**[](http://www.eibn.org)**

**European Pavilion**

**at the Food, Hotel & Tourism Trade Fair**

**Bali, March 1 – 3, 2018**

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**Company Profile and Registration Form**

**Support Office:**



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**I. Company Profile**

*(Please attach a company brochure)*

1. **Company Details**

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| --- |
| Company Name |
| Contact Person / Position |
| Email Address |
| Phone Number |
| Office Address |
| Company Website |
| Year of Foundation |
| Number of Employees |
| Revenue in 2015 (EUR) |
| Share of export in the revenue in 2015 (%) |

**b. Business Activity**

|  |
| --- |
| Principal business type (e.g. manufacturer, distributor, exporter, importer, etc.): |
| In which industry (s) do you work? |
| How many years have you been active in the industry sector? |
| Which countries are considered as your export market? |
| Short company profile: |

**c. Products and Services**

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| --- |
| Which products do you want to sell in Indonesia? Please describe. |
| 8-figure customs tariff number/HS-code (if available): |
| Fields of application of your products: |
| Certification of your products (if available): |
| How are your products/services marketed and distributed in Europe and other continents?  Wholesaler  Sales Representative  Own sales person  Others: |
| Kindly list some of your Business Partners for your export business, as examples: |
| Please mention the strengths of your products in comparison to your competitors. |
| Please mention some of your competitors (in Europe and internationally/Indonesia) as well as their business/product focus in comparison to your products? |

**d. Business Objectives**

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| --- |
| What is your objective in Indonesian market (short term & long term)? (e.g. Import, export, founding a company)? |
| What is your business objective for FHT Bali 2018? |
| What type of Business Partner would you be looking for in Indonesia (e.g. importers, distributors, related industries, etc)? |
| Who are your target customers (or sectors) both domestic and overseas? |
| Have you already started doing business in Indonesia? If so, please describe your business activities in the market so far? |
| How do you classify your knowledge about the Indonesian Market?   * High * Low * Medium |

**II. Registration form**

* I hereby confirm that I would like to participate in the Food, Hotel & Tourism Trade Fair Bali 2018:
* 1.400 EUR per company (+10% VAT): Booth stand at the FHT Bali 2018
* I hereby confirm that I have read and understood, and I agree to accept the terms and conditions of participation in the Food, Hotel & Tourism Trade Fair Bali 2018

|  |
| --- |
| Company Name: |
| Address: |
| Postal code and city: |
| **Participant** |
| Name: |
| Job Title: |
| E-mail: |
| Telephone: |

|  |
| --- |
| Date: \_\_\_\_\_ /\_\_\_\_\_ /\_\_\_\_\_\_ Signature and stamp: |