

# AGROFOOD TRADE MISSION TO VIETNAM

*Jan 19 -25, 2015*

## APPLICATION FORM: COMPANY PROFILE

The overall objective of EU-Vietnam Business Network (EVBN) is to increase exports and investments of the EU to Vietnam in particular by Small and Medium Enterprises (SMEs). As part of the activities, EVBN is organizing trade missions to offer European companies the unique opportunities to get to know the Vietnamese market and potential business partners. For the upcoming agrofood trade mission in January 2015, we are in the process of selecting 30 companies eligible to participate in the mission.

Please fill in the form below and revert it back **to us before December, 1<sup>st</sup> 2014.**

We are looking forward to seeing you in Vietnam!

### Contact information:

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### COMPANY DETAILS

*(Please attach a company brochure if available)*

|  |  |
|--|--|
| Company name                                   |  |
| Address<br>(Address / Street / City / Country) |  |
| Legal form of the Company                      |  |
| Founded in (year)                              |  |
| Managing director                              |  |
| Telephone number (country code)                |  |
| Email address                                  |  |
| Company website                                |  |

### BUSINESS DETAILS

|   |  |
|---|--|
| Country of origin   |  |
| Locations outside your home country<br>(Country / Town)                   |  |
| Number of employees in Europe   |  |
| Number of employees outside Europe  |  |
| Key business sector / activities  |  |
| Other activities  |  |
| Certifications  |  |
| Main competitors / countries  |  |
| Turnover of your company in 2013 (EUR)                                    |  |
| Expected turnover for 2014 (EUR)  |  |
| Total percentage of exports / Sales in<br>foreign countries (EUR) in 2013 |  |

**FOLLOW-UP QUESTIONS**

|   |  |
|---|--|
| Which competitive advantages would you like to highlight?   |  |
| In which countries are you currently exporting?   |  |
| Where are your manufacturing sites?   |  |
| From where would you like to export products to Vietnam?  |  |
| How are exports handled in your company? Do you have a dedicated export department?   |  |
| Which languages are spoken in your company?   |  |
| How do you normally enter foreign markets? Through distributors? A representative office? Joint ventures? 100% foreign owned company? |  |
| Why do you consider Vietnam an interesting export market for you? What is your goal for entering the Vietnamese market?               |  |
| Did you already have some experience on the Vietnamese market?<br>If so, please describe.   |  |
| Any other relevant information you would like to share with us?   |  |

|  |
|--|
| Date: ____ / ____ / ____<br><br>Signature:<br><br><i>(Full Name with stamp of the company)</i> |
|--|