



TRADE PROMOTION ORGANIZATIONS DIRECTORY 2015



Contents

(by region)

Foreword by Arancha González	3
Trade Support Institutions Strengthening Programmes	114

Africa

Algeria	6
Benin	7
Burkina Faso	8
Cameroon	9
Cabo Verde	10
Gambia	11
Ghana	12
Guinea	13
Côte d'Ivoire	14
Kenya	15
Lesotho	16
Madagascar	17
Malawi	18
Mali	19
Mauritius	20
Morocco	21
Nigeria	22
Senegal	23
Seychelles	24
Sierra Leone	25
Tanzania	26
Tunisia	27
Uganda	28
Zimbabwe	29

Americas

Anguilla	32
Argentina	33
Brazil	34
Canada	35
Chile	36
Colombia	37
Cuba	38
Dominica	39
Ecuador	40
El Salvador	41
Haiti	42
Jamaica	43
Mexico	44
Nicaragua	45
Paraguay	46
Peru	47
Saint Lucia	48
Uruguay	49

Asia and the Pacific

Afghanistan	52
Armenia	53
Australia	54
Azerbaijan	55
Bahrain.....	56
Bangladesh	57
Bhutan.....	58
China.....	59
Georgia.....	60
Israel.....	61
Kazakhstan.....	62
Kyrgyzstan.....	63
Malaysia	64
Mongolia	65
Myanmar	66
Nepal.....	67
New Zealand	68
Philippines	69
Qatar	70
Republic of Korea	71
Samoa.....	72
Saudi Arabia.....	73
Sri Lanka	74
State of Palestine	75
United Arab Emirates.....	76
Uzbekistan	77
Viet Nam.....	78
Yemen	79

Europe

Albania	82
Andorra	83
Austria	84
Belarus	85
Belgium	86
Bosnia and Herzegovina	87
Bulgaria.....	88
Cyprus.....	89
Denmark.....	90
Estonia	91
Finland	92
France	93
Germany	94
Greece	95
Iceland	96
Italy	97
Latvia	98
Lithuania	99
Luxembourg	100
Malta	101
Moldova	102
Montenegro	103
Netherlands	104
Norway	105
Portugal	106
Serbia	107
Slovakia	108
Slovenia	109
Spain	110
Sweden	111
Switzerland	112
United Kingdom	113

Foreword

ARANCHA GONZÁLEZ

Executive Director, ITC



Connecting small and medium-sized enterprises (SMEs) to international value chains, and helping them to enhance their competitiveness are key to generating growth and will be an important element in meeting the United Nations Global Goals. Supporting SMEs is at the heart of our mandate at the International Trade Centre (ITC) and Trade Promotion Organizations (TPOs) play an important role in making this happen.

Increasingly TPOs are integrating both a trade and investment focus in their work which is meeting the growing demand from SMEs to reflect this nexus in their activities.

Developing linkages between TPOs is an important part of knowledge sharing and the development of expertise. This 2015 Directory of Trade Promotion Organizations provides an opportunity for this connection and is a tool to build a strong network of TPOs worldwide.

I invite you to discover the network in this TPO Directory, and look forward to meeting you at the 2016 World TPO Network Conference and Awards in Morocco.

Updating the Directory regularly means continuously strengthening the TPO support behind SMEs worldwide by maintaining and enhancing a global network of trade and investment support institutions that regularly share best practices and innovations, for example during the World TPO Network Conference and Awards, in order to help SMEs grow internationally.

I invite you to discover the network in this TPO Directory, and look forward to meeting you at the 2016 World TPO Network Conference and Awards in Morocco.



A dramatic sunset over a savanna. The sun is low on the horizon, partially obscured by large, dark, billowing clouds. The sky is a mix of deep orange, yellow, and grey. In the foreground, a herd of elephants is grazing in a golden-brown field. A single, large acacia tree stands prominently in the middle ground. The overall mood is serene and majestic.

Africa

Algeria

National Agency for the Promotion of Foreign Trade ALGEX



Director: Khemnou Boukhalfa
Address: P.O. Box 191 Hassen Badi El Harrach, Route nationale No. 5,
Cinq Maisons - Mohammadia, Alger
Tel.: +213 21 52 12 10
Fax: +213 21 52 11 26/21 52 14 85
b.khemnou@algex.dz
www.algex.dz



Mandate: Export development
Number of in-country offices: None
Number of foreign representative offices: None
Target clients: Micro, small, medium, large enterprises



Core services provided:
Export promotion events in the country or abroad, target market
access conditions, market analysis, business opportunities'
information



Key sectors:
Agriculture, agribusiness, appliances, chemical industry,
pharmaceuticals

Benin

Benin Agency for Trade Promotion ABePEC



Director General: Robert R. Akinde

Address: P.O. Box 1254 Cotonou, 1 Place du souvenir, Cotonou

Tel.: +229 21 30 13 20/21 30 13 97

Fax: +229 21 30 04 36

abepecmail@yahoo.fr

www.abepec.bj



Mandate: Export development, export promotion,
import development, investment promotion

Number of in-country offices: None

Number of foreign representative offices: None

Number of staff: 34

Number of client companies: 400

Target clients: Micro, small, medium, large enterprises



Core services provided:

Business contacts' provision, business opportunities' information,
export promotion events, training and advisory, market analysis,
target market access conditions



Key sectors:

Agriculture, energy, water, health, infrastructures

Burkina Faso

Export Promotion Agency of Burkina Faso APEX-BURKINA



Director General: Amidou Barry
Address: Avenue de l'UEMOA,
P.O. Box 01 BP389, Ouagadougou 01
Tel.: +226 25 31 13 00/01
Fax: +226 25 31 14 69
info@apexb.bf
www.apexb.bf



Mandate: Export development, export promotion,
investment promotion, tourism
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 54 as of 2014
Number of client companies: 675 in 2014
Target clients: Micro, small, medium, large enterprises



Core services provided:
Business opportunities' information, target market access
conditions, export promotion events, training and advisory



Key sectors:
Food, livestock, leathers and skins, gum arabic

Cameroon

Cameroon Chamber of Commerce, Industry, Mines and Crafts CCIMC



President: Hon. Christophe Eken

Address: Bonanjo Rue de la Chambre de Commerce,
P.O. Box 4011, Douala

Tel.: +237 233 42 68 55

Fax: +237 233 42 55 96

siege@ccima.net

www.ccima.net



Mandate: Export development, export promotion,
import development, investment promotion

Number of in-country offices: 11

Number of foreign representative offices: None

Number of staff: 150

Number of client companies: 1,200

Target clients: Micro, small, medium, large,
multinational enterprises



Core services provided:

Business opportunities' information, export promotion events,
legal and financial assistance



Key sectors:

Commerce, industry, mines and public work, services, crafts

Cabo Verde

Cape Verde Investments

CI



President: Jose Armando Duarte
Address: 5 Rotunda da Cruz de Papa, P. O. Box 89-C,
Achada Santo António Praia
Tel.: +238 260 41 10/11
Fax: +238 262 14 88
elisabeth.goncalves@cvinvest.cv
www.cvinvest.cv



Mandate: Export promotion, investment promotion
Number of in-country offices: 3
Number of foreign representative offices: None
Number of staff: 32
Target clients: Medium, large, multinational enterprises



Core services provided:
Business contacts' provision, target market access conditions,
export readiness, strategy formulation and development,
investment promotion



Key sectors:
Tourism, fisheries, services, energy, industry of transformation

Gambia

Gambia Investment and Export Promotion Agency GIEPA



Chief Executive Officer: Fatou Mbenga Jallow

Address: 757 Banjul, GIEPA House 48 Kairaba Ave, KSMD

Tel.: +220 437 73 77

Fax: +220 437 73 79

info@giepa.gm

www.giepa.gm



Mandate: Investment promotion, export development, export promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 21

Number of client companies: 1,000 (2014 estimate)

Target clients: Small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, export promotion events, training and advisory



Key sectors:

Cashew nuts, sesame seeds, groundnuts, fisheries, services

Ghana

Ghana Export Promotion Authority GEPA



Chief Executive Officer: Gideon Boye Quarcoo
Address: P.O. Box M146, Republic House Annex, Tudu, Accra
Tel.: +233 302 68 98 89
Fax: +233 302 67 72 56
gepa@gepaghana.org
www.gepaghana.org



Mandate: Export development, export promotion
Number of in-country offices: 6
Number of foreign representative offices: None
Number of staff: 75
Number of client companies: 200
Target clients: Small, medium, large enterprises



Core services provided:
Export promotion events, training and advisory, business opportunities' information, business contacts' provision, market analysis



Key sectors:
Crafts, pineapples, cashew nuts, mangos, processed cocoa

Guinea

Guinea Agency for Export Promotion AGUIPEX



Director General: Dobo Beavogui
Address: P.O. Box 13, Conakry
Tel.: +224 664 27 54 50/620 66 90 95
beadobo@yahoo.fr



Mandate: Export development, export promotion, investment promotion, tourism
Number of in-country offices: 8
Number of foreign representative offices: None
Number of staff: 34
Number of client companies: 7
Target clients: Micro, small, medium enterprises



Core services provided:
Tourism promotion, export development, training and advisory, business contacts' provision



Key sectors:
Agriculture, farming, fisheries, industry

Côte d'Ivoire

Association for the Promotion of Exports of Côte d'Ivoire APEX-CI



Chief Executive Officer: Guy M'Bengue
Address: Building Tropicque 3, Mezzanine 1 et 2, Boulevard de la République, Abidjan, Plateau 0
Tel.: +225 20 30 25 30
Fax: +225 20 21 75 76
info@apex-ci.org
www.apex-ci.org



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 40
Number of client companies: 500
Target clients: Small enterprises



Core services provided:
Business contacts' provision, lobbying and advocacy,
export readiness, business opportunities' information



Key sectors:
Agro-food, clothing and textiles, handicrafts, industry, agribusiness

Kenya

Export Promotion Council of Kenya EPC



Chief Executive Officer: Ruth Mwaniki

Address: P.O. Box 40247, 1st and 16th floor Anniversary Towers,
University Way 00100 GPO, Nairobi

Tel.: +254 20 22 28 53 48

Fax: +254 202 22 85 39

chiefexe@epc.or.ke

www.epckenyaa.org



Mandate: Export development, export promotion

Number of in-country offices: 3

Number of foreign representative offices: None

Number of staff: 60

Number of client companies: 1,200

Target clients: Micro, small, medium enterprises



Core services provided:

Business contacts' provision, business opportunities' information,
target market access conditions, training and advisory,
strategy formulation and development, export promotion events



Key sectors:

Metal and wood manufacturing, food products,
commercial crafts, textiles and garments, services

Lesotho

Ministry of Industry, Trade and Marketing TPU



Department of trade to: To be advised
Address: P.O. Box 747, Maseru 100
Tel.: +266 22 31 26 93
Fax: +266 22 31 26 92
tsetsomokone@live.com



Mandate: Export development, export promotion
Number of offices: None
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 6
Number of client companies: 37 SMMEs plus large companies
Target clients: Micro, small, medium, large enterprises



Core services provided:
Business opportunities' information, business contacts' provision,
export promotion events, lobbying and advocacy



Key sectors:
Wool and mohair crafts, jewellery, textiles, art

Madagascar

International Trade Board of Madagascar ITBM



President: Rajaonarivelo Herintsalama

Address: Building EDBM, 4th floor, Av Gal Gabriel Ramanantsoa
Antaninarenina Antananarivo 101

Tel.: +261 202 26 05 36

sg@itbm.mg

www.itbm.mg



Mandate: Export development, export promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 5

Number of client companies: 156

Target clients: Micro, small, medium enterprises



Core services provided:

Business opportunities' information,
target market access conditions, training and advisory



Key sectors:

Agribusiness (fruits, vegetables, spices), essential oils, handicrafts,
textiles, information technology

Malawi

Malawi Investment and Trade Center MITC



President: Clement Kumbemba
Address: Aquarius House – 1st floor,
Private Bag 302, Capital City, Lilongwe 3
Tel.: +265 177 08 00/77 13 15
Fax: +265 177 17 81
ceo@mitc.mw, enquires@mitc.mw
www.mitc.mw



Mandate: Export development, export promotion,
investment promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Number of staff: 20
Number of client companies: Over 100
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Investment promotion, export promotion events



Key sectors:
Oil seeds, sugar

Mali

Export Promotion Agency of Mali APEX-MALI



Director General: Abdoulaye Sanoko

Address: Ex-Building Air Afrique, Quartier du Fleuve,
Bamako, P.O. Box E1079

Tel.: +223 20 22 11 44/20 22 11 45

Fax: +223 20 22 11 45

asanokojr@yahoo.fr



Mandate: Export development, export promotion

Number of in-country offices: 3

Number of foreign representative offices: None

Number of staff: 11

Target clients: Small, medium, large enterprises



Core services provided:

Business opportunities' information, export promotion events,
legal and financial assistance, lobbying and advocacy



Key sectors:

Fruit and vegetables, handicrafts, livestock and by-products,
non-timber forest products, processed agro-products

Mauritius

Enterprise Mauritius

EM



Chief Executive Officer: Arvind Radharkrishna
Address: 7th floor, St James Court St Denis Street, Port Louis
Tel.: +230 212 97 60
Fax: +230 212 97 67
info@em.intnet.mu
www.sourcemauritius.com/



Mandate: Export promotion, export development
Number of in-country offices: 1
Number of foreign representative offices: 3
Number of staff: 28
Number of client companies: 240
Target clients: Small, medium, large enterprises



Core services provided:
Export promotion events, strategy formulation and development,
training and advisory, market analysis, business contacts' provision



Key sectors:
Textiles, fresh produce, agro-processed foods (including rum),
seafood, jewellery

Morocco

Moroccan Center for Export Promotion - Maroc Export



Managing Director: Zahra Maafiri

Address: 5, Sidi Belyout, 20000 Casablanca

Tel.: +212 522 30 22 10

Fax: +212 522 30 17 93

info@marocexport.ma

www.marocexport.gov.ma



Mandate: Export promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 100

Number of client companies: 750

Target clients: Small, medium, large enterprises



Core services provided:

Export promotion, market analysis, business contacts' provision, business opportunities' information, training and advisory, strategy formulation and development, export promotion events, lobbying and advocacy



Key sectors:

Agri-food and seafood, textiles and leather, new information and communications technology and offshoring, pharmaceutical industry, automobile industry and electronics

Nigeria

Nigerian Export Promotion Council NEPC



Chief Executive Officer: Olusegun Awolowo

Address: P.O. Box PMB 133, Garki, Abuja,
Plot 424, Aguiyi Ironsi Street, Maitama, Abuja

Tel.: +234 92 91 09 66

ceo@nepc.gov.ng, enquiry@nepc.gov.ng, info@nepc.gov.ng
www.nepc.gov.ng



Mandate: Export development, export promotion

Number of in-country offices: 16

Number of foreign representative offices: 2

Number of staff: 355

Number of client companies: 1,530

Target clients: Small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, training and advisory,
export promotion events, lobbying and advocacy



Key sectors:

Services, agriculture, consumer/industrial goods,
solid minerals, packaging

Senegal

Senegalese Export Promotion Agency ASEPEX



Director General: Dr. Malick Diop
Address: Immeuble Barsalam - 2ème étage
Avenue Cheikh Anta Diop
Dakar Peytavin
Tel.: +221 338 69 20 21
asepex@asepex.sn
www.senegalexport.com/fr
www.asepex.sn



Mandate: Export development, export promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Number of staff: 32
Number of client companies: 150
Target clients: Micro, medium, large enterprises



Core services provided:
Export promotion events, export readiness, business contacts' provision, business opportunities' information



Key sectors:
Agriculture and agribusiness, fisheries and seafood sector, textiles, handicrafts

Seychelles

Seychelles Investment Board SIB



Chief Executive Officer: Rupert Simeon

Address: P.O. Box 116, Caravelle House, Victoria, Mahe

Tel.: +248 4295500

Fax: +248 4225125

info@sib.gov.sc

www.sib.gov.sc



Mandate: Investment promotion, investment facilitation and policy advisory

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 14

Number of client companies: 450

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Lobbying and advocacy, export promotion events, business contacts' provision, business opportunities' information, target market access conditions



Key sectors:

Tourism, retail/wholesale, financial services, property development, fisheries

Sierra Leone

Sierra Leone Investment and Export Promotion Agency SLIEPA



Chief Executive Officer: Raymond K. Gbekie
Address: O.A.U. Drive, Tower Hill, Freetown, Sierra Leone
Tel.: +232 25 33 28 63
info@sliepa.org
www.sliepa.org



Mandate: Export development, export promotion,
investment promotion, tourism
Number of in-country offices: 3
Number of foreign representative offices: None
Number of staff: 27
Number of client companies: 30
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Business contacts' provision, investment promotion, business
opportunities' information



Key sectors:
Agriculture, fisheries, tourism, mining, manufacturing

United Republic of Tanzania

Tanzania Trade Development Authority
TANTRADE



Director General: Jacqueline Mneney Maleko
Address: 5402, Mwl. J. K. Nyerere Trade Fair Ground, Kilwa Road, Dar es Salaam
Tel.: +255 222 85 02 38
Fax: +255 222 85 02 39
info@tantrade.or.tz
www.tantrade.or.tz



Mandate: Export development, export promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Target clients: Small, medium, large enterprises



Core services provided:
Market analysis, business contacts' provision, training and advisory, export promotion events, business opportunities' information, target market access conditions



Key sectors:
Horticulture (fresh fruits and vegetables), leather, leather products and textiles, honey and beeswax, commercial crafts, spices

Tunisia

Export Promotion Centre CEPEX



President: Abdellatif Hamam
Address: P.O. Box 225, Centre Urbain Nord, 1080 Tunis Cedex
Tel.: +216 71 23 24 17
Fax: +216 71 23 25 09
rapidcontact@tunisiaexport.tn
www.cepex.nat.tn



Mandate: Export development, export promotion
Number of in-country offices: 2
Number of foreign representative offices: 9
Number of staff: 200
Number of client companies: 3,000
Target clients: Small, medium, large enterprises



Core services provided:
Market analysis, training and advisory, legal and financial assistance,
investment promotion, business opportunities' information



Key sectors:
Manufacture of the following: textiles and clothing,
food products, mechanicals, electric
and electronic equipment, construction products

Uganda

Uganda Export Promotion Board UEPB



Executive Director: Elly Twineyo Kamugisha
Address: 5th Floor, Conrad Plaza, Plot 22 Entebbe Road,
P. O. Box 5045, Kampala
Tel.: +256 (0) 414 23 02 50
Fax: +256 (0) 414 25 97 79
info@ugandaexports.go.ug
www.ugandaexports.go.ug/en



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 26
Number of client companies: 1,122
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Legal and financial assistance, export promotion events,
business contacts' provision, training and advisory,
business opportunities' information



Key sectors:
Coffee, horticulture, services (education, information
and communications technology and health),
manufacturing

Zimbabwe

ZIMTRADE



Chief Executive Officer: Sithembile P. Pillime
Address: P.O. Box 2738, 904 Premium Close,
Mount Pleasant Business Park, Harare
Tel.: +263 436 93 36 41
Fax: +263 436 92 44
info@zimtrade.co.zw
www.zimtrade.co.zw



Mandate: Export development, export promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Number of staff: 18
Number of client companies: 150
Target clients: Small, medium, large enterprises



Core services provided:
Business contacts' provision, market analysis, training and advisory, export promotion events, lobbying and advocacy



Key sectors:
Clothing, agriculture inputs/equipment (engineering), horticulture, processed foods/beverages, building materials



An aerial photograph of a rugged, mountainous landscape in the Americas, showcasing extensive terraced agriculture. The terraces are built into steep, rocky slopes, creating a series of flat, rectangular plots. Some plots are planted with green crops, while others are bare or covered in dry vegetation. A network of narrow dirt paths winds through the terraces, and several tall, slender trees are scattered across the hillsides. The overall scene is one of traditional, labor-intensive farming in a high-altitude, arid environment. A semi-transparent diamond-shaped graphic is overlaid on the left side of the image, containing the word "Americas" in a bold, dark blue serif font.

Americas

Anguilla

Anguilla Chamber of Commerce and Industry ACOCI



President: Keithley F. T. Lake

Address: P.O. Box 321, Anguilla Chamber of Commerce and Industry, The Valley

Tel.: +1 264 497 28 39

Fax: +1 264 497 38 80

info@anguillachamber.com & acoci@caribcable.com
www.anguillachamber.com



Mandate: Export promotion, import development, investment promotion, tourism

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 3

Number of client companies: 150

Target clients: Micro, small, medium enterprises



Core services provided:

Business opportunities' information, promotion of tourism, lobbying and advocacy, business contacts' provision



Key sectors:

Tourism services, retail import, small business enterprises, financial services, real estate

Argentina

Fundación ExporAr



Director: Lic. Leonardo Boto
 Address: Paraguay 864 (C1057AAL),
 Ciudad Autónoma de Buenos Aires
 Tel.: +54 11 41 14 77 00
 Fax: +54 11 41 14 77 18
www.exportar.org.ar



Mandate: Export promotion
 Number of in-country offices: 1
 Number of foreign representative offices: None
 Number of staff: 104
 Number of client companies: 10,912
 Target clients: Micro, small, medium enterprises



Core services provided:
 Market analysis, export readiness, strategy formulation and
 development, export promotion events



Key sectors:
 Industry, foods, wines, cultural property,
 primary properties

Brazil

Brazilian Trade and Investment Promotion Agency APEX-BRAZIL



President: David Barioni Neto

Address: SBN Quadra 02, Lote 11, Ed. Apex-Brasil, Brasília, CEP70040-020

Tel.: +55 61 3426 0202
apexbrasil@apexbrasil.com.br
www.apexbrasil.com.br



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 1

Number of foreign representative offices: 9

Number of staff: 290

Number of client companies: 10,789

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Market analysis, business opportunities' information, training and advisory, export promotion events, investment promotion



Key sectors:

Textiles and clothing, ornamental rocks, machinery and equipment, footwear, personal care

Canada

Canadian Trade Commissioner Service (TCS)

Department of Foreign Affairs, Trade and Development (DFATD)



Deputy Minister of International Trade: Christine Hogan

Address: TCS Enquiries Service (BCI),
125 Sussex Drive, Ottawa, ON, K1A 0G2

Tel.: +1-61 39 44 99 91

Fax: +1-61 39 96 97 09

enqserv@international.gc.ca

www.tradecommissioner.gc.ca

www.international.gc.ca



Mandate: Export development, export promotion, import development,
investment promotion, innovation, science and technology

Number of in-country offices: 5

Number of foreign representative offices: 161

Number of staff: Over 900

Number of client companies: 12,000 clients for 2013-14

Target clients: Medium enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities'
information, target market access conditions, export readiness,
strategy formulation and development, export promotion events,
investment promotion, training and advisory



Key sectors:

Aerospace, agriculture and processed foods, automotive, chemicals,
consumer products, defence and security, education, financial and
insurance services, fish and seafood, forestry and wood products,
industrial machinery, information and communications technology,
infrastructure, life sciences, mining, ocean technologies, oil and gas,
professional services, sustainable technologies, tourism, transportation,
wine, beer and spirits

Chile

Export Promotion Directorate PROCHILE



Director: Roberto Paiva
Address: Teatinos 180, Santiago
Tel.: +56 22 82 7 51 00
mastudillo@prochile.gob.cl
www.prochile.gob.cl



Mandate: Export development, export promotion, tourism, investment promotion
Number of in-country offices: 16
Number of foreign representative offices: 53
Number of staff: 410
Number of client companies: 4,916 (2014)
Target clients: Small, medium enterprises



Core services provided:
Market analysis, business opportunities' information, business contacts' provision, training and advisory, strategy formulation and development, export promotion events



Key sectors:
Agriculture, industry, services

Colombia

PROCOLOMBIA



President: Maria Claudia Lacouture Pinedo
 Address: Calle 28 # 13A - 15 Floor 35-36, Bogotá
 Tel.: +57 (1) 560 0100
 Fax: +57 (1) 606 75 86
 mlacouture@procolombia.co
 www.procolombia.co



Mandate: Export promotion, investment promotion, tourism, country brand, custom-built programmes to adapt products for international demand
 Number of in-country offices: 8
 Number of foreign representative offices: 26
 Number of staff: 472
 Number of client companies: 7,007 domestic companies and 6,975 foreign companies
 Target clients: Micro, small, medium, large, multinational enterprises, tourism wholesalers, multilatinas



Core services provided:
 Market analysis, business contacts provision, business opportunities information, target market access conditions, investment promotion, export promotion events, promotion of tourism, legal and financial assistance, lobbying and advocacy



Key sectors:
 Agribusiness, manufacturing, services

Cuba

Centre for the Promotion of External Trade and Foreign Investment CEPEC



General Director: Roberto Verrier Castro

Address: Calle 10 No. 512 e/31 y 5ª Ave., Playa, La Habana

Tel.: +537 214 43 40/214 43 45

sic@mincex.cu

www.cepec.cu



Mandate: Investment promotion, export development, export promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 25

Number of client companies: 200

Target clients: Small, medium enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, training and advisory, investment promotion, export promotion events



Key sectors:

Industry, services, agriculture, food, biotechnology and pharmaceutical

Dominica

Dominica Export Import Agency DEXIA



General Director: Gregoire Thomas
 Address: 173, Bayfront, 00152, Roseau
 Tel.: +767 448 27 80/34 94/5
 Fax: +767 448 63 08
 dexia@cwdom.dm
 www.dexiaexport.com



Mandate: Export development, export promotion,
 import development, trade facilitation
 Number of in-country offices: 1
 Number of foreign representative offices: None
 Number of staff: 28
 Number of client companies: 20
 Target clients: Micro, small, medium, large enterprises



Core services provided:
 Market analysis, business opportunities' information,
 export promotion events



Key sectors:
 Agriculture, manufacturing, services, non-governmental
 organizations, consumer goods

Ecuador

Institute for the Promotion of Exports and Investments PRO ECUADOR



Executive Director: Julio Antonio Ruales García

Address: Av. Francisco de Orellana
Edificio World Trade Center, Torre A piso 16

Tel.: +593 42 59 79 80
info@proecuador.gob.ec
www.proecuador.gob.ec



Mandate: Export promotion, investment promotion

Number of in-country offices: 6

Number of foreign representative offices: 31

Number of staff: 264

Number of client companies: 4,221

Target clients: Micro, small, medium, large enterprises



Core services provided:

Market analysis, business opportunities' information,
target market access conditions, training and advisory,
investment promotion, export promotion events



Key sectors:

Fishery, aquaculture (seafood), agribusiness and fresh products,
cocoa and derivatives, flowers, processed food

El Salvador

Export & Investment Promotion Agency of El Salvador
PROESA



President: William Granadino

Address: Edificio D'Corá, bulevar Orden de Malta, urbanización Santa Elena, Antiguo Cuscatlán, La Libertad

Tel.: +503 25 92 70 00

Fax: +503 25 92 70 69

info@proesa.gob.sv

www.proesa.gob.sv



Mandate: Export promotion, investment promotion, export development, public-private partnerships promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 77

Number of client companies: 700 (investment related)

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, target market access conditions, export readiness, training and advisory, investment promotion, export promotion events



Key sectors:

Tourism, energy, light manufacturing, offshore business services, specialized textiles and clothing, food and beverages, agribusiness, services, clothing industry, pharmaceutical industry

Haiti

Centre for Trade Support and Promotion PROMOCOM



Executive Director: Undrick Céus
Address: 22, Village des Orchidées,
Rte de Frères Prolongée, Pétion-Ville
Tel.: +509 37 11 88 98
Fax: +509 33 26 90 90
promocom@hotmail.com
www.promocomhaiti.org



Mandate: Export development, export promotion,
import development, investment promotion, joint venture
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 6
Number of client companies: 36
Target clients: Micro, small, medium, large enterprises



Core services provided:
Market analysis, business contacts provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, export and tourism promotion, legal and financial assistance, lobbying and advocacy



Key sectors:
Fisheries, aquaculture (seafood), agribusiness and fresh products, cocoa and derivatives, flowers, processed food

Jamaica

Jamaica Promotions Corporation JAMPRO



President: Diane Edwards

Address: 18 Trafalgar Road, Kingston 10, Jamaica, West Indies

Tel.: +1 876 978 77 55

Fax: +1 876 978 43 41

info@jamprocorp.com

www.jamaicatradeandinvest.org



Mandate: Export development, export promotion, investment promotion, linkages between investment and local producers

Number of in-country offices: 2

Number of foreign representative offices: 2

Number of staff: 78

Number of client companies: 851

Target clients: Small, medium, large enterprises



Core services provided:

Business contacts' provision, business opportunities' information, training and advisory, strategy formulation and development, export promotion events, lobbying and advocacy



Key sectors:

Agriculture, agro- and food processing, business process outsourcing, manufacturing, creative industries

Mexico

ProMéxico



Chief Executive Officer: Francisco González

Address: Camino a Santa Teresa No. 1679, Col. Jardines del Pedregal, Del. Álvaro Obregón, P. O. Box 01900, México, D.F.

Tel.: +52 55 5447 7000

promexico@promexico.gob.mx

www.promexico.gob.mx



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 29

Number of foreign representative offices: 48

Number of staff: 381

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, investment promotion, export promotion events



Key sectors:

Automotive, aerospace, agribusiness, construction and infrastructure, health

Nicaragua

PRONicaragua Investment and Export Promotion Agency



Executive Director: Javier Chamorro Rubiales
 Address: Km.6.5 Carretera a Masaya,
 4to piso Edificio COBIRSA II, Managua
 Tel.: +505 22 52 76 90
 Fax: +505 22 77 32 99
 info@pronicaragua.org.ni
 www.pronicaragua.org



Mandate: Export promotion, investment promotion,
 investment climate promotion
 Number of in-country offices: 3
 Number of foreign representative offices: 1
 Number of staff: 49
 Number of client companies: 650
 Target clients: Micro, small, medium, large,
 multinational enterprises



Core services provided:
 Market analysis, business contacts' provision, business
 opportunities' information, target market access conditions,
 investment promotion, export promotion events



Key sectors:
 Agribusiness, food processing, light manufacturing, services
 (knowledge process outsourcing, business process outsourcing),
 textiles and apparel

Paraguay

Commission for Export Promotion and Tourism REDIEX



Director: Dr. Víctor Bernal

Address: Av. Mcal. López 3333 c/ Dr. Weiss, 1892 Asunción

Tel.: +595 216 16 30 28

Fax: +595 216 16 30 34

info@rediex.gov.py

www.rediex.gov.py



Mandate: Export development, export promotion, investment promotion, tourism

Number of in-country offices: 1

Number of foreign representative offices: 2

Number of staff: 40

Number of client companies: 2,000

Target clients: Small, medium, large enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, investment promotion, export promotion events, lobbying and advocacy



Key sectors:

Food, autoparts, textiles, information and communications technology, logistics and infrastructure

Peru

Peruvian Exports & Tourism Promotion Organization PROMPERÚ



Executive Director: Aracelly Laca
 Address: Calle Uno Oeste 050, Edificio MINCETUR, Piso 14,
 Urb. Corpac, San Isidro, Lima 27
 Tel.: +511 616 73 00
 sae@promperu.gob.pe
 www.promperu.gob.pe



Mandate: Export development, export promotion,
 country image promotion, tourism
 Number of in-country offices: 7
 Number of foreign representative offices: None
 Number of staff: 362
 Number of client companies: 4,064
 Target clients: Micro, small, medium, large enterprises



Core services provided:
 Business contacts' provision, business opportunities' information,
 export readiness, strategy formulation and development, training
 and advisory, export promotion events, promotion of tourism



Key sectors:
 Agribusiness, fisheries and aquaculture, garments,
 manufactured goods, services, tourism

Santa Lucia

Saint Lucia Trade Export Promotion Agency TEPA



Director: Jacqueline Emmanuel-Flood

Address: CP5524, Trade Export Promotion Agency,
2nd Floor Hewanorra House, Pointe Seraphine, Castries

Tel.: +1758 468 22 86

Fax: +1758 452 46 06

info@tepa.org.lc

www.tepa.org.lc



Mandate: Export development, exports promotion,
trade facilitation, trade information

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 11

Number of client companies: 157

Target clients: Micro, small, medium enterprises



Core services provided:

Business opportunities' information, target market access conditions,
export readiness, training and advisory



Key sectors:

Agriculture and food, health and wellness, fashion and clothing,
music and entertainment, arts and craft

Uruguay

Uruguay XXI - Investment and Export Promotion Agency



Chief Executive Director: Antonio Carámbula Sagasti
 Address: Rincon 518/528, Montevideo 11 000
 Tel.: +598 29 15 38 38
 Fax: +598 29 16 30 59
 info@uruguayxxi.gub.uy
 www.uruguayxxi.gub.uy



Mandate: Export development, export promotion,
 investment promotion
 Number of in-country offices: 1
 Number of foreign representative offices: None
 Number of staff: 40
 Number of client companies: 913
 Target clients: Micro, medium, large, multinational enterprises



Core services provided:
 Market analysis, business contacts' provision,
 business opportunities' information, target market access,
 export promotion events



Key sectors:
 Services, industry, construction and infrastructure, energy,
 agribusiness, global services



A scenic landscape featuring a large teal diamond shape overlaid on the left side. The background shows a valley with a winding river, lush green forests, and distant mountains under a dramatic, cloudy sky. The text "Asia and the Pacific" is written in white, bold, sans-serif font inside the teal diamond.

Asia and the Pacific

Afghanistan

Export Promotion Agency of Afghanistan EPAA



Chief Executive Officer: To be advised
Address: 2nd Street She Aqrab Road, Kabul 1006
Tel.: +93 202 50 48 37
info@epaa.org.af
www.epaa.org.af



Mandate: Export promotion
Number of in-country offices: 18
Number of foreign representative offices: None
Number of staff: 56
Number of client companies: 500
Target clients: Micro, small, medium enterprises



Core services provided:
Target market access conditions, export readiness, market analysis, training and advisory, strategy formulation and development, export promotion events



Key sectors:
Carpets and handicrafts, natural herbs and medicinal plants, dry fruit and nuts, fresh fruit and vegetables, marble and gemstones

Armenia

Armenia Development Fund



Acting Executive Director: Arman Khachaturyan
Address: 9th floor, 5 Mher Mkrtchyan Street, Yerevan 0010
Tel.: +374 10 57 01 70
Fax: +374 10 57 01 70/207
info@ada.am
www.ada.am



Mandate: Export development, export promotion, investment promotion, tourism
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 40
Number of client companies: 300
Target clients: Medium, large, multinational enterprises



Core services provided:
Business contacts' provision, business opportunities' information



Key sectors:
Manufacturing, professional services, information and communications technology, financial services, logistics and warehousing

Australia

Australian Trade Commission AUSTRADE



Chief Executive Officer: Bruce Gosper

Address: Level 23 Aon Tower, 201 Kent Street, Sydney NSW 2000

Tel.: +61 293 92 20 00

Fax: +61 293 92 20 24

info@ustrade.gov.au

www.austrade.gov.au



Mandate: Tourism, export development, export promotion, investment promotion, international education promotion

Number of in-country offices: 11

Number of foreign representative offices: 81

Number of staff: 1,032 as of 30 June 2014

Number of client companies: 6,608 from 1 July 2013 to 30 June 2014

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, investment promotion



Key sectors:

Agriculture and food and agribusiness services, advanced manufacturing, services and technology, mining equipment, services and technology, tourism, education

Azerbaijan

Azerbaijan Export and Investment Promotion Foundation AZPROMO



Head: Rufat Mammadov

Address: Baku Business Centre, 32 Neftchilar ave, AZ 1000, Baku

Tel.: +994 125 98 01 47/48

office@azpromo.az

www.azpromo.az



Mandate: Export promotion, investment promotion

Number of in-country offices: None

Number of foreign representative offices: 6

Number of staff: 30

Number of client companies: 100

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, business opportunities' information, training and advisory, investment promotion, export promotion events



Key sectors:

Food industry, agriculture, production of construction materials, chemical industry, information technology

Bahrain

Bahrain Economic Development Board EDB



Chief Executive Officer: HE Kamal bin Ahmed Mohammed
Address: 7th, 8th, 12th, 13th and 16th floor Seef Tower,
P.O. Box 11299, Manama Bahrain
Tel.: +973 17 58 99 99
Fax: +973 17 58 99 00
marketing@bahrainedb.com
www.bahrainedb.com



Mandate: Investment promotion
Number of in-country offices: 1
Number of foreign representative offices: 6
Number of staff: 126
Number of client companies: 629
Target clients: Medium, large, multinational enterprises



Core services provided:
Market analysis, business' contacts provision, business opportunities' information, target market access conditions, investment promotion, export promotion events, promotion of tourism, legal and financial assistance, lobbying and advocacy



Key sectors:
Manufacturing, professional services, information and communications technology, financial services, logistics and warehousing

Bangladesh

Export Promotion Bureau
EPB BANGLADESH



Vice-Chairman and Chief Executive Officer: Shubhashish Bose
Address: 1, Kawran Bazar (2nd, 4th Floor & 9th Floor), TCB Building,
1 Hatirjheel Link Rd 2, Dhaka 1215
Tel.: +88 02 55 01 34 20, +88 029 14 48 22 24, Ext. 110
Fax: +88 029 11 95 31
info@epb.gov.bd; vc@epb.gov.bd
www.epb.gov.bd



Mandate: Export development, export promotion,
investment promotion, tourism
Number of in-country offices: 7
Number of foreign representative offices: None
Number of staff: 277
Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:
Market analysis, business contacts' provision, business
opportunities' information, target market access conditions,
export readiness, training and advisory, strategy formulation
and development, investment promotion, export promotion
events, promotion of tourism, legal and financial assistance,
lobbying and advocacy



Key sectors:
All manufactured goods, primary products, intermediate products,
finished products, services

Bhutan

Export Promotion Division, Department of Trade,
Ministry of Foreign Affairs (EPD)



Deputy Chief Trade Officer: Sonam Gyaltshen

Address: P.O. Box 141, Thimphu

Tel.: +975 232 24 07/33 58 66

Fax: +975 232 78 27

sgyaltshen@moea.gov.bt

www.moea.gov.bt



Mandate: Export development, export promotion,
investment promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 6

Number of client companies: 20

Target clients: Medium, large, multinational enterprises



Core services provided:

Business opportunities' information, training and advisory,
export promotion events



Key sectors:

Handicraft, agriculture, manufacturing,
mining, manufacturing

People's Republic of China

China Council for the Promotion of International Trade
CCPIT



Chief Executive Officer: Mr. Jiang Zengwei
Address: 1, Fuxingmenwai Street, Beijing, 100860
Tel.: +86 10 8807 5305
www.ccpit.org.cn



Mandate: Export development, export promotion, import development, import promotion, tourism
Number of in-country offices: 72
Number of foreign representative offices: 17
Target clients: Large enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities information, target market access conditions, training and advisory, strategy formulation and development, investment promotion, export promotion events, promotion of tourism, legal and financial assistance, lobbying and advocacy

Georgia

Entrepreneurship Development Agency Entreprise Georgia



Chief Executive Officer: Giorgi Tsikolia
Address: 18 Uznadze Street 0102 Tbilisi
Tel.: +995 322 96 00 10
info@enterprise.gov.ge
www.enterprise.gov.ge
www.tradewithgeorgia.com



Mandate: Export development, export promotion,
entrepreneurship development
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 22
Number of client companies: 100
Target clients: Micro, small, medium enterprises



Core services provided:
Market analysis, business contacts' provision, target market
access conditions, business opportunities information,
export promotion events, legal and financial assistance,
lobbying and advocacy



Key sectors:
Food and beverages, pharmaceuticals, textile industry,
plastic processing, paper and packaging

Israel

Israel Export and International Cooperation Institute IEICI



Chief Executive Officer: Ofer Sachs
Address: 29 Hamered St., Tel-Aviv, 68125
Tel.: +972 35 14 29 29
Fax: +972 35 16 28 10
sabines@export.gov.il
www.export.gov.il



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 100
Number of client companies: 3,000
Target clients: Small, medium enterprises



Core services provided:
Export promotion events, market analysis,
business contacts' provision, business opportunities'
information, training and advisory, strategy formulation
and development



Key sectors:
Homeland security, life sciences, water technologies,
agro-technologies, information and communications technology

Kazakhstan

National Export and Investment Agency KAZNEX INVEST



Executive Chairman: Zhangurazov Borisbiy Ibragimovich
Address: 2nd floor, "Ansar" Business Center,
25 Syganak Street, Astana, 010000
Tel.: +7 71 72 91 90 40
Fax: +7 71 72 91 90 50
info@kaznexinvest.kz
www.kaznexinvest.kz/en



Mandate: Export development, export promotion,
investment promotion, coordination of Special Economic Zones
Number of in-country offices: 2
Number of foreign representative offices: 1
Number of staff: 123
Number of client companies: 720
Target clients: Small, medium enterprises



Core services provided:
Market analysis, business opportunities' information,
target market access conditions, export readiness,
training and advisory, strategy formulation and development,
investment promotion, export promotion events



Key sectors:
Mining and metallurgy, engineering, agribusiness and food
industry, consumer goods, chemical industry

Kyrgyzstan

State Enterprise Single Window Centre for Foreign Trade under the Ministry of Economy of the Kyrgyz Republic SW



General Director: Kudabaev Tynchtykbek
Address: 122, Chui Avenue, 720040, Bishkek
Tel.: +996 312 90 26 40
Fax: +996 312 90 26 55
info@trade.kg
www.trade.kg



Mandate: Export development, export promotion, trade facilitation
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 33
Number of client companies: 1,000
Target clients: Small, medium, multinational enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, target market access conditions



Key sectors:
Garment industry, bottled water, dairy, meat, fruit and vegetables

Malaysia

Malaysia External Trade Development Corporation MATRADE



Chief Executive Officer: YBhg. Dato' Dzulkifli Mahmud
Address: P.O. Box 50480, Menara MATRADE,
Jalan Sultan Haji Ahmad Shah, 50480 Kuala Lumpur
Tel.: +60 603 62 07 70 77
Fax: +60 603 62 03 70 37
chamber@mongolchamber.mn
www.matrade.gov.my



Mandate: Export development, export promotion
Number of in-country offices: 5
Number of foreign representative offices: 44
Number of staff: 353
Number of client companies: 402
Target clients: Small, medium, large enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, export promotion events



Key sectors:
Electrical and electronics, oil and gas, construction, machinery and maintenance, repairing and overhaul, processed food

Mongolia

Mongolian National Chamber of Commerce and Industry MNCCI



Director: Oyunchimeg Magvan
Address: Khan-Uul district, Mahatma Gandhi street,
MNCCI's building, Ulaanbaatar
Tel.: +976 11 32 71 76
Fax: +976 11 32 46 20
oyunchimeg.m@mongolchamber.mn
www.mongolchamber.mn



Mandate: Export development, export promotion,
import development, investment promotion, tourism,
business advocacy, public-private dialogue
Number of in-country offices: 22
Number of foreign representative offices: 2
Number of staff: 220
Number of client companies: 500
Target clients: Micro, small, medium, large enterprises



Core services provided:
Business contacts' provision, business opportunities' information,
target market access conditions, export readiness, training and
advisory, strategy formulation and development, investment
promotion, export promotion events, promotion of tourism,
legal and financial assistance, lobbying and advocacy



Key sectors:
Agriculture (meat, farming), light industry (food, drinks, cashmere,
wool, etc.), banking and financing, construction, mining

Myanmar

Department of Trade Promotion, Ministry of Commerce
DTP, MOC



Director General: Toe Aung Myint
Address: Office No. 3, Ministry of Commerce,
Zeya Htarni Road, Nay Pyi Taw
Tel.: +95 067 40 80 18
Fax: +95 067 40 82 56
cio@commerce.gov.mm
www.commerce.gov.mm



Mandate: Export development, export promotion
Number of in-country offices: 17
Number of foreign representative offices: 10
Number of staff: 1,290
Number of client companies: 300
Target clients: Micro enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, target market access conditions

Nepal

Trade and Export Promotion Center TEPC



Executive Director: Ishwari Prasad Ghimire
Address: P.O. Box 825 Kathmandu, Na Tole, Pulchowk, Lalitpur
Tel.: +977 15 52 58 98/553 26 42
Fax: +977 15 52 58 98/553 26 42
info@tepc.gov.np
www.tepc.gov.np



Mandate: Export development, export promotion
Number of in-country offices: 3
Number of foreign representative offices: None
Number of staff: 72
Number of client companies: 300
Target clients: Micro, small, medium enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, export promotion events, training and advisory



Key sectors:
Carpets, garments, handicrafts, agriculture (ginger, cardamom, tea and coffee), pashmina

New Zealand

New Zealand Trade & Enterprise NZTE



Chief Executive Officer: Peter Chrisp
Address: 100 Willis St. Wellington, Wellington
Tel.: +64 48 16 81 00
Fax: +64 48 16 81 01
info@nzte.govt.nz
www.nzte.govt.nz



Mandate: Export development, export promotion, investment promotion
Number of in-country offices: 10
Number of foreign representative offices: 38
Number of staff: 550
Number of client companies: 4,000
Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:
Business contacts' provision, business opportunities' information, export readiness, training and advisory, strategy formulation and development, investment promotion, export promotion events



Key sectors:
Primary, food and beverage, agribusiness, specialized manufacturing, information and communications technology/creative/digital/services

Philippines

Export Marketing Bureau
EMB



Director: Senen Perlada

Address: 1st and 2nd floors, DTI International Building,
375 Senator Gil J. Puyat Avenue, Makati City, 1200

Tel.: +632 465 33 00

Fax: +632 899 01 11

senenperlada@dti.gov.ph

www.emb.dti.gov.ph



Mandate: Export development, export promotion,
investment promotion

Number of in-country offices: 1

Number of foreign representative offices: 28

Number of staff: 74

Number of client companies: 3,000

Target clients: Small, medium enterprises



Core services provided:

Market analysis, business contacts' provision, target market access conditions, export readiness, training and advisory, strategy formulation and development, export promotion events, lobbying and advocacy



Key sectors:

Food and agro-marine products, design-driven products, consumer and industrial manufactures, certification-enabled (natural, organic, halal, Kosher, etc.), services export (information technology-enabled, business process management sectors, construction, education, knowledge, process outsourcing, etc.)

Republic of Korea

Korea Trade - Investment Promotion Agency
KOTRA



Chief Executive Officer: Jaehong Kim
Address: 13, Heolleungno, Seocho-gu, Seoul
Tel.: +82 234 60 70 74
Fax: +82 2 34 60 79 08
www.english.kotra.or.kr



Mandate: Export development, export promotion, investment promotion
Number of in-country offices: 7
Number of foreign representative offices: 123
Number of staff: 685
Number of client companies: 14,000
Target clients: Small, medium, multinational enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, export readiness, strategy formulation and development, investment promotion, export promotion events



Key sectors:
Information and communications technology industry, knowledge-based services, parts and materials, renewable energy industry

Qatar

TASDEER



Chief Executive Officer: Abdulaziz Bin Nasser Al-Khalifa
Address: Qatar Development Bank, Grand Hamad Street, Doha
Tel.: +974 44 30 00 00
Fax: +974 44 35 04 33
info@qdb.qa
www.qdb.qa



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 11
Number of client companies: 123
Target clients: Micro, small, medium enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, export promotion events, legal and financial assistance, lobbying and advocacy



Key sectors:
Food, construction, health, electricity (cables, etc.), plastic

Samoa

Trade Division, Ministry of Foreign Affairs and Trade MFAT



Chief Executive Officer: Aiono Mose P. Sua

Address: Level 3, Fiamē Mata'afa Faumuina
Mulinu'u II Building, Apia

Tel.: +685 211 71

Fax: +685 215 04

mfat@mfat.gov.ws

www.mfat.gov.ws



Mandate: Export promotion, trade policy

Number of in-country offices: 1

Number of foreign representative offices: 6

Target clients: Micro, small enterprises



Core services provided:

Business contacts' provision, business opportunities' information, target market access conditions, training and advisory, export promotion events, lobbying and advocacy



Key sectors:

Agriculture, commerce, manufacturing, exporters,
business community

Saudi Arabia

Saudi Export Development Authority SEDA



Secretary General: Ahmed bin Abdulaziz Alhakbani
Address: Arcade Center, Entrance # 1,
King Fahd Road, Olaya, Riyadh 11578
Tel.: +966 118 74 20 00
Fax: +966 118 74 20 02
info@saudiexports.sa
www.saudiexports.sa/en



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 53
Number of client companies: 400
Target clients: Small, medium enterprises



Core services provided:
Market analysis, training and advisory, export promotion events,
lobbying and advocacy



Key sectors:
Chemicals and polymers, building material, food, packaging,
consumer durables

Sri Lanka

Sri Lanka Export Development Board SLEDB



Chairman and Chief Executive Officer: Bandula Egodage

Address: No. 42, NDB-EDB Tower,
Nawam Mawatha, Colombo-02

Tel.: +94 112 30 07 05/11

Fax: +94 112 30 07 15

chairman@edb.tradenetsl.lk

www.srilankabusiness.com



Mandate: Export development, export promotion,
export facilitation

Number of in-country offices: 9

Number of foreign representative offices: None

Number of staff: 84

Target clients: Micro, small enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, export promotion events, lobbying and advocacy



Key sectors:

Garment sector, rubber-based products, spices and allied products, essential oil, gems, diamonds and jewellery, information and communications technology, business process management

State of Palestine

Palestine Trade Center PALTRADE



Chief Executive Officer: Hanan Taha-Rayyan
Address: Alwatanieh Towers Building 5th floor, Albireh-Ramallah
Tel.: +970 22 40 83 83
Fax: +970 22 40 83 70
info@paltrade.org
www.paltrade.org



Mandate: Export development, export promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Number of staff: 30
Number of client companies: 200
Target clients: Micro, small, medium, large enterprises



Core services provided:
Business opportunities' information, target market access conditions,
export readiness, training and advisory, export promotion events,
lobbying and advocacy



Key sectors:
Services, information and communications technology, tourism,
business-related services, stone and marble, agribusiness,
food and beverages, pharmaceuticals

United Arab Emirates

Dubai Exports



Chief Executive Officer: Eng. Saed Al Awadi

Address: 3rd floor, Building A,
Entrepreneur Business Village, Deira, Dubai

Tel.: +971 44 45 53 33

Fax: +971 44 45 53 55

info@dedc.gov.ae

www.dedc.gov.ae/en



Mandate: Export development, export promotion

Number of in-country offices: 1

Number of foreign representative offices: 10

Number of staff: 10

Number of client companies: 1,500

Target clients: Small, medium enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, training and advisory, export promotion events



Key sectors:

Processed food, precious metal and stones, aluminium, plastics, printing and paper

Uzbekistan

SME's Export Promotion Fund of Uzbekistan EPF



Executive Director: Mustafaev Jahongir Ibodullaevich
Address: Gafur Gulyam str. No.1, Tashkent
Tel.: +998 712 44 35 29
Fax: +998 712 44 35 28
info@nbu-export.uz
nbu-export.uz



Mandate: Export development, export promotion
Number of in-country offices: 14
Number of foreign representative offices: None
Number of staff: 25
Number of client companies: 2,399
Target clients: Micro, small, medium enterprises



Core services provided:
Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export promotion events, legal and financial assistance



Key sectors:
Textiles, food industry, agriculture, construction materials, furniture

Viet Nam

Vietnam Trade Promotion Agency VIETRADE



Director: Bui Huy Son

Address: No. 20 Ly Thuong Kiet Street, Ha Noi, 10000

Tel.: +84 439 34 42 60

Fax: +84 439 34 42 60

vietrade@vietrade.gov.vn

www.vietrade.gov.vn/en



Mandate: Export promotion, trade and investment promotion

Number of in-country offices: 3

Number of foreign representative offices: 2

Number of staff: 152

Number of client companies: 2,000

Target clients: Small, medium, large enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, training and advisory, export promotion events



Key sectors:

Handicrafts, food, digital content, fresh fruit, seafood

Yemen

Ministry of Agriculture and Irrigation MOAI



Minister for Agriculture and Irrigation: H.E. Farid Ahmed Mogawar
Address: P.O. Box 2805, Al-Ziraa'a St., Sanaa
Tel.: +967 156 04 62
Fax: +998 712 44 35 28



Mandate: Export promotion
Number of in-country offices: 2
Number of foreign representative offices: None
Number of staff: 5
Number of client companies: 8
Target clients: Micro, small, medium, large enterprises



Core services provided:
Business contacts' provision, business opportunities' information,
target market access conditions, export readiness, investment
promotion



Key sectors:
Agricultural products (plant, animal), food



A dramatic mountain landscape with a blue-tinted foreground and a white diamond shape containing the word 'Europe'. The background shows jagged mountain peaks under a cloudy sky. The foreground is a dark, blue-tinted mountain slope. A white diamond shape is overlaid on the left side, containing the word 'Europe' in a dark blue, serif font.

Europe

Albania

Albanian Investment Development Agency

AIDA



Executive Director: Genti Beqiri

Address: Blv. Gjergj Fishta, Pall. Shallvare, Tirana

Tel.: +355 42 25 10 01

Fax: +355 42 25 09 70

info@aida.gov.al

www.aida.gov.al



Mandate: Export development, Export promotion, import development, investment promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 29

Number of client companies: 1,500

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, business opportunities' information, investment promotion



Key sectors:

Renewable energy, mining industry, manufacturing, agriculture, tourism

Andorra

The Chamber of Commerce, Industry and Services of Andorra
CCIS



Director: Pilar Escaler

Address: C/ Prat de la Creu, 8. Edifici Le Mans Planta Baixa
AD500 - Andorra la Vella

Tel.: +376 80 92 92

Fax: +376 80 92 93

ccis@andorra.ad

www.ccis.ad/en



Mandate: Export development, export promotion,
import development, investment promotion, tourism, training

Number of in-country offices: 1

Number of foreign representative offices: None

Number of client companies: Not accounted

Target clients: Micro, small, medium enterprises



Core services provided:

Business contacts' provision, target market access conditions,
training and advisory, investment promotion, legal and financial
assistance



Key sectors:

Trade, services, tourism and leisure, retail, construction industry

Austria

Advantage Austria



Acting Director General: Karl Hartleb

Address: Wiedner Hauptstraße 63, 1045 Wien

Tel.: +43 59 09 00 41 77

Fax: +43 59 09 00

aussenwirtschaft.leitung@wko.at

www.advantageaustria.com



Mandate: Export development, export promotion, import development

Number of in-country offices: 115

Number of foreign representative offices: 115

Number of staff: 700

Number of client companies: 25,000

Target clients: Micro, small, medium, large enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export promotion events



Key sectors:

All sectors are covered

Belarus

National Centre for Marketing and Price Study NCMPS



Director: Boris Smolkin
 Address: Pobediteley Avenue, 7, 220004 Minsk
 Tel.: +375 17 226 81 02
 Fax: +375 17 203 91 29
 market@icetrade.by
 www.ncmps.by/en/



Mandate: Export development, export promotion,
 import development
 Number of in-country offices: 7
 Number of foreign representative offices: None
 Number of staff: 150
 Number of client companies: 36,500
 Target clients: Micro, small, medium, large enterprises



Core services provided:
 Training and advisory, export promotion events,
 lobbying and advocacy



Key sectors:
 Chemicals and plastics, machinery and equipment,
 transport equipment, foodstuffs, textiles

Belgium

Belgian Foreign Trade Agency BFTA



Director General: Marc Bogaerts
Address: 3 Rue Montoyer, 1000 Brussels
Tel.: + 32 22 06 35 11
Fax: + 32 2 203 18 12
info@abh-ace.be
www.abh-ace.be



Mandate: Export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 39
Number of client companies: 22,937
Target clients: Micro, small, medium, large enterprises



Core services provided:
Training and advisory, export promotion events,
lobbying and advocacy



Key sectors:
Chemicals and plastics, machinery and equipment,
transport equipment, foodstuffs, textile

Bosnia and Herzegovina

Foreign Trade Chamber of Bosnia and Herzegovina
FTC B&H



Director: Nemanja Vasić

Address: Branislava Đurđeva 10, 71000 Sarajevo

Tel.: +387 33 56 62 22

Fax: +387 33 21 42 92

enes.aliskovic@komorabih.ba

nermana.bicakcic@komorabih.ba

www.komorabih.ba



Mandate: Export development, export promotion, tourism, international transport

Number of in-country offices: 2

Number of foreign representative offices: None

Number of staff: 90

Number of client companies: 5,000

Target clients: Small, medium enterprises



Core services provided:

Training and advisory, export promotion events, lobbying and advocacy



Key sectors:

Metal processing, wood and furniture, automotive, food processing, energy and construction

Bulgaria

Bulgarian Small and Medium Enterprises Promotion Agency BSMEPA



Executive Director: Evgeniy Ivanov
Address: 2-4 Lege Street, 1000 Sofia
Tel.: +359 29 40 79 30
Fax: +359 29 40 79 93
office@sme.government.bg
www.sme.government.bg



Mandate: Export development, export promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 53
Number of client companies: 2,900
Target clients: Micro, small, medium enterprises



Core services provided:
Business contacts' provision, business opportunities'
information, target market access conditions,
export readiness, export promotion events



Key sectors:
Food and drinks production, information and communication
technology and optics, cosmetics and pharmacy,
industrial technologies, furniture

Cyprus

Ministry of Energy, Commerce, Industry and Tourism
MECIT



Director: Nelly Kouliá

Address: Ministry of Energy, Commerce,
Industry and Tourism, CY-1421, Lefkosia (Nicosia)

Tel.: +357 22 86 71 23

Fax: +357 22 76 89 67

ts@mcit.gov.cy

www.mcit.gov.cy/ts



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 1

Number of foreign representative offices: 11

Number of staff: 90

Number of client companies: Not accounted

Target clients: Micro, small, medium enterprises



Core services provided:

Business contacts' provision, export promotion events,
investment promotion, market analysis, business opportunities'
information, target market access conditions



Key sectors:

Agricultural products, industrial products of agricultural origin,
industrial products of manufacturing origin, services, investments

Denmark

Ministry of Foreign Affairs of Denmark - The Trade Council



Under-Secretary for the Trade Council: Susanne Hyldelund
Address: Asiatisk Plads 2, DK-1448 Copenhagen K
Tel.: +45 33 92 05 00
eksportraadet@um.dk
www.um.dk/en/tradecouncil



Mandate: Export development, export promotion,
investment promotion
Number of in-country offices: 1
Number of foreign representative offices: 73
Number of staff: 363
Number of client companies: 4,273
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Market analysis, business contacts' provision,
business opportunities' information, target market access
conditions, export readiness, investment promotion,
export promotion events



Key sectors:
Energy and environment, healthcare, industry,
fashion and furniture

Estonia

Enterprise Estonia



Head: Hanno Tomberg

Address: Lasnamäe 2, 11412 Tallinn

Tel.: +372 627 97 00

Fax: +372 627 97 01

easas.ee

www.eas.ee



Mandate: Export development, export promotion

Number of in-country offices: 2

Number of foreign representative offices: 9

Number of staff: 270

Number of client companies: 2,345

Target clients: Small, medium enterprises



Core services provided:

Business contacts' provision, training and advisory, export readiness, target market access conditions



Key sectors:

Business contacts' provision, business opportunities' information

Finland

FINPRO



President: Markus Suomi
Address: Porkkalankatu 1, 00180 Helsinki
Tel.: +358 294 69 51
Fax: +358 294 69 52 00
info@finpro.fi
www.finpro.fi



Mandate: Export development, export promotion, investment promotion, tourism
Number of in-country offices: 10
Number of foreign representative offices: 64
Number of staff: 200
Number of client companies: 1,438
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Business contacts' provision, business opportunities' information, export readiness, training and advisory, investment promotion, export promotion events, promotion of tourism



Key sectors:
Small and medium-sized Finnish enterprises, foreign investors, travel sector enterprises and organizations in Finland, regional development organizations in Finland, public stakeholders

France

Business France



Chief Executive Officer: Muriel Pénicaud

Address: 77 Boulevard Saint-Jacques, 75998 Paris

Tel.: +33 140 73 31 23

Fax: +33 140 73 37 75

www.ubifrance.fr



Mandate: Export development, export promotion, import development, investment promotion

Number of in-country offices: 22

Number of foreign representative offices: 80

Number of staff: 1,500

Number of client companies: 15,000

Target clients: Small, medium, large enterprises



Core services provided:

Business contacts' provision, investment promotion, export promotion events



Key sectors:

New information and communications technology, agribusiness, green industry, cultural industry

Germany

Germany Trade & Invest GTAI



Chairman/Chief Executive Officer: Dr. Benno Bunse
Chief Executive Officer: Dr. Jürgen Friedrich
Address: Friedrichstraße 60, 10117 Berlin and
Villemombler Strasse 76, 53123 Bonn
Tel.: +49 30 20 00 99-0
Fax: +49 30 20 00 99-812
trade@gtai.de
www.gtai.de



Mandate: Export promotion, investment promotion
Number of in-country offices: 2
Number of foreign representative offices: 49
Number of staff: 318
Target clients: Micro, small, medium, large,
multinational enterprises



Core services provided:
Market analysis, target market access conditions,
investment promotion, legal and financial assistance

Greece

Enterprise Greece



Chief Executive Officer: Stephanos Issaias

Address: 109 Vasilisis Sophias Avenue, 115 21 Athens

Tel.: +30 21 03 35 57 00

Fax: +30 21 03 24 20 79

info@enterprisegreece.gov.gr

www.enterprisegreece.gov.gr



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 2

Number of foreign representative offices: None

Number of staff: 65

Target clients: Small, medium, large, multinational enterprises



Core services provided:

Business contacts' provision, business opportunities' information, target market access conditions, investment promotion, export promotion events



Key sectors:

Tourism, information and communications technology, life sciences, food and agriculture, construction materials

Iceland

Promote Iceland



Chief Executive Officer: Jón Ásbergsson
Address: Surdagarbar 2, IS-104 Reykjavik
Tel.: +354 511 40 00
Fax: +354 511 40 40
info@islandsstofa.is
www.islandsstofa.is



Mandate: Export development, export promotion,
investment promotion, tourism promotion
Number of in-country offices: None
Number of foreign representative offices: None
Number of staff: 28
Number of client companies: 1,000
Target clients: Micro, small, medium enterprises



Core services provided:
Training and advisory, investment promotion,
export promotion events, promotion of tourism



Key sectors:
Tourism, energy, fisheries, information technology, food

Italy

Italian Trade Agency

ITA



Director General: Roberto Luongo

Address: P.O. Box I – 00144, Via Liszt 21, 00144 Rome

Tel.: +39 065 99 21

pianificazione.strategica@ice.it

www.ice.gov.it



Mandate: Investment promotion, import development, export promotion, export development

Number of in-country offices: 2

Number of foreign representative offices: 78

Number of staff: 820

Number of client companies: 11,531

Target clients: Medium, multinational enterprises



Core services provided:

Training and advisory, investment promotion, export promotion events, lobbying and advocacy



Key sectors:

Agribusiness/food, furniture and design, fashion/jewellery, mechanical equipment, hi-tech

Latvia

Investment and Development Agency of Latvia LIAA



Director: Andris Ozols
Address: Perses iela 2, Riga, LV-1442
Tel.: +371 67 03 94 00
Fax: +371 67 03 94 01
liaa@liaa.gov.lv
www.liaa.gov.lv



Mandate: Export development, export promotion,
investment promotion
Number of in-country offices: 1
Number of foreign representative offices: 17
Number of staff: 200
Number of client companies: 2,300
Target clients: Small, medium, large enterprises



Core services provided:
Business contacts' provision, business opportunities'
information, investment promotion, export promotion events



Key sectors:
Engineering industries, food, woodworking,
textiles, life sciences

Lithuania

Entreprise Lithuania



Managing Director: Mantas Juozas Nocius

Address: A. Goštauto Str. 40A, LT-03163 Vilnius

Tel.: +370 (5) 249 90 83

Fax: +370 (5) 204 58 08

info@enterpriselithuania.com

www.enterpriselithuania.com



Mandate: Export development, export promotion, investment promotion, entrepreneurship, business development (start-ups)

Number of in-country offices: 14

Number of foreign representative offices: 7

Number of staff: 56

Number of client companies: 3,000

Target clients: Small, medium, large enterprises



Core services provided:

Business contacts' provision, business opportunities' information, export readiness, export promotion events



Key sectors:

Textiles and clothing, wood and wood products' manufacturing, life sciences, metal and plastic processing, machinery and equipment, manufacturing industry, information and communications technology

Luxembourg

Luxembourg for Business

LfB



Secretary General: Carole Tompers
Address: 19-21, Boulevard Royal, L-2449 Luxembourg
Tel.: +352 24 78 41 16
Fax: +352 22 34 85
info@luxembourgforbusiness.lu
www.luxembourgforbusiness.lu



Mandate: Export development, export promotion,
investment promotion
Number of staff: 3
Target clients: Small, medium, multinational enterprises



Core services provided:
Business opportunities' information, export promotion events

Malta

Malta Enterprise



President: David Curmi
Address: MIMCOL, Tigne Point, Sliema
Tel.: +356 25 42 00 00
info@maltaenterprise.com
www.maltaenterprise.com/en



Mandate: Export development, export promotion
Number of foreign representative offices: 1
Number of staff: 5
Number of client companies: 100
Target clients: Medium enterprises



Core services provided:
 Training and advisory



Key sectors:
 Information and communications technology (software),
 engineering and construction-related services,
 food and beverages

Moldova

Moldovan Investment and Export Promotion Organization MIEPO



Executive Officer: Dona Scola

Address: 65 Alexei Mateevici str., Chişinău, MD-2009

Tel.: +373 22 27 36 54

Fax: +373 22 22 43 10

office@miepo.md

www.miepo.md



Mandate: Export development, export promotion,
investment promotion

Number of in-country offices: 1

Number of foreign representative offices: None

Number of staff: 10

Number of client companies: 60

Target clients: Medium, large, multinational enterprises



Core services provided:

Investment promotion, export promotion events



Key sectors:

Agriculture, industry, textiles, information technology,
business process outsourcing, furniture

Montenegro

Directorate for Small and Medium Sized Enterprises – Montenegro DDSME



Director: Aleksandar Pavicevic
Address: Rimski trg 46, 81000 Podgorica
Tel.: +382 20 40 63 02
Fax: +382 20 40 63 26
 direkcija@nasme.me
 www.nasme.me



Mandate: Export development, export promotion, investment promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 15
Target clients: Micro, small, medium enterprises



Core services provided:
 Business contacts' provision, business opportunities' information,
 training and advisory, export promotion events



Key sectors:
 Processing food and beverages, tourism, wood industry

Netherlands

Netherlands Enterprise Agency
RVO.NL



Director: Maarten Smorenburg
Address: Prinses Beatrixlaan 3, 22595 AL The Hague
Tel.: +31 88 602 50 00
Fax: +31 88 602 90 23
info@rvo.nl
www.rvo.nl



Mandate: Export development, export promotion,
investment promotion
Number of in-country offices: 7
Number of foreign representative offices: 110
Number of staff: 500
Number of client companies: 50,000
Target clients: Micro, small, medium, large,
multinational enterprises



Core services provided:
Market analysis, business contacts' provision,
business opportunities' information, target market access
conditions, investment promotion, export promotion events



Key sectors:
Agribusiness, water energy, creative industries,
sustainable development, life sciences and health

Norway

Innovation Norway



Chief Executive Officer: Anita Krohn Traaseth

Address: Pb. 448 Sentrum, 0104, Akersgata 13, 0158 Oslo

Tel.: +47 22 00 25 00

post@innovasjon norge.no

www.innovasjon norge.no



Mandate: Export development, export promotion, investment promotion, tourism, grants, loans and advisory services to promote entrepreneurship, innovation and growth in companies and clusters

Number of in-country offices: 19

Number of foreign representative offices: 35

Number of staff: 766

Target clients: Micro, small, medium enterprises



Core services provided:

Market analysis, business opportunities' information, target market access, strategy formulation and development, promotion of tourism, legal and financial assistance



Key sectors:

Maritime, marine, oil and gas, energy and environment, information communications technology

Portugal

AICEP Portugal Global

AICEP



Chairman and Chief Executive Officer: Miguel Frاسquilho

Address: Av. 5 de Outubro, 101, 1050-051 Lisboa

Tel.: + 351 217 90 95 00

aicep@portugalglobal.pt

www.portugalglobal.pt



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 10

Number of foreign representative offices: 46

Number of staff: 458

Number of client companies: 13,000

Target clients: Micro, small, medium, large, multinational enterprises



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, training and advisory, investment promotion, export promotion events



Key sectors:

Fashion, clothing and shoes, molding industry, food and agribusiness, automotive industries, chemical and medical care

Serbia

Serbian Investment and Export Promotion Agency SIEPA



Director: Nikola Jankovic
Address: Vojkovicева 3/V, 11000 Belgrade
Tel.: +381 113 39 85 50
Fax: +381 113 39 88 14
 office@siepa.gov.rs
 www.siepa.gov.rs
 www.doingbusinessins Serbia.com



Mandate: Export development, export promotion,
 investment promotion
Number of in-country offices: 1
Number of foreign representative offices: None
Number of staff: 47
Number of client companies: 1,872
Target clients: Small, medium, large, multinational enterprises



Core services provided:
 Target market access conditions, investment promotion,
 export promotion events



Key sectors:
 Automotive, food, beverage and agribusiness, information technology,
 shared services and business process outsourcing, electronic,
 metal processing

Slovakia

Slovak Investment and Trade Development Agency SARIO



Director: Róbert Šimončíč
Address: Trnavská cesta 100, 821 01 Bratislava
Tel.: +421 258 26 01 00
Fax: +421 258 26 01 09
invest@sario.sk
trade@sario.sk
marketing@sario.sk
www.sario.sk/en



Mandate: Export development, export promotion,
investment promotion
Number of in-country offices: 3
Number of foreign representative offices: None
Number of staff: 61
Number of client companies: 13,000
Target clients: Micro, small, medium,
large multinational enterprises



Core services provided:
Business contacts' provision, business opportunities'
information, investment promotion, export promotion events



Key sectors:
Automotive, engineering, information and communications
technology, electronics, systems structures and components

Slovenia

Public Agency of the Republic of Slovenia for the Promotion of Entrepreneurship, Innovation and Development, Investment and Tourism SPIRIT



Acting Director: Gorazd Mihelič

Address: Dimičeva ulica 13, Verovškova ulica 60, 1000 Ljubljana

Tel.: +386 1 589 85 50 (Dimičeva location),
+386 1 589 18 70 (Verovškova location)

Fax: +386 1 589 85 60 (Dimičeva location),
+386 1 589 18 77 (Verovškova location)

info@spiritslovenia.si

www.spiritslovenia.si/en



Mandate: Export development, export promotion, investment promotion, fostering entrepreneurship

Number of in-country offices: 2

Number of foreign representative offices: 4

Number of staff: 90

Number of client companies: 4,715

Target clients: Micro, small, medium, large, multinational enterprises (foreign direct investment)



Core services provided:

Market analysis, business contacts' provision, business opportunities' information, target market access conditions, export readiness, training and advisory, strategy formulation and development, investment promotion, export promotion events, promotion of tourism



Key sectors:

Automotive, information and communications technology, electronics, wood and wood processing, food processing, logistics and distribution

Spain

ICEX Spain Trade and Investment ICEX



Chief Executive Officer: Francisco Javier Garzón Morales
Address: Paseo de la Castellana 14-16, 28046 Madrid
Tel.: +34 900 349 000
informacion@icex.es
www.icex.es



Mandate: Export development, export promotion,
investment promotion, foster foreign direct investment
Number of in-country offices: 31
Number of foreign representative offices: 97
Number of staff: 591
Number of client companies: 15,000
Target clients: Small, medium, large, multinational enterprises



Core services provided:
Market analysis, business contacts' provision, business
opportunities' information, target market access conditions,
export readiness, training and advisory, strategy formulation and
development, investment promotion, export promotion events,
legal and financial assistance, lobbying and advocacy

Sweden

Business Sweden - The Swedish Trade & Invest Council



Chief Executive Officer: Ylva Berg

Address: World Trade Center, Klarabergviadukten 70, Stockholm

Tel.: +46 858 86 60 00

Fax: +46 858 86 61 90

info@business-sweden.se

www.business-sweden.se/en



Mandate: Export development, export promotion, investment promotion

Number of in-country offices: 1

Number of foreign representative offices: 50

Number of staff: 430

Target clients: Small, medium, large enterprises

Switzerland

Switzerland Global Enterprise S-GE



Chief Executive Officer: Daniel Küng
Address: Stampfenbachstrasse 85, CH-8006 Zürich
Tel.: +41 443 65 51 51
Fax: +41 443 65 52 21
info@s-ge.com
www.s-ge.com



Mandate: Export development, export promotion,
import development, investment promotion
Number of in-country offices: 3
Number of foreign representative offices: 21
Number of staff: 185
Number of client companies: 9,319
Target clients: Small, medium, large enterprises



Core services provided:
Export development, export promotion, import development,
investment promotion, market analysis, business contacts'
provision, business opportunities' information, target market
access conditions, strategy formulation and development,
export promotion events



Key sectors:
Information and communications technology,
life sciences and medical technologies, machinery, electronics
and metal (MEM), food, clean technology/energy

United Kingdom of Great Britain and Northern Ireland

UK Trade and Investment UKTI



Chief Executive Officer: Catherine Raines
Address: 1 Victoria Street, London, SW1H 0ET
Tel.: +44 20 72 15 50 00
enquiries@ukti.gsi.gov.uk
www.uktradeinvest.gov.uk



Mandate: Export development, export promotion, import development, investment promotion
Number of in-country offices: 1
Number of foreign representative offices: 227
Number of staff: 2,581
Number of client companies: 48,000
Target clients: Medium, large enterprises

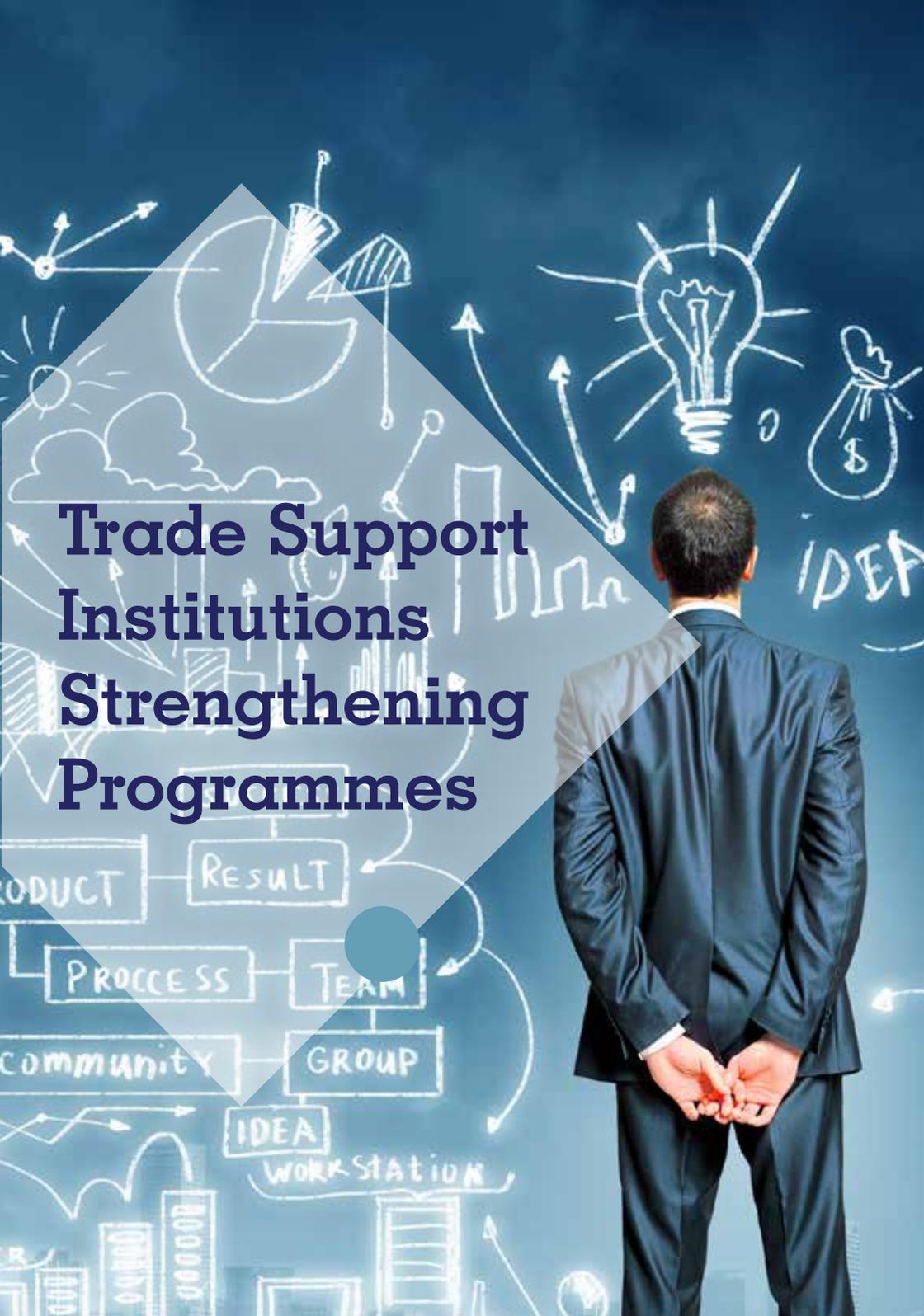


Core services provided:
 Market analysis, business contacts' provision, business opportunities' information, investment promotion, export promotion events

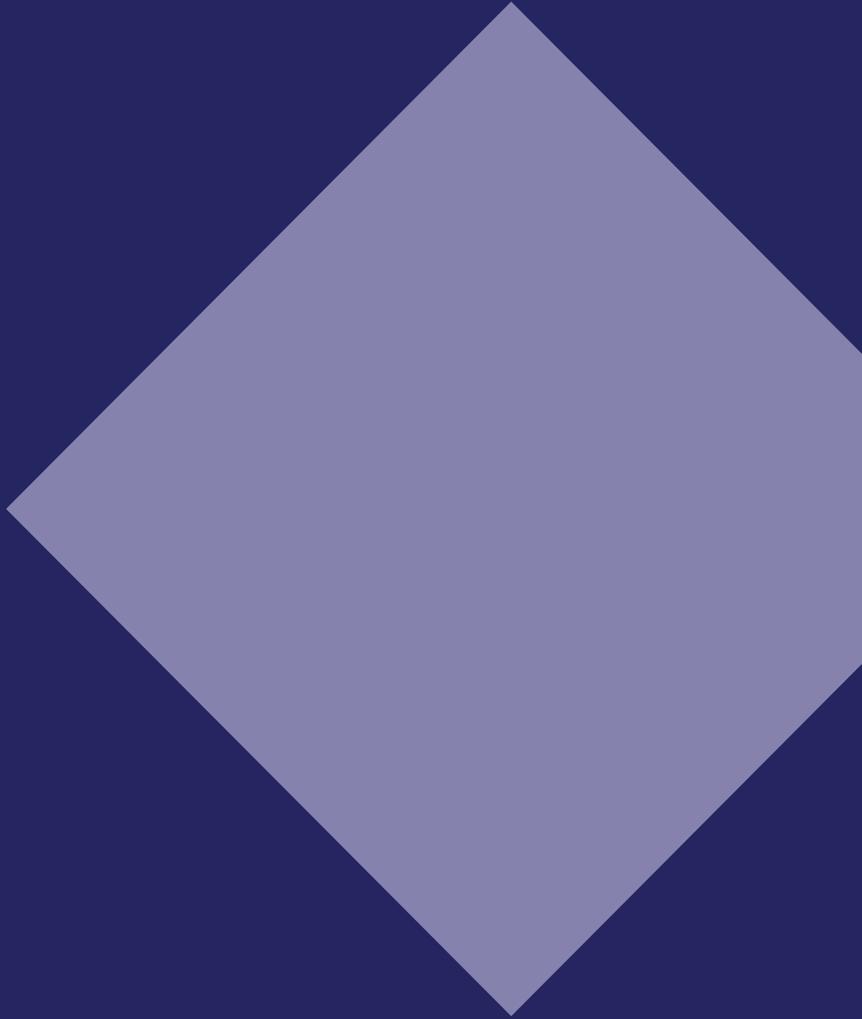


Key sectors:
 Healthcare, energy, food and drink, creative industries, defence and security



A man in a dark suit stands with his back to the camera, looking at a chalkboard. The chalkboard is covered in white chalk drawings and diagrams. On the left, there's a pie chart with one slice removed, and a bar chart with three bars of increasing height. In the center, there's a flowchart with boxes labeled 'PRODUCT', 'RESULT', 'PROCESS', 'TEAM', 'COMMUNITY', and 'GROUP' connected by arrows. Below that, there's a box labeled 'IDEA' and 'WORKSTATION'. On the right, there's a large drawing of a glowing lightbulb with rays emanating from it, and a money bag with a dollar sign. The word 'IDEA' is written in large letters below the money bag. The background is a dark blue gradient.

Trade Support Institutions Strengthening Programmes



Supporting Trade Support Institutions

JOSÉ PRUNELLO

Chief, Trade Support Institution
Strengthening Section, ITC



I hope you find this directory useful. The ITC global database of Trade Promotion Organizations represents the official source of information for trade-related technical purposes and is referred to by organizations such as the World Bank, the World Trade Organization, the United Nations, and regional development banks.

We updated our TPO directory this year to ensure it stays relevant to the global TPO community and to facilitate communication among members of the network.

This TPO Directory is circulated to every organization both in print and online versions to promote the network and to increase the visibility of each TPO member.

In addition, this database serves as the main gateway to the biennial networking event for TPOs - the TPO Network World Conference and Awards.

In the following pages you will find information about this event and the other ITC initiatives designed to improve the managerial and operational performance of trade support institutions.

I would also like to take this opportunity to invite your organization to join our global TPO community by registering on ITC's Benchmarking platform.

For more information and to register please visit: www.tisibenchmarking.org.

I encourage you to use this resource to develop new partnerships and strengthen old ones and thus help to meet the needs of SMEs around the world.



The ITC AIM FOR RESULTS PROGRAMME

Assess, Improve and Measure the Performance of Trade Support Institutions

AIM for Results builds the capability of trade support institutions to increase the export value of their clients, especially small and medium-sized enterprises (SMEs). Under this initiative, ITC will develop long-term relationships with trade support institutions in order to embed sustainable improvements in terms of efficiency and effectiveness. It is estimated that the path to improvement for each trade support institution will take approximately two to three years and will involve intensive support relationships using customised performance-improvement plans.

The AIM process is continuous. It comprises:

- Assessment: analysing the effectiveness and efficiency of trade support institutions using ITC's benchmarking methodology.
- Improvement: understanding weaknesses and addressing them through information, capacity building and technical advisory solutions.
- Measurement: establishing an effective and right-sized measurement system.

Integral to the project is the enhancement and expansion of ITC's existing toolset and delivery mechanisms, so that ITC's assistance to trade support institutions remains up to date, relevant, consistent, flexible and cost-effective.

Find out more here:

<http://www.tisibenchmarking.org/aim-for-results>



ITC BENCHMARKING PROGRAMME

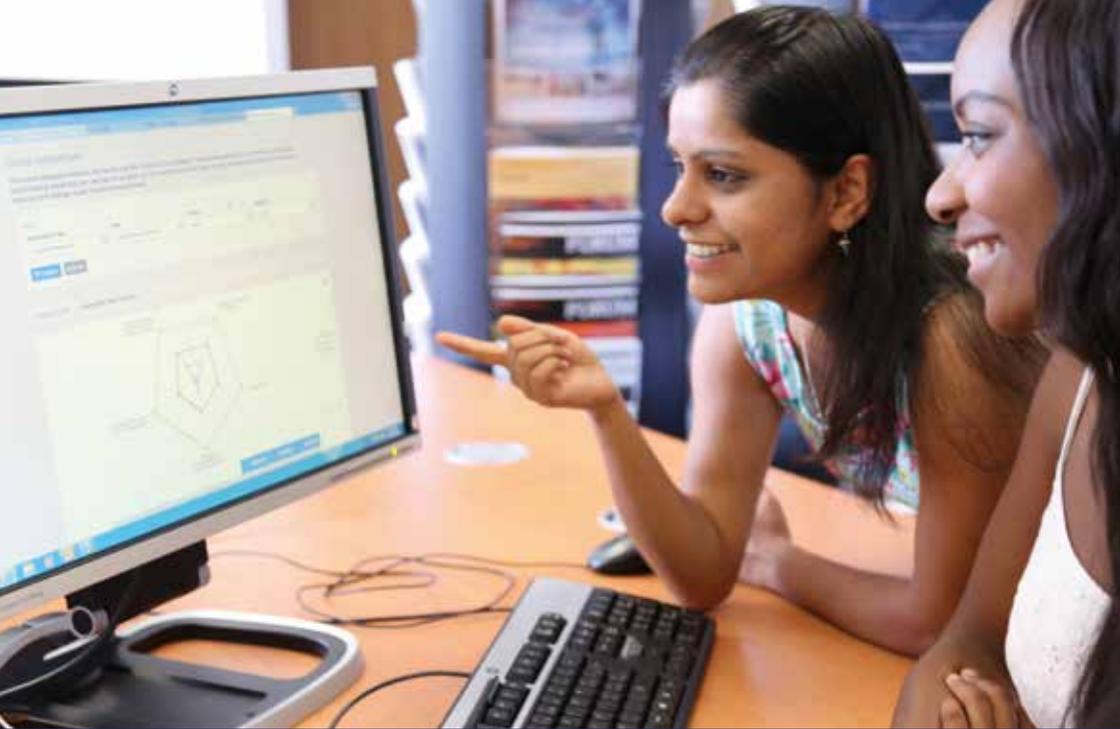
Measuring Organizational Performance

The ITC benchmarking programme gives Trade and Investment Support Institutions (TISIs) an independent and objective assessment of their efficiency and their performance in relation to the good business practices of similar organizations. The methodology uses a comprehensive set of benchmark measures, developed specifically for organizations that provide trade development and promotion support. The programme helps these organizations identify areas for improvement so they may increase their impact. It also provides a global learning platform so organizations can compare processes and business practices.

The benchmarking assessment uses a maturity based model of analysis® comprising 225 indicators of performance shaped around four main areas of performance: Leadership and Direction; Resources and Processes; Products and Service Delivery; and Measurement and Results.

TISIs that undergo the benchmarking assessment in partnership with ITC receive a comprehensive, confidential report which includes a detailed analysis of the scores. It provides a detailed analysis of the organization's strengths and weaknesses. It identifies where the institution is performing well. Includes recommended areas for action, suggests follow-up activities and the benchmarking review also identifies areas where the TPO is performing well and is innovating. These areas may provide material that would be useful to share with other institutions and through the ITC TISI benchmarking platform.

Visit us here:
www.tisibenchmarking.org



ITC BENCHMARKING PLATFORM

The ITC benchmarking programme is supported by an online platform that has a range of tools and functionalities that help users analyse their organization's performance. Trade Promotion Organizations (TPOs) and Trade and Investment Support Institutions (TISIs) in general can register with a password-protected account that allows them to display and extract - online and in real time - their benchmarking scores across all measures and indicators.

A key feature allows users to generate visual records of its organization's quantitative and qualitative information. This assists organizations to monitor their institutional performance over the long term.

The platform also hosts a rich library of case studies and best practices, which is constantly updated. The library contains documents on topics such as institutional development, organizational performance and result measurement.

Discover the benchmarking platform here:
www.tisibenchmarking.org



ITC FOREIGN TRADE REPRESENTATION (FTR) PROGRAMME

The ITC Foreign Trade Representation (FTR) programme is aimed at trade representatives, diplomats and managers of overseas trade offices working in developing countries, least developed countries or countries in transition. The FTR events and consultancies focus on four key areas: networks, strategies, services and management.

At the national level, training workshops help participants to learn about tools and methods, share good practices and update the skills of staff posted abroad.

An online version of the FTR programme is available as part of the ITC E-learning academy. Please visit <http://learning.intracen.org> to access the FTR course.

To find out more about the FTR programme and to access related online resources, please go to: <http://www.intracen.org/itc/trade-support/foreign-trade-representation>



TPO Network World Conference & Awards

Aicha Pouye (far right), Director Division of Business and Institutional Support, chairs a panel at the 2014 TPO Network World Conference and Awards, Dubai.

The Trade Promotion Organizations' Network and the TPO Network World Conference and Awards

The TPO Network

The Trade Promotion Organizations' Network was established to facilitate the dynamic exchange of information and good practices and to collaborate on providing trade and investment services to SMEs, policy makers and other institutional players. The overall purpose of the network is to encourage the continual and mutual improvement of trade and investment support services through online and offline forums.

TPO Network World Conference and Awards

The TPO Network World Conference was first established in 1996 to provide a forum for TPOs around the world to discuss issues and trends that impact their work.

This unique biennial event facilitates:

- Knowledge transfer through the sharing of good practices among TPOs and from respected leaders in the fields;
- Discussions on issues and trends defining the course of activities for national and regional TPOs and the TPO Network as a whole;

- Collaboration between TPOs to strengthen and widen their service delivery.

The TPO Network Awards run concurrently with the TPO Network World Conference. The Awards were introduced in 2004 to facilitate peer recognition of institutional excellence and encourage the sharing of best practices among the TPO network members.

The TPO Network World Conference and Awards is attended by senior representatives of trade support institutions, policy makers and experts involved in trade-related technical support services. You are welcome to join us at the next TPO Network World Conference, which will take place in Marrakech, Morocco, in October 2016.

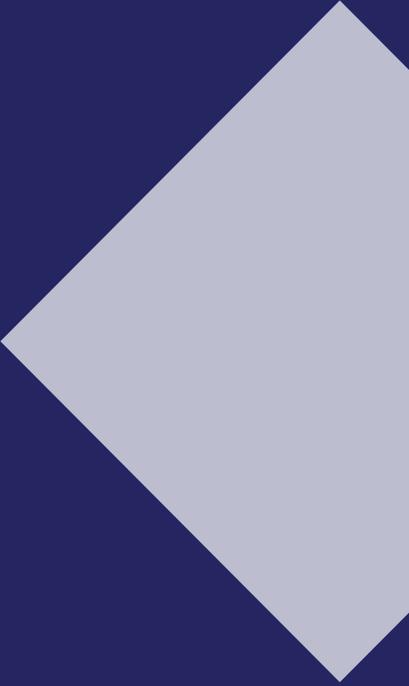
More information can be found here with an underline and in blue for the print version. the webversion should be linked.

www.tponetwork.net

20 YEARS OF TPO NETWORK WORLD CONFERENCES AND AWARDS

The event has been hosted by TPOs for TPOs, together with ITC, since 1996:

- The 1st Conference in 1996 in Cartagena, Colombia, addressed the impact of the new multilateral trading system in the wake of the creation of the World Trade Organization (WTO).
- The 2nd Conference in 1998 in Santiago, Chile, followed with a closer look at trade promotion tools. It concluded with a declaration from the 86 participating TPOs of their commitment to promoting free trade in the new international order.
- At the 3rd Conference in 2000 in Marrakech, Morocco, participants addressed the challenges of the digital economy and began to review the challenges of public-private partnerships (PPPs) and impact assessment.
- The turbulent business environment was the theme of the 4th Conference in Beijing, China, in 2002.
- At the 5th Conference in 2004 in St. Julian's, Malta, participants focused on innovation and practical action as a response to rapid evolutions in global trade.
- The opportunities and challenges for TPOs in global trade were discussed at the 6th Conference in Buenos Aires, Argentina, in 2007.
- The 7th Conference in 2008 in The Hague, the Netherlands, explored key issues for TPOs to remain competitive in the changing international marketplace.
- The 8th Conference in 2010 in Mexico City, Mexico, addressed the theme Building Export Success: Enhancing TPO Impact in a Changing Global Environment.
- At the 9th Conference in 2012 in Kuala Lumpur, Malaysia, participants discussed the innovative practices needed to transform their operations and new services to meet the social and economic challenges of today and the future.
- Participants at the 10th Conference in 2014, Dubai, United Arab Emirates, focused on the role of TPOs in facilitating the internationalization process of SMEs with a specific emphasis on linking trade and investment promotion activities.



FSC is an independent, non-governmental, not for profit organization established to promote the responsible management of the world 's forests.

Printed by ITC Digital Printing Service on FSC paper, which is environmentally-friendly paper (without chlorine) using vegetable-based inks. The printed matter is recyclable.