

**"1<sup>st</sup> INTERBALKAN FORUM"**  
  
**"Promoting Regional Cooperation  
In the  
Food & Beverages Sector"**  
**7-8/7/2016, Congress Center "Ioannis Vellidis"**  
**Thessaloniki-Greece**

**COMPANY REQUESTED DATA**

Company Name:
Exact Company Activity:
Company VAT Number:

Visitor's First Name:
Visitor's Last Name:
Speaking languages:

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

<b>Company Data</b>
Address:
Postal Code:
P.O. BOX:
Region/City:
Country:
Visitor's Tel. Number:
Visitor's Cell Phone:
Visitor's Fax Number:
Visitor's E-mail Address:
Company Web Site:

**You are most interested in the following products / services**

<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input type="radio"/>
<input type="radio"/>	<input type="radio"/>

**Signature :** \_\_\_\_\_ **Date:** \_\_\_\_\_

Company Name: \_\_\_\_\_  
 Visitor's Full Name: \_\_\_\_\_

**CO-OPERATION PROFILE**

**1. General Company categorization**

<input type="checkbox"/> Production	<input type="checkbox"/> Trade	<input type="checkbox"/> Representation	<input type="checkbox"/> Body/Organization
<input type="checkbox"/> Imports	<input type="checkbox"/> Exports	<input type="checkbox"/> Retail Sales	<input type="checkbox"/> Wholesales
<input type="checkbox"/> Services	<input type="checkbox"/> Distributor/Importer	<input type="checkbox"/> Super Market	<input type="checkbox"/> Catering/Delicatessen
<input type="checkbox"/> Tourism	<input type="checkbox"/> Field Specialist/Scientist	<input type="checkbox"/> Other (Please specify) .....	

**2. 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. a. Turnover proportion from importing:**  
 † 1% - 20% † 21% - 40% † 41% - 60% † 61% - 80% † 81% - 100%

**Answer only if your company already exports**

**3. b. Turnover proportion from exporting:**  
 † 1% - 20% † 21% - 40% † 41% - 60% † 61% - 80% † 81% - 100%

**4. Main geographic areas you are already importing from / exporting to (please specify countries)**

Europe:  
 .....

Balkans:

.....

North America:

.....

South America:

.....

Australia:

.....

Africa:

.....

Middle East: .....

Far East: .....

**5. Number of employees**

1 – 9

10 – 49

50 – 100

101 – 200

> 200

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

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

Direct Imports

Exports

‡ Trade Intermediary (agent, representative, distributor)

‡ Master Franchise

‡ Marketing/Promotion

**B. 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

**7. You may add further details on your co-operation proposal**

**8. Please state the countries you wish to start importing from / exporting to :**

Albania

Bosnia-Herzegovina

Bulgaria

Croatia

F.Y.R.O.M.

Greece

Montenegro

Romania

Serbia

**9. Please attach a brief Company Profile**