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| DRAFT REPORT FOR A PROSPECTION TRIP |

Name of the applicant:

## Name of the company:

## Date:

## **Option 1:**

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| Name of the initiative: |
| Date: from            to |
| Initiative (**delete** what is not applicable): |
| participation at an economical mission organized by FIT  prospection trip in the context of a FIT-group stand  participation in most of the FIT-program (FIT-group stand or group mission) |

## **Option 2: all the questions below only apply to option 2**

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| Date: from            to |
| Initiative (**delete** what is not applicable): |
| participation at a group mission organized by another organization than FIT  participation at a group mission organized by FIT   (if FIT-program was not followed)  individual prospection trip  investment mission that has no delocalization as a result  mission in the margin of a FIT-group stand (if other appointments were made) |
| **Only for option two:** Chronological overview with details of **all** made contacts (name of the company, address and date), as well as the result per contact. |

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| Name company 1: |  |
| Address company 1: |  |
| Date: |  |
| Result: |  |
| Name company 2: |  |
| Address company 2: |  |
| Date: |  |
| Result: |  |
| Name company 3: |  |
| Address company 3: |  |
| Date: |  |
| Result: |  |
| Name company 4: |  |
| Address company 4: |  |
| Date: |  |
| Result: |  |
| Name company 5: |  |
| Address company 5: |  |
| Date: |  |
| Result: |  |
| Name company 6: |  |
| Address company 6: |  |
| Date: |  |
| Result: |  |

If there are more than 6 companies, you can enlarge the table.

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| **Only for option 2:** Have any orders been made yet? If not, do you expect orders to be made in the short term? |
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| **Only for option 2:** Will the planned investment take place? If so, which are the consequences for the further development of your company? |
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| **Only for option 2:** Did you have contact with the FIT - representation in the prospected country? (contact is required by law for individual prospection trips!) If so, what was the result of this contact? |
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| **Only for option 2:** Describe the results of this prospection trip. Are you satisfied with these results? |
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