##### TRADE MISSION TO BRAZIL

##### FOR EUROPEAN AGRIFOOD AND PACKAGING COMPANIES

***10-15 March 2019***

***Closing Date for applications: Friday, February 8, 2019***

Thank you for your interest in this European company mission to Brazil.

The **Enterprise Europe Network**, through the **Brazilian Business Centers**, the [**CIN Network**](http://www.investexportbrasil.gov.br/cin-0?l=en), present in the 27 [**Industry Federations in Brazil**](http://www.portaldaindustria.com.br/cni/en/national-confederation-industry-brazil/), and the **EEN Agrofood Sector Group**, organise an EU trade mission in the main Brazilian cities – **San Paulo, Belo Horizonte and Curitiba** - where the sectors of food and beverage are stronger to develop and segmented on the focused regions.

The mission will take place between the 10th and 15th of March, during [Anuga Brazil, Anufood](https://www.anufoodbrazil.com/).

If you would like to join the mission, please return the application form as soon as possible to: [**een@sicindustria.eu**](mailto:een@sicindustria.eu).

**Choose your type of participation**

**Keep your role; delete the others**

* **European buyer**

*European companies interested on importing products and services from Brazil.*

* **European distributor**

*European companies interested in importing, promoting and distributing Brazilian products in their regions in Europe*

* **European Seller**

*Companies specialised in the production and commercialisation of Food and Beverage in countries in Europe.*

**Programme (in progress)**

|  |  |  |
| --- | --- | --- |
| **DATE** | **TIMING** | **ACTIVITY** |
| Sunday, March 10, 2019 |  | Arrival of European delegations in San Paulo  Free time |
| Monday, March 11, 2019 - Sao Paulo | All day | Briefing for EU companies  Technical visits in supermarkets, restaurants, hotels, factories, etc.  Informal Networking dinner |
| Tuesday, March 12, 2019 – Sao Paulo | All day  14:00 – 18:30  Afternoon  Evening | Full day agenda with technical visits and networking  B2B meetings (Rounds every 30')  Visit to the show: [ANUFOOD BRAZIL](https://www.anufoodbrazil.com) (open 10a.m. to 9p.m.)  Networking dinner |
| Wednesday, March 13, 2019 – San Paulo and Belo Horizonte | Morning  Full Day  12:00-17:00  17:00 | Regional flight to Belo Horizonte  Working Day in [Inhotim](http://www.inhotim.org.br/):  Pitch Sessions: Brazilians and EU companies  Brunch  Round meetings every 30'  Cocktail  Free evening |
| Thursday, March 14, 2019 – Belo Horizonte and Curitiba | Morning  Evening | Meetings in Belo Horizonte with European partners and associations.  Lunch  Regional flight to Curitiba |
| Friday, 15 March, 2019 - Curitiba | Morning  10:00-17:00  Evening | Matchmaking sessions in Curitiba  Welcome Coffee and networking between Brazilian and EU companies.  B2B event (Rounds every 30')  Regional flights to Sao Paulo or Rio de Janeiro |
|  |  | End of the mission |

**Benefits of joining this mission**

* Soft landing in Brazil
* Pre-visit and in-country briefings providing market information and advice on how to do business in Brazil
* Pre-arranged business-to-business meetings in Sao Paolo, Belo Horizonte and Curitiba, organised by CNI, National Confederation Industry Brazil (EEN Brazil) and CIN Network
* Networking opportunities and client hospitality at business networking events during the whole mission
* Access (complementary) to Anuga Brazil, [**Anufood Trade Show**](https://www.anufoodbrazil.com.br), and participation so internal activities
* Networking with like-minded businesses from different parts of Europe, which are also part of this trade mission
* Your company profile in the company mission web page, for the B2B meetings in Sao Paolo, Belo Horizonte and Curitiba
* Your company profile in the company mission pdf brochure, circulated to companies in Brazil
* Services of an experienced mission manager before and during the visit
* Follow up support after the mission

**Pre-departure briefing**

A briefing meeting will be held in Sicily, date and venue tbc.

The briefing will provide market information and advice on how to do business in India, as well as on the mission programme and logistics.

**Mission brochure**

The EEN partners coordinating this mission will produce a pdf brochure using the text you provide in the application form.

The brochure includes company descriptions and contact details, which will be diffused in Brazil, and used by the in-market partners to arrange business-to-business meetings.

This brochure will also be used after the mission to continue promote the business profiles.

**Please email, together with this application form**:

* a high resolution head and shoulders photo
* a high resolution logo

**Shared intelligence**

Delegation companies will have different levels of experience in the market.

Companies new to the market will benefit from the experiences of others.

Members of the European delegation are invited to join other members of the group and the local representatives each evening for dinner, which provides an opportunity to discuss issues and ideas. This will also provide you with the opportunity to network with like-minded businesses from Europe who are also part of this mission.

**Complementary services by EEN Brazil**

EEN Brazil offers to the European delegation the

* internal transports, including transfers to from airports
* local organisation and meetings with relevant stakeholders
* organisation of B2B events
* working meals
* entrance and visit to [Anufood Brazil](https://www.anufoodbrazil.com.br/)
* support from a specialist with consultancy of the best matches of European and Brazilian companies
* translators during the meetings, in case some Brazilian entrepreneurs do not speak English

**Travel arrangements and costs**

They are illustrated in the presentation.

Flights and Hotels are payable direct to the travel agents before departure.

To facilitate the organisation of the event, all travel arrangements can be done through the Brazilian Travel Agency [**BM VIAGENS E TURISMO**](http://www.bmviagens.com.br/) Av. Senador Tarso Dutra, 565 sala 510 Torre Offices Porto Alegre – RS Fone: 51 3029 8834

Contact: Miss Solange E-mail: [grupos1@bmviagens.com.br](mailto:grupos1@bmviagens.com.br) Phone: +55 51 3029-8834

You can make your own travel arrangements but it is highly recommended that you stay in the mission hotel in order to make the most of the networking opportunities.

We will send you additional information on how to book your travel and accommodation if your application has been successful.

Trade mission participation fee: The participation is free of charge for Italian companies.

**Eligibility**

To participate in this company mission, your business must be established in Italy and selling or marketing an Italian product or service.

Applications are subject to approval by Sicindustria, and CNI.

You will be notified after the closing date for applications as to whether you have been successful.

**Services not included in the mission**

**Insurance**

Insurance has not been included in the travel package, and mission members are strongly advised to take out adequate travel and sickness insurance.

We always recommend that this insurance includes cover for cancellation of the visit for reasons beyond the control of Sicindustria.

If a trade mission is cancelled for reasons beyond our control, Sicindustria can take no responsibility for any loss you may incur.

**Vaccinations**

Sicindustria accepts no responsibility for advice in this specialised field. Please check necessary individual health precautions for the trade mission countries with your local travel nurse or GP.

**Contacts**

The Mission Manager for Sicindustria is:

Giada Platania, Head of the International Affairs Unit

Via A. Volta 44 – 90133 Palermo

T: +39 091581100 Mob. +39 3346073882

E: [een@sicindustria.eu](mailto:een@sicindustria.eu)

**Action Check List**

To apply for this trade mission, please complete and return the following as soon as possible or by Friday, February 8, 2019, at the latest:

* EU Mission application form
* Photo of the participant in jpg format
* Logo in jpg format

**Enter the following dates in your diary now:**

Pre-Departure Briefing: tbc

Trade Mission Dates: Sunday 10 – Friday 15 April 2019

Closing date for applications: Friday, February 8, 2019

**SICINDUSTRIA TERMS AND CONDITIONS**

Sicindustria has the right to refuse companies a place on a company mission.

Receipt of an application form does not confirm a company’s eligibility.

Places for European company mission are limited and these will be allocated according to suitability for the mission

Mission participants should contact our dedicated travel partners or their own agent for arrangements. Sicindustria accepts no liability for travel arrangements.

You should not pay for any travel until your eligibility and the market visit are both confirmed, although you should reserve airline seats and hotel rooms if no cost is incurred.

If you cancel close to the company mission departure date, you may lose some or all of the travel costs you have paid to the travel agent.

If the company mission is cancelled close to the departure date for reasons that are beyond the control of Sicindustria, you may lose some or all of the travel costs you have paid.

Sicindustria is not responsible for services provided by partner organisations during the mission, such as overseas Chambers of Commerce or Federations.

While Sicindustria will take measures to ensure a safe mission, it is not responsible for the conduct and safety of individual mission members.

**IMPORTANT NOTICE**

The personal information provided by you will be held on a database by Sicindustria and will be used to notify you of future services and events.

If you do not wish your details to be used for this purpose, please email een@sicindustria.eu

### **APPLICATION FORM**

Agrofood

Sector Group

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***10-15 March 2019***

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to

Giada Platania, Head of the International Affairs Unit

Via A. Volta 44 – 90133 Palermo

T: +39 091581100

E: [een@sicindustria.eu](mailto:een@sicindustria.eu)

1. I wish to apply for the European Company Mission to Brazil

2. I have read and agree to Sicindustria Terms and Conditions for this mission.

Title: First Name: Surname:

Company Name: Position:

Address:

Country:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

State/province: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Postcode:

Telephone: Mobile:

(Only the Event Organisers can see your phone numbers)

Fax Email:

Website:

Business Sector:

Print name: Signed

Date:

**COMPANY INFORMATION**

VAT Number:

Year Established:

Number of Employees:

Annual Turnover:

**Company Representative on the Mission (if different from the above):**

Name:

Position:

Tel: Fax:

Email:

Website:

**Second company representative on the Mission:**

Name:

Position:

Tel: Fax:

Mobile:

Email:

Mobile: Website:

*Only two representatives per company are allowed*.

**Passport Information (first participant)**

Name (as in Passport):

Date of Issue:

Date of Passport Expiry:

Passport Number:

Date of Birth:

Country of Issue:

**Passport Information (second participant)**

Name (as in Passport):

Date of Issue:

Date of Passport Expiry:

Passport Number:

Date of Birth:

Country of Issue:

**Complete your profile**

*Add information about you and your organisation to your profile so that participants can get a better understanding for what you are looking for and can offer.*

**Profile Picture**

Add your personal picture in attachment

Use a picture that gives the attendees a good impression of who you are.

No logos or pictures of landscapes please.

**Organisation description**

Write a short description about what your organisation does.

Keep it clear, not too short, appealing, and enjoyable to read.

This is the way your potential partner will be able to see what you do.

**Organisation Logo**

Attach your organisation's logo. It will be visible inside your profile.

**Areas of Activity \***

*Areas of Activity help us to categorize what you do and offer.*

*This makes easier for other participants to find you and makes your profile more expressive.*

**Please select areas of activity that suits your profile:**

**Supermarket**

* Sweets, chocolates and candies
* Meat
* Seafood
* Pasta
* Rice and Beans
* Cocoa, cocoa powder, cocoa solutions
* Oils, Sauces, Salad Dressings and Condiments
* Cereals and breakfast foods
* Soups and Canned goods
* Frozen foods
* Dairy, Cheese and Eggs
* Biscuits, Cookies, Snacks and Crackers
* Drinks

**Gourmet products distributor**

* Cheese
* Charcuterie
* Foie Gras
* Baking and pastry
* Chocolates
* Pantry
* Oil and Vinegar
* Spices and condiments
* Truffles and Mushrooms
* Seafood
* Wine Beer Spirits

**HORECA (hotels, restaurants and catering)**

* Bakery
* Seafood
* Meat
* Poultry
* Potato
* Dairy
* Dry food
* Pasta
* Sauces & Condiments
* Savoury Solutions
* Sweet Solutions
* Desserts
* Still Water
* Sparkling Water
* Beverages Solutions
* Juices

**Packaging**

**Pumps & Machines**

**Fresh**

* Fruit
* Vegetables
* Frozen food
* Organic
* Healthy

**Diverse services**

* Research
* Consultancy services
* Production & Equipment Packaging
* HandlingTransport and logistics
* Marketing & brand management

**Other activities**

* Import (buyer)
* Export (seller)

**Your offer/request**

*Add and describe one (or more) product/service/partnership/investment*

NEW PRODUCT

**Product**

*Add and describe a product you are offering to your profile*

Title(max 160 characters):

Description (make your description clear and appealing):

**What are you looking for? Please, select**

* Distribution Partner
* Exporter
* Wholesaler
* Importer
* Suppliers

**Market application keywords**

* Food and Beverage
* Gourmet market for food and beverage
* Food and Beverage for HORECA
* Supermarkets
* Fresh food

NEW SERVICE

**Service**

*Add and describe a service you are offering to your profile.*

Title (max 160 characters):

Description (make your description clear and appealing):

**Type of service. Please select**

* Market research
* Consulting
* Import services support in Brazil
* Import services support in Europe

NEW PARTNERSHIP

**Partnership**

*Add this if you are interested in engaging in a partnership with another organization.*

Title (max 160 characters):

Description (make your description clear and appealing):

**What kind partnership are you looking for? Please select**

* Development
* Consulting
* Manufacturing
* Technology transfer

NEW INVESTMENT

**Investment**

*If you are seeking an investment, create an Investment Opportunity.*

Title (max 160 characters):

Description (make your description clear and appealing):

**Stage**

* Growth and Establishment
* Expansion
* Maturity

**Market application keywords:**

* Food
* Fresh food
* Alcohool drinks
* Non Alcohool drinks
* DairyBakery
* Wine
* Oil
* Machinery
* Packaging
* Tourism and Cultural Heritage

**This event is organised by**

****



**Co-organised by**