



AUSTRALIA  
ARAB CHAMBER  
OF COMMERCE  
& INDUSTRY

غرفة التجارة والصناعة  
الاسترالية - العربية

# AUSTRALIA ARAB CHAMBER OF COMMERCE & INDUSTRY BUSINESS MATCHMAKING PROGRAM

## Introduction

Source from the Middle East?

Want to find business partners to expand your business?

Looking for ways to get a foothold in the Middle East market?

## The AACCI Business Matchmaking Program can help!

AACCI Business Matchmaking Program is a customised matching service dedicated to help export-ready companies search, identify and screen potential Middle East business partners. After that, we arrange business matchmaking appointments for you to meet the prospective companies so that you can start business negotiations immediately.

## Matching Process

1. Understand your needs and request details
2. Identify potential Middle East partners
3. Confirm enquiry interest and capability
4. Connect you to the partners

## Advantages

**Expert and Experienced Team** – AACCI has over 35 years of experience in trade matching. Your enquiry will be managed by the AACCI Team made up of industry and market specialists based in Australia and the Middle East.

**Profound Industry Knowledge** – Through handling business enquiries of all sorts and everyday intercourse with Australian and Middle East companies, the AACCI team stay at the forefront of industry advancement and new business development, and find potential business partners subsequently.



**AACCI Database** - The tailored service is backed by the AACCI's database of over 100 000 Middle East companies. Covering a wide spectrum of industries and sectors, we match you to suppliers, service providers, agents, distributors, licensees or many other strategic partners.

## What you get

You will get from this service:

- Up to 3 pre-screened potential Middle East partners with a confirmed interest
- Full contact details, profile and reasons for selection of the recommended companies
- Any additional market information acquired during the process
- Appointment arrangement (add-on service) in country appointment arrangements. A minimum of 3 pre screened meetings per day.

## Registration Fee

**AACCI Members:**      \$2,500

**Non-members:**      \$3,500

Please contact Wesley Smart, our Business Matching Specialist on [trademission@austarab.com.au](mailto:trademission@austarab.com.au) or (03) 9014 8111, or visit our Trade Missions website for more information:

[www.austarab.com.au/trade-missions](http://www.austarab.com.au/trade-missions)

