

**BUSINESS MEETINGS IN SOUTH AFRICA
(Johannesburg, 18-21 June 2017)**

COMPANY PROFILE

Please send it by email to info@pd-promex.it

1. GENERAL INFORMATION

COMPANY NAME					
STREET					
CITY		PROV		ZIP	
TELEPHONE NUMBER			FAX NUMBER		
E MAIL ADDRESS					
WEB SITE					
DATE OF FOUNDATION	NUMBER OF EMPLOYEES		TURNOVER OF THE LAST YEAR (Euro)		

2. CONTACT

NAME & SURNAME	FUNCTION	FOREIGN LANGUAGES SPOKEN

3 SECTOR OF ACTIVITY:

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

commercial: import, export, distribution
 technological: research and development, transfer of know how
 industrial: manufacturer
 financial joint venture funds
 OTHER (pls. specify).....

4. DETAILED DESCRIPTION OF PRODUCTS/SERVICE

<u>DESCRIPTION</u>	CUSTOMS CODE

Who is the final customer of your company's production?

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Which are the most common applications of your company's production?

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Which are the principal competitiveness factors of your company?

- | | |
|--|---|
| <input type="checkbox"/> Design | <input type="checkbox"/> Quality |
| <input type="checkbox"/> Quality/Price Ratio | <input type="checkbox"/> Technology |
| <input type="checkbox"/> Brand | <input type="checkbox"/> Variety of product range |
| <input type="checkbox"/> Other (specify) _____ | |

5. COMMERCIAL PROFILE

Which are the outlet markets for your products?

AREA	0-15%	15-40%	40-60%	60-100%
Italy				
Europe				
Asia				
Usa and Canada				
Latin and South America				
Mediterranean Countries				
Mid-East				

Which are the sourcing markets of the Company?

AREA	0-15%	15-40%	40-60%	60-100%
Italy				
Europe				
Asia				
Usa and Canada				
Latin and South America				
Mediterranean Countries				
Mid-East				

How does your company traditionally work in foreign markets?

- | | |
|---|---|
| <input type="checkbox"/> Local seat (production) | <input type="checkbox"/> Local seat (commercial) |
| <input type="checkbox"/> Joint venture (production) | <input type="checkbox"/> Joint venture (commercial) |
| <input type="checkbox"/> Agent | <input type="checkbox"/> Dealer / Distributor |
| <input type="checkbox"/> Licence transfer | <input type="checkbox"/> GDO |
| <input type="checkbox"/> Franchising | <input type="checkbox"/> Other (specify) _____ |

Which are the principal competing firms of your company in the world?

COMPANY NAME	COUNTRY

6. INFORMATION ABOUT TARGET MARKET

Did your company already have partnership agreement with companies in **SOUTH AFRICA?**

- Yes No

Which kind of partnership?

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

Which kind of partnership is the company looking for?

IN SOUTH AFRICA

- | | |
|---|---|
| <input type="checkbox"/> Local seat (production) | <input type="checkbox"/> Local seat (commercial) |
| <input type="checkbox"/> Joint venture (production) | <input type="checkbox"/> Joint venture (commercial) |
| <input type="checkbox"/> Agent | <input type="checkbox"/> Dealer / Distributor |
| <input type="checkbox"/> Licence transfer | <input type="checkbox"/> GDO |
| <input type="checkbox"/> Franchising | <input type="checkbox"/> Other (specify) _____ |

Please, describe the partner ideal profile you would like to meet **in SOUTH AFRICA**

Further useful information for partner research

7. PREVIOUS CONTACTS

COMPANIES WITH WHOM YOU HAVE ALREADY HAD PREVIOUS CONTACTS AND THAT WOULD **LIKE TO MEET IN SOUTH AFRICA**

1. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
2. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
3. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	

NOTES	
4. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
5. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	

COMPANIES WITH WHOM YOU HAVE ALREADY HAD PREVIOUS CONTACTS AND THAT YOU WOULD **NOT MEET IN SOUTH AFRICA**

1. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
2. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
3. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
4. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	
5. COMPANY NAME	
CONTACT PERSON	
TELEPHONE, FAX, EMAIL	
NOTES	

Date _____

Signature _____

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

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The data controller is Padova PromEX.

Date

Stamp and signature