

# A COMPREHENSIVE SUITE OF SERVICES FOR UK BUSINESSES TO ENTER THE SLOVAK MARKET



- Direct flights to the UK
- GDP growth >3%
- Significant foreign investments
- Centre of the region with access to 110+ million customers
- Key logistics hub in European trade
- EU Member, EURO currency

MARKET PROMOTION

MARKET ENTRY

MARKET DEVELOPMENT

REGIONAL EXPANSION

Automatic Overseas Chamber Member

Your company automatically becomes a member of our Chamber once we work together on a project, which may include Market Analysis. A Partnership Proposal project or collaboration that shows your commitment to the Slovak market.



British Chamber of Commerce  
in the Slovak Republic



Department for  
International Trade

## MARKET PROMOTION:

### Building awareness of the CEE and Slovak Market

This is to help you understand the business opportunities in the Slovak market.

### Frequent UK visits and presentations by our Trade Team

Our Trade Team visits the UK often during the year to help UK business gain better understanding of the CEE and Slovak market. We are happy to meet you at any of these events.

### Webinars

These webinars offer you market information, key sector overviews, interesting insights and presentations by sector leaders and/or companies.

This type of webinar is a tool to highlight opportunities in the Slovak market.

We showcase leading industries from all business sectors. Find out more about our market free of charge!

### Online Promotion – what is open to you?

Market information on [www.britcham.sk](http://www.britcham.sk)

Promotion through Social Media and a direct marketing package

All the latest business opportunities

## MARKET ENTRY / ROUTE TO MARKET:

### What happens once you arrive in our market?

#### Business friendly spaces to hot desk

As soon as you touch down, you can come and utilise our office at no extra cost.

Friendly local staff will make you feel welcome as we help you go about your business.

#### Business Advisory Services

Through our extensive professional network, we organise introductions to professional services (accountants, lawyers, translators, and interpreters - sector experts).

#### Market Entry Strategies

Access to all the best market information for your business sector



## MARKET DEVELOPMENT:

### Partner identification and business matchmaking service

- Overseas Market Introduction Service (OMIS)
- Company background checks
- Introduction to distributors, potential partners, sector experts, and business networks
- Visit arrangement and translation / interpreting services for your business

### Networking and relationship building / Product Launches

- Business Breakfasts
- In-country visits with 1-2-1 arranged business meetings

### Trade Missions

- Trade show visits
- Introduction to shows and customers

## REGIONAL EXPANSION:

### Growing and maintaining a market share

### Finding business contacts in the wider CEE region and CEE Business Portal Introductions to other regional business networks

At any point, we can refer your business to our regional CEE network. This includes British Chambers of Commerce in the following countries:

- Czech Republic
- Poland
- Slovenia
- Hungary
- Romania



Exploring  
Your Export  
Potential

Developing  
Your Export  
Strategy

Preparing  
for Export  
Success

Making  
Connections

Making It  
Happen

Growing Your  
Overseas  
Market Share

We are happy to provide your company with an offer on the services of our Chamber. A DIT subsidised rate gives you value for money and a GREAT suite of services.



## TESTIMONIALS:

IAB Business Breakfast, May 2015

"The visit to Bratislava was an innovative way of approaching market entry on behalf of the IAB (International Association of Bookkeepers)."

"A breakfast presentation to invited delegates followed by plenty of time for informal discussions and further one-to-one meetings the next day meant that a full overview of the market potential in the Slovakian market was gained, and contacts have been identified with whom a market presence can hopefully be established."

"The attention paid to the organisation of the event and attracting potential partner organisations was excellent, and the venue at the offices was ideal for such an event."

"I much appreciated the preparation and willingness of the staff to assist, and I make a special mention of Bettina Molnárová who was the lead adviser for my visit and took her responsibilities seriously meticulous in preparation, and ever helpful, she also demonstrated excellent interpreter skills when necessary."

GEOFFREY BARCLAY

Partner & International Marketing Director  
Brain International Ltd



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Bratislava | Košice  
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Winner of the COBCOE  
Chamber of the Year 2016 Award  
Chamber of the Year 2015 Award

Best Small Chamber Award 2014