

## PRINCIPALI PASSAGGI DI REGISTRAZIONE

### 1. Selezionare il range del proprio fatturato e di quello delle aziende che si desidera incontrare

Please complete the section below and click *Next* to move to the next one. We would like to remind you that, afterwards, you will be able to edit and/or integrate the information entered herewith in your personal area.

### REVENUES

Please enter the last year's revenues of your company

Currency  
EUR

Last year's company revenues  
0mln - 5mln EUR

Please enter the last year's revenues of the company you are looking for

Currency  
EUR

Last year's company revenues  
0mln - 5mln EUR

- Select ---
- Any range of revenues
- 0mln - 5mln EUR
- 5mln - 20mln EUR
- 20mln - 100mln EUR
- 100mln - 500mln EUR
- > 500mln EUR

NEXT

20%

### 2. Selezionare i paesi in cui si opera e quelli in cui dovrebbe operare l'azienda desiderata

### COUNTRIES

Countries where the company operates

Select a geographical macro region  
Western Europe

Select a Country  
--- Select ---

Western Europe

Italy

Countries of interest in which the desired company has to operate

Select a geographical macro region  
Western Europe

Select a Country  
--- Select ---

- Select ---
- World --
- Eastern Asia
- Eastern Europe & Central Asia
- Eastern, Middle & Western Africa
- Latin America & Caribbean
- Middle East & North Africa
- Northern America
- Pacific
- Southern Africa
- Southern Asia
- Western Europe

Germany Denmark Spain Finland  
Ireland Iceland Italy Jersey  
Norway Portugal Sweden

NEXT

35%

3. Selezionare la tipologia di prodotti/servizi offerti dalla propria azienda e le categorie ricercate nelle controparti (una volta selezionata una categoria, altre sottocategorie si aprono)

**PRODUCTS AND SERVICES** ⓘ

Please enter the products/services of your company

**LOOK FOR A SPECIFIC PRODUCT/SERVICE** **CONSULT OUR DIRECTORY**

List of products and services

--- Select ---

- Products of agriculture, forestry and fishing
- Mining and quarrying
- Manufactured products
- Electricity, gas, steam and air conditioning
- Water supply; sewerage, waste management and remediation services
- Constructions and construction works**
- Wholesale and retail trade services; repair services of motor vehicles and motorcycles
- Transportation and storage services
- Accommodation and food services
- Information and communication services
- Financial and insurance services
- Real estate services
- Professional, scientific and technical services
- Administrative and support services
- Public administration and defence services; compulsory social security services
- Education services
- Human health and social work services
- Arts, entertainment and recreation services
- Other services
- Services of households as employers; undifferentiated goods and services produced by households for own use

50%

4. Selezionare il proprio fattore di competitività e quello ricercato nella controparte

**MAIN COMPETITIVENESS FACTORS**

Please enter the main competitiveness factor of your company

Main competitiveness factor of the company

Brand/image

Please enter the main competitiveness factor of the company you are looking for

Main competitiveness factor of the company

--- Select ---

- Select ---
- Brand/image
- Flexibility
- Innovation/Technology
- Other
- Price
- Quality**

**NEXT**

60%

5. Selezionare una o più ragioni per gli incontri b2b

**REASON FOR MEETING**

Please enter below your business requirements: what are you looking for and the counterpart you desire to meet (you may select more than one choice)

Reason for meeting

--- Select ---

- Select ---
- I am looking for a partner for R&D projects or intellectual property management
- I am looking for access to markets and distribution networks/franchising
- I am looking for clients for the sale of goods
- I am looking for clients for the sale of services
- I am looking for investment opportunities
- I am looking for investors
- I am looking for partners that offer productive capacity
- I am looking for providers of services
- I am looking for specialized personnel/distinctive competences
- I am looking for suppliers of goods
- I am looking to offer productive capacity to a partner
- I am looking to offer specialized personnel/distinctive competences to a partner
- I am looking to offer to partners business opportunities/distribution agreements in my own Country and/or in the Countries where I operate

70%

6. Selezionare a quale Business Unit appartengono i rappresentanti aziendali che parteciperanno ai b2b

**BUSINESS UNITS**

Please enter your business unit

If you are not going to attend the meetings in person, you will be able to add more representatives of your company from the Representative section in your personal area.

Business unit

--- Select ---

Business unit of the representative of the desired company ⓘ

Business unit

- Select ---
- Select ---
- Accounting, Financial Management and Control
- Sales, Business Development
- Journalist, Publicist
- ICT, Information systems
- Logistics, Supply Chain
- Marketing, Communication
- Production, Operations
- Procurement
- Research and Development, Design
- Human Resources, Organization
- Company Management (President, CEO, MD)
- Any business unit

NEXT

80%

WEBSITE TERMS OF USE SERVICE AGREEMENT

7. Selezionare le date in cui sarete presenti a Astana (sezione che sarà possibile anche completare in seguito)

**CALENDAR**

Please choose herebelow the days in which you will be able to attend to B2B meetings during Expo Astana 2017. Then you will be able to modify and finalize the entered information from your personal area.  
If you would rather indicate your availability afterwards, you may skip to the next section and fill in the details from your personal area.

Year Month **Your selected dates** < June 2017 >

Meetings with Kazakh companies will be scheduled in Astana during Expo Astana 2017. You may enter in the calendar days you will be available for the meetings

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28	29	30	31	1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	1

Fine della registrazione