



Entrepreneurs Community

DEIN
NETZWERK
ZUM
ERFOLG!

Questionnaire for B2B Meetings

As part of the business initiation trip from Germany to China (23.Juni. 2024)

1. Company Information

Company		
Company name		
Address		
Homepage		
Year of establishment		
Number of employees		
Turnover in 2023 (€)		
Industry/Business Field		
Industry/Business field of your company	<input type="checkbox"/> Manufacturer	<input type="checkbox"/> Financer
	<input type="checkbox"/> Supplier	<input type="checkbox"/> Operator
	<input type="checkbox"/> Project developer	<input type="checkbox"/> Advisor
	<input type="checkbox"/> Sales & Distribution	<input type="checkbox"/> Others:
NAICS code		

Delegation Participant(s)	
First name	
Last name	
Division/Position	
Telephone	
E-mail	

Point of Contact	
First name	
Last name	
E-mail	

2. Product/Service Information

Product/Service	
Product/Service name	
Product/Service description	
Key features of your product/service	
Annual export volume (€)	

3. Export Activities

Export destination (country)	Distribution channel	Export share (%)
Export to China		
Experience of exporting to China	<input type="checkbox"/> Yes	<input type="checkbox"/> No
International competition		
Competition in China		

4. Strategies in China

Purpose of Business Delegation Trip		
Purpose of your participation in the business delegation trip to China	<input type="checkbox"/> Import from China	<input type="checkbox"/> Joint Venture
	<input type="checkbox"/> Cooperation	<input type="checkbox"/> Customer contact
	<input type="checkbox"/> Establishment of a branch/subsidiary	<input type="checkbox"/> Onsite distribution partner
	<input type="checkbox"/> Others:	
Your specific business requirements (E.g. companies you would like to meet in China, purpose of your B2B meetings)		

Potential Business Partners		
Type of potential business partners in China	<input type="checkbox"/> Supplier	<input type="checkbox"/> R&D Partner
	<input type="checkbox"/> Importer	<input type="checkbox"/> Subsidiary/branch
	<input type="checkbox"/> Industrial	<input type="checkbox"/> License/franchise partner
	<input type="checkbox"/> Wholesale	<input type="checkbox"/> Cooperation partner
	<input type="checkbox"/> Others:	
Ideal profile of your partners in China		
Companies which Chinese-German Chamber of Commerce and Industry (AHK China) should not get in touch with		
Typical business partners of your company		

5. Others

Preferred communication language	<input type="checkbox"/> English	<input type="checkbox"/> German	<input type="checkbox"/> Others:
Interpreter for B2B meetings	<input type="checkbox"/> Yes	<input type="checkbox"/> No only if the partner speaks only China	
Further information/ requirements			

Thank you for your cooperation.

Please send us a **company presentation** and **product flyers** if available.