

Success in International Trade 2025

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Before you begin, please read below:

The total word count of your entry should be no more than 2900 words. Entry forms exceeding this word limit will not be accepted by the judges.

A maximum of 5 supporting documents e.g. tables, graphs, photos or press cuttings may be uploaded at the end of this form as part of your entry; total file size for all documents is 5MB. Please note, we can only accept image files as part of your entry (jpg, pdf or png).

Please enter the entrant's name and company name as you would like to see it appear on a certificate/award, should you become a winner.

This form contains 6 questions. Please ensure that you answer all questions. Any entries not adhering to the rules at the end of the entry form will be eliminated at the next round.

Entrants must have been trading for a minimum of 2 years.

Contact Name	Name of Entrant
Company Name	
Company Address	
Email Address	
Website Address	
Telephone Number	Twitter Account
Business Sector	Main Product/Service
Nature of Business	Number of full-time employees
Legal Status of Company	
Year that the business started trading	
Which Accredited Chamber are you a member of?	

Please tick the box if you are **not a member** of the Kent Invicta Chamber of Commerce









Must be completed*	Financials 2023	Financials 2024	Projection 2025/26
Turnover*			
Profit*			
Reserves*			

1. Please provide a brief description of your business, the products or services you supply, your customers and the markets that you operate in.

You should cover:

- The nature of your business
- Your products and services
- Your customers
- Markets that you operate in

Details (maximum 200 words)			

2. Summarise the trends in your sales turnover and profit development in the last 2 years, highlighting key events that influenced these trends.

You should cover:

- Trends that are apparent from financial results rather than the importance of absolute numbers
- Describe the major events or initiatives that have driven the trends and what you have learnt from these to inform future strategies

Details (maximum 500 words)		





Outline your vision and objectives for the next three years? Include your monitoring and measurement methods.

Note: your export growth strategy is covered in Q6.

You should cover:

- A compelling and realistic vision for the business and why it matters
- Clear objectives for the next three years
- How these objectives will be achieved

Details (maximum 500 words)			

4. Please provide a breakdown of your total international sales in the last 3 years by geographical market. Identify any notable changes and trend, highlighting any new domestic or international markets. Include what percentage of your business is represented by international sales.

You should cover:

- A year-by-year breakdown of international sales by region or country
- Trends and changes e.g., growth in specific markets, decline in others, or shifts due to global events
- New markets entered and why
- The percentage of total business represented by international sales

Details (maximum 500 words)





5. What planning and preparation does your business undertake prior to entering new geographical markets? Include specific information on challenges identified, market findings and any other relevant factors.

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Market research methods
Challenges identified

Use of external support	
Details (maximum 500 words)	

6. How have you adjusted your products or services for domestic or international markets (e.g., product adaptation, marketing, business operations)?

You should cover:

- Examples of product or service adaptation e.g., packaging, language, pricing, compliance
- Adjustments to marketing or operations
- The impact of these changes on customer satisfaction, sales, or brand perception

Details (maximum 500 words)			

7. Why is your business a leading example of international trade success?

You should cover:

- A concise summary of your international trade achievements
- Evidence of strategic thinking and long-term planning

Details (maximum 200 words)





Entry Rules

- 1. Entries are treated in confidence.
- 2. All entries must be completed online via 'Judgify' (judgify.me/chamberawards2025).
- 3. Entries should be in English and must be checked for spelling and grammar.
- 4. You may upload up to 5 supporting documents at the end of your entry (eg: tables, graphs or photos). The maximum permitted file size is 5MB in total. Please note, we can only accept image files as part of your entry (jpg, pdf or png). Website links used within your entry will not be activated by the judges. Supplementary information may be requested at judging level.
- 5. Please note the maximum word count for questions relating to your category. This word count limit does NOT include the questions. If your entry exceeds the word count specified it will be disqualified by the judges.
- 6. Entrants may be asked for staff or customer testimonials.
- 7. Entries will be judged by an independent and impartial panel of judges.
- 8. Finalists will be notified on Friday 24th October 2025. Award winners will be announced at the Awards Gala Dinner being held at Westenhanger Castle, Stone St, Westenhanger, Hythe, CT21 4HX on Thursday 20th November 2025.
- 9. Entry to more than one category is allowed.
- 10. Applicants must be authorised to enter their organisation into the awards programme.
- 11. Incomplete entries will not be judged.
- 12. All entries will be acknowledged on receipt. Entry forms will become the property of Kent Invicta Chamber of Commerce and entries will not be returned.
- 13. The Chamber reserves the right to withdraw an award from any applicant supplying false information within their entry. Judges reserve the right to audit any information supplied.
- 14. The closing date for entries is at 23:59pm (GMT) on Wednesday 1st October 2025.
- 15. These Awards are open to Members and Non-Members of the Chamber apart from Sponsors and those involved with judging.

By registering and completing an entry for the Awards you agree to these terms and conditions
Please tick the box to confirm you have read and agreed to the above rules of entry

