

INTERNATIONAL MARKET OPPORTUNITIES



Session Chair:

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AGENDA

International Market opportunities

Case Study Speakers:

- **James Brodie**, Director
China Britain Chamber of Commerce.
- **Ed Craig**, Deputy Director, Head of Enterprise & Innovation,
ECCI, University of Edinburgh
- **Roddy Gow OBE**,
Asia Scotland Institute - Water Sector Opportunities in Asia

Q&A

Coffee & Networking @ 11:15



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HIE SUPPORT - INTERNATIONAL

Aim : Create more exporters & more export revenues

We Offer Free:

- Guidance on the best **routes to international markets**
- Identify **market opportunities** through accessing international **research**
- Help with shaping international **strategies & training**
- Facilitate **connections** and business relationships with **partners**
- Organise one-to-one **export adviser** support
- **Info**: Provide country guides and fact sheets & webinars
- **Grant** (up to 50%) supported access to Events, Trade Fairs & Missions



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INTERNATIONAL MARKET OPPORTUNITIES

HNWIS Web site publications:

International Market Opportunity
Analysis report

<https://www.hnwis.scot/publications/international-market-opportunity-analysis-for-the-scottish-water-and-wastewater-sector/>

Scottish Development International

Priority markets – India, Canada, Poland
and Singapore

- **Trade Mission to Singapore**



Singapore
International
Water Week

10 - 14 JULY
2016

Sands Expo & Convention Centre, Marina Bay Sands, Singapore

- **ECCI (Edinburgh Centre for Carbon Innovation) – Hong Kong - 4pm today**



FURTHER INFORMATION

- You can find more information on the services available from HIE and SDI on the HIE website:

www.hie.co.uk/exporting

- Further information is available in delegate packs or contact the International Highlands and Islands Team on:

international@hient.co.uk

Thank You



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Thank You

James Brodie,
Scottish Director - Scotland
Chinese-British Business Council



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Thank You

Ed Craig,

Deputy Director, Head of Enterprise & Innovation,
ECCI, University of Edinburgh



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Thank You

Roddy Gow OBE,
Chair, Asia Scotland Institute



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