



香港貿易發展局

Hong Kong Trade Development Council

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**Business Matching Manager**  
**Hong Kong Trade Development Council**



**Beschafft Informationen**

**Vermittelt Geschäftskontakte**

**Organisiert Messen**



## 12 Büros in China, mehr als 40 weltweit



# Hong Kong Trade Development Council Informationen



Online 

- Internationale Marktforschung
- Konkurrenzlose China- Marktinformationen
- Preisgekröntes Handelsportal - “Best in Asia”



## Marktforschungspublikationen

- Analyse aktueller Themen und Branchen
- Ausgezeichnete Quellen zur Entwicklung von Geschäftsmodellen



Hong Kong Trade Development Council  
Geschäftskontakte



# HKTDC's Business Matching Service



## Ermittlung passender Geschäftspartner

- Maßgeschneiderte Geschäftskontakte
- Persönlich und online



# Business Matching Service online



- **Online jump-start Suche nach Produkten, Service, Firmen und Marken aus Hongkong, China und Taiwan**



- **Zugang zu unserer Datenbank mit 100,000 Unternehmen**

- **Gebührenfrei**



## Bids n Offers

- **Selbständiger Anzeigenservice für die Suche nach Geschäftspartnern**
- **Ihre Anzeige bleibt 6 Monate in unserem Portal**
- **Gebührenfrei**





## Publikationen

- 14 branchenspezifische Publikationen
- Weltweite Auflage von 2 Millionen jährlich
- Frei/ Expressgebühr

# Business Matching Service persönlich



*Premier*  
CONNECT

- **Persönlicher Business Matching Service**
- **Ein erfahrenes Team von Business-Matching Spezialisten**
- **Auf Ihren Bedarf hin ausgewählte Geschäftspartner**
- **Ideal für Käufer, Verkäufer, Joint Ventures, Lizenzvergaben und vieles mehr**



## Sie bekommen

- Liste von bis zu drei Firmen pro Produkt/Service
- Detaillierte Firmenprofile
- Aktuell recherchierte Marktinformationen
- Rechnung





## Erfolgsgeschichte

Mr. Azzam Charmend Exporthändler, Desin Instruments, S.L. Spain

Sein Ziel: Vertrieb von Prozessregelungstechnik in China über Hongkong

Besondere Anforderungen: Erstmals in Hongkong und China, fehlende Marktinformation, Sprachbarrieren, fremde Geschäftskultur.

Ergebnis der Recherche: Exklusive Vertriebspartnerschaft.

*„Mit Hilfe des Premier Connect Service konnten wir geeignete Partner mit lokalen Marktkenntnissen finden, die uns halfen, unsere Produkte den örtlichen Besonderheiten anzupassen.“*

## Premier Connect Application Form

I WOULD LIKE TO APPLY FOR PREMIER CONNECT SERVICE.

Simply complete this form and return to:

The Hong Kong Trade Development Council office near you For office address label

Browser TDC gJob network at  
<http://www.tdctrade.com/abouttdc/gjob/network.htm>  
or email us at [businessmatching@tdc.org.hk](mailto:businessmatching@tdc.org.hk)

You will be informed of our matching progress:

- An "Acknowledgement of Receipt" will be sent to you in 3 working days upon receipt of your Application Form.
- A "Confirmation of Application" will be sent to you when we have finished detailing your enquiry details and confirmed your payment details.
- A "Premier Connect Service Report" with match results and the "Statement of Account" will be sent to you within 4 weeks after the date of the "Confirmation of Application" upon completion of our matching process.
- A "Customer Survey" will be sent to you at a later stage to obtain your feedback on the Premier Connect.

Please fill in Sections A-D below with as much information as possible to help us process your business match. All sections have to be completed. We suggest that you use one separate Application Form per enquiry.

### A Your Company Details

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: (\_\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_\_) \_\_\_\_\_  
Country Code Country Code

Office E-mail: \_\_\_\_\_

Website: \_\_\_\_\_

Contact Person: Mr/Ms/Miss \_\_\_\_\_  
First Name Last Name

Title & Department: \_\_\_\_\_

Direct E-mail: \_\_\_\_\_

Year Established: \_\_\_\_\_ No. of Staff: \_\_\_\_\_  
(if different from office e-mail)

Annual Turnover: US\$ \_\_\_\_\_

Nature of Business (tick ✓ relevant categories)

- |   |  |   |                                      |
|---|--|---|--------------------------------------|
| <input type="checkbox"/> Buying Cooperative | <input type="checkbox"/> Chain Store     | <input type="checkbox"/> Department Store | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> e-tailer           | <input type="checkbox"/> Exporter        | <input type="checkbox"/> Export Agent     | <input type="checkbox"/> Importer    |
| <input type="checkbox"/> Import Agent       | <input type="checkbox"/> Mail Order Co   | <input type="checkbox"/> Manufacturer     | <input type="checkbox"/> Retailer    |
| <input type="checkbox"/> Wholesaler         | <input type="checkbox"/> Service Company | <input type="checkbox"/> Others (specify) |                                      |

State the product/service sector(s) your company deals with, including brands handled:

\_\_\_\_\_

\_\_\_\_\_

\* Please attach a company overview or brochure.



PCOS102 (V01/0506)

**B Business Objectives**

1. State briefly the objective of your business matching request.

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2. Which types of Hong Kong companies would you like to contact?

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Please complete either Section B1 or B2.

**B1 Sourcing of Product/Service Suppliers from Hong Kong**

1. Describe the product/service you aim to source, its applications, features, materials used and any special requirements, such as specifications and standards. Is a sample available?

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2. Estimate the quantity/volume, lead time for delivery, price range (in USD) and payment terms for your intended order. Would you be willing to provide the name of your banker? If so, please state your banker's name.

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3. Do you need the Hong Kong supplier to have production facilities in Chinese Mainland?

Yes  No  Other countries \_\_\_\_\_

4. a) Do you have experience in sourcing products/services from Hong Kong and Chinese Mainland?

Yes  No

- b) What are your existing distribution channels and markets for your products/services?

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**B2 Other Types of Partnership Including Distributorship, Selling and Seeking Collaboration**

1. Describe the product/service you want to sell or collaborate on, and highlight its selling points. Please provide promotional materials (brochures, CDs/DVDs, samples and/or specifications) that show its special features. What is your business relationship with this product/service (eg. owner, agent, etc)?

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2. What distribution channels do you currently use in your local and overseas markets? Are there competitors in your target market areas? What related industries would you look for if an exact match distributor for your product/service is not available?

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3. a) Are you seeking representation on an exclusive basis?

Yes  No

- b) Specify the territories the distributor should be able to cover, including Hong Kong, Chinese Mainland and/or other countries in Asia.

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4. If you are seeking other forms of collaboration, please specify your requirement.

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### C Hong Kong Partner Profile

1. Would you like us to avoid contacting any particular companies, or types of companies?

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2. Describe your expected profile for potential Hong Kong partner(s) and state any requirements regarding language ability, size of company, sales turnover, market coverage, experience of overseas trade, etc.

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### D Service Fee & Payment

A basic service fee of US\$20 is charged for processing each trade enquiry. This fee is non-refundable. Upon successful business matching, this basic service fee is included in the Matching Fee. If no interested company can be recommended to you, the Matching Fee less the basic service fee of US\$20 will be reimbursed to you. Full payment of the Matching Fee is valid for cancellations notified more than 5 working days after our "Confirmation of Application" is sent to you.

Full terms and conditions are annexed to this Application Form. Please refer to the Premier Connect Rate Card for details of service fees.

#### Matching Service Application

Please tick the box to indicate the nature of enquiry and also the total Matching Fee required.

	Nature of Enquiry	Matching Fee (Exchange rate @HK\$7.8)
<input type="checkbox"/>	<ul style="list-style-type: none"> <li>- Find Agent &amp; Distributor</li> <li>- Find Product Buyer</li> <li>• Offer Service</li> <li>• Licensing &amp; Franchising</li> <li>- Technology Transfer</li> <li>- Other Strategic Partners</li> </ul>	US\$300 per enquiry (including the non-refundable basic service fee of US\$20)
<input type="checkbox"/>	<ul style="list-style-type: none"> <li>- Find Product Suppliers</li> <li>- Find Service Providers</li> </ul>	US\$100 per enquiry (including the non-refundable basic service fee of US\$20)
<b>Total Matching Fee</b>		US\$ _____

Please tick the box if you are interested in the one-on-one appointment service and we shall send you the Appointment Scheduling Form.

	Optional Service	Appointment Fee
<input type="checkbox"/>	Appointment Arrangement	US\$70 per appointment

#### Credit Card Authorization

I hereby agree and authorize the Hong Kong Trade Development Council to debit from my credit card the following amount for Premier Connect business matching service.

Credit Card Type:  AMERICAN EXPRESS  VISA  MASTER CARD

Name of Card Holder: \_\_\_\_\_

Card Number: \_\_\_\_\_ Expiry Date: \_\_\_\_\_ (MM/YY)

Total Payment: US\$ \_\_\_\_\_

Card Holder's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

I hereby declare and confirm my acknowledgment, understanding and agreement in respect of the TERMS AND CONDITIONS annexed to this Application Form.

I agree that the company information provided in this application may be used by the Hong Kong Trade Development Council for incorporation in all or any of its database for business matching (and may therefore become available to the public within and/or outside Hong Kong for use by them), and for any other purposes as stated in the Privacy Policy Statement. I confirm that I have the consent of each individual's name in this form to release their personal data for the purposes stated herein. Copies of the Privacy Policy Statement are available at any time on request from our registration hotline at (852) 2183 8888 or by visiting our website at [www.hktdc.com/privacy/index.htm](http://www.hktdc.com/privacy/index.htm).

Tick here if you do not wish to receive any promotional and other materials from HKTDC via email, fax, post and any other appropriate means.

Name \_\_\_\_\_ Signature & Co. Chop \_\_\_\_\_ Date \_\_\_\_\_



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## Terms and Conditions for Premier Connect

- By making this application for Premier Connect, TDC's Customized Business Matching Services (which includes all information and reports ("Premier Connect Service"), supplied by Hong Kong Trade Development Council, its worldwide offices, officers, licensors, dealers, agents and employees (collectively "TDC") in connection with this application) you (which includes your affiliated companies if you are a company) represent and warrant that:
  - you are authorized to enter into and perform your obligations under this agreement;
  - all the information in or provided in respect of your application is true, correct, complete and current;
  - you have not relied on any statement, representation, warranty or condition made by TDC that is not contained in this agreement.
- TDC is entitled to reject any application without giving any reason or ground. Matching Fees\* are required for TDC's administrative costs and are payable immediately upon TDC sending you Confirmation of Application ("Confirmation Date"). Matching Fees must be paid net of any bank fees, taxes or other charges and your Application will not be processed until TDC receives the total of the appropriate fees. If you are making payment by electronic transfer or similar means, you must ensure that sufficient funds are transferred to cover all such charges.
- Matching Fees\* will not be reimbursed to you, either wholly or partially, except as follows:
  - If you cancel your Application within 5 working days after the Confirmation Date, TDC will charge a basic service fee, which will be deducted from the Matching Fees\* received before making any reimbursement; or
  - If TDC fails to locate any businesses or other entities that, in TDC's sole and absolute discretion, match your needs as specified in the application form, TDC will charge a basic service fee\*, which will be deducted from the Matching Fees\* received before making any reimbursement.If you cancel your Application more than 5 working days after the Confirmation Date, NO reimbursement of the Matching Fees\* will be made.
- Reimbursement shall be paid in Hong Kong dollars, or United States dollars (at a conversion rate of HK\$7.8 = US\$1) if requested by you. TDC may make payment of any applicable reimbursement in any manner it sees fit and may deduct bank fees, currency conversion fees, transfer charges and similar charges before making the reimbursement. If you are in any way dissatisfied with any business or information referred to in any Premier Connect Service Report, No reimbursement will be payable, but TDC may, in its absolute discretion provide further results but is not obliged to do so.
- All applicants must be legally registered companies/ businesses carrying on business in their country of origin in accordance with applicable laws. TDC may require applicants to produce a copy of their latest business registration certificate, certificate of incorporation or other company/business registration documents, business cards and/or product catalogues and/or other document/materials as may be required by TDC proving that they are carrying on a bona fide business at any time.
- You agree to provide such information as may be reasonably requested by TDC from time to time for the purpose of processing your application and establishing the means by which your payments will be made. By making this application you ACKNOWLEDGE HAVING READ AND UNDERSTOOD a copy of TDC's Privacy Policy Statement and CONSENT to its terms.
- As regards you and the TDC, all proprietary and intellectual property rights, including copyright, in the Premier Connect Service Reports remain vested in TDC. You agree to use the information in the Premier Connect Service Reports for your own internal purposes only. Except as aforesaid, you are prohibited from copying, reproducing, publishing, distributing, selling, in any way directly or indirectly using or exploiting it in competition with TDC, or commercially exploiting the Premier Connect Service Reports without the written consent of TDC, which consent TDC may withhold or impose conditions upon, in its absolute discretion. You must not delete or change any intellectual property or proprietary rights notice on any Premier Connect Service Report.
- TDC is not responsible for any delay or failure in performing its obligations under this agreement due to any cause outside or beyond its reasonable control ("force majeure") including but not limited to acts of God, interruption or disruption in transmission, war, riot, malicious acts of damage, civil commotion, strike, lockout, industrial disputes, power failure, fire, computer virus, epidemic and/or the lack of availability of materials or information.
- TDC shall not be deemed to be in breach of the agreement hereof or otherwise be liable to you for any delay or failure in its performance of its obligations hereunder for any loss, expense, liability or damage suffered by you as a result of any of the force majeure events.
- TDC prepares Premier Connect Service Reports based on information provided to it by third parties and does not make any inquiries to determine the accuracy of such information.
  - THE INCLUSION OF INFORMATION IN PREMIER CONNECT SERVICE REPORTS DOES NOT CONSTITUTE A RECOMMENDATION OR ENDORSEMENT BY TDC OF ANY PERSON, COMPANY, FIRM, CORPORATION, PRODUCT OR SERVICE.
  - PREMIER CONNECT SERVICE REPORTS ARE PROVIDED ON "AS IS" BASIS. TDC MAKES NO REPRESENTATION OR WARRANTY (EXPRESS OR IMPLIED), AS TO PREMIER CONNECT SERVICE REPORTS, INCLUDING BUT NOT LIMITED TO THE RELIABILITY, ADEQUACY, ACCURACY OR SUITABILITY OF THEIR CONTENTS FOR ANY PURPOSE EVEN IF MADE KNOWN TO TDC, THE CONSEQUENCES OF RELYING ON PREMIER CONNECT SERVICE REPORTS, NON-INFRINGEMENT, MERCHANTABILITY, FITNESS OR THE STANDARD, CREDIT OR OTHERWISE OF THE PERSON OR ENTITY REFERRED TO IN PREMIER CONNECT SERVICE REPORTS.
  - TDC DISCLAIMS ANY AND ALL LIABILITY FOR LOSS OR DAMAGE OF WHATSOEVER NATURE ARISING OUT OF OR IN CONNECTION WITH THE USE OR PROVISION OF PREMIER CONNECT SERVICE REPORTS OR THE INFORMATION THEREIN BY ANY PERSON FOR ANY REASON WHATSOEVER.
  - USE OF INFORMATION IN PREMIER CONNECT SERVICE REPORTS IS AT YOUR SOLE AND ABSOLUTE RISK. YOU ARE RESPONSIBLE FOR CONDUCTING YOUR OWN DUE DILIGENCE TO ENSURE THAT THE USE OF THE INFORMATION IS SUITABLE FOR YOUR PURPOSES AND COMPLIES WITH ALL APPLICABLE LAWS AND REGULATIONS.
- To the extent that clause 10(c) is not enforceable, any liability of TDC under this agreement or its provision of the services is limited to the amount of Matching Fees paid by you under this agreement.
- This agreement complies with all the terms agreed between the parties hereto and supercedes all other commitments, written or oral agreements, representations or warranties in respect of the subject matter of this agreement.
- The legality, invalidity or unenforceability of any provision of this agreement under the law of any jurisdiction shall not affect its legality, validity or enforceability under the laws of any other jurisdiction nor the legality, validity or enforceability of any other provision.
- This agreement shall be governed by the law of the Hong Kong Special Administrative Region. You agree to submit to the exclusive jurisdiction of the Hong Kong courts.

\* Please refer to TDC Premier Connect Rate Card for details.



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## Führende Handelsmessen in Asien





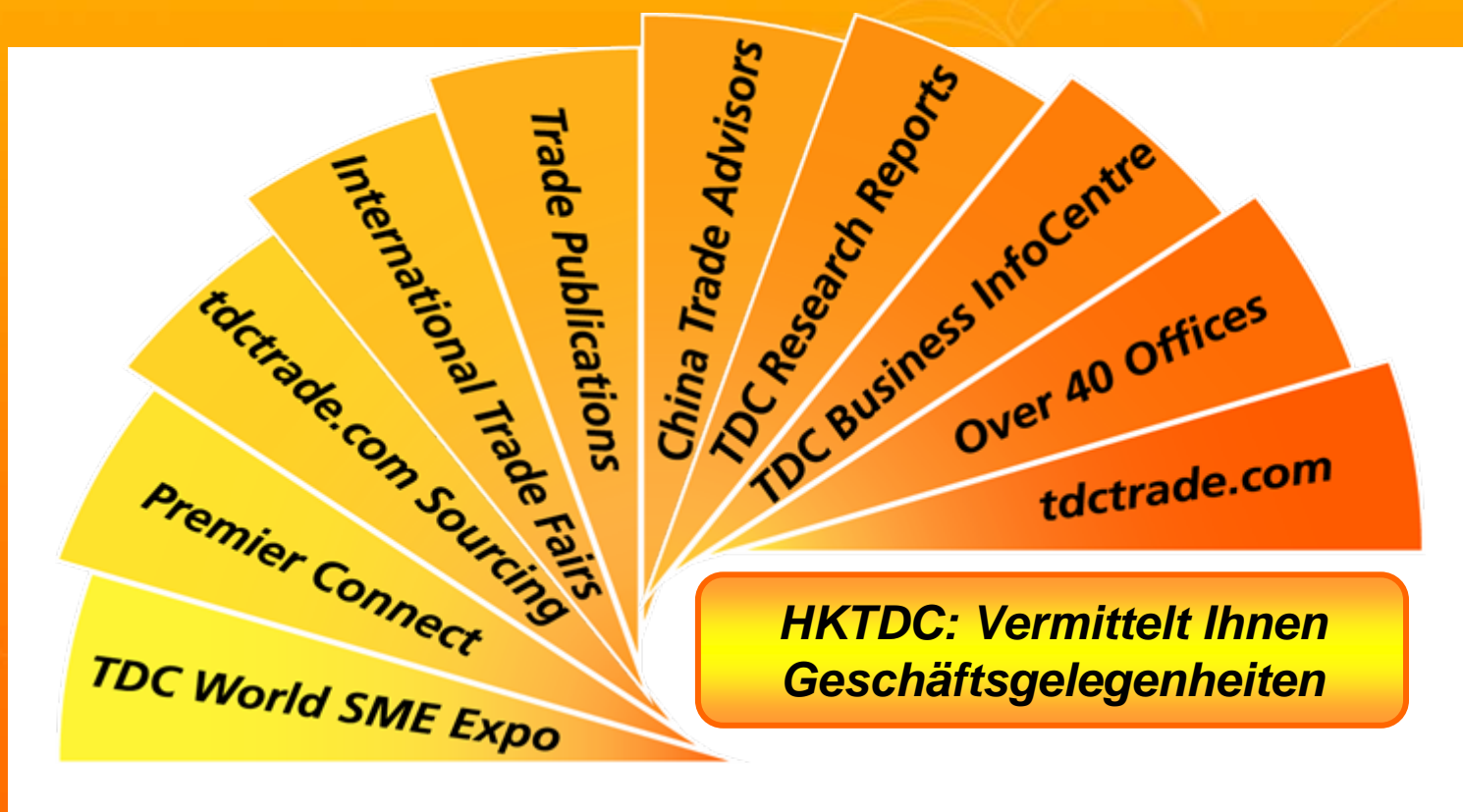
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# HK Trade Development Council



**Margret von Derschau**  
**Business Matching Manager**



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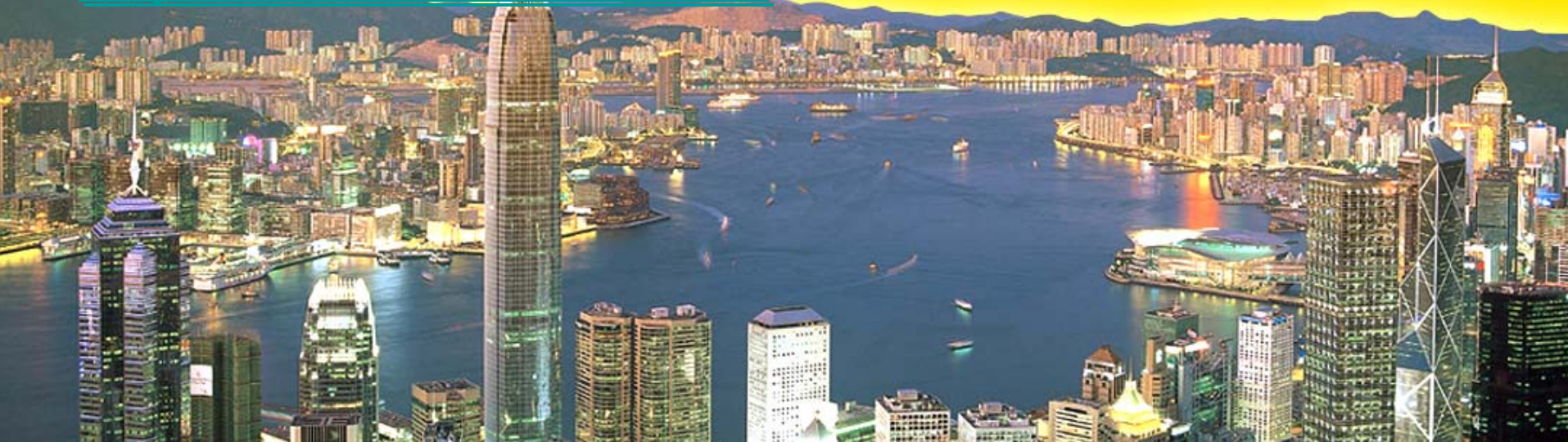
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***Thank you!***

