

# AUSTRALIA NEW ZEALAND

Belgian Economic Mission

16 - 30 NOVEMBER 2012



PARTICIPANTS BROCHURE



# Belgian Economic Mission to **Australia** & **New Zealand**

16 - 30 NOVEMBER 2012





Organised by the regional institutions  
for Foreign Trade (Brussels Invest & Export,  
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 2012-2013

2012		
	VIETNAM	March 10 - 16
	JAPAN	June 9 - 16
	TURKEY	October 15 - 19
	AUSTRALIA & NEW ZEALAND	November 16 - 30

2013		
	THAILAND	March 16 - 22
	UNITED STATES: San Francisco, Los Angeles & San Diego	June 8 - 14
	SOUTH AFRICA & ANGOLA	October 19 - 25
	INDIA	November 23 - 29 or November 30 - December 6

*(The dates are subject to change)*





## HRH PRINCE PHILIPPE OF BELGIUM

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

On December 4, 1999, the Prince married Miss Mathilde d'Udekem d'Acoz.

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

At the end of secondary school, which he attended both in French and Dutch, the Prince continued his education at the Royal Military Academy, where he graduated in 1981. He then subsequently qualified as a fighter pilot (1982), 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 Gen-

eral and Vice Admiral in the Armed Forces (as of 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 completed a Master of Arts Degree in political science in 1985.

The Prince holds an Honorary Doctorate from the Katholieke Universiteit Leuven (2002).

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

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

In this capacity, Prince Philippe has headed more than 40 important economic missions, the most recent being to Mexico & Panama, the Republic of Korea, the Kingdom of Saudi Arabia and Morocco (2009); India, Brazil, Ka-

zakhstan and Ukraine (2010); the Russian Federation, the United States of America, the People’s Republic of China and Chile (2011); Vietnam, Japan and just recently Turkey (2012).

On May 3, 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 and its role and image in the world and international relations.

The Prince is keenly interested in the situation of young people and their integration in the society of tomorrow. He regularly visits schools and universities, but also closely follows such important social issues 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 and organisations across all three Communities of Belgium.

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

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

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

He spends his rare leisure time at home with his family and enjoys reading, especially on subjects related to the problems and challenges confronting men and women in today’s society. He is an avid sportsman and is keen on maintaining a healthy physical condition.



## HE PIETER DE CREM

Minister of Defence



Born on 22 July 1962 in Aalter  
Married to Caroline Bergez and father of Constantijn, Alicia and Victoria

### Education

- » Master of Romanic Philology at KU Leuven – Katholieke Universiteit Leuven (Dutch-speaking Catholic University of Leuven )
- » Master of European and international Law at VUB –Vrije Universiteit Brussel (Dutch-speaking Free University of Brussels )

### Professional Expertise

- » **1987-1989:**  
Assistant in Roularta Media Group
- » **1989-1995:**  
Chairman of the youth CVP (Christelijke Volkspartij – Christian People's Party ) section Ghent–Eeklo
- » **1989-1992:**  
Attaché at the private office of Prime Minister Wilfried Martens

- » **1992-1993:**  
Attaché at the private office of Minister of Defence Leo Delcroix

- » **1993-1994:**  
Adviser in “De fabrieken van de Gebroeders De Beukelaar”

- » **Since 1995:**  
Mayor of Aalter, re-elected in 2000 and 2006

- » **1995:**  
CVP Member of Parliament of the constituency for Ghent-Eeklo, re-elected in 1999

- » **Since 2003:**  
CD&V Member of Parliament of the constituency for Oost-Vlaanderen (East – Flanders), re-elected in 2007

- » **31 May 2003 - 21 December 2007:**  
Chairman of CD&V parliamentary party at the House of Representatives

- » **10 June 2007 - 21 December 2007:**  
Chairman of the Commission for the Interior at the House of Representatives

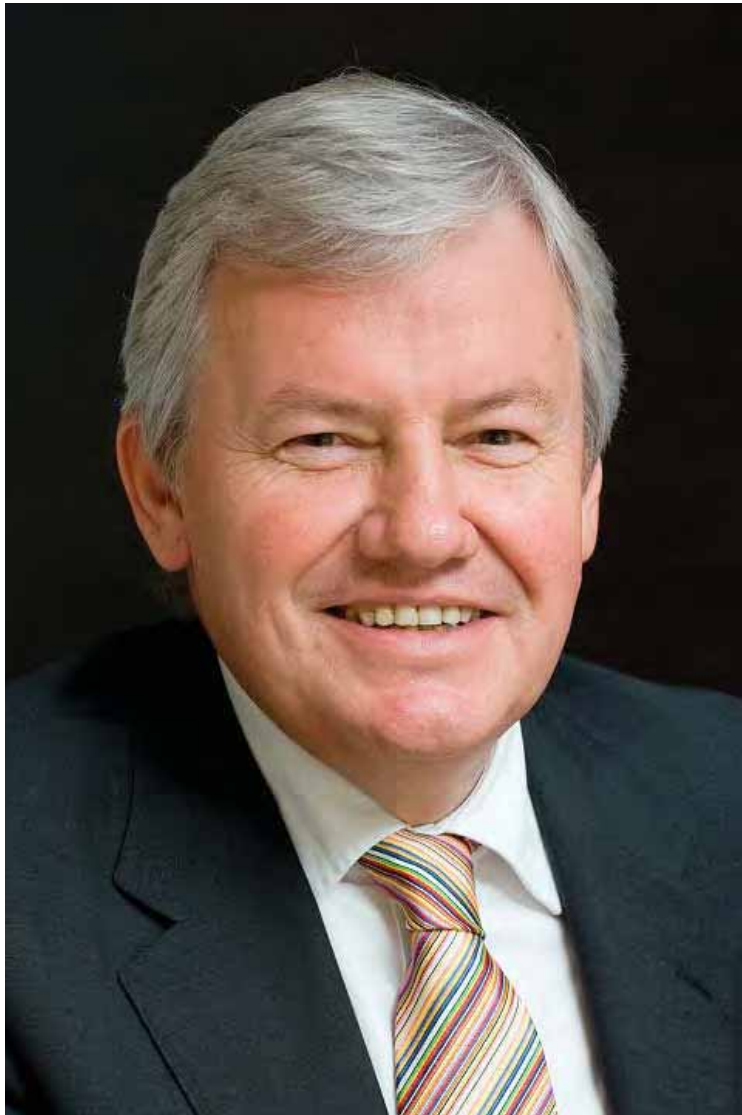
- » **Since 21 December 2007:**  
Minister of Defence

- » Commander in the Order of Leopold

- » Member of the OSCE Parliamentary Assembly

### Language proficiency

Pieter De Crem is Dutch native speaker. He speaks and writes fluently in French, English, German, Spanish, Italian and Portuguese. He also has a basic knowledge of Russian.



## HE JEAN-CLAUDE MARCOURT

Vice-President and Minister of Economy,  
SMEs, Foreign Trade and New Technologies  
of the Walloon Government and  
Minister of Higher Education  
of the Wallonia-Brussels Federation

Born in Awans on October 16<sup>th</sup>, 1956

- » **1974-1979:**  
University of Liege – Jurist Doctorate in Law
- » **Since 1979:**  
Attorney and member of the Liege Bar (on leave since 1992)
- » **1992-1994:**  
Director of Cabinet, of the Walloon Regional Minister for Internal Affairs
- » **1994-1995:**  
Director of Cabinet, of the Walloon Regional Minister for Internal Affairs, Civil Service and Budget
- » **1995-1997:**  
Director of Cabinet, of the Walloon Regional Minister for Budget, Finance, Employment and Formation  
Minister of the Wallonia-Brussels Federation for Budget, Finance and Civil Service

- » **1998-1999:**  
Director of Cabinet of the Deputy Prime Minister and Minister of Economy and Telecommunications
- » **1999-2003:**  
Director of Cabinet of the Deputy Prime Minister and Minister of Employment of the Federal Government of Belgium
- » **2003-2004:**  
Director of Cabinet of the Deputy Prime Minister and Minister of Justice of the Federal Government of Belgium
- » **2004-2009:**  
Minister of Economy, Employment, Foreign Trade and Heritage of the Walloon Regional Government
- » **Since 2009:**  
Vice-President and Minister of Economy, SME, Foreign Trade and New Technologies of the Walloon Government  
Minister of Higher Education of the Wallonia-Brussels Federation



## HE BENOÎT CEREXHE

Minister of Economy, Employment,  
Scientific Research and  
Foreign Trade of the  
Brussels-Capital Region

Born in Etterbeek (Brussels) on June 18<sup>th</sup>, 1961

Married, two daughters

- » Graduated as Master in Law at the  
« Université Catholique de Louvain ».
- » Lawyer specialised in commercial law.
- » Elected as a member of Brussels'  
Regional Parliament (since 1999).
- » Brussels Minister of Economy,  
Employment and Scientific Research  
(2004 - 2009).
- » Brussels Minister of Economy,  
Employment, Scientific Research and  
Foreign trade (since June 2009).
- » President of the EU Competitiveness  
Council (Research) under the Belgian  
Presidency (2<sup>nd</sup> half 2010).





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PRIVATE & PUBLIC  
ORGANISATIONS,  
CHAMBERS OF COMMERCE  
AND FEDERATIONS









## CARBON ENERGY CLUB (AGORIA)



Carbon Energy Club  
Belgian Technologies for your Oil, Gas and Energy Projects

Belgium-based companies have decades of experience with projects in the fields of oil, gas & energy. The Carbon Energy Club groups these strong players into a tight network that firmly places Belgian-based knowhow in oil, gas & energy projects on the international scene.

For end customers as well as EPC contractors, the ability to find a suitably experienced partner is essential to undertake a project of any size in the carbon energy & gas industries. The Carbon Energy Club answers this need by operating as an international platform between both parties. If you are looking for a unique point of con-

tact for innovative technologies, operating from the heart of Europe, you have found it.

Why the Carbon Energy Club is a unique player?

The member companies of the Carbon Energy Club cover a wide range of activities: from design, engineering, manufacturing and commissioning of steel structures (including inspection, testing, certification and maintenance) through to lifting equipment, visualization systems, software solutions, and health, safety & environment services. Because the Club is established within the framework of the federation of the Belgian technology industry, it has a wide international network and a strong base at its disposal.



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# CONSTRUCTION CONFEDERATION

The Construction Confederation is since 1946 the leading business organisation, recognized employers' organisation and representative body of the construction industry in Belgium. It represents some 15,000 member companies of all sizes, from small enterprises to global players, carrying out all forms of building and civil engineering activities.



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## FEDERATION OF ENTERPRISES IN BELGIUM - FEB



The Federation of Enterprises in Belgium (FEB) is the only multi-sector employers' organisation representing companies in Belgium. FEB has 38 full members, all of which are professional, sectoral federations – in addition to its applicant and corresponding members. All in all, it represents more than 50,000 businesses, of which most are small or medium-sized firms. In terms of jobs, FEB represents approximately 80% of total private sector employment.

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

» promoting and encouraging 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, etc.;
- » providing a flow of information to both members and the general public.



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HONORARY CEO

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# FITA - FLANDERS' INTERNATIONAL TECHNICAL AGENCY

The Flemish Ministry of Public Works and Mobility is largely competent for traffic, mobility, infrastructure and public works. Under the auspices of the Flemish Ministry of Public Works and Mobility, FITA agency promotes the know how in these areas worldwide upon request of the private sector federations such as the Flemish Building Confederation (VCB), the association of consulting engineers (ORI), the Flemish Environmental Experts (VMD) and UNIZO International (the association of internationally operating SMEs). Environmental protection and logistics are other key issues to FITA.

Nevertheless, FITA's core business today is to render public expertise to the private sector. FITA has been pro-

viding (technical) assistance to its beneficiary consulting companies through working contracts based on daily performances.

Another major responsibility is the organisation of sectorial trade missions. FITA trade missions can save you time and expense in identifying and developing profitable relationships with compatible foreign companies and local public authorities. FITA sectorial trade missions will allow you to present your knowledge and expertise directly to qualified prospects through a series of presentations and networking events.



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## UNIZO



Unie van Zelfstandige Ondernemers

“UNIZO, the organisation for independent entrepreneurs and SMEs” is a non-profit and interprofessional employers’ organisation and social partner.

With 125 cooperating professional sectorial organisations and over 85000 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 transfer.

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



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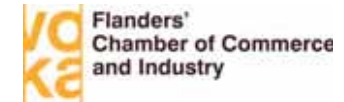
# VOKA - FLANDERS' CHAMBER OF COMMERCE AND INDUSTRY

Voka - Flanders' Chamber of Commerce and Industry is the alliance of eight Chambers of Commerce and Industry and the Flemish Employers Association. The Voka alliance is the largest and most influential employers' association in Flanders, representing more than 18.000 businesses from all sectors, this means 65 % of the private employment and 66 % of the value added. The size varies from start-ups or small companies to well-established multinationals with thousands of employees

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

enterprises, and thus seeks to make a fundamental contribution to its region's welfare and being. We contribute to supporting the economic development of our region by lobbying, networking and offering specific services to our businesses.

Every Voka - Chamber of Commerce and Industry is a private institution. Membership is not compulsory, but based on competitiveness, high added-value services, exclusive information and transparency. Voka is part of the global network of Chambers of Commerce and Industry.



**Johann J.L. LETEN**  
MEMBER OF THE MANAGEMENT  
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# VOKA - LIMBURG CHAMBER OF COMMERCE AND INDUSTRY



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

Voka - Limburg Chamber of Commerce and Industry represents more than 2,850 businesses from all sectors, this means 75 % of the private employment and value added.

There are eight Voka – Chambers of Commerce and Industry (CCI) in Flanders. Together, with the Voka – Flan-

ders' 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 organization 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 Chamber network.



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FINANCIAL  
INSTITUTIONS







## BNP PARIBAS FORTIS



BNP Paribas Fortis is part of BNP Paribas, a leading European provider of financial services with a presence in more than 80 countries. The bank offers the Belgian market a comprehensive package of financial services for private individuals, the self-employed, professionals and SMEs. In Australia, BNP Paribas has been supporting the economy since 1881 as the first major foreign bank. With its strong local footprint and large international network, it provides its local corporate clients access to the world and supports its international clients to develop in Australia and Asia Pacific. BNP Paribas Australia provides specialist financial solutions and strategic advice in Corporate & Investment Banking, with exper-

tise and product innovation in key areas: Debt Capital Markets, Forex & Interest Rates, Cash Management and Global Trade Solutions, Project and Acquisition Finance in the Natural Resources & Energy sectors.



**Didier MAHOUT**  
CEO AUSTRALIA & NEW  
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**Linde VERHEYDEN**  
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# ONDD - THE BELGIAN EXPORT CREDIT AGENCY

## MISSION

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.

## SCOPE

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 OF ZEEBRUGGE



Zeebrugge is one of Europe's prime container and ro-ro ports and handles nearly 50 million tonnes of cargo every year.

The port mainly handles container cargoes on the Europe – Middle East – Far East route. In addition Zeebrugge has developed a European network for feeder traffics to convey box cargoes to all major European destinations.

Other core businesses in Zeebrugge include roll-on/roll-off traffic, conventional cargoes, liquefied natural gas, cruises and last but not least the traffic of new cars and high & heavy cargoes. The shortsea network assures up to 20 daily links to destinations in the UK, Ireland, Scandinavia, the Baltic and Southern Europe.



**Joachim COENS**  
CHAIRMAN - MANAGING  
DIRECTOR



**Jan VANNIEUWENBURG**  
DIRECTOR INTERNATIONAL  
DEVELOPMENT

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 has been the prime European distribution hub for Zespri kiwifruit ever since 1984. The presence of Zespri has been instrumental in developing food business for other perishables such as meat, seafood and dairy products. Large volumes of New Zealand lamb and dairy products transit via Zeebrugge and are temporarily stored in the port's deepfreeze warehouses.

Zeebrugge is indeed more than a mere maritime cross-roads: it is foremost an ultramodern logistic platform to serve the New Zealand markets with excellence.

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# HIGHER EDUCATION INSTITUTIONS





# CIRI - INTER-UNIVERSITY COMMITTEE FOR INTERNATIONAL RELATIONS OF CIUF



The CIRI (Inter-University Committee for International Relations) is one of the committees of the CIUF, a platform bringing together the representatives of universities, Government, student organisations, trade unions, businesses, etc. The current President of CIUF is Professor Bernard Rentier, Rector of the ULg - Université de Liège.

The CIRI brings together the Vice-Rectors in charge of International Relations and the Directors of the International Relations' Departments from all the Belgian French-speaking universities. Its main task is to strengthen a concerted policy of promotion of universities at international level, to share information on the

internationalisation of higher education, to develop and implement joint activities and representation at international level and to participate in international meetings and events such as visits abroad. The current President of CIRI is Professor Serge Jaumain, Vice-Rector in charge of International Relations at the ULB - Université Libre de Bruxelles.



**Serge JAUMAIN**  
PRESIDENT CIRI,  
VICE-RECTOR FOR  
INTERNATIONAL RELATIONS  
ULB



**Lise-Anne HONDEKYN**  
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## FUND FOR SCIENTIFIC RESEARCH – FNRS (F.R.S.-FNRS)

Key player in Belgian basic research, the National Fund for Scientific Research F.R.S.-FNRS – has supported and promoted free scientific research in the Wallonia Brussels Federation for over 80 years. Building on expertise and partnerships, the F.R.S.-FNRS fosters innovation and knowledge development by evaluating, selecting and funding researchers and research projects within university laboratories.

The F.R.S.-FNRS supports researchers in basic research in all scientific fields through 3 instruments categories: individual researcher mandate, research projects (including equipment, personnel and operating costs)

and exchange networks (researchers' short-term mobility, congress, scientific meetings, symposium, contact groups, publications, doctoral schools...).

Projects are bottom-up and research-driven. Selection is based on scientific excellence. The ex-ante evaluation is a transparent two-step procedure based on international standards among which international scientific commissions.

Flagship in Belgium, the F.R.S.-FNRS is a driving force behind the competitiveness of Belgian research in Europe and worldwide.



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# NUMEDIART INSTITUTE FOR NEW MEDIA ART TECHNOLOGY

numediart

The Numediart Institute for New Media Art Technology was founded in 2010 by the University of Mons (UMONS), as an extension of the eponymous research programme funded by the Walloon Region (1997-2012). Building upon MONS 2015 dynamics (Mons will be the European Capital of Culture in 2015), the Institute aims at organizing internationally renowned scientific training and research activities in the area of new media art technology.

The topics covered by the Institute are the following: audio, image, video, gesture, and bio-signal processing, for applications in which the interaction between man and machine aims at creating emotions. The activities of the Institute are coordinated by a strategic board, the

Numediart Consortium, which counts some fifteen members coming from the world of research, arts, entertainment, and industry.

The Numediart Programme is structured around six R&D themes: motion capture, hypermedia navigation, interactive performances, digital instruments, monumental projections, and social gaming.



Joëlle TILMANNE  
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# UNIVERSITÉ CATHOLIQUE DE LOUVAIN (UCL)

Founded in 1425, the Université catholique de Louvain is one of the oldest universities in the world. Teaching, research and service to society are UCL's core missions. Anchored in a tradition of excellence, research is closely linked to education and teaching. It is the daily profession and passion of involved and responsible men and women at UCL.

UCL offers about a hundred of programmes in all the fields of knowledge to 28 000 students from 127 nationalities. A distinctive feature of the university is its presence on six campuses in Belgium: Louvain-la-Neuve, Bruxelles Woluwe, Mons, Tournai, Bruxelles Saint-Gilles and Charleroi.

UCL has shared partnerships with several excellence networks (CEMS, CLUSTER, Erasmus Mundus, etc.). UCL sets out to be innovative, founded on cutting-edge research conducted by 3 000 researchers and 1,700 doctoral students in research institutes of international renown.

UCL is a microcosm of the world it serves. It is a centre of knowledge and innovation, a place of cultural celebration and invention, of achievement and extending the limits of human accomplishment.

UCL is ranked 125<sup>th</sup> in the world's top universities by the QS World University Rankings 2011, which gives UCL the first place among the French-speaking Belgian universities.



**Bruno DELVAUX**  
RECTOR



**Vincent WERTZ**  
VICE-RECTOR FOR TEACHING  
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# UNIVERSITÉ LIBRE DE BRUXELLES (ULB)



As a multicultural university in the heart of Europe, with one third of students and researchers from abroad, international relations is a daily reality for the Université libre de Bruxelles (ULB), just like Brussels itself, one of the world's most cosmopolitan cities. The ULB's outward-looking position with regard to Europe and the world has resulted in a number of agreements, collaborations and partnerships being set up with some of the world's top universities.

Four Nobel Prizes, one Fields Medal and three Wolf Prizes are further evidence of the University's longstanding tradition of excellence. The ULB is involved in almost 80 projects financed by the 6<sup>th</sup> and 7<sup>th</sup> European Framework Programmes. In addition, the University's Institute for European Studies is recognized as a "Jean Monnet European research centre".

The ULB has 13 faculties, schools and institutes that cover all the disciplines, closely combining academic input and research. As a French-speaking university, most of the courses are delivered in French. However, a growing number of Master programmes are partly or entirely delivered in English. The ULB offers a wide range of French courses, prior to and during the academic year, to help its international students improve their language skills.

Since its foundation in 1834, the ULB has been closely involved in the ongoing debate on critical thinking and freedom. The ULB has retained its original ideals as a free institution that is firmly engaged in the defence of democratic and human values.



**Didier VIVIERS**  
RECTOR



**Serge JAUMAIN**  
VICE-RECTOR FOR  
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**François RENIERS**  
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# UNIVERSITY OF LIEGE (ULg)

A university offering a full spectrum of disciplines and excellence in research.

ULg - a 193-year-old university- is a French speaking comprehensive university in Europe with 9 Faculties, 1 School and 1 Institute, spread over 4 campuses. All faculties offer educational programmes at bachelor and master level in all areas of knowledge, as well as research programmes. It is fully integrated in the Bologna process and applies the best European standards for Higher Education. The teaching offered to its 21,000 students -23% of whom come from foreign countries- is well adapted to a changing world and the expectations of the modern job market.



**Bernard RENTIER**  
RECTOR OF ULG AND  
PRESIDENT OF CIUF



**Jean MARCHAL**  
VICE-RECTOR FOR  
INTERNATIONAL RELATIONS

An innovator in terms of techniques as well as engineering, the university has strong expertise in a variety of fields, including environmental studies, life sciences, biotechnologies, earth sciences, space studies, physics, logistics, agronomy, geology, mining, etc.

More than half the university budget is devoted to research projects where excellence is a must. Interdisciplinarity and internationalisation are keywords in the research units. ULg has been awarded the EU label HR Excellence in Research.

ULg brings together education, research and professional training, and has helped launch spinoff companies in many fields, making it a driving force of the area's economy.



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## UNIVERSITY OF MONS (UMONS)



UMONS has 6,000 students and researchers from forty different nationalities. Operational as of 2009-2010, the University of Mons offers forty degree programmes in its seven faculties (Architecture and Urban Planning, Medicine and Pharmacy, Engineering, Psychology and Education, Science, Translation and Interpretation, Wavroque School of Business and Economics) and three institutes (Institute for Social sciences, Institute for Legal Sciences, Institute for Language Sciences).

The University looks back on a tradition of 175 years of knowledge accumulated in each of its faculties and is perfectly integrated into the social, economic and cultural life of the region.

UMONS is well integrated in the town of Mons, the capital of Hainaut, elected as 2015 European Capital of Culture in 2015. Mons is less than an hour's drive from Brussels, Charleroi and Lille. The train ride from Paris to Mons is 75 minutes. A good place to study, a good place to live.



**Philippe DUBOIS**  
VICE-RECTOR, SCIENTIFIC  
RESEARCH



**Géraldine BERGER**  
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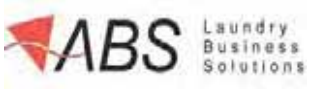
INDUSTRIAL &  
SERVICE COMPANIES







## ABS LAUNDRY BUSINESS SOLUTIONS



The ABS Laundry Business Solution Group founded in 1987, develops, installs and maintains information systems for the global laundry and textile rental industry. ABS is the market leader in this niche market, with about 400 laundry units worldwide using the ABSSolute application. ABS offers a 24/7 support to their customers, for whom the application is 'mission critical'. ABS is market leader in many countries, including Finland, Denmark and Norway.

ABSSolute functionality covers the contract details between laundry and customer as its core. From there the internal and external logistic is covered. Including hand held devices for drivers and linen stock counting at large

customers. Radio Frequency Identification (RFID) is an important medium to track linen items to control investments on one hand and to insure quality on the other hand (sterilization of hospital linen e.g.). A very powerful Business Intelligence function translates the millions of data-elements into graphical information and offers drill down features.

This 3 Tier application, developed in Java with an Oracle database, is in use with leaders in this industry of which some are publicly traded.



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# ADAM SOFTWARE

ADAM Software is a global provider of media workflow and marketing technology software. We offer enterprises the ability to manage, structure and deliver media between people, processes and systems. Working with our partners enables us to implement our software globally while providing workflow solutions to all types of enterprises. What drives us is a passion to organize media intelligently, making it easier and more accessible to everyone.

ADAM - Media Intelligent



Pieter CASNEUF  
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## ANGLO BELGIAN CORPORATION



Anglo Belgian Corporation (ABC) is producing Diesel engines for about 100 years.

The company is specialized in the production of “Medium Speed Diesel Engines”.

The engines are designed for heavy-duty operations such as: power stations, marine propulsion units, pumping stations, railways traction and offshore applications.

The power range is: 600 to 3500 kWm with a speed from 600 to 1000 Rpm and expanding. The engines are produced in 6 & 8 cylinders in line and 12 & 16 cylinders in Vee.

The engines are able to burn most of the available fuel as: MDO - HFO - Bio Fuel – Dual fuel (90% gas & 10% gasoil) - Bio Gas - Animal grease - Vegetable oil.



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Jean  
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# APPLITEK

## (1) Online analyzers

- » + On-line analyzers for measuring parameters TOC, BOD, COD, TN, TP and toxicity and VFA in environmental applications such as wastewater, river water and drinking water.
- » + On-line analyzers by means of titrimetric, colorimetric and ion-selective methods for use in process applications at industries such as (petro)chemical, chlor-alkali, refineries, food & beverage, semiconductor.



David LAURIER  
CEO

## (2) On-line monitoring systems

- » CHLOR-ALKALI/EDC/VC PRODUCTION PLANTS  
Measurement of hydrogen in wet and dry chlorine (BAT - Best Available Technology)  
Measurement of Ca/Mg in electrolysis brine  
Measurement of NCl<sub>3</sub> in dry chlorine.  
Etc.
- » REFINERIES  
On-line analyzer system for monitoring blending processes and/or individual component streams (gasoline, diesel, kerosene, nafta.) by means of spectroscopic techniques.

## (3) Lab/portable: portable XRF (x-ray fluorescence) analyzer equipment.

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## ATCOMEX COMPANY



ATCOMEX provides custom-made project development, production and assembling of aluminium tanks, trailers, semi-trailers and containers for:

**AIRCRAFT REFUELING SYSTEMS:** Atcomex has a worldwide reputation as a manufacturer of aircraft refuelers, hydrant dispensers and pit-cleaners/hydrant flushers for the maintenance of the hydrant systems. The capacity of our refuelers ranges from 1,000 liter tanks to 85,000 liter tanks. Flow rates vary between 100 and 4,000 liter per minute.

**ROAD TANKERS:** Atcomex is your partner for the development and production of tank trailers, bulk trailers and semi-trailers for the transport and distribution of liquid fuels. Atcomex is a market leader in the field of bulk trailers for pellets.

**PRESSURE SILO & BOX CONTAINERS:** Atcomex builds containers for the transport of bulk & liquid food, agro and chemical products.



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# BARCO

Barco is a global technology company that designs and develops visualization solutions for a variety of selected professional markets. 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 with about 3,700 employees worldwide. You will find Barco where images are critical to professionals. Through its revolutionary fully networked digital operating room and point-of-care displays, Barco enables medical professionals to work more efficiently. And with over 500,000 radiology displays installed in hospitals across the world, patients are diagnosed accurately at all times. Moviegoers are treated to an unforgettable cinema experience thanks

to Barco's digital cinema projectors and groundbreaking 3D sound format. Barco's LED and projection technology boosts the world's biggest events and catches the eye at the world's most important landmarks such as Piccadilly Circus, the Champs-Élysées and Times Square. Via its more than 1,000 networked control rooms, Barco supports operational decision-making in utilities, process control, traffic management and surveillance.

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## BESIX



BESIX Group is the largest Belgian group operating in the construction of buildings, infrastructure, environmental projects and roads. BESIX is also active in the production of raw materials, facility management, real estate development and concessions. It profiles itself as a multi-services group, from client idea to realization and operation.

The Group was founded in 1909 and has grown steadily and impressively ever since.

NV BESIX SA, its biggest subsidiary, is active in practically every field of construction. In addition to the activities of BESIX and its other subsidiaries (Cobelba,

Jacques Delens, Socogetra, Vanhout, Wust, Franki Foundations Belgium, BESIX Park, Lux TP, West Construct) in Benelux and France, the Group is active in Europe, North and Central Africa and the Middle East (via Six Construct) and in Central Asia.

In 2010, the Group achieved revenues of EUR 1.8 billion. BESIX Group has about 17,000 employees active in 16 countries on 4 different continents.



**Johan BEERLANDT**  
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# BETAFENCE

## Betafence - Securing what matters

Betafence specializes in design, manufacture, installation and integration of perimeter security solutions. Our solutions range from medium security (industrial sites, transport infrastructure, public areas) to high security environments (utilities, energy facilities, prisons, petrochemical sites and mines). Betafence's products include welded mesh fence panels and posts, swing and sliding gates, turnstiles, barriers, bollards, crash fences, detection systems and CCTV. Security audits, design, project management of installation projects and product integration form part of the services we offer to ensure an optimal perimeter security solution.

Betafence products are covered by a 10 year guarantee.



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## BISCUITERIE WILLEMS



Biscuiterie Willems is located in Eeklo (Belgium) and has been existing for 60 years. The company, where biscuits are produced, is specialized in the production of caramelized cookies and cookie spread.

As the quality of these products is most important, we are proud of having achieved IFS and HACCP-certificates. An extended quality management guarantees a continuous improvement of the quality system, product safety and product quality.

Other products in our range are produced in our factory in Zonnebeke (Belgium). In this way we can offer a wide range of cookies and pastry: sugar glazed puff pastry,

crispy rolled cookies, pretzel, coconut macaroons, filled waffles, almond flavoured slice, apricot lattice slice. Among the products we offer, you can also find frozen pastry, such as mini éclairs & cream puffs; and bakery products (beignets and donuts).



**Frans CASTELEIN**  
GENERAL MANAGER



**Roos VANDEPITTE**  
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# COCHLEAR TECHNOLOGY CENTRE

Cochlear Technology Centre develops technology, processes and products for use in hearing implants. These implants connect people with moderate to profound hearing loss to the world of sound by offering life-enhancing hearing solutions that deliver the best possible hearing outcomes. Making evidence-based choices and investing heavily in product and service innovation, Cochlear supports both patients and medical professionals with a comprehensive infrastructure enabling them to benefit from our solutions for life.

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## COMELEC



Comelec is the export company of the Schröder Group. Comelec has developed a large network of local partners to supply Schröder products in countries where Schröder is not yet present. Schröder is a group of 40 member companies worldwide with more than 2,600 men and women, passionate about light and innovation, experts in the design and development of outdoor lighting equipment. The member companies of the Schröder Group share the conviction that quality outdoor lighting contributes in a sustainable way to the well being of the urban and rural communities where it has been implemented. From Brussels to Montreal, from Quito to New Delhi, we establish ourselves on a local and sustainable basis, to be close to our customers. We manufacture

where we sell, mobilizing significant resources for the benefit of all companies in the group, through our Research & Development centres situated in Europe and America. Schröder has always set itself the objective of providing the right lighting: perfect control of lighting by optimizing the optics and mechanical design of luminaires. Whether by integrating LEDs or electronics, our goal is always to offer intelligent and responsible solutions offering better light and flexibility in order to reduce energy consumption as well as the overall cost of management.



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# D.E.M.E. (DREDGING, ENVIRONMENTAL & MARINE ENGINEERING)

The Belgian dredging, marine construction and environmental group D.E.M.E. nv has won a prominent position on the world market in a number of highly specialized and complex hydraulic disciplines. The multidisciplinary nature of DEME's activities enables them to offer total solutions to their clients worldwide.

The company fosters a strong innovative approach and has indeed been a trendsetter and a pioneer in technical innovation throughout its history. The Group can look back on nearly 150 years of experience in its core dredging and land reclamation activities and hydraulic engineering. The company has executed major marine infrastructure works on all continents. In doing so, numerous

positive tracks have been left all over the world in terms of new ports, waterways, airports, artificial islands, residential and recreational areas, industrial areas, roads, bridges, offshore wind farm construction, environmental remediation and oil-and-gas related installation and construction works. At present DEME has a permanent workforce of more than 4,500 dedicated and specialized people and a diversified fleet of over 90 large vessels and 200 auxiliary vessels and equipment.



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## DE COCK NEEFS



We have commercialized front-end and back office software specifically targeted at GSM operators, large retail chains, national and local distributors to provide them with a logistical and financial platform for their operations. This includes management of e-tickets (vouchers) to points of sale, cash registries and other distribution points. Our soft and hardware security manages all aspects of delivering electronic vouchers to 1000's of point of sale. This includes payment tracking for points of sale, credit/debit of salesmen on the field, trace transactions within chains and many other options.

Additionally we have created a gift card solution for large retail organisations.

This issuing and acquiring platform manages and operates every aspect of dealing with gift cards from ordering cards from the manufacturer, payment, activation and transaction tracking. Our platform smoothly integrates with MOBILE APPLICATIONS to Iphone and Android so GIFT CARDS can now be managed electronically by the end user on their smartphone.

We have also recently obtained license to operate money transfers and have designed specific software that meets the highest standard to fully operate and manage money transfer business on small and large scale networks.



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# DESOBRY

In 1947, Léon DESOBRY created his first biscuits in Tournai. Even then people said that when he was cooking his treasures in the rear-shop, the smell of chocolate and biscuits wafted throughout the whole neighbourhood. Taste, flavour and character built up the reputation of this Master in the art of making biscuits, and these same principles still represent the fundamental values of our company today. DESOBRY quality is universally recognised in Belgium, the country of biscuits and chocolate. And after conquering Europe, it expanded overseas to succeed on other continents.



**Patrick DE CAUWER**  
SALES MANAGER AND  
SHAREHOLDER

**DESOBRY know-how** - DESOBRY biscuits are inspired by traditional Belgian recipes which are constantly updated to fulfill today's consumers' needs and tastes. Crunchy, smooth, melt-in-your-mouth, crispy: each biscuit has its own appealing personality. In line with the real Belgian chocolate heritage, DESOBRY's recipes include several subtle cacao based flavours.

**DESOBRY innovation** - Tradition and innovation work hand-in-hand at DESOBRY. Indeed, the Belgian Biscuitier is constantly developing new biscuit recipes. This year, for example, the new born biscuit is the "Perle Noire", a subtle combination of dark Ghana chocolate mousse on a light and crispy biscuit.

**DESOBRY quality** - DESOBRY keeps improving the nutritional qualities of its biscuit recipes and uses only top quality ingredients. DESOBRY's own chocolate recipes are made exclusively with real cocoa butter. DESOBRY's biscuits contain no artificial flavours, no artificial colours, no preservatives and no hydrogenated fats.



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## DISTRIOLOGISTICS

Distrilogistics helps its partners to optimize their global supply chain through an end-to-end analysis, re-engineering of their business processes and through an optimization of their human capital. Our global partners like DHL, GSK, Doctors without Borders, General Electrics appreciate the simplicity and the pragmatism of the solutions that we set up, but also the fact that our structured methods guarantee a quick return on investment.

In order to generate savings and achieve effective and efficient operations, we propose the following services:

- » Recruitment and selection of skilled, mobile and multilingual people, open for a new challenge



Yves DETHIER  
MANAGING PARTNER

abroad (supply chain & logistics, mining, pharmaceutical, medical, engineering, international business development)

- » Training and skills development programs (intra- and inter-companies)
- » Project management and business coaching (in supply chain management, operational management and international trade).

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# DREDGING INTERNATIONAL

Dredging International (Australia) Pty. Ltd (DIAU), formerly known as Dredec Pty. Ltd, is a fully owned subsidiary of the Dredging, Marine and Environmental Engineering (D.E.M.E.) group of companies ([www.deme.be](http://www.deme.be)). It was incorporated on 24<sup>th</sup> January 1973 following the Sydney Airport Runway extension project in 1970-1971.

The multidisciplinary nature of DEME's activities enables them to offer total solutions to their clients worldwide. The company fosters a strong innovative approach and has indeed been a trendsetter and a pioneer in technical innovation throughout its history. The Group can look back on nearly 150 years of experience in its core dredging and land reclamation activities and hydraulic engineering.



**Erwin DESERRANNO**  
GENERAL MANAGER DREDGING  
INTERNATIONAL AUSTRALIA

The company has executed major marine infrastructure works on all continents. In doing so, numerous positive tracks have been left all over the world in terms of new ports, waterways, airports, artificial islands, residential and recreational areas, industrial areas, roads, bridges, offshore wind farm construction, environmental remediation and oil-and-gas related installation and construction works. At present DEME has a permanent workforce of more than 4,500 dedicated and specialized people and a diversified fleet of over 90 large vessels and 200 auxiliary vessels and equipment.

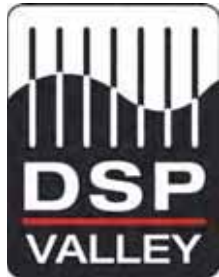
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## DSP VALLEY



DSP Valley is a cluster management organization in the technology domain of micro/nano-electronics hardware and embedded software for signal processing systems and smart electronic systems. Cluster members specialize in image & sound processing, communication & navigation technologies, and any other ambient intelligence technology and all enabling design methodologies and tools. Application domains range from consumer and automotive electronics, to medical devices, communication networks and high tech machine construction.

DSP Valley stimulates innovation by enabling new cooperation and new partnerships, optimally exploiting synergies and complementarities between the technolo-

gies, skills and competencies of the DSP Valley member organizations. As a result, all DSP Valley members have strategic partnerships with other members. Hence, DSP Valley is not only a networking organization, but also a cluster of densely linked businesses and research institutes. To stimulate new partnerships, the DSP Valley networking activities have a strong emphasis on matchmaking in the commercial market and brokerage for research projects.



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# EGEMIN AUTOMATION

Egemin Automation supplies advanced industrial automation solutions that bring added value to the internal logistics and production processes of industrial companies. We deliver made-to-measure solutions for various applications in selected industries to give our customers a competitive advantage over their competitors. Most of our customers are active in markets such as distribution & logistics, fast moving consumer goods, pharmaceuticals, food & beverage, paper & print.

The specific focus of the division Handling Automation lies on the automation of intralogistics and material handling processes including automated guided vehicles, automatic warehouses & distribution and in-floor chain conveyors.

We support our customers with professional advice, integrated project implementation and dedicated lifecycle services during the life time of installations. Egemin Automation operates internationally from its headquarters in Belgium and eight other offices across Europe, North America and Asia-Pacific.



**Jan VERCAMMEN**  
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## ELOY WATER



Eloy Water is a Belgian company, division of Eloy Group (300 employees, €50 million turnover) specialized in designing and building products for runoff water and wastewater treatment and reuse. Our line of products enables wastewater treatment for small communities and businesses, from 5 PE (single houses) to 5,000 PE (municipalities).

Our engineering department also designs treatment facilities tailored to meet specific needs or constraints (small industries, seasonal activities, pumping stations, upgrading works, physico-chemical treatments, etc.).

As a result of this venture, Eloy Water is proud to produce state-of-the-art wastewater treatment solutions

for individuals and small communities. Eloy Water is a major actor on the European market scene, where the company enjoys an excellent reputation and won several awards from the local authorities and from independent organizations.

Since 2001, Eloy Water is successfully expanding its international distribution network, for instance in Ireland, France, Romania, Costa-Rica, Rwanda, Kivu, Morocco, United Arab Emirates, Thailand, Malaysia, Indonesia, South Africa, Reunion Island, Mauritius and New Caledonia.

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## ERC BELGIUM

ERC Belgium is an emerging pharmaceutical company headquartered in the Scientific park Crealys at Les Isnes, Belgium. It has been created on the 20th of February 2008 by Dr Apostolos Stathopoulos. The company's business is the discovery, research, development, manufacturing and commercialisation of innovative medicinal products. Its main activity is currently focusing on the set up of a therapeutic product to treat and prevent the relapse of the orphan disease glioblastoma multiform. Glioblastoma multiform is the most aggressive form of malignant brain cancer in adults. The annual incidence varies from 5 to 7 per 100,000. They are frequent in young men and women, in the middle of the most active period of their life with devastating private and profes-

sional consequences. It generally results in death of the patient. The classical radiotherapy and chemotherapy approaches have a very limited influence on the tumour and most often induce side effects. Around 75% of patients die within 18 months following the diagnostic. The first vaccinations on the humans by ERC show impressive results. The tumours are decreasing or totally disappearing without significant side effects.



Paul PETIT JEAN

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## EUROPEAN COLOSTRUM INDUSTRY (ECI)



European Colostrum Industry is one of the European leaders on the market. ECI was founded in 2011 out of a joint venture between the Breton company Ouest Elévage (subsidiary of Laïta - Groupe Even) and the CER Groupe which is a Research and Competence Center approved by the Belgian authorities and active in various fields including health, biotechnology and agri-development/agro-industry.

ECI, with its headquarters based in Marloie (BELGIUM) has the mission of collecting bovine colostrum of first milking, of transforming it (drying through atomization/MSD and lyophilization) and of marketing it under the form of raw material or of health food product.

ECI also commits itself to a number of quality systems (ISO 9001, ISO 22.000 and GMP) in order to guarantee his customers reliability, security and quality of its products.

Besides, ECI aims at developing new products with bovine colostrum for petfood, human health food, cosmetics and pharmaceutical markets.



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# GALLER CHOCOLATIERS

From the family pastry shop founded by his grandfather in 1930, he has kept the pleasure of working with pure ingredients, such as butter and cream.

At the age of 21, he founded his own chocolate factory. More than 30 years later, the foundations remain the same:

- » the Passion for Chocolate,
- » the Love for Perfection,
- » the On-going Creativity.



**Bernard EYMAEL**  
SALES DIRECTOR ASIA

Today, Jean Galler and his team are proud of their mission: « Continuously bring about pleasure through a creative and quality chocolate experience».

The Galler chocolates draw their authenticity, their flavours and their delicacy from the countries, between the Equator and the Tropics, where the most delicious cocoa is lovingly grown.

The delicate chocolate taste after the grinding process lies below the palate's threshold of sensitivity. The long time conching adds a creamy look and perfect smoothness.

Our products are manufactured using only top-quality natural Ingredients: true cocoa butter, whole hazelnuts, handpicked pistachios, a very high percentage of dried fruits or real raspberries, no colourings nor preservatives.

Since 1976, Jean Galler has been creating new products, unique creations that rediscover the genuine flavour of chocolate. It is this passion for creativity that drives him to continuously explore the world, looking for flavours and new delights in tasting.



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## GDF SUEZ

GDF SUEZ

GDF SUEZ develops its businesses around a model based on responsible growth to take up today's major energy and environmental challenges: meeting energy needs, ensuring the security of supply, combating climate change and optimizing the use of resources.

GDF SUEZ employs 218,900 people worldwide and achieved revenues of €90.7 billion in 2011. The Group is listed on the Brussels, Luxembourg and Paris stock exchanges and is represented in the main international indices.

In Australia, GDF SUEZ employs approximately 1,600 people through its various subsidiaries. The Group holds a very strong position in the country in the energy market with more than 3,500 MW of installed capacity.



Dirk BEEUWSAERT

EXECUTIVE VICE PRESIDENT, IN  
CHARGE OF ENERGY INTERNATIONAL  
CHAIRMAN OF INTERNATIONAL  
POWER BOARD



James LEE

PLANT MANAGER KWINANA

IPR – GDF SUEZ Australia is one of the country's largest privately-owned generators of electricity, operating coal, gas-fired and wind facilities, which are located in Victoria, South Australia and Western Australia. The Group supplies 12% of Australia's National Energy market. Its retail business, Simply Energy, has more than 300,000 electricity and gas accounts in Victoria and South Australia.

GDF SUEZ is also present with its Environment division, both in the waste and water sectors.

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# GH INTERNATIONAL

GH International provides engineering consulting services in the Oil & Gas production industry and sales and marketing services in the Renewable Energy industry with focus on wind energy.

GH International takes shareholdings in companies in these particular industries and supports the activities of the shareholdings through directorship roles in those companies.

GH International is represented by Mr. Guy Hellinx who in his past has built experience as a chemical engineer working as sales manager for Koch Industries and as a Director, board member and shareholder of CDS engi-

neering, a company specialized in separation technology, acquired early 2008 by FMC Technologies.



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## GOOD !D



Creating a fantastic dog's life, both for dogs as well as their masters is our daily passion and challenge!

Hupple is a brand with a fun and unusual origin. In 2006, the then 23-year old Manuel Goossens, was commissioned to develop a new product for dogs visiting the Hilton Hotel in Antwerp. Manuel came up with biscuits of superior quality, packed like coffee biscuits.

Manuel registered the idea and concept under the name "hupple". The company "GOOD!D" received the license to commercialize "hupple" and it became a giant hit.

Private label activities were put under a separate division "Your Pet Label", with a tailor-made vision and service.

Nowadays, GOOD!D supplies to all the important private label players on the market and hupple has become a respectable growing player as one of the few Belgian brands of dog biscuits.



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# G-TEC

G-Tec's mission is to offer best practice non-destructive subsurface investigation services to our clients active in Civil Engineering, Public Works, Mines and Quarries.

From its academic background, G-tec wants to keep its scientific rigour and to maintain contact with a large academic community. The company had always designed and developed activities in applied sciences that are based on solid technical knowledge.

G-tec operates on land and at sea with a highly qualified and motivated team of civil engineers, earth scientists, hydrographers, biologists and electronic engineers providing efficient and innovative solutions for ground investigation and hydrographic surveys.



**Goya BAUWENS**  
AREA MANAGER AUSTRALIA

Campaigns have been successfully carried out around the world, including projects in Europe, Africa, Middle East, Southeast Asia and Australia.

Quality (ISO 9001:2008), safety (OHSAS 18001) and environmental awareness are the key factors in our high number of worldwide successfully completed field campaigns and studies.



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## GUY MAGERMANS



Guy Magermans is not only a local and international logistics and transport partner, but also a well-known international removal and relocation company. It is specialized in Just-in-Time deliveries, especially for medical products and lab equipments, in dispatching and in removals for multinational companies.

Located in the Province of Luxembourg, equally distant between Brussels and Luxembourg city, Guy Magermans owns a 2,000 feet warehouse.



Guy MAGERMANS  
CEO



Luc BOELPAEPE  
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# HAMON THERMAL EUROPE

Hamon is a world player in engineering & contracting. It was founded in 1904 and is quoted on the Brussels Stock Exchange (Euronext). Its activities include: sales & proposals; design; procurement; production of some key components; project management; on-site erection and start-up of new units; after sale services.

Its revenue amounted to 379 million EUR in 2011. It is a leader in its niche markets:

- » Cooling systems (natural draft, mechanical draft, hybrid, air-cooled condensers).
- » Process heat exchangers (air finned coolers mainly).



**Francis LAMBILLIOTTE**  
CEO



**Albert LEURQUIN**  
MANAGING DIRECTOR, HAMON  
AUSTRALIA

- » Air pollution Control (dedusting, deSOx, deNOx, and other flue gas treatments).
- » Heat Recovery Steam Generators (for combined cycles) and waste heat boilers.
- » Industrial chimneys.

Its main customers are end users (power plants, oil & gas and other heavy industries) or large engineering & contracting groups.

## HAMON AUSTRALIA:

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## HERCULES TROPHY INTERNATIONAL



Hercules Trophy is a business and sports event for companies. The concept consists of a one day competition and is focused on networking and teambuilding. Hercules Trophy is based on the 12 labours of Ancient Hercules and has a strong emphasis on sports and entertainment. The organisation aims to build a long-term team effect and to strengthen customer relations through competitive experiences.

Hercules Trophy was founded in 1999 in Belgium and has grown into a major player in business and sports events. The internationally renowned event aims to build a long-term team effect and to strengthen customer relations through competitive experiences and CSR. More

than 600 companies from 30 different countries have already participated. Hercules Trophy is also organised in The Netherlands, Germany, UAE, Singapore and South Africa.



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# ITALO SUISSE

We are Belgian chocolate creators since 1923.

Our high standard production company offers premium Belgian chocolate: seasonal hollows, chocolates, tablets and bars.

Italo Suisse services leading accounts worldwide, especially retail.

We use the best Belgian chocolate and combine it with the highest care and professional passion, as well as with a large amount of creativity and fun!

The latest techniques are applied and cherished traditions are honored.

But most of all, we achieve this with respect.

Respect for the product, our customers, our environment and all people collaborating to obtain a wonderful result.

Because everyone should experience 'magic moments'!



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## ITSTOASTED



ITSTOASTED is specialized in IT Project Management, Consultancy and Audit on an international level, mainly working for multinational companies (pharmaceutical, chemical, telecom sector, ICT, automotive sector are a few examples).

ITSTOASTED provides a professional and reliable approach when it comes to Program or Project Management when dealing with large and complex projects.

Specialized in several kinds of projects such as: mergers & acquisitions and relocation projects, remediation projects, new infrastructure projects. But also projects that are already started but need a boost or review of the planning are one of our specialties.



**Carine VRANCKEN**  
MANAGING DIRECTOR

**Consultancy:** ITSTOASTED offers to international companies a representation worldwide in such a way that ITSTOASTED can act on behalf of these companies or their customers.

ITSTOASTED will represent the interest and the culture of its international customers and companies and this as a POC (Point of Contact).

ITSTOASTED has experiences in several sectors such as to coordinate projects between your company and other international companies.

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# JAN DE NUL

People and vessels. These are the driving forces behind Jan De Nul Group.

Thanks to its skilled employees and ultramodern fleet, Jan De Nul Group ranks at the top of the international dredging industry as well as being one of the largest civil engineering and environmental contractors.

The supporting services of the dredging, civil and environmental division enable Jan De Nul Group to perform large-scale projects to its clients' satisfaction, whether this concerns a Palm Island in Dubai, a new port facility in Australia or the construction of the new locks for the Panama Canal.

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**Jan Pieter DE NUL**  
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**Paul JANSSENS**  
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## JANSSEN PHARMACEUTICA



Janssen Pharmaceutical Companies of Johnson & Johnson are dedicated to addressing and solving the most important unmet medical needs of our time, including oncology (e.g. multiple myeloma and prostate cancer), immunology (e.g. psoriasis), neuroscience (e.g. schizophrenia, dementia and pain), infectious disease (e.g. HIV/AIDS, Hepatitis C and tuberculosis), and cardiovascular and metabolic diseases (e.g. diabetes).

Driven by our commitment to patients, we develop sustainable, integrated healthcare solutions to help people throughout the world by working side-by-side with healthcare stakeholders, based on partnerships of trust and transparency.



**Ludo LAUWERS**  
SR VICE PRESIDENT CAMPUS  
MANAGEMENT, VICE  
CHAIRMAN MANAGEMENT  
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**Tim DE KEGEL**  
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# KREGLINGER

Kreglinger is a diversified trading company, dealing in specialty ingredients for the food, cosmetics, pharma and various technical chemical industries.

Kreglinger is also involved in the distribution of crop protection products.

Kreglinger logistics, a 100% affiliate, is active in micro and macro logistics, specializing on chemicals and specialty ingredients.

Through its Australian affiliate companies, Kreglinger is active in sheepskin trade and wine production with two vineyards and wineries (in Tasmania and South-Australia).



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CEO



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## LAPAUW INTERNATIONAL



Lapauw International is the European manufacturer of ecological laundry machinery and provides a total laundry solution for all kind of collectivities: hotels, hospitals, cruiseships, railways, automated laundry businesses, textile manufacturers, etc.

Lapauw International offers a wide range of washer extractors, washing tunnels, presses, dryers, tunnelfinishers and is worldwide known for its full range of flatwork ironers (gas- or steamheated) complete with feeders and folders.

With our worldwide presence we can count on a strong client portfolio which inspires us constantly to come up with new eco-friendly innovations.



Adriaan HOOGMARTENS  
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# LASEA

Lasea (Laser Engineering Applications SA), a high tech company founded in 1999, is specialized in laser applications for medical, automotive and glass industries. Our main fields of laser applications are: plastic welding, marking, micro-machining and surface treatments.

In all these applications, we provide reliable, efficient, turnkey laser based systems and serve world class companies (such as GSK, Baxter, Sanofi, AGC, Pilkington, Guardian, Valeo, Johnson Matthey...) and widely known research centres (such as ESA, Centre Spatial de Liège, Multitel, ARC...). Lasea's systems are installed in Europe but also in the USA, Canada, Australia, India, Mexico...



Axel KUPISIEWICZ  
MANAGING DIRECTOR

Lasea is your partner for laser expertise, OEM and turn-key systems, as well as off-line and on-line integration.

Thanks to application laboratories equipped with more than 15 laser sources and 4 robots, Lasea is ready to find and validate, for you and with you, the best technical solution for a quick return on investment.



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# MAGOTTEAUX



Magotteaux is an international group of foundries involved in the manufacturing and distribution of highly technological wear resistant foundry parts for the mining, cement, utility and aggregates industries worldwide. Magotteaux products will be found in most cement factories and mineral processing plants around the globe and include amongst others grinding media, mill liners, heat resistant steel castings, crusher parts etc.

It takes pride in being at the forefront of product innovation and has introduced new state of the art wear resistant composite materials as the likes of Xwin®, Xcc® etc..



**Philippe DE BOSSCHER**  
REGIONAL MANAGER  
AUSTRALASIA AND PACIFIC RIM



**Guillaume BLAKE**  
SALES ENGINEER

Its product range gets supported by a team of field engineers specialised in the field of comminution and complemented with a profound knowledge of pulp chemistry.

In Australia Magotteaux activities are mainly centered around the expanding mining business and the local cement business

Whilst its head office is based in Liege, Belgium, the group got recently acquired by the Chilean conglomerate Sigdo Koppers with their head office in Santiago, Chili.

Magotteaux currently operates 13 factories around the globe and employs 2,400 people.

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# MCS

At MCS, we believe Integrated Facility Management is far more complex than simply awarding the work to the lowest bidding service provider. It involves significant changes because of multiple objectives (cost optimization, independent quality control, transparency of KPI, lean process innovation, etc.). We call it 'Smart IFM', because it has the potential to affect several benefit areas such as total housing cost, risk, sustainability, best workplace and the brand name.

Based on 25 years of domain experience, MCS offers independent consulting services and software tools within Facility & Real Estate. Our consultants can assist you with the analysis of the current state of facility com-

modities, definition of a Smart IFM strategy and business plan, the elaboration of quality control mechanisms and writing out RFPs for all facility commodities. On the other hand, our myMCS software platform addresses the automation of Smart IFM processes, from workplace and meeting management, to helpdesk and service operations. We provide you with a powerful tool to rapidly capture all assets (buildings, equipment, etc.). The KPI-driven business intelligence provides you with transparency of the realized service levels. At last, the efficiency of on-the-ground services can be increased by the use of our tailored mobile solutions.



**Isaac EECKHOUT**  
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**Steven LAMBERT**  
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## MITHRA PHARMACEUTICALS



MITHRA PHARMACEUTICALS is a spin-off of the University of Liège (Belgium), founded in 1999 to market innovative pharmaceutical products exclusively dedicated to women's healthcare and into 4 therapeutic fields: contraception/fertility, menopause/osteoporosis, female cancer, and the utero-vaginal sphere. The current range available for export comprises 16 products distributed in 43 countries around the world.



François FORNIER  
CEO-FOUNDER



Eric POSKIN  
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## NELEN & DELBEKE

Nelen & Delbeke is committed to providing its customers with a broad range of exceptional products that are distinguished by their excellent design. This thanks to a complete updated and high-tech loom park.

Nelen & Delbeke is specialized in production of linen and mixed linen qualities, flat woven dobby and jacquard fabrics for upholstery and curtains.

We sell fabrics to editors and brands on an exclusive basis. Nice finishing gives our linen its most beautiful aspect and look.

As part of Masters of Linen, we are proud to include the finest embroideries.

Our Trevira CS collection is based on linen look.

Our raw materials are 100% of European origin.



**Dexter DELBEKE**  
SALES MANAGER



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## NOVA REPERTA

Nova Reperta

We are a boutique consulting and private equity firm specialized in value creation through transformation projects. We do this both as a pure consultant or as an investor.

We turn companies into a customer centric organization with efficient and effective operations, an engaging and entrepreneurial management structure and employee culture.

We are looking to set up a branch of Nova Reperta in Australia in order to serve the Asia Pacific market in transformation consulting and equity investments.



Nick DIELTIENS  
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# NXP SEMICONDUCTORS

NXP Semiconductors N.V. (NASDAQ: NXPI) provides High Performance Mixed Signal and Standard Product solutions that leverage its leading RF, Analog, Power Management, Interface, Security and Digital Processing expertise.

These innovations are used in a wide range of automotive, identification, wireless infrastructure, lighting, industrial, mobile, consumer and computing applications.

NXP Semiconductor Belgium N.V. is renowned for its research & development capabilities. It regularly cooperates

with IMEC on process technology and it hosts the Product Line Health, specialized in ultra low power solutions.



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## ORFIT INDUSTRIES



Orfit Industries develops and produces solutions for immobilization and mobilization of patients in three market segments: splinting materials for physical rehabilitation, thermoplastic materials for prosthetic sockets, patient positioning and immobilization systems for radiation oncology.

Orfit thermoplastic products improve the clinical outcome of therapy and increase the comfort of patients.

We offer complete solutions for clinicians and patients, from research and development to production, marketing and sales, export and training in the local market.

We have a worldwide activity, we support clinicians and help patients in 80 countries.



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# ORYX

Oryx, established in 1986, is a Belgian IT company. Our professional staff provides application development services to small and large enterprises, covering project planning, project management, component development, analysis, design & architecture advice, development and production support of complete business solutions. We are channel partner of Data Access Worldwide and have as such an international network of collaborators.

One of our key products is Flex<sup>2</sup>B.

Flex<sup>2</sup>B is a Warehouse Management System (WMS) with extended functionalities for the fresh food business. A suite of integrated modules such as quality management, track & traceability, recall, proactive management, and orchard management are parts of this solution.



Jozef DE SMEDT  
MANAGING DIRECTOR

For Zespri, one of our existing New Zealand customers, Flexible to Business (Flex<sup>2</sup>B) is a strategic component within their European IT landscape. It is critical to their business needs around logistical & supply chain processes, vessel discharge & receipt, in-market quality management, inventory and WMS throughout EMEA.



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## OTN SYSTEMS



OTN Systems designs, develops and markets a unique range of Open Transport Network solutions for specific market segments: oil & gas, metros, light rail systems, railways, mines, motorways, utilities, airports and large industrial plants.

The company's easy-to-use Open Transport Network solutions are based on the latest fiber optical technology. The systems are conceived to meet the needs of the industrial environment of our market segments and offer the most reliable digital communications backbone for video, voice, data, audio, etc. that fully supports your operations & mission critical applications.

It is OTN Systems' mission to provide innovative Open Transport Network solutions of the highest quality and reliability in combination with best-in-class customer support.

With a unique product portfolio and more than 400 satisfied customers all over the world, OTN Systems is committed to get your information across.



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# PAUL HUYBRECHTS

Profile: Paul Huybrechts is a master engraver, medalist, designer/developer of medal concepts, editor of commemorative medals, thematic watches and personalized gift items.

History: Huybrechts started his independent career in 1974 in Herent.

He realized 51 post stamps and 9 official coins for the Belgian Government in BEF, ECU and EURO (incl. the first ECU in 1987) and realized more than 1000 commemorative coins, medals and watches for approx. 45 countries. He is the author of some world renewed medals such as the InBev-Baillet Latour Healthprize, the

Flanders' Technology medal, the Mercator and Great Discovery dials for Vacheron & Constantin watches. He edited the first Belgian-Australian medal ever and will start a unique medal project in Australia together with an Australian artist. He is also involved in a project to build an Australian-Belgian monument in Belgium as a commemoration for the Australian soldiers who died in Belgium during WW1.



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## POLYTRA



Polytra, international transport engineer, freight forwarder and customs brokers, is not only offering the classic tasks but has become a specialist in creating new tailor-made solutions.

Polytra runs 4 specialized departments.

Our mining department is specialized in transporting special commodities such as cobalt and copper concentrates, quicklime, etc.

Our transport engineering project department is an expert in feasibility studies, budgeting and actual door-to-door transportation of turnkey industrial plants, dams, bridges, etc.



Guy VELGE  
CEO

Our industrial department provides transport logistics services to the chemical industry. Their main clients are BASF, Solvay and Ineos and finally international logistics, which is focusing on airfreight and import customers, specifically the ones of Far East and USA.

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# PTM ENGINEERING & DESIGN

PTM Engineering & Design is an international holding consisting of 4 companies:

- » PTM Newco: our telecom engineering & construction department
- » PTM Architecture: our architectural department
- » PTM Safety & Environmental: our environment, health & safety branch, currently still part of Newco
- » Trikaal Tech: our back office in India; a fast growing Indian engineering company in which we hold 25% stake.

Our services:

1. Stability engineering services, specializations for tower structures and industrial buildings
2. Project management on network roll-out for acquisition and construction services in telecommunication networks
3. Architectural services
4. Cad services in multi professional areas (gis, infrastructure, building, telecom...).



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## ROAM CHEMIE



Roam Chemie started 25 years ago with the distribution of water treatment chemicals.

Since the late 90's Roam Chemie also manufactures and commercializes products based on Huwa-San Technology. Huwa-San Technology is the new generation of hydrogen peroxide (powerful, residual, sustainable). It is NSF grade peroxide made as effective as possible through a better stabilization method which is both health and eco-friendly.

The Huwa-San product range was originally developed for dentists to keep the drinking water systems in the dental chair sanitized and disinfected.



**Jos ROEBBEN**  
CEO



**Yousrey EL SHARKAWI**  
SENIOR REGIONAL DIRECTOR  
ASIA & AFRICA

Nowadays we can offer safe and eco-friendly disinfection solution for applications in agriculture (greenhouses), veterinary industry, food industry, public and private swimming pools, drinking water (municipal system, legionella control, biofilm removal).

For the health care market we developed the BioXeco product line including products for area disinfection through vaporization (BioXeco 3DF – BioXeco FOG). This offers a safe, fast and 100% efficient way of preventing or curing hospital acquired infections like e.g. MRSA, VRE, Clostridium,...

Besides this the BioXeco product range also offers products for hand, instrument, hard surface and water disinfection.

All products have broad spectrum microbiological efficiency: virucidal, bactericidal, fungicidal. They are odorless, easy-to-use, colorless. Products are eco-friendly and do not create any harmful byproducts when applied.

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# 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 specialized 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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## SARENS



The Sarens Group, with its head office in Wolvertem, is an international company of Belgian origin, specialized in crane rental and engineering projects involving lifting and moving loads with exceptional sizes and weights.

The family-owned business, currently active in more than 50 countries, managed to secure its position on the world market within only a few decades. The Sarens Group employs some 3,600 staff around the world, with a consolidated turnover of € 470 million. This “specialist of the extra-ordinary” brings its broad gamut of cranes and other equipment worldwide into action within different industries. Sarens’ main customers are companies active in oil & gas production, energy, petrochemicals, major civil

projects and mining. A specialized wind division focuses on setting up wind turbines, both onshore and offshore.

Sarens Australia Pty Ltd is the local branch with nationwide 85 staff members, about 100 cranes up to 1,200 tons capacity and 120 axle lines SPMT in the country by the end of 201.

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# SEA-INVEST

Our fruit and food division is active in Belgium (Antwerp and Zeebrugge), France (Dunkirk, Le Havre and Fos-sur-Mer), Germany (Hamburg), South Africa (Capetown and Durban) and Ivory Coast (Abidjan).

As far as stevedoring activities are concerned, we offer in all ports large facilities for handling all kinds of fruit (break bulk or palletised) as well as large temperature controlled, both chilled and frozen, storage capacities.

Following commodities are handled: bananas, pineapples, citrus fruit, deciduous and tropical fruit and deep-frozen products such as fruit juices, meat, fish and vegetables. Our fruit division has computer systems to

operate the handling operations, tallying, custom clearance, delivering and stock keeping.

Furthermore, our subsidiaries offer also a full range of services such as agency, forwarding, trucking, repackaging, weighing, bar-coding, quality-control, etc.



**Johan CLAES**  
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## SEPTENTRIO



Septentrio Satellite Navigation NV, designs, manufactures, markets and supports high-end dual-frequency GNSS (GPS, GLONASS, Galileo, Beidou,...) receivers with the best possible performance at a very competitive price. Targeted at original equipment manufacturers (OEMs), Septentrio's core technology is being applied in precise positioning, timing and attitude determination applications.

Septentrio Satellite Navigation NV is a dynamic company founded to commercialize the Satellite Navigation know-how developed at the Interuniversity Micro Electronics Centre (IMEC), the largest independent micro-electronics R&D lab. Septentrio's headquarters are lo-

cated in Leuven, close to Brussels, capital of Belgium and of the European Union.

Septentrio's technology is inherently multi-system, dealing with all available satellite navigation signals available today and actively promoting and developing the technology of tomorrow.

Septentrio actively supports customers with customization, prototyping, field-testing, and assistance in application integration.



**Peter GROGNARD**  
CEO & FOUNDER

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# SOFICO

Sofico specializes in software solutions for automotive finance, leasing and fleet management companies. With over 20 years' experience, Sofico has developed unparalleled business expertise in the leasing and fleet management industry and provides several leasing companies with the appropriate software applications. Sofico is considered as a worldwide reference in the leasing and fleet management industry. Thanks to our vision and strategy, Sofico has grown into a healthy and forward-looking company. We're a specialist company and we focus on the finance, leasing and fleet management industry alone. Our products have always been related to this industry, so we focus on its specific challenges.



**Gémar HOMPES**  
MANAGING DIRECTOR



**Koenraad  
VAN GRIMBERGEN**  
GENERAL MANAGER AUSTRALIA

Miles is the product of many years of experience and the successor to Leasebase. The flexibility and quality of Miles, combined with the experience and dedication of Sofico, result in a reliable solution that supports the strategic objectives of every leasing company. Miles is a complete software solution and supports the entire life-cycle of a leasing contract, based on a stable and scalable open technology platform.

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## SOPURA



SOPURA S.A. is an innovative international company, offering its customers a wide range of products and services associated with cleaning and disinfection, as well as water treatment.

Our daily challenge is to provide companies in the brewing, food and soft drinks industries with quality products and services for cleaning, disinfection and water treatment, while guaranteeing sustainable growth and creating adding value for our customers, employees and stakeholders.

Thanks to our partnerships with major customers, we have created a worldwide network of subsidiaries and distributors, which means that we can offer products and services to customers in more than 70 countries.

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Monique COPPIETERS  
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Peter BRUCE  
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# SOUDAL

Soudal is Europe's leading independent manufacturer of sealants, construction foams and adhesives. The company, established by Mr Vic Swerts in 1966, is still family owned and independent from capital markets.

Soudal offers innovative solutions to most bonding, sealing and waterproofing applications. Our products are used in three market segments: construction, industry and retail (hardware stores).

The Soudal product range includes silicone sealants, polyurethane sealants and adhesives, sealants and adhesives based on hybrid polymer technology, construction foams in aerosol cans, acrylic sealants, technical

aerosols, flooring and timber adhesives as well as a range of complimentary products.

Soudal's head office and the two main production plants are based in Turnhout, Belgium with additional production facilities in Germany, Poland, Turkey, China, India, Chile and the United States.

It is our belief that it is necessary to be as close to our markets as possible. To achieve this Soudal operates more than 35 sales offices with local staff and warehouses in Europe and in many countries overseas (Singapore, the USA, South Africa, China, India, Brazil, Mexico, Chile, Peru and Colombia).

Soudal works closely with national distributors in a large number of other countries such as Australia and New Zealand.



**Victor SWERTS**  
CHAIRMAN



**Lea DERIDDER**  
MEMBER OF THE BOARD

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## STI CONSULT



STI Consult is an ICT Consulting company specialized in mobile ICT.

Founded in 2002 by Marc Vanryckeghem, the company now delivers consulting services to the European Commission, NATO, ESA, Belgian Government...

STI Consult is proud to present: I-DENTITY®

A STRONG AUTHENTICATION MOBILE app for iOS & Android devices.

i-Identity® app supports growing needs for corporations to evolve towards a « Bring Your Own Device » policy while being compatible with smartcard based authentication.



Marc VANRYCKEGHEM  
CEO

i-Identity® enables companies to extend their «Cloud»-based infrastructure by allowing remote users to securely connect from their smartphones and tablets.

The i-Identity® solution was made around a ZERO FOOTPRINT target for end users and companies. It can be integrated to third party native applications.



# STUDIO 100

Studio 100 is an international family entertainment group, a 'European Disney' focused on top-quality multimedia family entertainment.

Founded in 1996, the company has brought successful new children's concepts to television. Using a unique one-stop shopping model, it created music, books, feature films, shows and theatre productions starting from a popular television character or show.

Through takeovers, Studio 100 has acquired the largest independent children's classics catalogue in the world, including 'Maya the Bee', 'Vicky the Viking' and 'Heidi' to present to a new generation. Studio 100 has also developed five successful theme parks and some popular TV channels.

Studio 100 productions teach children important values. All characters created by Studio 100 have a strong ethical core. Studio 100 programs offer children a safe environment without exposing them to violence or other situations going against the company's code of ethics.

Studio 100 productions are distributed in more than 100 countries and the company works closely with broadcasting networks such as Nickelodeon, the BBC, ZDF, TF1 and Al Jazeera. Studio 100 has become the first European production company to create a prime-time series for Nickelodeon in the US.

As a company, Studio 100 creates opportunities for its employees to develop their creative skills and long-term careers.



**Hans BOURLON**  
CEO



**Koen PEETERS**  
CFO



**Robert James BALLANTINE**  
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## STUDIOTECH



STUDIOTECH's main business is engineering, distribution/sales, installation and after-sales servicing of broadcast and professional audio/video equipment. The company also designs and installs turnkey projects such as recording/mixing studios, editing suites, mobile OB units and, on request, provides fully tested, serviced and guaranteed used equipment.

The company's good name is based on first class service and customer satisfaction.

The staff is held in high regard for their product knowledge, quality standards, attention to detail and customer care.



**Rudolf MECS**  
MANAGING DIRECTOR BELGIUM



**Michael Jan BENTSEN**  
MANAGING DIRECTOR  
AUSTRALIA

In a relatively short time, Studiotech in Belgium, Hungary and Poland have become recognized as leading players in the field of audiovisual engineering across Europe. It is confidently predicted that the same will happen in North Africa with the relatively recent opening of a branch in Algeria and Morocco.

The founders and key members of staff have extensive professional experience which they continue to develop in step with leading-edge technology.

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# TANSENS & CASAERT

Tansens & Casaert is a producer of viscose, cotton, and woolen fine rugs. The company was founded in 1958 as a producer of upholstery fabrics, but because of a change in fashion we switched to wall hangings. After a few years, we accomplished to produce 8000 pieces a week and became the biggest producer of wall hangings in the world. In the 80's we also started to produce viscose, wool, acrylic and cotton rugs. Today this is our biggest activity. We invest in the latest technology and because we are one of the biggest producers in the world of this product and because we have an own finishing division and a design studio with very skilled people we are able to introduce very nice products at competitive prices.



**Johan CASAERT**  
GENERAL MANAGER

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TELETASK  
trendsetter in domotics

## TELETASK

TELETASK is a Belgian manufacturer of high quality Home Automation products. The company was founded in 1984 and specializes in solutions for Home Automation in luxury houses, cottages, apartments, professional buildings and high-end hotels.

The TELETASK solutions perfectly integrate all electrical functions available: lighting, heating, air-conditioning, curtains, doors, gates, audio, video, camera's, door phone systems, PC, mobile phone, access control, security, default internet/Ethernet connections, etc. We are always looking to improve the comfort and safety of the residents and to control energy rationally.

TELETASK offers easy to use solutions, based on 27 years of experience, which will improve the quality of life. In more than 40 countries worldwide, each day, our customers enjoy our solutions.



Johan VANDER BEKEN  
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# THE BELGIAN CHOCOLATE GROUP

Founded in 1956, The Belgian Chocolate Group (BCG) is a well-established supplier and exporter of premium chocolate products, offering high quality at attractive prices. Our wide range of products, which form a solid base for our brand "The Belgian", includes Chocolate Seashells, Cocoa Dusted and Flake Truffles, Pralines, Bars, Hollow Figures and more innovative products like Medaillons, Truffines and Chocolate Donuts. We also carry a No Sugar Added Bar Range.

The company has two plants in Belgium, where the chocolates are made and exported from. "The Belgian" reflects the traditional chocolate making expertise from Belgium. We work together with exclusive distributors in

over 70 countries with a view to creating a clear, unified brand presence. In our constant search for first-rate ingredients, quality is the highest requirement. Furthermore, BCG follows the international standards and guidelines. In January 2011, BCG was the first Belgian chocolate company to obtain the A star level of the international BRC food standard. This is the highest possible standard to obtain.



**Marc PAUWELS**  
MANAGING DIRECTOR

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# TRAFICON



TRAFICON is world leader in video analytics solutions for traffic management applications. The solutions are used on highways and roads worldwide in order to increase traffic safety. Video streams from traffic cameras are analyzed and used to detect incidents within seconds in order to prevent secondary accidents.

By integrating the software with the camera, TRAFICON offers cost effective solutions for urban traffic applications. Recent developments are for detection of pedestrians while crossing the street or waiting to cross the street.



Nico VERSTRAETE  
INTERNATIONAL BUSINESS  
DEVELOPMENT MANAGER

## Overview of solutions:

- » Tunnel & highway: incident detection, traffic data collection, automatic number plate recognition
- » Urban traffic: vehicle presence detection and data collection and detection of pedestrians
- » Smoke detection based on video analytics.

Major installations in Australia: Brisbane CLEM7, Airport Link, Northern Link, Sydney M5East, M2... Installations in New Zealand: Auckland Harbour Bridge, Johnstone Hill tunnel, Victoria Park tunnel, Wellington tunnels...

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# UTERON PHARMA

UTERON PHARMA, located in Liege (Belgium), and its 6 subsidiaries are dedicated to the research driven development of a diversified portfolio of high value female healthcare products relating to (i) contraception and fertility (ii) menopause and osteoporosis (iii) utero-vaginal sphere and (iv) female cancer.

The present development portfolio includes a new generation of oral contraceptives based on natural hormones, a hormonal intra-uterine device, treatments for persistent vaginal infections and a new generation of tests that will significantly increase in-vitro fertilization success rates. Based on a silicone based technology

platform, Uteron also develops sustained or controlled release devices for well known hormones.

Uteron Pharma has several research and development partners such as the University of Liege and its projects are supported by the Walloon Region.



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## VASCO DATA SECURITY



VASCO is a world leader in strong authentication and digital signatures. As a global software company, VASCO serves a customer base of approximately 10,000 companies in over 100 countries, including approximately 1,700 financial institutions. VASCO focuses on three core activities: user authentication, electronic signatures and digital signatures. Its most renowned solution is DIGIPASS which exists in over 50 different form factors, both hardware and software. With more than 100,000,000 DIGIPASS shipped and sold worldwide, the company has a well-established customer base and proven track record. VASCO serves more than 50% of the banking community in Australia with its products and

services, including HSBC Australia and Commonwealth Bank. The company also plays a leading role in offering strong authentication solutions and services for online applications and network security in different verticals such as healthcare, insurance, education, HR, telecommunications, the public sector and many others. VASCO has a worldwide sales presence with more than 20 offices worldwide, including a sales office in Sydney and a R&D center in Brisbane.



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# VERGOKAN

Vergokan NV is part of Vergokan International (Pentahold), with production units in Oudenaarde, Kruishoutem and Moeskroen in Belgium, and Redkino in Russia.

Thanks to the fully integrated production, Vergokan can offer these products in any possible finish: regular steel – hot dip galvanized steel – stainless steel – duplex and triplex polyester and epoxy coated.

Vergokan produces and markets a wide range of metal cable support systems. The range comprises cable trays, wire baskets, cable ladders, floor channels, floor systems, as well as all matching accessories.



**Dirk DERUYTERE**  
COMMERCIAL DIRECTOR

Vergokan has invested largely in time saving and installer friendly products.

In respect of the further development of the company internationally, Vergokan is actively looking for distribution partners and/or agents in Australia and New Zealand.

The Vergokan products are used on a wide scale in the industry (offshore, paper mills, general industrial plants), as well as general public buildings (schools, hospitals, sports arenas, hotels, etc).

Vergokan is actively exporting already to a vast area of countries worldwide.



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Patrick RENAULT  
AMBASSADOR



# BELGIAN FOREIGN TRADE AGENCY

The Belgian Foreign Trade Agency is a public body with 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. Its Honorary President is His Royal Highness Prince Philippe of Belgium.

The Agency's main tasks are to:

- » Provide documentation on foreign markets;
- » Organise joint economic missions;

- » Collect, organise and circulate information, studies and documentation on external markets on behalf of the regional export promotion organisations.

The regional export organisations (AWEX, Brussels Invest & Export and FIT) remain the primary contact points for Belgian companies.



**Marc BOGAERTS**  
DIRECTOR GENERAL  
ADVISOR TO HRH  
PRINCE PHILIPPE



**Patrick GILLARD**  
ECONOMIC MISSION  
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# BRUSSELS INVEST & EXPORT MINISTRY OF THE BRUSSELS-CAPITAL REGION



Brussels Invest & Export is the foreign trade and investment agency of the Brussels-Capital Region. It aims to promote the internationalisation of the Brussels economy.

Brussels is not only the Belgian and European capital, home of NATO and EU headquarters, but it is also a large business centre at the heart of the European market.

Brussels Invest & Export assists Brussels' companies operating in foreign markets. Almost ninety economic and trade commissioners across all continents provide free guidance to SMEs, target potential local prospects and partners, organise matchmaking events... Concrete initiatives in Brussels and abroad include trade mis-

sions, contact days, invitations of decision makers and collective stands at international trade fairs.

Brussels' exporters are listed in a database, [www.Brussels-exporters.be](http://www.Brussels-exporters.be), which can be accessed by all foreign companies searching for partners.

Another mission of Brussels Invest & Export is to attract foreign companies to Brussels and to provide them with support, should they decide to locate their business in the Region.

To enable investors to assess the benefits of establishing in the capital, Brussels Invest & Export offers them a "Welcome Package" which includes equipped office space at no cost for a three-month period.



**Jacques EVRARD**  
MANAGING DIRECTOR



**Isabelle LAVERGE**  
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# FEDERAL PUBLIC SERVICE (FPS) 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).



**Service Public  
Fédéral  
FINANCES**



**Albert WOLFS**

INTERNATIONAL TAX EXPERT  
HEAD OF THE FISCAL  
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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.



**Dirk VAN STEERTEGHEM**

HEAD OF DEPARTMENT  
INTERNATIONAL BUSINESS  
DEVELOPMENT



**Sabine VINCKE**

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# 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.



Alain DEMAEGD  
DEPUTY CHIEF OF STAFF

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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# GOVERNMENT OF THE WALLOON REGION

Cabinet of the Minister of Economy and Vice-President of the Walloon Government



The Minister of Economy and Vice-President of the Walloon Government, Jean-Claude Marcourt, and his cabinet are charged with overseeing the economic and social development of Wallonia.

To the five clusters of competitiveness created under the Marshall Plan, with the goal of creating a solid economic and industrial environment (Transport and Logistics, Healthcare, Mechanical Engineering, Agro-Industry, Aeronautics and Space Industry), has been added a sixth one dedicated to the green economy.

Sustainable development is ripe with real opportunities for Wallonia to enhance its economy. In light of this

belief, special attention will be paid to SME's and new technologies, which are also competencies of Minister Marcourt.

Located in the center of Europe, at the converging point of major roads, rivers, railways and air routes, Wallonia benefits from a high quality labor force and ample free spaces for the expansion of new economic activities; all advantages that Minister Marcourt, his team - in close collaboration with the Wallonia Foreign Trade and Investment Agency (AWEX) - will assert when promoting the benefits of Foreign Trade to the Region.



Julien COMPERE  
CHIEF OF CABINET



Toni PELOSATO  
CHIEF OF STAFF - HIGHER  
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Nathalie Lafontaine  
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# MINISTRY OF DEFENCE

## Office of the Minister

Mr Pieter De Crem is Belgian Minister of Defence since the 21<sup>st</sup> of December, 2007. This makes him responsible of the Belgian Armed Forces and several other federal institutions, such as the Belgian National Institute for Veterans and Victims of War.

Under his policy, the Belgian Armed Forces underwent a profound transformation, which focused on restoring the financial health of the department and investing in state-of-the-art military equipment. Despite an important downsize of the military personnel, this enabled the Belgian Defence to increase significantly its participation in international operations and to become a reliable, important and respected partner in the field of international

security and defence. Every year, approximately 5.000 Belgian military men and women participate in all major peacekeeping operations in the world under the banner of NATO, the European Union and the United Nations, such as the ISAF-mission in Afghanistan, the NATO-led mission UNIFIED PROTECTOR in Libya in 2011, the United Nations mission UNIFIL in Lebanon and the anti-piracy mission of the European Union in the Gulf of Aden.

Furthermore, Minister De Crem plays a leading role in strengthening the cooperation between the armed forces of allied countries. This is done through the concept of 'Pooling & Sharing' of military capabilities, which is also known as 'Smart Defence' in a NATO-framework.



**Colonel Vincent D'HOEST**  
ASSISTANT TO THE DIRECTOR  
MATERIAL RESOURCES,  
BUDGET, MILITARY  
OPERATIONS AND TRAINING



**Lieutenant-Colonel Jo HEYLENS**  
MILITARY ASSISTANT TO THE  
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**Ignace MICHAUX**  
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# OFFICE OF THE COMMISSIONER GENERAL FOR THE COMMEMORATION OF THE FIRST WORLD WAR



The Office of the Commissioner General for the Centenary of the First World War has been established by the Belgian federal government in March 2012. The Office of the Commissioner General is headed by Mr Paul BREYNE, honorary Governor of Western Flanders and past Mayor of the city of Ypres (Ieper).

The main federal authorities involved in the Office's activities are: Chancery of the Prime Minister, Foreign Public Service Foreign Affairs, Foreign Trade and Development Cooperation, Ministry of Defence, National Institute for Veterans and Victims of War.

The objectives of the Office of the Commissioner General for the Centenary of the First World War are:

- » Coordinating federal activities and projects
- » Contributing to a Belgian commemoration program, in close cooperation with all relevant authorities
- » Developing international cooperation around commemoration activities and projects



**Paul BREYNE**  
COMMISSIONER GENERAL  
FOR THE CENTENARY OF THE  
FIRST WORLD WAR



**Régine VANDRIESSCHE**  
DEPUTY DIRECTOR GENERAL  
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## WALLOON REGION - WALLONIA-BRUSSELS CAMPUS

Its missions are to federate, coordinate, promote, communicate and orientate. Under the auspices of Wallonia-Brussels International (WBI) and the Ministry of the French-speaking Community of Belgium, and committed to support higher education institutions and foreign students alike, Wallonia-Brussels Campus sets out to promote the higher education of French-speaking Belgium on the international stage.

WBCampus' tools:

- » The website [www.studyinbelgium.be](http://www.studyinbelgium.be) allows foreign students to access all the information they need to prepare for a period of study in Wallonia-Brussels

- » Multilingual publications inform foreign students about the higher education system
- » Participation in promotional events abroad is an effective way to promote higher education;
- » The joint organisation of promotional campaigns on specific themes fosters cooperation between higher education institutions within the Wallonia-Brussels Community and establishments dotted around the world.

WALLONIE  
BRUXELLES  
CAMPUS



Cécile LIEGEAIS  
MANAGER



Sandrine YODTS  
PROJECT OFFICER

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



The Wallonia Foreign Trade and Investment Agency (AWEX) is the Wallonia Region of Belgium's governmental agency charged with promoting foreign trade and attracting foreign investment. The agency has a worldwide network of 107 economic and trade representatives. AWEX has been certified ISO 9001 since April 2002.

As a foreign trade agency, AWEX carries out a mission focused on promoting and informing the public of the many benefits of both Wallonia and its 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 an investment promotion agency, AWEX has an overall responsibility for the attraction of foreign investments in Wallonia. This includes seeking out and providing information to potential foreign investors: search of real estate, information on the cash and R&D grants available in the Region, availability and cost of personnel, employment incentives and attractive fiscal measures. The Agency also offers a pro-active follow-up service to investors already established in Wallonia.



**Philippe SUINEN**  
CEO



**Michel KEMPENEERS**  
DIRECTOR ASIA PACIFIC



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# FOR FURTHER DETAILS CONCERNING BELGIAN PRODUCTS, SERVICES AND TECHNIQUES, PLEASE GET IN TOUCH WITH THE:

## TRADE COMMISSIONERS:

Economic and Commercial Representation for  
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## WWW.BELGIANECONOMICMISSION.BE



Need to contact an organiser? Looking for the latest programme? Wondering who the participants are? Interested to learn more about Belgium or maybe looking for some pictures or a press release?

A dedicated website has been created for finding anything you need to know about the Belgian Economic Mission to Australia and New Zealand, whether you are a participant, a journalist, a local partner or just interested to know what happens during this mission. A variety of documents and information are gathered in one place for your convenience.

Moreover, if you are a participant or an organiser and would like to share information on the website, please contact Rose Donck for further assistance.



**Rose DONCK**

ECONOMIC MISSION  
COORDINATOR

PRESS OFFICER AND WEBMASTER

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# BCD TRAVEL

## About BCD Travel

As a leading provider of global corporate travel management, BCD Travel simplifies and streamlines the business of travel. This benefits the organization on every level: from the bottom line to business travellers. BCD Travel operates in more than 90 countries, with total sales amounting to US\$ 17 200 million and a combined workforce of 10 800 people worldwide. BCD Travel is a BCD Holdings N.V. company. For more information, visit [www.bcdtravel.com](http://www.bcdtravel.com).



**Patricia  
VAN den EYNDEN**  
SENIOR PROJECT LEADER  
PUBLIC SECTOR



**Olivier BERGHE**  
PROJECT LEADER PUBLIC  
SECTOR – GROUPS  
DEPARTMENT

## BCD Travel Belgium

As market leader in Belgium, BCD Travel offers a wide variety of services designed to meet the needs of every customer, from small and medium sized enterprises to large corporations, both in the private and public sector.

Online and offline management of the travel account with the following characteristics:

- » Multinational service centre
- » Platform for SME (small and medium sized enterprises)
- » Specific services for the public sector
- » Consultancy services
- » Strategic meetings, conferences and incentive travels

## About BCD Holdings N.V.

BCD Holdings N.V. is a market leader in the travel industry. The private owned Dutch company was founded in 1975 by John Fentener van Vlissingen. BCD Holdings employs approximately 13 500 people and operates in more than 90 countries with total sales, including franchising, of US\$ 20 300 million. For more information, visit: [www.bcd-nv.com](http://www.bcd-nv.com).



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# HOTELS OF THE MISSION







## PERTH

### Pan Pacific

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# SYDNEY

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## MELBOURNE

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## AUCKLAND

### Sky City Grand Hotel

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ECONOMIC  
PROFILE OF  
BELGIUM,  
THE HEART OF  
EUROPE



# ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE

Belgium is a federal Kingdom comprised of three Regions (the Flemish Region, the Walloon Region and the Brussels-Capital Region) and three Communities (the Flemish, the French and the German Communities).

Belgium has an estimated population of 10.6 million inhabitants (2011) and is one of the most densely populated countries in Europe. Brussels is the 'Capital of Europe': it hosts 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. That is how Brussels ranks as the world's number two city (after Washington, D.C.) in terms of the number of accredited journalists, and fourth in terms of the number of international meetings and seminars held.

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 (Gross Domestic Product) reached €354.6 billion in 2010 and €368.7 billion in 2011. In line with the world evolution, Belgium's growth rate was negative in 2009 (-2.7%). In 2010, the Belgian economy recovered and a growth rate of 2.2% was recorded. GDP kept rising in 2011, albeit at a slightly slower pace than the year before (+2.0%).

Despite the recent downturn, Belgium is a high income country, with a GDP per capita of US\$ 48,235 in 2011 (Economist Intelligence Unit).

In 2011, according to the World Trade Organization (WTO), Belgium was the 10<sup>th</sup> leading exporter of merchandise goods and the 16<sup>th</sup> leading exporter of services. Belgium's share in world merchandise exports was 2.6%. With a share of 2.5% in world imports of goods, Belgium ranked 12<sup>th</sup> among world importers.

For five years, Belgium has been holding the top position of the annual KOF Index of Globalization, which measures the economic, social and political dimensions of globalization.

Regarding Foreign Direct Investments inflows, Belgium ranked number 4 in the world in 2011 with an estimated US\$ 80.0 billion. The continued presence of coordination centers, as well as numerous tax incentives that entered into force in January 2006 (notional interest deduction, tax shelter,...) play an important role.

# TRADE RELATIONS WITH AUSTRALIA AND NEW ZEALAND

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.

## AUSTRALIA

BELGIAN EXPORTS TO AUSTRALIA	2009	12 months	€ 1240.1 million
	2010	12 months	€ 1631.2 million
	2011	12 months	€ 1715.2 million
	2012	6 months	€ 874.6 million
BELGIAN IMPORTS FROM AUSTRALIA	2009	12 months	€ 696.8 million
	2010	12 months	€ 997.7 million
	2011	12 months	€ 1371.6 million
	2012	6 months	€ 1055.6 million

## NEW ZEALAND

BELGIAN EXPORTS TO NEW ZEALAND	2009	12 months	€ 122.3 million
	2010	12 months	€ 182.5 million
	2011	12 months	€ 194.7 million
	2012	6 months	€ 81.6 million
BELGIAN IMPORTS FROM NEW ZEALAND	2009	12 months	€ 315.9 million
	2010	12 months	€ 308.8 million
	2011	12 months	€ 320.1 million
	2012	6 months	€ 125.8 million











