

This is a regular feature by the Luxembourg Chamber of Commerce and the Ministry of the Economy and Foreign Trade. Business Review is distributed each month to embassies, honorary consuls and trade delegations in over 150 countries to inform them and potential trade partners of the wide range of opportunities that exist in the Grand Duchy.

FORUM DES ENTREPRENEURS 2008

The Luxembourg stand was one of the highlights of the Liège "Forum des Entrepreneurs by initiatives" held on 22-23 October. This was the sixth time that the Luxembourg Chamber of Commerce has provided its members with the opportunity to reach the general public at this important fair for SMEs. This year, 287 exhibitors were able to show their wares to around 5,700 visitors. A total of twelve Luxembourgish organisations were present: Bureau Comptable Luxembourg, Centre de Recherche Public Henri Tudor, Editus Luxembourg, FCI Conseil, Infodata, Lease, Luxexpo, MAS Luxembourg, MGK Technologies, Office des Publications Officielles de la CE Piton Luxembourg and 1,2,3, GO. An estimated 300 guests visited the stand.

A key part of the event was the b2fair matchmaking "Business & ICT Matching Days", the third year this has taken place. It proved to be very successful, allowing exhibitors and visitors alike the chance to

make good quality professional contacts from across the region including France and Germany as well as Belgium. Visitors also came from further afield, including Italy, Serbia, Poland, Hungary and Macedonia. Exactly 110 companies signed up to the matchmaking event (60% more than last year) and more than 800 meetings took place, demonstrating the value of this concept as it helps businesses make useful contacts.

Luxembourg will look to repeat this success at this year's "Contact" fair at Luxexpo from 27-28 November, which too will seek to boost interregional contacts. For more information about this and other events, visit www.b2faironline.com or contact the Enterprise Europe Network – Luxembourg team: Sabrina Sagromola, Niels Dickens and Jean-Christophe Gleis on tel. (+352) 42 39 39-334/371/335, fax: (+352) 43 86 26 or e-mail: b2fair@cc.lu.

Did you know ...

...that the key to successful exports is perfect knowledge of potential markets?

The Luxembourg Government offers financial incentives toward export-oriented market studies. Further information and a first appraisal of your project can be requested from the Ministry of the Economy & Foreign Trade under foreign.trade@eco.etat.lu.



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