

# **BELGIAN ECONOMIC MISSION**

## UKRAINE



21 – 24 November 2010

The entire version of this brochure is also available on the website of the Belgian Foreign Trade Agency:  
[www.abh-ace.be](http://www.abh-ace.be)

# BELGIAN ECONOMIC MISSION UKRAINE

21 – 24 November 2010

Organised by the regional institutions for Foreign Trade (Brussels Export – Invest in Brussels, Flanders Investment & Trade – FIT, the Wallonia Foreign Trade and Investment Agency – AWEX), FPS Foreign Affairs and the Belgian Foreign Trade Agency.





# BELGIAN ECONOMIC MISSIONS

Calendar 2010 - 2012

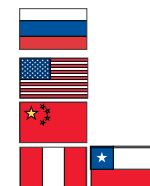
2010

<b>INDIA</b>	March 20 - 27
<b>BRAZIL</b>	May 15 - 22
<b>KAZAKHSTAN</b>	October 11 - 15
<b>UKRAINE</b>	November 21 - 24



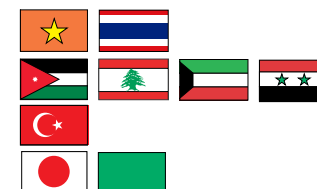
2011

<b>RUSSIA</b>	April 3 - 8
<b>UNITED STATES</b>	June 26 - 30
<b>CHINA</b>	October
<b>PERU &amp; CHILE</b>	November



2012

<b>VIETNAM &amp; THAILAND</b>	March
<b>JORDAN &amp; LEBANON / KUWAIT/ SYRIA</b>	May / June
<b>TURKEY</b>	October
<b>JAPAN OR LIBYA</b>	November



(The dates are subject to change)



HRH PRINCE PHILIPPE OF BELGIUM

**HRH Prince Philippe** was born on 15 April 1960 in Brussels, Belgium, as first child of HM King Albert II and HM Queen Paola. He is first in the line of succession to the throne of Belgium and, as such, he bears the title of Duke of Brabant.

On the 4<sup>th</sup> of December 1999, the Prince married Miss Mathilde d'Udekem d'Acoz.

On the 25<sup>th</sup> of October 2001 Princess Mathilde gave birth to a daughter, Princess Elisabeth. Her brother Prince Gabriel was born on the 20<sup>th</sup> of August 2003. On the 4<sup>th</sup> of October 2005, Princess Mathilde gave birth to Prince Emmanuel. Princess Eléonore, the fourth child, was born on 16 April 2008.

At the end of secondary school, which he attended both in French and in Dutch, the Prince continued his education at the Royal Military Academy from which he graduated in 1981. He then subsequently qualified as fighter pilot (1982) and as a paratrooper- and commando officer before assuming command over a paratrooper platoon. The Prince's military career further led him to his current rank of Lieutenant General and Vice Admiral in the Armed Forces (as from March 2010).

Prince Philippe completed his academic training at Trinity College, University of Oxford (UK) and at the Graduate School of Stanford University (USA) where he took a "Master of Arts Degree" in political science in 1985.

The Prince holds an Honorary Doctorate of the Katholieke Universiteit Leuven (conferred in 2002).

As a result of the increasing number of commitments, the "Household of Prince Philippe" was created in 1992.

On August 6, 1993, by Government decision, Prince Philippe was appointed Honorary Chairman of the Belgian Foreign Trade Board (BFTB). He succeeded to his father, who had been Honorary Chairman of the BFTB since 1962.

In this capacity, Prince Philippe has headed more than forty important economic missions, of which the most recent are South Africa, the federation of Russia, Canada and Bulgaria & Romania (2006), China

& Hong-Kong and Bahrain & Qatar (2007), USA (Seattle) & Canada (Vancouver), Egypt, Argentina & Uruguay and Indonesia & Singapore (2008), Mexico & Panama, the Republic of Korea, the Kingdom of Saudi Arabia and Morocco (2009) and just recently India, Brazil and Kazakhstan (2010).

On 3 May 2003, Prince Philippe was appointed Honorary Chairman of the Board of the Foreign Trade Agency, replacing the BFTB.

On June 21, 1994 he became a member of the Senate.

In addition to his various official duties, Prince Philippe concentrates on gaining more in-depth knowledge of his country, its role and its image in the world and in international relations.

The Prince is keenly interested in the situation of young people and their integration in the society of tomorrow. He therefore visits schools and universities, but also follows closely various social issues such as unemployment and the struggle against poverty and exclusion.

In May 1997, Prince Philippe was appointed Honorary Chairman of the Belgian Federal Council for Sustainable Development, created after the Conference of Rio.

In 1998 the Prince Philippe Fund was created, with the aim of fostering exchanges between citizens or organisations from all three Communities of our country.

In 2003, Prince Philippe became Honorary Chairman of BIO (Belgian Investment Company for Developing Countries).

Since 2004, Prince Philippe is also Honorary Chairman of the European Chapter of the Club of Rome and of the International Polar Foundation.

In May 2004, Prince Philippe obtained his licence as a civilian helicopter pilot.

He spends his rare leisure moments at home with his family and also likes to read, especially on subjects related to the problems and challenges confronting men and women in today's society. He practises sports regularly and is keen to maintain a healthy physical condition.



**HE STEVEN VANACKERE**

Deputy Prime Minister of Belgium and Belgian Minister  
of Foreign Affairs and Institutional Reform



## **ACADEMIC CAREER**

- Latin-Mathematics  
Saint-Albertus College of Carmelite Fathers, Haasrode
- Bachelor in Political Sciences  
Catholic University of Leuven, 1985
- Master in Law  
Catholic University of Leuven, 1987
- Master in Economics  
Catholic University of Leuven, 1988

## **PROFESSIONAL CAREER**

- 1987-1988  
Attaché at KREDIETBANK n.v./s.a.
- 1988 -1989  
Advisor to the Board of BAC-COB and Advisor at CEPES (Centre of Economical, Political and Social Studies of the Belgian Christian Democratic Party)
- 1990 -1991  
Advisor to Herman Van Rompuy, President of the Flemish Christian Democratic Party CVP
- 1991-1993  
Deputy Head of Cabinet of Jos Chabert, Minister of the Budget, Finance, Civil Service and External Relations of the Brussels Capital Region Government
- 1993-2000  
Managing Director of the Port of Brussels, Belgium
- 1995-1999  
Head of Cabinet of Jos Chabert, Minister of Economic Affairs, Budget, Finance and External Relations of the Brussels Capital Region Government
- 2000-2005  
Deputy Director General of MIVB/STIB (urban public transport company of Brussels), Belgium
- 2004-2007  
Member of the Flemish Regional Parliament
- since 2006  
Alderman in the Brussels City Council (Economics, Trade, Port, Flemish Affairs)
- 2007-2008  
Minister of Welfare, Public Health and Family Affairs in the Flemish Regional Government
- 2008 -2009  
Deputy Prime Minister of Belgium and Belgian Minister of the Civil Service, Public Enterprise and Institutional Reform.



## SUMMARY

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## Private & Public Organisations, Chambers of Commerce and Federations



# AGORIA

**AGORIA** is Belgium's largest employers' organisation and trade association representing more than 1,600 members active in the technology industry in Belgium, more specifically in following markets: Aerospace - Automotive - Construction products - Contracting & Maintenance - Electrical engineering - Industrial automation - Information and Communication Technologies (ICT) - Mechatronical engineering - Metals & Materials - Metal processing - Mounting & Cranes - Plastics - Security & Defence.

AGORIA's member companies supply goods and provide services for many international projects abroad: equipment for large-scale infrastructure works, oil, gas and petrochemical plants, international sports events, environmental infrastructure, construction, renewable energy, ICT solutions for the financial sector, equipment & services for the medical and paramedical sectors, textile machinery etc.

A substantial number of companies with world-leading know-how and experience in a particular market are joining forces in AGORIA's international business development clubs such as the Agoria Carbon Energy Club, the Belgian Sports Technology Club, the Agoria Infrastructure Club, the Agoria Renewable Energy Club, the Agoria Banking Club etc.

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**Sylvie KEDZIERSKI**  
Manager Greater Europe & Latin America



# BELGIAN-UKRAINIAN BUSINESS CLUB

The **Belgian-Ukrainian Business Club (BUBC)** is a non-lucrative association that aims to promote the development, support and consolidation of all commercial, economic, financial, human and/or technological relations between Belgium and Ukraine. In view of this goal, the association acts as an important link in setting up, developing, supporting and consolidating the necessary commercial and economic relations between both private and public companies as well as between cultural associations and/or other non-profit institutions.

The BUBC is the “blue print” for the future and first official Chamber of Commerce, promoting both countries’ values and expertise.

Furthermore, the BUBC can also act as a partner for Belgian companies already active in Ukraine. Besides supporting and promoting business interests, the necessary attention will also be given to cultural, humanitarian, scientific and sporting events. This is done through the redaction of a monthly newsletter addressed to its members. Business opportunities between the two countries will also constitute as one of the main items of this newsletter.

It should be noted that the BUBC has been set up with the necessary endorsement and support of the Ukrainian diplomatic representation in Belgium.



**Olga BUKAVYN**  
Chairwoman



**Werner WILLEMOONS**  
Secretary



**Adnan VANDENBROUCKE**  
Treasurer

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# CIVA

The **CIVA** (the International Centre for Urbanism, Architecture and Landscape) was created in 1999 on the initiative of the French Community Commission with three objectives:

- to spread historical knowledge in order to preserve the past and bring it to life;
- to stimulate debate on current issues in order to raise public awareness and improve decision-making;
- to take part in an international network.

The CIVA is a place of creativity where people can come together and share different activities. It is made up of six organisations all inspired by the same goals: les Archives d'Architecture Moderne; la Fondation pour l'Architecture; la Fondation Philippe Rotthier pour l'Architecture; le Centre Paul Duvignaud de Documentation écologique; la Bibliothèque René Pechère – Multimédiathèque des parcs et jardins and the CRBDUAP.

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The CIVA carries out its various tasks by means of exhibitions and publications and by organising seminars and conferences. Its exhibitions are sometimes mounted in partnership with other cultural organisations. Its publications include high-quality illustrated books as well as a collection of bilingual guides dedicated to specific cities and their architectural heritage.

In addition, the CIVA has been one of the founding partners of the European GAU:DI network (Governance, Architecture, Urbanism: Democracy and Interaction) as well as the Global Award for Sustainable Architecture.



**Christophe POURTOIS**  
Director





# FEDERATION OF ENTERPRISES IN BELGIUM - FEB

**The Federation of Enterprises in Belgium (FEB)** is the only multisector employers' organisation representing companies in Belgium. FEB has 34 full members, all of which are professional sectoral federations – in addition to its applicant and corresponding members. All in all, it represents more than 33,000 businesses, of which 26,000 are small or medium-sized firms. In terms of jobs, FEB represents approximately 75% of the employment in the private sector.

The main activities of the Federation of Enterprises in Belgium are:

- promoting and stimulating entrepreneurship;
- defining common positions of Belgian enterprises;
- ensuring representation in many national and international advisory and administrative committees and institutions;
- acting as an intermediary between enterprises and government, administration, trade unions, consumers ...;
- providing a flow of information to its members and the general public.



**Thomas LEYSEN**  
President



**Vincent CAULIER**  
Attaché

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## FLEMISH BUILDING CONFEDERATION

The **Flemish Building Confederation** (VCB) is the most representative organisation for the building industry in Flanders and has more than 10,000 members.

The VCB represents not only the largest Belgian contractors but also SME's and self-employed contractors as well as subcontractors. The field of competence encompasses all construction professions (building, infrastructure, installation, finishing). In her activities VCB defends and promotes unequivocally her members' economic interests and assists these members in social, technical, legal and economic matters.

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**Frike HERTHOGS**  
VCB Representative for Eastern Europe



**Vlaamse Confederatie Bouw**

## HAINAUT DEVELOPPEMENT

**HAINAUT DEVELOPPEMENT** is the Development Agency for Economy and Environment of the Province of Hainaut. Its objective is to improve the socio-economic and the living environment in which citizens and companies of Hainaut grow. This office proposes a range of high added value specific services meeting concrete needs. It includes citizen, company and environment-oriented services: Cross Border Development, Internationalisation, Public Procurement, Environment, Agriculture and Agri-food departments, as well as two European integrated departments: Europe Direct (dedicated to European information for citizens and schools) & Enterprise Europe Network (dedicated to company business partnership).

Following the signature of a general cooperation agreement between the Province of Hainaut and the Region of Poltava, HAINAUT DEVELOPPEMENT and its Internationalisation Department has created a Representative Office in the town of Poltava, Ukraine. The main goal of this office is to create business opportunities between Hainaut and Poltava enterprises, and to promote SMEs in both countries. This agreement allows a stronger cooperation between universities and professional clusters from both regions as well.



**Lionel BONJEAN**  
General Manager



**Caroline DORIGNAUX**  
Project Manager



**Svetlana OSSINNIA**  
Representative in Ukraine

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## UNIZO

**UNIZO**, "the Organisation for Independent Entrepreneurs and SMEs", is a non-profit making and interprofessional employers' organisation and social partner.

With over 120 cooperating professional sectorial organisations and over 85,000 members, UNIZO is the largest organisation for entrepreneurs in Flanders & Brussels.

The main activities of UNIZO are: defending the interests of the entrepreneurs, providing information and advice and stimulating networking. They are aimed at five specific categories: start-ups, young companies, growing companies, international active companies and business transfers.

UNIZO International is responsible for stimulating international trade of Flemish SME's and cooperation in European and international projects. UNIZO is a member of UEAPME, the European SME-organisation.

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**Karel VAN EETVELT**  
Managing Director



## VOKA – CHAMBER OF COMMERCE AND INDUSTRY ANTWERP-WAASLAND

The Antwerp - Waasland Chamber of Commerce and Industry is with its 3,000 members the economical driver behind the Antwerp region. In Belgium the province of Antwerp accounts for a third of its exports. Many of the world's major automotive, telecommunications, chemical, building and pharmaceutical companies have a presence here. Combined with the port activity, which contains the second largest chemical cluster after Great Houston; the diamond industry with 80 % of the world's production of rough and 50 % of polished and industrial diamonds traded in the city and the fashion centre, it is obvious why our Chamber plays such a role on the Flemish, Belgian and world economic forum. The Chamber offers its members lobbying, networking activities and in-depth concrete business projects.



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Project Officer

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# VOKA - CHAMBER OF COMMERCE AND INDUSTRY EAST-FLANDERS

**VOKA Chamber of Commerce East Flanders** (founded 1729) aims to be the most representative, leading, interprofessional and independent employer organisation in East Flanders. It currently has about 3000 members, representing 60 % of the added value of companies located in the province of East Flanders. VOKA East Flanders is part of VOKA Flanders, representing 18,000 companies in Flanders, Belgium.

Voka Chamber of Commerce provides following services for its members:

- Lobbying with local and regional governments.
- Services for our member companies.
- Networking activities.
- Internationalisation services & activities.
- Training & education.

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**Christel GELTMEYER**  
Manager Talent

# VOKA - CHAMBER OF COMMERCE AND INDUSTRY LIMBURG

**Limburg Chamber of Commerce and Industry** was incorporated on the 18th of April 1860. As a CCI, we are an employers' organisation creating solutions and opportunities through our core services: lobbying, networking, training, a whole array of services and both national and international projects.

There are eight Voka – Chambers of Commerce and Industry (CCI) in Flanders. Together, with the Voka – Flanders' Chamber of Commerce and Industry, these eight Chambers form the Voka alliance, the largest Flemish network of enterprises.

Our mission: As the closest, most influential and most professional network of entrepreneurs and the representative organisation for companies in Flanders, Voka wishes to create an optimal framework for successful free enterprise, and thus seeks to make a fundamental contribution to its region's welfare and well being.

We are also a member of the Belgian Federation of CCI's and are a part of a Euregional, European and global network.

We are spanning the globe for our companies.



**Johann J.L. LETEN**

Chief Executive Officer of Voka – Limburg Chamber of Commerce and Industry  
Member of the management committee of Voka – Flanders' CCI  
Member of the executive board of the Federation of Belgian CCI

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## Financial Institutions



## BMI-SBI

### (Belgian Corporation for International Investment)

**BMI-SBI** is a semi-public investment company, of which the main objective is the medium to long term co-financing of foreign investments by Belgian companies. Its major shareholders are Belgian public institutions as well as private companies such as Fortis Bank, ING and Suez-Tractebel.

Our activities are oriented towards the creation of new “joint ventures” or subsidiaries worldwide, as well as the acquisition, restructuring or development of existing companies.

BMI-SBI takes minority participations in equity and/or quasi-equity (subordinated loans, profit-sharing loans ...) and/or provides medium and long term straight loans. The average financing amount ranges between EUR 0.5 to 2.5 million while the term is usually between 5 to 10 years.

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**Christophe DENIS**  
Investment Officer



## BNP PARIBAS FORTIS

**BNP Paribas Fortis** offers a comprehensive package of financial services for retail customers, wealthy individuals, companies, public and financial institutions.

BNP Paribas Fortis is part of BNP Paribas, one of the six strongest banks in the world according to Standard & Poor's. With a presence in 85 countries and more than 205,000 employees, BNP Paribas is a global-scale European leader in financial services. It holds key positions in its three activities: Retail banking, Investment Solutions and Corporate & Investment Banking. The Group benefits from its four domestic markets: Belgium, France, Italy and Luxembourg. The bank also has a significant presence in the United States and strong positions in Asia and the emerging markets.

BNP Paribas has been present in Ukraine since 2006 when the bank acquired UkrSibbank, one of the most dynamically developing universal banks present on the market. UkrSibbank is the third largest bank in Ukraine, servicing over 1.5 million retail clients, 250,000 SME's and 4,000 large companies.



**Lode WILLEMS**  
Director External &  
Governmental Affairs



**Damien HEYMANS**  
Head of Export  
Finance Benelux



**Dominique MENU**  
Country Head of Ukraine

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**BNP PARIBAS**  
**FORTIS**

## COMMERZBANK (BRUSSELS BRANCH)

Founded in 1870 and today Germany's second largest commercial bank, **Commerzbank** offers a full range of commercial banking services throughout the world. Its presence in more than 50 countries, through its international network, reflects a longstanding commitment to global service.

The corporate sector has always been the main focus of Commerzbank's activities in Belgium. Moreover, thanks to a constant contact with Commerzbank's worldwide network, the Belgian entity can assist their customers in their international activities in order to provide them with adapted solutions to their specific needs (documentary business, structured export & trade finance ...).

The Commerzbank Brussels Branch, as a hub for the BeNeLux countries, is in charge of the coordination and structuring of the ECA (ONDD, Atradius and ODL) covered financings to Ukraine out of Belgium, the Netherlands and Luxemburg either as a stand alone or as part of a multi-source scheme.

Commerzbank AG is also the major shareholder (89,25%) of PJSC Bank Forum, one of the largest universal banks in Ukraine ([www.forum.ua](http://www.forum.ua)).

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### Commerzbank AG

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### PJSC Bank Forum

Iaroslav Kolesnyk, Chairman of the Board  
Karsten Sieber, Deputy Chairman of the Board  
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**Jacques NYSSSEN**  
Senior Vice-President

# ONDD – The Belgian Export Credit Agency

**ONDD**, The Office national du ducroire / Nationale Delcrederedienst, is the Belgian public credit insurer with a mission to promote international economic relations. ONDD performs this task as an autonomous government institution enjoying a state guarantee.

ONDD insures companies and banks against political and commercial risks relating to international commercial transactions, for example regarding capital goods and industrial projects, and contracted works and services. For these risks, ONDD can also work alongside banks through risk sharing schemes. ONDD also insures against political risks relating to foreign direct investments and directly finances commercial transactions of limited proportion.



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## Ports



## PORT AUTHORITY ZEEBRUGGE

Zeebrugge is one of Europe's prime ro-ro and container ports and handles some 50 million tons of cargo every year. The shortsea network assures up to 20 daily links to destinations in the UK, Ireland, Scandinavia, the Baltic and Southern Europe.

Zeebrugge is also the world's leading car handling port with 1.5 million new cars shipped worldwide annually.

As a deepwater facility with congestion-free hinterland connections, Zeebrugge has become a key European hub location for global container traffic. The sheer multitude of transport links by ferry, container carrier, feeder ship, inland navigation barge, rail and road makes the port an ideal spot to set up European Distribution Centres.

Zeebrugge is indeed more than a mere maritime crossroads: it is foremost an ultra-modern logistic platform to serve the Ukrainian markets with excellence.

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**Joachim COENS**  
Chairman - Managing Director





## PORT OF GHENT

### **Seaport of Ghent (Belgium): large enough to cope, small enough to care**

Ghent is a congestion-free logistics and industrial seaport, home to global leaders in steel, automotive, forest products, agro, construction, chemical- and bio energy industries (250 companies, representing 70,000 direct and indirect jobs).

Traffic volume: 45 million tons a year of water-borne cargo; nautical access: Panamax type vessels of 92,000 DWT; Quay length: 27.5 km.

Ghent port offers a choice of well-equipped terminals for all commodities in bulk, containers and breakbulk.

It is a strategic distribution and logistics hub for Belgium, France, the Netherlands and Germany by inland waterways, road, rail and pipeline and for Norway, Sweden, Finland, Russia, Greece, Turkey, Libya, Tunisia, Egypt and Morocco by short sea shipping.

New: we have 400 ha of ready-to-build greenfield plots available for warehousing and industrial developments near the new Kluizendok (4.5 km of quays) and the container terminal (450,000 TEU capacity).

With this mission, we aim at establishing strategic relationships with ports, shipping lines (container & conventional), logistics companies and the industry.



**Daan SCHALCK**  
CEO



**Hendrik-Jan VAN ENGELEN**  
Commercial Director

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## Industrial & Service Companies

## 27 GROUP

The **27 Group** is a multidisciplinary Property Management and Investment Company founded in Belgium in 2007.

The company is actively involved in seeking out and creating investment opportunities in a broad spectrum of areas of real estate including retail, leisure, office, senior housing, social housing and student accommodation.

From finding good investment products to managing these products professionally and efficiently to maximising the potential of the products thus adding investor value, the 27 Group has quickly established itself as a key investment partner in the Belgian market.

Strategy:

- Find excellent "off market" investment opportunities.
- React quickly in terms of evaluation, funding and acquisition when a good opportunity presents itself.
- Partner with Funds, Private Banks and Investors to match their requirements to the market opportunities.
- Co-invest with partners that will benefit from the "hands-on" expertise of the 27 Group in the Benelux market.
- Ware-house certain sector opportunities to acquire the critical mass required to broaden the end buyer market.
- Quickly identify changing trends and more favourable sectors in a rapidly evolving market and track these in line with funders' preferred sectors.

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**Etienne VAUTHIER**  
Managing Director



## AANNEMINGEN VERELST

**Verelst** is one of the largest Belgian construction companies with over 450 employees, own steel & concrete plants as well as a transportation company. We are specialised in residential construction - including our own project development mainly in Belgium - industrial, semi-industrial and heavy industrial construction projects.

Verelst has been active in the construction business for over 30 years and has an outstanding track record both locally in Belgium and internationally. We indeed have branches in several countries among which The Netherlands, France, Poland, Czech Republic etc.



**Erwin HIMPENS**  
Sales Manager International Projects

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## ABITEX TEXTILES

### ABITEX ... if your table could choose!

**ABITEX** is a Belgian textile business, specialising in table linen. It is situated in Hemiksem (on the Antwerp-Brussels axis) and exports its products to 35 countries across the entire world. The business was set up in June 2000 and has since then enjoyed a sustained increase in turnover. We purposely chose a customer-oriented strategy and attach more importance on quality than on quantity! Thus ABITEX is number one in the world as far as prompt delivery is concerned: with 445 different patterns ABITEX succeeds in a 96.2% immediate delivery!

Some indispensable characteristics for an optimal customer service are:

- 1) New designs for each collection at least 3 times a year.
- 2) C.O.D delivery for extremely small minimum purchases.
- 3) Delivery within 7 days.
- 4) Calls from our representatives to suit the customer's needs.
- 5) Regular campaigns with discounts and promotions.
- 6) Comprehensive product pallet, from favourably priced to high-quality.
- 7) Possibility of obtaining your own exclusive designs.

Abitex offers all possible qualities. These are available both on a bolt and finished. Additionally we can also offer: adhesive foil, shower curtains, kitchen and bathroom mats, aprons, oven gloves etc.

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**Anthony ABBELOOS**  
General Manager



Bubble & Foam Industries NV, with head office in Anzegem, has recently changed its name into **ABRISO**. This Belgian company was founded in 1985 and became one of the European market leaders in protective packaging and insulation materials.

Abriso is specialised in the extrusion of polyethylene (PE) and polystyrene (PS) foam and air bubble film for the packing and building industry. Abriso is a compound word finding its origin in the French words "abriter" (to protect) and "isolation" (to insulate). After all, Abriso manufactures protective and insulation materials, namely PE-foam (foam), PE air bubble wrap (bubble) and PS insulation plates (XPS).

With the new name, the Abriso team wishes to highlight its belief in the future as well as bringing its competitive assets under full attention:

- service and flexibility;
- very large product range;
- competitive prices;
- customer-oriented management team;
- international organisation focused on product innovation.

In 2010 Abriso UA acquired an A-class building in Brovary, in the Kiev area, and has set the objective to start the production of PE-foam products for the local building and packaging industry before the end of 2010. Abriso group employs 450 people.



**Jan DEJONGHE**  
CFO



**Sofie DECEUNINCK**  
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## ACP BELGIUM

**ACP** is the leading European producer of high-quality carbon dioxide. Combining their experience and ambition with state-of-the-art technology, ACP produces CO<sub>2</sub> and develops CO<sub>2</sub> applications.

ACP, short for Acide Carbonique Pur, was founded in 1897 and has developed into a solid and dynamic company. With over a century's experience, ACP is the European reference of choice in the field of CO<sub>2</sub>. For decades, its shareholders have expressed their full confidence in the company. They aim further growth in order to consolidate ACP's acquired position, as well as to expand to new areas within the industry.

ACP's head office is located in Heusden-Zolder (Belgium) and functions as the competence centre for the other European sites: coordination of production, technology, development, logistics and sales are all organised from Belgium.

ACP's philosophy is based on innovation, quality and safety, and constitutes the corner stone of its excellent service to its clients. CO<sub>2</sub> is ACP's core business, which translates in exceptional competence in production and applications.

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**Bernard LUKASCZYK**  
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& Eastern Europe





## ADB AIRFIELD SOLUTIONS

**ADB Airfield Solutions** is the world's leading airfield technology company on the ICAO and FAA markets providing advanced, integrated and sustainable solutions for visual guidance. With a world-wide presence since more than 60 years, ADB differentiates itself by offering an innovative portfolio and expertise which sets standards in safety, performance and quality. ADB is trusted as the preferred partner for airside operations. For more information about ADB, please visit our company's website at [www.adb-airfieldsolutions.com](http://www.adb-airfieldsolutions.com).



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## AGRIPHAR

**Agriphar** produces and distributes agricultural chemical products (herbicides, fungicides, insecticides and growth regulators).

Products are of the highest quality and backed by EU files.

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**Léon ANDRE**  
Business Development  
Director



**Karina MARKAROVA**  
Representative in Ukraine



**Agro-Maas** is a logistic service provider with head office in Belgium (Ghent) and representative offices in the Netherlands, Hungary, Romania, Ukraine and Kazakhstan. The total package of services Agro-Maas is offering consists of cargo inspection (agri-products and ore, coal and ferrous), forwarding agency services, chartering, warehousing (own silo in Kherson-Ukraine) and barging.



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## AGRO-MAAS

Belgium, the Netherlands,  
Hungary, Romania and Ukraine

## AHLERS

**Ahlers** is an international logistic and maritime service provider headquartered in Antwerp (Belgium). The company comprises four divisions: Ahlers Agencies (liner and port agent), Ahlers Forwarding (multi modal transport, specialisation: project and break bulk cargo), Ahlers Logistics (warehousing) and Ahlers Maritime (crewing and ship management). Worldwide Ahlers employs approximately 1,000 people in 16 countries in Africa, Asia, Europe and CIS.

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**Marc EEKELS**  
General Manager Ahlers Ukraine



**ARBILUX** is specialised in research and development for new applications and studies in new products for Human & Veterinary Medicine, Agriculture, Anti-radiation ...

Several patents and Trade Marks were made since the constitution in 1979.

The new products are principally situated in the new medical windows (Anti-Irradiation Medicine Radio-Biology, Bio-Electro-Magnetism and Soil Protection).

**The Environment** is one of the basic points of our research. This is in connection with food supplements containing metallic and non-metallic micro-elements. The principle of this technology is to transform the frequencies, emitted by the latest human technological devices (Satellites, Radar, Radio, Nuclear), that make part of the environmental damages. These frequencies damage the health and bring new diseases.

## **Water treatment.**

**Protection against radiations** of any kind of aggressions (Mobile Telephone, Computer, TV, Home).



**Charles BEIJNS**  
Managing Director



**Elena KLYMENKO**  
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## ARMURERIE LEBRUN JOSEPH

**Armurerie Lebrun Joseph** produces VIP rifles made to order. The company manufactures arms per individual order, according to your height and body build (per your measurements) and in keeping with your taste. You select the wood variety and engraving which you would like to be applied to the rifle. The company sets a price for its labour.

The company is working in the best traditions of the Liege arms manufacturers, who are well known throughout the world for their high quality products.

The company offers calibrating arms from Europe and Africa.

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**Joseph LEBRUN**  
Owner



**Artwhere** Web Agency was created in 2000 and has enjoyed a great success since. Our professional team brings all its experience in websites creation and customised applications development. Artwhere received the 2003 Root Trophy award for the fastest growing up young company in Wallonia.

Artwhere innovates and is always looking for new products and concepts to improve the existing internet solutions.

Our specialists possess the solid competences in design, ergonomics, search engine optimisations ... The content management system, the e-commerce market and the e-mailing are essential nowadays and Artwhere offers complete solutions to public administrations and private companies to ensure the efficiency of their web sites.



**Xavier GHYSSENS**  
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## ASEPTIC TECHNOLOGIES

**Aseptic Technologies** is a subsidiary of GSK Biologicals and has developed an innovative technology for aseptic filling of injectable pharmaceutical products. This technology consists in a vial supplier closed, clean and sterile. The filling is done by piercing the stopper and with a laser re-sealing of the puncture trace. The main advantage of the technology is an increased safety for the patient and a simplified process for the pharmaceutical manufacturer.

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**Patrick BALERIAUX**  
Managing Director



**Benoît VERJANS**  
Commercial Director





## ATTENDS HEALTHCARE GROUP

**Attends Healthcare Group** offers an extensive range of light, moderate and severe disposable bodyworn and is a specialist in producing incontinence products for care givers and adult consumers.

Our vision is to be the preferred provider of incontinence solutions for our customers, care givers and consumers consistent with financial performance supporting continuous growth, re-investment and employee development.

Significant factors in the continued progress of the company are a world class manufacturing facility, efficient customer service and logistics support, the strength of the Attends brand and the company's ability to tailor leading edge absorbent technologies to improve the product offering to consumers and care givers.

Our headquarters are in Newcastle upon Tyne, England and we are represented in more than 20 countries in Europe, the Middle East and Australasia via local subsidiary companies or distributor partners.

We operate a single production plant in Aneby, Sweden. In addition to production, this site also includes facilities for research & development, product distribution, purchasing, information technology and customer service functions.

Please visit the website: [www.attendshealthcare.com](http://www.attendshealthcare.com)



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**Attends**  
Healthcare Group

## BARCO

**Barco**, a global technology company, designs and develops visualisation solutions for a variety of selected professional markets: medical imaging, media & entertainment, infrastructure & utilities, traffic & transportation, defense & security, education & training and corporate AV.

In these markets Barco offers user-friendly imaging products that optimise productivity and business efficiency. Its innovative hard- and software solutions integrate all aspects of the imaging chain, from image acquisition and processing to image display and management.

Barco has its own facilities for Sales & Marketing, Customer Support, R&D and Manufacturing in Europe, America and Asia-Pacific. The company (NYSE, Euronext Brussels: BAR) is active in more than 90 countries and employs 3,100 staff worldwide. In 2009 Barco posted sales of €638 million.

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**Pavel GORYUNOV**  
General Manager



Belgian art zone or "**baz**" is a brand-new company that started up to promote some really nice Belgian products in other countries' major cities, with maybe a start in Kiev. The plan is to open a trendy concept bar, restaurant and store in one place (we call it a conceptBARandRESstore). This place should be a really nice and trendy business card for Belgium. In cooperation with a webshop and a representative we can show, promote and offer a wide range of products, like genever (the fruity ones), pralines, coffee, beer (Stella Artois is great, but we have more), soft drinks, food, design sofa's and lighting, music, paintings, clothes ... The sky should be the limit.



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## BELCAST

**Belcast** nv is the founding company of the Belgian manufacturer of space solar cells ENE sa.

ENE sa:

- manufactures in Belgium III/V compound solar cells: GaAs, GaInP, etc, single and mutijunction;
- is an integrated manufacturer because it manufactures its own germanium epi-ready substrates on which III/V compound solar cells are grown by epitaxy;
- has as its major application the powering of space satellites (19 earth observation and telecom satellites are powered by ENE solar cells);
- recently developed the supply of terrestrial photovoltaic concentrating systems.

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**Guy R. SMEKENS**  
President

**BELCAST . N.V. .**

# BELGIAN FRUIT COMPANY

**Belgian Fruit Company** is a joint venture between the companies DEMARGRO BVBA and the fruit auction "Veiling Haspengouw". Belgian Fruit Company is an exporter of fresh fruits and vegetables.

We export all kinds of Belgian quality products to Eastern Europe. Our main clients are supermarket chains and retail chains, local importers and distributors. We can deliver all goods in the required packaging of the client.

Our main vegetables are Belgian tomatoes, peppers, lettuce and carrots. As to fruits, apples and pears are important. The Belgian Conference pears are well known all over the world and we would like to promote this kind of pears also on the Ukrainian market.



**Guy DE MEYER**  
General Director



**Geert VILEZ**  
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## BENEPARTS

**Beneparts** is a wholesaler in truck & trailer components, specialised in DAF spare parts.

Beneparts is a member of the Lengo-group, which is an international network of DAF dealerships in the Netherlands, Germany, Poland and Russia.

Beneparts can offer you genuine & aftermarket quality spare parts for DAF.

Beneparts can offer you complete new & used DAF trucks, also used trucks of all makes.

Beneparts can offer you genuine & aftermarket spare parts for trailers of all makes.

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**Nick HELSEN**  
Export Manager

## BODART & GONAY

**Bodart & Gonay** is a leading producer of wood and gas burning fireplaces.

Our company employs 120 people and produces 100% high quality appliances in Belgium.

B&G is a leader in innovation with a new line, providing the highest efficiency (over 76%) and the lowest CO emission.

B&G exports worldwide and is certified in Europe and US.

B&G's range includes many models of wood burning fireplaces with some patented exclusivities.

B&G also produces high class gas fireplace fittings meeting the highest requirements.



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## BUSWORLD

**Busworld** is the leading trade fair of buses and coaches throughout the world, organised and founded biannually in the City of Kortrijk, Belgium. Busworld also organises trade fairs in Shanghai, Istanbul, Mumbai and Nizhny Novgorod. The latest edition in Kortrijk got 28,000 professional visitors from 118 different countries.

Busworld was launched in 1971 by Luc Glorieux, Secretary General of the Union of Flemish Coach and Bus Operators. Via his company "Glorieux Exhibitions", Luc Glorieux is actually commercialising worldwide several shows owned by Kortrijk Xpo, the Exhibition Centre of the City of Kortrijk.

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**Luc GLORIEUX**  
Founder



**busworld.**



## CLAYTON OF BELGIUM

**Clayton** is a leader in the design and supply of advanced steam systems.

The Clayton Steam Generator represents one of the most significant advances in steam production technology and the design eliminates the need to contain large volumes of water - as is the case with the common fire tube type boiler from LOOS, VIESMANN and BUDERUS.

The Clayton success is due to the operational and efficiency advantages of the unique design. Lower running costs and fast reaction time in a boiler that is small in size and weight makes the Clayton

Steam Generator suitable for any steam application.

Clayton Exhaust Gas Boilers operate on the same tried and tested principle and are supplied to meet a variety of industrial applications to recuperate heat from waste gas.



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## CNH - CASE NEW HOLLAND

**CNH** is perhaps the most geographically diversified manufacturer and distributor of agricultural and construction equipment in the industry. With a presence in approximately 170 countries, CNH is represented by two global agricultural brands, Case IH and New Holland Agriculture. Today, the company is one of the world's leading manufacturers of agricultural combines and tractors as well as a leader in the markets for hay and forage and specialty harvesting equipment.

CNH is present in Ukraine since the '90s, with local offices in Kiev since 1997. New Holland and Case IH are among the leaders in the combine segment and brands' tractor range can satisfy all Ukrainian farmers' requirements. Local operations are supported by a network of several distributors and service centres that provide training for the operators and technicians and supply on-site service, parts and full assistance for all the domestic farming operations.

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**Christelle DEJEAN**  
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**Nataliya PARKHOMYUK**  
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**COTTYN** is an independent law firm with many years of expertise and comprehensive know-how in various fields of law.

COTTYN renders an overall business service to companies, public authorities, financial institutions and private persons, across language and state borders.

Partly because of its flexible and efficient structure, COTTYN enjoys the ever increasing interest of internationally active companies, which very much appreciate the personal and swift dealing of their cases.

With offices in Aalst, Brussels, Warsaw, Bratislava, Kiev, Prague and Vienna, COTTYN has become a law firm providing services that go beyond linguistic barriers and international borders.



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## CZECH AIRLINES

**Czech Airlines** is one of the oldest airlines in Europe, providing services to passengers since 1923. Right up to the present, we have gained an enormous amount of experience and have grown into a modern airline, boasting a number of awards for the quality of our services.

The Czech Airlines fleet comprises of 49 modern and safe aircrafts. We use the aircrafts of three manufacturers – Airbus, Boeing and ATR – to provide air connections from our home base, the Czech capital Prague, to most European major cities and also the Near East and Central Asia. We are especially strong in connections within the Central and Eastern European region, including the C.I.S. countries. Ukraine is served by a daily flight to Kiev and a daily flight to Odessa; both the destinations have also excellent connections to Brussels.

A natural part of every trip with Czech Airlines is complimentary high quality refreshments. The amount and type depend on the duration of your flight and type of aircraft.

As a full member of the SkyTeam alliance, thanks to the cooperation with our partners, we can offer better and more competitive services worldwide. Since 2004 we have been continuously implementing a system leading to the reduction of the environmental impact of air carriage (Environmental Management System) in line with the ISO 14000 standard.

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**Pascal VAN DE MOORTE**  
Sales Manager



With more than 60 years of leather craft experience, **Davidt's** offers you exclusive collections which showcase the great classics right alongside the trendiest creations. Our goal is to offer you the pleasure of affordable luxury with a unique range of creative, practical and elegant leather craft items.

Discover our complete product range: from the jewellery box to the beauty case, from the toilet case to the most complete manicure set, or even from a trendy piece of luggage to a leather business bag, there is no doubt you will succumb to the impeccable charm and aesthetics of our creations.

This nice range of products can currently be found in many European countries as well as overseas where we are strongly active. Our goal in the short term is to continue developing our presence abroad.



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## DELIVA

**Deliva** stands for healthy, ultra-fresh and balanced food, prepared following the highest quality and safety rules.

Continuously innovating and developing new recipes, new tastes, fine tuning existing recipes, international food trends ... you name it, Deliva is working on it ...

In our food library you can find more than a thousand different meal components ...

Deliva prepares not only delicious standard recipes, but also works out customised recipes for private label and B2B customers.

We stand for:

- More than 20 year experience in 'sous-vide' preparation technique.
- Translation of 'home cuisine' to semi-industrial recipes with ultra-fresh and high quality ingredients.
- 'Sous-Vide' technique guarantees long preservation of the preparations without preservatives.
- Know-how in national and international food trends.
- Meals for young and old.
- Excellent and tasteful 'diet' meals.

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**Herman SCHEPERS**  
Managing Director



**DEME (Dredging Environmental and Marine Engineering NV)** is a Belgian hydraulic engineering, dredging and offshore contractor specialised in the construction and development of harbours, artificial islands, estuarial dams, canals and inland waterways, dike construction and reinforcement, beach replenishment and coastal protection, supply of dredged aggregates, construction and maintenance of offshore wind farms and salvage activities. DEME has been gradually extending its range of activities and has acquired now vast experience in such areas as environmental remediation and brown-field rehabilitation, offshore pipeline trenching and backfill including

landfall construction, directional drilling for pipeline crossings, under-water rock drilling and blasting, soil compaction using explosives, soil investigation in marine conditions and environmental techniques.

DEME has the capacity and know-how to cope with turn-key or integrated solutions for such projects that require a multi-disciplinary approach. The company has been active worldwide for over 150 years. Today, more than ever, the company is a top-ranking global player with works under construction on every continent.



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## DERMO EXPERT GROUP

**Dermo Expert Group** is specialised in the development of dermo cosmetical brands (SEADERM, SPADERM) made out of ingredients extracted from the Five Seas. DEG's brands are sold only through specialised retail – pharmacies and drugstores.

As one of the main dermatologist companies, DEG has recently started expanding its current business across the borders of its primary markets, France and Belgium. In line with this expansion strategy, DEG has been present in Ukraine for two years and wants to reinforce its partnership with its distributor and increase its popularity to reach a larger part of the Ukrainian population in order to gain new customers.

During this economic mission, DEG will launch the three new ranges within the SEADERM brand: the LIPICALM and KERACALM ranges (hygiene product for acne, eczema and psoriasis) together with the HYDRATIC range launched last summer (composed of specially formulated tonifying anti-cellulite products); that is to say a total of six new references. The new brand look will be simultaneously introduced to the local distributors and press.

More information about DEG and Seaderm products can be found on our website.

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**André MASY**  
Dermo-Cosmeto Pharmacist





# DE SMET ENGINEERS & CONTRACTORS

**De Smet Engineers & Contractors (DSEC)** is a privately held limited liability company incorporated in Belgium in 1989. It has an established reputation as a general contractor (EPC Contractor), specialising in the agro-industrial field where it is a fully-integrated world class provider of engineering, procurement and construction services.

DSEC is particularly active in the fields of:

- sugar and sugar derivatives;
- bioethanol;
- vegetable oil extraction and refining;
- biodiesel;
- bioenergy generation from biomass (cogeneration).

DSEC is in a position to provide Investors, Banks, Lenders and Credit Insurance Companies with a single point responsibility set-up that includes design and engineering, equipment supply and construction services with guaranteed performances under one contract.

It has recently completed over €500 million contracts for the implementation of 5 biofuel production plants and is presently carrying on the construction of a beet sugar plant and a cane sugar refinery in the Middle East.



**John GRIFFIN**  
Executive Vice-President  
Sales & Marketing



**Rudolf REINHARDT**  
Representative in Ukraine

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## DIAMAZ INTERNATIONAL

**Diamaz International NV** is a manufacturer and wholesaler of high quality, top made polished diamonds. The company has a family history dating back to 1897. Their stock consists of a full range of shapes and purities from 0.01 up to 5.00 cts with or without certificate from an international diamond laboratory. They are custom order specialists, often supplying calibrated orders to the most renowned names in the watch and jewellery industry. Diamaz works on a personal level with all clients and their expertise allows them to respond quickly to changing market conditions. Their professional and personal touch

distinguishes them from competitors and this honest and friendly relationship is the key to their success. Diamaz has recently decided to expand their production to include top quality coloured 'laboratory grown diamonds'. This has put them in a unique position in Europe as the sole manufacturer and distributor of this new environmentally friendly diamond. The company's mission is to react proactively to market changes with flexibility, creativity and imagination. Customers are their strength and courteous service with integrity, market savvy and seamless efficiency facilitates complete satisfaction.

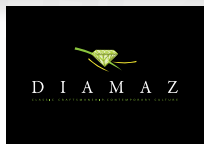
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**Thierry SILBER**  
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**Hermann VINNITSKI**  
Sales Manager Ukraine and Russia



**Dispalco** is a young and innovative company that created the ultimate solution for optimum hand hygiene. The dispenser with zero contact action and the state-of-the-art technology is top design and made in Europe.

The Dispalco liquid cartridges are based on 70% Isopropyl alcohol and skin caring products to clean hands hygienically without running water.

Dispalco products comply with extensive HACCP and EN standards.



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## DSG BELGIUM

In 1996 **DSG** started business as a local electrical contractor in the Antwerp port area in Belgium.

Today DSG has grown internationally with "the world of high, middle and low voltage" as its core business and offers tailor-made solutions for all your projects. Mobile containers with integrated transformers and switches for long or short term rent is the solution for temporal problems. Full service including worldwide commissioning is possible!

DSG is an active player in the electrical energy sector on the local markets from: Belgium, The Netherlands and recently Ukraine.

DSG Belgium is the thumping heart of the DSG family and monitors worldwide engineering, quality and service operations.

Energising the world, energising YOUR world! [www.dsg-world.com](http://www.dsg-world.com).

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General Director – DSG Belgium/  
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**Nicole VAN HERCK**  
Director



**Henri DE CEULAER**  
Technical Consultant DSG Ukraine



We are a manufacturer of a complete range of acryl (plexi) products, used for the presentation of food.

We sell plates, trays, salad dishes, catering bowls and accessories to upgrade and create added value in the field of food presentation (cool counter, buffet ...).

Our large range of different sizes as well as the many color possibilities, assures the customer a high class presentation.



**Dirk DUPONT**  
General Manager



**Vany BEERNAERT**  
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## ECOBETON WATER TECHNOLOGIES

We are a Belgian company, celebrating our 100<sup>th</sup> anniversary. Initially a producer of precast concrete products, we have been specialising for more than 35 years in biological water purification, and more specifically in Small Wastewater Treatment Systems (our main business is 4. 5 and 6 PE). We also manufacture high quality concrete tanks.

We are n°1 in Belgium, with over 12,000 SWTS installations delivered, and known for the high quality of our products. Our purification systems are CE 12566-3 certified and tested. We use the very best and most recent purification technologies and we follow the latest developments in solutions for domestic (individual) water purification.

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**Chris STEPPE**  
Export Manager

## EUROMARBRE

**Euromarbre** has developed a granite and marble processing activity. The cutting, sawing, drilling, polishing and engraving operations take place in the same hall.

Besides its standard production, the company offers its clients a "custom creation" service. Based on a dimensional drawing, Euromarbre creates a unique or limited-edition model that may become the client's exclusivity. The range of granite monuments and their attractive design answer the needs of a large variety of clients.

The countertops for kitchens represent a new development in Euromarbre's business. In their standard or custom version, they feature a drop breaker, three polished sections and a rounded front side.

Euromarbre's Design department has created several ranges of outdoor furniture designed for parks, gardens and cities. Euromarbre also offers indoor and outdoor tiling and paving elements. In constant evolution, the range aims at being as close to the market trends as possible.

Quality, care, originality and price are the main assets of Euromarbre.



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## EUROPOWER GENERATORS

**EUROPOWER Generators** started trading in 1990 in Limburg, Belgium. Since then the company has outgrown two factories and is presently occupying a 6,500 m<sup>2</sup> site in a new factory in Nieuwerkerken, Belgium. Through the constant drive for complete client satisfaction, the company is now the largest manufacturer of small generating sets and welding generators in the Benelux.

EUROPOWER Generators are unique since they are manufactured according to the client's specifications. A highly skilled research and development department is at the client's disposal, which enables the company to offer the unique service of building custom made machines.

EUROPOWER Generators (ISO 9001 certified) trades with leading telecom organisations, railroad companies, fire brigades, major construction companies, rental companies, international traders, humanitarian agencies and non-governmental organisations.

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**Lucas HEYLANDS**  
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**Yves HEYLANDS**  
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# EURO WORKWEAR GROUP

**Euro Workwear Group** is a producer and importer of work wear, personal protection equipment, safety shoes and fire extinguishers.



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**Euro Workwear Group**  
*Service & Quality*

## FRISOMAT

**Frisomat** develops, produces and assembles industrial steel buildings in galvanised cold-rolled profiles. Some applications are: logistic centers, ware-and storehouses, production facilities, garages, sport facilities, offices etc. Frisomat is based in Kiev and disposes of more than 100 realisations for all industrial building applications as mentioned above, including an ice-skating ring.

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**Phillipe SOMERS**  
Director



**Galactic** is a leader in the production of lactic acid and derivatives. With production sites in Belgium, China and the USA, Galactic exports 90% of its production to 65 countries. Galactic is part of the Finasucre Group, one of the top ten world sugar producers.

Lactic acid and its derivatives are widely used in the food industry for preservation (meat, confectionery, sauces) and acidification (brewery, dairy), feed industry, pharmaceutical industry (dialysis solutions), cosmetic industry and chemical industry (solvents, detergents).

Our R&D team emphasises its work on developing healthy and natural solutions for the food industry (clean labeling, sodium reduction, shelf life extension), polylactic acid production and lactic acid recycling.

In terms of quality, we have implemented several quality assurance systems in order to comply with the applicable regulatory conditions and market expectations like ISO 22000, HACCP, ISO 9001 and ISO 14000. In terms of certification we are Kosher, Halal and GMO-Free.

Our product range includes several grades of lactic acid in liquid and powder form (GALACID), sodium and potassium lactates (GALAFLOW), blends of organic acids (GALIMAX), calcium lactate (GALAXIUM), ferrous, zinc, magnesium, manganese and aluminium lactates (GALANIUM), ethyl lactate (GALASTER) and PLA, a biodegradable plastic.



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## GANDA

The genuine **Ganda** ham (Corma nv) is dry cured from 10 to 16 months according to ancient Flemish tradition.

A natural delicacy made with only pork and sea salt.

Le Larry stands for a new style of enjoying goats' cheese. We offer creative and healthy solutions with fresh goats' cheese, both organic and conventional, to present on a cheese plate, to combine in a dish or ready to be served as an appetiser.

Hoste Meat products produces pickled pork hams, bacon and sausages either smoked or non smoked.

First Selection is specialised in cold cuts. We offer custom-made pre-packed meat products.

We supply the most important food retailers in Belgium. We will be pleased to help you in your search for cured meat products and goats' cheese delicacies.

Organic-certificated, BRC/IFS-certificated.

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**Karel DE WOLF**  
Export Manager



## GAUFRES DE LIEGE

**Gaufres de Liège LLC** produces and sells Belgian (Liege) waffles in Ukraine and Russia and will do so in different other European countries as well.

Not only have we opened our own selling points, but we are also franchising.



**Etienne VAUTHIER**  
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## GEDIMEX

**Gedimex** (°1991) is a Belgian export company working via 2 divisions: Frozen Foods and Dehydrated Ingredients for food industries.

We have a joint venture in India for dehydration of onion products and a distribution platform in Bulgaria for deliveries of dehydrated ingredients. Gedimex has trade references in over 55 countries all over the world.

Our product range is focused on ingredients for producers and repackers, active in following industries: bakery - chocolates - ice cream - confectionery - ready meals and can be summarized as follows:

- dehydrated potato products: flakes, granules and native starch, maltodextrin;
- cocoa powders and cocoa butter substitutes;
- egg powders.

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**Geert DEMEESTER**  
Managing Director



# GEODIAGNOSTIC

## **Solutions for water purification, wastewater treatment and soil remediation**

**GEODIAGNOSTIC** is a consultancy firm with a strong expertise in environmental surveys and in providing innovative solutions particularly in the field of water purification, wastewater treatment and soil remediation.

From preliminary and feasibility studies to a detailed proposal for the implementation stage and its due follow-up on site, our team of experts undertakes full engineering projects while providing for each project a careful assessment of its financial and technical requirements.

GEODIAGNOSTIC's mission is also to coordinate and supervise the subcontractors and project team members on site and to ensure a full compliance with the terms and conditions set with the client for the project (e.g. water tightness of a new sewage system, operating water-treatment plants, site auditing).

Our firm which follows the European Eco-Management and Audit Scheme (EMAS) provides its services to many customers in central Europe, North Africa and Senegal.



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## GIE INTERNATIONAL

Our company exports Belgian and especially Walloon products to Russia and to countries from the former Soviet-Union.

**GIE International LLC** is the official representative of the famous "GALLER" chocolates, "LA DOYENNE" waffles and "TOBY" the famous motorbike steering damper (who has won several times the world and European championship!).

For Russia, GIE International marketing forecast for "GALLER" chocolates expects an increase of more than 300% and for 2012 another 200%!

Strong with our experience and our marketing strategy, together with our partner and the success of "GALLER" chocolates, we will develop and introduce new products and increase our representation in Ukraine and all the CIS.

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**Olga CHECHINA**  
General Director





## GONDELLA

**Gondella** produces metallic shop fitting shelving. The Gondella group is a Belgian owned manufacturer of a complete shelving system with a full range of accessories. It produces all metal items from steel sheet and special tubes up to the finished products (finishing by epoxy powder coating, with a choice of more than 100 RAL-colors).

The Gondella system is a true modular system suitable for all kind of store types and store sizes. Among the many advantages of the system are its high quality, its strength, a huge choice of colors, its elegant looking, the wide range of accessories, its flexible production and the ability to respond to individual requests.

The company was founded in Belgium in 1965. Since 1997, the system is produced simultaneously in Belgium and the Czech Republic.



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**Gondella**

# GREENWORX HOLDING

**Greenworx** is a developer of renewable energy projects.

The focus is on wind farm projects, biomass and waste-to-energy projects, solar projects and third generation biofuels.

The geographical focus is on Eastern Europe.

Through its subsidiary Greenworx Ukraine Ltd is already active in Ukraine.

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**Serge AMEYE**  
Co-CEO



**Tom HANSON**  
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**Jos SLUYS**  
Co-CEO



## G.R.L.-GLASRECYCLING

**G.R.L.-GLASRECYCLING** helps filler companies and float glass manufacturers with their glass waste problems. Float as well as packaging glass is processed into a new raw material using advanced processing machinery. Glass manufacturers all over the world acknowledge the quality of our recycled materials, the so called Furnace Ready Cullet.



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## GROEP DE BRAUWER

### GROEP DE BRAUWER NV: “High Quality Meat from Belgium”

**Groep De Brauwer NV** is one of the most important Belgian wholesalers in pork meat. We are specialised in selling fresh pork sides and fresh or frozen pork byproducts (liver, hearts, tongues), which are all slaughtered in our slaughter house (EG 17) in Tielt (Belgium). Weekly, around 20,000 to 22,000 pigs are sold to the domestic and foreign market (Europe and CIS) according to the specific wishes and quality requirements (weight and % lean meat) of the customer. On the production site, there is also a cutting plant but the pork cuts are mostly distributed on the Belgian market.

For 3 years already we are exporting to Ukraine. The quality of our supreme Belgian pork meat and our flexibility is appreciated a lot by our customers and allows us to sell every week around 100 tons of meat, fresh (80%) or frozen (20%).

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**Jacques DE BRAUWER**  
General Manager



**Sofie DIERICK**  
Management/Sales Assistance



Since the 60's **Jaga** has continued to excite the heating industry with new concepts & products.

This has resulted in 5 values and product groups within Jaga today:

Energy Savers = Respect Nature by producing radiators that use less energy & raw materials;

Eye Catchers = Awake the artist by developing radiators using innovative materials;

Top Performers = Dream a future by looking for cleaner climate & comfort systems;

Experience = Create emotion;

Uchronia = Building bridges.

There are 450 people working together within the Jaga organisation to realise a turnover of €60 million. All of Europe is Jaga's marketplace with subsidiaries in Belgium, France, Czech Republic, Holland, England and Germany. On top of this there is also export to the rest of the world from Australia, the US, Russia to Canada.

No cold mass products but heart-warming radiators with soul.

That is the Jaga Culture.



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## JAN DE NUL

Civil and maritime construction works, rock works, special services for offshore pipelines and environmental services. The turnover of **Jan De Nul Group** amounts to €2.1 billion.

Thanks to the combination of civil works, maritime construction works and dredging works the Jan De Nul Group is able to perform large-scale projects like the construction of Palm Jebel Ali (Dubai), the construction of Dubai Waterfront (Dubai), the design and construction of the Manifa Field Causeway And Islands (Saudi Arabia) and the contract for the design and construction of the Panama locks (Panama).

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**Philippe HUTSE**  
Area Director



**JOSKIN** is a Belgian company manufacturing agricultural machines. It was founded in 1968 by Victor JOSKIN and has become, within 40 years, a leading company in its business segment.

The manufacturing of agricultural machinery of the JOSKIN brand is divided into 3 main product lines:

1. Spreading of livestock manure: muck spreaders, slurry tankers, slurry injectors, spreading booms.
2. Transport: agricultural and construction trailers, livestock trailers, silage trailers, water bowsters.
3. Pasture care: pasture toppers, choppers, meadow aerators.

JOSKIN is made up of three production units:

**JOSKIN Soumagne** in Belgium, historic establishment of the Group, is the heart of the JOSKIN production since the steel work (laser cutting and press-forming) and the profile machining (milling-machining) are

centralized there. As far as the products are concerned, the site of Soumagne is more specifically directed to the slurry tankers and spreading tools. The yearly production of slurry tankers amounts to 1,600 for the site of Soumagne.

**JOSKIN Polska** in Trzcianka (100 km to the north-west of Poznan in Poland), created in 1999, manufactures some finished products such as slurry tankers from 2,500 to 12,000 litres and muck spreaders to name but a few. The production of the Polish unit is intended either for the other units of the Group, or for its commercial customers, or for the customers of other countries who take the machines directly in Trzcianka.

**JOSKIN Bourges** which, as its name shows it, is established in Bourges, right in the centre of France, is operational since 2002 and is fully dedicated to the production of monocoque trailers. Each year, nearly 600 tipping trailers are manufactured there.

The JOSKIN Group is managed by the family of the same name.



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Chief Executive Officer



**Julien MAGIRON**  
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# LASTEK

## Lastek at the service of industry

The **Lastek** products are used throughout industry. Numerous methods which considerably simplify welding and greatly reduce welding costs were developed for Maintenance & Repair sectors.

Above all, Lastek provides much more than just welding materials.

Together with you, Lastek looks for preventive solutions, which guarantee a longer lifetime of your equipments.

Years of extensive international experience, thorough knowledge of all aspects of welding problems and the high quality of Lastek products offer exceptional added value to the entire welding industry.

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**Mario VAN DEN STEENE**  
Export Engineer



## LAW FIRM VICTOR PUZAJ

Our firm is an international law practice comprising 12 individuals working as a team. Our practice is a member of the international association EUROPEAN LAWYERS GROUP; we therefore have hundreds of colleagues in all European countries in particular, as well as many colleagues in other countries around the world.

Maître **PUZAJ** has taught commercial and social law for more than 25 years at an Accounting, Commerce and Management college.

We are particularly qualified to create and develop relations with Ukrainian and Belgian partners with a view to expanding exports to Ukraine. In particular and among other things, we can prepare bilin-

gual agreements in French-Ukrainian, Dutch-Russian, English-Russian and German-Russian and Ukrainian.

We also, of course, deal with any other problems that might arise in bilateral Ukraine-Belgium relations, such as, in particular, problems concerning responsibility in case of accidents and various occurrences, as well as problems concerning insurance, transport, certification etc.



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## LINGUITEX

**LINGUITEX** offers translations of commercial and legal texts, texts of general interest, and also sworn translations of miscellaneous official documents such as acts or diplomas.

Translation, adaptation and updating of websites and newsletters, general business correspondence.

Text correction and revision by native speakers.

**Frieda Depamelaere**, the manager of the translation office, has a Master's Degree in Translation (French/English/Dutch) and is also a sworn translator at Belgian courts of justice.

Specialities: textiles / legal texts.

Languages: French - English - Dutch. Other languages on demand.

Reliable service with prompt delivery.

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**Frieda DE PAMELAERE**  
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## MATERIALISE

With its headquarters in Leuven, Belgium and branches all over the world, the **Materialise Group** is best known for its activities in the field of rapid industrial and medical prototyping. Apart from having the largest capacity of rapid prototyping equipment in Europe, Materialise enjoys a worldwide reputation as provider of innovative software solutions. As such, Materialise has acquired the position of market leader for 3D printing and Digital CAD software in addition to being a major player in medical and dental image processing and surgery simulation. Moreover, through its unique .MGX division for design products, Materialise has opened the market for Additive Manufacturing. Recently the company launched a new service: i.materialise. i.materialise is an on-line service offering customised 3D creation and

3D printing service to consumers. Consumers interested in creating their own unique design, can have it printed via i.materialise. The customer base includes all large companies in the automotive, consumer electronics and consumables sectors. Its medical and dental products are used worldwide by famous hospitals, research institutes and clinicians. Unique design shops all over the world rely on Materialise.MGX. The group has several subsidiaries in Europe, Asia and the USA, and employs over 800 people in its 4 divisions.



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# MELEXIS

**Melexis** is a developer and producer of electronics for both automotive and industrial applications such as advanced mixed signal ICs (Integrated circuits), sensor ICs and programmable sensor IC systems.

Automotive applications are still by far the most significant part of the company's activities. Melexis is active in many cutting-edge technologies such as: TPMS (tire pressure monitoring), acceleration sensors, solid state gyroscopes, automotive CMOS cameras, heads-up-displays, optical bus, integrated LIN microcontroller family, 360-degree position sensing, and many others. Melexis is also the world's leading manufacturer of fully-protected microcontrollers with sensor compatible interfaces.

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**Rudi DE WINTER**  
CEO



**Anna POTAPOVA**  
Site Manager Melexis Ukraine



# MITHRA PHARMACEUTICALS

**MITHRA PHARMACEUTICALS** is a spin-off of the University of Liège (Belgium), founded in 1999 to support exclusively advanced research women's healthcare into 4 therapeutic fields: contraception/fertility, menopause/osteoporosis, female cancer, and utero-vaginal sphere.

MITHRA develops and markets innovative pharmaceutical products specifically for women.

The current range available for export comprises 16 products ([www.mithra.be](http://www.mithra.be)) distributed in 40 countries around the world.



**Francesco FORNIERI**  
CEO



**Martin CALLEWAERT**  
Sales Manager



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## MITRA INNOVATIONS

**Mitra Innovations SA**, a member of The Alpha Group, is a pioneer in the field of power technology. Renowned for its highly reliable standard and custom designed power solutions, Mitra Innovations has become a prime supplier of market leaders in the telecoms, traffic and medical segments in Europe. Mitra invests continuously in end to end solutions from site monitoring and control, to network management. The objective is to reduce the total cost of ownership of its customers including, among others, installation and maintenance costs, energy savings and assets management.

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**Jean GABRIEL**  
CEO



## PLINER & PARTNERS

The Belgian real estate agency **Pliner & Partners SA** provides a full range of services in the real estate market in Belgium, France and Luxembourg. Our listing includes prime residential and commercial properties.

Our main activities are: Home Hunting - New residential housing - Secondary market operations - Commercial real estate - Elite real estate - Construction - Evaluation services - Real estate management - Legal services - Investments - Insurance - Banking services - Mortgage services - Assets Management - Relocation - Consulting - Immigration services - Design and renovation - Interior design.

Pliner & Partners SA is a licensed real estate agency (number of licence IPI: 503237) and thus guarantees legality and reliability of all given services.



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## POLCA

**POLCA nv** was established in 1969. The family business quickly developed into a high-quality pate producing company specialised in pates on ceramic plates and dishes. POLCA nv stands for quality, service and traditional Belgian pates. POLCA nv produces more than 50 different flavours in coarse or semi coarse pates, crèmes or mousses, some specialities. The bestseller and well-known "APPLE PATE!" emphasises the good name of the assortment, which offers a wide variety of dimensions. Consumers' packs are from 125 gr up to 230 gr. The whole production is being closely monitored by an integrated quality service, which most securely scrutinises according to the HACCP-rules.

POLCA's clients are to be found among the important retailers, importers and industrials in following regions: Europe (West and Eastern Europe) Middle East, Asia, South-Africa, The Caribbean and Mauritius.

The main part of the sales is represented under its well-known grand-mère label, although POLCA nv also is taking steps to the level of PL, according to the clients wishes! The continuing growing share of private label sales represents the broadening confidence in POLCA's professionalism and reliability.

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**Daniel TIMMERMAN**  
Key Account Manager  
Eastern & Central Europe,  
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## PREFAMAC

**PREFAMAC** produces "sweet" machines, with particular emphasis on the world of chocolate and the industry of cookies, biscuits, waffles and cakes.

Prefamac manufactures melting kettles, chocolate pumps and piping, enrobers designed to cover sweets with chocolate, machinery for flaking and adding flakes to enrobed products, as well as cooling tunnels and transport conveyors, up to the packing equipment.

Since the foundation 23 years ago, we supply both industrial installations and small scale machinery for bakeries and chocolate manufacturers. Up to 80 % of Prefamac's output is destined for export and reaches 99 countries worldwide.

Featuring among Prefamac's customers are famous chocolate brands like Marcolini and Neuhaus, and Kraft/Lu and General Biscuits for cookies and biscuit lines.

Prefamac received the Hermes award in 1998, followed in 1999 by the Womed award. 2004 saw Prefamac's nomination for the "Export Lion" award.



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## QUALITY STUD

**Quality Stud**, a leading breeding farm of showjumping horses in Belgium, focuses on the breeding of modern sport horses. The stud is well-known for their important band of broodmares. The sisters to Cassini I & Cassini II, Casall La Silla, Sandro Boy, Couleur Rubin, Arko III, Quantum etc. are all foundation mares at the stud.

Every year, Quality Stud is breeding around 15 to 20 foals which are all for sale. By using broad mares with a proven sport pedigree and by combining these mares with the most suitable stallions, we try to achieve our final goal: breeding top products that are able to perform at the very highest level.

The mares and foals of Quality Stud stay at our breeding farm, situated in the peaceful polders of Middelkerke-Slijpe at the North Sea. Quality Stud disposes of 24 hectares of grassland and there is room for about 25 of our own mares and about 10 boarding mares.

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**Koen TERRY**  
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**QUALITY STUD**

BREEDING QUALITY FOALS

# REYNAERS ALUMINIUM

With over 40 years of experience in the building industry, **Reynaers Aluminium** is one of Europe's market leaders in the development, marketing and distribution of high quality aluminum systems for windows, doors, sliding elements, curtain walls, conservatories and sun screening systems. Reynaers' systems provide solutions for new-build and renovation on the residential and project markets.

Headquartered in Duffel (Belgium), the company is continually extending its international presence. It has offices in almost all European countries, the Middle East and India, and exports to various countries in Asia and Africa. The group employs some 1,150 people. Reynaers' main activities are focused on research and development of systems, coordination of production, insulation and surface treatment of profiles and accessories, marketing, distribution and technical and commercial support of fabricators and specifiers.



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# ROAM CHEMIE

**Roam Chemie** is manufacturer/distributor of water treatment chemicals, disinfectants based on the Huwa-San Technology and a fertiliser based on silicium named Silamol.

## Huwa-San Technology

1. Our products are disinfectants with bactericidal, fungicidal, sporicidal and virucidal properties.
2. The products are based on hydrogen peroxide and formulated by the unique Huwa-San technology.
3. All products are ecological (fully biodegradable), odour- and colourless.
4. With these products we provide solutions in various application areas like agriculture, cosmetic industry, food and beverage industry, public health sector, swimming pools ...

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## Silamol

1. Silamol is a fertiliser based on bio-available silicon.
2. It improves the natural resistance to biotic and a-biotic stress by enhanced resistance to fungal and insect attacks.
3. Silamol improves and optimises the uptake and distribution of minerals resulting in a significant increase of product yield.
4. Silamol is 100% bio-available for plants and is absorbed in a very short time by leaves and roots.
5. It reduces the transpiration and optimises the water management of plants. Toxic elements, such as aluminium, are immobilised by Silamol.



**Jos ROEBBEN**  
Director

# RODSCHINSON INVESTMENT GROUP

**Rodschinson Investment Group** is a global investment firm of independent partners that provides a wide range of investment, brokerage and trading services worldwide to a substantial and diversified client base that includes small- and mid-sized businesses, as well as large corporations, investment banks, pension funds, hedge funds and high net-worth individuals.

We are specifically specialised in the raise of capital and acquisition of large and mid-sized companies and real estate.

Rodschinson's business is expanding around the world, as global markets become ever more tightly linked by technology, by the breaking down of regulatory barriers and by the increasingly global needs of our clients. We bring together organisations that are extraordinary as stand-alone entities, but combined, these independent organisations comprise a network that is virtually unmatched in the breadth and depth of resources available to serve you.



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## ROOFOODS INTERNATIONAL

**Roofoods International** is an ambitious enterprise that embodies all the important facets of the waffle industry. This is the result of the acquisition of several healthy production companies in 2007 and 2008. Led by Mr. Edwin Rooswinkel we are in the process of building a specialised company, where quality and service are of major importance. Roofoods produces waffles, ice-cream biscuits and the accompanying specialities. As a private label producer we can offer clients a first-rate, high-quality and customised product. This combined knowledge together with a wide range of existing as well as new products and our established market value allows us to present you with a great offer.

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**Erik VAN GEIRT**  
Sales Manager



**Schröder Group GIE** is specialised in the manufacture and sale of advanced lighting products worldwide for use in street and highway lighting, decorative urban lighting (squares, parks) and tunnel lighting.

Schröder Group GIE also manufactures floodlights to illuminate sports areas and monuments, lighting for industrial facilities and for subway and train stations.

Schröder has a network of 45 companies worldwide, with manufacturing facilities each providing customised solutions for their market.



**Jean SCHREDER**  
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## SCR-SIBELCO

With 255 operational sites (including 2 plants in Ukraine - not including warehouses and headquarters) in 38 countries on no less than five continents and through the dedicated efforts of just above 10,000 employees, **Sibelco** has built an industrial group acknowledged throughout the world. The company has branched out into a wide variety of minerals – pioneered several extractions techniques, moved into all corners of the world – stabilising its turnover and dedicated substantial funds to the rehabilitation of exhausted quarries and mines. Today, the Sibelco Group extracts and processes a broad range of non-metallic industrial minerals, as silica sand, clay, feldspar, nepheline, lime, frac sand and high purity quartz.

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**Alain SPEECKAERT**

Director SCR-Sibelco

Chairman Belgian National Federation of Silica Producers



## SEA-INVEST

**SEA-invest** is a privately owned Belgian holding company with a long-standing history in port handling. Starting out in the port of Ghent, SEA-invest soon became a leading stevedoring company in Western Europe and Africa. Today the SEA-invest group is present in Belgium, France, the Netherlands, Germany, Poland, Russia, Burkina Faso, Ivory Coast, South Africa and the French West Indies.

All together, SEA-invest yearly handles about 120 million tons of cargo for which it has more than 800 ha of land in various ports at its disposal. In the last decades, port handling services have been extended by a wide range of added value services, for which SEA-invest invested in purpose-built installations, all tailored to their customers' demands.

SEA-invest activities: 1. Dry bulk, 2. Liquid bulk storage, 3. Break bulk, containers & RoRo, 4. Fruit & perishable cargoes, 5. Logistics & warehousing, 6. Ship owner - tanker division.



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**SEA-invest**

# SEALTECH

## The best choice in hydraulic seals

**Sealtech SA** distributes high performance sealing systems for hydraulic applications:

Standard seals: with 20,000 standard seals on stock in its site of Eynatten (Belgium), Sealtech offers the most complete range, and in particular, numerous imperial sizes, hydraulic seals made from FPM material and a wide range of other materials (polyurethanes, PTFE, elastomers, fabric-elastomers).

Details of all standard seals are given in technical catalogues and can be found online on our business website.

Machined seals: with the largest range of CNC lathes in the Benelux, Sealtech is able to produce seals within 24 hours for diameters from 10 mm up to 1500 mm, in a large choice of materials.

Moulded or injected seals: Sealtech can produce them in two weeks average, to manufacture the mould and form the seal with virtually all elastomers, fabric or others, FDA approved food grades etc.

Quality, service and choice: three strengths that have made Sealtech one of the European leaders in its field!

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Managing Director



**Alena VINAKURAVA**  
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# SESVANDERHAVE

**SESVanderHave** is a sugar beet seed specialist and is 100% dedicated to the development, production and commercialisation of sugar beet seeds.

In our head office in Tienen, more than 200 dedicated people can rely on more than fifty years of experience and knowledge, and the newest techniques and equipment to specialise in all these aspects of the process in order to supply industry and growers with high performing material.

For the international commercial operations, SESVanderHave has set up several local branches in Western Europe, Central Europe and North America. Where we don't have a commercial office, we work with local agents. This helps us to keep a close eye on market developments and expectations. Currently SESVanderHave seeds are being exported to more than 50 countries all over the world.

Through its well-conceived approach, business know-how and respect for all parties, SESVanderHave aims to continue to deliver a viable, high quality product: seed, beets, sugar.

This attitude, together with good contacts with the sugar beet growers and industry and the company's continuous expansion worldwide, makes SESVanderHave one of the leaders in the sugar beet seed business in Belgium as well as worldwide.



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## SKELIA

**Skelia** is an international services company established in 2008 by Belgian entrepreneurs serving customers like Thomas Cook, Victaulic, Belgacom, Anatole, Proudfield, BDO in Belgium, The Netherlands, France and Luxembourg.

Skelia extends customer teams with additional resources in near-shore locations, collaborating within the same time zone. Its first service center is located in Lviv, regional capital of Western-Ukraine. Skelia's strength is the simplicity of the business model which easily

integrates with most organisations: Skelia recruits teams in Ukraine for its clients in Western Europe and takes care of the complete supporting framework (HR services, building and infrastructure, network, coaching of the staff, technical, logistics and legal support). Depending on the type of activity a customer wants to delocalise, Skelia recruits and sets-up the related resources. Those can be ICT and non-ICT operations (ICT development, 24/24 monitoring, shared service centre, administrative back-office, contact centre, translation department, legal teams etc.).

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## STAR-APIC

With more than 25 years experience, offices all over in Europe and many partners worldwide, the **STAR-APIC** Group is the largest GIS editor of European origin (GIS = Geographic Information System) and world leader in cartographic software.

Formed from the merger of the Belgian company STAR INFORMATIC and French APIC SA in 2003, STAR-APIC concentrates on developing, marketing and supporting software solutions for managing spatial (geographic) data. It provides both standard products and customised solutions to increase efficiency and deliver real business benefits.

Our customers include Central and Local Government, Utility Companies (water, gas, electricity, telecommunication and public transport networks), systems integrators, national geographic institutes and cartographic publishing companies in Belgium, France and around the world. Our award winning software products are recognised as providing highly efficient, resilient and robust solutions for managing large volumes of data. They are designed to integrate with other systems and databases and to be customised to meet specific requirements.



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# STASSEN

## Stassen, créateur de cidre depuis 1895

In 1895, Léon Stassen created his first cider, using apples from his orchards in Aubel, Belgium.

For generations, this unique recipe has been treasured to found the family's traditional cider company where Stassen is still brewed today. Prepared using only the finest ingredients, Stassen's passion for quality gives it a distinctive taste to be savored at any moment, any time.

Stassen, The Belgian Cider expert.

Proud of its 115 years cider experience, Stassen is nowadays recognised for its unique know-how and its passion for innovation in the world.

Driving the cider category innovations in several markets, Stassen has developed key successful Cider new products:

- Introduction of fruit cider in Benelux market.

- A unique dealcoholisation process at low temperature for non-alcoholic ciders.
- Market leader of the Benelux market in cider and children festive drinks (1).

Today, the Stassen brand is sold in more than 20 countries in the world.

Stassen's new born: Stassen Cider Over Ice: a unique cider fermented from 100% juice, 100% natural: no artificial flavor, no coloring.

Kidibul Apple Organic: a healthy & festive drink for children 100% made with organic fruit juice.

Stassen Alcohol free Pear: a dealcoholised cider, ultra refreshing with a delicious touch of Pear.

(1) Nielsen, market data study, February 2010

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## STRATEGY & GO

Management Consulting & innovation. We help companies to define a vision and strategic plan to achieve objectives. Key innovative techniques: mind-mapping linked to project management and business simulation. Business simulation is a decision-making aid that enables, based on company historical data, to assess the impact of decisions based on future scenarios (regulatory, technology changes ...) with a risk management, in order to ensure sustainable results, with a holistic approach.



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## SVK

Since 1905, **SVK** is a family owned independent manufacturer of mainly fibre cement materials such as corrugated sheets, slates and façade cladding boards. We are currently doing business in Belgium, The Netherlands, France, Germany, Ireland, and the U.K.

For all our materials, we can prove that we have the best quality:

- We are the only manufacturer to double compress every individual corrugated sheet under a press of 10,000 ton (!).
- Our slates are made of only the best raw materials resulting in a bending strength well above the European requirements.

- All our cladding boards are air dried whereas competitors use often autoclaves, a cheap production method.
- Our materials also keep their strength much longer than any other fibre cement product on the market.
- Since more than 50 years we have been producing and mixing our own paints, guaranteeing colourfastness and colour consistency. Our paints are known to have the best adhesion and durability on the market.

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## TD WILLIAMSON

**T.D. Williamson, Inc.**, the world's most recognised name in pipeline equipment and services, delivers safe integrity solutions for on-shore and offshore applications. TDW's experts provide hot tapping & plugging, pipeline cleaning, geometry & MFL inspection, pigging and non-tethered plugging pig technology services for any pressurised pipeline system, anywhere in the world.

TDW is your Partner of Choice for managing every pipeline integrity need – large or small. T.D. Williamson, Inc. is a name that is synonymous with trusted pipeline services. TDW continues to develop its broad spectrum of technical experience, turning first-hand field experience and problem solving knowledge into a continuously refined offering of customised services and state-of-the-art equipment. TDW engineers have designed some of the most efficient and trusted technologies now benefiting pipeline operators the world over.

Support personnel, including engineers, project managers and technicians are accessible 24 hours a day, ready to provide innovative customised solutions to your specific requirements.

TDW's in-house, comprehensive approach to your specific project needs means we will assist from beginning to end. TDW partners with you to ensure pipeline service projects are completed safely and on time with the broadest range of quality products, services and technical capabilities available. TDW is dedicated to providing you with all the resources you need to ensure optimum throughput and extend the service life of your assets so that you can focus on the business of moving product through your pipeline. TDW's commitment to you ... performance based solutions that fulfil your needs delivered on time, anywhere in the world.



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## UCB PHARMA

**UCB Brussels**, Belgium, is a biopharmaceutical company dedicated to the research, development and commercialisation of innovative medicines with a focus on the fields of central nervous system and immunology disorders.

Employing more than 9,000 people in over 40 countries, UCB produced a revenue of €3.1 billion in 2009. UCB is listed on Euronext Brussels (symbol: UCB).

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## UNIL LUBRICANTS

Unil is a specialised manufacturer of lubricants, providing an extensive range of high quality products for industry and automotive sector.

Unil has always been there for its clients for more than 100 years, and it has a clear view of the future in searching for answers to the requirements of today's issues.

Unil is a reliable partner paying extra attention to involvement, service and flexibility.

To be able to provide a perfect solution, Unil produces more than 500 different types of oil and grease.

This almost exhaustive range of lubricants provides you with perfect lubrication for every application and machine.

**Unil Lubricants S.A.** is part of the International Group and bundles its power and expertise with branches throughout Europe.

UNIL - more than 100 years of experience in lubricants!



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## VAN ASBROUCK RECRUITMENT

**Van Asbrouck Recruitment** is a Belgian and Bulgarian based independent executive search/recruitment company, specialised in international technological and scientific recruitment. Our customers are located worldwide, but we mainly fill in vacancies in Central and Western Europe.

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**Machteld VAN ASBROUCK**  
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## VEILING HASPENGOUW

### Fruit Cooperation

- Sorting & packaging of apples and pears
- Flowpack - Small Fruit

60,000 tons of apples

55,000 tons of pears

3,000 tons of cherries

2,500 tons of strawberries.



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## WATER CONNECTIONS

**Water Connections** distributes many products worldwide, such as the water purifier "Genese" by Turbolim.

Genese kills and prevents the development of micro-organisms that cause:

- gastro-intestinal illnesses (such as cholera, amoebiasis, typhoid fever, salmonellosis, dysentery etc.);
- conjunctivitis and skin rash due to fungus.

The procedure is easy: simply submerge Genese into the water and let it operate for at least 4 hours. It adds no colour, taste or odour to the water and requires no chemicals, electricity or installation of any kind. After treatment, the water is bacteriologically pure and drinkable.

Genese is an efficient rural solution for farms, ranches, fruit and vegetable growers, but can equally be used in households, schools, clinics and hospitals either in urban or rural zones.

Water is Life!

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**Daniel COENRAETS**  
World officer agent

GENESE

**TURBOLIM**  
S.A de C.V.

## **WATERLEAU: protecting the Blue Planet – One stop shop for customers anywhere in the world.**

**Waterleau** is one of the global players with a complete portfolio of water, air and waste treatment including energy recovery applications.

The company employs today over 280 environmental engineers and specialists and has a turnover of €75 million (2010) with an order portfolio of well beyond €200 million. Working from the heart of Europe with offices near Brussels, it has developed an extensive network of local companies and representative offices in Paris, Marrakech, Cairo, Hong Kong, Beijing, Sao Paolo and Mumbai.

In the 10 years of its existence it has compiled an enviable track record with over 1500 references. Internationally, Waterleau has signed large contracts including the projects in Marrakech (1.1 million PE), Fes (1.3 million PE), Bagdad (1.4 million PE). The first two will even be operated by Waterleau under a 10 year, O&M contract. We delivered and operate plants in Coloane and Macau, including large MBR. In the Shanghai region Waterleau's waste incinerator, processing 300,000 tons of solid waste per year (a city of more than 1 million people), generates 18MW<sub>e</sub>. The partnership in India through a joint venture with Ion Exchange Ltd. Already has executed 15 contracts including the Reliance zero discharge wastewater treatment plant.



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## WESTVLEES

**Westvlees** is a family business owned by the Claeys family in which a few executives and two agricultural holding companies own minority stakes.

We slaughter about 26,000 pigs a week and produce 120,000 tonnes of meat a year, making us the unrivalled pig expert in the meat industry.

We are known all over Europe, because our state-of-the-art machinery allows us to meet your demands quickly as well as to deliver quality.

Based on a fundamental focus on the consumer, developing "win-win" relationships within the total food chain, we are able to offer a healthy solution for any dining occasion.

With well-trained people, strengthening our position on our home markets in a cost-effective manner thanks to a passionate organisation with care for the environment and safety.

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**Michaël CATRY**  
Export Sales Manager

**westvlees™**  
CONFIDENCE IS GOOD. SAFETY IS BETTER.



**ZETES** is an international company that has been active in automatic identification for more than 25 years, including 800 specialists over 14 countries. The organisation develops and implements solutions based on identification technologies for goods and people.

**Goods Identification (Goods ID):** Zetes designs, develops, and delivers Goods Identification solutions for such applications as manufacturing work in process, warehouse picking, retail price management, work order planning, transport freight management and mobile sales proof of delivery, for manufacturing, transport & logistics, retail, utilities, healthcare ...

**People Identification (People ID):** Zetes creates and delivers turn-key solutions for large scale Government projects that involve the issuance of secure identification documents such as national identity cards, electronic passports, biometric visa, driving license ... By using data capture technologies as barcodes, RFID, biometry, smart cards etc., the company develops solutions for managing citizen's related data on a nationwide scale. ZETES masters each stage of the process leading to the establishment of a database or the creation of secure ID documents. The range of its competences offers its customers the opportunity to have access to a single provider for projects which are sometimes extremely complex. Those long-term projects are generally based on "Build and Operate" contracts for which ZETES supports some or all of the investments.



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# AWEX - WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY - WALLOON REGION

The **Wallonia Foreign Trade and Investment Agency (AWEX)** is the Wallonia Region of Belgium's government agency in charge of foreign trade promotion and foreign investment attraction. The agency has a worldwide network of 105 Economic and Trade Attachés. AWEX has been certified ISO 9001 certified since April 2002.

As a foreign trade agency, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community. AWEX assists buyers, decision-makers, importers and foreign prospects by providing information on Wallonia's export potential. As an export partner for Wallonia-based companies, AWEX offers a wide range of export-oriented services and activities (market surveys, organisation of trade missions, trade show pavilions, export incentives etc.).

As a foreign investment agency, AWEX has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors. The Agency also offers a pro-active follow-up service to investors already established in Wallonia. In addition, it is in charge of identifying new foreign investors for the acquisition of industrial sites under restructuring process.

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**Philippe SUINEN**  
CEO



**Chantal DE BLEU**  
Deputy General Manager



**Yves RICHARD**  
Attaché



# BELGIAN FOREIGN TRADE AGENCY

The **Belgian Foreign Trade Agency** is a public body with a legal status. It was set up through the Cooperation Agreement concluded between the Belgian federal government and the three Belgian regional governments in 2002.

The Agency is run by a Board of Directors and its Honorary President is His Royal Highness Prince Philippe of Belgium.

The Agency's main tasks are:

- documentation on foreign markets;
- organisation of joint economic missions;
- collecting, organising and circulating information, studies and documentation on external markets on behalf of the regional export promotion organisations.

The regional export organisations (AWEX, Brussels Export and FIT) remain the single point of contact for Belgian companies.



**Marc BOGAERTS**  
Director General  
Advisor to HRH Prince Philippe



**Rosemary DONCK**  
Mission Coordinator



**Nancy WILLEMS**  
Expert

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## BRUSSELS EXPORT – INVEST IN BRUSSELS

### MINISTRY OF THE BRUSSELS-CAPITAL REGION

Together, **Brussels Export** and **Invest in Brussels** promote the internationalisation of the Brussels economy.

Brussels Export aims to enhance and improve the export capacity of Brussels' companies by:

- offering customised assistance through its worldwide network of economic and trade representatives;
- organising collective promotional and prospection activities such as trade missions abroad, group stands at international exhibitions, seminars and invitations of foreign buyers and decision-makers;
- granting financial incentives to companies tackling foreign markets;
- providing strategic information on foreign markets and business opportunities.

Brussels Export also helps foreign companies to identify well-targeted potential Brussels' business partners (have a glimpse at our database [www.brussels-exporters.be](http://www.brussels-exporters.be)).

Invest in Brussels prospects foreign direct investments and provides free, tailor made advice and consultation services to foreign companies that consider Brussels as a key destination for new economic activities.

Candidate investors evaluating the opportunity to set up (part of) their business in Brussels can benefit from the "Brussels Welcome Package": a fully equipped work space offered free of charge during a trial period of three months as well as tailored advice and information on tax regulations, site locations, public support incentives, environment and town planning legislation, sector related issues, etc... through a network of dedicated experts in those various fields.

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**Isabelle LAVERGE**  
Coordinator Projects and Sectors





# FEDERAL PUBLIC SERVICE FINANCE

## Fiscal Department for Foreign Investments

Within the “**Federal Public Service Finance**”, a team of experts informs and assists foreign investors and investors already established in Belgium on tax matters.

The Fiscal Department for Foreign Investments was created in 1997 and it operates under the direct authority of the Chairman of the Executive Committee of the Belgian Federal Public Service Finance.

This service of the FPS Finance guides and informs the foreign investor on tax matters, and assists him in his contacts with the tax authorities.

This public service works:

- free of charge on a flexible, non-bureaucratic and investor oriented basis;
- everything disclosed to its officials remains strictly confidential, as they are subject to a legal and strict obligation of professional secrecy;
- for tax information with regard to foreign investments in Belgium, please get in touch with us (address below).



**Albert WOLFS**

International Tax Expert

Head of the Fiscal Department for Foreign Investments

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**Service Public  
Fédéral  
FINANCES**

## FEDERAL PUBLIC SERVICE FOREIGN AFFAIRS, FOREIGN TRADE & DEVELOPMENT COOPERATION

The **Federal Public Service (FPS) Foreign Affairs, Foreign Trade and Development Cooperation** manages Belgium's foreign relations. Belgium's Foreign Affairs network comprises 130 embassies, consulates and representations both at home and abroad.

As an organisation with solid and long-standing experience in foreign relations, the FPS channels its expertise into actions geared towards attaining the following objectives: Defending Belgian interest abroad, promoting a stable, fair, thriving world community based on solidarity and combating poverty around the world by building up high-quality development cooperation.

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**Thibaut de KERCHOVE**  
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**Sophie DE SMEDT**  
First Secretary, Direction for  
Economic Interests



## FEDERAL PUBLIC SERVICE FOREIGN AFFAIRS - OFFICE OF THE MINISTER OF FOREIGN AFFAIRS

The **Office of Steven Vanackere, Deputy Prime Minister of Belgium and Belgian Minister of Foreign Affairs and Institutional Reform**, develops foreign policy and strategy in order to defend Belgian interests abroad.

Minister Vanackere is also competent for foreign trade and, in this capacity, attaches a particular importance to economic relations within the Belgian foreign policy framework, thereby serving the regional entities and the economic actors in Belgium.



**Henk MAHIEU**

Deputy Director - Bilateral Relations,  
Trade and Economic Diplomacy Unit  
Policy Unit of the Office of the Minister  
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**Vincent WILLEKENS**

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## FLANDERS INVESTMENT & TRADE (FIT) - GOVERNMENT OF FLANDERS

**The Flanders Investment & Trade** agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for.

This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors.

The agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centres, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

Do visit our website and discover our worldwide network.

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**Claire TILLEKAERTS**  
General Manager



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**Martine VAN GOETHEM**  
Assistant Area Manager

# GOVERNMENT OF THE BRUSSELS CAPITAL REGION

## CABINET OF MINISTER BENOÎT CEREXHE: ECONOMY – EMPLOYMENT – SCIENTIFIC RESEARCH – COMMERCE – FOREIGN TRADE

Since entering office as Economy and Employment Minister of the Brussels Capital Region in July 2004, Minister Benoît Cerexhe has endeavoured to increase the economic potential of the Brussels Capital Region and spent considerable effort to make it more attractive to investors and companies. By reviewing and simplifying the economic expansion legislation, Benoît Cerexhe has positioned Brussels as a leading city for business, open to new forms of entrepreneurship.

In 4 years time, over 40,000 net jobs have been created in the Brussels Capital Region. Brussels also ranks amongst the cities with the highest rate of business starts per habitant, despite the economic crisis.

In July 2009, Benoît Cerexhe was re-elected and remained in office as Economy and Employment Minister. He will continue his policy to attract businesses and bring jobs to Brussels. During the constitution of the present **Government of the Brussels Capital Region**, foreign trade was added to Benoît Cerexhe's attributions. This new competence will allow him to further support Brussels businesses in their development by aiming the foreign trade policy at Brussels entrepreneurs looking for new markets.



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Cabinet Director

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**Tatiana KOROTICH**

Trade Commissioner

Economic and Commercial Representation for the  
Walloon Region, the Brussels-Capital Region and the  
Flemish Region

## CARLSON WAGONLIT TRAVEL - CWT MEETINGS & EVENTS

### Logistic organisation of the mission by:

**Carlson Wagonlit Travel (CWT)** is the Belgian and global leader in travel retailing and travel management. CWT is present in all segments of the travel industry (business travel, leisure travel, meeting & incentives and wholesaling). Present in more than 150 countries, CWT is the global leading travel management company and serves companies of all sizes, as well as government institutions and non-governmental organisations.

By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service and security, and provides best-in-class service and assistance to travelers.

CWT is the first Belgian independent network of Travel Agencies and proposes to its clients quality products as well as trusted partners.

CWT meetings & Events is one the largest agency specialising in the organisation of trade missions, meetings, incentives, congresses and events.



**Catherine BLANC**  
Manager



**Ann NOEL**  
Account Manager



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## Hotel of the mission



## HYATT REGENCY KYIV



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## Economic profile of Belgium, the heart of Europe

Belgium is a federal Kingdom, with three Regions (the Flemish region, the Walloon Region and the Brussels-Capital Region) and three communities (the Flemish, the French and the German Community).

Belgium has a population of 10.6 million inhabitants (2009) and is one of the most densely populated states in Europe. Brussels is the capital of Europe, with the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organisations, such as NATO, are also located in Brussels. As a result, Brussels is the number two city in the world (after Washington) in terms of number of accredited journalists, and fourth in terms of the number of international meetings and seminars.

With a surface of 30,500 km<sup>2</sup>, Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant player in the world economy. GDP reached €344.0 billion in 2008. GDP growth was 0.8% in 2008. In line with global deceleration, growth drastically slowed down towards the end of 2008. Belgium is a high income country, with a Gross National Income (GNI) per capita of US \$44,570 in 2008 (World Bank data).

According to the World Trade Organization (WTO), Belgium was, in 2009, the 8<sup>th</sup> exporter of merchandise goods and the 13<sup>th</sup> exporter of commercial services. In 2009, Belgium's share in world merchandise exports was 3.0%. With a share of 2.8% in world import of goods, Belgium ranked 10<sup>th</sup> among world importers.

According to the UNCTAD World Investment Report 2009, Belgium was the 5<sup>th</sup> recipient of FDI (foreign direct investment flows) in the world in 2008 with US \$60 billion. The continued presence in Belgium of TNC (coordination centres), as well as the new tax incentives that entered into force in January 2006 (notional interest deduction) play an important role. Belgium's FDI outflows amounted to US \$68 billion in 2008, making the country the 9<sup>th</sup> largest source of FDI outflows worldwide.

## TRADE RELATIONS WITH UKRAINE

Belgium is indeed your ideal partner because of its strategic location in the heart of Europe, its flourishing economy with stable growth and the unwavering confidence of consumers and investors.

Belgian exports to Ukraine	2007	12 months	€ 571.6	million
	2008	12 months	€ 659.1	million
	2009	12 months	€ 384.5	million
	2010	6 months	€ 222.3	million

Belgian imports from Ukraine	2007	12 months	€ 167.9	million
	2008	12 months	€ 289.1	million
	2009	12 months	€ 246.6	million
	2010	6 months	€ 118.5	million

