***Allegato B***

**2° AVVISO DI SELEZIONE PER LA PARTECIPAZIONE AL PROGETTO**

**“PERCORSI DI ACCOMPAGNAMENTO ALL’ESTERO 2021**

**EXPO DUBAI”**

**company profile**

**Il documento deve essere compilato in lingua inglese.** La ricezione di documenti incompleti non sarà ritenuta valida ai fini della selezione.

|  |  |
| --- | --- |
| **COMPANY NAME** |  |
| ADDRESS |  |
| WEB SITE |  |
| CONTACT PERSON |  |
| FOREIGN LANGUAGES SPOKEN  |  |
| YEAR OF ESTABLISHMENT: | TOTAL EMPLOYEES: |
| ANNUAL TURNOVER (Million €): | EXPORT TURNOVER: |

1. **FIELD OF ACTIVITY**

Fare clic o toccare qui per immettere il testo.

1. **DESCRIPTION OF PRODUCTS/SERVICES AND THEIR APPLICATIONS**

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| --- | --- | --- |
| **main product/service** | **description/field of applications**  **and target user industry**  | **customs codes – HS / NC** |
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1. **PRICE CATEGORY** ☐**low** ☐**medium** ☐**high** ☐**luxury**

**4. OWN COMPANY BRAND** ☐**yes** ☐ **no**

**PRIVATE LABEL** ☐**yes** ☐ **no**

**5. INTERNATIONAL PRODUCT COMPLIANCE AND CERTIFICATIONS**

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| --- | --- |
| **country** | **product compliance and certifications**  |
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**6. MAIN EXPORT COUNTRIES / SALES CHANNELS (e.g.: direct sales, agent, importer/distributor, gdo,**

 **e-commerce, franchising, license agreement, joint venture, other to specify)**

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| --- | --- | --- |
| **country** | **export %** | **sale channel**  |
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**7. MAIN COMPETITORS IN THE EAU / GULF COUNTRIES (IF KNOWN)**

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**8. MAIN CUSTOMERS (list the most important of your actual customers and their distribution channels on the eau)**

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**9. MAIN PARTNERSHIP AGREEMENT WITH FOREIGN COMPANIES**

☐**yes** ☐ **no**

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| --- | --- | --- | --- |
| **country** | **kind of partnership (e.g. agent, importer..)** | **name of the company** | **active/closed** |
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**10. INTERNATIONAL TRADE FAIRS PARTICIPATION**

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| --- | --- | --- | --- |
| **country** | **fair** | **year** | **other information** |
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11. KIND OF PARTNERSHIP REQUIRED IN THE EAU / GULF COUNTRIES
(e.g.: agent, importer/distributor, gdo, representative office, industrial partner, technological partner, other to specify)

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| --- | --- | --- | --- |
| **COUNTRY** | **first approach to enter in this country market****yes/no** | **kind of partnership****required**  | **describe the partnership you are looking for**  |
| **EAU** |  |  |  |
| **Other Gulf countries** |  |  |  |

**12. UNIQUE VALUE PROPOSITION (main competitive advantages and strengths of the company compared to the TARGET MARKETS and its competitors)**

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***Signature***

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