**RUSSIA e PAESI dell’ASIA CENTRALE**

**Incontri d’affari con operatori esteri del settore meccanica**

***Reggio Emilia, 28 novembre 2017***

**COMPANY PROFILE**

(**da inviare entro l’8 settembre** a [francesca.calzavara@mo.camcom.it](mailto:francesca.calzavara@mo.camcom.it))

|  |  |  |  |
| --- | --- | --- | --- |
| **COMPANY NAME** | | | |
| **ADDRESS** | | | |
| **POSTCODE CITY PROVINCE** | | | |
| **PHONE FAX** | | | |
| **HOME PAGE** (requisito obbligatorio) | | | |
| **NUMBER OF EMPLOYEES** | 2014 | 2015 | 2016 |
| **TURNOVER (Mln. €)**  **2015**  **2016** | **EXPORT TURNOVER (%)**  **2015**  **2016** | | |
| **CONTACT PERSON** | **Job Title** | | |
| **E-MAIL** | | | |
| **PHONE** | **Mob.** | | |
| **LANGUAGES** | | | |

1. **ACTIVITY AND PRODUCTS**

|  |  |  |
| --- | --- | --- |
| **Activity Sector** |  | |
|  | |
| **Product description** | | **Duty code** |
|  | |  |
|  | |  |
|  | |  |

|  |  |
| --- | --- |
| **Certifications** (EAC, ISO 9001, ISO 14001, OHSAS 18011, etc…) |  |
|  |

|  |  |
| --- | --- |
| **Field/s of application of your products/services** |  |
|  |

1. **COMMERCIAL PROFILE**

**Your Export destination countries:**

|  |  |  |  |
| --- | --- | --- | --- |
| Country | %Export | **Type of customer** (agent, manufacturer, importer/distributor, etc..) | Other informations |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |

**Main factor/s of competitiveness of your company:**

* Design Ratio price/quality
* Quality Brand name/Presentation
* Technology Range of products

**Your presence in foreign markets:**

* Direct Joint venture
* Representative Importer/Distributor
* License Other (specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Main Competitors:**

|  |  |
| --- | --- |
| COMPANY | COUNTRY |
|  |  |
|  |  |

1. **MARKET INFORMATION**

**Previous experience in the target countries** (if any, please specify country and type of customer, for exemple “*Russia, importer*”)

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| --- |
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|  |

Is your company in contact with local companies? Yes No

Would you like to contact any specific company? Yes No

**If yes,** specify the name and the address

|  |  |  |  |
| --- | --- | --- | --- |
| NAME | ADDRESS | TELEPHONE | CONTACT PERSON |
|  |  |  |  |
|  |  |  |  |

Is there any specific company you want NOT to contact? Yes No

**If yes,** specify the name and the address

|  |  |  |  |
| --- | --- | --- | --- |
| NAME | ADDRESS | TELEPHONE | CONTACT PERSON |
|  |  |  |  |
|  |  |  |  |

|  |  |
| --- | --- |
| **Please specify the type of partner you are looking for**  (importer, distributor, agent, manufacturer, etc..) |  |
|  |
|  |