

The World is Open for Your Business

Doing Business in Asia

Let U.S. Commercial Service Field Offices around the country connect you to a world of opportunity around the world.

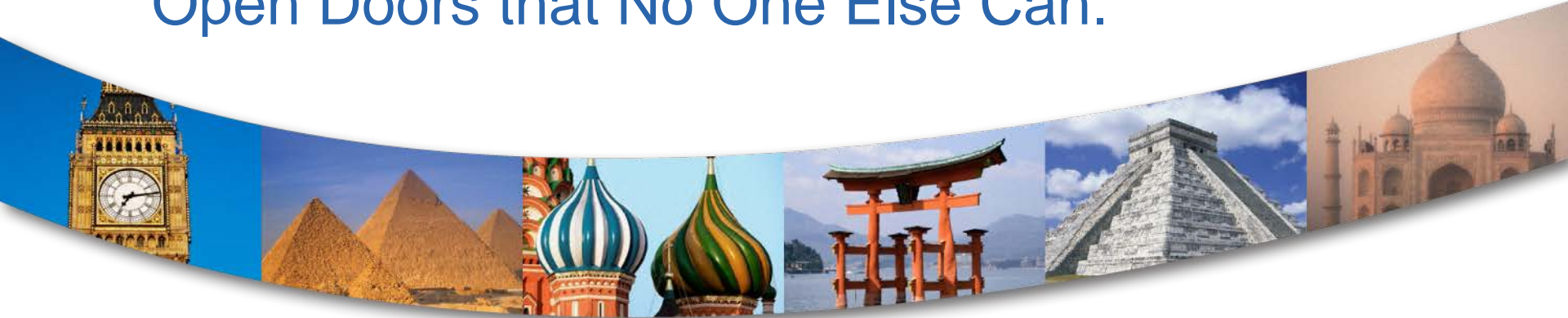


Let Us Help You Export.

The U.S. Commercial Service is the lead trade promotion agency of the U.S. Government. U.S. Commercial Service trade professionals in over 100 U.S. cities and more than 75 countries help U.S. companies get started in exporting or increase sales to new global markets. To find a U.S. office near you, visit www.export.gov/usoffices.



Our Trade Professionals Use a Global Network to Open Doors that No One Else Can.



- The U.S. Commercial Service provides U.S. companies unparalleled access to business opportunities around the world, through a global network of relationships with foreign governments, buyers, and business leaders.
- Our trade professionals worldwide provide in-depth expertise across most major industry sectors.
- Every year, we help U.S. companies like yours export goods and services worth billions of dollars.

Our Global Network

International U.S. Commercial Service Offices

Albania*	Gambia*	New Zealand	Costa Rica	Liberia*	Switzerland*
Algeria	Georgia*	Nicaragua*	Cote d'Ivoire*	Libya	Tanzania
Argentina	Germany	Nigeria	Croatia	Lithuania*	Taiwan
Angola	Ghana	Norway	Cyprus*	Macedonia*	Thailand
Australia	Greece	Oman*	Czech Republic	Madagascar*	Trinidad and Tobago*
Austria	Guatemala	Pakistan	Denmark	Malawi*	Tunisia*
Azerbaijan*	Guinea*	Panama	Dominican Republic	Malaysia	Turkey
Bahamas*	Haiti*	Paraguay*	Ecuador*	Mali*	Turkmenistan*
Bahrain*	Honduras	Peru	Egypt	Malta*	Uganda*
Bangladesh*	Hong Kong	Philippines	El Salvador	Mauritius*	Ukraine
Barbados*	Hungary	Poland	Estonia*	Mexico	United Arab Emirates
Belgium	Hungary	Portugal	Ethiopia	Mongolia*	United Kingdom
Belize*	Iceland*	Qatar	European Union	Montenegro*	Uruguay
Benin*	India	Romania	Fiji*	Morocco	Uzbekistan*
Bolivia*	Indonesia	Russia	Finland	Mozambique	Vietnam
Bosnia and Herzegovina*	Iraq	Rwanda*	France	Namibia*	West Bank
Botswana*	Ireland	Saudi Arabia	Gabon*	Netherlands	Zambia*
Brazil	Israel	Senegal*			
Brunei*	Italy	Serbia			
Bulgaria	Jamaica*	Singapore			
Burkina Faso*	Japan	Slovakia			
Cambodia*	Jordan	Slovenia*			
Cameroon*	Kazakhstan	South Africa			
Canada	Kenya	South Korea			
Chile	Kosovo*	Spain			
China	Kuwait	Sri Lanka*			
Colombia	Latvia*	Swaziland*			
Congo - Kinshasa*	Lebanon	Sweden			
	Lesotho*				



We Work with You to Connect Your Company with the Right Opportunities Abroad.

Our experienced trade professionals help you enter international markets in the most efficient, targeted way. We assess your export potential, understand your needs, and provide the right mix of U.S. Commercial Service capabilities to achieve your exporting goals.

U.S. Commercial Service Business Approach



Our Proven Expertise Makes Doing Business Internationally Easier.

Whether you are looking to make your first export sale or expand to additional international markets, we have the expertise you need to tap into lucrative opportunities and increase your bottom line.

- **Trade Counseling.** Get the information and advice you need to succeed.
- **Market Intelligence.** Target the best trade opportunities.
- **Business Matchmaking.** Connect with the right partners and prospects.
- **Commercial Diplomacy.** Ensure your products and services have the best possible prospects for success in international markets.

Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Planning and Strategy.**
 - Create a comprehensive international business plan for entry or expansion into targeted markets.

- **Legal and Regulatory Issues.**
 - Determine export licensing needs for shipping products.
 - Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws.
 - Avoid intellectual property issues and legal disputes.



Proven Expertise: Trade Counseling

Get the information and advice you need to succeed.

- **Documentation and Product Requirements.**
 - Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin.
 - Verify tariff rates and import fees; determine your product's Schedule B and HS numbers.
- **Trade Problems.**
 - Get assistance with customs-related issues.
 - Obtain support if your company's exports or foreign bids are adversely affected by a trade barrier.
 - Limit the risk of non-payment and receive assistance if problems arise.



Proven Expertise: Market Intelligence

Target the best trade opportunities.

- **Country Commercial Guides.**
 - Leverage reports, prepared annually by U.S. Embassy staff, containing information on the business and economic situation of foreign countries and the political climate as it affects U.S. business and investments.

- **Customized Market Research.**
 - Get specific answers to your specific international business questions.



Proven Expertise: Market Intelligence

Target the best trade opportunities.

- **Background Reports.**

- Learn about potential partners from our trade professionals working in your target markets.
- Get detailed credit reports covering sales, profit figures, potential, liabilities, and other financial information.

- **Trade Data and Analysis.**

- Obtain the latest annual and quarterly trade data by country, state, commodity, and year.
- Find industry-specific trade data and analysis.
- Get country-specific tariff and trade agreement information.



Proven Expertise: Business Matchmaking

Connect with the right partners and prospects.

- **Partner Search.**
 - Find pre-screened potential partners and get detailed company reports; determine the marketability of your product or service.
- **Personalized Business Matchmaking.**
 - Meet with potential buyers, sales representatives, and business partners.
 - Leverage customized market briefings.
- **Overseas Trade Missions.**
 - Participate in business development missions led by senior U.S. government officials.
 - Meet with distributors, government and industry officials, prospective customers, and U.S. Embassy officials.



Proven Expertise: Business Matchmaking

Connect with the right partners and prospects.

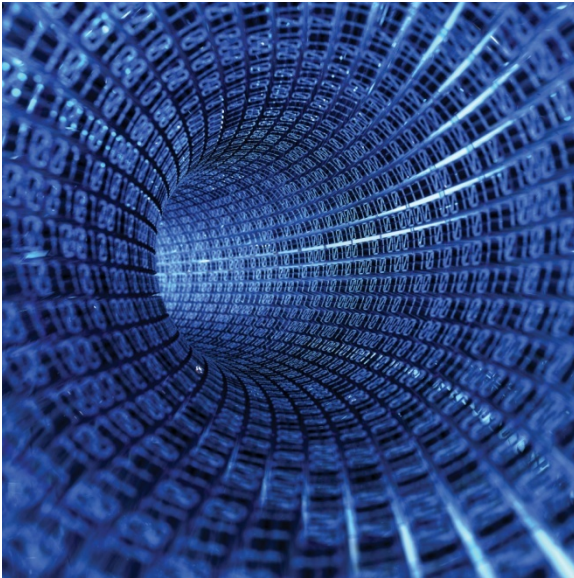
- **Trade Shows and Business Forums.**

- Use our International Buyer Program to meet with pre-screened buyers at major U.S. trade shows.
- Exhibit in the U.S. Pavilion at our Certified Trade Fairs or let us distribute your literature at global trade shows.
- Attend our Discover Global Markets business forums for industry and market insights, one-on-one meetings with our visiting commercial officers and buyers, and network with exporters, industry leaders, and government officials.



- **In-Country Promotions.**

- Advertise in our official catalog of U.S. suppliers sent to nearly 400,000 international companies or our local-language web sites.



Real Results: Dartware, LLC

New Hampshire-based software company Dartware, LLC has leveraged U.S. Commercial Service market research, personalized matchmaking, and extensive trade counseling to connect with resellers in South Africa, Turkey, the United Kingdom, Hong Kong, and Singapore.

“We had a reseller in India tell us there is a 15 percent sales withholding tax. Right away I was on the phone with the U.S. Commercial Service asking, ‘Is this right?’ Within a week, we had the information we needed to eliminate that tax. That was a phenomenal service.”

— John Sutton
Director of Sales and Partner Development
Dartware, LLC

WHAT CLIENTS LOVE ABOUT US

“This is my go to resource if I have export questions.”

“Friendly and easy to work with”

“Everyone I have spoken to with both here in America and overseas has been super helpful and extremely willing to help me get accomplished what I need to do. Their support has been outstanding.”

“You care that I will get what I need to succeed.”

“Extensive good quality network of country specialists to work with”

“The professional assistance and attitude along with follow up that overcomes the fear of doing business overseas.”

“The ability to reach out to companies that I could not be aware of their existence, and check their capabilities to represent us. And naturally the dedication and professional handling my needs.”

JOIN US AT

A promotional banner for the APBO 2017 conference. The background is a large red wall with a central keyhole-shaped opening. Through the keyhole, a person in a dark suit stands with their back to the camera, looking out at a cityscape featuring the Oriental Pearl Tower in Shanghai. The text 'APBO' is in large white letters on the left, with 'ASIA PACIFIC BUSINESS OUTLOOK CONFERENCE' below it. On the right, '2017' is in large white letters, with 'REGISTER NOW' in yellow below it, followed by 'The L.A. Hotel, Downtown' and 'March 27-28' in white. At the bottom of the banner, the tagline 'Unlocking Doors to a World of Opportunity Since 1988' is written in white.

APBO
ASIA PACIFIC BUSINESS OUTLOOK
CONFERENCE

2017
REGISTER NOW
The L.A. Hotel, Downtown
March 27-28

Unlocking Doors to a World of Opportunity Since 1988

www.apboconference.com

Questions?

Dan Kim

Dan.kim@trade.gov

312-353-4798

**U.S. Commercial Service—
Connecting you to global markets.**

