

ITC’s SUPPORT TO MSMEs FROM DEVELOPING COUNTRIES TO ATTEND

THE CHINA INTERNATIONAL IMPORT EXPO (CIIE) 2020

National Exhibition and Convention Center, Shanghai, China, 5-10 November 2020

**ITC/CIIE COMPANY QUESTIONNAIRE**

1. **GENERAL INFORMATION**

|  |  |
| --- | --- |
| **Company Name:** |  |
| **Name of representative:** |       |
| **Country:** |       |
| **Website**:       | **Tel**:       | **Email**:       |
| **Year of establishment**:       | **Export experience (years):**       | **Export markets:**       |
| **Language** | **[ ]  English** | **[ ]  Chinese** |
| **Number of employees**:        | **Female**:       **Men**:       |
| **Experience in doing business in China (pls describe)** |  |
| **Trade fair experience[ ]  No[ ]  Yes**  | **If yes please indicate country & trade fair:** |

1. **YOUR COMPANY AT A GLANCE**

** Main activities of your company:**

|  |  |
| --- | --- |
| [ ]  Producer / Exporter: pls specify:       | [ ]  Importer / Wholesaler: pls specify:       |
| [ ]  Manufacturer: pls specify:       | [ ]  Service provider: pls specify:       |
| [ ]  Retailer: pls specify:       | [ ]  Agent / Trader: pls specify:       |
| [ ]  Other: pls specify:       |

** Main clients of your company:**

|  |
| --- |
| **My current clients are**: [ ]  **Small** [ ]  **Medium** **or**  [ ]  **Large companies** [ ]  **Other: pls specify**:       |
| **Kindly indicate the type of companies TO which you usually sell your products/services abroad:**[ ]  Directly to companies using your products/services [ ]  Through Intermediaries (i.e.: importers/wholesalers/traders) [ ]  To Retailers [ ]  Other: pls specify:       |
| **Kindly indicate the type of companies FROM which you usually source inputs or buy products or services abroad:**[ ]  Directly from companies producing/exporting the products/services [ ]  From Intermediaries (i.e.: importers/wholesalers/traders)  |

1. **Your BUSINESS INTEREST AT CIIE**

** Your Company would be interested in:**

|  |
| --- |
| **Kindly tick below the appropriate box(es):**  |
| [ ]  **SELLING** products / services | [ ]  **BUYING** products / services | [ ]  **BUYING & SELLING** products / services |
| [ ]  **INVESTING**: pls specify:       |
| [ ]  **FINDING AN INVESTOR**: pls specify:       |
| [ ]  **FINDING A PARTNER FOR JOINT-VENTURE**: pls specify:       |
| [ ]  Other Business Deals: pls specify:       |

1. **PRODUCTS/SERVICES SUPPLIED &SEARCHED *(select from 3 sectors indicated below)***

|  |
| --- |
| **Kindly briefly describe the products/services that your company will display and those that you would be interested in** |
| **At the Expo my company displays (would like to sell):** |
|       |
| Please indicate capacity available for exporting to China (weight/units per year):       |
| **At the Expo my company would be interested in (would like to buy):** |
|       |
| ***Processed Food and Agricultural Products****Fruits and Vegetables, Meat, Seafood, Beverage and Liquor, Dairy Products, Snack Foods, Condiments, Sweets, Agricultural Products, Synthetic Foods, etc.* |
| ***Quality Life****Beauty and Cosmetic Products, Maternal and Infant Products, Sports Goods, Outdoor Sports and Entertainment Goods, Pet Foods and Supplies, Accessories, Toys, Gifts and Creative Cultural Products, Furniture and Household Supplies, Clothing and Accessories, Bags and Suitcases, Shoes, Jewellery and Ornaments, Timepiece, Artworks, etc.* |
| ***Trade in Services****Financial Services, Logistics Services, Cultural Services, Education Services, Tourism Services, Other services (specify above)* |

1. **ACCESS TO THE CHINESE MARKET**

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| --- |
| **Can the products/services your company would like to export to China currently access the Chinese market?** |
| [ ]  **Yes** | [ ]  **Not sure** | [ ]  **No** |
| If yes, please specify below the import policies and conditions that are applicable for your products to access China |
| [ ]  **Tariffs and duties:** pls specify:       |
| [ ]  **Quantitative restrictions (quota)**: pls specify:       |
| [ ]  **Import licensing requirements** pls specify:       |
| [ ]  **Compulsory certifications**: pls specify:       |
| [ ]  **Sanitary and Phytosanitary regulations**: pls specify:       |
| [ ]  **Standards**: pls specify:       |
| [ ]  **Required documentation**: pls specify:       |
| [ ]  **Other**: pls specify:       |
| If you are not sure, please undertake research to find out before returning this questionnaire so that you can be considered for ITC support. Possible ways to find out if and how your products can access the Chinese market are by contacting the trade and investment support institutions in your country (Ministry of Commerce/Trade, Chamber of Commerce, Sector association, etc.), the Trade Attaché of your country in China, the Chinese trade and economic counsellor in your country, the Chinese Ministry of Commerce (MOFCOM), or using ITC’s Market Access Map ([www.macmap.org](http://www.macmap.org)) and ITC’s Sustainability Map. (www.sustainabilitymap.org)Information on sector-specific regulations and standards is available via official Chinese government websites: * Customs of People’s Republic of China: http://english.customs.gov.cn/
* State Food and Drug Administration (SFDA): www.sfda.gov.cn
* China Organic Food Development Centre (OFDC): www.ofdc.org.cn
* Chinese Fisheries: www.agri.gov.cn
* China Quality Certification Centre (CQC): www.cqc.com.cn
* China Certification Centre for Electromagnetic Compatibility (CEMC): www.cemc.org.cn
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| Are you prepared and in a position to follow and complete the ITC on-line courses to better understand the opportunities and challenges of accessing the Chinese market and how to prepare for and participate in an international trade expo in China? Each course would approximately require 4 hours and can be followed at different starting times and intervals. All courses start on Mondays. Please see below the mandatory sessions (other relevant on-line: courses that you may wish to follow will be advised separately)* Introduction to Exporting to China *(starting dates in May, July and September to be confirmed)*
* Doing Business With Chinese People *(starting dates in May, July and September to be confirmed)*

[ ]  **Yes** [ ]  **No** |

**Please send completed company profile in word format before 20 March to ITC**

**Email:** **ciie@intracen.org** **(*Kindly note that only electronically completed forms can be accepted)***