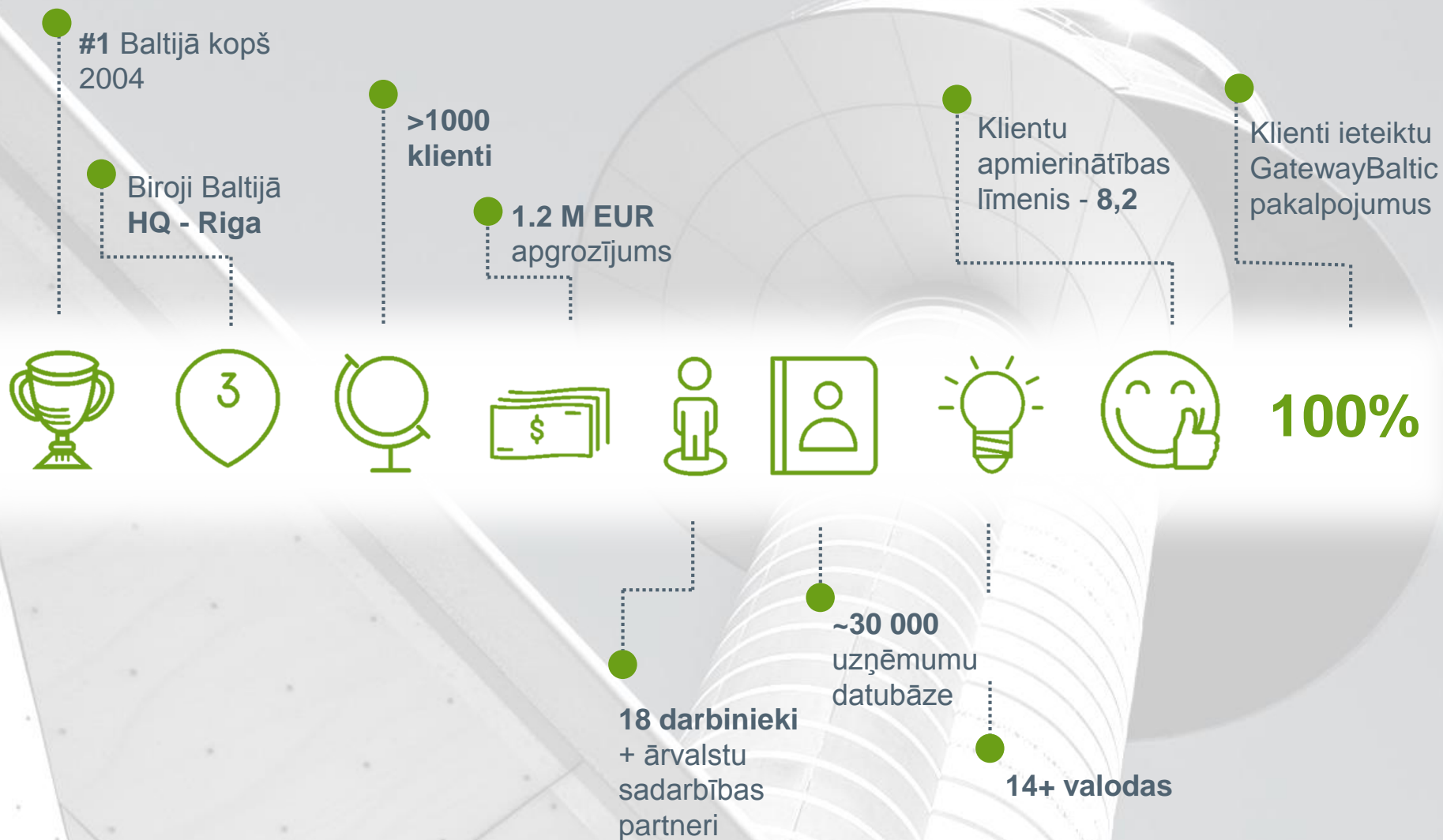


3 STŪRAKMEŅI KAS PALĪDZĒS NOSLĒGT PIRMO DARĪJUMU AR JAUNU EKSPORTA SADARBĪBAS PARTNERI

GALVENIE FAKTI

GatewayBaltic
- your Gateway to new markets



#1

Trust?

Years to earn, seconds to break.

REZULTĀTS TIEK SASNIEGTS, JA
MĒRĶTIECĪGI ILGĀKĀ PERIODĀ TIEK
STRĀDĀTS UZ KONKRĒTU TIRGU.

**FOKUSS UZ NIŠAS PRODUKTIEM.
FLEKSIBILITĀTE. MAZAS PARTIJAS UN
AUGSTS SPECIALIZĀCIJAS LĪMENIS**

**ZEMU CENU & MASU PRODUKCIJAS
RAŽOŠANA NAV ILGTERMIŅA STRATĒGIJA.**

**MĒS NEVARAM ATRASTIES EIROPĀ UN
KONKURĒT AR ĀZIJAS RAŽOŠANAS
CENĀM.**

UZŅĒMĒJIEM NO NELIELĀM VALSTĪM IR JĀSĀDARBOJAS

PALĪDZI CITIEM UZŅĒMUMIEM AR SAVU
UZKRĀTO PIEREDZI. DALIES ZINĀŠANĀS.

NESAREŽĢĪ SITUĀCIJU AR SAVU
NEKOMPETENCI.

Jauni eksporta partneri jau šogad!

**LTRK organizē:
Tirdzniecības misiju uz Jūsu izvēlētu
valsti pie vismaz 4 potenciāliem
partneriem/klientiem.**



Latvijas Tirdzniecības
un rūpniecības
kāmera

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TIRDZNIECĪBAS MISIJAS SADARBĪBĀ AR LTRK



.....● 60 plānotas misijas 2016. gadā



.....● 120 dalībnieki 2016. gadā



.....● 11+ dažādi mērķa tirgi



.....● 28 jau piesaistīti dalībnieki
18 misijām



.....● 8 šobrīd realizētas misijas





Latvijas Tirdzniecības
un rūpniecības
kamera

INDUSTRIJAS UN DALĪBNIEKI

Būvniecība (2)



Kokapstrāde (2)

Druka (2)

Dizains (2)

Pārtika (7)

Pie Skradera
LABI IZSKATIES!

an&angel
crystal and glass design

SPERRE

POLIPAKS
POLIPAKS GROUP

airPrint®

BRAIN GAMES



files.fm
file upload form
Valmiermūža



Tirdzniecības Misijas

- Lai uzņēmums kvalificētos programmai:
 - jābūt MVU (<50milj EUR apgrozījums, <250 darbinieku skaits)
 - nepārstāv neatbalstāmās nozares
 - nav nodokļu vai nodevu parādu
 - Nav ierosinātu maksātnespējas procesu
 - Nav iztērēts de-minimis finansējums (200 000 EUR 3 gadu periodā)
- Braucienā jāpiedalās vismaz 2 uzņēmumiem
 - Kopīga programma + individuālas programma katram uzņēmumam
- LTRK(organizatora) noteiktā dalības maksa
 - ES un NVS līdz 3500 EUR + PVN
 - Pārējās valstis līdz 5000 EUR + PVN
- 80% līdzfinansējums
 - Pakalpojuma maksa & ceļa izdevumi uz mērķa valsti līdz 3 personām.

Client: Rita

Vertically integrated textile company/Sewing services

Task: To identify and communicate with potential export partners in Germany



DEFINING THE PARTNERS

As potential partners were defined and selected:

- Fashion and apparel brand owners;
- Fashion and apparel retailers.

PARTNER SEARCH

37 companies were selected in Germany and contacted.

7 companies expressed willingness to meet RITA.

RESULT

5 day business trip took place in Germany where 7 potential cooperation partners were met.

There is an interest in services offered by RITA in Germany.



Client: RK Metāls

Machinery solutions and steel structures

Task: To identify and communicate with potential export partners in the Netherlands

DEFINING THE PARTNERS

As potential partners were defined and selected:

- Manufacturers of industrial equipment;
- Manufacturers of crane systems,
- Manufacturers of conveyer systems.

PARTNER SEARCH

35 companies, potential export partners, were selected in the Netherlands and contacted to find out about their interest in RK Metāls products.

9 companies expressed willingness to meet and showed interest in the offered solutions offered by RK Metāls.

RESULT

Business trip to the Netherlands was organised where RK Metāls met with 9 potential cooperation partners.

NDA signed with a manufacturing company in Hungary to continue conversations about cooperation on the upcoming projects.



Client: PPKK

Food & beverages



Task: To identify and communicate with potential export partners in Sweden

PARTICIPANTS

There were 3 Latvian food producer companies participating in the Food Cluster programme, representing the following food categories:

- Breakfast cereals and flakes;
- Dairy products, specifically cheese;
- Greens, herbs, processed and steamed vegetables.

PARTNER SEARCH

57 companies were selected in Sweden and contacted. Potential partner profiles were:

- Food retail chains;
- General food distributors/importers/wholesalers;
- Specialised food importers/distributors/wholesalers relevant to a specific food category represented by one or several participants.

RESULT

4 day business trip took place in Sweden where altogether 13 meetings were organised with potential cooperation partners. Among companies met there were one of leading retail chains and wholesalers met, for instance, Axfood, Ewerman, B&S Foods.

Also, a seminar about the Swedish food market and the country's economic situation took place, as well as a retail chain tour to better understand the local market situation, product offer and prices.



Ar prieku sadarbosimies ar Jums !



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