

Dear Sir, dear Madam,

In order to promote commercial linkages between German and African business partners, the GTZ and the Afrika-Verein support the implementation of international business contacts via internet. For the presentation of German business activities in Africa a first data bank has already been released in 1997 by the Afrika-Verein. (address: www.business-africa.com) Up to now more than 130 German companies are presenting their business activities, services and products in this data bank. So far this web site has attracted more than 7.000 page views on average per month since the beginning of the year 2000; it is about to grow into the foremost and most important internet platform for German-African trade and investment relations.

Encouraged by our African business partners, this data bank has now been extended and a complementary web site for African businesses has been installed under the same address (i.e.: www.business-africa.com). The new site is called „Africa Business Platform Reverse“ (ABP-R) and has been released officially on the occasion of the „Africa Business Forum 2000“ on April 27/28 in the city of Berlin.

In order to improve export opportunities and cooperation networks between African and German business partners, we would like to invite you to present your business activities via internet. The service we offer is absolutely free of charge. If you want to participate in the ABP-R, please fill out the questionnaire enclosed and send it to the GTZ-Headoffice (c/o Bernhard von der Haar, Fax: ++49-6196-79 61 50). Of course, you can also send us an e-mail and furnish us with your company profile: a.richtarski@afrikaverrein.de.

Thank you for your cooperation

Questionnaire for the Africa-Business-Platform-Reverse (ABP-R)

1. Company name and address

2. Person in charge for the German region (person or department)

Mr. Mrs. _____

Department _____

3. Phone , fax, e-mail of the persons/department mentioned under item 2

Phone: _____

Fax: _____

e-mail: _____

4. Which branch represents the focal point of your German business ?
(mark max. 5 fields of the following list)

- | | |
|-------------------------------------------------------------|-----------------------------------------------------------|
| <input type="radio"/> Agriculture, Fishing | <input type="radio"/> Mining, Raw Materials |
| <input type="radio"/> Automobile and Automotive Components | <input type="radio"/> Office Equipment |
| <input type="radio"/> Business Consultants | <input type="radio"/> Plant Construction |
| <input type="radio"/> Chemistry, Pharmaceutical, Health | <input type="radio"/> Printing Press |
| <input type="radio"/> Civil Engineering & Construction | <input type="radio"/> Promotion, Marketing |
| <input type="radio"/> Cleaning Systems | <input type="radio"/> Pulp, Paper, Packing Material |
| <input type="radio"/> Clothing, Textiles | <input type="radio"/> Real Estate |
| <input type="radio"/> Construction and Supplies | <input type="radio"/> Rubber and Plastic Industry |
| <input type="radio"/> Consumer Goods | <input type="radio"/> Security Services |
| <input type="radio"/> Electronics, Electrical Engineering | <input type="radio"/> Shoe Industry |
| <input type="radio"/> Energy Supply | <input type="radio"/> Tool Fabrication |
| <input type="radio"/> Environmental Protection | <input type="radio"/> Tourism |
| <input type="radio"/> Fairs / Trade Fairs | <input type="radio"/> Trade, Distribution |
| <input type="radio"/> Financial Services | <input type="radio"/> Training / Education |
| <input type="radio"/> Food, Nutrition | <input type="radio"/> Transport Infrastructure |
| <input type="radio"/> Handicraft | <input type="radio"/> Transportation Services, Freightage |
| <input type="radio"/> Information Technology, Communication | <input type="radio"/> Water Supply |
| <input type="radio"/> Mechanical Engineering & Supplies | <input type="radio"/> Wood, Wood Processing |
| <input type="radio"/> Metallurgy and Metal-Working | Others: _____ |

5. Which products / product group represent the focal point in your German business?
(max. 10 items possible)

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

6. In case you are already represented in the Internet with an own homepage: Under which address (URL) can you be reached ?

http://_____

(We shall put an link to your homepage to give visitors of the ABP-R the possibility to get additional information about your company, if needed.)

7. Characterize in your own words the strengths and competitiveness of your international business.
(Example: Specialist for..., experience since..., participant of the XY-project, member of ... since..., etc.)

8. To improve your appearance in the ABP-R optically we need your company logo, if possible in the electronic format (GIF or TIFF – it should not exceed more than 10 KB). Please mail it to the following address: a.richtarski@afrikaverrein.de.

As soon as we receive your details we will put your company profile in our ABP-R.
Thank you for your cooperation !

Please return by fax: +49 - 40 - 354704