



## SCDI TRADE VISIT PROGRAMME BUSINESS ACHIEVED 2010-11

SCDI has excelled in creating and supporting market-focused international connections for Scottish businesses and organisations since 1960. For five decades we have led over 360 cross-sector delegations to developing markets, enabling 5800 businesses to engage with 55 markets across the globe.

In the past year, SCDI trade delegations visited India, South Africa, United Arab Emirates and China and Hong Kong in a programme in partnership with Scottish Development International (SDI) and UK Trade and Investment (UKTI).

A total of 75 businesses and organisations participated in the 2010/11 visit series, generating £6,963,000 million of post-visit business.

Looking forward to 2011/12 we intend to expand our successful international trade programme from which we will capitalise on the increasing demand from the SME sector. With growth markets such as China, India, Brazil and the Middle East all easily accessible by air from Scotland, there is huge potential for Scottish companies.

We look forward to working in partnership with members, government agencies and local authorities to identify new customers and win business for Scotland in international networks.



### Shanghai & Hong Kong

5-9 July 2010

**£2,393,000** business achieved



### India

11 - 15 October 2010

**£2,440,000** business achieved



### United Arab Emirates

21-25 November 2010

**£1,060,000** business achieved



### South Africa

14 - 18 February 2011

**£1,070,000** business achieved

For more information on SCDI's next programme of trade visits please contact:

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