 

TRADE VISITOR’S REQUESTED DATA

|  |
| --- |
| **Company Name:** |
| **Exact Company Activity:** |
| **Company VAT Number:** |

|  |
| --- |
| **Visitor’s First Name:** |
| **Visitor’s Last Name:** |
| **Languages Spoken:** |
| **Exhibition you wish to visit : HOTELIA 2017** |
| **Invitation Letter for VISA purposes needed : YES NO**  **Please specify Consulate (city) :** |

|  |
| --- |
| **Current Position / Job Title:**  **Purchase Authority : YES / NO**  **Final Decision Maker for purchases: YES / NO** |

|  |  |
| --- | --- |
| **Company Data** | **Obligatory for non EU citizens** |
| **Address:** | **Passport Nr :**  **Expiry Date:**  **Nationality :**  **Place & Date of Birth:** |
| **Postal Code:** |
| **P.O. BOX:** |
| **Region/City:** |
| **Country:** |
| **Tel. Number:** |  |
| **Cell Phone:** |  |
| **Fax Number:** |  |
| **E-mail Address:** | ***Twitter :***  ***Facebook :***  ***Linked In:*** |
| **Company Web Site:** |

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **You are most interested in the following products / services**   |  |  | | --- | --- | | * HOTEL EQUIPMENT |  | | * BUSINESS EQUIPMENT |  | | * INDOOR DECORATION |  | | * OUTDOOR SPACE CONFIGURATION |  | | * CATERING EQUIPMENT |  | | * SECURITY SYSTEMS |  | | * OTHER(PLEASE SPECIFY)................................................ |  | |  | | |
| **Signature : Date:** |

 

**EXHIBITION VISITED: \_\_\_\_\_\_**

Company Name: \_\_\_\_\_\_\_\_\_\_\_

Visitor’s Full Name: \_\_\_ \_\_\_\_\_\_\_\_\_\_\_

**CO-OPERATION PROFILE**

1. **General Company categorization**

|  |  |  |  |
| --- | --- | --- | --- |
| Production | Trade | Hotel | Body/Organization |
| Imports | Exports | Retail Sales | Bar/Restaurant |
| Services | Distributor/Importer | Mall | Field Specialist/Scientist |
| Other (Please specify) ....................................................................................................................................... | | | |

1. **Turnover in euros**

⁯ 1,00 to 1.000.000,00

⁯ 1.000.001,00 to 5.000.000,00

⁯ 5.000.001,00 to 10.000.000,00

⁯ 10.000.001,00 to 20.000.000,00

⁯ 20.000.001,00 to 30.000.000,00

**Answer only if your company already imports**

**3**. **Turnover proportion from importing:**

⁯ 1% - 20% ⁯ 21% - 40% ⁯ 41% - 60% ⁯ 61% - 80% ⁯ 81% - 100%

1. **Main geographic areas you are already importing from (please specify countries)**

Europe: ............................................................................................................................................

Balkans: ............................................................................................................................................

North America: ..............................................................................................................................

South America: ...............................................................................................................................

Australia: .........................................................................................................................................

Africa: .................................................................................................................................

Middle East: ...................................................................................................................................

Far East: ..........................................................................................................................................

1. **Number of employees**

1 – 9 10 – 49 50 – 100 101 – 200 > 200

1. **Co-operation Proposals (either with Greek or foreign companies)**

**Α. Looking for Commercial Co-operation / Transactions**

Direct Imports

⁯ Trade Intermediary (agent, representative, distributor)

⁯ Master Franchise

⁯ Marketing/Promotion

**Β. Looking for Technical Co-operation**

⁯ Research & Development

⁯ Subcontracting

⁯ Manufacturing Licenses

**C. Looking for Financial Co-operation**

⁯ Joint Venture

⁯ Buying of a complete company

⁯ Selling of a complete company

1. **You may add further details on your co-operation proposal**
2. **Please attach a brief Company Profile**