

COLOMBIA: *ONE-TO-ONE BUSINESS CLINICS

Friday 20 October 2017, 9.30am - 12.20pm

London Chamber of Commerce and Industry (LCCI), 33 Queen Street, London EC4R 1AP

*pre-booked, individual 20 minutes appointments only

With Michael Phillips – Trade Development Manager – UK Colombia Trade

Michael Phillips, Trade Development Manager; UK Colombia Trade, will be visiting LCCI to advise UK SMEs seeking to enter the Colombian market. His advice will be specific to your business needs and will assess your readiness to export to this exciting and growing market. If you would like to discuss the opportunities for your company in Colombia and book an individual appointment (20 minutes) with him, please complete and return the application form overleaf. We will then contact you to arrange an appointment. Please note that places are limited.

THE MARKET

Over 100 UK business operate in Colombia, including well-known companies like Virgin, BT and Shell, as well as some small and medium sized companies.

Colombia is ranked by the World Bank as the 34th easiest country in which to do business. It ranks first in Latin America and the Caribbean. You can set up a new business in Colombia within 11 days.

Incentives for British business exporting to Colombia include the following:

- The UK's fifth largest export market in Latin America
- One of the most open markets in Latin America, with 13 Free Trade Agreements (FTAs)
- A developing location as a regional hub with duty-free access to the other Andean nations, MERCOSUR (Argentina, Brazil, Paraguay and Uruguay) and Chile

Strengths of the Colombian market include the following:

- A 'top reformer' in five of the last eight years, according to the World Bank
- A tradition of stable economic growth
- The top country in Latin America (and sixth in the world) for investor protection
- Skilled workers and the second most flexible labour market in Latin America

THE OPPORTUNITIES

Key sectors of opportunity for the UK in Colombia are:

- Financial and professional business services
- Retail (including food and drink)
- Oil, gas and mining
- Infrastructure and transport

ABOUT UK COLOMBIA TRADE

UK Colombia Trade is a non-profit organisation that supports and generates business for British companies interested in exporting to Colombia, as well as companies that are already established in the market.

It has a strategic relationship with the British Embassy in Colombia and their Department for International Trade. It is an accredited member of the British Chambers of Commerce.

UK Colombia Trade has sector specialists in renewable energy, creative industries, agribusiness, automotive and retail. UK Colombia Trade can assist companies in all sectors.

MICHAEL PHILLIPS

Michael Phillips has been living in Colombia for over five years, working with British companies in the education and security sectors, including two-and-a-half years at the British Embassy in Bogota. Michael joined the UK Colombia Trade team in March 2017. While relatively new, he has worked with UK exports in the retail, food and drink, education, IT, medical devices and automotive industries. Michael is fluent in Spanish and Portuguese and is hoping to share the opportunities in Colombia with all potential exporters.

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