



CREDENTIALS & INSTITUTIONAL ENGAGEMENT

A concise credential profile for webpage attachment and institutional reference

Vars Boffin's advisory foundation is built on over 25 years of cross-border engagement, institutional collaboration, and participation in global trade and investment ecosystems across multiple markets.

25+ Years	Cross-Border Engagement	Institutional Collaboration
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Government & Economic Development Engagement

The firm's early work was shaped through engagements with government bodies and economic development institutions, beginning with Dubai Economic Development.

- Development of business and sectoral guidebooks such as Doing Business in Dubai, manufacturing guidelines, and export handbooks for SMEs
- Participation in sector-specific studies and trade facilitation initiatives
- Support in inward trade missions and institutional collaboration programs

These engagements provided early exposure to policy frameworks, market development initiatives, and government-led economic programs.

Trade Promotion & Institutional Associations

Vars Boffin has worked alongside international trade promotion agencies and institutional partners across regions.

- Dubai Economic Development
- Export Development Canada (EDC)
- Japan External Trade Organization (JETRO)
- Enterprise Mauritius
- Italian Trade Center
- Malaysian Trade Center

This exposure enabled access to market intelligence and trade networks, participation in trade and investment initiatives, and connection with country-specific programs and institutional frameworks.

Corporate & Strategic Project Exposure

The firm has participated in engagements involving global corporations and cross-border commercial initiatives.

- Engagements connected with global corporations such as Sumitomo Corporation
- Participation in trade-linked initiatives involving international supply chains and investment flows
- Advisory involvement in cross-border business expansion and partnership structuring

These experiences contribute to an understanding of how enterprises evaluate and enter international markets.

SME & Cross-Border Business Engagements

Vars Boffin has supported SMEs and mid-sized enterprises across sectors in establishing presence across markets.

- Market entry support for facilities management and scaffolding companies from Malaysia
- Acquisition advisory for education institutions in the UAE
- Acquisition of an aluminium extrusion facility
- ISO 9001 quality audit engagements for organized business groups in the UAE

These engagements reflect practical involvement across industrial, infrastructure, and education sectors.

Recent Engagements - Canada & North America

Recent work reflects continued engagement across sectors within Canada and North America.

- Launch of an organic hydroponics agricultural venture in Ontario
- Market support for building materials sector in Canada
- Establishment of onshore and nearshore IT operations in Ontario
- Development of a food brand with production and franchise expansion from India
- Franchise development for a laundry care brand across Gulf markets
- Advisory support for pharmaceutical packaging entry into Canada
- White-label opportunities for copper and electrical manufacturing in North America

Current & Pipeline Initiatives

Ongoing and pipeline initiatives include:

- Education sector expansion including school acquisition and development of an education mall with international institutional participation
- Engagement with Economic Development Offices (EDOs) in Canada and the United States to support trade acceleration and inward investment initiatives
- Development of collaborative programs with fiduciary, compliance, and grant advisory partners
- Launch of international cohort-based programs under Gloviant Global in specialized domains

Institutional & Ecosystem Connectivity

Vars Boffin operates within a broad network of:

- Government agencies
- Economic development organizations
- Trade bodies and chambers
- Academic and sector institutions
- Private sector stakeholders

This network enables access to relevant ecosystems across markets and supports meaningful engagement across regions.