

## Application Form for Overseas Agent/Partner

### 全国糖酒会海外代理/合作伙伴申请表

#### I. Basic Information

##### 一、基本信息

| Items                                 | Details                                                                     |
|---------------------------------------|-----------------------------------------------------------------------------|
| Institution Name (Chinese)            | <input type="checkbox"/> (Must be consistent with the business license)     |
| Institution Name (Foreign Language)   | <input type="checkbox"/>                                                    |
| Country/Region of Registration        | <input type="checkbox"/>                                                    |
| Registered Address (Detailed)         | <input type="checkbox"/>                                                    |
| Actual Business Address               | <input type="checkbox"/> (Fill in if different from registered address)     |
| Establishment Date                    | <input type="checkbox"/> Year Month Day                                     |
| Registered Capital (Local Currency)   | <input type="checkbox"/> Amount: _____ Equivalent to RMB (approx.): _____   |
| Business Scope                        | <input type="checkbox"/> (Must list exhibition-related business in detail)  |
| Legal Representative/Person in Charge | <input type="checkbox"/> Name: _____ Position: _____ Contact Details: _____ |
| Contact Information                   | <input type="checkbox"/> Name: _____ Position: _____ Tel.: _____            |

| Items                          | Details                                                                      |
|--------------------------------|------------------------------------------------------------------------------|
|                                | _____ Email: _____                                                           |
| Website (if any)               | <input type="checkbox"/>                                                     |
| Social Media Accounts (if any) | <input type="checkbox"/> (e.g. LinkedIn, local mainstream platform accounts) |

| 填写项         | 具体内容                                                         |
|-------------|--------------------------------------------------------------|
| 机构名称（中文）    | <input type="checkbox"/> （需与营业执照一致）                          |
| 机构名称（外文）    | <input type="checkbox"/>                                     |
| 注册国家 / 地区   | <input type="checkbox"/>                                     |
| 注册地址（详细）    | <input type="checkbox"/>                                     |
| 实际经营地址      | <input type="checkbox"/> （若与注册地址不一致请填写）                      |
| 成立时间        | <input type="checkbox"/> 年 月 日                               |
| 注册资本（当地货币）  | <input type="checkbox"/> 金额：_____ 折合人民币（约）：_____             |
| 经营范围        | <input type="checkbox"/> （需包含会展相关业务，详细列明）                    |
| 法定代表人 / 负责人 | <input type="checkbox"/> 姓名：_____ 职务：_____ 联系方式：_____        |
| 对接人信息       | <input type="checkbox"/> 姓名：_____ 职务：_____ 电话：_____ 邮箱：_____ |
| 机构官网（如有）    | <input type="checkbox"/>                                     |
| 社交媒体账号（如有）  | <input type="checkbox"/> （如 LinkedIn、本地主流平台账号）               |

## II. Subject Qualification Information

### 二、主体资质信息

| Items                     | Details                                                                                                                                                                                                 |
|---------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Registration No.          | <input type="checkbox"/> (Official Registration No. of the Country/Region)                                                                                                                              |
| Business License          | <input type="checkbox"/> Exhibition-related Business License Name: _____ No.: _____<br>Validity Period: _____                                                                                           |
| Operational Status        | <input type="checkbox"/> Years of Continuous Operation: _____ years. Illegal or irregular records in the past 3 years: <input type="checkbox"/> Yes <input type="checkbox"/> No (please explain if any) |
| Credit Status Declaration | <input type="checkbox"/> We declare no major litigation disputes or adverse credit records. Otherwise, we voluntarily assume corresponding responsibilities.                                            |

| 填写项    | 具体内容                                                                                                                      |
|--------|---------------------------------------------------------------------------------------------------------------------------|
| 注册登记编号 | <input type="checkbox"/> (所在国家 / 地区官方注册编号)                                                                                |
| 经营许可资质 | <input type="checkbox"/> 会展相关经营许可名称: _____ 编号: _____ 有效期: _____                                                           |
| 存续经营情况 | <input type="checkbox"/> 连续经营年限: _____ 年 近 3 年是否无违法违规记录: <input type="checkbox"/> 是 <input type="checkbox"/> 否<br>(如有请说明) |
| 信用状况声明 | <input type="checkbox"/> 本机构承诺无重大诉讼纠纷、不良市场信用记录, 如有虚假, 自愿承担相应责任                                                            |

### III. Business Capabilities and Experience

#### 三、业务能力与经验

| Items                                                     | Details                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|-----------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Years of Experience in the Exhibition Industry            | <input type="checkbox"/> Years of Experience for Core Team: _____ years. Overall Years of Experience: _____ years                                                                                                                                                                                                                                                                                                                                               |
| Past Core Exhibitions (Food and Drinks)                   | <p>1. Project Name: _____ Exhibition Type: <input type="checkbox"/> Professional Exhibition <input type="checkbox"/> Comprehensive Exhibition Single Scale: ____m<sup>2</sup>: _____</p> <p>2. Project Name: _____ Exhibition Type: <input type="checkbox"/> Professional Exhibition <input type="checkbox"/> Comprehensive Exhibition Single Scale: _____ m<sup>2</sup></p> <p>Date: _____ (Additional pages can be attached with 3 core projects limited)</p> |
| Full-Process Exhibition Organization Service Capabilities | <input type="checkbox"/> Booth design and construction: <input type="checkbox"/> Yes <input type="checkbox"/> No Cooperating construction company name (if any): _____ <input type="checkbox"/> Value-added service (multiple choices allowed): <input type="checkbox"/> Buyer Matching <input type="checkbox"/> Business Organization <input type="checkbox"/> Policy Consultation <input type="checkbox"/> Others: _____                                      |
| Overseas Events Organization Capabilities                 | <p>1. Past Event Cases 1 Event Name: _____ Event Type: <input type="checkbox"/> Tasting <input type="checkbox"/> Matching <input type="checkbox"/> Seminar <input type="checkbox"/> Others: _____ Time: _____</p> <p><b>Year ____Month Participants: ____members Event Effectiveness: _____</b></p> <p>2. Past Event Case 2 Event Name: _____</p>                                                                                                               |

| Items                                     | Details                                                                                                                                                                                                                                                                                                                             |
|-------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                           | <p>_____ Event Type: <input type="checkbox"/> Tasting Session <input type="checkbox"/> Matching Session <input type="checkbox"/> Seminar <input type="checkbox"/> Others: _____ Date: _____ <b>Participants:</b> _____ <b>members Event Effectiveness:</b> _____ (Additional pages can be attached, with 3 core events limited)</p> |
| Industry Resource Networking Capabilities | <p><input type="checkbox"/> Cooperation with local exhibition associations/industry organizations: _____ (Please list cooperating parties and content if any)</p>                                                                                                                                                                   |

| 填写项               | 具体内容                                                                                                                                                                                                                                                                                           |
|-------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 会展行业从业年限          | <p><input type="checkbox"/> 核心团队从业年限: _____ 年 机构整体从业年限: _____ 年</p>                                                                                                                                                                                                                            |
| 过往核心会展项目 (食品酒类相关) | <p>1.项目名称: _____ 展会类型: <input type="checkbox"/> 专业展 <input type="checkbox"/> 综合展 单届规模: _____ m<sup>2</sup> 举办时间: _____ 年 _____ 月 2.项目名称: _____ 展会类型: <input type="checkbox"/> 专业展 <input type="checkbox"/> 综合展 单届规模: _____ m<sup>2</sup> 举办时间: _____ 年 _____ 月 (可附页补充, 限填 3 个核心项目)</p>         |
| 全流程组展服务能力         | <p><input type="checkbox"/> 是否具备展台设计搭建能力: <input type="checkbox"/> 是 <input type="checkbox"/> 否 合作搭建商名称 (如有): _____ <input type="checkbox"/> 增值服务能力 (可多选): <input type="checkbox"/> 采购商配对 <input type="checkbox"/> 商务活动组织 <input type="checkbox"/> 政策咨询 <input type="checkbox"/> 其他: _____</p> |
| 海外本地化活动组织能力       | <p>1.过往活动案例 1 活动名称: _____ 活动类型: <input type="checkbox"/> 品鉴会 <input type="checkbox"/> 配对会 <input type="checkbox"/> 研讨会 <input type="checkbox"/> 其他: _____ 举办时间: _____ 年 _____ 月 参与人数: _____</p>                                                                                                |

|          |                                                                                                                                                                                                                                              |
|----------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|          | ____人 活动成效: ____ 2.过往活动案例 2 活动名称: ____<br>活动类型: <input type="checkbox"/> 品鉴会 <input type="checkbox"/> 配对会 <input type="checkbox"/> 研讨会 <input type="checkbox"/> 其他: ____ 举办时<br>间: ____年____月 参与人数: ____人 活动成效: ____ (可附页补<br>充, 限填 3 个核心活动) |
| 行业资源对接能力 | <input type="checkbox"/> 与当地会展协会 / 行业组织合作情况: ____ (如有合作请<br>列明合作方及内容)                                                                                                                                                                        |

#### IV. Customer Resource Reserves (Limited to Food and Drinks Industry)

#### 四、客户资源储备 (仅限食品酒类行业)

| Items                                           | Details                                                                                                                                 |
|-------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|
| Number of Key Customers                         | <input type="checkbox"/> ____ (Please list core customer names; additional pages allowed: ____)                                         |
| Number of General Customers                     | <input type="checkbox"/> ____                                                                                                           |
| Professional Visitors Organization Capabilities | <input type="checkbox"/> Highest number of professional visitors organized in past single exhibition: ____ Main types of visitors: ____ |
| Years of Cooperation with Core Customers        | <input type="checkbox"/> Average years of cooperation: ____ years<br>Number of long-term (more than 3 years) customers: ____            |

| 填写项 | 具体内容 |
|-----|------|
|-----|------|

|              |                                                               |
|--------------|---------------------------------------------------------------|
| 重点客户数量       | <input type="checkbox"/> ____ 家 （需列明核心客户名称，可附页： ____）         |
| 普通客户数量       | <input type="checkbox"/> ____家                                |
| 专业观众组织<br>能力 | <input type="checkbox"/> 过往单届展会最高组织专业观众数量： ____家 主要观众类型： ____ |
| 核心客户合作<br>年限 | <input type="checkbox"/> 平均合作年限： ____年 长期合作（3 年以上）客户数量： ____家 |

## V. Cooperation Plan

### 五、合作规划

| Items                                     | Details                                                                                                                                                                         |
|-------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Intended<br>Authorized<br>Region          | <input type="checkbox"/> (Specify country/region; multiple options can be filled)                                                                                               |
| Cooperation<br>Targets (Within 1<br>Year) | <input type="checkbox"/> Planned number of exhibitors recruited: ____ Planned number of professional visitors: ____ Planned number of localized events: ____ Other targets____: |
| Localized<br>Service Plan                 | <input type="checkbox"/> (Briefly describe exhibitor recruitment and sourcing strategies, customer service plans, and localized event ideas; additional pages allowed)          |
| Supports<br>Required from<br>CFDF         | <input type="checkbox"/> (Such as brand resources, business training, data support, etc.)                                                                                       |

| 填写项        | 具体内容                                                                               |
|------------|------------------------------------------------------------------------------------|
| 意向授权区域     | <input type="checkbox"/> （明确国家/地区，可填写多个）                                           |
| 合作目标（1年内）  | <input type="checkbox"/> 计划招展数量：_____家 计划组织专业观众数量：__家 计划组织本地化活动场次：____场 其他目标_____： |
| 本地化服务计划    | <input type="checkbox"/> （简述招展招商策略、客户服务方案、本地化活动策划思路，可附页）                           |
| 需全国糖酒会支持事项 | <input type="checkbox"/> （如品牌资源、业务培训、数据支持等）                                        |

## VI. Additional Information

### 六、其他补充信息

| Items                                      | Details                                                                                                                                                                                                          |
|--------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Advantages in Exhibition Organization Work | <input type="checkbox"/> (Briefly describe core advantages that align with the CFDF's strategic direction of internationalization, specialization, market orientation, and branding,"; additional pages allowed) |
| Other Matters to Explain                   | _____ <input type="checkbox"/>                                                                                                                                                                                   |

| 填写项    | 具体内容                                                               |
|--------|--------------------------------------------------------------------|
| 组展工作优势 | <input type="checkbox"/> （简述契合全国糖酒会“国际化、专业化、市场化、品牌化”发展方向的核心优势，可附页） |

|             |        |
|-------------|--------|
| 其他需说明<br>事项 | _____□ |
|-------------|--------|

VII. List of Proof Materials to Submit (Copies must be stamped with the official seal)

七、需提交的证明材料清单（复印件需加盖机构公章）

1. Subject qualification certificates: Business license/registration certificate, exhibition operation permits (if any);

1.主体资质证明：营业执照 / 注册登记证书、会展经营许可证文件（如有）；

2. Team certificates: resumes of core team members, social security payment certificates for employees (or equivalent local certificates of employment);

2.团队证明：核心团队简历、员工社保缴纳证明（或当地等效用工证明）；

3. Business experience certificates: Past food and drinks exhibition contracts, on-site photos, project summary reports (select 2 or more items);

3.业务经验证明：过往食品酒类会展项目合同、展会现场照片、项目总结报告（任选 2 项以上）；

4. Event organization capability certificates: Contracts, venue confirmation letters, on-site photos, guest lists, event feedback for past localized events (tasting or matching

events, etc.) (select 2 or more items);

4.活动组织能力证明：过往本地化活动（品鉴会、配对会等）的合同、场地确认函、现场照片、参与嘉宾名单、活动反馈（任选 2 项以上）；

5. Customer resource certificates: cooperation agreements with key customer (copies), customer lists (with years of cooperation noted);

5.客户资源证明：重点客户合作协议（复印件）、客户清单（需注明合作年限）；

6. Credit certificates: Official certificates for no illegal or irregular records from the country/region (or self-declaration letter);

6.信用证明：所在国家/地区官方出具的无违法违规记录证明（或自我声明函）；

7. Supplementary materials: Cooperation agreements with local industry associations, award certificates, media reports, etc. (if any).

7.补充材料：与当地行业协会合作协议、获奖证书、媒体报道等（如有）。

China Food & Drinks Fair

June 2, 2026

全国糖酒会商品交易会

2026 年 6 月 2 日