

Scottish Delegation to Southeast Asia

27 April 2024 - 4 May 2024



Trade Mission Details

Glasgow Chamber of Commerce, in collaboration with [British Chamber of Commerce Singapore](#) and [BritCham Indonesia](#), and as part of the International Trade Partnership with the Scottish Government, will be co-ordinating a delegation of Scottish businesses to Southeast Asia from 27 April to 4 May 2024.

Where: Singapore and Indonesia

Dates: 27 April – 4 May 2024

What is included:

- B2B meetings
- Site visits
- Market briefings
- Group meetings with trade bodies / agencies in market
- Networking receptions and dinners
- In country support from partners

Price: (does not include hotels / flights / in-market costs etc)

Members: £1,000 + VAT

Non-Members: £1,300 + VAT

Key Sectors in Singapore and Indonesia

Key Sectors: **Singapore**

- Healthcare
- Biopharma and Medtech
- F&D
- Financial and Fintech
- Technology
- Professional Services
- Consumer and Retail
- Green Economy
- Education
- Energy Transition
- Maritime
- Aerospace
- Digital Economy
- Sport Tech

Population of Singapore: 5.92 million

Key Sectors: **Indonesia**

- Healthcare / Pharmaceuticals
- Energy Transition / Environment
- Financial and Professional services
- Hospitality and tourism
- Education
- Renewable Energy
- F&D
- Large carbon credit market
- Tech / Health-tech / Gaming-tech / earth observation-tech

Population of Indonesia: 277.5 million

Bespoke B2B Meetings Package: British Chamber of Commerce Singapore

British Chamber of Commerce Singapore is offering the following package of support for Scottish companies seeking to explore and enter the Singapore market.

Price: **GBP 2950 per company**

20 minute Scoping Call	Introductory call to understand the client business, stage of export, target clients and ambition for Singapore market.
Pre-Visit 30 minute briefing	Tailored briefing to provide market and sector intelligence and outline programme visit.
Lead-Gen Identification	Scope and identify 3-5 suitable companies (clients, distributors etc) to meet with.
Business Matching and Reporting	Summary of the above and feedback on non-committed companies.
Access to Corporate Rates	Airlines (British Airways 10% discount), hotel accommodation (various discounts).
Visit	Programme visit management and delivery. On hand support. Not including travel and subsistence.
30 min Post-Visit De-Brief (online or in-person)	Session to follow-up on the visit within two weeks to identify any final elements of follow-up and future plans (if applicable).

Bespoke B2B Meetings Package: BritCham Indonesia

BritCham Indonesia is offering a package of four bespoke meetings to support Scottish companies seeking to explore and enter the Indonesia market.

This package provides a 1 x 4 bespoke meeting package.

Price: **GBP 300 per meeting**

Several considerations of this package are:

- a) Privileged group packages require 6 weeks-notice.
- b) All services rates are subject to VAT currently at the rate of 11%
- c) All direct costs are the liability of the organizer and arrangements to discharge must be agreed in advance

PAYMENT TERMS

Down Payment

There is a 50% down payment of services estimated on contract signing and it is due before arrival in the market.

Cancellation Policy

The cancellation fee will be 25% of the work plan cost. The balance after deduction of the value of work already undertaken will be retained and can be used against future work charges. Non-refundable.

How to apply: Please complete and send the application form on our website as soon as you can.

If you have any questions, please get in touch

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