2020“Win the Future” Venture Contest for International Entrepreneurs

Application Form

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| --- | --- | --- | --- | --- | --- | --- |
| Name |  | Gender |  | DoB |  | （Photo） |
| Academic Degree |  | Nationality |  |
| Country of University |  | Passport No. |  |
| University |  | Major |  |
| Company |  | Position |  |
| Company Address |  |
| Project Name |  | Field |  |
| Contact | Tel |  |
| E-mail |  |
| Address |  |

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| --- |
| Education（From undergraduate） |
| Time | University | Major | Degree |
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| Work experience |
| Time | Country | Company | Position |
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|  |  |  |  |
| Independent intellectual property |
| Patent Name | Patent No. | Owner | Time | Country |
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|  |  |  |  |  |
| Entrepreneurial experience |
| Company Name | Location | Registration Time | Still operate? |
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**Business Plan**

**Part 1 Project Overview**

**I. Project Overview**

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| **Project Name:** |
| **Description（within 1000 words）：** |
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**Part 2 Entrepreneurial Team**

**I. Declarant**

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| **Personal statement(within 800 words):** |
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**II. Other members of the startup team**

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| Statement of other members |
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**Part 3 Project Technology and Product (service) Realization**

**I. Overall technology plan**

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| **Introduction to your independent intellectual property** |
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**II. Project technical maturity**

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| --- | --- |
| **Stage of project** | □Demonstrating □Researching □Pilot test □Mass production |
| **Sales of product** | □No □Test marketing □ Bulk sales |
| **Key technology maturity analysis** (within 1600 words): including the existing mature key technologies adopted by the project products, the key technologies that have been overcome, the key technologies to be studied, and the analysis of the project product technology in combination with the key technology experiments and production application data. Indicate data stability and key technology maturity (not yet mature, relatively mature, mature). |
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**Part 4** **Project Product (service) Market and Competition**

1. **Market Overview**

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| **Target market of the product (service) of the project** (within 1000 words): describe the target customer, target market, market competitiveness, possible market position and market share of the product (service). |
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1. **Competitive****advantage****analysis**

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| **The main competitors of the product (service) of the project** (within 500 words): describe the technical status, sales, and market share of the actual and possible competitors' products (services). |
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| **Project product (service) competitive advantage analysis** (within 500 words): From product (service) advantage, market access opportunity (blank/ new development/ growth/ high growth/ maturity/ saturation), marketing advantage, industry perception, Analyze the competitive advantages of similar products in the market from various aspects such as corporate management advantages. |
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1. **Project implementation risks and countermeasures**

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| **Market risk and countermeasures** (within 500 characters): Analyze the impact and sensitivity of possible market risk factors (loss of customers, market weakness, price fluctuations, etc.) on the product market, and elaborate countermeasures to control risks. |
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| **Competitive risks and countermeasures** (within 500 characters): Analyze the impact and sensitivity of competitive risk factors (economic strength, product price advantages, etc.) brought by major competitors on competitiveness, and elaborate countermeasures to control risks. |
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**Part 5 Profit Model**

1. **Profit model of project product (service)**

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| **The profit model of the project product** (within 1500 words): formulate product (service) market promotion plan, formulate product sales (service) plan, and various strategies adopted when formulating the plan. Analyze and formulate the best profit model for products (services). |
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1. **Corporate development plan**

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| Positioning and development plan of the company in the next 1-5 years (within 1000 words): Propose (analyze) the company's positioning and development plan and stage goals in the next 1-5 years. Analyze the importance of the development of entrepreneurial projects to the growth of the enterprise, and describe the weight of entrepreneurial projects in the enterprise development plan (data is required). |
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**Part 6 Financial and Economic Benefits**

1. **Project investment plan**

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| Project investment 5-year plan (fill in the specific year) | **Total investment** |  |
| **Year** | **Stage of project** | **Investment amount** | **Main use of funds** |
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| **Calculation basis（within 1000 words）：** |
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1. **Project financing plan**

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| **5-year project financing plan** |
| Year | Stage of project | Self-funded | Bank loan | Govern-ment funding | Other |
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| **Estimation basis, whether financing has been obtained（within 1000 words）：** |
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