

## UK BASED INTERNATIONAL EVENTS, SEMINARS & WORKSHOPS

- **Doing Business In Australia – Radisson Edwardian, Manchester: 12<sup>th</sup> October 2011**

This free event will offer delegates exclusive opportunities to learn more about business opportunities in Australia.

For more information or to book a place please contact [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **Doing Business In Bahrain – Bridgewater Hall, Manchester: 13<sup>th</sup> October 2011**

This event, being held in Manchester, will offer delegates an opportunity to find out about the variety of business prospects available in Bahrain. The Bahrain Chamber delegation led by Shaikh Mohammed bin Isa al-Khalifa will include a wealth of expertise in variety of sectors, including specialist knowledge of the plastics, & construction industry.

For more information or to book a place please contact James Veevers on 0161 875 2334 or Email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **Doing Business in the Baltic States - Lancashire County Council, Preston: 13<sup>th</sup> October 2011**

**Indrek Pallo**, Director of Trade & Investment, Regional Trade Manager for UKTI Baltic's who is running the trade teams in Estonia, Latvia, Lithuania will talk about the opportunities for UK businesses with aspirations to trade in these lucrative territories with support from **Ringaile Saviciene** from Lithuania and **Sanita Bankava** from Latvia. There will be an opportunity to hold one-to-one meetings with the overseas staff and there will also be a case study from a successful Lancashire company

For further information or to book a free place please contact **Jonathan Thomas** by email: [Jonathan.Thomas@lancashire.gov.uk](mailto:Jonathan.Thomas@lancashire.gov.uk) or call 01772 536611.

- **Fashion and High Value Retail – Leeds: 19<sup>th</sup> October 2011**

A morning workshop and networking opportunity for companies involved in fashion and high value retail. Speakers for the event to include Sir Stuart Rose, former Executive Chairman Marks and Spencer; Sir Eric Peacock, non-Exec member of UKTI Board and businessman with interests in a range of consumer goods (including Babygro); Caroline Rush, CEO British Fashion Council and Paul Alger, UK Fashion Textiles.

For more information or to book a place please contact the events team on 08456 048048 or Email [info@uktiyorkshire.co.uk](mailto:info@uktiyorkshire.co.uk)

- **Doing Business in South Korea - The Park Royal Hotel, Warrington: 21<sup>st</sup> October 2011**

This morning event will give delegates an opportunity to find out about doing business in South Korea & how to use the EU-South Korea free trade agreement to your advantage. Douglas Barrett, Head of UK Trade & Investment at the British Embassy in Seoul, is visiting the North West to convey why trading with South Korea can be challenging but worth it.

For more information or to book a free place please contact Charlene McCandless by email at [info@warrington-chamber.co.uk](mailto:info@warrington-chamber.co.uk).

- **EEN/HMRC Importing and Exporting: Customs Processes Seminar – Trafford: 28<sup>th</sup> October 2011**

This free event will offer delegates help in understanding the Customs requirements relating to International Trade outside of the European Union (EU) and also intra European movements.

For more information or to book a place please contact David Wright on 0161 875 2345 or Email [eenw@business-support-solutions.co.uk](mailto:eenw@business-support-solutions.co.uk)

- **High Value Opportunities Event – Mansion House, London: 1<sup>st</sup> November 2011**

**The High Value Opportunities (HVO) programme** is a new approach to the identification, prioritisation and delivery of UKTI support in pursuit of high value overseas projects. It is a key strand of the revised UKTI strategy. Historically there have been significantly more high value opportunities than either UKTI or UK companies can exploit. The HVOP provides UKTI with a mechanism to determine where it can deploy its resources to maximum impact and value.

For more information or to book a place please contact Denise Harris on 020 7215 8602 or email [denise.harris@ukti.gsi.gov.uk](mailto:denise.harris@ukti.gsi.gov.uk)



For further details about the International Market Visit, Event and Exhibition Programmes, please contact the UKTI North West International Trade Centre.

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## INTERNATIONAL MISSIONS, EXHIBITIONS & MARKET VISITS

- **UKTI North West Market Visit to China (Shanghai and Shenzhen / Guangzhou): 15 – 22 October 2011**

With the support of the North West Regional Development Agency (NWDA) and the European Regional Development Fund (ERDF), UKTI North West are inviting North West businesses with an interest in China to join a market visit to Shanghai and Shenzhen / Guangzhou in October.

For more information or to register your interest please contact Miho Hatakeyama on 0161 875 2333 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **UKTI Exhibition: Eco Expo Asia 2011, Hong Kong: 26 – 29 October 2011**

*UK Trade & Investment is hosting a UK Pavilion and we are inviting British businesses to exhibit at Eco Expo Asia 2011...*

Eco Expo Asia takes place at the AsiaWorld Expo (AWE) in Hong Kong on 26th-29th October 2011. This fair is an international trading platform showcasing the latest innovations in environmental protection industries from around the world. It is also a premier venue for environmental professionals from commercial, governmental & non-governmental spheres to meet and make quality business contacts.

For more information or to register your interest please contact Philomena Chen on 0161 875 2328 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **UKTI Seminar Mission to: The World Bank & Inter-American Development Bank – USA: 7-10 Nov 2011**

The two major International Finance Institutes based in Washington D.C. are the World Bank Group and the Inter-American Development Bank (IDB). Both organisations have Sustainability and Climate Change as priority themes for their respective borrowing member countries.

The mission include two days of presentations from experts at the Banks on their current and proposed activities in the Urban Development, Water and Climate Change sub-sectors mentioned above. Here, you will pick up valuable information on how to track projects, use documents and reports to help you and find out advance information on upcoming projects.

For a full information and application pack please contact Paul Meikle via Fax (0121 607 0130) or email [p.meikle@birminghamchamber.org.uk](mailto:p.meikle@birminghamchamber.org.uk)

- **Construction sector mission: BATIMAT 2011 – Paris, France: 7-12 November 2011**

Enterprise Europe Network North West are inviting construction companies to join a mission to the BATIMAT exhibition. BATIMAT is the essential meeting place for the French and international construction industry. Playing a central role in tackling the energy challenges facing buildings, BATIMAT is the place where the technical solutions emerge that will characterize sustainable construction and renovation projects. BATIMAT is a real springboard for manufacturers who want to launch their technological innovations and massively speeds up the rate at which new ideas and products are adopted.

For further details or to register interest in this mission please contact David Wright on 0161 875 2325 or email [eenw@business-support-solutions.co.uk](mailto:eenw@business-support-solutions.co.uk)

- **UKTI Market Visit to: Latin America: 19<sup>th</sup> November – 3<sup>rd</sup> December 2011**

UK Trade & Investment in partnership with the North West Development Agency (NWDA) and European Regional Development Fund (ERDF) invite you to take part in an exciting opportunity to visit 4 cities across Argentina, Brazil and Chile.

For more information or to register your interest please contact Jackie Nolan on 0161 875 2335 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)



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- **UKTI Healthcare & Medical Sector mission to: Medica 2011, Dusseldorf, Germany: 16-19 November 2011**

UK Trade & Investment with the support of the North West Development Agency (NWDA) and European Regional Development Fund (ERDF) are inviting North West businesses in the Healthcare & Medical sector to join this mission. Medica is the worlds largest medical trade fair and covers the entire spectrum for both ambulant and in-patient treatments.

For more information or to register your interest please contact Jackie Nolan on 0161 875 2335 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **UKTI North West market visit to: Thailand & Indonesia: 26 November – 3 December 2011**

With the support of the North West Regional Development Agency (NWDA) and the European Regional Development Fund (ERDF), UKTI North West are inviting North West businesses with an interest in Thailand and Indonesia to join a market visit to Bangkok and Jakarta in November.

For more information or to register your interest please contact Miho Hatakeyama on 0161 875 2333 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **Environmental Sector mission to: Pollutec, Paris, France: 29 November – 2 December 2011**

Enterprise Europe Network North West are inviting companies to join an Environment sector mission to Pollutec 2011 in Paris. The world's leading show for the environment will gather 2,400 exhibitors and 75,000 trade visitors bringing together the full range of sustainable green technologies.

For more information or to register your interest please contact Jens Boehm on 0161 875 2325 or email [eenw@business-support-solutions.co.uk](mailto:eenw@business-support-solutions.co.uk).

- **UKTI North West Market Visit to: Moscow, Russia: 4-9 December 2011**

UKTI North West are inviting North West businesses with an interest in Russia to join a market visit to Moscow in December. Russia remains an attractive target for exporters and investors, with favourable cross-sector opportunities, some unique in scale. UK exports to Russia in 2010 increased by 51% and equalled £3.45bn. Since 2001 UK-Russia trade has been growing by an average of 21% year-on-year. The mission will focus on 4 sectors; Building and Construction, Engineering (Advanced and Electrical), Food and Drink and Pharmaceutical.

For more information or to register your interest please contact Paul Yuan on 0161 875 2329 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **Automotive Sector Mission to: AutoExpo 2012, New Delhi India: 7-12 January 2012**

The Northwest Automotive Alliance, UK Trade & Investment & the Society of Motor Manufacturers & Traders are encouraging automotive businesses in the North West to join this exciting mission in January.

For more information or to register your interest please contact Jackie Nolan on 0161 875 2335 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

- **UKTI North West market visit to Vietnam: 18-25 February 2012**

With the support of the North West Regional Development Agency (NWDA) and the European Regional Development Fund (ERDF), UKTI North West are inviting North West businesses with an interest in Ho Chin Minh City and Hanoi to join a market visit to Vietnam in February 2012.

To receive a full application form or to obtain more information, please contact Miho Hatakeyama by telephone on 0161 8975 2333 or by email to [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)



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- **Creative Sector Mission to: Filmart 2012, Hong Kong: 19-22 March 2012**

UKTI North West is offering a great opportunity for northwest creative industry companies to join a mission to Hong Kong FILMART – Asia's World Entertainment Market, supported by the European Regional Development Fund (ERDF).

The Hong Kong International Film & TV Market (FILMART) is an annual market held at Hong Kong Convention & Exhibition Centre, Wan Chai, Hong Kong. Now in its 16th year, FILMART is recognised as Asia's leading exhibition in cross-media, cross-industry entertainment trade platform which excels in promoting co-operation in areas of film financing, distribution, production, post-production, TV, digital entertainment, film and broadcasting equipment and shooting locations.

To receive a full application form or to obtain more information, please contact Miho Hatakeyama by telephone on 0161 8975 2333 or by email to [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

## A LOOK AHEAD TO PLANNED ACTIVITY...

### UK BASED INTERNATIONAL EVENTS, SEMINARS & WORKSHOPS

- **24th Oct - Inward group of Commercial Officers from Slovenia, Croatia, Bosnia & Serbia.**
- **UK-Turkey Business Day – Venue & Details TBC: 26<sup>th</sup> October 2011**
- **NW Insider breakfast event on Europe – Salford: November: Venue & Date TBC**

In this breakfast event, delegates will have an opportunity to debate the opportunities and challenges that lie in wait for companies looking at this dynamic region. We will explore the rules of doing business and look at what the different countries offer for potential exporters.

If you need any more information, please contact [Lianne Sunderland](mailto:Lianne.Sunderland@ukti.gov.uk) on 0161 907 9741.

- **European ICT Clinic – December: Venue & Date TBC**

Specialist ICT Commercial Officers from all over Europe will be visiting the North West region in December. This is an excellent opportunity to find out about the prospects for your business in one or more of these regions. Opening with a roundtable discussion on each of the areas with the various UKTI Commercial Officers, delegates will then have the opportunity to hold one-to-one meetings with the Commercial Officers in attendance.

For more information or to provisionally book a free place please contact the North West International Trade Centre on 0845 603 7053 or email [events@uktinorthwest.co.uk](mailto:events@uktinorthwest.co.uk)

### INTERNATIONAL MISSIONS, EXHIBITIONS & MARKET VISITS

#### Jan 2012

UKTI Market visit to East Africa

#### Feb 2012

China Business Awards - seminar & dinner

Mission to Poland and Czech Republic

Mission to Mobile World Congress, Barcelona

Sector mission to Gulfood, Dubai

UKTI Market Visit to Dubai

#### March 2012

Sector mission to Globe, Vancouver

Sector mission to SxSW music event, Austin, Texas

UKTI Market Visit to Peru & Colombia

Sector mission to CeBit



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