



LD Export

We open new borders

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LD Export Newsletter

February 2022 Issue

**Dear Partners,
Dear Customers,
Dear Future Gulf Explorers,**

Welcome to our February Success Newsletter !

We are delighted to present in this email our Successes completed in February.

- Our Trip to Dubai to attend GulFood 2022
- Our webinar in collaboration with the Swiss-Canadian Chamber of Commerce under the title 'How to do Business in the Gulf'
- New client : Mark Dedrie has joined our mission to develop their business in the Gulf and more specifically in the UAE
- Our LD Export Series: Master the Arab Business Partners, a part of our collaboration with the World Trade Center Leeuwarden in Holland Series.

Enjoy reading our February successes!

François-Xavier Depireux

www.ld-export.com



CEO-Founder



The month of February has been a fruitful month, We had our usual trip to Dubai to attend another great fair 'GulFood 2022'.

We spent five days in Dubai, and conducted many fruitful meetings for some of our clients, nevertheless we spent time in the fair connecting with our trusted counterparts.



We had a webinar with the Swiss-Canadian Chamber of Commerce under the title 'How to do business in the Gulf'

Thanks to our franchisee in Canada (Olivier Perrin) we had the opportunity to host a webinar in collaboration with the Swiss-Canadian Chamber of Commerce.

During the webinar Francois-Xavier shared key developments in the gulf and how to do business in the Gulf.

Please find the positive feedback received from the chamber below:

Members and friends of the Swiss-Canadian Chamber of Commerce (Quebec) had the great opportunity to attend a webinar by François-Xavier Depireux on business development in the Gulf countries and it's business culture. Thanks to

more about the region. I highly recommend him to any organization considering business development in the Gulf.

MARK DEDRIE

— sculptor

We have welcomed a new client 'Mark Dedrie'

Mark Dedrie has joined a mission with LD Export to export his bronze falcon sculptures to the Emirati market.



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LDE Series: Master the Arab Business Partners

Find the Right Partner: Major Key to Success

When you think of the middle east, the first thing that comes to mind is modesty. The cultural influences trickle down to the statuses of relationships, which seem to be unsettled by western traditions. Finding the right partner therefore requires one to be invested in knowing their potential partner.

to meet your partner in person several times; By visiting some people, you will feel, that probably they won't be the best agent or distributor for you. But ask them, who are the main players in the market? By going in the market, visiting some people please ask them the names. You will realize, that they will mention very often the same names coming over and over during the discussions. So, this is probably wise for you to find a way to meet them.

Typically, people in the middle east have experienced male and female inequality, and it is important to have an open mind when meeting somebody who is ready to adjust or readjust to different cultures or schools of thought. You can find many more informations in the LD EXPORT Guides. If you are not one of our clients, please email us and we will be happy to share our booklet with guidelines.

When it comes to tradition, people in the Middle East customarily adhere to Islamic law. When meeting a partner from the middle east, you should be willing to accommodate Islamic law, and open to sharing your thoughts on religion.

Meeting a partner - regardless of their place of birth - requires us to be open minded and willing to love regardless of ethnicity, religion, or social class.

And now Yallah, it is your time to succeed in the Gulf,

If you're curious to know more about how to expand your business in the Gulf Regions, would it either be to check your potential, by completing a Market Study or having us to hook you up with the right partners, please feel free to get in touch with us at office@ld-export.com and we will be prompt to serve you best,

Visit our website

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