

# Trade Mission to Hungary & Poland

**JOIN US: May 8-12, 2023**

The Ohio Pennsylvania Stateline Export Initiative invites you to join us for an international trade mission to Hungary and Poland in May 2023.

Meeting face-to-face with prospective customers and partners is crucial to establishing business relationships in Hungary and Poland. We can help you meet your business objectives by designing a business itinerary tailored to your company's specific needs.

As a mission participant, you will receive:

- Market research
- Prearranged one-on-one business appointments with prequalified business partners based on your criteria
- Detailed background information about each company provided in advance
- Logistical assistance - identification of hotels, interpreters, drivers and more
- Services of the State's trade representatives
- Follow-up assistance after the mission

## COUNTRIES

**Hungary** (population 9.7 million) is one of the fastest growing economies in the European Union. The GDP Growth Rate is 7.1% (2021). In 2021, Ohio and Pennsylvania exported a total of \$151,349,680 worth of products to Hungary.

Business Opportunity Sectors:

- Medical Technologies
- Safety & security
- Defense
- Information & communication technology (ICT)
- Consumer electronics and eCommerce
- Education & training
- Automotive
- Logistics
- Food Industry
- Life Sciences
- Renewable energy



**Poland** (population 38.1 million) is the European Union's sixth largest economy and the largest consumer market by value in CEE. The GDP growth rate reached 5.9% last year. In 2021, Ohio and Pennsylvania exported a total of \$329,143,798 worth of products to Poland.

Business Opportunity Sectors:

- Defense & military
- Energy & environmental
- Chemicals
- Aerospace
- Agriculture machinery & food processing
- Advanced Manufacturing
- Information technology & IoT
- Infrastructure & intelligent transport systems
- Healthcare



## REGISTRATION (PA Companies)

Deadline: December 16, 2022

Registration Fee: \$2,000 USD for both markets

\*Companies are responsible for all travel and business-related expenses.

**Financial Assistance** of up to \$10,000 may be available to qualifying companies to offset mission-related costs.

## TRADE MISSION ITINERARY

May 7	Arrive in Budapest, Hungary
May 8 & 9	Business meetings in Hungary
May 10	Travel to Warsaw, Poland
May 11 & 12	Business meetings in Poland
May 13	End of mission / depart for U.S.

## WHY THESE MARKETS?

When considering factors such as prosperity, stability, market size, buying power, and ease of doing business, Hungary and Poland are the undisputed leaders among countries in Central and Eastern Europe (CEE), which is the faster growing part of Europe.

The beauty of exporting and building market presence in the CEE region stems from the fact that the markets are manageable in size and easy to navigate even for SMEs, and success in one market can be replicated in others. US companies can therefore grow organically step by step in a safe business environment; they can expect pragmatic, result-oriented business environment, not too different from the US and Western Europe.

Both countries, often selected by foreign companies as their preferred gateway to CEE, are particularly suitable for companies that already export to Western Europe or other overseas markets and look for new export markets.

## QUESTIONS

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# Trade Mission to Hungary & Poland

**Ohio Pennsylvania Stateline Export Initiative  
May 8-12, 2023**

Attention: Theresa Brennan | thebrennan@pa.gov

Participation fee in the amount of \$ 2,000.00 must be sent directly by wire transfer to the Pennsylvania Trade Office in Central & Eastern Europe, EasyLink Business Services, Prague, Czech Rep.

– Wire transfer details will be provided upon submitting the completed registration agreement.

Registration deadline is December 16, 2022

Please forward a signed electronic copy of this agreement to:

Theresa Brennan at the Pennsylvania Department of Community and Economic Development  
Office of International Business Development  
thebrennan@pa.gov

COMPANY NAME:		
ADDRESS:		
CITY:	STATE:	ZIP:
TELEPHONE:	FAX:	
COMPANY CONTACT:	TITLE:	
EMAIL:	WEBSITE:	

As a duly authorized representative of the above-named company, I have read, understand, and agree to the following terms necessary to be a participating company to **Hungary & Poland**.

- No foreign produced items may be included, except items from foreign countries that have been processed or value-added in Pennsylvania.
- The participating company must have an office and staff or manufacturing facility in Pennsylvania.
- Participating companies assume all risks of participation in the mission to Hungary & Poland.
- Participants will adhere to the trade mission program and honor all scheduled business appointments. If participants prefer to prepare a personal schedule, prior information and coordination is required.
- All participating companies must provide information on the results attained through participation in this trade mission to the Pennsylvania Department of Community and Economic Development. "Results" are current and future sales and dealings transacted as an outcome of attending the trade mission. This information is confidential and will be held in the strictest confidence.

\_\_\_\_\_  
Authorized Representative (print)

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date