

# Luxembourg: Open for business

## FINANCE AND INDUSTRY TO CHILE



*Christmas tree  
on Santiago de  
Chile's central  
square  
Finance and  
industry to Chile*

The full range of Luxembourg's economy was presented to the Chilean business community during a State Visit held last November. Since the 1990s this South American country has been booming, making it a target for both financial and industrial firms.

The investment fund industry in particular has made a strong impact in Chile. Luxembourg domiciled vehicles currently account for two-thirds of all foreign funds sold, principally to the fully privatised pension industry. Reformed regulations this year could allow this figure to rise to 80%

For manufacturers, the visit was focused on either making new contacts or strengthening existing relationships. For example, wood wholesaler Manfred Riewer of Silva Trade met potential suppliers, as did Parissa Rafii of the pistachio nut processors Ireco. Villeroy Et Boch also met several new potential clients.

## Upcoming events

### February

- 14: Seminar on Moldova
- 17-20: Official multi-sectoral mission to Saudi Arabia (Riyadh, Jeddah)
- 25-26: Economic mission to Germany for the financial sector (Düsseldorf, Cologne)
- 27: Seminar on Romania

### Mars

- 3-7: Official multi-sectoral mission to China (Beijing, Shanghai) and Hong Kong
- 9-13: Collective stand at the Horecatel fair in Marche-en-Famenne (B)
- 11-14: Collective stand at the MIPIM fair in Cannes (F)
- 13-14: Participation at the Come2Graz fair in Graz (A)
- 18-19: Collective stand at the Innovat fair in Reims (F)
- 29/3-6/4: Official multi-sectoral mission to Argentine (Buenos Aires) and Brazil (Sao Paulo, Porto Alegre / Belo Horizonte), conducted by the Minister of Economy of Saarland

### Avril

- 1-4: Collective stand at the Mosbuild fair in Moscow (Russia)
- 15-17: State visit to Sweden (Stockholm, Gothenburg)
- 15-18: Economic mission to Taiwan (Taipei)
- 20-25: Official multi-sectoral mission to Russia (Krasnojarsk, Ekaterinburg, Chelyabinsk) conducted by the Minister of Economy of Rheinland-Pfalz
- 21-25: Collective stand at the Hannover Messe (D)
- 21-25: b2fair Matchmaking Event at Hannover Messe (D)
- 27-29: Official mission to Libya (Tripoli)

All information regarding up-coming events is available from the International Department of the Chamber of Commerce ([international@cc.lu](mailto:international@cc.lu))



THE GOVERNMENT  
OF THE GRAND DUCHY OF LUXEMBOURG  
Ministry of the Economy and Foreign Trade

Grand-Duché de  
**luxembourg.**



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.

## BRAZIL: LAND OF OPPORTUNITY



The police escort motorbikes for the State Visit to Sao Paulo

After Chile, the State Visit and trade delegation crossed the continent to take in the Brazilian commercial capital Sao Paulo. Such is the size of population and recent growth that Brazil is now ranked as the ninth largest economy in the world, making it a must-visit for the Grand Duchy's business community. The country is an important player in the steel industry as it is blessed with abundant natural resources, and has had a long relationship with Luxembourg in this sector.

As well as maintaining this partnership, the bankers were interested in finding out more about the more than 150 banks present just in the state of Sao Paulo. Over two-thirds of all Brazil's financial operations are managed through the city. There were also interesting contacts to be made by Luxembourg's burgeoning logistics industry. In total, around 40 businesses representing the full range of the Luxembourg economy were represented on this flagship mission to South America.

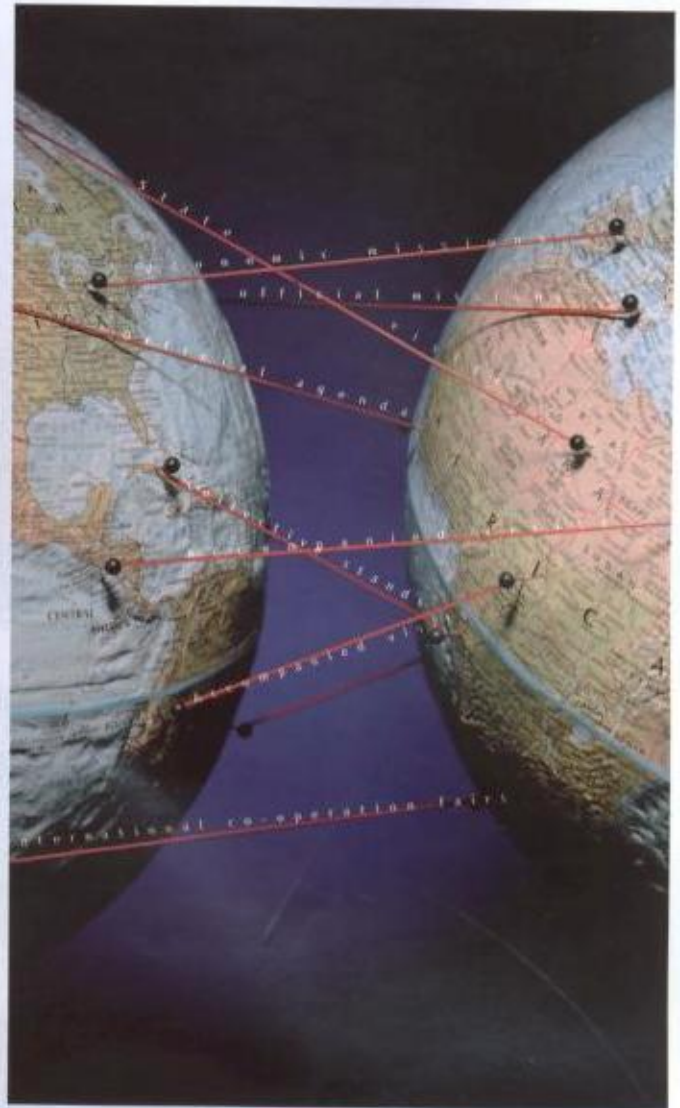
### Did you know

that the Luxembourg government can help budding exporters with their projects?

Financial support is available for:

- \* Design and translation of promotional material
- \* Presences at trade fairs, seminars and conferences
- \* Export training, such as language courses
- \* Advertising costs
- \* Consultancy services such as market analysis

For details please contact the government's one-stop-shop for exporters, the Office du Ducroire at [odl@cc.lu](mailto:odl@cc.lu) or visit [www.ducroire.lu](http://www.ducroire.lu).



FOREIGN TRADE  
Official agenda 2008



LE GOUVERNEMENT  
DU GRAND-DUCHÉ DE LUXEMBOURG



CHAMBRE DE  
COMMERCE  
LUXEMBOURG

This publication is available from the International Department of the Chamber of Commerce ([International@cc.lu](mailto:International@cc.lu) or tel.: 423939-315)