labels industry for a European manufacturing company (July 2015)
- Market research for Padana Tubi & Profilati Acciaio SpA (September 2014)
- Market research for Espressocap SpA (September 2014)
- Market potential study for Serigrafia76 (June 2013)
- Market research for PTC Italiana (April 2013)
- Market research for Equipage Srl (January 2013)
- Market research for a European specialty chemical manufacturing company (November 2012)
- Market research for FILA Industria Chimica SpA (June 2012)



## Some of our events



- Sigep (Rimini, Jan 2014-2019)
- Simply Italian Great Wines Tour (Singapore, November 2013, 2017 & 2018)
- Gambero Rosso Wines Roadshow (Singapore, Bangkok, Manila, May 2017 & 2016; Sydney, Mar 2014; Mumbai and Seoul, Oct 2011)



- Singapore-Turkey Business Meetings (May 2017)
- Fieracavalli (Verona, 10-13 Nov 2016)
- Marmomacc (Verona, September 2014-2018)
- Farete (Bologna, September 2014-2018)



- Vinitaly (Verona, March/April 2010-2019)
- Abitare Il Tempo (Verona, Sep/Oct 2014 & 2016)
- Gelato World Tour (Singapore, 20-22 March 2015)
- Cafè Asia/ICT and Sweets & Bakes Asia (Singapore, 19-21 March 2015)



- Brunello di Montalcino (Singapore, 20 Nov 2014)
- Chianti Wine Event (Singapore, 3 December 2015)
- Istituto Grandi Marchi wine tasting (Bangkok, November 2012)

## Some of our events



- Visit of Vinalia Soc. Consortile (Singapore, March 2011)
- The India show (Singapore, 14-16 January 2011)
- Trade mission to Trento province in Italy (Trento, 8-9 June 2010)
- Participation of Azienda Agricola Pupillo at Food Hotel Asia (Singapore, 20-23 April 2010)
- Visit of Indian Engineering delegation to South East Asia (Singapore, 22-26 March 2010)
- Vinality Singapore (Singapore, 21 January 2010)
- Visit of Argentine business delegation to Malaysia & Singapore (Singapore and KL, Nov 2009)

## Some of our forthcoming events

- Vinality (Verona, April 2019)
- Agrifood & SOL (Verona, April 2019)
- Gambero Rosso Top Italian Wines Roadshow (Singapore, May 2019)
- Marmomacc (Verona, September 2019)
- SIGEP and A.B.Tech (Rimini 2020)



# Our Team

## Radhika Ganapathy Ojha – President

With an industry experience of over 30 years, Radhika Ganapathy Ojha is the founder of Felicitas Global Pte Ltd. She has worked for more than 20 years with the Italian Trade Commission in India & Singapore as well as with an American multinational company. She speaks fluent English, Hindi, Tamil & Italian and has a wide range of marketing experience in different industries.



## Judy Ong - Senior Business Development Manager

Judy Ong is one of the pioneers of the organization. As the senior manager, she is responsible for the business development of HSB Solomon Associate LLC (Solomon) for Asia Pacific covering the oil and gas industry from upstream production, midstream pipelines and terminals to downstream chemical manufacturing.



## Smita Jain - Project Manager

Smita Jain is responsible for project implementation and coordination. Her role covers the entire spectrum ranging from business development, client relationship management to project management. She plans and coordinates different aspects of marketing including liaising with clients, suppliers and vendors.



## Contact Us



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Our associate in Italy



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**AI** *2017 Acquisition International's Most Influential Woman in Consulting – Singapore: Radhika Ojha*

**CV** *2016 Small Business Awardee by Corporate Vision Program Management Company of the Year Singapore*

THANK YOU!

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