

TRADE MISSION TO BULGARIA AND ROMANIA

12-16 October 2009

Closing date for applications: Friday 21 August 2009

Pre-departure briefing meeting: Wednesday 23 September 2009

Organised by London Chamber of Commerce and Industry, 33 Queen Street, London, EC4R 1AP

T: +44 (0)20 7203 1949 F: +44 (0)20 7203 1905 W: www.londonchamber.co.uk E: rdeb@londonchamber.co.uk

- BENEFITS**
- Networking opportunities and client entertainment provided through receptions hosted by British Embassies in Sofia and Bucharest
 - British Embassy support and advice through team of dedicated commercial officers in Sofia and Bucharest
 - Pre-visit and in-country briefings providing market information and advice on how to do business in Bulgaria and Romania
 - Subsidised market research provided through UKTI's Overseas Market Introduction Service (OMIS) scheme. OMIS reports can provide in-depth market analysis, identification of contacts and, if required, arrangement of a full programme of meetings
 - Mission brochure featuring participants circulated to companies in Sofia and Bucharest
 - In-market help and advice from one of UKTI's International Trade Advisers
 - Shared intelligence through group visit
 - Competitive costs through group travel
 - Local press coverage for appropriate companies
 - Services of an experienced mission manager before and during the visit

- COSTS**
- Return flights and hotel on a bed and breakfast basis: £1050
 - Participation Fee: £395 (There is a discounted rate of £295 for London Chamber of Commerce Premier Plus members)
 - Optional extra: Overseas Market Introduction Service from £490

UK Trade & Investment Financial Support: there is limited funding available. Eligible SMEs may qualify for UKTI financial support of up to £530 towards costs.

| PROGRAMME | | | |
|--------------|-------------------------------------|--|--|
| Sun 11 Oct | 8.30am 1.40pm | | Depart London Heathrow on flight BA 890 Arrive Sofia Vrazhdebna and transfer to Grand Hotel Sofia |
| Mon 12 Oct | 9.30am – 10.30am 6.00pm – 8.00pm | | Briefing by British Embassy Networking Reception, British Ambassador's Residence |
| Tues 13 Oct | | | Free for mission members' own meetings |
| Wed 14 Oct | am 5.25pm 6.25pm | | Free for mission members' own meetings Depart Sofia for Bucharest on flight FB805 Arrive Bucharest Otopeni transfer to Howard Johnson Hotel |
| Thurs 15 Oct | 9.00am – 10.00am 6.00pm – 8.00pm | | Briefing by British Embassy Networking Reception, British Ambassador's Residence |
| Fri 16 Oct | am 5.05pm 6.30pm | | Free for mission members' own meetings Depart Bucharest for London Heathrow on flight BA887 Arrive London Heathrow |



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TRAVEL

The travel package includes flights with British Airways and Air Tarom and accommodation at the Grand Hotel in Sofia and Howard Johnson Hotel in Bucharest. Commodore Corporate Travel is the appointed travel agent. Please reserve your travel arrangements directly with Elias Demetriou: T: +44 (0)20 7420 7313, E: elias@commodore.co.uk. You can make your own travel arrangements but it is highly recommended that you stay in these hotels in order to make the most of the networking opportunities.

ELIGIBILITY

To accompany this trade mission, your business must be established within the UK and selling or marketing a British product or service.

To qualify for government financial assistance, you must be an SME under the EU definition and new to exporting. This means you need to have fewer than 250 employees, have a turnover of less than 50 million euros and not have exported more than 25% of your turnover during the last year. You must also be new to this market which means you have not proactively exported there and have no existing representation in the market. You must attend the pre-mission briefing in London, the British Embassy briefings and receptions in Sofia and Bucharest, and fill in a post-visit questionnaire.

Companies within the 32 London boroughs and the city of London can apply to receive the financial package from UK Trade & Investment London. If you are outside this area, we will approach your local International Trade Adviser for funding from your region on your behalf. If eligible, you will receive the same funding as London companies. Eligibility for this assistance will be assessed by your UK Trade & Investment International Trade Adviser and will also take into account your readiness to export to Bulgaria and Romania. From April 1 2009, there will be a lifetime limit of financial support from UKTI of six market visits per company.

HOW TO APPLY

For the full application pack, please contact the mission manager: Ruma Deb, Executive, World Trade, London Chamber of Commerce and Industry, E: rdeb@londonchamber.co.uk, T: +44 (0)20 7203 1949. Complete the application forms by Friday 21 August 2009. However, if you are applying for a UKTI grant, please apply soon as there are a limited number of grants available.

UK TRADE & INVESTMENT

UK Trade & Investment is the Government organisation that supports British companies engaged in international trade and those wishing to locate and invest in the UK.

UK Trade & Investment in London aims to help small and medium-sized enterprises (SMEs) through their network of International Trade Advisers who offer experience across a wide range of different markets and countries. In addition to the advice available from UK advisers, companies also benefit from the network of commercial teams located in Embassies around the world. The UK Trade & Investment Market Visit Support Programme, delivered through the London Chamber of Commerce and Industry, can be an ideal way in which to visit a market and generate crucial business contacts. For more information on how UK Trade & Investment can help you, please visit our website www.uktradeinvest.gov.uk/ukti/london.

FORTHCOMING MISSIONS

Trade Mission to Nigeria and Ghana: 14 – 23 September 2009

Trade Mission to Kenya and Tanzania: March 2010

DATA PROTECTION

The personal information provided by you will be held on a database by the London Chamber of Commerce and Industry and will be used to notify you of future services and events. It may also be shared with external organisations for marketing purposes. If you do not wish your details to be used for either of these purposes, please write to The World Trade Team, London Chamber of Commerce and Industry, 33 Queen Street, London EC4R 1AP.