

**SECTION 3 – COMPANY OBJECTIVES AND PROF\*-&  
Global #VTJOFTT.JTTJPOUPthe United Arab Emirates  
February 27 - March 3, 2017**

The information provided in this section will be included in the Directory of Participants and used by the consultant to arrange business meetings for your company. We strongly recommend you provide as much detail as possible so that our team can effectively help you achieve your company's objectives for this show.

Complete and email this form to **Scott Ferris- scferris@gov.pe.ca** by **December 2, 2016**.

***Note that we will not begin arranging your meetings until we have received the complete registration package***

**(Complete one form per organization)**

**PARTICIPANT(S) CONTACT INFORMATION:**

(Provide contact info for all participating company representatives)

Participant name(s) and title(s):

Telephone (include area code):

Email(s):

Website:

Company / Organization:

**COMPANY OBJECTIVES** (Check all that apply to your company)

**1) Experience**

- New exporter
- Experienced exporter but new to this market
- Experienced exporter currently doing business in this market but interested in expanding our network

**2) Type of company**

- Small- or medium-sized enterprise
- Large enterprise
- Manufacturer
- Wholesaler/Distributor
- Service provider (e.g. financial; legal)
- Research institute

- Other :
- Foreign subsidiary of a Canadian company
- Young entrepreneur
- Aboriginal-owned (51%)
- Woman-owned (51%)
- Association
- Educational institution

**3) Sectors** (please specify in the spaces provided)

- Agriculture and processed foods
- Fish and seafood
- Life Sciences

- Education
- Advanced Manufacturing
- Aerospace and Defence

Information and Communications Technologies

Other

**4) Describe the products and/or services your company intends to promote at this show.**

**5a) Identify your company's main objective(s) for the trade show.**

- Finding a sales representative/distributor/agent
- Finding investment opportunities
- Finding joint venture, technology partner(s)
- Exposure to new business prospects
- Product testing/market research
- Immediate export sales
- Build on existing relationships
- Labor recruitment
- Other

**5b) Elaborate on the objective(s) you have identified above.**

**6) If you are already doing business in this market, what are the products and/or services exported and what experience have you had?**

**7) During the trade show, we would like to highlight some of Canada's successes. If you are doing business in the region, do you have any success stories that can be shared with local contacts?**

**8) Are there other markets in the region that you wish to pursue? (If yes, please specify)**

**COMPANY PROFILE**

We ask that you provide a brief profile of your company which will be used for the purpose of this show.

In order to fully maximize your networking opportunities, we encourage you to provide a profile that targets potential clients in the market(s), and includes the information in the example below.

**PARTICIPANT(S) CONTACT INFORMATION:**

(If you have multiple company representatives participating in the show, please list all of them.)

**Example:**

Company  
Mr. John Smith  
President  
John.smith@xyz.com (participant)  
123 Trade street  
Ottawa, On K1A 1B2, Canada  
Tel: 902-999-9999  
Website: www.exporter123.ca

**COMPANY PROFILE** (word count max 100):

(The information you enter in this section will be published in the Directory of Participants)

Example: Your organization's business activities, products and/or services which you would like to promote at this show. Your organization's experience in the target market.

**OBJECTIVES** (word count max 50):

(The information you enter in this section will be published in the Directory of Participants)

Example: Your organization's specific objectives for this show (e.g. export of products/services, procurement of a distributor/agent/representative, identification of investment opportunities, market assessment, etc.).

**CONTACT INFORMATION OF LOCAL REPRESENTATIVE/AGENT** (if applicable):

(If the representative is participating in the business program, he/she must register)

Example:

Name, title

City

Tel

Email

**EMERGENCY INFORMATION** – who we should contact in case of an emergency:

Name

Phone

Address

Email