

# INTERNATIONAL TRADE

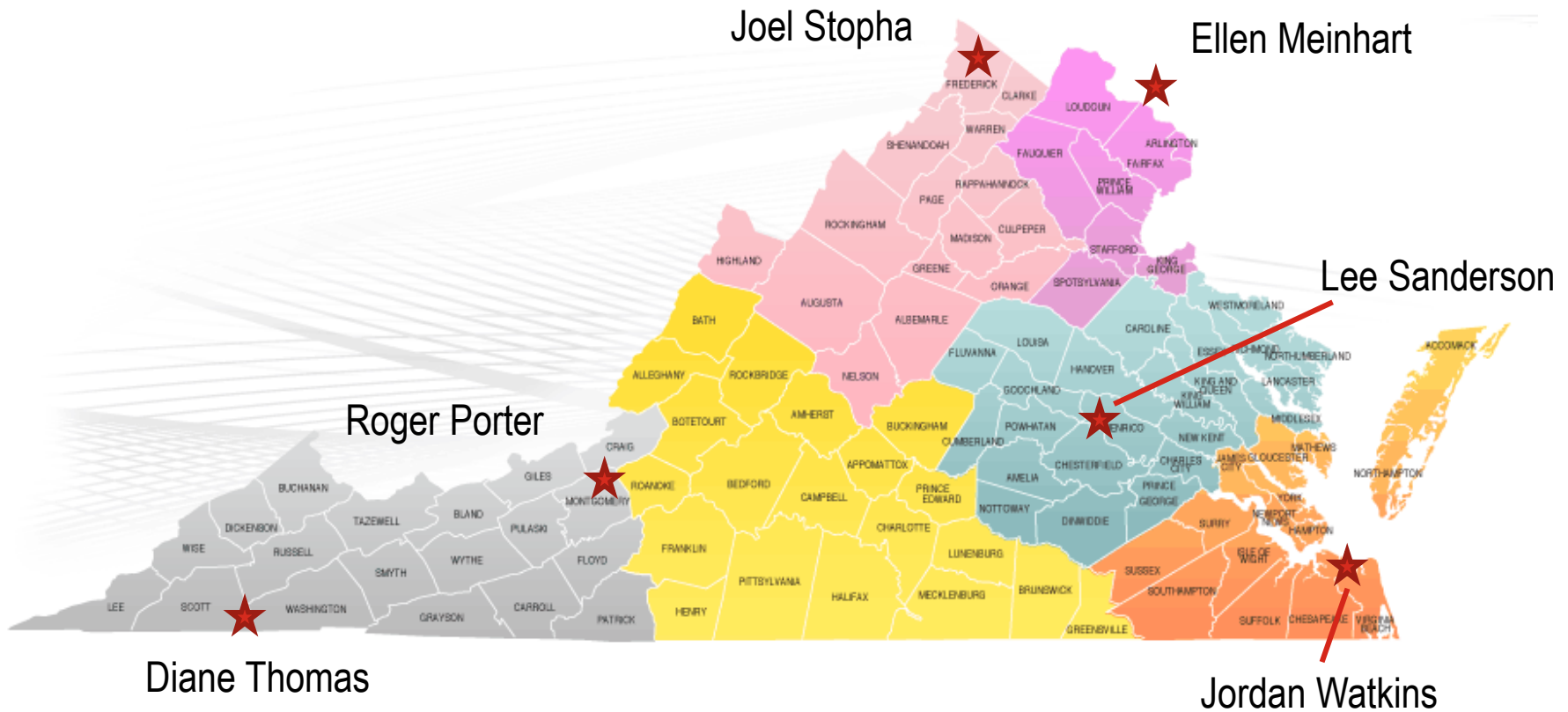
Orientation Presentation

August 10, 2017



**VIRGINIA ECONOMIC  
DEVELOPMENT PARTNERSHIP**

# TRADE EXPERTS ACROSS VIRGINIA



# EXPORTS SUPPORT VIRGINIA'S ECONOMY



# ASSISTING COMPANIES IN ALL INDUSTRIES

- Aerospace & Defense
- Automotive
- Biotechnology
- Clothing & Textiles
- Construction & Heavy Equipment
- Consumer Products
- Education
- Energy & Environment
- Food & Beverage
- Healthcare
- Hospitality
- Industrial Equipment & Supplies
- Information Technology
- Maritime
- Mining & Metals
- Professional Services
- Security
- Telecommunications
- Transportation

# INCREASE INTERNATIONAL SALES WITH TRADE PROGRAMS AND SERVICES

- International Market Research
- Trade Missions
- Trade Shows
- Virginia Leaders in Export Trade (VALET) Program
- Going Defense Program

# GO GLOBAL WITH MARKET RESEARCH

Global Network: In-country consultants in 75+ countries

## Europe

Belgium  
Bulgaria  
Croatia  
Czech Republic  
Denmark  
Estonia  
Finland  
France  
Germany  
Hungary  
Italy  
Ireland  
Latvia  
Lithuania  
Norway  
Poland  
Romania  
Russia  
Serbia  
Slovakia  
Slovenia  
Spain  
Sweden  
The Netherlands  
Turkey  
Ukraine  
UK

## Middle East & Africa

Bahrain  
Israel  
Jordan  
Kuwait  
Oman  
Qatar  
Saudi Arabia  
South Africa  
UAE  
Other African countries

## Americas

Argentina  
Brazil  
Canada  
Chile  
Colombia  
Costa Rica  
Mexico  
Panama  
Peru

## Asia Pacific

Australia  
China  
India  
Indonesia  
Japan  
Malaysia  
New Zealand  
Philippines  
Singapore  
South Korea  
Thailand  
Vietnam

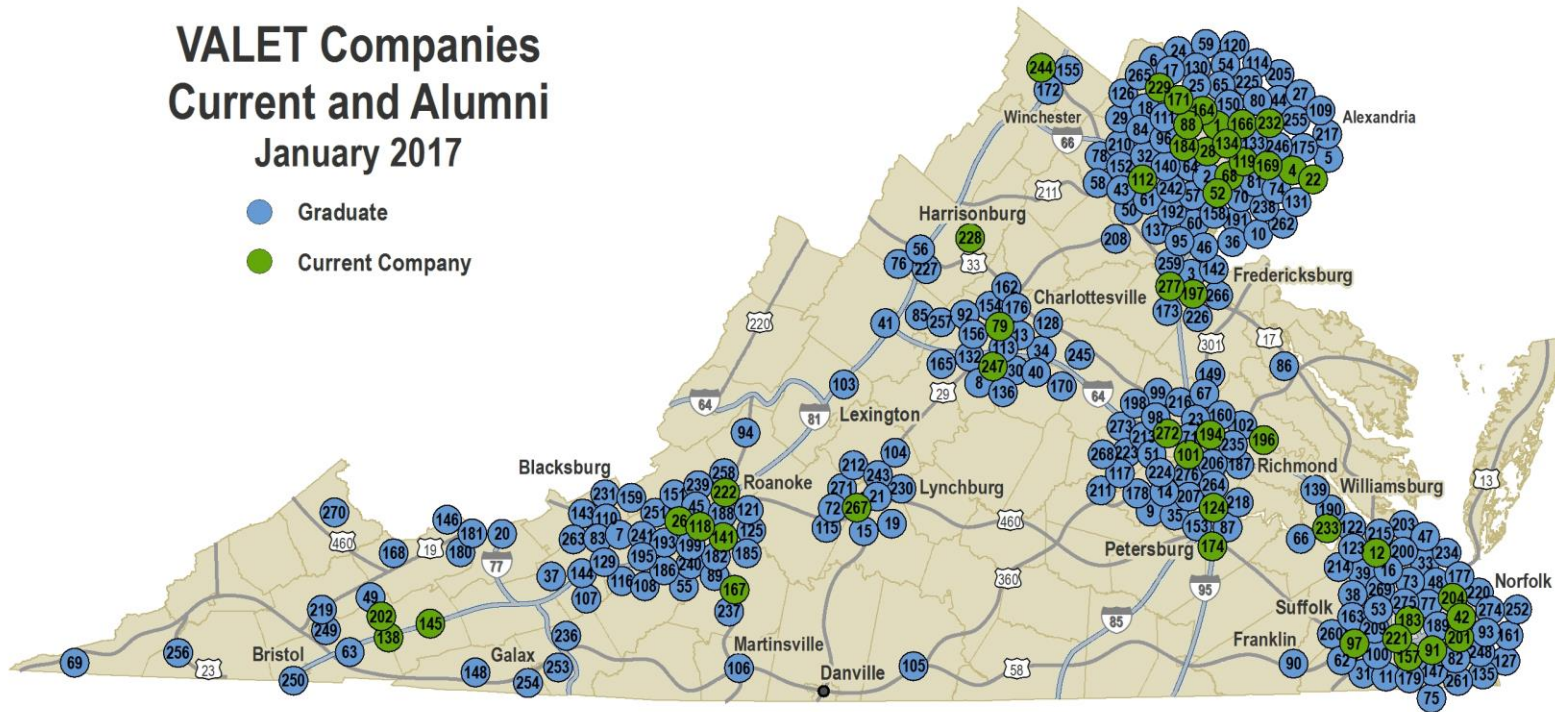
# SHAKE HANDS WITH CUSTOMERS ABROAD

Trade Mission or Event	Dates	Registration Deadline	Fee
USAFRICOM Endeavor	August 21 - 25, 2017	July 28, 2017	\$500
DSEI 2017 (London, U.K.)	September 12 - 15, 2017	July 14, 2017	\$2,500
PERUMIN 2017 (Peru)	September 18 - 22, 2017	July 21, 2017	\$2,500
Trade Mission to Australia	October 2 - 6, 2017	August 4, 2017	\$2,500
Pacific 2017 (Australia)	October 3 - 5, 2017	August 4, 2017	\$2,500
AUSA 2017 (Washington, DC)	October 9 - 11, 2017	August 11, 2017	\$2,500
Trade Mission to South Korea	October 16 - 20, 2017	August 18, 2017	\$2,500
ADEX 2017 (South Korea)	October 17 - 22, 2017	August 18, 2017	\$2,500
Trade Mission to Southern Africa	October 23 - 27, 2017	August 25, 2017	\$2,500
Trade Mission to Saudi Arabia & UAE	Oct. 29 - Nov. 2, 2017	September 1, 2017	\$2,500
Trade Mission to Southeast Asia	November 6 - 10, 2017	September 8, 2017	\$2,500
Medica 2017 (Germany)	November 13 - 16, 2017	September 15, 2017	\$2,500
Expodefensa 2017 (Colombia)	December 4 - 6, 2017	October 6, 2017	\$2,500
Trade Mission to Colombia	December 4 - 8, 2017	October 6, 2017	\$2,500
Trade Mission to Panama	Jan 29 - Feb 2, 2018	November 29, 2017	\$2,500
Winter Germany	February 2018	December 1, 2017	\$2,500
Trade Mission to Mexico	March 12 - 16, 2018	January 12, 2018	\$2,500
Trade Mission to the United Kingdom	April 16 - 20, 2018	February 16, 2018	\$2,500
Trade Mission to Peru and Chile	April 23 - 27, 2018	February 23, 2018	\$2,500
Trade Mission to Brazil	May 14 - 18, 2018	March 14, 2018	\$2,500
Infosecurity Europe 2018 (London)	June 2018	March 30, 2018	\$2,500
Eurosatory 2018 (Paris)	June 11 - 15, 2018	April 13, 2018	\$2,500
Farnborough Air Show 2018	July 16 - 22, 2018	May 18, 2018	\$2,500

# ACCELERATE INTERNATIONAL GROWTH WITH THE VALET PROGRAM

## VALET Companies Current and Alumni January 2017

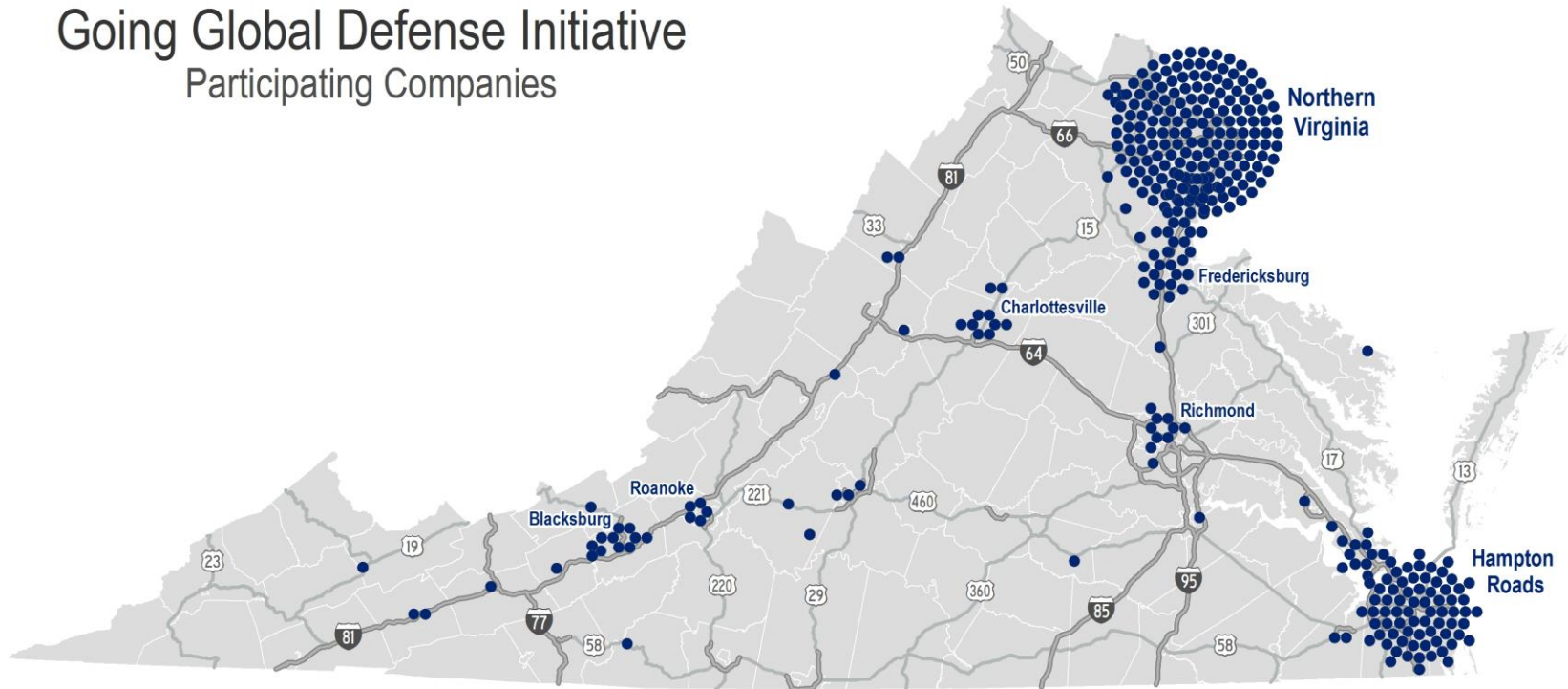
- Graduate
- Current Company





# DIVERSIFY REVENUE WITH THE GLOBAL DEFENSE PROGRAM

Going Global Defense Initiative  
Participating Companies



# CONTACT A TRADE EXPERT

# ExportVirginia.org

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP INTERNATIONAL TRADE

SEARCH

**Virginia**  
ExportVirginia.org  
BUSINESS WITHOUT BORDERS

**SUCCESS STORY**

"...VEDP is able to open doors in other countries that would otherwise not be an option. Maintaining our market edge internationally is more important than ever..."

*Polymer Solutions*  
Read their story.

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Don't take our word for it, read what our clients say about our services.  
[Learn More](#)

**Benefits of Exporting**  
Want to know the benefits of exporting? We've created an infographic to help illustrate those benefits.  
[Learn More](#)

**Who Exports**  
Explore the Beyond VA Calendar to learn who exports.  
[Learn More](#)

**Exporting 101**  
We demystify the international selling process. We show you how to expand your markets and increase sales.  
[Learn More](#)