

Please return this form to Mr Arvin Ng on or before 17. 9. 2021 via email: [arvin.ng@hongkong.messefrankfurt.com](mailto:arvin.ng@hongkong.messefrankfurt.com)

**Paperworld China 2021 – Business Matching Program – Exhibitor Registration Form**

Make the most of your participation at Paperworld China by joining this complimentary Business Matching Program!

This program will further assist you in promoting your business to buyers.

VIP buyers will join this Business Matching Program to source for products and acquire new business opportunities at the fair. We will match you with VIP buyers' sourcing requirements and the meeting for matched pairs will be scheduled prior the fair. Each meeting will be approx. 15 minutes. Should your company be successfully matched with a buyer, a meeting schedule will be informed in early October.

**Business matching date:** 11 – 13. 10. 2021 (online); 15 – 17. 10. 2021 (during-the-fair)

**Duration:** approx. 15 minutes / meeting

**Note:** The Organiser cannot guarantee business-matching slot will be available.

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Company name: \_\_\_\_\_  
 Contact: (Mr / Mrs / Ms) \_\_\_\_\_ Title: \_\_\_\_\_  
 Mobile contact: ( \_\_\_\_\_ ) \_\_\_\_\_  
 Tel: ( \_\_\_\_\_ ) \_\_\_\_\_ Fax: ( \_\_\_\_\_ ) \_\_\_\_\_  
 Email: \_\_\_\_\_ Website: \_\_\_\_\_

**Business Nature**

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Manufacturer           | <input type="checkbox"/> OE manufacturer          | <input type="checkbox"/> Sole agent / Wholesaler / Distributor |
| <input type="checkbox"/> Designer               | <input type="checkbox"/> Parts manufacturer       | <input type="checkbox"/> Accessories manufacturer              |
| <input type="checkbox"/> Machinery manufacturer | <input type="checkbox"/> Consumables manufacturer | <input type="checkbox"/> Licensed company                      |

**Business Activity Details**

Brief history (include existing operation in other regions) \_\_\_\_\_  
 Annual turnover \_\_\_\_\_ USD \_\_\_\_\_ Established year \_\_\_\_\_  
 Key product lines & brands \_\_\_\_\_  
 Products are for \_\_\_\_\_% School \_\_\_\_\_% Office supplies \_\_\_\_\_% Gift  
 Target market  America  Asia  Japan  Korea  Europe  Middle East  
 Russia  China, please specify province(s): \_\_\_\_\_  
 Others, please specify: \_\_\_\_\_  
 Manufacturing & distribution set-up \_\_\_\_\_  
 Affiliations & joint ventures (if any) \_\_\_\_\_  
 Does your company import from other countries?  Yes  No  
 - How many percent of the products are imported? \_\_\_\_\_ %  
 - From which country? \_\_\_\_\_ (country)

**Targeted Buyer**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Wholesalers / Distributors    | <input type="checkbox"/> Importers / Import Agents | <input type="checkbox"/> Retailers / (Chain) Stores |
| <input type="checkbox"/> Licensees                     | <input type="checkbox"/> Franchisees               | <input type="checkbox"/> Joint Venture Partners     |
| <input type="checkbox"/> Others, please specify: _____ |  |   |

**Qualification**

- |  |                               |                                     |                             |                             |                                |
|--|-------------------------------|-------------------------------------|-----------------------------|-----------------------------|--------------------------------|
| <input type="checkbox"/> FSC                                     | <input type="checkbox"/> PEFC | <input type="checkbox"/> EU995/2010 | <input type="checkbox"/> UL | <input type="checkbox"/> CE | <input type="checkbox"/> CPSIA |
| <input type="checkbox"/> ISO or eco-label, please specify: _____ |                               |                                     |                             |                             |                                |
| <input type="checkbox"/> Others, please specify: _____           |                               |                                     |                             |                             |                                |

## Keywords of Product Details

(If the keywords are searched by buyers more frequently, the more opportunity to facilitate a matchmaking.)

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### 1) Desk accessories

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Clip / metal clip            | <input type="checkbox"/> Magnifier             | <input type="checkbox"/> Self-ink stamp                   |
| <input type="checkbox"/> Clip dispenser / holder      | <input type="checkbox"/> Map                   | <input type="checkbox"/> Stamp / chop / seal              |
| <input type="checkbox"/> Compass                      | <input type="checkbox"/> Paper weight          | <input type="checkbox"/> Stamp accessories                |
| <input type="checkbox"/> Correction fluid / tape      | <input type="checkbox"/> Pencil sharpener      | <input type="checkbox"/> Stamp pad / cushion              |
| <input type="checkbox"/> Desk caddy / organiser / set | <input type="checkbox"/> Pin & push pin        | <input type="checkbox"/> Stapler, staple & staple remover |
| <input type="checkbox"/> Desk mats                    | <input type="checkbox"/> Pin board             | <input type="checkbox"/> Stationery label                 |
| <input type="checkbox"/> Eraser                       | <input type="checkbox"/> Rubber band           | <input type="checkbox"/> Stationery punch                 |
| <input type="checkbox"/> Globe / desk top globe       | <input type="checkbox"/> Ruler / cutting ruler | <input type="checkbox"/> Tape dispenser                   |
| <input type="checkbox"/> Letter opener                | <input type="checkbox"/> Scissors              |   |
| <input type="checkbox"/> Magnetic                     |  |   |

### 2) Gift items and promotional merchandise

- |   |  |                                 |
|---|--|---------------------------------|
| <input type="checkbox"/> Board games            | <input type="checkbox"/> Figure              | <input type="checkbox"/> Model  |
| <input type="checkbox"/> Card games             | <input type="checkbox"/> Gift stationery set | <input type="checkbox"/> Puzzle |
| <input type="checkbox"/> Crystal and decorative | <input type="checkbox"/> Licensed stationery |                                 |

### 3) Hobby, craft and art supplies

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Acrylic colour            | <input type="checkbox"/> Embossing seal    | <input type="checkbox"/> Paste & glue                   |
| <input type="checkbox"/> Artist box                | <input type="checkbox"/> Face painting     | <input type="checkbox"/> Picture frame                  |
| <input type="checkbox"/> Brushes                   | <input type="checkbox"/> Face print pen    | <input type="checkbox"/> Play dough                     |
| <input type="checkbox"/> Calligraphy               | <input type="checkbox"/> Fine art charcoal | <input type="checkbox"/> Plier                          |
| <input type="checkbox"/> Canvas                    | <input type="checkbox"/> Geometric model   | <input type="checkbox"/> Polymer clay                   |
| <input type="checkbox"/> Clay                      | <input type="checkbox"/> Gouache           | <input type="checkbox"/> Punching tool                  |
| <input type="checkbox"/> Crayon                    | <input type="checkbox"/> Light clay        | <input type="checkbox"/> Reference book and sketch book |
| <input type="checkbox"/> Cutter                    | <input type="checkbox"/> Mould             | <input type="checkbox"/> Ribbon and bow                 |
| <input type="checkbox"/> Cutting surface           | <input type="checkbox"/> Oil colour        | <input type="checkbox"/> Specialty paper                |
| <input type="checkbox"/> DIY kits                  | <input type="checkbox"/> Origami paper     | <input type="checkbox"/> Sponge dish                    |
| <input type="checkbox"/> Drawing and computer desk | <input type="checkbox"/> Painting knives   | <input type="checkbox"/> Spray paint                    |
| <input type="checkbox"/> Drawing box               | <input type="checkbox"/> Palette           |   |
| <input type="checkbox"/> Easel / drawing board     |  |   |

### 4) Office electronics, IT and multimedia accessories

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Calculator                    | <input type="checkbox"/> Laser pointer                               | <input type="checkbox"/> Remote office equipment     |
| <input type="checkbox"/> Card reader                   | <input type="checkbox"/> Mailing machine                             | <input type="checkbox"/> Scanner                     |
| <input type="checkbox"/> Counterfeit banknote detector | <input type="checkbox"/> Mouse                                       | <input type="checkbox"/> Screen filter               |
| <input type="checkbox"/> Data bank                     | <input type="checkbox"/> Mouse pad                                   | <input type="checkbox"/> Screen protector            |
| <input type="checkbox"/> Digital tablet / touch pen    | <input type="checkbox"/> Office lighting                             | <input type="checkbox"/> Speaker                     |
| <input type="checkbox"/> Eye protection lamp           | <input type="checkbox"/> Paper shredder                              | <input type="checkbox"/> Time recorder               |
| <input type="checkbox"/> Headset                       | <input type="checkbox"/> Printer                                     | <input type="checkbox"/> Timer / measuring equipment |
| <input type="checkbox"/> Ink cartridges                | <input type="checkbox"/> Printing consumables                        | <input type="checkbox"/> USB product                 |
| <input type="checkbox"/> Keyboard                      | <input type="checkbox"/> Projector                                   | <input type="checkbox"/> Web camera                  |
| <input type="checkbox"/> Laminated machine             | <input type="checkbox"/> Reading pen / recorder pen / translator pen | <input type="checkbox"/> Wireless / Bluetooth device |

**5) Office supplies**

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Account and banking equipment | <input type="checkbox"/> File box                        | <input type="checkbox"/> Office furniture          |
| <input type="checkbox"/> Adjustable desk and arm       | <input type="checkbox"/> Flipchart stand                 | <input type="checkbox"/> Office machines           |
| <input type="checkbox"/> Binding equipment             | <input type="checkbox"/> Foot rest                       | <input type="checkbox"/> Personal hygiene supplies |
| <input type="checkbox"/> Briefcase / suitcase          | <input type="checkbox"/> Key rack and cabinet            | <input type="checkbox"/> Projector screen          |
| <input type="checkbox"/> Card holder and lanyard       | <input type="checkbox"/> Labeller                        | <input type="checkbox"/> Sign                      |
| <input type="checkbox"/> Clip board                    | <input type="checkbox"/> Lever arch files and mechanisms | <input type="checkbox"/> Stationery scale          |
| <input type="checkbox"/> Computer bag                  | <input type="checkbox"/> Mobile compactor                | <input type="checkbox"/> Trimmers                  |
| <input type="checkbox"/> Ergonomic equipment           |  | <input type="checkbox"/> Waste paper basket / bin  |

**6) Paper and printing products**

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|---|---|---|
| <input type="checkbox"/> Adhesive memo pad          | <input type="checkbox"/> Masking tape                       | <input type="checkbox"/> Plain paper        |
| <input type="checkbox"/> Bookmark                   | <input type="checkbox"/> Memo pad and sticky note           | <input type="checkbox"/> Recycled paper     |
| <input type="checkbox"/> Calendar / desk calendar   | <input type="checkbox"/> Notebook, exercise book            | <input type="checkbox"/> Red pocket         |
| <input type="checkbox"/> Diary                      | <input type="checkbox"/> Office paper                       | <input type="checkbox"/> Ring binder insert |
| <input type="checkbox"/> Envelope / brown envelope  | <input type="checkbox"/> Paper bag                          | <input type="checkbox"/> Scrapbook          |
| <input type="checkbox"/> Exercise book              | <input type="checkbox"/> Paper box                          | <input type="checkbox"/> Stamp album        |
| <input type="checkbox"/> Gift box                   | <input type="checkbox"/> Paper roll for fax & cash register | <input type="checkbox"/> Sticker            |
| <input type="checkbox"/> Greeting card and postcard |   | <input type="checkbox"/> Telephone index    |
| <input type="checkbox"/> Mask                       |   |   |

**7) School supplies**

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Chalk                           | <input type="checkbox"/> Model for teaching purpose | <input type="checkbox"/> Specimen for teaching purpose |
| <input type="checkbox"/> Demonstration equipment         | <input type="checkbox"/> School bag                 | <input type="checkbox"/> Student desk and chair        |
| <input type="checkbox"/> Learning software and equipment | <input type="checkbox"/> School stationery set      | <input type="checkbox"/> White board / black board     |
| <input type="checkbox"/> Lunch box                       | <input type="checkbox"/> School water bottle        | <input type="checkbox"/> Writing board duster          |

**8) Workspace organisers**

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|---|---|---|
| <input type="checkbox"/> Book ends / rest / stand | <input type="checkbox"/> Magazine box / rack      | <input type="checkbox"/> Pen stand        |
| <input type="checkbox"/> Cash register / cash box | <input type="checkbox"/> Memo / letter holder     | <input type="checkbox"/> Pencil box & bag |
| <input type="checkbox"/> Document tray            | <input type="checkbox"/> Name card holder / stand | <input type="checkbox"/> Self sealing bag |
| <input type="checkbox"/> File & folder            | <input type="checkbox"/> Organisation box         | <input type="checkbox"/> Storage folder   |

**9) Writing instruments**

- |   |                                       |   |
|---|---------------------------------------|---|
| <input type="checkbox"/> Ball pen                             | <input type="checkbox"/> Fountain pen | <input type="checkbox"/> Pen tip                                |
| <input type="checkbox"/> Brush for Chinese writing & inkstone | <input type="checkbox"/> Gel pen      | <input type="checkbox"/> Pencil                                 |
| <input type="checkbox"/> Colouring pen                        | <input type="checkbox"/> Highlighter  | <input type="checkbox"/> Water brush                            |
| <input type="checkbox"/> Felt-tip pen                         | <input type="checkbox"/> Ink          | <input type="checkbox"/> Writing instruments machines and parts |
|   | <input type="checkbox"/> Marker       |   |

**10) Cultural themed products and others, please specify:**

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