

Trade Mission to the Baltics: Estonia, Lithuania & Latvia

Mission Centres: Tallinn, Vilnius and Riga
26th – 30th March 2012

Invest NI invites you to join our six day business Mission to Estonia Lithuania and Latvia, organised for Northern Ireland companies to take advantage of the business opportunities within the Baltic region.

THE MISSION – WHO SHOULD PARTICIPATE AND WHY?

The Mission represents an important opportunity for Northern Ireland companies willing to expand into the Baltic region.

The Mission will provide participants with excellent opportunities to network with and introduce their products and technologies to key players in the Baltic markets. You'll have the opportunity to undertake market research and to arrange company appointments through the UK Trade & Investment's Commercial Officers in Tallinn, Riga & Vilnius.

The main opportunity sectors in the Baltic's are:

- Energy
- Environment
- Infrastructure Development
- Engineering & Machinery
- ICT
- Human Resources Development
- Life Sciences & Healthcare
- Chemicals
- Food & Drink

EXPORT ADVICE AND GUIDANCE

In addition to the export advice and guidance provided by Invest NI's Trade Team, this Mission will draw on the advice and support offered by the UK Trade & Investment Commercial Officers based in each of the Baltic markets.

Mission participants will be offered the opportunity to access the support offered through UK Trade and Investment's Overseas Market Introduction Service (OMIS).

The Service provides tailored assistance through research and advice for companies looking to make those initial approaches into new overseas markets. The cost for this service will be £888 for each market visited.

Invest NI has agreed to subsidise the OMIS for this Mission and the cost for companies requiring support to set up meetings during the Mission will be **£400**, for companies visiting **one** market, **£600** for companies visiting **two** markets*.

** Companies must make payment for the OMIS in full, i.e. £888 for each market. On successful completion of the Mission visit, Invest NI will reimburse the difference between the Invest NI contribution and the OMIS charge less VAT. Companies who do not participate on the Mission will not be eligible to receive the subsidised charge for the OMIS Service.*

BENEFITS OF PARTICIPATION

- Opportunity to access three flourishing new markets in Europe
- Advice and support on Doing Business in Estonia, Lithuania & Latvia by country experts
- In-market support through the British Embassy in Tallinn, Vilnius and Riga
- Direct insights into local market opportunities and conditions
- Networking events hosted by the British Embassy, providing you with the opportunity to meet with local industry representatives
- Up to 50% contribution towards an economy airfare*
- Up to £75 per night towards accommodation – maximum 5 nights*

*(Contribution towards airfares and accommodation are for one participant per company only)

MISSION PROGRAMME

Day 1	Sunday, 25 March	-	Arrive Tallinn, Estonia
Day 2	Monday, 26 March	-	Morning Briefing by UKTI Tallinn
		-	Evening Reception hosted by British Embassy (TBC)
Day 3	Tuesday, 27 March	-	One-to-One Business Meetings

Day 4 Wednesday, 28 March

Option 1

- Travel to Riga and Briefing by UKTI

Option 2

- Travel to Vilnius – Briefing by UKTI

Day 5 Thursday, 29 March

- One-to-One Business Meetings

Day 6 Friday, 30 March

- One-to-One Business Meetings
- Return to Belfast

TO PARTICIPATE ON THE MISSION

To request an application form and register to participate, please contact Christine McCormick, christine.mccormick@investni.com as soon as possible. Please note that the deadline for receipt of completed applications is **Wednesday, 25th January 2012.**

QUESTIONS

If you have any questions about this Mission, contact Elaine Curran, Mission Manager or Christine McCormick on 028 9069 8538 or by email at christine.mccormick@investni.com.