**



**Application for**

**EU-China Mission**

**&**

**XIII Business&Technology Fair 2018**

Beijing - Chengdu - Shanghai - 15 - 22 September 2018 (Option A)

*Chengdu - 17 – 24 September 2018 (Option B)*

*Closing date for application: Monday, 6th of August*

Thank you for your interest in this Mission.

If you would like to join the mission, please return the application form as soon as possible to:

Sicindustria een@sicindustria.eu

Select your type of participation

|  |  |
| --- | --- |
|  | **Select your option with X** |
| Interested in option A (Beijing, Chengdu, Shanghai) 5000,00 € plus VAT |  |
| Second participant for Option A – 2000,00 plus Vat  |  |
| Interested in option 2 (Chengdu) Free |  |

**Participant information**

**Please fill the red fields (mandatory)**

|  |  |
| --- | --- |
| **Field** | **Description** |
| **Sex** |  |
| **Name** |  |
| **Surname** |  |
| **Email** |  |
| **Role**  |  |
| **Mobile during the event** |  |
| **Title** |  |
| **Languages spoken** |  |
| **Special requirements (if any)** |  |

**Company information**

**Please fill the red fields (mandatory)**

|  |  |
| --- | --- |
| **Field** | **Description** |
| **Organisation name** |  |
| **Web** |  |
| **Full Address**  |  |
| **Phone number** |  |
| **Number of employees** |  |
| **VAT Number** |  |
| **Annual turnover** |  |
| **Business Sector** |  |
| **Year of establishment** |  |
| **Type of organisation** | * **Company**
* **University**
* **Research institute**
* **Association/Agency**
* **Authority/Government**
* **Consultant**
* **Cluster**
* **Other (specify)…………….**
 |

**Company Representative on the Mission (if different from the above):**

**Name:**

**Position:**

**Tel: Fax:**

**Email: Website:**

**Second company representative on the Mission (if foreseen):**

**Name:**

**Position:**

**Tel: Fax:**

**Mobile:**

**Email:**

**Website:**

**Passport Information (first participant) – for visa**

**Name (as in Passport)………………………………………………………………………………….**

**Date of Issue: .……………………………………………………………………………………………**

**Date of Passport Expiry: …………………………………………………………………………………………**

**Passport Number: ………………………………………………………………………………………..**

**Date of Birth: …………………………………………………………………………………………….**

**Country of Issue: ………………………………………………………………………………………...**

**Passport Information (second participant) – for visa**

**Name (as in Passport)………………………………………………………………………………….**

**Date of Issue: .……………………………………………………………………………………………**

**Date of Passport Expiry: …………………………………………………………………………………………**

**Passport Number: ………………………………………………………………………………………..**

**Date of Birth: …………………………………………………………………………………………….**

**Country of Issue: ………………………………………………………………………………………...**

**Benefits of joining this mission (Option A)**

* Technical organisation and meetings with local companies
* Business Tour detailed agenda
* Translation of a Company Brochure in Chinese
* Chinese Business Cards
* Visa Issuance procedures
* International flights
* Internal flights
* Internal transfers
* Accommodation
* 24/7 Interpreter
* Representation at the fair
* Follow up activities after the fair

**Benefits of joining this mission (Option B)**

* Training briefing before the Mission
* Technical organisation and meetings with local companies;
* Sicily Booth in the European Pavilion
* Business Tour detailed agenda;
* 24/7 support at the Mission;
* Participation at the fair;
* Follow up activities after the fair
* Plus the facilities offered under the registration fee (see below)

**Registration Fee (XIII Business&Technology Fair - XVII Western China Fair) (Option B)**

A registration fee of 100 euros is foreseen.

Only companies that have completed the payment will be accepted.

**The registration fee includes:**

* **Information pack**
* **Access to the Opening Ceremony**
* **Participation in High-Level forums, sessions and presentations**
* **Custom-made B2B Matchmaking**
* **Opening Cocktail Party & Networking**
* **Gala Dinner**
* **Business visits**
* **Company listing in the Fair Directory**
* **Chinese-English interpreting support during B2B meetings**
* **A full-time accompanying liaison**
* **Business lunch coupons (two days)**
* **Official hotel booking at special rates**
* **Arrangement of business visit**
* **Airport pick-up & drop-off service at designated time slots**

**Shared intelligence**

Delegation companies will have different levels of experience in the market.

Companies new to the market will benefit from the experiences of others.

Members of the delegation are invited to join other members of the group during all the activities, as this provides an opportunity to discuss new issues and ideas.

**Travel arrangements**

**Companies are free to organise by themselves their trip to China, in coordination with the organisation.**

**Services not included in the Mission**

**Insurance**

**Insurance has not been included in the travel package and mission members are strongly advised to take out adequate travel and sickness insurance. We always recommend that this insurance includes cover for cancellation of the visit for reasons beyond the control of Sicindustria/EEN. If a trade mission is cancelled for reasons beyond our control, Sicindustria can take no responsibility for any loss you may incur.**

**Visas**

**Italian passport holders must obtain a visa before departure.**

**The cost is about 150 euros. It takes about 10 days to get a Visa.**

**Contacts**

**The Mission Manager for Sicindustria is:**

**Giada Platania, Head of the International Affairs Unit**

**Via A. Volta 44 – 90133 Palermo**

**T: +39 091581100**

**E:** een@sicindustria.eu

**Action Check List**

**To apply for this trade mission, please complete and return the following as soon as possible or by Tuesday 31 July 2018 at the latest.**

**1) Sicindustria application form**

**2) Photo**

**Sicindustria/EEN Terms and Conditions**

* **Sicindustria has the right to refuse companies a place on a company mission.**
* **Receipt of an application form does not confirm a company’s eligibility.**
* **Places for this mission are limited and these will be allocated according to suitability for the mission**
* **Mission participants should contact own agent for arrangements. Sicindustria accepts no liability for travel arrangements.**
* **You should not pay for any travel until your eligibility and the Mission are both confirmed, although you should reserve airline seats and hotel rooms if no cost is incurred.**
* **If the company mission is cancelled close to the departure date for reasons that are beyond the control of Sicindustria, you may lose some or all of the travel costs you have paid.**
* **While Sicindustria will take measures to ensure a safe mission, it is not responsible for the conduct and safety of individual mission members.**

**Important Notice**

**The personal information provided by you will be held on a database by Sicindustria/EEN and will be used to notify you of future services and events in line with the General Data Protection Regulation (GDPR).**

**If you do not wish your details to be used for this purpose, please email** een@sicindustria.eu

**Eligibility**

**To accompany this company mission, your business must be established in Italy and selling or marketing an Italian product or service. Applications are subject to approval by Sicindustria. You will be notified after the closing date for applications as to whether you have been successful.**

**PROGRAMME (in Progress)**

**Option A**

|  |  |
| --- | --- |
| **Date** | **Activity** |
| **Saturday, 15 September**  | **Flight from Italy**  |
| **Sunday, 16 September** **Beijing** | **10.00 Arrival in Beijing****Free time****Dinner with local actors** |
| **Monday, 17th September****Beijing** | **9.00 Meeting with EUSME Center (EEN China)*.*****11.00 Meeting with IPR China Helpdesk****3.00 pm – Meeting with local actor of the food&beverage and tourism sectors****8.30 Networking dinner with local actors** |
| **Tuesday, 18th September****Beijing-Chengdu** | **Meeting with the Italian Chamber of Commerce in China****Meeting with the Italian Embassy** **Meeting with local tour operators** **Supermarket tour****6.00pm Transfer to Chengdu** |
| **Wednesday, 19 September****Chengdu** | **09.00 Meeting with EUPIC (EEN China)****12.00 Meeting con local actors****3.00 pm B2B** |
| **Thursday****20th September****Chengdu** | **B2B at the XIII Business&Technology Fair****06.00pm Transfer to Shanghai** |
| **Friday****21st September** **Shanghai** | **10.00 Meeting with ICE****11.30 Meeting with local tour operator and flight companies****03.00 pm Meeting with a Chinese platform involved in the promotion ofItalian brands and lifestyles, with an offer of services such as logistics, warehouses, media, marketing, and creative solutions for companies.****05.00 pm Meeting with a law firm** |
| **Saturday****22nd of September**  | **Free time** **06.00 Flight to Italy**  |

**Programme (in Progress)**

**Option B**

|  |  |
| --- | --- |
| **Date** | **Activity** |
| **Monday17th September** | **Flight to Italy**  |
| **Tuesday****18th September****Chengdu** | **Arrival in Chengdu****Registration at the XIII Business&Technology Fair** |
| **Wednesday****19th September** **Chengdu** | **09:00-12:00 Opening and New Economy Forum****12:00-02.00pm Lunch Break****02.00-05:00pm Parallel Sessions****---Convention and Exhibition Industry Roundtable****---Green Economy Seminar****---China-Europe Tourism Cooperation Forum****06.30-08.00pm Gala Dinner** |
| **Thursday** **20th September****Chengdu** | **09:30-12:00 B2B Matchmaking I****12:00-02.00pm Lunch Break****02.00-05.30pm B2B Matchmaking II****Opening Ceremony- XVII Western China Fair** |
| **Friday 21st September****Chengdu** | **09:00-12:00 Panda Base****12:00-02.00 Lunch Break****02.00-05.00 City Tour****09.30-05.00 Business and Cluster Visit****XVII Western China Fair** |
| **Saturday 22nd / Monday 24th September** **Chengdu** | **XVII Western China Fair****Flight to Italy**  |

**Company/Organisation profile**

**Short description/Title**

|  |
| --- |
|  |

**CO-OPERATION PROFILES**

**PLEASE FILL ONE (OR MORE) CO-OPERATION PROFILE (OFFER OR REQUEST):**

**Co-operation profile: offer**

**TITLE** *(mandatory)*

|  |
| --- |
|  |

**DESCRIPTION** *(mandatory)*

|  |
| --- |
|  |

**OFFER** *(mandatory)*

|  |
| --- |
|  |

**INNOVATIVE ASPECTS AND ADVANTAGES** *(mandatory)*

|  |
| --- |
|  |

**MARKET**

**The most relevant market for your product/service** *(mandatory)*

|  |
| --- |
|  |

**PARTNER SOUGHT**

**Expertise, TYPE, Country, Role and activity in case of agreement** *(mandatory)*

|  |
| --- |
|  |

**Type of CO-OPERATION** *(mandatory)*

|  |  |  |
| --- | --- | --- |
|  | **Offered** | **Requested** |
| Research co-operation | ❑ | ❑ |
| Technical co-operation | ❑ | ❑ |
| License agreement | ❑ | ❑ |
| Manufacturing agreement | ❑ | ❑ |
| Sales/Distribution | ❑ | ❑ |
| Investment/Financing | ❑ | ❑ |
| Service agreement | ❑ | ❑ |
| Subcontracting | ❑ | ❑ |
| Franchise agency agreement | ❑ | ❑ |
| Outsourcing agreement | ❑ | ❑ |
| Reciprocal Production | ❑ | ❑ |

**Cooperation profile: request**

**TITLE** *(mandatory)*

|  |
| --- |
|  |

**DESCRIPTION** *(mandatory)*

|  |
| --- |
|  |

**REQUEST***(mandatory)*

|  |
| --- |
|  |

**DESCRIPTION OF THE REQUEST***(mandatory)*

|  |
| --- |
|  |

**EXPERTISE OR SOLUTION SOUGHT** *(mandatory)*

|  |
| --- |
|  |

**PARTNER SOUGHT**

**Expertise, TYPE, Country, Role and activity in case of agreement** *(mandatory)*

|  |
| --- |
|  |

**Type of CO-OPERATION** *(mandatory)*

|  |  |  |
| --- | --- | --- |
|  | **Offered** | **Requested** |
| Research co-operation | ❑ | ❑ |
| Technical co-operation | ❑ | ❑ |
| License agreement | ❑ | ❑ |
| Manufacturing agreement | ❑ | ❑ |
| Sales/Distribution | ❑ | ❑ |
| Investment/Financing | ❑ | ❑ |
| Service agreement | ❑ | ❑ |
| Subcontracting | ❑ | ❑ |
| Franchise agency agreement | ❑ | ❑ |
| Outsourcing agreement | ❑ | ❑ |
| Reciprocal Production | ❑ | ❑ |

**1. I have read, and agree to Sicindustria EEN Terms and Conditions for this mission.**

Print name: Signed

Date:

|  |
| --- |
|  |
| SicindustriaEnterprise Europe NetworkVia A. Volta 44, 90133 PalermoT. +39 091 581100F. +39 091 323982E. een@sicindustria.eu [www.sicindustria.eu](http://www.sicindustria.eu) |