



You Build, We Protect!

INTERNATIONAL PARTNER EVALUATION FORM

For Preliminary Assessment of Potential Business Cooperation

Thank you for your interest in a potential cooperation with HEGGEL GmbH. This form is intended to help us better understand your company profile, technical capabilities, market access, and potential areas of cooperation. All information provided will be treated confidentially and used solely for preliminary partner evaluation purposes.

Please complete all applicable sections and provide the requested information as accurately as possible. Supporting documents may be attached where available.

SECTION 1

COMPANY OVERVIEW

1.1. Please complete the company information below.

Company name

Company registration number

Year established

Head office address

Company phone

Website

Ownership structure / legal status

Number of employees

Countries / regions of operation

Company email

1.2. Please identify the primary contact person responsible for this potential cooperation and the HEGGEL contact person coordinating the evaluation process.

Candidate contact person

Name / Position

Phone

Email

HEGGEL contact person

Name / Position

Phone

Email

SECTION 2**BUSINESS MODEL****2.1. What best describes your company? (Multiple selections allowed)**

- | | |
|--|--|
| <input type="checkbox"/> Distributor | <input type="checkbox"/> Contractor / Applicator |
| <input type="checkbox"/> EPC / Engineering company | <input type="checkbox"/> Manufacturer |
| <input type="checkbox"/> Service provider | <input type="checkbox"/> Trading company / Commercial intermediary |
| <input type="checkbox"/> Other — please specify: | <input type="text"/> |

SECTION 3**MARKET POSITION & ACCESS****3.1. Key industries served****3.2. Main clients or customer segments (Top 5 clients, if disclosure is permissible)****3.3. Do you have established contacts or active business relationships with companies in the oil & gas, petrochemical, or chemical industries?**

-
- Yes
-
- No

If yes, please specify the type of companies, departments, or decision-making level you can reach, where possible.

3.4. Do you have experience participating in tenders?

-
- Yes
-
- No

If yes, please describe briefly:

3.5. Geographic coverage

3.6. Are you mainly involved at the tender stage, or do you also have the ability to influence technical specifications during early project development?

Tender participation
 Early-stage specification influence
 Both

Please explain briefly:

SECTION 4

PROJECT EXPERIENCE

4.1. Please list 3–5 relevant industrial projects related to protective coatings, linings, or corrosion protection systems.

| # | Project Name | Year | Industry | Scope of supply / Services provided | Role |
|---|--------------|------|----------|-------------------------------------|------|
| 1 | | | | | |
| 2 | | | | | |
| 3 | | | | | |
| 4 | | | | | |
| 5 | | | | | |

Note 1: Roles may include supplier, contractor, applicator, agent/commercial support, or other roles. Please specify any role not listed above.

Note 2: Additional projects may be attached separately.

Notes / Additional project references

SECTION 5**TECHNICAL CAPABILITY****5.1. Do you provide application services?**

Yes

No

5.2. Do you have trained or certified applicators for coating / lining systems?

Yes

No

5.3. Experience with coatings / linings?

Yes

No

If yes, please specify:

5.4. Experience with the following systems:

Epoxy coatings

FRP systems

Chemical-resistant linings

Rubber linings

Tile / brick linings

Industrial flooring systems

Thermal insulation coatings

Other — please specify:

5.5. Please briefly describe your application, surface preparation, and technical execution capabilities (if applicable):

5.6. Do you have application equipment available?

Airless spray equipment

Plural-component spray equipment

Blasting equipment

Other — please specify:

5.7. Do you follow documented QA/QC procedures for coating or lining projects?

Yes

No

SECTION 6**COMMERCIAL CAPABILITY**

6.1. Sales team size

6.2. Existing brands / manufacturers currently represented

6.3. Experience working with European manufacturers?

Yes

No

If yes, please specify:

6.4. Estimated annual sales turnover related to industrial products or technical services: (Optional) < EUR 0.5 M EUR 0.5-2 M EUR 2-5 M > EUR 5 M Prefer not to disclose**SECTION 7****LOGISTICS & OPERATIONS****7.1. Warehousing capability** Yes No

If yes, please describe briefly:

7.2. Import and export experience Yes No

If yes, please specify countries or regions:

SECTION 8**COOPERATION PREFERENCE****8.1. Preferred cooperation model** Project-based cooperation Agency / representation Distribution Technical partnership Other — please specify:

8.2. Are you interested in exclusivity?

Yes

No

If yes, please explain briefly:

SECTION 9

STRATEGIC INTENT

9.1. Why are you interested in working with HEGGEL?

9.2. Please briefly describe any current or potential opportunities where HEGGEL solutions could be introduced in your market.

If you would like to provide more detailed information regarding a specific project or opportunity, please feel free to complete the attached project questionnaire form separately.



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◆ ADDITIONAL INFORMATION

Please feel free to attach any supporting documents, including:

- Company profile
- Product portfolio
- References
- Project list
- Certifications
- Brochures or presentations

◆ Declaration & Confirmation

We confirm that the information provided in this form is accurate to the best of our knowledge.

Completed by:

Position:

Company:

Date:

Signature: