



Trade Mission to Portugal

24-28 September 2018, Lisbon

(registration open until July 16th. Please see details on the bottom of the document)

Why Portugal?

Located in Europe's Westernmost point, Portugal is a geostrategic location between Europe, America and Africa. Entering the Portuguese market is much more than entering a market with ca. 10 million consumers - Portugal is the gateway per excellence to the Iberian market (51 million) and the Portuguese-speaking markets (220 million - Brazil, Angola, Mozambique, Cape Verde, Guinea-Bissau, among others).

With a great infrastructure network, Portugal ranks among the best in Europe and the world (15th place). The country has the 4th best roads and the 25th best railroads in the world, one of the Top 3 European airports (Oporto) and direct flights to almost all the most important business hubs in Europe, Africa and America. The maritime trade plays an important part in the country's international commerce and Portugal also has some of the best ports in Europe, in order to handle the export/import demand.

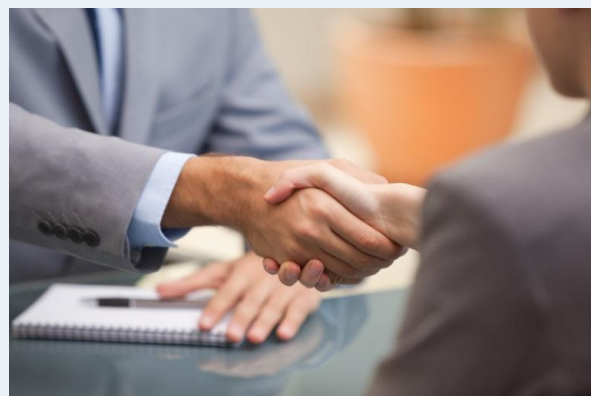
Regarding education and labour skills, 61% of the Portuguese population speaks at least 1 foreign language and several universities have been achieving great results in European rankings, which contributes to the country having one of the most skilled workforces in the European Union.

Portugal is currently steadily recovering its economic performance, ending 2017 with a budget deficit comfortably below 3%, a GDP growth of 2.7% and decreasing unemployment.

Why take part in this trade mission?

This trade mission is a great opportunity to get to know the business environment in Portugal, and accurately assess business opportunities in that market. The mission will be **particularly focused on B2B meetings (usually 2 meetings per day) with pre-selected companies and key players in each participant's activity sector** (please state your targets in the pre-registration form).

Furthermore, this trade mission will provide the opportunity for the participants to attend a seminar about the Portuguese and Portuguese-speaking markets, as well as to have networking dinner with the highest representatives of Poland in Portugal and representatives of the PPCC, CCIP and other important business associations. The PPCC and our local Partner (CCIP) possesses a vast contact network in Portugal which will be very useful to the participants, during and after the trade mission.



Who should take part in this trade mission?

This multi-sector trade mission is aimed at every Polish company that wants to internationalize their activity to Portugal or establish commercial relations with that and other Portuguese-speaking markets. We encourage all the companies interested in exporting to, importing from or investing in Portugal to take part in this trade mission.

What are the objectives of the mission?

This trade mission intends to provide the participant companies with opportunities in the market and contact with relevant local players in their business sectors. The main goals of the trade mission are:

- ✓ **to get acquainted with the business environment in the country;**
- ✓ **B2B meetings with companies and entrepreneurs in Portugal, according to each participant company's necessities;**
- ✓ **to contact with important local business environment partners;**
- ✓ **to develop a contact network with local Governmental institutions in order to support future investment / business activity in Portugal;**
- ✓ **to know the key sector players in the market, the competition and the consumers' profile;**
- ✓ **to assess the possibility and viability of establishing commercial relations with that market.**

WHAT IS INCLUDED IN THE OFFER?

- Flight in economy class Warsaw-Lisbon-Warsaw
- Transfer airport-hotel-airport
- Stay in a 4* hotel in Lisbon, with breakfast
- Travel insurance
- Scheduling B2B meetings with pre-defined potential partners, tailor made according to company's objectives
- Scheduling meetings with official and government authorities, if requested
- Participation in the Seminar about the Portuguese market & networking business Dinner
- Local support on the logistics regarding B2B meetings
- PPCC's General Director support on the ground, monitoring during the trade mission and follow-up after

NOT INCLUDED IN THE OFFER?

- Local transport
- Lunches, dinners



DRAFT AGENDA*

24 SEP

15h15 Departure from Warsaw
18h30 Arrival to Lisbon and transfer to the hotel

25 SEP

09h00/17h00 Individual meetings according to each company's profile
17h00 Seminar about the Portuguese and Portuguese-speaking markets

26 SEP

09h00/18h00 Individual meetings according to each company's profile
19h30 Dinner with local business representatives & CCIP

27 SEP

09h00/18h00 Individual meetings according to each company's profile

28 SEP

07h30 Transfer to the airport
09h30 Departure from Lisbon
14h25 Arrival to Warsaw

* can be subject to changes, should they be necessary for logistics reasons or to accommodate requests from the participant companies or b2b meetings.

WHAT IS THE COST?

General price **PLN 10,300 + 23% VAT.**

PPCC Member Company **PLN 9,800 + 23% VAT.**

In order to pre-register your company in the PPCC Trade Mission to Portugal, please fill in the form by clicking [HERE](#) and send your company's presentation in PDF, in English (max. 5MB) to Wojciech Baczyński, PPCC General Director: wb@ppcc.pl. Registration is open until **16th July 2018** and will only be validated after payment. The Polish-Portuguese Chamber of Commerce reserves the right to cancel the trade mission if the minimum number of companies is not reached.

If you wish to learn more about the PPCC Trade Mission to Portugal, please contact:

Wojciech Baczyński, PPCC General Director – wb@ppcc.pl, mob. 696 760 925

Weronika Gwiazda, PPCC Operations Manager – weronika@ppcc.pl, mob. 504 00 95 96

