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A unique boost



BRUSSELS REGIONAL PUBLIC SERVICE



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Brussels Invest & Export

provides a unique boost by helping
Brussels-based companies find their way
to the global market as well as acting
as a one-stop shop to welcome foreign
investors in Brussels, which is the ideal
launching pad for their exports across
Europe.



ALWAYS ON HAND TO HELP YOU

Brussels Invest & Export provides customised guidance to every Brussels-based or foreign company in the frame of their international expansion.



EXPORT

Are you a Brussels entrepreneur?

Are you planning to conquer new markets? Then talk to us, regardless of whether you are new to export or are already exporting. We are at your service to:

- ▶ determine the basic requirements for every export activity and to draw up a feasibility study;
- ▶ start prospecting the market and search for partnerships in collaboration with our economic and trade attachés in the respective target markets;
- ▶ inform you about the legal and customs aspects, about procedures and about the funding of export activities.



INVEST

Are you a foreign investor?

We offer a “Welcome Package” which will help you understand why a branch in the capital of Europe is such an asset. This includes:

- ◀ a fully equipped free office, including a reception and access to meeting rooms, for three months;
- ◀ a search for available premises;
- ◀ information about taxation, government grants or environmental and planning legislation;
- ◀ the identification of potential partners thanks to a wide network of contacts;
- ◀ follow-up after you set up your business.



A WORLDWIDE NETWORK

A public service such as Brussels Invest & Export is so powerful because of its network of economic and commercial attachés, all over the world, from Beijing to São Paulo. Ninety-five attachés are at your service. And what's more, all their services are free!

Their task:

- ▶ to inform you about the legal aspects and the business culture of the country where they are based;
- ▶ to find a local partner or distributor for you;
- ▶ to identify prospects;
- ▶ to facilitate your contacts with the local authorities;
- ▶ to help you with your participation in a trade fair;
- ▶ to organise your business meetings;
- ▶ to help you establish a branch or an agency.

SAVE THE DATE "CONTACT DAYS"

Every year our economic and commercial attachés are in Brussels for B2B meetings with Brussels-based enterprises. An excellent opportunity to present them your export projects and to receive some customised advice.

Registrations: www.brusselsinvestexport.be/contacts-days



TRADE PROMOTION ACTIVITIES TO OPEN BORDERS

Every year hundreds of entrepreneurs take part in our trade initiatives across the world:

- ▶ big plurisectoral missions focus on export and on the promotion of Belgium and Brussels towards foreign investors. They include princely missions in which the three Belgian Regions take part. The presence of a prince or princess is particularly beneficial from a publicity point of view;
- ▶ sectoral missions target a specific sector;
- ▶ invitations to buyers and contact days with decision-makers are short, unexpensive and very efficient;
- ▶ thematic and geographic meetings introduce you to new markets and allow you to meet with other entrepreneurs;
- ▶ find out more about opportunities for contracts with the European institutions during the “Brussels-Europe” breakfasts;
- ▶ collective booths, under the Brussels denominator, at international trade fairs limit your costs and take the logistics off your hands.

A sectoral approach

Our sectoral attachés are your partners in Brussels, regardless of your sector/activity:

- ▶ audiovisual, performing arts, publishing and graphic design;
- ▶ design and furniture, fashion and accessories;
- ▶ tourism;
- ▶ building and architecture;
- ▶ health, biotechnology and pharmaceuticals;
- ▶ energy and the environment;
- ▶ ICT;
- ▶ food and hospitality industry.

FINANCIAL SUPPORT AT YOUR DISPOSAL

The Brussels Capital Region will boost your SME's dynamism with a wide range of grants funding 50% of your costs.

These grants cover:

- ▶ prospecting in non-EU markets;
- ▶ participation in specialized trade fairs (75% of refund for starters);
- ▶ creation of communication materials (brochures, catalogues, websites, CD-ROMs and so on);
- ▶ participation in tenders outside the EU;
- ▶ opening agencies outside the EU.

Info: www.brusselinvestexport.be , "Financial incentives" tab.

What's more, Brussels Invest & Export provides directly funds BECI (Brussels Enterprises Commerce and Industry) so that you can take part in their 'Boost your export' program at the lowest possible price.

Info: www.beci.be, "International" tab.



“BRUSSELS BEST EXPORTERS”

Every two years, Brussels Invest & Export, in collaboration with BECI, rewards two Brussels-based export companies in the “goods” and “services” categories. The 2013 winners are Numeca International and Telegingua.

The trophies were designed by Jean-François D'Or.



“BRUSSELS YOUNG EXPORTERS PROGRAM”

**Do you need a specialist to help develop your export activities?
Since 2005 the Brussels Young Exporters Program trains young Brussels
job-seekers with a university degree in international trade.**



The program has various stages:

- ▶ a solid theoretical training by professors who are well-versed in business management;
- ▶ a work placement in a Brussels SME to learn more about its products or services and its market approach;
- ▶ foreign work experience to identify prospects;
- ▶ defending a market survey to a professional jury and obtaining a certificate which guarantees quality and which is highly appreciated by entrepreneurs.

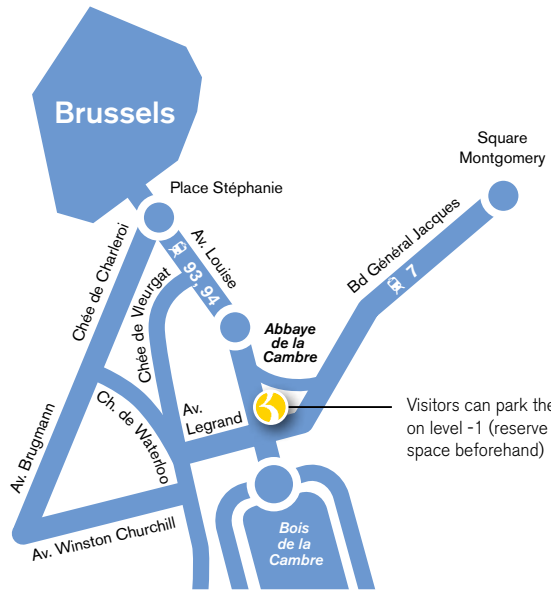
“IMPORT/EXPORT ASSISTANTS” PROGRAM

Exports, too much paperwork?

Another program, of which the first two phases are similar to the above program trains import/export assistants so they can take the administrative workload off the shoulders of entrepreneurs, enabling them to concentrate on their business.



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Visitors can park their car on level -1 (reserve your space beforehand)

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Do you wish to receive our action plans, targeted mailings, newsletters and business opportunities – just like 4,000 other enterprises? Then go to our online “export” database at www.brussels-exporters.be and register yourself in just a few mouse clicks.



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