



Making export easy in Timor-Leste

TradeInvest's mission is to make it easy for investors and exporters to do business (a one stop shop). TradeInvest strives to enable Timor-Leste to achieve its economic transformation to an upper-middle income country by 2030. TradeInvest's mission is to make it easy for investors and exporters to do business (a one stop shop). TradeInvest strives to enable Timor-Leste to achieve its economic transformation to an upper-middle income country by 2030. As per Decree Law 45/2015, December 30, the Export Promotion Directorate of TradeInvest is the only facilitator of export of goods and services by liaising between buyers, sellers, and ministries of government.

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Promote goods and services

TradeInvest participates in international and national trade fairs and business forums to promote local products and facilitate trading relationships. The Export Promotion Directorate facilitated such a relationship at the 2016 Macau Franchise Expo, connecting the local company ACELDA to a buyer.

As a result of this, ACELDA now exports organic candlenut oil to Hong Kong market. Exports are further promoted via marketing campaigns, advertising literature, and building strong trading relationships. TradeInvest's promotional activities directly contribute to an increase in business contacts and market opportunities for national exporters resulting in export growth. TradeInvest proudly hosts the annual national Export Awards to promote export businesses and celebrate local achievements.

Identify opportunities

TradeInvest identifies export opportunities and existing and potential exporters. The Export Promotion Directorate connects exporters and potential exporters to relevant government entities, business partners and buyers from overseas to encourage export growth. In 2017,

TradeInvest hosted a business breakfast, attended by 80 small and medium enterprises. This event increased awareness of the Credit Guarantee Scheme from Timor-Leste Central Bank, and the import and export ASYCUDA system from Customs office.

Monitor and support

In identifying opportunities, TradeInvest enables access to key information, and increases support for national exporters. These activities have positive effect on the balance of international trade and generate employment for Timor-Leste.

TradeInvest supports local businesses in their efforts to grow and diversify their exports. To maximize opportunities for export growth in Timor-Leste, the Export Promotion Directorate monitors supply and demand trends, and changes to the government regulatory framework, using this information to advise exporters.

The Export Promotion Directorate maintains a database of existing and potential exporters and their products, which the agency shares with relevant stakeholders. This database was used to introduce buyers to the seafood producer Mariscos Timor, who is now selling prawns to Kmanek Supermaket in Dili.

Research and advocate

TradeInvest works one-on-one with business partners to research and identify constraints to export growth, and advocate resolution reform to relevant institutions. These activities allow TradeInvest to understand opportunities, capacities and constraints of export and provide advice to government, exporters and other clients.

In 2017, TradeInvest in partnership with CNIC-UNTIL, began a baseline study. The first study identified livestock and agricultural products grown in Baucau, Covalima and RAEOA. The findings of the first report were socialized through a workshop with 80 participants including national exporters.

Strategic Plan

Our objective is to grow the number of export businesses by at least 50% by 2021. We will:

- Facilitate export growth in four key sectors: agriculture, fisheries, tourism, and processing industry.
- support building of exporter capacity and capability