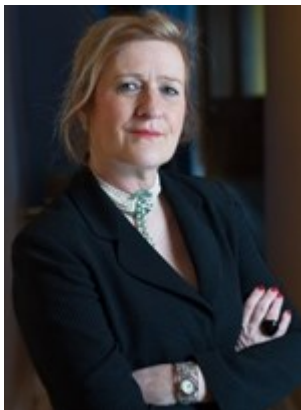


# Welcome from Lesley Batchelor OBE, FIEEx (Grad) - Director General, Institute of Export & International Trade



INSTITUTE  
OF EXPORT



**Preparing for any new market needs consideration when thinking about a country like Angola there are many issues both cultural and business linked that you need to think through.**

This guide offers you the opportunity to think through your market issues and learn how to enter the market successfully and with as little pain as possible.

The Institute of Export's mission is to enhance the export performance of the United Kingdom by setting and maintaining professional standards in international trade management and export practice. This is principally achieved by the provision of education, training and practical support, a helpline and one-to-one assistance with paperwork.

Dedicated to professionalism and recognising the challenging and often complex trading conditions in international markets, the Institute is committed to the belief that real competitive advantage lies in competence and that commercial power, especially negotiating power, is underpinned by a sound basis of knowledge.

Why not contact us and find out how you can join?

**Lesley Batchelor OBE, FIEEx (Grad) Director General - Institute of Export & International Trade [www.export.org.uk](http://www.export.org.uk)**



Sponsored By:

**Urban Requalification / Investments / Real Estate & Property Services**



**Energy / Case Study**



## Investment Management



## Security / Risk Services



## Professional Business Services



## Logistics / Shipping & Supply Chain



## Energy



## Banking / Financial Services



## ICT & Telecommunications



;

Contact IMA  
International Market Advisor  
IMA House  
41A Spring Gardens  
Buxton  
Derbyshire  
SK17 6BJ  
United Kingdom  
Email: [info@ima.uk.com](mailto:info@ima.uk.com)  
General enquiries switchboard: +44 (0) 1298 79562  
Website: [www.DoingBusinessGuide.co.uk](http://www.DoingBusinessGuide.co.uk)