

Belgian Economic Mission to

CHILE



3-7 December 2011

This publication is also available on the website of the Belgian Foreign Trade Agency: www.abh-ace.be

Belgian Economic Mission to

CHILE

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.

3 - 7 December 2011





BELGIAN ECONOMIC MISSIONS

CALENDAR 2011-2012

2011

	RUSSIA	April 3 - 8
	UNITED STATES OF AMERICA	June 22 - 30
	CHINA	October 20 - 29
	CHILE	December 3 - 7

2012

	VIETNAM	March 10 - 16
	JAPAN	June 9 - 16
	TURKEY	October 15 - 19
	AUSTRALIA & NEW ZEALAND	November 18 - 28

(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 General 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 China & Hong-Kong and Bahrain & Qatar (2007); USA (Seattle) & Canada (Vancouver), Egypt, Argentina & Uruguay and Indonesia & Singapore (2008); Mexico & Panama, the Republic of Korea, the Kingdom of Saudi Arabia and Morocco (2009); India, Brazil, Kazakhstan and Ukraine (2010); Russia, the United States and just recently, China (2011).

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 organizations 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 JEAN-CLAUDE MARCOURT

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

Born in Awans on October 16, 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 for the Deputy Prime Minister and Minister of Economy and Telecommunications

- **1999-2003:**

Director of Cabinet for the Deputy Prime Minister and Minister of Employment of the Federal Government of Belgium

- **2003-2004:**

Director of Cabinet for the Deputy Prime Minister and Minister of Justice of the Federal Government of Belgium

- **2004-2009:**

Minister of Economy, Employment, Foreign Trade and Heritage for the Walloon Regional Government

- **Since 2009:**

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



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PRIVATE & PUBLIC
ORGANIZATIONS,
CHAMBERS
OF COMMERCE
AND FEDERATIONS



The **BEP** is the local agency for economic development in the Province of Namur. Its mission is to guide the region into a dynamic and sustained development that generates activities and jobs, with respect for the human aspects. Base lines are the valorisation of existing resources, improving the standard of living and the integration of new energy challenges.

The different activities of BEP are supporting industrial companies and the touristic sector, the development of the region, waste management, cremation, management of the European programs and the organisations of exhibitions (by the management of the conference centre "Namur Expo").

In order to enhance the economic activities, BEP organises infrastructure and services to facilitate new projects and helps the companies and investors with the identification of new market opportunities in an open, dynamic partnership, on local level as well as on an international level.

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Head of Projects

BELGO-CHILEAN CHAMBER OF COMMERCE

The **Belgo-Chilean Chamber of Commerce**, located in Brussels, is an independent and non-profit organization with more than half a century of experience in the relations between Belgium and Chile. Its main aim is to cultivate the bilateral relations between both countries, not only in terms of business or trade, but also contributing to the management of academic, cultural and interpersonal exchanges. It therefore offers personalized services to each person or company interested in developing contacts or activities in Chile and in reverse, to each Chilean person or company interested in Belgium.

With the active support of its twin organization, the Chilean-Belgian Chamber of Commerce in Santiago, our chamber acts as an intermediary, facilitator or social support in actual projects. The extended experience and large array of contacts and personal networks help to accelerate contacts and to advise both Belgian and Chilean parties. More specifically, the Chamber offers a platform of experiences and an exchange of the “best practices”, and functions as a “collective memory” of the relationships between Belgium and the role model economy of the Latin American region.



Christian GHYMERS
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Geneviève FRANÇOIS
Vice-President



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CHILEAN BELGIAN LUXEMBOURG CHAMBER OF COMMERCE



The **Chilean Belgian Luxembourg Chamber of Commerce “Belgolux”** is an independent, non-political and non-profit organization. Its main mission is to stimulate the commercial, social and cultural links between Belgium, Luxembourg and Chile. In conformity with the Chilean law, the Chamber was founded in July 1981, by a group of businessmen, economic leaders, visionaries and entrepreneurs, linked to Belgium for commercial reasons, for family-ties or simply friendship bonds, as an answer to the increasing commercial relationships between both countries. As from June 23 2011, the Belgian Chamber and the Chambers of the Grand Duchy of Luxembourg joined forces in order to offer more and better services to their members.

Today, the Chamber unites the major Belgian and Luxembourg companies who are investing in Chile and/or the companies that are involved with the trade between the three countries. The Chamber also counts members that feel close to Belgium or Luxembourg for individual reasons, for professional or personal reasons or even just out of friendship.

We kindly invite you to visit our website www.camarabelgolux.cl to find out more and to become a member of the growing network of businessmen and economic leaders who all share their interests in Belgium, Luxembourg and Chile.

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Frederik JANSSENS
President



Alex THIERMANN
Vice-President



Annemie MAGNUS
General Manager

FEB/VBO – FEDERATION OF ENTERPRISES IN BELGIUM

The **Federation of Enterprises in Belgium (FEB)** is the only multisector employers' organisation representing companies of the three Belgian regions. FEB counts 35 professional regional federations – in addition to its applicant and corresponding members. All in all, it represents more than 48.000 companies, of which 41.000 are small or medium-sized firms. In terms of jobs, FEB represents approximately 75% of the employment in the private sector.

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

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



Rudi THOMAES
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FITA FLANDERS INTERNATIONAL TECHNICAL AGENCY



The main aims of **FITA** are:

- making Flanders' achievements known abroad, in various areas connected with infrastructure and equipment, logistics, mobility and environmental issues, renewable energy, spatial planning and housing ;
- FITA also deals with the promotion of the participation of the Flemish business world (engineering companies, building contractors, producers and suppliers) in investments abroad by offering technical assistance and logistic and administrative support e.g. by putting governmental experts available to fulfil international assignments ;
- FITA organises tailor-made visits and trainings in Flanders.

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Wim VAN ROMPAY

Area Manager

HAINAUT DEVELOPPEMENT

Hainaut Développement is the province of Hainaut's Agency for Commercial Development and Environment. Its aim is to improve the socio-economic environment and the standard of living. It offers a wide array of services to companies: cross border, European and international development, partnership stimulation, financial support, aid in the public sector, support to obtain a single permit, support to the agricultural sector etc.

Hainaut Développement has since several years re-orientated its efforts towards a sustainable development and aims to become the Centre of reference of Hainaut in the domain of sustainable cross border activity. Furthermore, a series of observations, studies and surveillance of the big interests and the exchange of "good practices" on an international level is being processed.



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HEALTHCARE BELGIUM



Healthcare Belgium is an official Belgian non-profit organisation established in 2007 by 11 top Belgian hospital groups.

The organisation receives substantial support from Agfa Healthcare, the Federation of Enterprises in Belgium (VBO-FEB), Ion Beam Applications (IBA), VK Group and other Belgian experts in the medical sector.

Objective: Internationalisation of the Belgian medical sector

Belgium ranks top in Health in The Global Competitiveness Report published by the World Economic Forum: Nr 1 in 2010-2011 and Nr 2 in 2011-2012.

Healthcare Belgium offers unique collaboration opportunities:

Academic & Clinical Knowledge Transfer

- Training
- Fellowships
- educación

Health Technology Implementation

- Management of Hospital
- Digitisation of hospital administration

Patient Treatment

- Telemedicine, teleradiology services
- Treatment of patients
- Remote Medical Opinions/ Second Opinions

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Rudi THOMAES
Chairman

UNIZO INTERNATIONAAL VZW

UNIZO, the organisation for independent entrepreneurs and SME 's" is a non-profit making and interprofessional employers' organisation and social partner. With over 120 cooperating professional sectorial organisations and over 85,000 members, UNIZO is the largest organisation for entrepreneurs in Flanders and 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-Internationaal is responsible for stimulating international trade of Flemish SME's and cooperation in European and international projects. Unizo is a member of UEAPME, the European SME-organisation.



Unie van Zelfstandige Ondernemers



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VLAMINGEN IN DE WERELD

FLEMINGS IN THE WORLD



Flemings in the world (VIW) is an active network of Flemish people all over the world. VIW counts on volunteers, representing the Flemings, to maintain a close bond between Flanders and emigrated or expat Flemings in Europe or other continents.

VIW aims to obtain the largest amount of useful contacts on economic, cultural, social and human level. VIW is the good image of Flanders abroad, through its emigrated people. VIW also wants to show the youth in Flanders the infinite possibilities the world and an international environment can offer, both in thinking and acting.

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Annemie MAGNUS
Representative of VIW Chile

WAGRALIM

WagrALIM is the competitive Walloon centre dedicated to the agro-industrial sector. It reunites companies, research centres and educational actors to achieve the same goal: the realization of projects with a high added value.

Its strategy is based on 4 priority levels of development:

“Health” nutrition, industrial efficiency, (eco-) packaging and the development of sustainable networks in the agro-industry.

WagrALIM offers different services to the companies of this industry, in order to make them more competitive and innovative on a regional and international level.

The projects supported and developed by the centre are research and development projects, education, investments and international counselling.

For more information, please visit: www.wagrallim.be



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FINANCIAL INSTITUTIONS



BNP Paribas is one of the leading banks in the world according to Standard and Poor's and the largest savings bank in the euro zone. The group is present in over 80 countries and employs over 20 000 people, 16 000 of them in Europe. It holds a key position in its three activities: retail banking, investment solutions and corporate and investment banking and it holds a strong and growing position in Asia.

BNP Paribas Fortis is one of the principal banks of Group BNP Paribas. On the Belgian market, the branch offers a wide array of financial services for individuals, self-employed persons, SME's and public institutions.

The bank also works on individualized solutions for wealthy clients, companies, public and financial institutions, based on the knowhow of BNP Paribas and an international network.

BNP Paribas's history as the representative office of BNP Paribas SA in Chile is elaborate, starting from its active participation in the financing of the Santiago underground in the sixties and seventies. The bank offers financial services to a variety of companies, from Chilean and foreign multinationals to financial institutions from different branches of the Chilean economy.

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ONDD - THE BELGIAN EXPORT CREDIT AGENCY

The Office National Du Ducroire / Nationale Delcredere-dienst (**ONDD**) is the Belgian public credit insurer. The ONDD is an autonomous government institution that works to promote international economic relations and relies on State guarantee.

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



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

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

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

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Barbara REYPENS
Investment Officer





PORTS AND AIRPORTS



Cobelair is a freight forwarder with offices at Brussels and Antwerp airport. Thanks to this central position, in the heart of Europe, and our global agent network, we can offer tailor made solutions, all over the world.

In an ever changing and quickly evolving world, we are your solid partner by preserving you with the most flexible and customized services in order to fully support your business.

We are a stable SME and strive to assure an honest and transparent approach towards our customers, with a personal and swift follow-up. Our services include sea and air freight and all related activities, such as road transport, custom formalities, warehousing, transshipment and also (re)packaging.

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Peter CLAES
Managing Director

LIEGE AIRPORT



Liege Airport provides to the “cargo community” what it really expects:

Flexibility, development opportunities, added value, cost reduction, personalized services & close partnership.

Liege Airport is fully focusing on cargo operations and specialized in live animals, flowers and fresh products (in 2009 more than 480.000 tons have been carried through it).

Very strategically located, right in-between all major European Markets and continuously available (H24 - 7/7 - No curfew - No slot- No congestion- High speed turnaround) Liege airport provides the fastest and most convenient infrastructure for the professionals of transport and logistics.”



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General Manager



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PORT OF GHENT (BELGIUM)



Ghent is a congestion-free logistics and industrial seaport, home to global leaders in dry and liquid bulk, automotive and distribution. Typical commodities are steel, coal, ores, agro, fertilizers, construction, forest products, chemical and bio energy industries (300 companies, representing 70,000 direct and indirect jobs).

Traffic volume: 48 million tons of cargo by water in 2010; nautical access: Panamax type vessels of 92,000 DWT; quay length: 27.5 km.

Ghent port offers a choice of well-equipped terminals and warehousing facilities for all commodities in bulk, break-bulk and containers and has excellent hinterland

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

Ghent port has 660 hectares of industrial greenfield sites readily available for warehousing and industrial developments near the new Kluizendok (4.5 km of quays).

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

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Daan SCHALCK
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Jan ROEGIERS
Member of the Board of
Directors of Ghent Port
Company



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UNIVERSITIES

CIRI - COMMITTEE OF THE INTERUNIVERSITY COUNCIL OF THE FRENCH-SPEAKING REGION (CIUF)



CIRI is a department of the Interuniversity Council of the French-speaking region (Conseil Interuniversitaire de la Communauté française CIUF), a public body that acts as the meeting place for the academic, student, political, trade union, employer and administrative world. The main aim of CIUF is to encourage consultations, enhance collaborations, provide counselling and ensure the representation of the universities in national and international institutions. The CIUF is actually presided over by the Rector of the Liege University, Professor Bernard Rentier.

The Interuniversity department of international relations (Commission Interuniversitaire des Relations Internationales CIRI) unites vice-rectors, heads and responsible persons for international relations of all French-speaking universities in Belgium. Its mission is to establish a common policy in view of the international promotion of the CIUF universities. Specifically, the CIUF shares information on the internationalization of universities, implements joint actions on international level and participates in events for the international promotion of interuniversity missions abroad. The current president of CIRI is professor Serge Jaumain, Vice-Rector of International Relations at ULB.

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Serge JAUMAIN
President of CIUF and
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Lise-Anne HONDEKYN
Attaché to CIUF

CONSEIL GENERAL DES HAUTES ECOLES

The general board of high schools (**Conseil général des Hautes Ecoles CGHE**) is an organization that informs about education in High Schools, currently 21 in number.

The mission of the CGHE is to:

- advise, on its own initiative or on demand of the Government or of a High School, on any subject related to education in the High Schools.
- promote the collaboration of different networks, more specifically in terms of exchange, the content of the educational programs and the continuous education.

The CGHE also decides on the individual demands of acknowledgement from a professional or scientific personality, and on the acceptance of foreign diplomas as equal.



Marianne COESSENS
President



Michel van LIESHOUT
President of the Commission
of International Relations



Willy MONSEUR
General Inspector of the schools
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The **FNRS (Fonds de la Recherche Scientifique – Fund for scientific research)** aims to develop the scientific research that is not done through initiatives of the researchers. It favours the production and development of knowledge by supporting the individual researchers on one side, and by financing research programs in laboratories and facilities located mainly in the universities of the Walloon-Brussels Federation on the other side.

The financial support of the FRS-FNRS is only based on scientific excellence is provided in different ways:

- Temporarily or permanent payment of individual researchers
- Financing research teams
- Granting allowances and credits in favour of scientific exchanges
- Allocating scientific awards.

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General Secretary

INSTITUT INTERUNIVERSITAIRE POUR LES RELATIONS ENTRE L'EUROPE, L'AMÉRIQUE LATINE ET LES CARAÏBES

The Interuniversity Institute for the relations between Europe, Latin America and the Caribbean (Institut Interuniversitaire pour les Relations entre l'Europe, l'Amérique latine et les Caraïbes – **IRELAC**), recently founded in Brussels, is the academic successor of CERCAL (Centre d'études des Relations entre l'Union Européenne et l'Amérique Latine – Study centre for relations between the European union and Latin America).

It is a non-profit research centre for universities and other research centres, in Europe, Latin America and the Caribbean. Its mission is to analyze the relationships between the European Union and the Latin-American / Caribbean area, the regional integration processes of

this area and the individual situation in each country. IRELAC organizes each year a seminar on a theme related to these subjects and destined to doctorandi, researches, European commission officials, Belgian ministers or diplomats. International scientific meetings are also organized on specific subjects (regional integration, social issues, economic relations, scientific collaboration etc.) IRELAC plans to open soon a liaison office UE-ALC for Science. IRELAC is part of management boards of numerous projects financed by the European Commission and participates in the European networks CEISAL and REDIAL. The institute also edits the online magazine "Europa & America Latina".



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LIEU (LIAISON ENTREPRISES-UNIVERSITÉS)



The network **LIEU** (Liaison Entreprises-Universités) unites the research valorisation services of the French speaking Universities and High Schools of Belgium. These services aim to promote the collaboration in research between universities and companies and to ensure a valorisation of the research results through the transfer of technologies to existing companies and through the founding of new companies. They decided to collaborate and constitute a network, named LIEU, which enables them to organize complementary activities whenever a joint approach can generate added value.

The LIEU network wants to initiate the mobilization of the scientific and technological potential of universities and high schools towards the innovation in companies and regional development.

For that purpose, LIEU organizes its activities in three strategic domains: valorisation, sensitisation and professionalism. The sectors concerned are: micro and nano technology, new ICT, resources, life sciences, energy and environment and food-processing.

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Counsellor in valorisation of Life
Sciences at the Interface of ULg

UNIVERSITE CATHOLIQUE DE LOUVAIN - UCL

Founded in 1425, the **UCL** is one of the oldest universities of Europe.

The university offers to more than 27 289 students of 119 different nationalities more than hundred courses in different domains. A special feature of UCL is its presence in 6 different locations in Belgium, Louvain-la-Neuve, Brussels, Woluwe, Saint-Gilles, Mons, Tournai and Charleroi.

In the QS World University Rankings (2011), UCL is at the 125th place, which makes UCL the first university of the French-speaking community in Belgium.

Education, research and the service to society are central in the university's mission. Based on a tradition of excellence, research is inevitably linked to the learning process and to education. It is in itself the reason of existence and the engine for all activities in the university. Research is not only applied but also contributes to the open contact of the UCL with its region, with Europe and the whole world.



Professor
Bruno DELVAUX
Rector



Professor **Vincent WERTZ**
Vice-Rector,
in charge of Education
and International Relations



Professor
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Department of Psychology
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UNIVERSITE DE LIEGE - ULG



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

The **ULG** is a French-speaking university with 11 departments on 4 campuses. Each of them offers high education and post education programs and research activities. Following the Bologna agreement, the ULG applies the highest European standards for its education. The education offered to 20.000 students (of which 23% come from abroad), is directly linked to research and adapted to the expectations of the professional market. In terms of aerospace, natural and environmental sciences, the ULG is an important player in the region's economy.

The GIGA (Interdisciplinary Grouping of Applied Genoproteomic) is one of the best examples of a university initiative to promote the economic development in the region. It stimulates the excellence in fundamental academic research to integrate later on all elements that enable the transfer of technology between the university and the private sector.

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"Gembloux Agro-
Bio Tech"

UNIVERSITE DE MONS

DEPARTMENT OF INTERNATIONAL RELATIONS

The University of Mons (**UMONS**) is the result of the recent (2009) association between the University of Mons-Hainaut and the Polytechnic Faculty of Mons. The UMONS is member of the Academic University of Wallonia-Brussels and of the ULB (Université Libre de Bruxelles). In this quality, we offer high standard courses and scientific research of an equally high level.

Situated in an ideal location, between Brussels and Paris, the University is perfectly integrated in the historical and cultural centre of the city of Mons, future European Capital of Culture (2015).

The University of Mons includes different faculties and institutes offering courses to achieve bachelor, master or doctor degree in the following disciplines: psychology and pedagogy, economy and management, engineering, science, medical sciences, pharmaceutical sciences, architecture and town planning, translating and interpreting, linguistic sciences, human and social sciences, and law. The University of Mons also develops permanent education programs for adults: computer science, psychology and pedagogy, management and engineering.



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The **ULB**, with its 11 faculties and two schools and institutes, is not only multicultural, but also a comprehensive university covering all disciplines and study cycles.

With three Nobel Prizes, one Fields Medal, one Abel Prize, three Wolf Prizes, seven European Research Council grants, two Marie Curie Awards and many national prizes, the ULB is also a major research university with a strong worldwide standing within the academic community.

It backs its social, societal and scientific responsibilities with a commitment to furthering economic development in the regions where it is located (Brussels and Wallonia) by combining broad access to higher education with high level research. The ULB also has a teaching hospital

(the Erasme Hospital), a cancer institute (the Bordet Institute), and an extensive hospital network.

For about a decade now, the university has been actively involved in maximizing research potential in both Brussels and Charleroi, where it has set up a biotechnology pole around its renowned Institute for Biology and Molecular Medicine (IBMM) & Institute of Medical Immunology (IMI).

Founded on the principle of free-thinking, which advocates independent reasoning and the rejection of dogma in all its forms, the ULB has remained true to its original ideals – an institution free from any form of control and committed to defending democratic humanist values.

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INDUSTRIAL & SERVICE COMPANIES

ACONCEPT (PART OF ACASA GROUP)



Aconcept offers a full-service of project management and has its own sales and building coordination department. Its 25 employees realize projects on a scale between 3,000 m² and 25,000 m² usable surface areas and generate an annual turnover of 15 million euro.

Every property is thoroughly analysed and checked in terms of urban, technical and commercial market conditions. These projects (houses, flats, student homes and offices) are all constructed with the most environmental friendly and modern technologies.

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Charly SCHUTTE
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Acotec started in 1985 as a Flemish SME specialized in water constructions, aiming to avoid corrosion. Acotec developed the corrosion repellent HUMIDOR®, together with patented mobile drying installations, nowadays used worldwide to protect steel dams from underwater corrosion.

When in 1985 the solvent free epoxy coating HUMIDOR® was introduced as a reliable alternative for coal tar containing products, Acotec was considered a real innovator. Acotec is ever since a world leader in the confinement of corrosion under the most difficult

circumstances like ALWC (Accelerated Low Water Corrosion) and MIC (Microbial Influenced Corrosion). Our products are used in water constructions and in other environments prone to corrode due to extreme salts and chemicals on steel, as well as in renewable energy, the oil and gas industry and hydro electric power stations (hydro & sustainable energy).

Our product has proven its sustainability for more than 25 years, with over one million square meter (10 million square foot) of protected steel.



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AMB-ECOSTERYL



AMB is a Belgian company founded in 1947 and located in the Mons area. It is specialized in the medical-environmental machines, in particular for waste management of hospitals.

AMB developed 3 different machines capable of dealing with high risk hospital waste: l'Ecosteryl 250, 125 and 75. They are used by service companies managing the transport, logistics and processing of contaminated waste outside the hospitals, or used directly in the hospital (with 200 or more beds) for the in situ processing of high risk waste.

A registered process treats the waste using micro wave technology. It is an ongoing process that allows large quantities to be treated up to 300kg an hour. Once the waste has been processed, it is harmless and similar to ordinary domestic waste.

Our registered process is approved by the European authorities, the French ministries for Health and Environment and by the Pasteur Institute, the reference centre in these matters.

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AMOS – ADVANCED MECHANICAL AND OPTICAL SYSTEMS



Amos was launched in 1983 and is specialized in design & manufacturing to a very high accuracy opto-mechanical systems. They are mainly delivered to space industry as well as professional astronomy and divided into 3 categories:

- Equipment to test satellite on the ground
- On board equipment flying on board satellites, probes or the Space Shuttle.
- Equipment for professional astronomy ordered by worldwide astronomers.



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ASEPTIC TECHNOLOGIES



Aseptic Technologies develops and manufactures innovative equipment for the aseptic filling in the pharmaceutical industry. This equipment is destined for safe proportioning, and guarantees sterility in aseptic liquid filling.

Our main products are CLOSED VIALS and the filling equipment for these vials. They constitute an attractive alternative for the current technologies of aseptic packaging.

The vials are delivered ready-to-fill with the stopper in place and sterilized with a laser.

The filling is done using a process that starts with the piercing of the stopper and ends with a laser-operated resealing immediately after filling.

This technology offers an easy filling and processing through a simple procedure, a guarantee for improved sterility towards the patient and increased safety when delivering.

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Sales Manager

AUTOMATION

Automation is a Belgian engineering company offering a complete range of products in the field of Power Management Solution via the business unit Power. A second business unit, ICT-infrastructure, is dedicated to data centre design, construction and management.

Within the BU ICT-Infrastructure, the focus is set on modular container solutions. Automation owns an installed base of over 600 container installations, mainly in the telecom sector, e.g. cable landing stations, repeater sites and disaster recovery. Nowadays, our company highlights the modular containerized data

centres, an exponentially growing market. As Elite Partner of APC by Schneider Electric, Automation has at its disposal the most advanced components to be integrated in these container solutions.

Automation owns its own production unit, which offers the required independence and flexibility. In addition to that, the company has its own test and design centre. A fully equipped Network Operating Centre (NOC) guarantees 24/7 maintenance.

The company employs 50 people in its offices in Belgium and the U.K.



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BELOURTHE



Belourthe is an independent manufacturer who owns one of Europe's largest, most efficient and better equipped cereal processing plants, located in the city of Hamoir, Belgium. The company produces a wide range of world class baby cereals, as well as cereals for stage 3 (toddlers). The range includes organic baby cereals, and baby cereals without gluten. All products comply with the European norms for baby foods and are certified Halal. The company prizes the quality of its products above all and has a Grade A quality certificate from the BRC (British Retail Consortium). Belourthe is probably the world's only independent cereals manufacturer having the capability of hydrolyzing cereals.

This special technology breaks the cereals starch and makes them easier for the babies to digest. Belourthe offers its own brand of baby cereals – NINOLAC - with 5 flavours and recommend for babies as from 4 to 6 months. Belourthe also produces under private label for clients all over the world. The company's R&D team can develop formulations that are adapted to the needs of any particular market.

Besides baby cereals, Belourthe produces ingredients, such as hydrolyzed cereals and binders, which are used by the food industry in many applications, such as baby food products, dairy products, breakfast cereals, soft drinks, sauces or biscuits.

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Vincent CRAHAY
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Muriel D'HOSE
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BISCUITERIE WILLEMS

Biscuiterie Willems is located in Eeklo and celebrates this year its 60th anniversary. The biscuit company is specialized in the production of speculaas (caramelised biscuits with a typical sharp, sweet flavour) and recently also speculaas spread. Quality is our priority. By consequence we choose to work according to the IFS-HACCP norms. A decent quality management ensures an ongoing improvement of the quality system, product safety and product quality.

Other products in our range are produced in amongst others the plant of Zonnebeke (West Flanders). That's the reason why we are able to offer a wide range of cookies and pastry: sugared puff paste cookies, crunchy rolls, pretzels, coco cakes, filled waffles, almond and marmalade cakes. You can also order frozen biscuits, like cream filled cakes and bakery products such as donuts and fritters.



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Cantillana is a Belgian manufacturer a complete range of ready-to-use plasters and mortars for indoor and outdoor applications and wall insulation systems (ETICS) and tile adhesives.

Cantillana is an international group with its own production lines in Belgium, the Netherlands, France and Germany.

The product scale includes:

- Indoor plasters
- Outdoor plasters (incl. ETICS)
- Carcass mortars
- Coloured mortars
- tile adhesives and tile joints
- Paints.

The success of the Cantillana products is based on thorough product knowledge and a continuous focus on product development, taking into account our clients' expectations.

Cantillana products are exported to more than 25 countries worldwide. Granicem L, a decorative one layer façade plaster, is our most important export product.

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CELLULE EPICURE

The **Epicure Cell** (Cellule Epicure, Cellule d'Etudes Pédagogiques Internationales et Culturelles de Recherche et d'Echange) is an academic non-profit organization, dedicated to the promotion and distribution of a cultural pedagogy for children. It aims to integrate the culture in the educational program in synergy with cultural organizations. The Epicure Cell designs and evaluates a specific methodology starting in the kinder garden, giving priority to disadvantaged pupils, from a cultural, a social or an intellectual point of view.

This pedagogic system was implemented in Belgium and in Chile (Pontificia Universidad Católica de Santiago, Universidad del Maule, Consejo Nacional de la Cultura y las Artes et Junta Nacional de Jardines Infantiles) by a bilateral cooperation and was published in both countries.



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Codesco SA is a company founded in 1982

Its main activities include:

- consultancy for transport and tourism
- travel agency (from 1998 till 2002)
- realisations and investments in real estate and tourism.

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Marie DESSEAUX
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Executive Director

CONSULTING MIRABEL – AGC GLASS EUROPE

The **AGC group**, represented in Chile and Argentina through Consulting Mirabel lead by Alain Kaczorowski, is the world leader in the production of flat glass and derivative products for architecture, decoration and the automobile industry. Based in Brussels, AGC Glass Europe produces and exports glass from different production units in European countries. Our main products are transparent and coloured float glass (Planibel), reflective glazing (Stopsol), solar control

glass with low reflection (Sunergy and Stopray), acid-etched glass (Matelux), coloured glass panels (Lacobel and Matelac), mirror glass (Mirox), laminated safety and security glass (Stratobel), anti-reflection glass for framing (Glamatt and Matobel), low-emissivity single glazing (Isocomfort, Planibel Low-E, Planibel Top N+, Planibel G). Consulting Mirabel also offers advice on the architectural use of glass for an optimal result with specific demands.



Alain J. KACZOROWSKI

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DE CLERCK WIJNEN



De Clerck Wines is a family-owned wine trader based in Kortrijk. We offer a wide selection of quality wines from all over the world, with a special focus on French Chateau wines and champagnes. As direct importer, we supply to wine shops, restaurants and bars, companies and individual customers in Belgium.

We started in 1974 as the first Belgian wine trader with the importation of Chilean bottled wine. Over the past 35 years, we have been developing an excellent understanding and collaboration with the winery Santa Carolina and Viña Ochagavia. We also have the exclusive distribution right on the new biodynamic top level domain Viña Matetic.

In November 2011 we have moved to our new premises. These are fully designed and equipped to stock the wines in the best circumstances before further distribution.

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Bert DE CLERCK

CEO – Honorary Consul of East and West Flanders

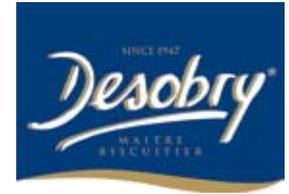
DESOBRY

Desobry is the master of Belgian biscuit that combines creativity, authenticity and tradition of the original Belgian chocolate. With its unique portfolio of 45 different biscuits as a result of a deliberate policy of innovation, Desobry invests in flavours, character and pleasure of fine taste and discovery.

The unique recipes of our biscuits, developed in our research centre, combine 100% natural ingredients, no transfat, no GMO, have fine and specific textures ... and are coated with a 100% Belgian creamy chocolate ... the Desobry secret!

Unique in its freedom to do business, Desobry is a 100% Belgian company, owned for 78% by the management and for 22% by the Degroof Bank (private equity). It generates a turnover of 25 million euro and employs 160 people at the manufacturing plant in Tournai. Desobry is BRC- and IFS High Level certified.

Desobry wishes you a delicious tasting!



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DIAGENODE



Diagenode is a biotechnology company that develops, produces and markets molecular diagnosis kits for infectious diseases. The company was founded in 2004 and currently employs about 50 people in its sites in Belgium and the USA (New York).

The kits developed by Diagenode use a real time PCR technology and cover the major infectious diseases and viral and bacterial infections that affect the respiratory or gastric organs and as well as sexually transmitted diseases.

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Versant Sud is an independent Belgian publishing company, focusing on three main subjects: history, tourism and music. The company is internationally renowned for these themes as well for its exportations. Several book titles are linked to Chile.

Isla de Pascua, el gran tabú (autumn 2011) raised the question whether the history of the island, as we know it, could be questioned today. The elements unearthed on site during the past 12 years by a team of Belgian archaeologists could well oblige us to change our vision on the facts. (Available in Castilian, English and French)

Chile, país de vinos y montañas (2009) is a book of art dedicated to the Chilean culture and wine in the Central Valley. The beauty of the landscape leaves us breathless (Available in Castilian, English and French)

Éramos niños en la Patagonia (2005) relates the migration of about 5 Belgian families to Patagonia in the late 1940s. It was not easy, but it offered freedom and extraordinary adventures for young people. (Available in French and Castilian).



Elisabeth JONGEN

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ELOY WATER



Eloy Water Eloy Water is a Belgian company specialized in installations for residual water treatment. The production plant of Eloy Water, with very advanced facilities, is located in Belgium and its products are distributed in over 23 countries.

Our products range is essentially aimed for household and small communities (5 to 2000 people).

Eloy Water is part of the Eloy group, founded in 1965 and specialized in environmental protection and the development of environmental solutions.

The range of plants for domestic residual water treatment, Oxifix® (for 5 to 300 people) and Airoxy® (from 100 to 2000 people), are developed for residential, commercial and small scholar projects, offices etc. with or without connection to the municipal sewer system.

Oxifix® and Airoxy® are the latest generation of compact wastewater plants available installations: easy installation, low maintenance, no noise, odour and underground operation. Oxifix® and Airoxy® also reach the highest level of cleanliness, sanitation and purification in the market thanks to an efficient and environmentally friendly treatment process.

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- Manufactures solar cell in III/V materials: GaAs, GaInP etc. with single and multiple junction.
- Offers an integrated process, because **E.N.E.** produces its own substrates in germanium epi-ready, on which the epitaxy is made to produce the III/V components.
- The main application of its products is for satellites. 20 earth observation satellites and telecommunications are equipped with E.N.E. solar cells.
- A recent development is terrestrial applications with cell concentration.



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ETABLISSEMENTS GUY MAGERMANS & CIE



Our expertise is transport in its broad sense: warehousing and packaging of goods, delivery and even invoicing on behalf of our clients.

We also offer worldwide removal services for private clients, companies or diplomats around the world.

We are member of IAM (International Association of Movers).

Although we are a medium sized company, we intend to be among the best: in silence and with a smile.

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Guy MAGERMANS

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IPR-GDF SUEZ Latin America provides innovative solutions for energy and gas in Argentina, Brazil, Chile, Costa Rica, Panama and Peru and supports this emerging continent's economic growth, respecting the environment and providing essential services to its population.

We manage and operate a diversified energy portfolio, with an installed capacity of 10,7 GW, an additional working capacity of 6 GW currently under construction. Two third of our electricity is generated from renewable energy. We also transport, distribute and sell gas on top of the regasification of LNG.

IPR-GDF Suez Latin America is one of the 6 main regions of International Power, an independent world leader for the production of electricity, with more than 72 GW (gross figures) in operation and with an extensive network of projects of more than 15 GW (gross figures) under construction since June 30th 2011. International Power is owned for 70% by GDF SUEZ group, one of the leading energy providers worldwide and very active in the value chain of energy, electricity en natural gas, from exploration and production to sales and distribution. The Group develops its businesses (energy, energy services and environment) around a model based on responsible growth to meet energy needs, ensure the security of supply, cope with climate change, and maximize the use of resources.



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Globuz is a consultancy agency, which actively assists companies in their internationalization. Both in terms of export and in terms of foreign investment. The service range from conducting market research to assist in setting up joint ventures and setting up investments.

The knowledge and international networks of Globuz allow us to considerably reduce the risks and time associated to the expansion into the emerging economies.

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GREENSKIN DVMH

Greenskin DVHM offers a universal, modular green roof solution, compatible with all existing and future equipment, such as solar panels, roof terraces and different modes of vegetation. Its integrated technical spaces offer additional possibilities for the easy installation of cables, irrigation pipes etc. and allows an optimal drainage of rainwater.

The technology is based on the “domino” principle, using the properties of auto connectivity and interchangeability of the Greenskin Box®. The result is a unit, easy and quick to install.

Greenskin DVHM was nominated for the Belgian Building Awards 2011 for its Greenskin Box® system.

The Greenskin DVHM company specialized in the development and the commercialization of innovative solutions and pre-assembled green roofs. Thanks to the collaboration with CSTC and with the help of Innoviris, Greenskin DVMH was able to cooperate with the SIRRIS research centre to develop and patent a unique design of green roofs “ready to install” based on products of industrial quality. The system is modular and customizable according to the client’s needs and wishes, and covers a wide range of possible applications. Thanks to its research department, Greenskin DVHM technology is able to yield a whole range of products from low cost to luxury concepts.



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GreenWatt is a “cleantech” company that provides an innovative technology for the production of biogas to companies who have a source for biomass or who aim to be independent for their production of renewable energy.

The technology of methanation in different steps developed by GreenWatt enables biogas production on the basis of plant residues without any need for external contribution. The possibilities of Greenwatt are focusing on agribusinesses (fruit or vegetable processors, breweries or wineries) that can produce their own green energy on site, while disposing of their waste by transforming it into high quality organic fertilizer.

The GreenWatt technology opens the way to the production of biogas based on the processed Nopal cactus (*Opuntia ficus Indica*) in the semi-desert regions of Latin America.

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At **Haelvoet** we understand better than anyone how to combine innovation, ultimate comfort and attractive design. Based on these three key elements, we have been producing high quality furniture for the medical industry, hospitals and caring units since 1931. In cooperation with several international partners, Haelvoet can offer a wide product range and the necessary know-how to achieve an overall concept.



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ION BEAM APPLICATIONS



IBA develops and markets leading edge technologies, pharmaceuticals and tailor-made solutions for health-care with a focus on cancer diagnosis and therapy.

In the area of cancer diagnostics, IBA is specialized in the design and production of cyclotrons (particle accelerators) and in the production and distribution of radiopharmaceutical tracers which are used every day in thousands of hospitals worldwide, for quick and accurate detection of cancer, neurological and cardiac diseases.

In terms of cancer therapies, IBA develops solutions based on radiotherapy and dosimetry equipment for an accurate and precise treatment.

IBA is the undisputed leader in particle therapy, acknowledged to be the most precise and effective clinical radiotherapy method in the selective destruction of cancer cells.

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Pablo VEIGA TORRES
Sales Manager

JAN DE NUL

People and ships. This is the strength of the **Jan De Nul** Group. Thanks to its 5,400 employees and a state of the art modern fleet, the group is at the top of the international dredging industry and maritime construction works. Also in terms of engineering and environmental works, the group is one of the largest contractors.

Thanks to the combination of civil works, maritime construction works and dredging works, the Jan De Nul Group is able to perform large-scale projects to the satisfaction of its clients, be it the construction of the artificial island of Palm Jebel Ali in Dubai, a new port facility in Australia or the construction of new locks on the Panama Canal. Since 2011, Jan De Nul is dredging for 3 Chilean ports: Arica, Antofagasta and Valparaíso.



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JULES DESTROOPER



Jules Destrooper had a great passion: to combine the best ingredients to create the best biscuits with the most refined taste. This passion is the origin of the Biscuiterie Jules Destrooper, which was founded in 1886.

Until today, all biscuits of Jules Destrooper are baked following the original recipe, based on the best natural ingredients, without adding colorants, additives or artificial preservatives. Besides the recognition, through the different awards for our products, Jules Destrooper became internationally renowned over the years.

Today, the biscuits are exported to more than 75 countries. By remaining loyal to the original principles of Jules Destrooper, we can guarantee the future of these delicious biscuits.

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KODDAERT

About 70 years ago in the city of Torhout (Western Flanders), **Koddaert NV** started as a small casting factory. Today we are an international company which markets, distributes and stores all kinds of steel products. We also commercialize by-products and surplus lots of the highest quality.

Tubes, merchant bars, beams, aluzinc and tinplates are the main products in our wide portfolio. We also offer one of the largest varieties of coils and plates, from hot-rolling to pre-paint.

All these products are offered in 1st and 2nd choice and in surplus.

Koddaert NV manufactures architectural panels in its own factory with a total of 6 production lines.



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HEYNDERICK**
Director



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LAN AIRLINES



LAN Airlines is one of the leading airliners in Latin America for both passenger and cargo transport. The company services 76 destinations worldwide through an extended network that offers ample connectivity within the regions, linking Latin America to the United States, Europe and the South Pacific. Through our various code-share agreements LAN Airlines and its branches service an additional amount of 93 international destinations. LAN Airlines and its branches are the leader in the home market of Chile and Peru and have a significant presence on the national market in Argentina and Ecuador. In November 2010, LAN acquired the Colombian airline AIREs.

Today, LAN Airlines and its branches operate 125 passenger aircrafts, while LAN CARGO and its branches count 14 freight carriers with one of the most modern fleet worldwide, allowing to increase efficiency and to significantly reduce the CO2 emission. This reflects the company's important commitment to environmental protection.

LAN is one of the few airlines worldwide that is classified as Investment Grade (BBB). Its international quality standards permitted LAN 10 years ago to become a member of oneworld™ alliance, the global airline alliance that reunites the best companies worldwide. For more information, please visit www.lan.com or www.oneworldalliance.com.

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Frederik WINNE
Sales Manager Belux

LATEXCO SOLUTIONS



Latexco Solutions cuts any shape and sizes, from sheets to three-dimensional shapes. In addition to the range of agglomerated foams, we also offer a first choice of foams, from ordinary polyurethane foams to special fire retardant and visco-elastic foams.

Latexco Solutions can also offer materials with a laminated coat: with a permanent or non permanent tape, or with a membrane. Besides we also offer alveolar (agglomerated) foams.



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MACHIELS



The **Machiels Group**, founded in 1941 is a dynamic and respected Belgian company in full expansion. For three generations, the family owned company has been active in the extraction of raw material, waste management, real estate, housing projects and the management of industrial properties. Much care and attention is paid to the local economy, employment and environment. An important part of the Groups' activities are located in Chile. Group Machiels employs directly and indirectly about 1000 people in Belgium

and abroad (Chile, Vietnam, the Netherlands, Ethiopia, Argentina, South Africa ...)

This is the result of its international portfolio of companies and investments, mostly in areas where the company has gained extended knowledge and/or market leadership. To achieve this objective, the Group Machiels thinks it is necessary to organize the core activities around the cradle-to-cradle principle: after being used in one product, all materials can be reused in another product.

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Chairman



Leen VERJANS
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Patrick LAEVERS
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Thomas D'HERCK
International Business



Gonzalo VALENZUELA
Managing Director Group
Machiels Chile

MAGOTTEAUX INTERNATIONAL

Magotteaux is the global leader in differentiated solutions for comminution (crushing, grinding, and breaking into small pieces)

To meet the demands of their costumers (the mining industry, cement, quarries, recycling and coal power stations and the dredging industry), the Group researches, designs, manufactures and distributes grinding media and wear resistant parts as well as their related services. This is done after analyzing in detail of the production processes of the different costumers, of the wear mechanisms (abrasion, corrosion, impact) and of the materials (alloys) which allow giving the right answers.

Magotteaux was a true pioneer in the use of composite materials in the manufacturing of parts with high added value. These patented technologies enable the group to propose solutions differentiated from standard steel and iron foundry products.

Magotteaux employs about 2400 employees in 13 production units and 38 sales agencies and technical centres worldwide. The production capacity exceeds 450 000 tons of grinding media and castings, for a total turnover of more than EUR 500 million. As from October 2011, Magotteaux is part of the Chilean group Sigdo Koppers.



Bernard GOBLET
CEO



Sébastien DOSSOGNE
CFO (Chief Financial Officer)



Jean-Marc XHENSEVAL
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MITHRA PHARMACEUTICALS



Founded in 1999 **Mithra Pharmaceuticals** is a spin-off of the University of Liège (Belgium) and is exclusively dedicated to women health. Mithra markets new and innovative pharmaceutical products specifically for women.

Mithra's current activities fall into four separate therapeutic categories: contraception and fertility, menopause and osteoporosis, utero-vaginal sphere (incl Intim Hygiene), and female cancer. Taking into account its partnerships with other organisations, Mithra's current product range comprises more than 40 specialist lines (details of which can be found on the company website www.mithra.be).

The 17 available for export products of Mithra are distributed in more than 40 countries around the world at present. A number of painstakingly developed non-medical research lines have also enabled Mithra and its associates to bring to market feminine hygiene products, specific vitamins and food supplements which respond to the demands of modern life while satisfying the rigorous criteria and strict standards of the pharmaceutical industry.

For more information, contact eposkin@mithra.be or visit www.mithra.be

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Eric POSKIN

Spokesman Strategic & Corporate
Communication Manager

NIVEL GLASS

Our company specializes in the construction of carports, patios, roofing of parking lots (shopping malls, airports, companies) and golf training centres. To cover the place for a single vehicle as well as for an entire parking lot, every compartment is attached to the next and tightly sealed. The structure consists of metal supports coated with epoxy paint and a roof covering in PVC-coated polyester which are not deformable in temperatures between -40° and 80°, treated against UV and fixed in an aluminium frame.

All shelters are deliverable in 4 to 6 weeks, in all RAL-colours.

As confirmed by tests in a wind tunnel to 170 km/h, certain models do not even need to be anchored. The easy assembly can either be done by the client or with our aid according to the size and complexity of the project.



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ORFIT INDUSTRIES



Orfit Industries Orfit Industries is a world leader in the development and production of 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.

Our distinctive competence is to produce medical devices in semi-finished thermoplastics in the shape of sheets, making us of extrusion technology.

Orfit industries export its products to 73 countries, resulting in 98% of its sales on the export market. It is the only company in this industry branch that controls the entire process from research and development to production, quality control, sales and education.

We bring innovative solutions with a clear added value to the market, for both clinicians and patients.

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Matthias CUYPERS
Export Manager

PATRILAM

Our company is active in the following areas: commercial agents and distributors, investments, project management, prospection and lobbying.

Thanks to our high level contact network, we can offer our services both as agent or distributor, to promote the sales and marketing of Chilean products and services in Europe and vice versa. In addition, we can offer the best services in prospecting and lobbying in Europe.



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PATTYN PACKING LINES



Pattyn Packing Lines, is a family company with over 30 years of experience in bag-in-box packaging machines and it developed the first bag inserting machines in 1976. By positioning a bag in a box, the product is fully protected against dust and humidity. Depending on our customers' needs, we offer a stand-alone machine or a complete solution from box positioning, bag inserting and filling to closing bags and boxes.

In this process the bulk products, both food and non-food, are counted, weighed, filled and packaged in boxes, crates, buckets or tins with a tailor made bag.

Pattyn Packaging Lines invests daily in the development of new technologies and machine, offering a high level of automation and flexibility.

As a full service company, we cooperate with our exclusive business partners, our subsidiary in North America and the "De La Ballerina bread division" to offer worldwide a complete range of services. Each project is personally monitored, which enables you to enjoy our experts' advice and our knowledge based on years of experience.

More than 600 industrial companies worldwide have already chosen a packaging solution from Pattyn Packaging Lines.

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Franky MORTIER
International Sales Manager

PLANOPACK BELGIUM

For more than 25 years, **Planopack** produces a wide range of laminates for the food industry. Our laminated packaging is mainly used as supporting boards for fish, meat, poultry, cheese, pizza and pastry.

Over the years, Planopack has acquired a strong position in the worldwide sector of smoked salmon. Thanks to years of experience, Planopack has the know-how for tailor-made packing, offering an extra touch to every product. Planopack Belgium and Planopack Denmark are internationally renowned for their quality, innovative approach, product development and production methods respecting food safety.



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RESEARCH & INNOVATION MANAGEMENT SERVICES



Research & Innovation Management Services bvba (RIMS) is an independent services company for international research collaborations, valorisation and technology transfer, including help with administration and training in international research management.

We specialize in growing value from international research in the Life Sciences / Biotechnology sector through the following services:

- how to organize research programs (research management, academia-industry partnerships)
- how to finance R&D projects (public and private funding, proposal/report writing, and negotiation services)
- how to maximize the Socio-Economic Value of research (knowledge transfer, commercialization, IPR valuation, licensing, spin-off creation).

RIMS has access to a large number of networks in Europe, Africa, India and Latin America and can offer its clients added expertise of our strategic business alliance partners.

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Dr Frank HEEMSKERK
General Manager

SAFRAN DE COTCHIA



After graduating in France, Sabine and Eric Léonard founded in 2009 the first professional saffron production plant in Belgium. In 2010, they produced 20 000 bulbs and they will increase to 40 000 bulbs in 2011. With a total of about 65 000 bulbs, they are the major saffron factory in Belgium.

Besides the production of harvested saffron pistils, we propose 4 saffron flavoured liquors.

New on the market is a green tea with saffron, a real luxury tea.

We guarantee traceability of each bulb, of the saffron itself and of every by product.



Eric LÉONARD
Manager



Sabine KOBIERZYNSKI
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Saluc S.A. is a Belgian company, established in 1923, specialized in the production of precision balls. Our division PRECIBALL, certified ISO 9001-2008, is a leading company on global level manufacturing and distributing balls for all types of industrial applications.

The world of spheres is our specialty. Thanks to our technical expertise and extensive knowledge in the different applications of our products, we offer a large range of different types of balls and spheres manufactured under strict quality standards and procedures (ISO, ROHS, HACCP, GMP). These technical skills also

allow us to optimize the production of specific products of different sizes according to the highest demands and needs of our different clients. Every solution is always conceived to offer a perfect balance between cost, quality and performance.

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Michael GUTIERREZ

Sales Account Manager – Latin America

The **Sarens** Group can be described as a “specialist of the extra-ordinary”.

We are a specialist in transport and handling of (very) heavy goods, rental and operation of cranes (hydraulic – crawler) and in offering solutions to problems related to crane-operated projects.

Because of a permanent focus on the future, we have a highly skilled crew and very advanced equipment to satisfy the often “extra-ordinary” needs of our customers.

Safety is a priority to Sarens. Vision and expertise: that is what made Sarens, a Flemish family business, evolve into an international market leader.

After more than 50 years of experience, we keep on building our future on the foundations of a rich past!



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Sales Manager



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The **Schröder Group GIE** is specialized in the manufacture and sales of lighting products for public spaces and is renowned for its technical know-how, performance and innovative products. The Schröder Group GIE employs more than 2 500 people in over 45 companies around the world.

Product lines manufactured by Schröder include:

- Street lighting, from secondary streets to highways
- Urban lighting (squares, parks, pedestrian zones)
- Floodlights to illuminate sports areas and façade lightning
- Tunnel lighting
- Industrial lighting
- Special lighting such as station platforms, subways and roundabouts.

Schröder Chile, based in Santiago for 15 years, is leader in the Chilean market for public lighting. Focusing on products with a Green Light Label, Schröder recently launched a new range of LED products. Some references are: the Costanera Norte highway (11 km of tunnels), the Central highway, lighting of foundries and lower levels for Codelco (copper mining), el Paseo La Pastora in the municipality of Las Condes, the Bicentenario park of the Vitacura community in Santiago, ...

«The ART of lighting is our PASSION»

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Jean SCHREDER
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Nicolas KEUTGEN
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SENIOR-ASSIST CHILE

Senior-Assist was founded in Belgium and has its headquarters in Brussels.

Seniority (trade name in Chile) is an innovative and comprehensive concept of care and service for the elderly adult in every stage of his life, when still autonomous and only needing specific support at home until the moment when extended care and intensive attention in hospital is needed.

Seniority offers modern and innovative alternatives in services up to European standards:

- Care at home
- Day care
- Living (4 homes for the elderly people with a capacity of 500 residents)
- Boutique.



Roderick PETERS
CEO Senior-Assist Chile



Bart VAN DERSCHRICK
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SEPTENTRIO



Septentrio NV produces professional, very accurate GPS/GNNS receivers. Targeted at original equipment manufacturers (OEMs), Septentrio's core technology is being applied in precise positioning, timing and attitude determination applications.

Septentrio is a spin-off of the world-renowned research centre IMEC (Micro Electronics Centre) in Leuven and is the recognized world leader in the development of the European Galileo receiver technology.

Septentrio is looking for customers in agriculture, mining, engineering, logistics, transport and all applications where precise positioning is required.

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Ir. Peter A. GROGNARD
Founder and CEO

TANSENS & CASAERT

Our weaving mill is a family-owned company founded on April 1st, 1958 and currently managed by the 3rd generation. We are specialized in producing solid colour woven jacquard viscose rugs but also have an extensive cotton collection to use in the bathroom and a collection of Shaggy rugs.

Our team of designers ensures steady creation of designs and quick realisations of new developments. Thanks to our flexibility we can offer a wide range of qualities, designs, colours and sizes. Our own finishing department allows us to accurately control the final stages of the production and to guarantee a perfect carpet.

Our in-house technical know-how in combination with the modern technical equipment ensures that the name “**Tansens & Cansaert**” is identified with quality.



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The law firm **Tavernier-Van den Abeele** is specialized in following areas: labour law, social legislation and banking law, which is the responsibility of Paul Tavernier and tax law (national and international), corporate law and economic law, which is handled by Bettina Van den abeele.

Ms. Van den Abeele can rely on the following experience. In 1979 she graduated with great honours and obtained a degree in law, followed in 1980 by a special license in tax law and accountancy, with honour. After her studies, she worked in accountancy until the end of 1998; thereafter she became a lawyer to the law court of Bruges as from 03.12.1998.

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Bettina VAN DEN ABEELE
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TELETASK

TELETASK bvba is a Belgian manufacturer of high quality home automation systems. The company was founded in 1984. We specialize in home automation for luxury-housing (new construction and major renovations), apartments and professional projects.

The Teletask solutions integrate all electrical function: lighting, heating, cooling, ventilation, curtains, sunscreens, doors, gates, sound, video, cameras, door intercom, PCs, Smart Phones, access control, security, Ethernet/IP, remote services etc.. Teletask aims to continuously increase the comfort and security and to achieve a rational management of energy.

Teletask offers easy to use solutions, based on 27 years of experience to enhance the quality of life and living. In over 40 countries, tens of thousands of customers experience this every day.

TELETASK
trendsetter in domotics



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THE BELGIAN CHOCOLATE GROUP



The **Belgian Chocolate Group (BCG)**, Founded in 1956, the Belgian Chocolate Group is a well-established supplier and exporter of premium quality chocolate products, offered at attractive prices.

Our brand “The Belgian” offers a wide range of products and reflects the traditional knowledge of making Belgian chocolate products. The assortment includes chocolate sea shells, cocoa dusted and flake truffles, pralines, bars, hollow figurines and more innovative products such as medallions, truffines and chocolate donuts. Furthermore No Sugar Added bars of “The Belgian” are available.

BCG has two production sites in Belgium, where all our products are manufactured and from where these are exported. We cooperate on an exclusive basis with distributors in over 80 countries, aiming to create a clear and consistent brand representation. In BCG’s endless quest for 1st class products, an excellent quality is always the first condition. BCG follows the international standards and guidelines. In January 2011, BCG was the first Belgian chocolate company that won the BRC A star level, the highest possible standard that can be achieved.

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UNIPRO-BELGIE/UZIN UTZ GROUP

The **Uzin-Utz Group** (Unipro, Belgium) develops, manufactures and markets worldwide construction chemical systems for the installation of all types of flooring, surface improvers and machines for surface preparation under the international brand names of UZIN, Pallman, Wolff, Arturo, Codex, RZ and Ufloor Systems.



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The **UNIVEG-group** was founded in Belgium in 1987 by Hein Deprez, Chairman of the Board of Directors.

UNIVEG is a global supplier of fresh products and operates in following sectors: fruit & vegetables, fresh cut salads, flowers & plants, transport & logistics.

UNIVEG has 25 years of experience as a reliable supplier offering a competitive range of fresh products and a wide range of services for the distribution of food.

Within the professional area of “fruit & vegetables”, UNIVEG controls the entire process, from cultivation to delivery to the customer. Production, harvesting, import,

storage, packaging, distribution and transport are part of the activities of the group. The UNIVEG group has subsidiaries on four continents and delivers worldwide to customers in over 25 countries. Nowadays, the group employs 9000 people.

PinguinLutosa Food exports to 104 countries. This group consists of Pinguin and D’Aucy frozen vegetables, Lutosa frozen potato products and recently, the company Scana-Nolika has joined the PINGUIN LUTOSA group. This group employs about 3000 people and produces about 800 million kg of frozen products. Chile is one of the 104 countries to which the group exports.

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Hein DEPREZ

Chairman of the Board of
Directors of UNIVEG



Willy MESTDAG

Agent of PINGUIN LUTOSA

UNIVERSALIS

Universalis is a business consulting and services agency for the infrastructure sector, including:

- consultancy in real estate for corporate clients (offices and industry)
- consultancy in the development of real estate with architectural and/or historical value
- infrastructure and operations of private and public transport (ports, railways, urban transport, multimodal transport)
- development of renewable energy projects (wind, biomass, solar).

We rely on our extensive database, knowledge and human resources that we provide to our customers for quick solutions taking into account the economic feasibility of the project.

In every project, we seek the best combination between general workers and specialists, to deliver the most realistic and objective solutions.

We work worldwide from our office in Brussels.

UNIVERSALIS
B V B A - S P R L



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UTERON PHARMA



Uteron Pharma is a Belgian company located in the region of Liège. Uteron Pharma is committed to enabling (cutting-edge scientific) research and development, creation and production of a diversified portfolio of products and treatments for the international market in the area of women's health, especially in terms of (i) contraception and fertility (ii) menopause and osteoporosis (iii) the utero-vaginal sphere and (iv) female cancers

Our diversified development portfolio includes a new generation of oral contraceptives based on natural hormones, a hormonal intra-uterine device (IUD),

treatments for persistent vaginal infections and a new generation of tests that will significantly increase in-vitro fertilisation success rates.

Uteron Pharma also develops, from its leading technology platform in the field of silicone, a variety of innovative devices for controlled release of well-known hormones.

Uteron Pharma collaborates with many recognized international partners that are all dedicated to research and development such as the University of Liège and all projects are supported by the Walloon region.

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François FORNIERI
CEO

VAN DEN BROUCKE WEVERIJ

The weaving mill **Van Den Broucke N.V.** was founded in 1951 by the father of the current manager. In the first years the mill produced upholstery velvets mainly for the Belgian and German market. Over the years the company started to export to the UK and the United States and in the end worldwide. In the mid-80's the activity was completely switched to the weaving of artificial silk carpets. Nowadays the production consists mainly of viscose (artificial silk) and cotton based carpets.

Thanks to the investments in looms equipped with electronic jacquard machines and a CAD/CAM system, we have created a wide variety of possibilities.

Its thirty co-workers assure the quality standard through the entire production process.



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VELDEMAN STRUCTURE SOLUTIONS



Veldeman Structure Solutions has over 40 years experience in the development, production, distribution and sales of aluminium and steel frames and structures. Veldeman offers solutions for a wide variety of purposes: corporate and private parties, exhibitions, events, industrial and commercial applications, gymnasiums and even military applications.

In order to obtain high quality products, Veldeman makes use of the most recent technologies. The company owns a high-tech research and development

department, and an in-house production plant for membranes and a metal department as well as its own maintenance department.

In addition to supplying high quality products, Veldeman also focuses on service, innovation and flexibility. Safety is of paramount importance; every structure meets the highest and most recent standards. With operations in over 30 countries, Veldeman belongs to the key players on the global market.

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Andy MOORS
CEO



Ludo OST
Manager Sales & Marketing



Daniel BAEZ
Business Development Manager
in Chile

The Flemish Water Knowledge Centre is a demand-driven, facilitating intermediary. It offers a full range of services in the integral water cycle: support for water science, a platform for collaboration and promoter of exchange of experiences and intellectual property.

Vlakwa aims at efficiency gains with its stakeholders, as well as at international valorisation of the knowledge and achievements that are already acquired in Flanders through cooperation.

Vlakwa initiates, coordinates and facilitates demand-driven research and development with short-term priority of:

- Effluent filtration, membrane filtration
- Water footprint, decontamination
- Water conditioning process
- Anaerobic digestion
- Reuse of (rain)water.

Areas of application are: drinking water, industrial process water, waste water and surface water (including ecology).

Vlakwa operates for and with governments, agencies, industry, universities and research centres.



Dirk VAN DER STEDE
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WATERLEAU



WATERLEAU's dream is to protect future generations by protecting the four elements. Through continuous efforts in research and development we are developing proprietary and advanced environmental technologies for Water, Air, and Waste treatment and Renewable Energy. We work for the benefit of all our stakeholders: sustainable business encompasses people, planet and profit.

WATERLEAU is one of the few global players with a complete portfolio of water, air, waste treatment and integrated renewable energy applications. Our 280 environmental engineers and specialists offer environmental services and solutions to both industry and municipalities. WATERLEAU has an enviable track record of more than 1000 references in 78 countries all over the world.

Working from the heart of Europe near Brussels, we have developed an extensive network of local companies and representative offices in Paris, London, Casablanca, Cairo, Istanbul, Hong Kong, Macau, Beijing, Sao Paolo and Mumbai.

WATERLEAU has signed large contracts including wastewater treatment projects in Marrakech (1.1 million people), Fes (1.3 million people) and Baghdad (1.4 people), drinking water plants in Tshikapa Congo (1 million people), and waste-to-energy plants in China (4 plants, each 18 MWe).

Alongside public customers, WATERLEAU is also working continuously for many multinational companies including Coca Cola, Pepsico, AB Inbev, Heineken, Cargill, Goodyear, Dupont, Sara Lee, and Heinz.

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Luc VRIENS
Managing Director



Anissa TEMSAMANI
Vice President
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Xenics is the leading developer of innovative infrared detection solutions for a wide range of applications. Xenics designs, manufactures and sells infrared detectors and cameras, both line-scan and 2-D, covering the infrared wavelength ranges from 0.4 to 14 micrometers. In addition, Xenics delivers custom products according to the agreed specification and planning. As a European vendor with a worldwide service and distributor network, Xenics is strategically placed to serve global markets with highly innovative products drawing on a strong science and technology background.



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PUBLIC SECTOR

BELGIAN EMBASSY IN SANTIAGO DE CHILE

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Dirk VAN EECKHOUT
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.
- Organize joint economic missions.
- Collect, organize and circulate information, studies and documentation on external markets on behalf of the regional export promotion organizations.

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



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Mission Coordinator



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FEDERAL PUBLIC SERVICE FOREIGN AFFAIRS, FOREIGN TRADE & DEVELOPMENT COOPERATION



The **Federal Public Service (FPS) Foreign Affairs, Foreign Trade and Development Cooperation** manages Belgium's foreign relations. Belgium's Foreign Affairs network is comprised of 130 embassies, consulates and representations both at home and abroad. As an organization with solid and long-standing experience in foreign relations, the FPS channels its expertise into actions geared towards the following objectives:

- Defending Belgian interests abroad
- Promoting a stable, fair and thriving world community based on solidarity
- Combating global poverty by coordinating a high-level of cooperation.

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for Economic Interests

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 internationalization 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 visits... Concrete initiatives in Brussels and abroad include trade missions, contact days, buyers' invitations and collective stands at international trade fairs.

Brussels exporters are listed in a database, 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.



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HONORARY CONSUL FOR THE REPUBLIC OF CHILE IN THE PROVINCES OF EAST AND WEST FLANDERS

In February 2011, Bert De Clerck was nominated Honorary Consul for the Republic of Chile for East and West Flanders.

For 5 years he has been member of the Belgian-Chilean Chamber of Commerce in Brussels.

In addition to abovementioned roles, Bert De Clerck makes part of the 2nd generation of wine traders in Kortrijk. In 1974, "De Clerck Wijnen" was the first to introduce bottled Chilean wines on the Belgian market.

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Bert DE CLERCK
Honorary Consul

HONORARY CONSUL FOR THE REPUBLIC OF CHILE IN THE PROVINCES OF HAINAUT AND NAMUR

- Honorary consul for the Republic of Chile in the provinces of Hainaut and Namur
- Role: economic, social, cultural, academic and protocol
- Member of the Board of the Belgo-Chilean Chamber of Commerce
- Chairman of the Belgian Consular Union, that unites all the honorary consuls of the world for Belgium and all the Belgian Consuls worldwide
- Notary in Châtelet.
- Head of the traineeship program at the catholic University of Louvain for the Master in Public Notary Law.



Thierry DUMOULIN
Honorary Consul

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HONORARY CONSUL OF THE REPUBLIC OF CHILE IN THE PROVINCES OF LIEGE AND LUXEMBOURG

Luc Partoune is Honorary Consul of the Republic of Chile in the Provinces of Liege and Luxembourg. As such, the Honorary Consul promotes the economic relationships between Belgian companies and Chile and maintains relations with the Chilean community established in Liège and Luxembourg.

The Honorary Consul also organizes cultural and commercial events for the promotion of Chile.

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Luc PARTOUNE

Honorary Consul

FLANDERS INVESTMENT AND 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 the products and 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 and logistics operations in Flanders.

Visit our website and discover our worldwide network.



Dirk VAN STEERTEGHEM
Head of International Business
Development



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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.

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Julien COMPERE
Chief of Cabinet



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Spokesperson

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Director of Communication

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 businesscommunity. 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, organization of trade missions, trade show pavilions, export incentives, etc.).

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



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WALLOON REGION – WALLONIA-BRUSSELS FEDERATION

WALLONIE-BRUXELLES INTERNATIONAL (WBI)



Wallonie-Bruxelles International As a public administration, Wallonie-Bruxelles International is responsible for the international relations of the Walloon Region and the Federation Wallonie-Bruxelles.

Thanks to its exclusive capacities in different and essential areas (amongst others education, economy, employment, energy, culture, housing, research) and the international extension of this fields, the Wallonia-Brussels unit developed a particularly dense network.

Extremely open to the world, this unit has signed multiple cooperation agreements with many countries or regions, keen for exchange and mutual enrichment. One of these agreements was signed with the

Republic of Chile in 1997, supporting collaboration projects, mainly focused on the academic, scientific and cultural sector.

This bilateral cooperation with Chile flourished into the network of close relationships between Belgium and Chile for over 30 years, particularly through the large number of Chilean students that have studies in our universities and to the intense cooperation between Chilean and Belgian universities.

The Wallonia-Brussels delegation in Santiago is located in the municipality of Las Condes, and also houses the Economic and commercial representation of the Walloon region (AWEX).

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Benoît RUTTEN
Representative
in Santiago de Chile

WALLONIE-BRUXELLES CAMPUS

WALLONIA-BRUSSELS FEDERATION

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 allows foreign students to access all the information they need to prepare for a period of study in Wallonia-Brussels, from the choice of course to the practical aspects of their stay;

- Multilingual publications that are regularly updated inform foreign students about the higher education system in place in Wallonia-Brussels and its educational offering;
- Participation in promotional events abroad, under the Wallonia-Brussels Campus brand (international fairs for students and professionals, forums, etc.), 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.



Cécile LIEGEOIS
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FOR FURTHER DETAILS CONCERNING BELGIAN PRODUCTS,
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Flemish Economic Representative in Chile

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María Liliana HERRERA BORDONES

Trade Commissioner

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.

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.



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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 a population of 10.9 million inhabitants (2011) and is one of the most densely populated countries in Europe. Brussels is the 'Capital of Europe', playing host to the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organizations, such as NATO, are also located in Brussels. As a result, 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 km², Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant player in the world economy. GDP reached €339.0 billion in 2009 and an estimated €351.8 billion in 2010. In line with global deceleration, growth drastically slowed towards the end of 2008, and was negative in 2009 (-2.7%). In 2010, the Belgian economy recovered and an estimated growth rate of 2.1% was recorded.

Despite the recent downturn, Belgium is a high income country, with a Gross National Income (GNI) per capita of US\$ 45,420 in 2010 (World Bank data).

According to the World Trade Organization (WTO), in 2010, Belgium was the 9th leading exporter of merchandise goods and the 15th leading exporter of commercial services. In 2010, Belgium's share in world merchandise exports was 2.7%. With a share of 2.5% in world imports of goods, Belgium ranked 12th among world importers.

For four 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.

In regards to Foreign Direct Investments, in 2010 Belgium ranked number 4 in the world with US\$62.0 billion. The continued presence of TNC (coordination centres), as well as new tax incentives that entered into force in January 2006 (notional interest deduction) play an important role.

BILATERAL TRADE RELATIONS

BELGIUM-CHILE

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 investor.

Belgian exports to Chile	2008	12 months	€ 307,3 million
	2009	12 months	€ 213,5 million
	2010	12 months	€ 326,2 million
	2011	6 months	€ 185,4 million
Belgian imports from Chile	2008	12 months	€ 322,6 million
	2009	12 months	€ 522,9 million
	2010	12 months	€ 762,4 million
	2011	6 months	€ 501,5 million



BRUSSELS-CAPITAL REGION



Wallonie

.be