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ESTONIAN CHAMBER OF
COMMERCE AND INDUSTRY

EXPERIENCES IN
ORGANISING VIP TRADE
MISSIONS

10 June 2015



TOPICS FOR TODAY

- Planning process of a trade mission
- Cooperation partners
- Basic elements of a Business Delegation program
- Overview of the trade missions in 2014 and plans for this year



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PLANNING PROCESS OF A TRADE MISSION



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- ECCEI organises meetings a twice of year.
Participants: The Office of the President of the Republic of Estonia, the Government Office, Ministry of Foreign Affairs, Ministry of Economic Affairs and Communication and Enterprise Estonia.
Topics: interest of the private and government sector / possible trade missions together with the business delegation
- 7-8 high level trade missions per year

- When the location and the date have been confirmed, the ECCI sends out an invitation to the companies to gather information about their interest and readiness
- Cooperation partner in the target country
- Preparation of the Business Delegation program
- Pre-visit
- Overview of the target country business opportunities for the participants



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POSSIBLE COOPERATION PARTNERS



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- Ministry of Foreign Affairs of the Republic of Estonia
- Embassy
- Representatives of Enterprise Estonia
- Estonians on the spot
- Consulting companies
- Chambers
- Honorary Consul
- Scandinavian network



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BASIC ELEMENTS OF A BUSINESS DELEGATION PROGRAMME



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- Seminar/Round Table event
- B2B meetings (individual meetings, face-to-face)
- Intersection
- Meetings with ministries
- Reception
- State dinner
- Company visit
- Networking lunch/dinner
- Business delegation brochure/nametag

TRADE MISSIONS IN 2014

- India, 3-8 February
- Japan, 04-08 March
- State Visit to Poland, 18-20 March
- Uzbekistan, 26-29 March
- State Visit to Finland, 13-14 May
- Germany, 26-28 May
- State Visit to Norway, 2-3 September
- Brazil, 09-16 November



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TRADE MISSIONS IN 2015

- Georgia, 12-13 January
- State Visit to Germany, 18-21 May
- One visit with the President, two visits with the Prime Minister and one visit with the Minister of Foreign Affairs are being planned.



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THANK YOU!