



**Progetto GIT - Guangdong Italy Traineeship
2014
Information Questionnaire**

Basic Information	
Company Name:	Sales revenue:
Tel:	No. Employees:
Fax:	Export (euros):
E-mail:	Export Destination:
Web site:	Countries Origin Import:
Contact person:	Position:

Brief Description of Products/services

- Names and description
- Applications or typical customers
- Sales volumes
- Main markets
- Main sales channels (Direct? Through distributors?)
- Offices or companies in other countries:

Describe in detail your project for China and Guangdong in particular



Past Experience in China and in Guangdong in particular

- Your previous experience in China:
 - From when?
 - Do you have sales to China (please specify volume and products)?
 - Do you have a sales agent or representative in China?
 - Do you have a factory in China?
 - Do you import from China (please specify volume and products)?
- Your current level of knowledge about China?
- Any other important aspects you want to point out

If you are interested in finding JV partners in Guangdong, China

- Please specify ideal profile of the Chinese company
- Please specify the ideal cooperation model for you: Will you establish a new company with the Chinese partner, or will you acquire part of the shares of the Chinese company? Will you have majority or minority?
- Please specify your investment in the company: Capital? Technology? Machinery?
- Please specify what kind of investment you would like the Chinese partner to contribute
- Any other important aspects for you

If you are interested in finding distributors or agents in Guangdong, China

- Ideal profile
- Geographic area
- How would you cooperate with them? Any other important aspects for you

If you are interested in finding suppliers in Guangdong, China

- For which products? Please provide specific requirements
- Geographic areas?
- Any other important aspects for you