



**THE HUNGARIAN
CHAMBER
OF COMMERCE AND
INDUSTRY'S
EXPORT PROMOTION
SERVICES**

THE HCCI – HUNGARY'S OLDEST BUSINESS ASSOCIATION

- First chambers set up by Royal Patent in 1850. Act on Chambers of Economy of 1994 defined the HCCI a public law body
- Represents all categories of enterprises – safeguarding interests of business actors in the field of commerce, industry, handicrafts
- Activities of 23 regional chambers coordinated by the HCCI
- Largest business association in Hungary – voluntary membership – more than 22 000 member companies
- Compulsory chamber registration for trading and industrial companies begins as of 1st January 2012, introducing a chamber contribution of 5000 HUF per year – at present, more than 600.000 registered companies

HCCI TASKS AND SERVICES

- Representation of the general interests of entrepreneurs to foster economic development
- Performance of public tasks, special coordinating role in state-managed vocational training, EuroSkills 2018
- „Széchenyi” Card System - financial support to SMEs
- Arbitration Court
- registration of building contractors, Performance Certification Body
- Counselling on applications for EU funds and grants, also in the field of boosting innovation
- Development of international business relations
- Organization of conferences, information workshops, training courses, networking events
- Issue and authentication of trade documents (Certificate of Origin, ATA Carnet, etc.)
- Electronic and printed publications



STRATEGY OF INTERNATIONALIZATION

- The HCCI is empowered by the Chamber Law to perform activities related to the development of international business relations
- Export promotion activities and strengthening the position of Hungarian SMEs inside and outside the Internal Market.
- Supporting the governmental strategies called „Opening towards the East” and „Opening towards the South”.
- Export promotion activities based on geographical approach
- System of bilateral committees, bilateral chambers and business councils
- International services as means of membership development
- Close cooperation with the
 - Ministry of Foreign Affairs and Trade
 - Hungarian National Trading House
 - EXIM
 - Hungarian Investment Promotion Agency (HIPA) and the
 - bilateral CCIs abroad and in Hungary

TASK SHARING IN EXPORT PROMOTION

Export promotion services of the county CCIs:

- provide direct services to companies
- organize conferences and business delegations abroad
- maintain contacts with foreign regional chambers
- issue certificates of origin and ATA carnets

Main tasks of the Hungarian CCI:

- develop the Strategy of Internationalization of the Chambers
- coordinate the export promotion activities of the Chambers
- maintain contacts with foreign national chambers
- have membership in international organizations (Eurochambres, ICC)
- arbitrate in international affairs
- international coordination of ATA carnet claims management and coordination of transport damage claims

INSTITUTIONAL BACKGROUND

- Brussels Office, Membership of Eurochambres
- European Enterprise Network offices in 5 regional chambers
- Partnership agreements with foreign national chambers in 80 countries
- Cooperation with embassies, trade commissions and trade promotion organizations

Establishment and operation of business councils, committees and bilateral chambers to achieve the before described objectives:

- Bilateral business councils: Cuba, Egypt, India, Indonesia, Korea, Saudi Arabia, Turkey, Vietnam
- Bilateral (multilateral) committees in thirteen priority partner countries and regions, and
- Bilateral Chambers of Commerce and Industry:
 - Hungarian-Serbian CCI, Szeged, 2009
 - Hungarian-Ukrainian CCI, Nyíregyháza, 2009
 - Hungarian-Slovakian CCI, Dunajská Streda, 2012

BILATERAL COMMITTEES

- The main activity is internationalization and representation of interests of Hungarian enterprises in a certain country or region of the world.
- Members are Hungarian companies interested in the target country or region.
- Committees operated at the Headquarters of the HCCI:
 - *Hungarian-Chinese*
 - *Hungarian-German*
 - *Hungarian-Kazakh*
 - *Hungarian-Mongolian*
 - *Hungarian-Russian*
 - *Hungarian-Turkish*
 - ***Western-Balkan***
 - *Middle East and North-African*
 - *Sub-Saharan*
- HCCI committees operated at regional chambers:
 - *Hungarian-Croatian*, operated at CCI of Pécs-Baranya
 - *Hungarian-Romanian*, operated at CCI of Békés county
 - *Hungarian-Slovakian*, operated at CCI of Nógrád county
 - *Hungarian-Slovenian*, operated at CCI of Zala county

SERVICES OF THE COMMITTEES

- Organization of business forums, B2Bs, seminars, workshops, and conferences
- Tailor made consultation service, offered by experts
- Search for business partners
- Organization of business delegations abroad - business programme and business partners provided free of charge
- A homepage within the website of the HCCI
- Monthly newsletters for member companies
- Information sent by e-mail to member companies to inform them on economic news, tenders, business opportunities

OUR ACTIVITIES IN NUMBERS IN 2016

- 360 export promotion events have been organized by the chambers in 2016 :
 - Business delegations abroad: 100
 - Events organized in Hungary: 243
 - Trainings for entrepreneurs: 14
 - Brochures: 3

OTHER SERVICES FOR EXPORTERS

- *Film* on the Hungarian economy in 7 languages
- *Online registration and matchmaking softver*
- *Export guide* called „Exportkalauz”:

A new portal dedicated to export promotion for beginners in exporting, it describes all necessary steps how to become a successful exporter

→ www.exportkalauz.hu

- *Export directory*:

An online database for Hungarian exporters, it contains goods and services Hungarian companies offer to foreign markets, companies can register and update their data themselves

→ <http://expordirectory.mkik.hu/hu>

- „*Country fact files*”:

Presentation of 30 important export markets of Hungary with long list of links provided for those wishing detailed information

→ www.mkik.hu



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Thank you for your kind attention!

Website: www.mkik.hu