



TRAIN

INTERNATIONAL TRADE & BUSINESS ISSUES EXPERTS

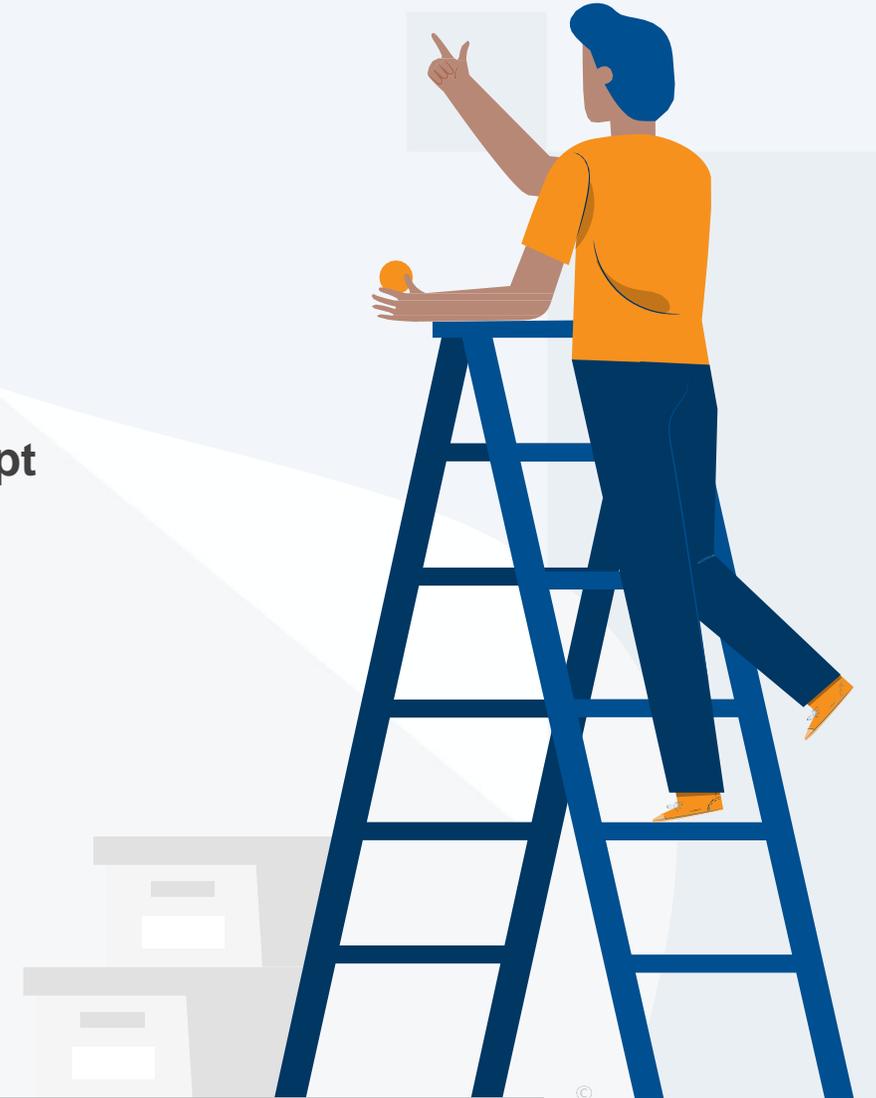
**CCI FRANÇAISE
EN EGYPTÉ**

غرفة التجارة والصناعة الفرنسية بمصر
FRENCH CHAMBER of COMMERCE and INDUSTRY in EGYPT

Training Programs In UAE

Content

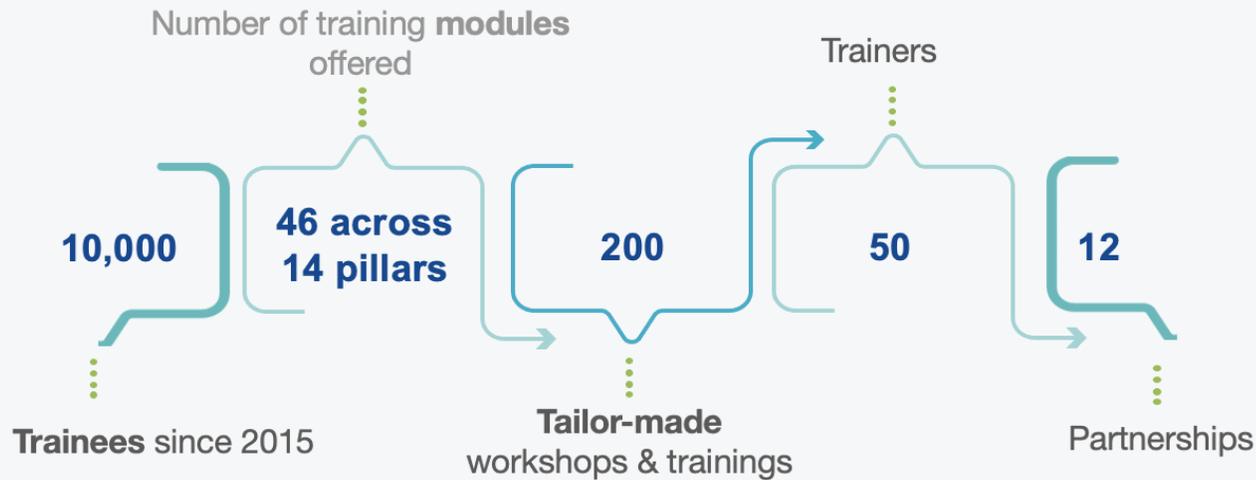
- About TRAIN
- Our Services
- Our Training Areas
- Partnership with the French Chamber of commerce in Egypt
- Proposed Programs to be delivered in UAE
- Way Forward



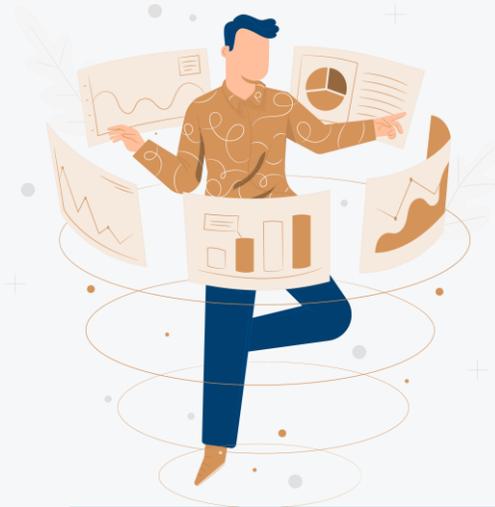
ABOUT TRAIN

Established in 2015, TRAIN (Trade Relations and International Negotiations) S.A.E. provides leading training programs to companies of all sizes as well as governmental bodies and entities in Egypt, the Arab region and Africa by experts in the following fields: government relations and corporate affairs, international trade, free trade agreements, logistics, customs regulations among many others.

TRAIN also operates with offices in the **United Arab Emirates** and the **Kingdom of Saudi Arabia**.



SERVICES OVERVIEW



Core Services

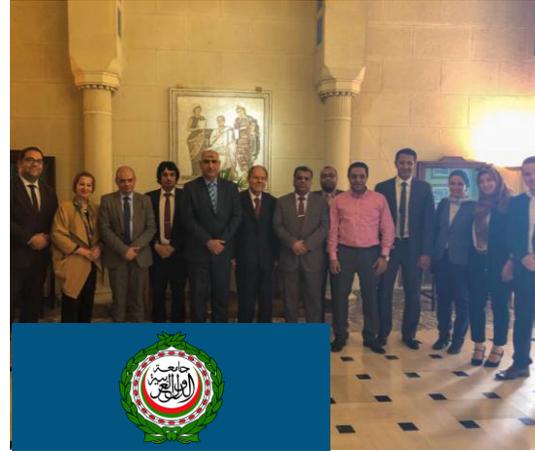
- Tailor-Made Programs for Corporates
- Government Training Programs
- Public Workshops in Collaboration with Partners
- Technical Manuals
- Development Initiatives
- User Guides
- Programs for SMEs
- Mini-Diplomas
- Mentorship and Coaching
- Seminars

AREAS OF EXPERTISE

- Government Relations & Corporate Affairs
- Free Trade Agreements
- Trade Finance
- Quality Infrastructure & Standardization
- Taxation Policies
- Trade in Services
- Import and Export Technicalities
- Customs Policies & Clearance Regimes
- Export Marketing Strategy and Market Access Requirements
- Food Safety
- Labor Law and Social Insurance
- E-commerce for Exporters

TAILOR-MADE PROGRAMS

Tailor made programs are designed to meet the specific needs of clients, with the content, case studies and role plays tailored to their business activities.



Unilever

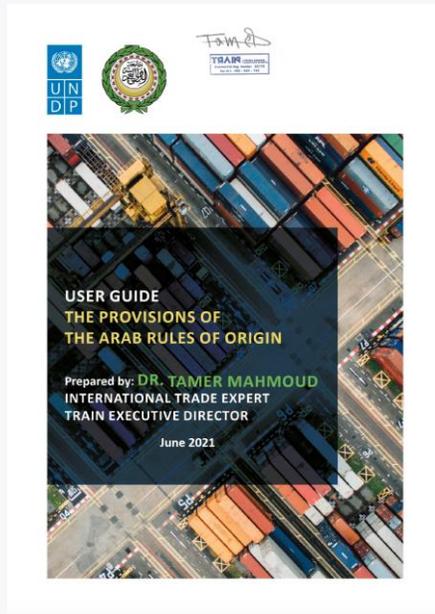


General Authority for
Investment and Free Zones



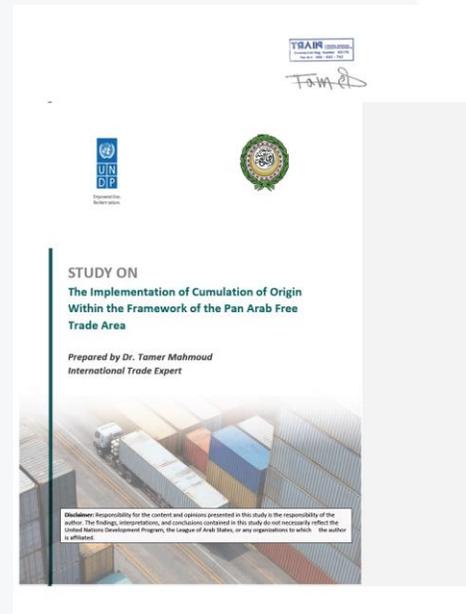
USER GUIDES & TECHNICAL MANUALS

Developed exclusively for individual companies, our manual helps technical officers refer back to guidelines with all the regulations, procedures and laws that affect their technical day-to-day operations. Areas include taxation laws, customs procedures, trade regulations & many more.



User Guide:
User Guide on how to apply the general provisions on rules of origin within the framework of the GAFTA Agreement.

Date:
July 2021



Study:
Study on the application of the principle of accumulation of origin between Arab member states in comparison with other economic blocks.

Date:
August 2021

PROGRAMS FOR SMEs

These programs aim at supporting the activities of SMEs starting from the business idea, going through their launching phase up until their expansion and growth into new international markets through the export of their products/services.



WE HELP SMEs ACROSS ALL STAGES OF THEIR BUSINESS CYCLE



WE HELP EXPORTERS ACROSS ALL STAGES OF THE EXPORT CYCLE

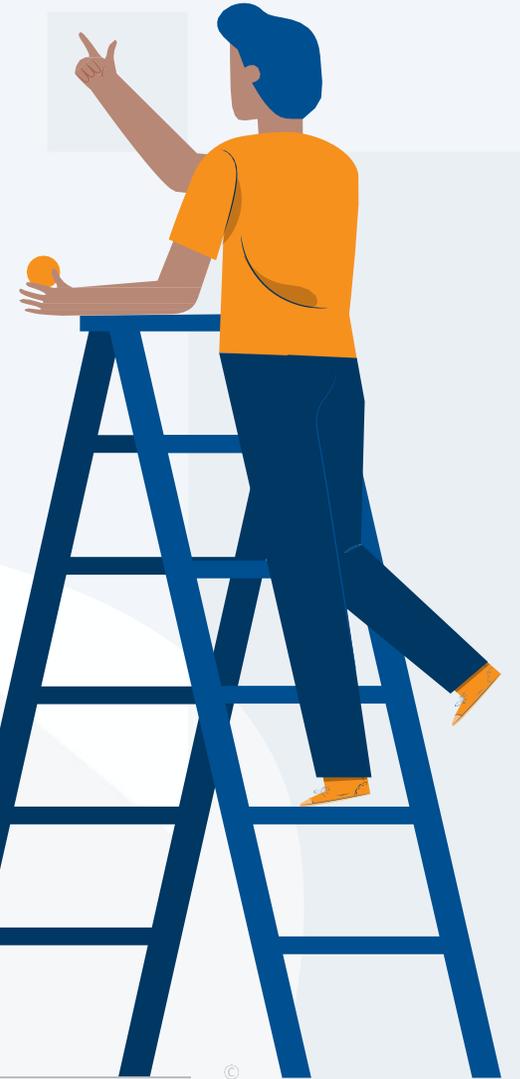


PARTNERSHIP WITH FRENCH CHAMBER



PARTNERSHIP WITH FRENCH CHAMBER

- Alongside the past 4 years TRAIN and the French Chamber of Commerce in Egypt had a very deep and solid strategic partnership with the aim of delivering training programs to the business community in Egypt in many fields among them: international trade, public policy and government relations, taxations, business management, social insurance, labor law, customs, ...etc.
- TRAIN and the Chamber has agreed on expanding the services to other markets focusing on the GCC market especially UAE & Saudi Arabia in the first stage.
- Our plan in to deliver our programs and submit our services to the business community in GCC and as well as the government officials.



PROPOSED PROGRAMS TO GOVERNMENTAL OFFICIALS

Program	Content	Duration	Cost/Participant	Offline/ Online	Minimum number of participants
International Trade Negotiation Skills	<ul style="list-style-type: none"> International trade negotiations technicalities. Preparation phase Negotiation phase After the negotiation phase Negotiation tactics Dos and Don'ts 	Two Days (10 Hours)	3,000 UAE Dirham	Offline	10
Economic Integration Map and Tariff Exemptions in Arab Region and Africa	<ul style="list-style-type: none"> Pan-Arab Free Trade Agreement. FTAs between Arab Countries and World. GCC Customs Union Rules of Origin Within Free Trade Agreements. 	2 Days (10 Hours)	3,000 UAE Dirham	Can be delivered in both online or offline.	10
Understanding the Arab Rules of Origin	<ul style="list-style-type: none"> What are the Arab Rules of origin Rules of Origin Criteria Arab General Rules of Origin User guide Arab certificate of Origin How to develop your industry and exports through RoO. 				10

PROPOSED PROGRAMS TO PRIVATE SECTOR

Program	Content	Duration	Cost/Participant	Offline/ Online	Minimum number of participants
How to access the Egyptian market and increase your market share	<ul style="list-style-type: none"> ○ Deep analysis of the import and export demand in Egypt ○ How can your product access and compete in the Egyptian market? ○ What shall I do to increase my market share in Egypt? ○ How can I access to other markets through Egypt? ○ What is different between Egyptian, GCC, Eu Consumer's behaviors? ○ Stakeholder's map to overcome any challenge when export to Egypt 	2 Days (15 Hours)	3,000 UAE Dirham	Can be delivered in both online or offline.	10
How to Access the International Markets with UAE Products: Application on Arab Region, Africa, EU	<ul style="list-style-type: none"> ○ How to analyses the international markets and define your targeted markets? ○ What are the most profitable markets for your projects? ○ How to reduce your export costs? ○ Hoe to develop and execute your export strategy and expansion plans? ○ How to study the consumer's behavior in your targeted markets to expand and make profits. ○ How to set KPIs to access a new market? 	3 Days (15 Hours)	4,000 UAE Dirham		10
How to Establish and Develop your Project in Egypt	<ul style="list-style-type: none"> ○ Step by step to establish your business in Egypt. ○ What are the roles of stakeholders to establish and develop your business in Egypt? ○ Laws ad regulations that should be analyzed before establishing your business. ○ How to increase your domestic market share and access other markets through Egypt. 	3 Days (15 Hours)	4,000 UAE Dirham		10

○ Detailed flyers will be shared after selecting the program, including the content, program description, instructor, venue, targeted audience, and all the logistics.

THANK YOU!



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