

MINISTRY OF THE ECONOMY AND FOREIGN TRADE & THE LUXEMBOURG



Automobile Industry Forum: 662 meetings organised

The second Greater Region Automobile Industry Forum was held at the Luxembourg Chamber of Commerce on 8th February. The forum was attended by the Luxembourg

Economy and Foreign Trade Minister Jeannot Krecké and was organised with the strong cooperation of the Association of Chambers of Commerce and Industry from the Saar-Lor-Lux and the Rhineland-Palatinate, as well as the Luxembourg Automobile Parts Industry (ILEA) and numerous other professional



federations of the region's automobile suppliers. Companies heard thematic speeches on topical issues from Paul Schockmel (ILEA President), Achim Rauber (Director of the German Automobile Industry Association), René Fabry (Managing Director of the Wallonia Auto-Mobility Cluster) and Ralph W. Conrad (Automobile Supplier Initiative Rhineland-Palatinate). They illustrated the requirements of the sector and the economic potential of regional automobile out-sourcing.

A cooperation exchange was organised during the after-

noon during which suppliers and clients were able to meet. Big name clients included Adam Opel, Brose, Custom Auto Craft S.à.r.l., DaimlerChrysler AG, Delphi Automotive, Elth, Federal Mogul, Guardian Automotive, Hydac International GmbH, IEE, Keiper GmbH & CO. KG and Robert Bosch GmbH. They met representatives of 79 suppliers and around 700 bilateral meetings were organised. The presentations given by the speakers can be downloaded from the Chamber of Commerce website www.cc.lu.

CHAMBER OF COMMERCE PROMOTING TRADE

Economic promotion in Peru and Mexico



Luxembourg's investment fund industry and manufacturers were particularly involved with the 13-18 February economic promotion visit to Peru and Mexico organised by the Luxembourg Chamber of Commerce with the cooperation of the Ministry of Foreign Affairs. In fact, the mission was supported in person by the Deputy Prime Minister and Foreign Minister Jean Asselborn. The mission enabled Luxembourg firms to widen their contacts and deepen existing relationships.

In Peru, investment fund companies had meetings with pension providers as it is the second country in South America (after

Chile) to have privatised its old-age retirement schemes. Five pension funds Integra, Horizonte, Prima, Profortuna and Union Vida manage the retirement saving of 27 million Peruvians. Fund companies can invest a part of this money in foreign capital, explaining their interest in Luxembourg, the world's second largest fund centre. A seminar to promote the Grand Duchy's investment fund industry was organised jointly by the Association of the Luxembourg Fund Industry (ALFI) and the Luxembourg Chamber of Commerce. Testimonials from JP Morgan, Pioneer Invest and Oppenheim Pramerica illustrated to the Peruvian financial sector the attractiveness of investing in Luxembourg domiciles funds.

As for the manufacturers in the delegation, they met representatives of the Lima Chamber of Commerce, the Industry Federation and Proinversion. The latter explained Peru's potential which had 5.1% GDP growth in 2005, due mainly to growth in primary industries such as fishing, mining and agriculture (peppers, asparagus...). The trip to Peru was concluded with a reception hosted by the Luxembourg Ministry of Foreign Affairs, before the delegation moved onto Mexico.

With a GDP of \$676 billion in 2004, Mexico has the largest economy in Latin America, but still 40% of the population have been classed as living below the poverty line. The country has large reserves of coal, oil and gas and since the 1980s has diversified into other areas, including the automotive sector. Luxembourg exports to Mexico have more than doubled over recent years, growing from 18 million euros in 2000 to 42 million euros last year.

Several Luxembourg companies Arcelor, Paul Wurth, Rotarex, Elth and Ireco are active in this market, with Cargolux carrying out six weekly flights between the Grand Duchy and Mexico. Last year, the Luxembourg air freight carrier transported 26,000 tonnes to Mexico and 7,600 on the return flight. ALFI and the Luxembourg Association of Bank and Bankers (ABBL), with the Chamber, organised a seminar on the financial sector. Chamber of Commerce Director Pierre Gramegna gave a business breakfast where he explained to the Mexican Council for Trade, Investment and Technology (COMCE) the forces of the Luxembourg economy and he described the activities of participating companies.

There were instant success in Mexico, when the Luxembourg firm Dredging and Maritime Management S.A (DMM) signed a two million euros contract to help cut pollution in the event of a shipping accident. Besides, Cargolux was able to obtain a 90-day to 6-month extension of its partnership licence with Aeromexpress, a joint-venture between Aeramex and Mexicana. This extension allows the Luxembourg freight company greater security for planning its flights.



Coming events:

March

- 9 President of the Czech Republic visits Chamber of Commerce
- 9-10 Accompanied visit to Cebit 2006, Hanover, D
- 12-16 Collective stand at Horécatel 2006, Marchen-Famenne, B
- 14-17 Collective stand at MIPIM 2006, Cannes, F
- 21-24 Economic mission to Israel
- 23 Salon à l'Envers, Thionville, F

April

- 10-13 Economic mission to Russia
- 23-26 Accompanied visit to Hannover Messe 2006, D
- 24-26 State Visit to the Netherlands

May

- 8-11 Collective stand at Rebuild Iraq, Amman, Jordan
- 12-14 Economic mission to Jordan
- 14-18 Economic mission to Sweden and Finland

