



CBI
Ministry of Foreign Affairs of the Netherlands

CBI

A good match



CBI, the **expert** in export promotion from **developing countries**

Purchasing or outsourcing in developing countries is interesting, but not always simple. CBI (the Centre for the Promotion of Imports from developing countries) helps companies to find a suitable business partner. Over the past 40 years, CBI has supported thousands of European business in entering partnerships with suppliers in developing countries.

The need to find quality products against competitive prices is more important than ever. Outsourcing or importing from developing countries may reduce costs and strengthen your market position. But how do you find a suitable partner with products that meet the European standards? Most likely, CBI or one of our affiliating partners has already found the partner you are so desperately seeking.





Who are we?

CBI is the Centre for the Promotion of Imports from developing countries. We are an agency of the Ministry of Foreign Affairs.

Our mission is to contribute to a sustainable economic development in developing countries by expanding export from these countries.

CBI concentrates on over 45 countries, our approach basing on offering advice, counselling and knowledge management. We are in close cooperation with organisations and institutes that provide complementary services such as the

International Trade Centre (ITC), Dutch embassies, NL Agency, local authorities, and other bilateral partners.

CBI focuses on the link between the exporting small and medium-sized enterprises in developing countries and the importing business in the Netherlands and other European countries.



CBI Matchmaking

Cost reduction, expansion, risk spreading, and adding new products and services to one's service range are reasons to find new suppliers.

Besides knowledge and experience in the field of delivery possibilities by developing countries, CBI has a large network of companies, local experts, and business supporting organizations in these countries.

Companies that are looking for new suppliers can use CBI's services. Not just for information on supply and developments, but for tailormade introduction to suitable suppliers and coaching during the first phase of the purchasing process as well.

Why CBI?

CBI is active in the following sectors:

Agricultural, Fishery and Forestry

- Food ingredients
- Natural ingredients for pharmaceuticals and cosmetics
- Cut flowers and foliage
- Fresh vegetables and fruit
- Fishery products
- Wine

Industrial products

- Machine building components
- Castings and forgings
- Pipe and process equipment
- Automotive and related parts
- Electronic components
- Medical products
- Pharmaceutical products
- Personal safety products

Consumer sectors

- Interior decoration and gift items
- Office and school supplies
- Garments
- Home and household textiles

Services

- Information Technology Outsourcing
- Business Process Outsourcing
- Tourism



Over the past 40 years, the CBI has built up solid relationships with numerous successful businesses in developing countries that are eager to become your partner.

Finding the right partner by collaborating with the CBI provides major benefits:

- An extensive network of experts and business supporting organizations, such as sector associations in developing countries, European sector experts, and partner organizations;
- Access to tens of businesses in developing countries offering various specialties;
- The certainty that these businesses have been screened, trained, and provided with up-to-date information on market developments, standards, import prices and regulations, environmental regulations, etc.;

- The certainty that the businesses have been monitored and coached by the CBI, the CBI focusing on one goal only which is to prepare them for the European market;
- Collaborating with the CBI is easy and above all free of charge.

Interested?

If you are looking for a new supplier, you can send an email to marketinfo@cbi.eu or contact +31 (0)88 60 24300.

For more information you can also go to www.cbi.eu/buyers.



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