



## PARTICIPANTS PROFILE / REGISTRATION FORM

EURO-SYRIAN CONTACT DAYS 6  
AGRICULTURAL SUB-SECTORS  
8-10 SEPTEMBER 2007  
DAMASCUS, SYRIA

**Please complete in full (typed or in block letters)**

1. Name of company:

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2. Company address:

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3. Contact details:

Telephone	Fax	E-Mail/Web-Site

4. Contact person (who will handle collaboration enquiries):

1) Name: \_\_\_\_\_ Title: \_\_\_\_\_

2) Name: \_\_\_\_\_ Title: \_\_\_\_\_

5. Your sector:

- Spices
- Seeds
- Pulses
- Essential Oils
- Other \_\_\_\_\_

**6. Company's products and/or services:** (Please note that this description will appear in the catalogue)

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**7. Do you have a recognised quality certification? If yes, please specify:**

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**8. Number of employees in your company:**

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**9. Year of establishment of your business:**

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**10. Principal owners:**

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**11. Can management make important changes in investment or business strategy without reference to external authority (e.g. Parent Company, Major Shareholder or Investor)?**

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**12. Is your company a member of recognised business associations/institutions?**

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**13. Financial Data:**

Yearly turnover:

Exports:

Imports:

**14. Describe, in brief, how your business has developed over the past three years:**

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**15. Destinations (countries) of your major exports (over the last 12 months):**

- a) \_\_\_\_\_
- b) \_\_\_\_\_
- c) \_\_\_\_\_
- d) \_\_\_\_\_
- e) \_\_\_\_\_
- f) \_\_\_\_\_

**16. Countries of origin of your major imports (over the last 12 months):**

- a) \_\_\_\_\_
- b) \_\_\_\_\_
- c) \_\_\_\_\_
- d) \_\_\_\_\_
- e) \_\_\_\_\_
- f) \_\_\_\_\_

**17. Can your company conduct business in English?**

Yes

No

**18. Are any other foreign languages spoken in your company? If yes, please specify:**

\_\_\_\_\_  
\_\_\_\_\_

**19. Please describe your business plans for the next three years:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**20. How does the requested co-operation fit in these business plans?**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**21. Describe types of co-operation(s) with foreign companies and state with which countries you have co-operation agreements CURRENTLY:**

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\_\_\_\_\_  
\_\_\_\_\_  
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**22. How does your current type of international co-operation support your business strategy?**

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**23. In which EU or Mediterranean countries would you prefer to find co-operation possibilities?**

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**24. Please describe the types of co-operation sought:**

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**25. Type of strategic benefits your prospective co-operation partner would gain:**

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**26. If you are offering a technology-based type of co-operation, describe stage of development of technology you are seeking / offering:**

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**27. What resources do you have to commit to support the desired co-operation?**

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**28. Are they available immediately?**

Yes

No

**29. Are you ready to negotiate other co-operation formulas proposed by**

EU companies?  Yes  No

Other visiting companies?  Yes  No

**30. What type of co-operation formula would you not like to discuss?**

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**31. Any other relevant information in support of your application?**

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**32. Please mention a few of your best corporate references that may be contacted:**

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**33. Are there any legal claims made or impeding against your company, its principals or directors?**

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**LAST DATE FOR RECEIPT OF APPLICATIONS: 15 August 2007**

I declare that the information supplied by me within this application form is correct and complete:

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_

Date \_\_\_\_\_

Signature \_\_\_\_\_