

## HUNGARY, BUDAPEST

8TH - 9TH MAY 2017



## BUYERS SELLERS MEETINGS

## POLAND, WARSAW

11TH - 12TH MAY 2017



## Buyers Sellers Meetings 8th – 10<sup>th</sup> May 2017

With a view to pursue its exports diversification strategy and reduce Mauritius's heavy reliance on its traditional exports markets, Enterprise Mauritius successfully organized the first **Buyers Sellers Meetings (BSMs) in Hungary and Poland** from 8th to 12th May, 2017. The main objectives were to enhance Mauritius's visibility as a reliable sourcing destination for quality and high-end products among Hungarian and Polish importers and to explore opportunities to forge joint ventures and strategic alliances between businessmen from these two countries and Mauritius.

Ten Mauritian manufacturers, out of which five SMEs, exhibited a wide range of products

including denim, polo shirts, t-shirts, tops, ladieswear, rum, tea, noodles, pickles, uniforms and textile waste. Participation in **BSMs Hungary/Poland**, has enabled the Manufacturing companies to connect with prospective buyers from the Central and Eastern Europe region.

### **BSM Hungary: 8-9 May 2017**

With a population of 9.9 million, the country's high-class telecommunications, transport and logistics infrastructure coupled with its quality education and lifestyle have made it a favourite destination for businesses willing to expand their operations in Central and Eastern Europe, thus



attracting large amounts of foreign investments in recent years.

From Hungary, a market of some 250 million people, can be reached within 600 miles. Hungary's economy has undergone major changes in the past 16 years as it transitioned from a centrally planned to a market economy.

The BSM in Budapest was marked by the presence and support of **Mr Meszaros, Honorary Consul in Hungary**. Mr Meszaros gave a motivational speech during the networking lunch, encouraging the Mauritian manufacturers to establish strong business ties with the Hungarian business community.

The Mauritian companies had the opportunity to meet with leading Hungarian buyers namely: **Devergo & Friends, Unicorn wear, Italguru, Foltin globe, Culinaris, Tex Trade**.

Also, EM representatives had fruitful business meetings with the Budapest Chamber of Commerce, the Budapest National Association of Entrepreneurs and Employers, the Hungarian National Trading House, and the Hungarian Ministry of National Economy, department of International Relations.

## **BSM Poland: 11-12 May 2017**

An EU member State since 2004, Poland is by far the most populous country in Central and Eastern Europe, with over 38 million inhabitants. It has also the largest working population. Poland is bordered by Germany to the West; the Czech Republic and the Slovak Republic to the South; Ukraine and Belarus to the East; and Lithuania and the Russian enclave of Kaliningrad to the North.

**Mr Klajda, Honorary Consul of Poland** attended the BSM in Warsaw and met with all Mauritian companies. Key Polish buyers met during the BSM are: **Vistula Group, LPP, Pinot, Ice Full, Auchan, Decarre**, etc.

EM representatives had the opportunities to network with the Polish Chamber of Commerce, Trade & Industry Associations and the Polish Confederation Lewiatan, whereby different areas of collaborations were discussed.

This first trade mission in Hungary and Poland was an enriching experience for the ten Mauritian companies in terms of promoting their products for exports in these two new countries,



better understanding consumer trends and behaviour, establishing contacts with potential buyers, gathering market and competitive intelligence. The event finally created visibility of Mauritian products among the Hungarian and Polish importers.

### Snapshot of the Buyers Sellers Meeting in Hungary



Ms Sylvie Duchesne, Cap Kali Ltd presenting her products to a prospective buyer



Ms Florence Harel & Mr Didier Noel of Grays Inc Ltd showing samples to a potential buyer







Mr. Somna Deoduth of Soge International in negotiation with potential buyers



The Honorary Consul of Mauritius in Hungary, Mr. Klajda together with Mr Nitish Gobin of Enterprise Mauritius and Mrs Razia Fakim of FM Group



Mr Frederick Bestel of Litchquor in conversation with a buyer





Mr. Vijay Lutchmun of Vijay Trading in negotiation with a potential buyer

### Snapshot of the Buyers Sellers Meeting in Poland



Mrs Margreet of CMT in discussion with potential buyers  
Mrs Lucy & Mr John Li Liong of T&T International Foods Ltd in negotiation with a buyer







Mrs Razia Fakim of FM Group in negotiation with a buyer  
Mr Erman Indirilli meeting with a prospective buyer



Mr Patrick Guimbeau in discussion with a prospective buyer  
Mr Nitish Gobin of Enterprise Mauritius in discussion with representatives from Polish Chamber of Commerce

