

# TRADE FAIR SUPPORT SERVICES



The EU-Indonesia Business Network (EIBN) is a **partnership project between five European bilateral chambers of commerce in Indonesia** (BritCham, EKONID, EuroCham, IFCCI, INA) and two counterparts in Europe. The EIBN's aim is to promote Indonesia as high potential trade and investment destination among companies from all 28 EU Member States, and support them in their endeavors to explore the full potential of the Indonesian market.

**International trade fairs** taking place in the main cities of Indonesia represent the ideal marketing platform where to get acquainted with the marketplace and to be able to engage effectively with prospective customers and potential partners.



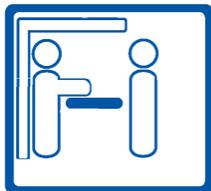
## TRADE FAIRS SUPPORT

EIBN provides a high level support service in order to boost your trade fair's participation. Our resources and efforts will be directed at: **Assessing** the competitiveness of your market niche, **Assessing** export chances and potential sales volumes, **Forging** successful partnerships.



## DIRECT MAILING AND VISITOR PROMOTION

This service is meant to provide your company with an effective and direct marketing channel in Indonesia. Using our **business database** of 80,000 entries we will: develop a list of 200 verified contacts representing prospective customers; mail/email them a customized marketing tool of your products/services; make sure they will positively reply to our **call-to-action** of visiting your booth at the trade fair.



## TECHNICAL SEMINAR ORGANIZATION

Thanks to our **Network** of 1000 corporate members and the strong relationship with government institutions, associations, trade organizations, and business groups, EIBN will increase your **company visibility throughout the trade fair**. We will conceive a technical seminar where you will be able to present your products/services to an audience of potential buyers, agents, and distributors. EIBN will manage the logistics and the preparation of the event.



## BUSINESS PARTNER SEARCH

To ensure the **quality and reliability** of potential partners in a country as diverse as Indonesia, our service is divided into **several phases**. After the assessment of your expectations, we will develop an extensive database of possible partners in order to introduce them your products/services. We will then support your investigation in Indonesia arranging meetings and accompany you to visit the interested companies of your choice.

For more information and business support in Indonesia visit [www.eibn.org](http://www.eibn.org)



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