

TRADE MISSION VISITORS

Phil Dowrick, UKTI's High Growth Market Specialist covering Saudi Arabia, recently led a group of British Companies to the Kingdom visiting a number of contacts in Al Khobar and Riyadh.

Companies active in the security, motorsport, construction, ICT and education sectors participated, and all were new first-time visitors to Saudi Arabia and eager to discuss both export trade and longer term investment possibilities with their Saudi Counterparts.

Group visits to SAGIA, Saudi Aramco and SABIC were complemented by a number of specific one to one meetings that had been organised by the local UKTI teams. Companies reported a highly worthwhile first visit to Saudi Arabia and all proposed a return during 2009.

An initial assessment indicated that genuine tender opportunities had been obtained during the visit by two of the delegates and a further two had discussed realistic longer term R&D possibilities.

Mr Dowrick reported that he was exceptionally pleased with the composition of the delegation and by the commitment shown by participating companies before and during their first visit. A similar follow-up meeting is being prepared to introduce additional British clients to Saudi Arabia.

