**MISSIONE IMPRENDITORIALE SISTEMA CASA E PERSONA NEGLI EAU**

**Abu Dhabi, Dubai, 29-30 settembre 2014**

**COMPANY PROFILE**

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| --- |
| **COMPANY NAME** |
| **ADDRESS** |
|  |
| **POSTCODE CITY PROVINCE** |
| **TELEPHONE FAX** |
| **HOME PAGE** |
| **E-MAIL** |
| **CONTACT PERSON** |
| **JOB TITLE** |

1. **ACTIVITY SECTOR**

* HOME FORNITURE CLOTING OTHER: \_\_\_\_\_\_\_\_\_
* HOME TEXTILE GARMENTS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* INTERIOR DESIGN SHOES \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* INTERIOR DECORATION LEATHER & FASHION ACCESSORIES
* LIGHTING COSMETICS
* BUILDING MATERIALS JEWELRY

**2. DESCRIPTION OF THE PRODUCTS/SERVICES**

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| --- |
| **DESCRIPTION DUTY CODE** |
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**Who is the final consumer of your products/services?**

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**What is the main application of your products/services?**

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1. **COMPANY INFORMATION**

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| **START OF ACTIVITY : WORKFORCE :** |
| **TURNOVER (Mln. €): EXPORT TURNOVER (%) :**  **2012 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ % 2012 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **2013 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ % 2013 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** |

**Where do you sell your product?**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| GEOGRAFIC AREA | 0-15% | 15-40% | 40-60% | 60-100% |
| Italy |  |  |  |  |
| Europe |  |  |  |  |
| Asia |  |  |  |  |
| Usa and Canada |  |  |  |  |
| Latin America |  |  |  |  |
| Mediterranean |  |  |  |  |
| Middle East |  |  |  |  |

1. **COMMERCIAL PROFILE**

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

* Design Ratio price/quality
* Quality Brand name/Presentation
* Technology Range of products
* Other (specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Presence in foreign markets (please indicate the countries):**

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**Your presence in foreign markets:**

* Direct Franchising
* Representative Main Distribution
* License Importer/Distribution
* Joint venture Other (specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Main Competitors:**

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| --- | --- |
| ENTERPRISES | COUNTRY |
|  |  |
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1. **MARKET INFORMATION**

**Previous Experience in the local market on EAU (if any):**

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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 |
|  |  |  |  |
|  |  |  |  |
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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 |
|  |  |  |  |
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1. **PARTNER RESEARCH**

Type of partner you are looking for in EAU:

* Direct Franchising
* Representative Main Distribution
* License Importer/Distribution
* Joint venture Other (specify) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Describe briefly the profile of the partner you would like to meet:

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1. **PERSON IN CHARGE OF THE MISSION – FOREIGN LANGUAGES SPOKEN**

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| --- |
| NAME AND SURNAME |
| WORKING POSITION |
| TEL. MOB. |
| E MAIL |
| LANGUAGE SPOKEN |



## Per informazioni

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