

International Trade Events 2019

Please see below list of upcoming Scottish Enterprise international events. All events can be booked via [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events) or by calling 0845 607 8787 or email: [international@scotent.co.uk](mailto:international@scotent.co.uk)

**EVENTS & WORKSHOPS**

**04 & 05 JUNE 2019**

[Scotland Food & Drink Global Market Insights Event](https://www.eventbrite.co.uk/e/scotland-food-drink-global-market-insights-event-tickets-61236962403?aff=ebapi&_ga=2.38032484.655565126.1558601775-1753557380.1553164292)

**Falkirk - Macdonald Inchyra Hotel and Spa, Grange Road, Polmont**

**FK2 0YB**

**Time: 0930 – 1700**

**Overview:** Scottish Development International and the Scotland Food and Drink Partnership would like to invite you to attend the 4th Global Market Insights event. This is a unique chance to meet specialists from around the globe and learn about international opportunities in key markets for Scottish food and drink companies.

**11 JUNE 2019**

[International Ecommerce Workshop: Attracting international customers using SEO and social media](https://www.eventbrite.co.uk/e/international-ecommerce-attracting-international-customers-using-seo-and-social-media-tickets-53101097813?aff=ebapi?_eboga=1726270822.1547719824&_ga=2.165989758.1906421138.1550749907-1726270822.1547719824)

**Perth – Perth Chamber of Commerce | 3 Whitefriars Crescent | PH2 0PA**

**Time: 0930 - 1230**

**Overview:** International SEO (Search engine optimisation) and social media workshop will cover Customers online with international digital marketing. It will cover how to use the most effective internationally

**18 JUNE 2019**

[China - Ready: Attractions, Retail & Tours Workshop](https://www.eventbrite.co.uk/e/china-ready-attractions-retail-and-tours-workshop-tickets-62249250183?aff=ebapi?_eboga=1753557380.1553164292&_ga=2.234592729.655565126.1558601775-1753557380.1553164292)

**FIFE - Lindores Abbey Brewery, Abbey Road, Newburgh KY14 6HH**

**Time: 0900 – 1230**

**Overview:** Scottish Enterprise have worked with specialist China training agency, Capela China, to devise a series of sector specific cultural awareness sessions for those looking to attract more Chinese visitors or be better equipped to welcome those who are already visiting.



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**18 JUNE 2019**

[China – Ready: Accomodation & Food & Drink Workshop](https://www.eventbrite.co.uk/e/china-ready-accommodation-and-food-drink-workshop-tickets-62250489891?aff=ebapi&_ga=2.26890490.655565126.1558601775-1753557380.1553164292)

**FIFE - Lindores Abbey Brewery, Abbey Road, Newburgh KY14 6HH**

**Time: 0900 – 1230**

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**18 & 19 JUNE 2019**

[Energy Exports Conference  - Export products, services and expertise into global markets](https://exportsconference.energy/attend/)

**ABERDEEN – Aberdeen Exhibition and Conference Centre, Exhibition Avenue, Bridge of Don, Aberdeen, AB23 8BL**

**Overview:** Whether you’re a new or early stage exporter, or are an established exporter, this brand new event will help you on your international journey. This two strand event will introduce you to energy market specialists, government agencies and inspiring exporters. Plus hear from global operators and contractors about their recent energy projects and opportunities.

**20 JUNE 2019**

[Chinese Marketing & e commerce](https://www.eventbrite.co.uk/e/chinese-marketing-and-ecommerce-how-to-increase-your-opportunities-in-china-tickets-62037176866?aff=ebapi&_ga=2.1686774.655565126.1558601775-1753557380.1553164292)

**EDINBURGH - Scottish Enterprise, Apex House, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Time: 1000 - 1300**

**Overview**: This workshop will explore the opportunity areas for UK businesses and explain how companies can reach Chinese consumers through effective online and offline strategies. It will also touch on some of the first hand experiences of companies who want to reach out to Chinese consumers and touch on the common pitfalls.

**12 november 2019**

[SCOTEXPORT](https://www.eventbrite.co.uk/e/scotexport-2019-tickets-61029355445?aff=ebapi&_ga=2.238255559.655565126.1558601775-1753557380.1553164292)

**GLASGOW - The Technology and Innovation Centre, University of Strathclyde, 99 George Street, Glasgow, G1 1RD**

**Time: 0900 - 1600**

**Overview:** Scotland's flagship international trade event is coming back to Glasgow on 12th November 2019. Book now to secure your place and be kept up-to-date on conference details as they are announced.



**HIE and Partnership Events**

**06 JUNE 2019**

[Business Opportunities in Canada](http://www.hie.co.uk/about-hie/events/archive/06-06-2019-business-opportunities-in-canada.html)

**INVERNESS – #hellodigital, An Lòchran,10 Inverness Campus, Inverness**

**IV2 5NA**

**Time: 0930 - 1300**

**Overview:** Join us in Inverness next month for a free seminar about doing business in Canada.

**11 JUNE 2019**

[Overview of Canadian Market](https://www.edinburghchamber.co.uk/events/view/an-overview-of-the-canadian-market-from-a-trade-perspective-2019-06-11)

**EDINBURGH -** **Scottish Enterprise Apex House, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Time: 1200 - 1430**

**Overview:** Join us for an informative lunch with a wealth of knowledgeable speakers including the Senior Investment Officer & Trade Commissioner, from High Commissioner of Canada in the UK, and a representative from the Scottish Development International.

**20 JUNE 2019**

[Meet the Buyer, Energy Supply Chain Showcase](https://www.eventbrite.co.uk/e/meet-the-buyer-energy-supply-chain-showcase-tickets-58371880867)

**FALKIRK – Macdonald Inchyra Hotel and Spa, Grange Rd, Polmont, Falkirk**

**FK2 0YB**

**Time: 0900 - 1700**

**Overview:** Delegate Places | Exhibition Stands I Sponsorship Opportunities | One to One Meetings I Meet key players from across the energy sectors

Your day will begin with a series of short presentations from Major Clients about what they procure from the supply chain. Thereafter you will be able to network with buyers and participate in one to one meetings (NOF members only) with buyer representatives (see below) throughout the remainder of the day**.**

**18 JULY 2019**

[Entering the German Market](https://www.eventbrite.co.uk/e/entering-the-german-market-business-opportunities-in-north-rhine-westphalia-tickets-61779550298)

**GLASGOW - Glasgow Chamber of Commerce, 30 George Square, Glasgow**

**G2 1EQ**

**Time: 0930 - 1400**

**Overview:** Are you thinking about doing business with or in Germany? You may already be exporting to Germany or, perhaps with current Brexit uncertainties, considering your strategic options for Europe.



**HIE and Partnership Events**

**05 JULY 2019**

[**India Roadshow 2019**](https://www.events.great.gov.uk/ehome/index.php?eventid=200189832&)

**EDINBURGH - Scottish Enterprise Apex House, 99 Haymarket Terrace, Edinburgh EH12 5HD**

**Overview:** Calling all UK exporters and companies keen to grow their exports to, or investments in, India – the world’s fastest growing G20 economy.

Crispin Simon, Her Majesty’s Trade Commissioner for South Asia, Rhiannon Harries, Director for Trade and Innovation for South Asia, and our team of experts will be in the UK this summer to advise UK companies on exporting to and investing in India.

The Department for International Trade (DIT) India team will be joined by advisors from [Invest India](https://www.investindia.gov.in/) as well as partners from across the UK.



International Trade Events 2019

**China Market Specialist**

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| cid:image004.jpg@01D4FB62.967C6AD0 |

Are you or your company interested in exporting to China? Our China market specialist Huishan Chapman is here to help, either through 121s or events she organises throughout the year. Huishan has more than 10 years of experience in setting up operation, supply chain, distribution and ecommerce in China.

**Upcoming events include:**

1. 28th August, Greater Bay Area event, Glasgow, target 30-40 companies
2. 29th August, Greater Bay Area event, Edinburgh, target 30-40 companies

Areas to cover: Tech/cloud-based companies opportunities, supply chain section, HK T&I

1. End of September, IP workshop with British Embassy IP Officers and SE Asset Specialist Catherine Potts, Glasgow, 20 companies, consumer sector focus
2. End of September, IP workshop with British Embassy IP Officers and SE Asset Specialist Catherine Potts, Edinburgh, 20 companies, TAE sector focus

**Please contact:** [Huishan.chapman@scotent.co.uk](mailto:Huishan.chapman@scotent.co.uk).



International Trade Events 2019

**MARKET VISITS**

Forthcoming multi sector market visits include:

**Ireland**

**Poland**

**USA**

**Canada**

**Benelux**

**France**

Contact [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) or [Anastasia.charalampidou@scotent.co.uk](mailto:Anastasia.charalampidou@scotent.co.uk) for more information.



International Trade Events 2019

**EXHIBITIONS**

**03 JUNE – 06 JUNE**

[BIO2019](https://www.scottish-enterprise.com/learning-zone/events/bio-2019)

**PHILIDELPHIA**

**Overview:** Scottish Development International will host a **Scottish Pavilion at *BIO* 2019**

BIO is the World’s largest event for the Biotechnology industry, regularly attracting over 16,500 delegates and 1800 exhibitors from over 70 countries.

It is the largest partnering conference in the World, and in 2018 hosted 47,000 individual partnering meetings. Recruitment will commence over the coming weeks in the meantime, to discuss further please contact [connie.ness@scotent.co.uk](mailto:connie.ness@scotent.co.uk)

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International Trade Events 2019

**Export Advisers**

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| --- | --- | --- |
| **NAME** | **AREA** | **EMAIL** |
| Jane Milroy  Stephanie Rennie  Fiona Glasgow  John Brown | Glasgow | [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk)  [stephanie.rennie@scotent.co.uk](mailto:stephanie.rennie@scotent.co.uk)  [fiona.glasgow@scotent.co.uk](mailto:fiona.glasgow@scotent.co.uk)  [john.brown2@scotent.co.uk](mailto:john.brown2@scotent.co.uk) |
| Stewart Miller | HIE | [Stewart.Miller@scotent.co.uk](mailto:Stewart.Miller@scotent.co.uk) |
| Gail MacIntyre  Jane Milroy  Rosie Letts | Edinburgh City | [Gail.MacIntyre@scotent.co.uk](mailto:Gail.MacIntyre@scotent.co.uk)  [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk)  [rosie.letts@scotent.co.uk](mailto:rosie.letts@scotent.co.uk) |
| Fiona Glasgow  Jane Milroy | Forth Valley | [fiona.glasgow@scotent.co.uk](mailto:fiona.glasgow@scotent.co.uk)  [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk) |
| Rosie Letts  Gail MacIntyre | Lothian & Borders | [Rosie.Letts@scotent.co.uk](mailto:Rosie.Letts@scotent.co.uk)  [Gail.MacIntyre@scotent.co.uk](mailto:Gail.MacIntyre@scotent.co.uk) |
| Alastair Kennedy  Colin Deas | Renfrew, Dumbarton, Inverclyde | [alastair.t.kennedy@scotent.co.uk](mailto:alastair.t.kennedy@scotent.co.uk)  colin.deas@scotent.co.uk |
| Smart Masoni | Aberdeen | [Smart.Masoni@scotent.co.uk](mailto:Smart.Masoni@scotent.co.uk) |
| Stewart Miller  Kevin Donnelly | Ayrshire, D&G | [Stewart.Miller@scotent.co.uk](mailto:Stewart.Miller@scotent.co.uk)  Kevin.donnelly@scotent.co.uk |
| Jane Milroy  Fiona Glasgow | Dundee & Angus | [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk)  [fiona.glasgow@scotent.co.uk](mailto:fiona.glasgow@scotent.co.uk) |
| Jane Milroy  Fiona Glasgow | Fife, Perth, Kinross | [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk)  [fiona.glasgow@scotent.co.uk](mailto:fiona.glasgow@scotent.co.uk) |
| Jane Milroy  John Brown | Lanarkshire | [jane.milroy@scotent.co.uk](mailto:jane.milroy@scotent.co.uk)  [john.brown2@scotent.co.uk](mailto:john.brown2@scotent.co.uk) |
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International Trade Events 2019

**KEY CONTACTS**

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| --- | --- |
| **Trade & Investment Regional Focus** | **Trade Services** |
| Edinburgh City Region, West Lothian, Mid & East Lothian | [Anastasia.charalampidou@scotent.co.uk](mailto:Anastasia.charalampidou@scotent.co.uk) |
| Glasgow | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Dunbartonshire | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Renfrewshire | [Karen.mcleod@scotent.co.uk](mailto:Karen.mcleod@scotent.co.uk) |
| Tay City Region | [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) |
| Fife | [Kristell.clunie@scotent.co.uk](mailto:Kristell.clunie@scotent.co.uk) |
| South of Scotland-Dumfries & Galloway, Scottish Borders | [Lynn.grieve@scotent.co.uk](mailto:Lynn.grieve@scotent.co.uk) |
| Aberdeen City Region, Aberdeenshire & Lanarkshire | [Carl.gardiner@scotent.co.uk](mailto:Carl.gardiner@scotent.co.uk) |
| Ayrshire Growth – East, South & North | [Lynn.grieve@scotent.co.uk](mailto:Lynn.grieve@scotent.co.uk) |
| Falkirk, Stirling & Clackmannanshire | [Carl.gardiner@scotent.co.uk](mailto:Carl.gardiner@scotent.co.uk) |

**Please see above your key contact from the Trade Services who would be happy to discuss the potential for a joint local trade programme**

**EXPORT SERVICES**

All export services can be accessed via the doing business outside of Scotland section of the site: [www.scottish-enterprise.com/international](http://www.scottish-enterprise.com/international)

Events: [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events)

ExportSavvy (online tool): [www.exportsavvy.co.uk/scotland/web](http://www.exportsavvy.co.uk/scotland/web)

Brexit: <https://www.prepareforbrexit.scot/>

All events can be booked via [www.scottish-enterprise.com/events](http://www.scottish-enterprise.com/events) or by calling 0845 607 8787 or email: international@scotent.co.uk