

**APPLICATION FORM**

|   |                             |                         |
|---|-----------------------------|-------------------------|
| <b>COMPANY NAME:</b>  |                             |                         |
| <b>ADDRESS:</b>   |                             |                         |
| <b>CONTACT PERSON:</b>  |                             | <b>MOB.:</b>            |
| <b>TEL.:</b>  |                             | <b>FAX:</b>             |
| <b>E-MAIL:</b>  |                             | <b>WEB SITE:</b>        |
| <b>COMPANY ESTABLISHED ON (YEAR):</b>   | <b>NUMBER OF EMPLOYEES:</b> | <b>ANNUAL TURNOVER:</b> |
| <b>Description of your company's history / background</b>   |                             |                         |
|   |                             |                         |
| <b>Description of your company's core activity</b>  |                             |                         |
|   |                             |                         |
| <b>Key characteristics of the products / services offered (your company's unique selling points in comparison with competitors)</b> |                             |                         |
|   |                             |                         |
| <b>Price bracket (low, mid, upper price range on international level)</b>   |                             |                         |
|   |                             |                         |
| <b>Type of end user / market segment</b>  |                             |                         |
|   |                             |                         |
| <b>Main competition in Greece</b>   |                             |                         |
|   |                             |                         |
| <b>Main competition abroad / in the market of this trade mission</b>  |                             |                         |
|   |                             |                         |
| <b>Current export markets</b>   |                             |                         |
|   |                             |                         |
| <b>Way of representation in the above mentioned export markets (agent, local office etc.)</b>                                       |                             |                         |
|   |                             |                         |
| <b>Experience in the market of this trade mission</b>   |                             |                         |
|   |                             |                         |
| <b>Goals for participating in this trade mission</b>  |                             |                         |
|   |                             |                         |

**MATCH – MAKING PROFILE**

|  |  |
|--|--|
| <b>Profile of desired business partner:</b>  |  |
| Partners (agents, importers, distributors, joint venture partners)   |  |
| Engineering contractors  |  |
| Consultants  |  |
| Manufacturers / suppliers  |  |
| Others   |  |
| <b>Which person or department within the above mentioned categories would be the most suitable to approach?</b>  |  |
| Director   |  |
| Commercial Director  |  |
| Technical Director   |  |
| Purchase Manager   |  |
| Sales manager  |  |
| Logistic Manager   |  |
| Production Manager   |  |
| Engineering staff  |  |
| Other, namely:   |  |
| <b>Known business relations</b> to be contacted for match-making? If so, please mention company name, contact person, tel./fax and e-mail  |  |
|  |  |
| <b>Unknown business relations</b> that you would like to meet during the trade mission? If so, please mention company name, contact person, tel./fax and e-mail. These are companies you have heard of, but do not have direct contact with. |  |
|  |  |
| Is there a company you prefer <u>not</u> to meet, for example a company you already have contact with? If so, please mention company name, contact person, tel./fax and e-mail.  |  |
|  |  |
| Do you currently have or had previously an agent in the market of this trade mission? Please specify and mention company name, contact details.  |  |
|  |  |
| Do you have existing contact that you wish to invite to a network reception? If so, please mention company name, contact person, tel./fax and e-mail. Please note that the invitations can only be send if all data are filled out.          |  |
|  |  |
| <b>Your company will be <u>represented</u> by:</b> NAME AS IN PASSPORT & MOBILE NUMBER   |  |
| <b>Mr./Mrs.</b>  |  |

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**Does your representative:**

- Is speaking English
- Needs interpretation during the meetings

Please enclose your company profile in English with a maximum of 300 words. The company profile must include:

- products / offered services
- type of customers / end users
- international experiences and references (important markets, customers, projects)

*Σημειώνουμε ότι οι πληροφορίες που περιέχονται στην αίτηση είναι καθοριστικές για την αναζήτηση των πλέον κατάλληλων, για την επιχείρησή σας, επαφών στο εξωτερικό, γι' αυτό παρακαλούμε να προσδιορίσετε επακριβώς το είδος των επιχειρήσεων που θέλετε να συναντήσετε και να περιγράψετε αναλυτικά τα προϊόντα/υπηρεσίες που ενδιαφέρεστε να προωθήσετε στην συγκεκριμένη αγορά.*

**ΠΑΡΑΚΑΛΟΥΜΕ ΑΝΑΓΡΑΨΤΕ ΤΑ ΠΛΗΡΗ ΣΤΟΙΧΕΙΑ ΤΗΣ ΕΠΙΧΕΙΡΗΣΗΣ ΓΙΑ ΤΗΝ ΕΚΔΟΣΗ ΤΟΥ ΤΙΜΟΛΟΓΙΟΥ**

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