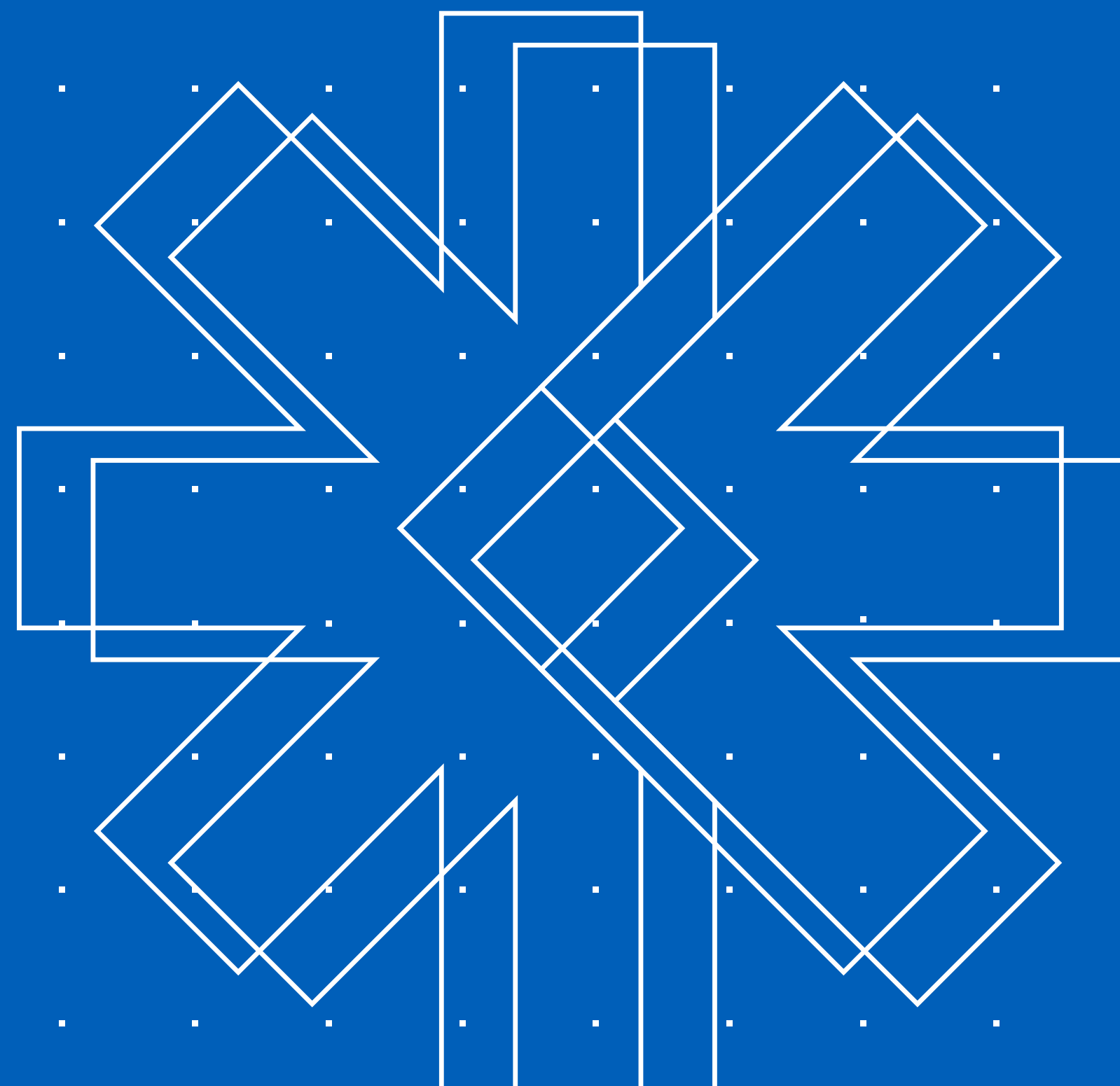


basque trade& investment

**Services and
Programmes for the
Internationalisation of
Basque Companies**





Our integrated service portfolio is adapted and aligned to different company needs. A new model that combines our own capabilities with those of our partners

- +** Strategic and Operational Advice
- +** Funding Tools
- +** Talent
- +** Competitive Intelligence
- +** Cooperation and Partnerships
- +** International Tenders
- +** International Promotion Events



Strategic and Operational Advice

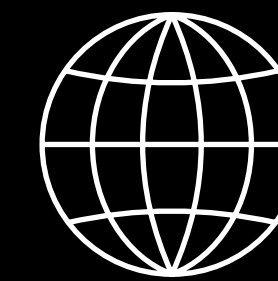
Focus on Internationalisation

Increasing the Export Base (IBE)



Analysis of the company's economic, commercial and HR viability and of its capacity to start an internationalisation process

- 1. Assessment of internationalisation potential**
- 2. Pathway and tutoring for first steps**



First Steps Towards Internationalisation

Advisory Services

Competitive intelligence: Customised market studies for the company/product and business model

Purchasing

- Identifying suppliers
- Business reports

External Logistics

- Looking for distributors and commercial agents
- Monitoring distributors and agents on a temporary basis
- Identifying supply channels

Marketing and Sales

- Business support
- Looking for customers
- Business breakfasts at destination
- Research into companies
- Preparation of agendas
- Participation in trade fairs/ exhibitions

Talent

- Search for and pre-selection of talent at destination

Financial

- Assistance in opening corporate accounts

Incorporation and initial establishment services

- Looking for locations, land and premises...
- Temporary offices in business centre

Zabaldu Programme

Subsidies for companies with low level of internationalisation that wish to increase their presence abroad

Intended for SMEs with % of exports < 50%

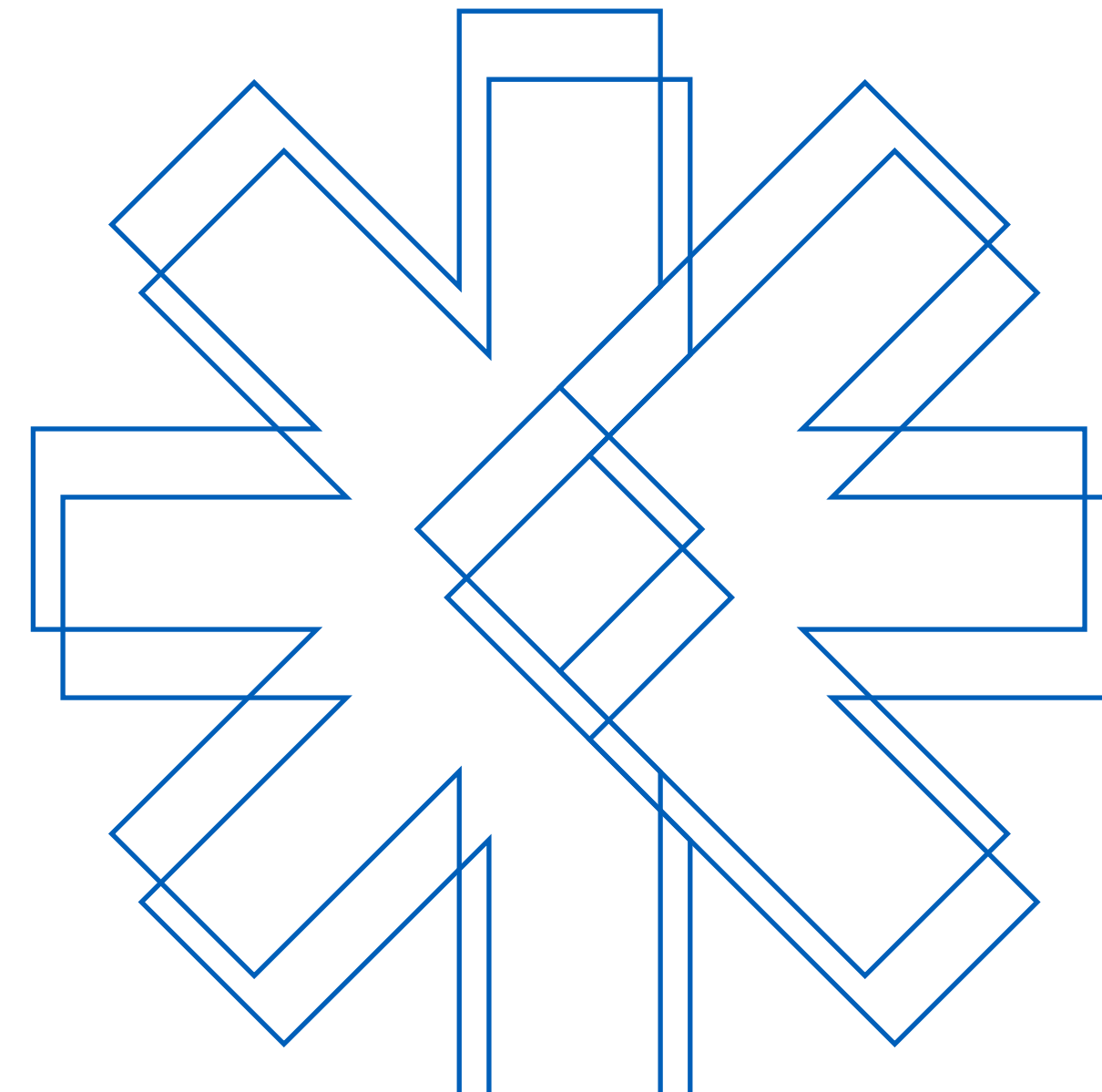
Successive renewal

Up to three applications per company

Eligible expenses:

- Strategic consultancy
- Operational consultancy
- Promotional expenses
- Expenses associated with industrial property and certifications
- Expenses associated with company plant and facilities abroad....

Up to 50% of eligible cost



Market Expansion and Diversification

Advisory Services

Competitive intelligence: differential information on priority sectors and the capacity to enter into local value chains

Incorporation and initial establishment services

- Support for relocations and returns

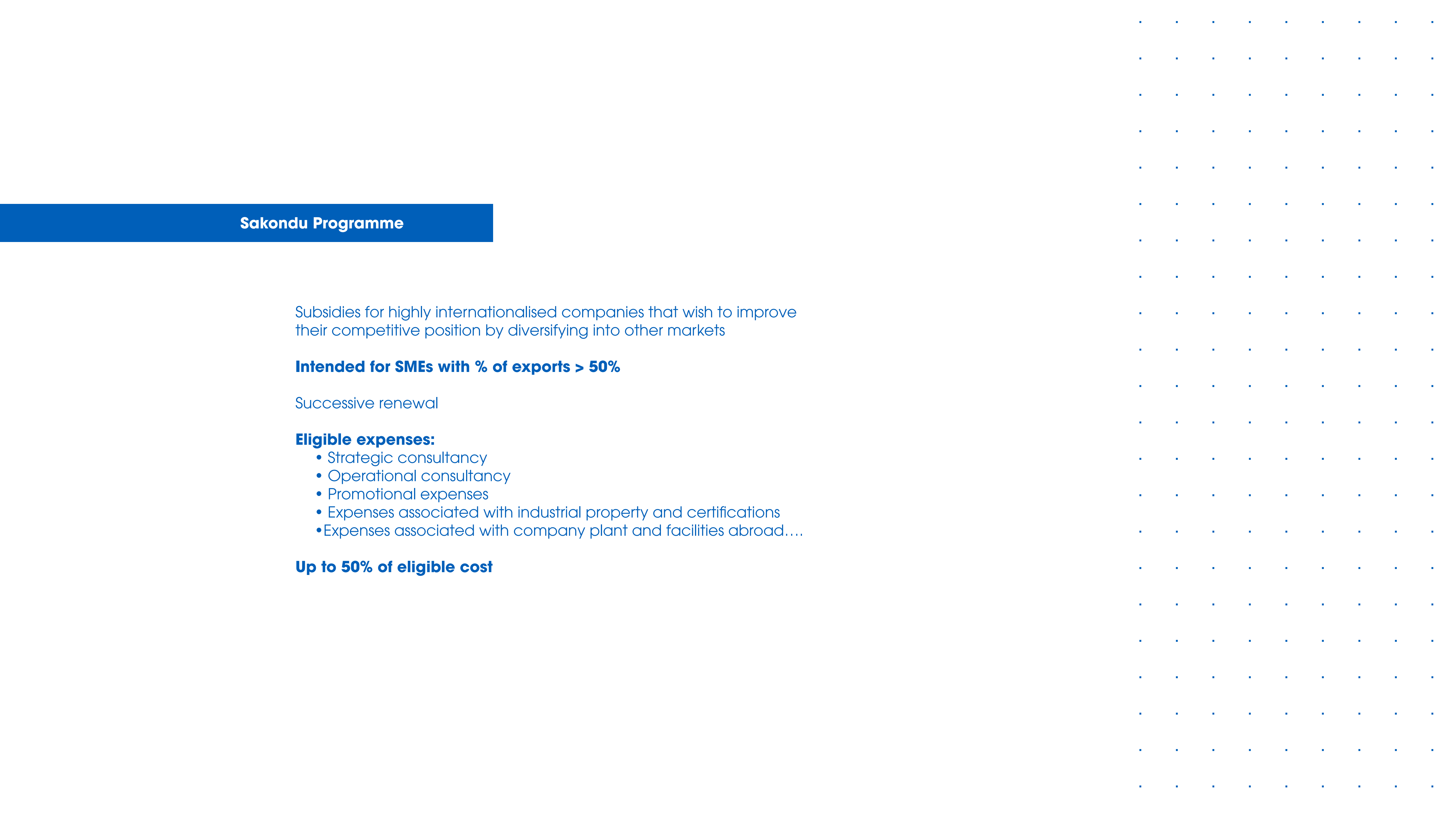
Collaboration and M&A

- Identification of business partners
- Search for allies, partners or companies for takeovers
- Agendas with potential partners

Governance of the value chain

- High level institutional support
- Negotiations with public and private entities
- Agenda of visits and accompaniment to relevant organisations

Sectoral services: Expert advice that helps to define projects for access to markets of interest, as well as to develop customised action plans



Sakondu Programme

Subsidies for highly internationalised companies that wish to improve their competitive position by diversifying into other markets

Intended for SMEs with % of exports > 50%

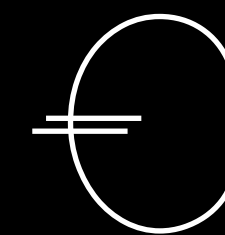
Successive renewal

Eligible expenses:

- Strategic consultancy
- Operational consultancy
- Promotional expenses
- Expenses associated with industrial property and certifications
- Expenses associated with company plant and facilities abroad...

Up to 50% of eligible cost

Funding Tools



Workshops

Financial advice workshops at which the existing public funding tools are explained

Funding Channel

One-stop shop that gathers and channels funding needs to drive internationalisation

Gauzatu Programme

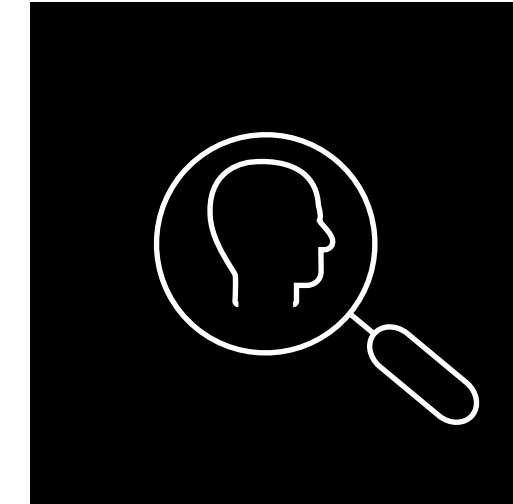
Aid for setting up and developing company plant and facilities abroad

Credit lines, **(financial cost 0%) up to 30% of the investment** eligible for aid, with a limit of €1,000,000 investment.

1 year grace period + 5 for return

Minimum project investment of €120,000, to be made within a maximum of 36 months

Talent



Services at destination

Search for and pre-selection of talent

Business Training



The purpose of these workshops is to make Basque companies aware of the trends, techniques and practical experiences regarding various aspects of international activity, thus advancing their competitive improvement

Training and International Mobility Programmes

1. Training for young graduates by providing them with academic knowledge and practical experience in overseas markets



100 grants

- Internationalisation specialist Postgraduate Degree
- 12 month internship in a public organisation
- 8 month internship in a private enterprise

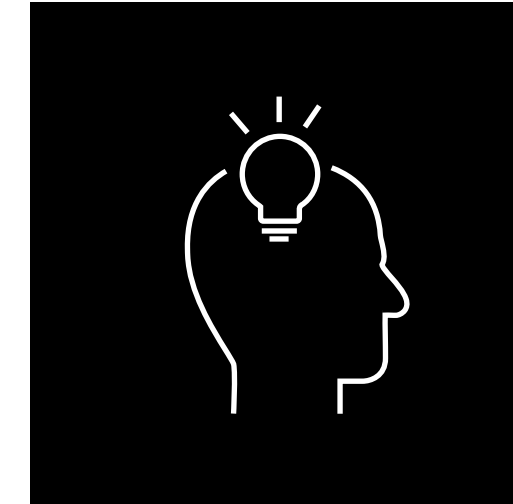
2. Promotion of international mobility of young university and higher degree VT graduates



400 grants

- 6-12 months of professional internships in foreign companies or Basque companies established abroad

Competitive Intelligence



- Sector / country studies
- Comparative studies on markets of interest
- Identifying and assessing opportunities
- Up-to-date information on bilateral trade agreements...

Reports published at:

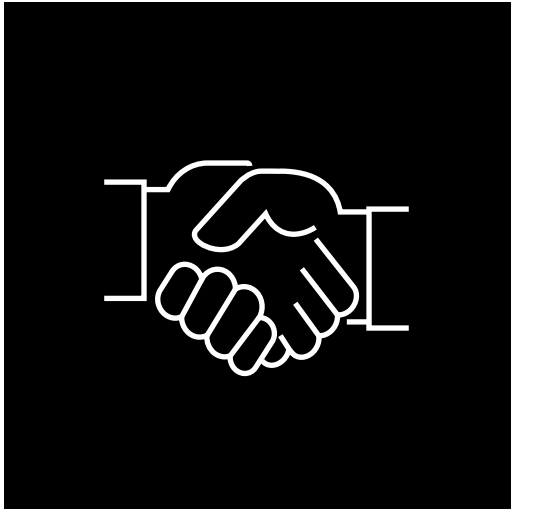
basquetrade.eus



Moreover,

- **Customised market studies for the company, product and business model**

Cooperation and Partnerships



Cooperation Services

- Searching for international partners
- Detecting specific opportunities
- Identifying and bringing together business communities
- Study trips / Opportunity trips

Elkartu Programme

Subsidies to promote internationalisation in the field of cooperation, and **designed for business associations and other forms of cooperation.**

Eligible expenses:

- Incorporation and structural expenses
- Expenses for developing the Action Plan or International Strategy
- Consultancy services for market analysis
- Expenses associated with trade fairs and congresses
- Inward and outward trade missions...

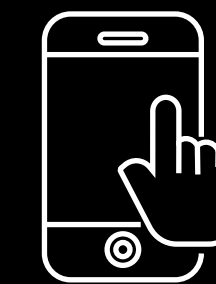
Up to 60% of the approved expense amount

Profex Programme



A Part-Time Export Manager, shared by three companies, is made available to Basque SMEs. Within the framework of the programme, an International Business Plan is also prepared, with ongoing monitoring by an expert technician

International Tenders



Basque Country Bidding Platform

Programme that seeks to increase the participation of Basque companies in public tenders funded by multilateral organisations

It provides:

- Early identification of opportunities
- Presentation of companies to tendering organisations through Basque Trade & Investment, thereby avoiding “cold call” presentations.
- Positioning of Basque companies prior to the publication of tenders

Advice and accompaniment for companies throughout the entire bidding and project award cycle is provided to enable project success.

Pilotu Programme

Subsidies that finance the design, development and roll-out of international public investment pilot projects overseas

Intended for SMEs that operate in public markets

Non-refundable subsidies of **up to 50%** of the project cost and a **maximum of €50,000**. Maximum investment €250,000

Eventos de Promoción Internacional

Inter
gune⁺

The leading internationalisation event in Euskadi

An opportunity to receive personalised on site expert advice from the overseas network of Basque Trade & Investment covering the most important markets of more than 80 countries

myndura
begira
COMMITTED TO GLOBAL MARKETS

A look at where the world is heading

An International Forum bringing together a highly selected group of international experts, business leaders, policy makers and other influential personalities to discuss key contemporary issues related to the current economic scenario and main trends in business

Seminars +++



Working sessions and **B2B meetings** to directly inform about business opportunities in markets and sectors with high potential

Publications at least one month in advance

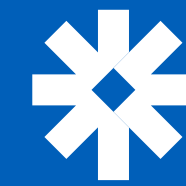
Trade Fairs +++

Participation and support to Basque companies in various international trade fairs

Trade Missions +++

Direct Missions: visits to the markets with the greatest potential for what Basque business has to offer

- Tailored meeting schedule
- Documentation on the target market



**BasqueTrade
& Investment**

Agencia Vasca de Internacionalización
Nazioartekotzeko Euskal Agentzia



Study Trips y Opportunity Trips +++

Taking Basque companies closer to sectoral business opportunities, accompanying them and putting them in a good position to take advantage of opportunities which are going to arise in the near future





Alameda Urquijo 36 – 5th floor (Bizkaia Square Building)
48011 Bilbao info@basquetrade.eus
(+34) 94 403 71 60

basquetrade
.eus