

INTERNATIONAL BUSINESS DEVELOPMENT FORUM

Romexpo Bucharest
June 10th, 11th & 12th 2015



FUTUR ALLIA

BUCHAREST 2015



Forum organized by
The Association of the Union of
International Bilateral Chambers of
Commerce Romania - France

In partnership with
Centre d'Affaires Européen
ABC OPREA HOLDING
& ASSOCIATES S.A.



THE BUSINESS CONCEPT

*Futurallia is the SME International Business Development Forum for national and international companies that want to **establish commercial, financial, industrial and technological alliances** in order to develop their business activity internationally.*

The goal of a FUTURALLIA Forum is to gather participants, from both International and National companies from different fields of activity, in one place.



A GLOBAL FORUM



3 days of
business
meetings



30-40
countries



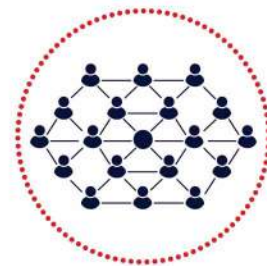
More than 700
international
companies



More than **1000**
participants



Up to **16**
scheduled
business
meetings



More than
10 000 business
meetings in 3 days



Unlimited access to 3 exhibition areas:

Experts Village – this category includes specialists in international commerce (bankers, assurance companies, lawyers, experts in logistics, fiscal advisors, carriers)

International Village – regroups all the delegation leaders that accompany participating companies.

Partners Village – this area is dedicated to the public and private sponsors of the event



TYPES OF PARTNERSHIPS

COMMERCIAL PARTNERSHIP

Distribution, sales, purchases

INDUSTRIAL PARTNERSHIP

Joint-ventures, concession licenses

TECHNOLOGICAL PARTNERSHIP

Exchange of experience and expertise, partnerships for technological development

FINANCIAL PARTNERSHIP

Capital-risque, financial partnerships

EXCHANGE OF INFORMATION

Market knowledge due to international business partners

THE HISTORY OF FUTURALLIA

1990,
1st edition of
Futurallia



2005
Belgium
Louvain la Neuve



2006
Poland
Wroclaw



2007
France
Poitiers



2008
Canada
Québec



2009
Qatar
Doha



2010
France
Poitiers



2011
USA
Kansas-City



2012
France
Lille



2013
Turkey
Istanbul



2014
France
Lyon



2015
Romania
Bucharest



FIELDS OF ACTIVITY

Agricultural Production



Beekeeping

Agriculture

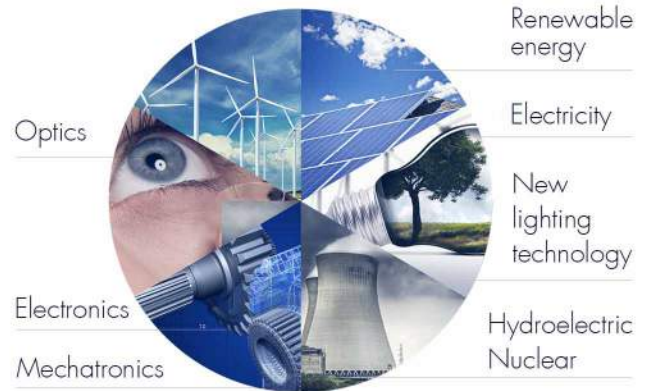
Animal field

Botanical Field

Wine industry

Meat Industry

Energy



Renewable energy

Electricity

New lighting technology

Hydroelectric Nuclear

Optics

Electronics

Mechatronics

IT & Creative Industry



Software

Multimedia

Nano-technology

Information & Communication technologies

Design & Creation

Printing & Publishing

Advertising & Media

Industrial Production



Automobiles

Production of spare parts for vehicles & machinery

Mechanical processes

Aeronautic

Aerospace

Equipment for industry

Industrial Services (eg: Metallurgy)

Construction



Construction of buildings & residentials

Security

Infrastructure

Public works

Environment & Eco-industries (ex: Eco wood house)

Roads, highways, bridges & dams



Business services (eg: call center, accounting)



Commerce (eg: retail & distribution, home shopping)



Chemistry & Materials (eg: biotechnologies, plastics & new materials, research)



Human & animal health (eg: Cosmetology)



Culture, tourism



Promotion agencies & Development

All fields of activity are welcomed to participate

REGISTRATION PROCEDURE

1

Register your company

Before May 8th 2015

2

Complete your profile online (activity, your expectations about the forum etc.)

Before May 13th 2015

3

Consult the online catalog of participating companies, **select** those you want to meet

From May 13th 2015 to June 5th 2015

4

Based on the business meetings you chose, **a schedule will be given at arrival**

June 10th 2015

B2B MEETING SCHEDULE

VOTRE PLANNING FUTURALLIA
YOUR FUTURALLIA SCHEDULE

Canada - Laurentides International 2856

PARTICIPATING COMPANY Inc.
Mr Participant

18-25-30 AVRIL / APRIL 2015
POITIERS-FUTUROSCOPE
FRANCE

Jeudi 29 avril - Thursday, 29th April

| | |
|---------------|---|
| 08:00 - 09:15 | Accueil et enregistrement des participants - Registration |
| 09:15 - 09:45 | Session d'accueil de Futurallia - Futurallia Opening ceremony |
| 10:00 - 10:30 | Nom de l'entreprise rencontrée M. Aidan HUGHES Parle : ANGLAIS Portugal 4994 Demande réciproque - mutual request |
| 10:30 - 11:00 | Name of the company met M. Dragos FLORESCU, Directeur général Parle / speaks : ROUMAIN - un interprète sera présent / an interpreter will be present Roumanie 4917 Demande réciproque - mutual request |
| 11:30 - 12:00 | Nom de l'entreprise rencontrée M. Eric GROSJEAN Parle : FRANÇAIS Belgique 418 Vous êtes demandé(e) - you are requested |

FUTURALLIA
Réseau Mondial de Partenariats d'Entreprises
Worldwide Business Partnerships Network

| | | | |
|---|--|---|--|
| 10:00 - 10:30 | 2ème étage 2nd floor Table J7 | Nom de l'entreprise rencontrée M. Aidan HUGHES Parle : ANGLAIS | Portugal 4994 Demande réciproque - mutual request |
| 10:30 - 11:00 | 2ème étage 2nd floor Table J7 | Name of the company met M. Dragos FLORESCU, Directeur général Parle / speaks : ROUMAIN - un interprète sera présent / an interpreter will be present | Roumanie 4917 Demande réciproque - mutual request |
| Pause café - Coffee break and visit of stands | | | |
| 11:30 - 12:00 | 2ème étage 2nd floor Table J7 | Nom de l'entreprise rencontrée M. Eric GROSJEAN Parle : FRANÇAIS | Belgique 418 Vous êtes demandé(e) - you are requested |
| 12:00 - 12:30 | 2ème étage 2nd floor Table J7 | Name of the company met M. PAUL ZONGO, DIRECTEUR GENERAL Parle : FRANÇAIS | Burkina-Faso 4749 Vous êtes demandeur - on your request |

Pause café - Coffee break and visit of stands

| | |
|---------------|--|
| 10:30 - 11:00 | Nom de l'entreprise rencontrée M. Dimitar DIMITROV, Directeur commercial Parle : BULGARE, ANGLAIS Bulgarie 4460 Demande réciproque - mutual request |
| 11:00 - 11:30 | Name of the company met M. Jean-Claude BISSON, Sales Manager Parle : FRANÇAIS, ANGLAIS, ALLEMAND Suisse 204 Demande réciproque - mutual request |
| 12:00 - 12:30 | Session de clôture de Futurallia - Futurallia closing ceremony |
| 12:30 - 14:00 | Déjeuner à l'Hôtel Plaza / Lunch at the Plaza Hotel |
| 14:00 - 17:00 | Rendez-vous complémentaires libres ou programme de visites Free additional meetings or organised tours |
| 20:00 - 22:00 | Sésoir internationale - International evening |

THE BENEFITS FOR THE COMPANIES



✓ Present your business activity on an international level



✓ Meet international business partners from your field of activity in **more than 30 countries**



✓ Develop contacts quickly and directly with companies present in the forum



✓ Discover new markets for your products/services



✓ Be informed about characteristics of international market in your field of activity



✓ Establish contact or cooperation agreements with one or more of the 700 registered international companies



✓ Review the market in your sector of activity at a low cost



✓ Meet more than **1000 potential partners** during the Networking evenings



✓ Present your services/products to the companies chosen in the online catalogue, a real opportunity for your company



What those who took part have to say...

"Over the internet, contact would not be made so quickly. Meeting others is **a real plus**. That is the strong point of Futurallia."

Annick DALBON, PSM Conseil
(France)

"I subscribe completely to the Futurallia mindset. This event makes it possible to have encounters on equal footing. It matters little whether you are alone in your company or have 200 employees beneath you.

It really is a win-win situation. So many meetings in such a short period of time, Futurallia is the only one with **this to offer.**"

Martine Santkin, R&D Créations de produits exclusifs
(Belgium)

"After taking part in Futurallia 2014 in Rhône-Alpes, **I got the results I was looking for** from the meetings I had with company directors."

Stephane Fanel OPREA, ABC OPREA HOLDING & ASSOCIATES S.A.
(Romania)

"You must take part in Futurallia to really understand this event: the entrepreneurial energy that is present, the contact possibilities and the business opportunities that are found there. To develop your markets, it is vital to use human relationships as a support, and this is what Futurallia gives: these invaluable contacts. Afterwards, with a good product, sales will follow."

Benny Lee, Duracomm
(United-States)



WHY ROMANIA?

With a potential market of 21 million consumers, Romania is one of the most dynamic economies in Central and Eastern Europe.

Member of the European Union since 2007, Romania is strategically located at the intersection of several roads of the region and provides access to the European market channel. The Romanian economic environment offers to international companies the opportunity to establish here a European platform to enter new markets, internationalize its production and develop new partnerships in fields as procurement or outsourcing.



The main advantages for investors in Romania :

The Romanian market and the geographic position

- ▲ One of the largest markets in Central and Eastern Europe (2nd, over 21 million people)
Access to the European market (500 million consumers)
- ▲ **Attractive location** – located at the intersection between the EU, the Balkans and the CIS (Commonwealth of Independent States), Romania is crossed by three important pan-European corridors: Corridor 4, which connects the east and west of the Europe; corridor 9, which connects the north and south of the continent and Corridor 7, which facilitates navigation in Europe.
- ▲ **The port of Constanta on the Black Sea** is actually the access door to the European market by the Southeast. It lies at the intersection between the European East-West trade routes but also Europe-North Africa-Middle East-Asia and about 300 km from the Bosphorus. This port can accommodate large capacity vessels (165,000 dwt) for all types of cargo and deal 85 million tonnes per year.

Political benefits

- ▲ EU Member State
- ▲ Factor of stability in the region
- a NATO member state
- ▲ Ensuring stability in South East Europe

Economic benefits

- ▲ **Air and Maritime Infrastructure developed and full modernization** (16 airports and 10 seaports and river)
- ▲ **Road Infrastructure in continuous modernization** (commitment in the direction of the development of highway infrastructure to the standards of the EU)
- ▲ **Mobile phone networks** well developed GSM system, with a coverage of more than 90% of the land area
- ▲ **Industrial Infrastructure** highly developed, including the oil and petrochemical industry
- ▲ **More than 40 industrial parks**
Branches and representative offices of international banks
- ▲ **Romania has a taxation on the lowest corporate rates in Europe**
- 16% on accounting income. Dividends paid to a Romanian company are subject to a withholding tax of 16% from 1 July 2010. Dividends distributed to a foreign company or a non-resident individual is subject also to a withholding 16%, unless the provisions of the tax treaty to avoid double taxation or the parent-subsidiary directive provide for a reduced rate.
Tax on reinvested profit 0
Access to State aid schemes and European funds
- ▲ **Increased interest from foreign investors**
- the second destination of the ISD flux in the region (source: 2010 AT Kearney Foreign Direct Investment Confidence Index)
Fiscal policy (corporate rate of 16%)

AGENDA

JUNE 10th

JUNE 11th

JUNE 12th

| | | |
|---|---|--|
| Arrival of foreign delegations | Opening of the forum Personalized business meetings | Personalized business meetings |
| | Lunch | Lunch |
| Delivery of personalized business schedules | Personalized business meetings | Personalized business meetings |
| Opening ceremony & Welcoming Reception | International Evening | Anniversary Evening -20th Futurallia forum |

Price for participant with a formal meetings schedule includes :

- Personalized meeting schedule
- Interpreting services when needed
- Welcoming reception
- Two business lunches
- Coffee breaks during the forum
- The International Evening
- Anniversary Evening - 20th Futurallia forum
- Transport to and from hotels/events

800€
excluding VAT

OFFICIAL PARTNERS FUTURALLIA BUCHAREST 2015



**UNIUNEA
CAMERELOR
DE COMERT
INTERNATIONALE
BILATERALE
ROMÂNIA-FRANȚA**



**Chamber of
Commerce
and Industry
of Romania**



CLUBUL DIPLOMATIC



CARMISTIN™



Centre d'Affaires Européen
ABC OPREA HOLDING & ASSOCIATES S.A.

**WORLD TRADE CENTER
BUCHAREST**



MEDEF



CGPME



ROMEXPO



**FUTURALLIA
BUCHAREST2015**

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