



## BUSINESS MEETINGS IN CHINA (Pechino-Shangai, 5th – 12th July 2008))

### COMPANY PROFILE

COMPANY			
ADDRESS			
ZIP CODE		CITY	
PHONE NUMBER	FAX	E-MAIL	HOME-PAGE

#### 1. MARKET SEGMENT:

- |                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> TEXTILE/CLOTHES<br><input type="checkbox"/> WOOD/PAPER INDUSTRY<br><input type="checkbox"/> AGROFOOD INDUSTRY<br><input type="checkbox"/> ELECTRONICAL<br><input type="checkbox"/> PHARMACEUTICS AND CHEMISTRY INDUSTRY<br><input type="checkbox"/> OTHER (pls. specify)..... | <input type="checkbox"/> AGROINDUSTRY<br><input type="checkbox"/> INDUSTRIAL MACHINERY<br><input type="checkbox"/> INFORMATION TECHNOLOGY<br><input type="checkbox"/> METALMECHANICAL INDUSTRY |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

#### 2. DESCRIPTION OF PRODUCT:

**3. DETAILED DESCRIPTION OF PRODUCT:**

DESCRIPTION	TARIC CODE

**4. COMPANY PROFILE (optional):**

ESTABLISHED:	TOTAL EMPLOYEES:
ANNUAL TURNOVER (million €):	OF WHICH EXPORT (%):

**5. TRADING PROFILE****main competitiveness factors are:**

- |                                                |                                         |
|------------------------------------------------|-----------------------------------------|
| <input type="checkbox"/> Design                | <input type="checkbox"/> Price/Quality  |
| <input type="checkbox"/> Quality               | <input type="checkbox"/> Immagine       |
| <input type="checkbox"/> Tecnological level    | <input type="checkbox"/> Products range |
| <input type="checkbox"/> Others (pls. specify) |                                         |

**Main products and main export country**

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**Main competitors**

COMPANY	MARKET SEGMENT	COUNTRY

**Main type of distribution on market:**

- |                                                  |                                                |
|--------------------------------------------------|------------------------------------------------|
| <input type="checkbox"/> Direct sales            | <input type="checkbox"/> Franchising           |
| <input type="checkbox"/> Agent / distributors    | <input type="checkbox"/> Joint venture         |
| <input type="checkbox"/> Inside sales department | <input type="checkbox"/> Others (pls. specify) |

**6. TRADE WITH FOREIGN COMPANIES ON MARKET**

**Any partnership agreement with Chinese companies?**  Yes  No  
**Which kind of partnership?**

	Name	Period of time	City	Country
Agent/Representative				
Importer/Distributor				
Joint-Venture				
Others (pls. specify)				

**7. FOREIGN LANGUAGES:**

**8. REQUESTED TYPE OF PARTNERSHIP:**

- Agent/Representative  Importer/Distributor  
 Buyer  
 Others (pls. specify): \_\_\_\_\_

**9. DESCRIBE TYPE OF PARTNERSHIP DO YOU REQUIRE FROM CHINESE PARTNER**

**Legislative Decree of 30 June 2003, n°196 - Code on the protection of personal data.**

Pursuant to and for the purposes of Legislative Decree 196/2003, the data subject (individual/company) expressly consents to the processing of its own personal data by Padova PromEX and the Chamber of Commerce of Padua and confirms that it has been duly informed regarding the following. The personal data in question shall only be processed for purposes connected with institutional ends of Padova PromEX and of the Chamber of Commerce. Such data may also be used for information purposes regarding promotional activities and training set up by the aforesaid bodies, including newsletters, sent via e-mail and/or fax and/or normal mail service. The personal data will be processed manually and electronically, stored for the period provided for under Legislative Decree 196/2003 and will then be destroyed accordingly.

In order to be able to benefit from the above services, the data subject must agree to the processing of its data. Any refusal to give the required consent will therefore make it impossible for Padova PromEX and/or for the Chamber of Commerce to provide the service requested. The personal data shall not be disclosed to third parties but may be communicated to parties involved in any initiatives proposed by Padova PromEX and the Chamber of Commerce. The data subject enjoys the rights granted by article 7 of the aforesaid Legislative Decree 196/2003.

The data controller is Padova PromEX.

Date .....

Stamp and signature .....