



# BELGIAN ECONOMIC MISSION

18 > 25 October 2014

# COLOMBIA

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# PERU

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**PARTICIPANTS  
BROCHURE**

Publication date: 1 September 2014

This publication contains information on all participants who have registered before its publication date. The profiles of all participants and companies, including the ones who have registered at a later date, are however published on the websites of the Belgian Foreign Trade Agency [www.abh-ace.be](http://www.abh-ace.be) and [www.belgianeconomicmission.be](http://www.belgianeconomicmission.be).



## BELGIAN ECONOMIC MISSION TO

# COLOMBIA

&

# PERU

18 > 25 October 2014

Organised by the regional agencies for the promotion of Foreign Trade & Investment (Brussels Invest & Export, Flanders Investment & Trade – FIT, the Wallonia Export-Investment Agency (AWEX) – Wallonia Region, FPS Foreign Affairs and the Belgian Foreign Trade Agency.



BELGIAN ECONOMIC  
MISSIONS

CALENDAR 2014		
	COLOMBIA & PERU	18 > 25 October
	MALAYSIA & SINGAPORE	22 > 28 November

CALENDAR 2015		
	QATAR & UNITED ARAB EMIRATES	21 > 26 March
	BRAZIL	2 <sup>nd</sup> half of May 2015

(The dates are subject to change)



## HRH PRINCESS ASTRID OF BELGIUM



Representative of  
His Majesty the King

HRH Princess Astrid, Princess of Belgium was born in Brussels on 5 June 1962. She is the second child of King Albert II and Queen Paola, and the sister of the King.

At the request of His Majesty the King, HRH Princess Astrid represented him and presided over the economic missions to Angola and South Africa in October 2013, to India in November 2013 and to Saudi Arabia and the Sultanate of Oman in March 2014. It is widely recognised that missions such as these have a positive impact on the development of economic and trade relations between Belgium and its regions and many overseas partners. They also enable bridges to be built between Belgian and foreign companies as well as between Belgian companies themselves.

As Honorary Chairwoman of the Queen Elisabeth Medical Foundation (QEMF), the European Organisation on Research and Treatment of Cancer (EORTC) Charitable Trust and the Science and Medical Funds of the King Baudouin Foundation, HRH Princess Astrid supports clinical and fundamental research.

The Princess is also active in the fight against epidemics and pandemics: i.e. as “Special Representative” of the Roll Back Malaria partnership to fight malaria.

HRH Princess Astrid is also particularly concerned by the plight of victims of violence. She is therefore fully engaged in the efforts to ban antipersonnel mines.

HRH Princess Astrid is also a member of the International Paralympics Committee Honorary Board. She is also the Honorary President of the non-profit association Damien Action.

HRH Princess Astrid is known to be highly concerned about persons who - through a variety of circumstances - become marginalised citizens. She visits and encourages in many ways those Organisations which offer assistance to those who are in need of help.

On June 20th 2013, the Secretariat of the Anti-Personnel Mine Ban Convention/Ottawa Convention announced that HRH Princess Astrid - as Special Envoy of the Convention - has joined a task force which will undertake diplomatic efforts to obtain the signature of the Convention by States not yet party to it.

Since 22 November 1996, HRH Princess Astrid has been a member of the Belgian Senate as senator by right. She also joined the Belgian Armed Forces on 22 May 1997. The Princess is a Colonel in the Medical Unit.

HRH Princess Astrid performs her public duties as expected within the context of the Royal Family with particular interest for the problems of our contemporary society.

HRH Princess Astrid studied art history at Leiden in the Netherlands. She completed her education in Geneva, at the Institute of European Studies and in Michigan in the United States.

On 22 September 1984, HRH Princess Astrid married in Brussels Lorenz, Arch-Duke d'Autriche-Este, who became Prince of Belgium in 1995. The Prince was born in Boulogne-Billancourt on 16 December 1955.

The princely couple has five children, all born in Belgium: Amedeo (21 February 1986), Maria Laura (26 August 1988), Joachim (9 December 1991), Luisa Maria (11 October 1995) and Laetitia Maria (23 April 2003).



## HE DIDIER REYNDERS

---

Deputy Prime Minister

Minister of Foreign Affairs

Foreign Trade and European Affairs

Born in Liège on August 6<sup>th</sup>, 1958

Married - 4 children

## GOVERNMENT POSITIONS

- ◆ Minister of Finance (1999-2011)
- ◆ Chairman of the Eurogroup (January - December 2001)
- ◆ President of the Ecofin (July - December 2001 / July 2010 - December 2010)
- ◆ Minister in charge of the Belgian Buildings Agency (2003-2011)
- ◆ Deputy Prime Minister since 18 July 2004
- ◆ Minister of Institutional Reforms (2004-2011)
- ◆ Minister in charge of the National Lottery, the Federal Holding and Investment Company (FHIC) and the insurance companies (2007-2011)
- ◆ Minister of Foreign Affairs, Foreign Trade and European Affairs since 6 December 2011

## ACADEMICAL FUNCTIONS

- ◆ Lecturer at the Hautes Ecoles commerciales of Liège
- ◆ Staff member of the Public Law Department at the University of Liège
- ◆ Guest lecturer at the Université catholique de Louvain (Louvain business school (UCL))

## POLITICAL ACTIVITIES

- ◆ Chief of staff of the Deputy Prime Minister, Minister of Justice and Institutional Reforms, Mr Jean Gol (1987-1988)
- ◆ Member of the Liège Town Council since October 1988
- ◆ Leader of the MR Group of the Liège Town Council since 1995
- ◆ Deputy Chairman of the MR (1992-2004)
- ◆ Member of Parliament since 1992

- ◆ Chairman of the PRL-FDF Group (1995-1999)
- ◆ Chairman of the Mouvement Réformateur (2004-2011)
- ◆ Member and Leader of the MR Group of the Uccle Town Council (since 3 December 2012)
- ◆ Chairman of the Brussels MR Federation (since 12 January 2013)

## PROFESSIONAL ACTIVITIES

- ◆ Lawyer (1981-1985)
- ◆ Director General of the Local Authorities Department of the Ministry of the Walloon Region (1985-1988)
- ◆ Chairman of the National Railway Company of Belgium (1986-1991)
- ◆ Chairman of the National Society of Airways (1991-1993)



## HE JEAN-CLAUDE MARCOURT

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Vice-President and Minister of Economy,  
Industry, Innovation and New Technologies  
of the Walloon Government

Vice-President and Minister of Higher  
Education, Research and Media of the  
Wallonia-Brussels Federation

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

1974-1979

- ◆ University of Liege – Jurist Doctorate in Law

Since 1979

- ◆ Attorney and member of the Liege Bar (on leave since 1992)

1992-1994

- ◆ Director of Cabinet, of the Walloon Regional Minister for Internal Affairs

1994-1995

- ◆ Director of Cabinet, of the Walloon Regional Minister for Internal Affairs, Civil Service and Budget

1995-1997

- ◆ Director of Cabinet, of the Walloon Regional Minister for Budget, Finance, Employment and Formation
- ◆ Minister of the Wallonia-Brussels Federation for Budget, Finance and Civil Service

1998-1999

- ◆ Director of Cabinet of the Deputy Prime Minister and Minister of Economy and Telecommunications

1999-2003

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

2003-2004

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

2004-2009

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

2009-2014

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

Since 2014

- ◆ Vice-President and Minister of Economy, Industry, Innovation and New Technologies of the Walloon Government
- ◆ Vice-President and Minister of Higher Education, Research and Media of the Wallonia-Brussels Federation



## HE CÉCILE JODOGNE

Secretary of State for Foreign Trade &  
Investment for the Brussels-Capital Region

Born on 1<sup>st</sup> April 1964 in Leuven

- ◆ Master's degree in Geographic sciences (UCL)
- ◆ Master's degree in Economic sciences (UCL)
- ◆ Secretary of State for the Brussels-Capital Region, in charge of Foreign Trade and Firefighting and Emergency Medical Assistance
- ◆ Minister, Member of the Board of the French Community Commission (COCOF), in charge of Civil Service and Health Policy
- ◆ Deputy Mayor of Schaerbeek (Brussels)

## PROFESSIONAL CAREER

1989-1991

- ◆ Research and Teaching Assistant at Catholic University of Louvain-La-Neuve (UCL)

1992-1995

- ◆ Advisor for the Secretary of State for the Brussels-Capital Region in charge of Monuments and Sites.

1995-2000

- ◆ Director – Cabinet of Deputy Mayor of Schaerbeek Bernard Clerfayt

2001-2006

- ◆ Local Councillor – Schaerbeek

2001-2003

- ◆ Project & Communication Manager at M-Brussels Village (the Brussels ICT Business Centre)

2004-2006

- ◆ Director of « Maison Autrique », the first striking building designed by Victor Horta

Since 2006

- ◆ Deputy Mayor in charge of spatial planning, urbanism, environment, tourism and property

2008 - December 2011

- ◆ Mayor of Schaerbeek

Since 2008

- ◆ Teaching assistant at University of Brussels (ULB) – architecture faculty

Since 2014

- ◆ Secretary of State for the Brussels-Capital Region, in charge of Foreign Trade and Firefighting and Emergency Medical Assistance

Since 2014

- ◆ Minister, Member of the Board of the French Community Commission (COCOF), in charge of Civil Service and Health Policy



# TABLE OF CONTENTS

PRIVATE & PUBLIC ORGANISATIONS, CHAMBERS OF COMMERCE AND FEDERATIONS .....	16
FINANCIAL INSTITUTIONS .....	30
PORTS & AIRPORTS .....	36
HIGHER EDUCATION INSTITUTIONS .....	40
INDUSTRIAL & SERVICE COMPANIES .....	50
PUBLIC SECTOR .....	148
HOTELS OF THE MISSION .....	170
ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE .....	174

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**PRIVATE & PUBLIC  
ORGANISATIONS,  
CHAMBERS  
OF COMMERCE  
AND FEDERATIONS**

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## AGORIA INTERNATIONAL BUSINESS

Agoria is Belgium's largest employers' organisation and trade association representing more than 1,700 members active in the technology industry in Belgium.

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

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



**Peter DEMUYNCK**

Director International Business

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## AGORIA RENEWABLE ENERGY CLUB

In the fields of Power Generation & Renewable Energy technologies, Belgian companies can boast proven track records. 150+ of these companies have joined forces to offer their services to customers abroad.

In the Carbon Energy Club and the Renewable Energy Club powered by Agoria, both local and international companies have formed a unique network that paves the way for the Belgian technology for the energy sector on the international scene.

Both Clubs' aims are to promote the expertise in Power Generation & Renewable energy technologies abroad and to identify and create international business opportunities for its members.

If you are looking for a single point of contact for energy technology from the heart of Europe, you have found it!



**François de HEMPTINNE**

Manager



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## BELGIAN INVESTMENT COMPANY FOR DEVELOPING COUNTRIES – BIO

The Belgian Investment Company for Developing Countries (BIO) is a Development Finance Institution (DFI) established in 2001 within the framework of the Belgian Development Cooperation. The mission of BIO is to support a strong private sector in developing and/or emerging countries, to enable them to gain access to growth and sustainable development with the aim to achieving the Millennium Development Goals.

programmes for client companies as well as feasibility studies. BIO requires its business partners to implement environmental, social and governance standards. BIO operates as an additional partner to the traditional financial institutions and supports projects with a balance between return on investment and development impact.

BIO invests in private sector projects and as such makes a structural contribution to the Partner-economic growth of those host countries. Endowed with a capital of EUR 550 million, BIO provides tailored-made long-term financial products (equity, quasi-equity, debt and guarantees) either directly or through intermediary structures. BIO can also fund technical assistance



**Anne DEMEUSE**

Chief Risk Manager &  
Portfolio Monitoring Officer

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## BELGO-CHILEAN CHAMBER OF COMMERCE

The Belgo-Chilean Chamber of Commerce is a non-profit association initially specialised in supporting Belgian firms active or interested to develop exports or investment in Chile, which has recently been active also in developing specific supports to its members which are interested to extend their activities or projects to the economies belonging to the Pacific Alliance. In close cooperation with the two new Belgian bilateral Chambers dedicated specifically to Peru and Colombia, this Chamber is trying to define and match strategic alliances between Belgian and Pacific coast firms as well as universities and researchers. This activity focuses mainly upon innovation and creation of synergies and complementarities between both economies in order to improve competitiveness along global chain of value in a win-win game perspective for Belgian and Pacific Coast firms.



**Christian GHYMERS**

President



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## BELGO-PERUVIAN CHAMBER OF COMMERCE

The objective of the Belgo-Peruvian Chamber of Commerce is to develop commercial, academic, scientific and cultural interests of Belgian companies and citizens in Peru, as well as in neighbouring countries for which its members have complementary interests.

It is in course of being accredited by the Belgian Federation of Chambers of Commerce and Industry.

Volunteer-based, the Chamber offers analyses, information, contact, lobbying services and gives support to its members searching to export to Peru or to the Pacific coast.



**Carlos CABREJOS VILLARROEL**

Founding Member



**Anthony DE CLERCK**

Founding Member



**Jean-Pierre LEKEU**

Founding Member



**Cristophe David  
NAVARRO de la TORRE**

Founding Member

# ESSENSCIA – BELGIAN FEDERATION FOR CHEMISTRY AND LIFE SCIENCES INDUSTRIES

essencia represents and brings together about 750 companies in Belgium's chemical, plastics and life sciences industry. With turnover of 62 billion euros and 90,000 direct employees, the sector represents 1/5 of the entire Belgian manufacturing industry. The sector exports over 75% of its production and generates a trade surplus of 25 billion euros, thus contributing to the vigour of the Belgian economy. The sector is also very innovative with 3 billion euros R&D-expenditures in 2013.

Belgium is the number one chemical country in the world on a per capita basis and a dominant player of a wide range of key chemicals and plastics in Europe. The spectacular development of the port area of Antwerp since the 1960s has been of vital importance for the growth of



**Pascal LIZIN**

Vice-President essencia &  
President essencia Wallonia

the base chemical industry in Belgium. Thanks to considerable investments by Belgian and foreign companies in the petrochemical industry and other major chemical activities, Belgium has developed into a leading global petrochemical centre.

Belgium is also a world leader in pharmaceuticals. Nearly 30,000 people work in this sector, which alone accounts for 10% of all Belgian exports. In fact, 30% of all private sector R&D-expenditures is in the pharmaceutical industry, twice the European average.

For more information, visit [www.essencia.be](http://www.essencia.be).



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## FEDERATION OF BELGIAN CHAMBERS OF COMMERCE

The Federation of Belgian Chambers of Commerce is the umbrella organisation for all Chambers of Commerce in Belgium and the network of Belgian-Luxembourg Chambers of Commerce abroad. Through its accreditation program, the Federation guarantees that Chambers of Commerce provide services of high quality to their members.

International entrepreneurship is one of the main activities of the Belgian Chambers of Commerce. Under the supervision of the Federation, they issue certificates of origin (of which more than 65% online) and ATA carnets for temporary exports.

Through their membership of Eurochambres, ICC and the World Chambers Federation, Belgian Chambers of Commerce have access to an international network of Chambers to assist Belgian companies around the world.

Promotion of sustainable entrepreneurship is also one of our focus areas. We strongly believe that corporate social responsibility makes companies more resilient in the current context of globalisation and urge for innovation.



**Johann LETEN**

Vice Chairman

## FEDERATION OF ENTERPRISES IN BELGIUM – FEB

FEB, the voice of business in Belgium, promotes an optimal business and investment environment.

The Federation of Enterprises in Belgium (FEB) is the only multisector employer organisation representing companies in Belgium's three regions. FEB represents more than 50,000 companies, accounting for 80% of employment in the private sector.

FEB promotes and defends the interests of those companies in nearly 150 federal, European and international bodies, with a view to creating an optimum business and investment environment. FEB's activities are under-

pinned by its thorough knowledge of the sector – thanks to the expertise of its member federations – and on key values such as the social market economy, sustainable development, business ethics, good governance, dialogue and self-regulation.



**Nicolas SAVERYS**

Member of the Management  
Committee of the FEB



**Laurent SEMPOT**

Deputy Adviser  
International Relations



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## FLANDERS INTERNATIONAL TECHNICAL AGENCY – FITA

The Flemish Ministry of Public Works and Mobility is largely competent for traffic, mobility, infrastructure and public works. Under the auspices of this Ministry, FITA promotes the know-how in these areas worldwide upon request of the private sector federations such as the Flemish Building Confederation (VCB), the association of consulting engineers (ORI) and the Flemish Environmental Experts (VlameX).

Nevertheless, FITA's core business today is to render public expertise to the private sector. FITA has been providing (technical) assistance to its beneficiary consulting companies through working contracts based on daily performances. FITA experts have been recruited recently to conduct additional studies and provide tech-

nical assistance in preparing engineering specifications for the development of a new set of Post-Panamax locks for the expansion of the Panama Canal. Experts in waste management have also been nominated to environmental projects in Central- and Eastern-Europe.

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



**Wim VAN ROMPAY**

Area Manager FITA &  
Liaison Officer for VlameX  
International

# VOKA – ANTWERP-WAASLAND CHAMBER OF COMMERCE AND INDUSTRY

The Antwerp-Waasland Chamber of Commerce and Industry is with its 3,000 members the economical driver behind the important Antwerp region. The Chamber is an independent, politically neutral interprofessional organisation and covers multiple sectors. Companies are united purely by a sense of entrepreneurship. The Chamber contributes to furthering economic development of our region by lobbying, networking and offering specific services to our companies.

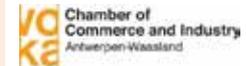
Our Chamber became a reference in the field of supporting economic development in South America; with several projects from capacity building of Chambers, to EU training and exporting our PLATO best practice in

countries such as Paraguay, Argentina, Chile, Uruguay and Peru; to welcoming chambers from the region in the context of the All-Invest program. We also have a proactive business club South America for our members. We hope to expand these projects to the Colombian and Peruvian market on the one hand and strongly hope to welcome Belgian companies to our South America business club on the other hand; in order to develop the trade and economic relations between Colombia, Peru and our vibrant region.



**Dirk BULTEEL**

Director



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## VOKA – LIMBURG CHAMBER OF COMMERCE AND INDUSTRY

Voka - Limburg Chamber of Commerce and Industry was incorporated on the 18th of April 1860. As a CCI, we are an employers' organisation creating solutions and opportunities through our core services: lobbying, networking, training, a whole array of services and both national and international projects. We represent more than 2,950 businesses from all sectors, accounting for 75% of the private employments and value added.

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



**Johann LETEN**  
CEO



**Hilde NUYTS**  
Senior Staff Member  
International Trade

## WALLONIA-BRUXELLES ARCHITECTURES – WBA

Wallonia-Brussels Architectures (WBA) is a service designed to promote the international development and recognition of architects and related professions (planners, landscape designers, photographers, etc.) working in Brussels and in Wallonia.

WBA sets out to promote and brings to the fore the know-how of our architects abroad and to accompany and support creators from Wallonia and Brussels with their export projects.

To do so, WBA brokers ties between the architects and international contacts; organises their presence at trade fairs and exhibitions abroad; invites decision-makers and the international press to meet our talents, develops

promotional supports: brochures, exhibition catalogues, CD-ROMs, etc.; provides information on the financial subsidies (strategic plan, legal and specialist advice, websites, etc.), the opportunities abroad (competitions, partnerships, etc.), etc.; organises seminars, individual or collective briefings, training modules on international development.

WBA is an initiative by Wallonia-Brussels International (WBI) and the Wallonia-Brussels Federation. It works in close cooperation with the Walloon Export and Foreign Investments Agency (AWEX) and Brussels Invest & Export



**Nathalie BRISON**

Project Manager



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# FINANCIAL INSTITUTIONS

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## BMI/SBI – BELGIAN CORPORATION FOR INTERNATIONAL INVESTMENT

BMI/SBI is a semi-public investment company whose 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 BNP Paribas Fortis, ING and Electrabel.

BMI/SBI can invest worldwide, i.e. in the developed world but also in emerging or developing countries and has since its creation in 1971 invested in over 300 projects in more than 50 countries worldwide.

BMI/SBI's activities are oriented both towards the creation of new foreign subsidiaries by Belgian companies as well as the further development or acquisition of existing projects. BMI/SBI offers Belgian companies flexible and attractive financing packages as well as services/added value based on its long-time experience in accompanying foreign investment projects as well as its large network of partners both in Belgium and abroad.

BMI/SBI can take minority equity participations and/or provide quasi-equity, i.e. medium to long term subordinated loans, to these projects. The average financing amount ranges between € 400,000 and € 2.5 million with investment terms usually between 5 to 10 years (including significant grace periods).



**Barbara REYFENS**

Investment Officer

## BNP PARIBAS FORTIS

BNP Paribas Fortis is part of BNP Paribas, a leading European provider of financial services with a presence in almost 80 countries. The bank offers the Belgian market a comprehensive package of financial services for private individuals, the self-employed, professionals and SMEs. In the insurance sector, BNP Paribas Fortis works closely with Belgian market leader AG Insurance. The bank also provides wealthy individuals, corporations and public and financial institutions with custom solutions for which it can draw on BNP Paribas' know-how and international network.

BNP Paribas Group has been operating in Latin America since 1914 when it opened a representative office in Argentina. Today, BNP Paribas is present in 6 Latin American countries: Argentina, Brazil, Colombia, Chile, Mexico and Peru. With over 3,600 employees, the bank is active in the fields of Corporate & Investment Banking, Retail and Investment Solutions.



**Herwig VAN CAMP**

Head of Corporate Banking Belgium



**Damien HEYMANS**

Head of Export Finance Benelux



**Linde VERHEYDEN**

Deputy Director External & Governmental Affairs



**Jean-Michel VANDEKERKOVE**

Representative of BNP Paribas Peru



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## COMMERZBANK



Founded in 1870 and today Germany's second largest commercial bank, Commerzbank offers a full range of commercial banking services throughout the world. Its presence in almost 60 countries, through its international network, reflects a longstanding commitment to global service.

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

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



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Senior Vice-President

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## DELCREDERE – DUCROIRE

Delcredere | Ducroire is the Belgian public credit insurer with a mission to promote international economic relations. Delcredere | Ducroire performs this task as an autonomous government institution enjoying the state guarantee.

Delcredere | Ducroire insures companies and banks against political and commercial risks relating to international commercial transactions, mainly regarding capital goods and industrial projects, as well as contracted works and services. For these risks, Delcredere | Ducroire can also work alongside banks through risk sharing schemes. Delcredere | Ducroire also insures against political risks relating to foreign direct invest-

ments and directly finances commercial transactions of limited proportion.



**Nabil JIJAKLI**  
Deputy CEO



**Mireille JANSSENS**  
Business Development Advisor



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# PORTS & AIRPORTS

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## LIEGE AIRPORT

### Liege Airport - The Flexport®

Strategically located at the heart of Europe, Liege Airport developed innovative services for cargo operators: the Flexport® - tailored services to the needs of cargo operators. It provides the fastest and most convenient infrastructure and services to the cargo community. It is fully operational 24/7 (no curfew, no imposed time slots, no congestion) and has the best location for accessing European market occupying a central position at the heart of the golden triangle linking Amsterdam, Paris and Frankfurt. Taking advantage of this excellent location, the whole region has developed a specific expertise in logistics: multimodal platform dedicated to rail-road transport in the immediate surroundings, as well as distribution and logistics. Liege is also the third largest inland port in Europe and situated in the direct

hinterland of the ports of Antwerp and Rotterdam. Liege Airport offers numerous location opportunities for cargo operators, forwarders or logistics centres.

Liege Airport is fully focussing on cargo operations and specialised in express cargo, pharmaceuticals, live animals and perishables (576,000 tons in 2013). Full freighter network operated by numerous airlines connecting a wide range of destinations all over the world.



**Steven VERHASSELT**

Business Development Manager

## PORT OF ANTWERP

The Port of Antwerp is the leading European integrated maritime and logistics hub and second largest seaport in Europe.

Located right at the heart of the European Union, it has become the centre of worldwide trading activities. Optimal connections through a vast network of highway, railroad infrastructures and inland waterways guarantee a smooth throughput to and from all of the major European industrial and consumer areas.

As the largest banana port in Europe, the Port of Antwerp has a large experience in handling perishable cargo, both from conventional reefer ships as from reefer containers. It offers a vast range of added value services such as storage, ripening, quality control, order picking, distribution, customs services, etc.



**Wim DILLEN**

Business Development Manager



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# HIGHER EDUCATION INSTITUTIONS

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## ARES – ACADÉMIE DE RECHERCHE ET D'ENSEIGNEMENT SUPÉRIEUR

ARES – Higher Education and Research Academy – is the federation of the French-speaking higher education institutions and is responsible for the implementation of their main missions, i.e. teaching, research and contribution to the Community, as well as for the promotion of cooperation among individual higher education institutions. Its core missions include international representation of higher education institutions, reinforcement of their international visibility and development cooperation with institutions abroad.

ARES comprises thematic groupings (by type of institutions) and committees; one of which – the CRI (Commission for International Relations) – is in charge of international relations. CRI brings together experts in international relations from the Belgian French-speaking higher education institutions. Its mission is to develop and reinforce a concerted policy of promotion at international level, to share information on the internationalisation of higher education, to develop and implement joint activities and common representation at international level and to participate in international meetings and events such as visits abroad.



**Didier VIVIERS**  
Rector ULB  
President a.i. ARES



**Serge JAUMAIN**  
President CRI  
ARES



**Julien NICAISE**  
General Director



**Lise-Anne HONDEKYN**  
International Relations Officer

## FONDS DE LA RECHERCHE SCIENTIFIQUE – FNRS

### NATIONAL FUND FOR SCIENTIFIC RESEARCH F.R.S.-FNRS

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

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



**Véronique HALLOIN**

General Secretary

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

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

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



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## ICHEC BRUSSELS MANAGEMENT SCHOOL



ICHEC Brussels Management School is a university level management school in the tradition of leading business schools. It offers day and evening management programmes, both as initial training and continuous education.

ICHEC, revealer of talents, enables its students to develop their talents and educates them to become responsible as well as open-minded managers. In order to accomplish this mission, the academic programmes emphasise business practice supported by rigorous, scientific research. Our graduates gain the knowledge, skills and competences which are necessary to embark on a lifelong learning process. The ICHec spirit is founded on the values of respect, solidarity and integrity.



**Brigitte CHANOINE**  
Director & President

ICHEC is also a group of 4 training centres specialised in research and continuous education for adults dedicated to quality and excellence in business management training.

The institution is at the heart of a network: more than 2,000 students, more than 10,000 alumni who are part of the ALICHEC association, a faculty of 200 academically qualified or professionally qualified members who bring students their day-to-day experience of management.

## UNIVERSITÉ CATHOLIQUE DE LOUVAIN – UCL

Founded in 1425, the Université catholique de Louvain is one of the oldest universities in the world.

UCL offers hundreds of programmes in all the fields of knowledge to 28,850 students from more than 120 nationalities. A distinctive feature of UCL is its presence on six campuses in Belgium: Louvain-la-Neuve, Brussels Woluwe, Mons, Tournai, Brussels Saint Gilles and Charleroi.

UCL is ranked 138<sup>th</sup> in the world's top universities by the QS World University Rankings 2013, which gives UCL the first place among the French-speaking Belgian universities.

Teaching, research and service to society are UCL's core missions. Anchored in a tradition of excellence, research is closely linked to education and teaching. It is the daily profession and passion of involved and responsible men and women at UCL.

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



**Vincent BLONDEL**

Rector



**Benoît MACQ**

Former Prorector for International Relations



**Matthieu de NANTEUIL**

Professor & Director of CriDIS



**Isabel YEPEZ DEL CASTILLO**

Professor & Director of GRIAL

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## UNIVERSITÉ DE LIÈGE – ULG



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

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

An innovator in terms of techniques as well as engineering, the university has strong expertise in a variety of fields, including agronomy, mining and environment, life sciences, biotechnologies, earth sciences, space

studies, veterinary medicine as well as humanities and social sciences.

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

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

A hundred years ago, 4 bioengineers from Gembloux Agro-Bio Tech and Veterinary Medicine went to Lima on a mission giving rise to the actual Universidad Nacional Agraria La Molina in Lima.



**Eric HAUBRUGE**

Principal Vice-rector



**Sebastian SANTANDER**

Political Science  
International Relations



**David BASTIN**

Senior Researcher at GeMMe

## UNIVERSITÉ DE MONS – UMONS

The University of Mons (UMONS) is the result of the recent association (in 2009) of the University of Mons-Hainaut and the Polytechnic Faculty of Mons.

We offer 1st, 2nd and 3rd study cycles programs of high quality, as well as scientific research activities of high level.

Located between Paris and Brussels, Mons is the main administrative and legal centre of its province. Mons is a rich historical city and it has a strong taste for cultural activities. The city has been elected as European Capital of Culture in 2015.

The University of Mons is composed of 7 faculties and 3 Institutes and it delivers study programs of "Bachelier",

"Master" and "Doctorate" levels in the following areas: psychology and educational sciences, business and economics, engineering, sciences, medical sciences, pharmaceutical sciences, architecture and urbanism, translation and interpretation, linguistic sciences, human and social sciences, law.

To meet this important mission, UMONS strives to develop high level research activities through its 700 researchers belonging to 100 specific departments organised in 10 main Thematic Research Institutes.



**Géraldine BERGER**

Head of the International Relations Office



**Alain VANDE-WOUWER**

Professor at the Polytechnic Faculty of the University of Mons & Expert in International Relations with South America

**UMONS**  
Université de Mons

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## UNIVERSITÉ DE NAMUR – UNAMUR



Founded in 1831 by the Society of Jesus, the University of Namur (UNamur) carries on the values of the humanistic tradition through teaching and research: universality, quality, ethical commitment and solidarity. Its priority is to educate students and researchers as responsible and active members of society.

Situated in the Southern, French-speaking part of Belgium, at the heart of Europe, the University of Namur comprises six Faculties, offering some forty academic programs.

It welcomes about 6,400 students and carries out research covering the main fields of knowledge, ranging from ethics to nanotechnologies, from linguistics to computer science, from human rights to veterinary science, and so on.

The quality of its teaching and research has enabled the UNamur to develop cooperation and exchange programs, benefiting students, researchers and professors alike. In 2013-2014, the international network of UNamur allowed 45,6 percent of our masters' students to have an international experience during their academic career, either through an academic exchange semester at one of our partner universities or through practical internships in the partners' laboratories or in international companies outside of Belgium.



**Yves POULLET**

Rector



**Annick CASTIAUX**

Academic Director of International  
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## UNIVERSITÉ LIBRE DE BRUXELLES – ULB

As a multicultural university in the heart of Europe, with one third of students and researchers from abroad, international relations is a daily reality for the Université libre de Bruxelles (ULB), just like Brussels itself, one of the world's most cosmopolitan cities. Four scientific Nobel Prizes, including the recent Nobel Prize in Physics awarded to Prof. François Englert (2013), one Nobel Peace Prize, one Fields Medal, three Wolf Prizes, two Abel Prizes bear witness to the University's long tradition of excellence. In addition, the University's Institute for European Studies is recognised as a "Jean Monnet European research centre".

As a French-speaking university, most of the courses are delivered in French. However, a growing number of Master programmes are partly or entirely delivered in English. The ULB offers a wide range of French courses, prior to and during the academic year, to help its international students improve their language skills.



**Didier VIVIERS**

Rector



**Serge JAUMAIN**

Vice-Rector for  
International Relations



**Pierre DRION**

President  
Fondation ULB

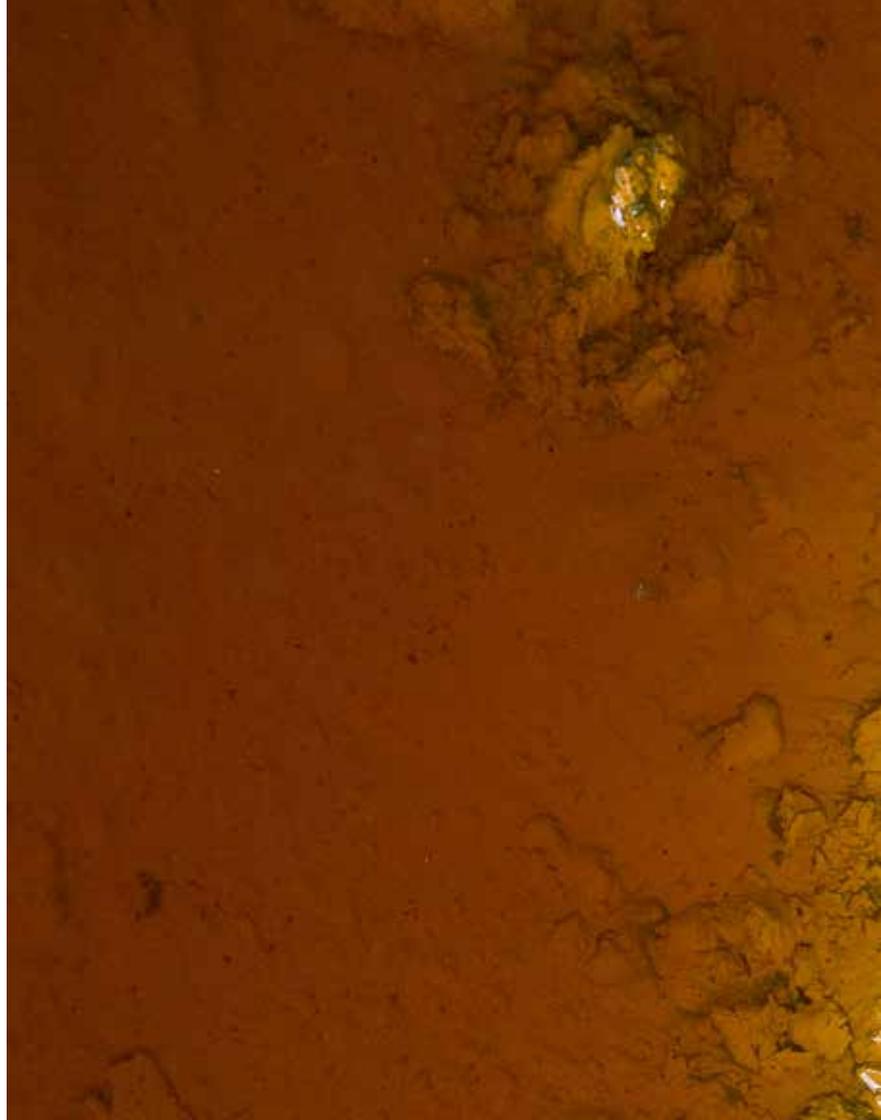


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# INDUSTRIAL & SERVICE COMPANIES

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## ADERCO EUROPE

Aderco concept results from 30 years of experience in treating fuel issues. It is centred on three core elements: Efficiency, Economy and Environment for Marina, Industrial, Power Generation, Transport & Leisure Sectors. Aderco solution is based on fuel treatment for optimum efficiency:

- ◇ Before: Prevent fuel oil incompatibility, Disperse asphaltene agglomerations, Reduce sludge rejects, Cleaning action on fuel tanks and fuel lines, Extend life and performance of filters and purifiers, Break water emulsion, Anti-foaming agent.
- ◇ During: Optimise atomisation and improves combustion, Lengthen injector life, Eliminates trumps, Upgrade quality of high CCAI fuels, Keep

performance at top level for longer periods of time, Generate fuel savings thanks to better performance.

- ◇ After: Minimise particulate emissions, smoke opacity and carbon fouling, Eliminate sparks and carbon fallouts, Lower exhaust temperature, Reduce corrosion effect.

Aderco has been able to respond to an expanding market by implementing strategic offices in Brussels, Genève, Montreal, Singapore, Sao Paulo, Colombia and Conakry. We also support local agents in over 50 countries all around the globe on technical assistance, sales, distribution and customer support.



**Walter TORRES HERNANDEZ**

Manager

## AGRICONSULTING EUROPE

Agriconsulting Europe S.A. (AESAs) is a leading international development consulting firm duly established since 1994. Its key areas of excellence include:

- ◇ Provision of high quality management and advisory services for international cooperation projects;
- ◇ Policy development;
- ◇ Technical assistance for sustainable rural, social, and economic development projects.



**Gelsomina PEDALINO**

Project Manager

AESA focuses its activities on four interrelated sectors:

- ◇ Economic Development (economic policy reforms and national development planning, trade negotiations, trade policy and regional integration and WTO, tailored consultancy services for SME's internationalisation, market studies, business & innovation transfer);
- ◇ Agriculture and Rural Development (policy, infrastructure, food safety, processing and marketing, crop and animal husbandry and health, extension, forestry, micro-credit, land use management, registration and reform, food security);
- ◇ Environment (sustainable management of natural resources, biodiversity conservation, wildlife, ecotourism, research, environmental monitoring systems, legislation, climate change, soil and water quality, waste management, renewable energy);
- ◇ Social Development (civil society and local development, labour market and employment, education, human resources development, human rights and democratisation).



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## A-LAW INTERNATIONAL LAW FIRM

A-Law Attorneys is an independent Belgian international law firm providing national, European and international legal services.

A-Law Attorneys is a team of Belgian and foreign attorneys and legal advisors with knowledge of the legal systems of i.a. Belgium, The Netherlands, France, Germany, Austria, Spain, Portugal, Italy, Poland, Bulgaria, the Czech Republic, Slovakia, Serbia, Croatia, Hungary, Romania, Turkey, Brazil, China, Colombia, Peru, Chili, Russia, Armenia, South Africa, the United States, Lebanon, Vietnam, etc. active in our offices. A-Law has a comprehensive in-house expertise divided in numerous foreign law desks, branch offices and a worldwide liaison network.

A-Law specialises in advising on investment projects both nationally and internationally. A-Law advises the investors in their own language.



**Liliana LIZARAZO RODRIGUEZ**

Lawyer Desk Colombia, Spain and  
Andes Region

## AMB-ECOSTERYL

AMB is a private Belgian company founded in 1947 and specialised in manufacturing machines for the medical and the environmental/recycling field.

AMB has designed special devices for the treatment of contaminated medical waste. Those patented devices, called Ecosteryl 125 and 250, enable a continuous disinfection of medical waste through a microwave system. The process consists in shredding and heating the waste to 100°C.

The system is designed to work continuously and allows large capacity of treatment i.e. respectively around 75, 125 or 250 kg per hour.

Once treated through the system, hazardous medical waste falls into the same category as household rubbish.

The system is authorised and homologated by European public authorities, French Ministry of Health, Pasteur Institute, etc.

Ecosteryl 250 is available for use by companies specialised in transportation and treatment of medical waste as well as public authorities, municipalities, etc.

Ecosteryl 75 and 125 are available for use in situ in the hospital.



**Olivier DUFRASNE**

Director Sales &  
Business Development



**Harald KLINT**

Representative Colombia

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ECOSTERYL

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## AMBITUS

Ambitus is dedicated to provide tailor-made support for entering or further developing the emerging South American market. Through strategic advisory, corporate business development and operational management services we alleviate the many challenges our customers are confronted with. Ambitus primarily focuses on small and medium sized enterprises as well as family offices, active in infrastructure and construction, industrial manufacturing, energy, technology or logistics. Our aim is to drive the business forward and turn the many opportunities into profitable growth.

Ambitus facilitates in the design of a customised strategic roadmap for South America. Once the way forward is clearly anchored, we operate as the extended business development force, representing our customers in the local market towards clients, subcontractors, business partners, authorities and other stakeholders. We typically aim for long-term partnerships, but not necessarily on a full-time basis. Our collaboration is fully in line with the budgetary requirements and tuned to meet the set objectives. Ambitus stands for a professional but very hands-on approach and a team with industry specific expertise. Ambitus is thus the key to success in exporting your innovative products and services to South America.



**Ralph HENDRIKK**  
Managing Director

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## APPLITEK

AppliTek is a specialist manufacturer of on-line water analysers and monitoring systems for environmental and industrial applications. These include:

- ◇ On-line analysis of treated waste water/effluent compliance;
- ◇ On-line analysis of surface water/river monitoring;
- ◇ Security of drinking water production and distribution;
- ◇ Protection of public water sources (US: "Homeland security");
- ◇ On-line analysis of water chemistry in steam generation.



**Davy LAURIER**

President

# AppliTek

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## APTEC DIAGNOSTICS

Aptec Diagnostics N.V., founded in 1992, is a manufacturer of high quality stable Turbidimetric reagents to measure serum proteins in human plasma or urine. With over 20 years of experience we are considered to be a reference on Turbidimetry.

Our current portfolio lists more than 40 reagents. We are specialised in customised solutions for ready to use reagents, antibodies, calibrators and controls, in bulk format, general kit format or system packs.

We highly value good customer service including a good communication and training here or at your own facilities. We have in-house instruments and an extensive list of applications on open instruments currently present on the market. We have distributors worldwide and have collaborations with almost all major diagnostic reagent manufacturers.

We are Anvisa, ISO9001:2008, ISO13485:2003 certified and CE-conform.



**Raf CORDEEL**

Managing Director

## ATLANTIS TRANSLATION

Atlantis Translation is a Belgian company focused on Latin America. The Agency proposes translation, interpretation and assistance services to enterprises looking to prospect this big Spanish and Portuguese-speaking market. We are a recognised Agency to translate official documents, such as statutes of company, notary deeds, civil status documents required for the creation of companies.

Being able to communicate in the language of the interlocutor is a necessity to reach foreign markets. Multilingual communication tools are desirable for a company.



**Jean-Pierre LEKEU**

Director

Furthermore, we also propose to come along with companies exporting or willing to open an office or to find a partner on these markets, thanks to our market knowledge.

Besides, we do consultancy in agronomy, bio-agro-industry in Latin America and elsewhere, as well as the agronomic research in tropical cultures – and potatoes. Indeed, Mr Lekeu worked previously a long time in these sectors, as much in Latin America as in Africa. He is, among other topics, specialist in papain at world level.



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## BARCO

Barco, a global technology company, designs and develops visualisation products - encompassing the entire visualisation spectrum - for a variety of selected professional markets: entertainment & corporate, healthcare, industrial & government and defence & aerospace.

By offering top-quality, user-friendly imaging products, we enable our customers to optimise productivity and business efficiency.

Barco (NYSE Euronext Brussels: BAR) employs about 4,000 people in over 90 countries.

Our facilities for Sales & Marketing, Customer Support, R&D and Manufacturing span the globe, from Europe and the Americas through to Asia Pacific.

Barco posted sales of 1.158 billion euro in 2013.

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**Francisco FANDINO FINEAU**

Managing Director



**David BETANCOURT**

Sales Manager Healthcare



**Manuel NAVARRETE**

Sales Manager

## BEKAERT

Bekaert ([www.bekaert.com](http://www.bekaert.com)) is a world market and technology leader in steel wire transformation and coatings.

Bekaert (Euronext Brussels: BEKB) is a global company with headquarters in Belgium, employing 27,000 people worldwide.

Serving customers in 120 countries, Bekaert pursues sustainable profitable growth in all its activities and generated combined sales of € 4.1 billion in 2013.



**Katelijn BOHEZ**

Chief Communications Officer



**Bruno HUMBLET**

CFO and Executive Vice-President  
Bekaert Latin America



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## BIOTEC

Biotec was founded in Belgium in 1984 with the aim of developing conceptual, technological and methodological tools appropriate to the tropics to generate biogas and organic fertilizer from agricultural, agro-industrial and urban effluents and waste.

Biotec mission is the organic matter management (carbon + nutrients) to generate renewable energy without negative impact on environment (watersheds, soils and atmosphere) and to improve soil fertility.

Biotec is an engineering company including design, works supervision, inoculation and commissioning. In many cases Biotec acts as general contractor for projects implementation (turnkey construction and assembling).

Biotec started its worldwide operations in Colombia in 1986 and expanded its activities to Central America, to Peru, to the North of Argentina, to Malaysia, to Indonesia and more recently to Africa (Nigeria, Ghana and Gabon).

Biotec has so far realised more than 150 feasibility studies and 40 projects, some of them being the firsts of their kinds in the world. The total volume of biodigesters built by BIOTEC is more than 380,000 m<sup>3</sup> capacity, producing more than 300,000 m<sup>3</sup> of biogas per day.

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**Philippe CONIL**  
CEO



**Heriberto DORADO**  
Director for Latin America



**Aida Milena ROSERO**  
Commercial Assistant

## BUSINESS-INSIGHT

TIMi Suite is an innovative Predictive Analytics solution that removes the main barriers to advanced analytics by making it faster, easier, and cheaper. Using our solutions, companies can process vast amounts of information without investing on large servers and Hadoop solutions, and analysts can develop accurate models without needed the long learning curve that is necessary with alternative solutions.

Developed in Belgium, our software has allowed companies all around the world to improve commercial results by using timely data in an efficient manner, improving cross selling rates, reducing churn, improving resource allocation and better computing return on marketing investments.



**Frank VANDEN BERGHEN**

CEO



**Daniel SOTO ZEEVAERT**

Director



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## CAFE VELVET

Café Velvet is a Belgian owned specialty coffee bar launched in 2014 in the heart of El Poblado, the trendy neighbourhood in Medellín. On entering you feel cosy and at home. The coffee beans at Café Velvet are scrupulously selected from micro lots in the surrounding hills paying a premium to local farmers. Coffee, tea and hot chocolate is served with a Belgian touch and there is a selection of pastry, chocolate desserts and a menu of the day too.



**Ilse GEYSKENS**

Founder

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## CARMEUSE COORDINATION CENTER

Carmeuse is an international manufacturer of a full range of lime products, which find their way into many different applications of great value to us all every day.

Our lime and limestone products are a vital part of important global industries in mining, energy, environmental services, agriculture, construction and manufacturing. Carmeuse products make air cleaner and water more pure. They are essential to beneficiate ore such as Copper, Gold, Lithium, Nickel, etc. They make highways last longer. They make steel stronger. And they are a vital ingredient in the materials that build and renew infrastructure around the world.

Carmeuse in a snapshot:

- ◇ Founded in 1860;
- ◇ A world reference in lime production;
- ◇ Lime is key to most of our customers' manufacturing processes: iron & steel – mining – building & construction – environmental applications – and many more (agri-food, glass, paper, sugar, milk powder);
- ◇ 4,000 employees – 35 nationalities;
- ◇ Approximately 100 operations/offices in 25 countries.



**Yves WILLEMS**

Group COO & North America CEO



**Rainer REGENBERG**

Director Strategic Planning & Business Development



**Ralph BARDINE**

VP Business Development  
(Carmeuse Lime & Stone)



**Michael FELSMANN**

Business Development & Acquisitions Latin America & Caribbean (Carmeuse Lime & Stone)



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## CERATEC

Ceratec is an experienced integrating and engineering company active in 4 domains:

- ◇ Ceramics equipment: Ceratec has over 80 years-experience in creative brick making technology. We produce complete turnkey plants and equipment for the clay building materials industry (bricks, tiles, pipes, refractories).
- ◇ Handling: Thanks to our constant use of state-of-the-art technologies and control systems, Ceratec became a leading partner as a solution provider in many industrial sectors. We deliver turnkey internal transport systems, handling machines, palletizing and wrapping systems, purpose-built or integrated in a global project.

- ◇ Automation: We are a leading provider of advanced automation and control solutions (PLC's, process control, robotics, AGV's) for many industrial partners.
- ◇ Electrotechnics: Ceratec is also setting the tone in electrotechnical installations and has become the most reliable and professional partner in complex projects for the industry and tertiary areas.

The group Ceratec has a team of 400 motivated employees.



**Rik VANDENAMEELE**

Sales Director

## CHOCOLATERIE LIMAR

Limar is one of Belgium's leading manufacturers of pralines, Easter eggs and figurines, as well as seasonal and themed products. These truly fine pralines are made in the traditional way, using top-quality ingredients and demonstrating the importance we always attach to quality.

We can supply pralines both in bulk and in packaged form. We pride ourselves on our flexibility and originality in creating beautifully finished products and assortments that are totally custom-made.

Our pralines can be supplied either as a "premium private label" or under the Limar brand. As well as being a major player on the European marketplace, Limar also sells to other markets.

To sum up, Limar stands for quality custom-made pralines.



**Rob GEUENS**

General Manager



**Gerarda BRUURS**

Managing Director



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## COCKERILL MAINTENANCE & INGENIERIE – SECTEUR ENERGY

CMI Industry, one of the activity sectors of CMI Group (Cockerill Maintenance & Ingénierie), is a designer and project integrator company for industrial projects. Our activities focus on four fields of expertise in industrial processes.

As historical equipment and service supplier of the international steel industry, CMI Industry is a specialist of equipments for the treatment of flat and long steel, heavy duty sheet metals and parts for the mechanical industry, for all types of grades.

With the aim of improving the environmental footprint of Industries, CMI Industry supplies environmental solutions for the treatment of large scale industrial waste in solid, liquid and gaseous state. In this field of application,

CMI Industry also develops and implements solutions to improve the energy efficiency of industrial plants.

In the mining industry, our solutions focus on the field of extractive metallurgy in processes using hydrochloric acid. CMI Industry designs process routes based on hydrochloric acid, from the ore leaching to the extraction of the final metal oxides, including regeneration solutions for the hydrochloric acid. Our mineral department provides also thermal solutions for the roasting of ore concentrates with a main focus on molybdenum transformation and selective roasting for the removal of Arsenic, Antimony, Mercury and Sulfur from ore concentrates.

Finally, CMI Industry provides engineering assembling services assuming full charge of industrial projects for the installation of new plants and upgrading existing industrial capacities.



**Gérard LAVANANT**

CEO  
CMI AMCEC



**Paul MALKOMES**

Business Development  
South America

## CODEXCO

Codexco is a company that is engaged in providing advice and assistance to businesses and seeking investment opportunities and collaboration capabilities in order to develop new areas of international cooperation and maybe joint ventures. It focuses primarily on the funerary market (both implementation and insurance options) but isn't limited to this area.

Looking for opportunities of distributing new products to Colombia:

- ◇ Bio sac 200 technique
- ◇ Limbo: handling of human remains



**Johan DEXTERS**

Manager

As our manager is also President of the Royal National Federation of Funeral Services of Belgium we like to establish relationships and collaboration between both our countries.

We interconnect organisations, and combine these independent partners in a network to optimise common results.



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## COMPANYWRITERS.BE

CompanyWriters is a strategic written communication agency for small, medium and large businesses, in private and public sectors.

CompanyWriters has 8 years of experience, 200 satisfied clients across Europe, Qatar and the USA. It counts on 25 staff around the world. Our creative, cosmopolitan, multilingual team supplies tailor-made services including consultancy, copywriting, translation and correcting professional texts, making CompanyWriters the perfect partner when it comes to all export projects.

Transport, health, construction, energy, publishing, hospitality, law, marketing, events management, arts, culture, tourism, fashion, luxury, human resources, finance, insurance, research, IT, telecoms, etc. In every

sector and for every company, CompanyWriters applies a systematic approach of analysis and rigour, listening and empathising which guarantees optimal visibility in their markets, acquired and targeted, worldwide.

Finalist in 2010 of the Walloon Grand Prix for Entrepreneurship, Bernadette Pâques won the Equiwoman Award, recognising a business woman who has developed her company whilst also looking after her family. She is also the president of the Belgian Association Women in Business ([www.womeninbusiness.be](http://www.womeninbusiness.be)).



**Bernadette PAQUES**

Managing Director

## CRAFT ENGINEERING

Craft Engineering is specialised in the development and construction of stand-alone mobile oxygen generators in container for medical and industrial uses (mining, flame cutting, welding, metal working industry, smelting, fish farming, etc.).

Our turn key units target specific projects in terms of altitude, humidity and temperature.

If you want to decrease your expenses in oxygen/nitrogen or if your activities are in inaccessible places, Craft Engineering provides the ideal solution allowing you to produce on-site!

Furthermore, Craft Engineering manufactures compact water purification units based on ultrafiltration and reverse osmosis systems.

Both systems, "gas" and "water", are transportable and made with high quality materials, which ensures a very high working life even in harsh environments.



**Olivier DETROZ**  
Export Manager



**Robert JOLIET**  
South America Manager



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## DAKOTA COATINGS

Dakota Coatings is specialised in grinding and compounding of thermoplastic & thermosetting adhesives. Our high quality powders & resins are used in the nonwovens industry for various end applications in the automotive, building & textile industry.

With 20 years of expertise, we serve customers worldwide via our offices in Belgium, the US, China & India.

Examples of our products are: EVA, LDPE, HDPE, COPES, COPA and TPU.

Dakota's R&D team is very dedicated to develop solutions tailored to your specific applications & needs and our laboratory is at your disposition for every type of laminating trails.



**Tineke BEIRLAEN**

Vice President Sales

In short, Dakota Coatings can offer you an excellent service and a "quick-on-demand" flexibility that makes us more than "just" your supplier!



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## DE EIK

De Eik is a family-owned, entrepreneurial investment company with a long term investment horizon.

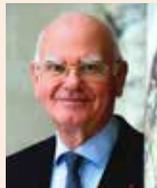
De Eik takes direct - minority or majority - equity stakes in mature mid-size companies.

The group actively pursues new investments.



**Philippe VANDEURZEN**

CEO



**Piet VAN WAEYENBERGE**

President

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## DELTA LIGHT

Incorporated in 1987 by business manager and designer, Paul Ameloot, today Delta Light has developed to become the market leader and trendsetter in architectural lighting. Presenting innovative lighting designs, the company is recognised throughout the world for its subtle blend of ambiance, functionality and design.

Delta Light currently employs 200 staff at its head office in Wevelgem, effecting a turnover in excess of 60 million euro in over 80 countries.

As well as office space and a production department, the architectural headquarters also includes a spacious reception, showrooms, a warehouse and a training centre, The House of Light.

The success of Delta Light relies on a continuous search for perfection and innovation. The designers are also constantly on the look-out for the trends of the future, both in terms of design and use of materials, without losing sight of the need for innovation.



**Xavier RYNGAERT**

Area Manager Latin America

## DISSACO

Antwerp City is not only famous for diamond, chocolate and beers, but most importantly, it is considered as a Gateway to Europe with high intense infrastructure of road, rail, water connections to a huge hinterland coverage in Europe.

Dissaco (Distribution and Shipping Services and Agencies Company), whose headoffice is located in Antwerp, considered by many as the leading port in continental Europe and one of the top 10 ports in the world, is a forwarder with great knowledge and experience of maritime transport worldwide and considered as one of the leading logistics companies in Belgium.



**F. Maria VAN MEENEN**  
Managing Director

Dissaco searches for the best solution for your transport requirements, maritime or otherwise, with the best price/quality ration.

Thanks to our excellent relations with transporters, stevedores and freight handlers, shipping lines and ship's agents, we are able to take care of the entire forwarding package, punctual and correct down to the smallest detail, at very competitive conditions.

Our service covers forwarding, warehousing, customs broker and distribution. Our 4,000 m<sup>2</sup> bonded warehouse is located in the same building as our office, which provides us all the advantages of controlling and supervising the cargo/storage closely.



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## DOMO INVESTMENT GROUP



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The mission of Domo Investment Group is to be a value driven and family controlled investment company, that focuses on the sustainable international growth & value creation of its portfolio companies:

- ◇ Domo Chemicals: we are engaged in the production of nylon (PA6), compounds, film packaging and fertilizers, as well as the trading and distribution of certain chemicals. Our products are processed worldwide in many different industries.
- ◇ Alinso Real Estate: we are active in asset management on the one hand, and, on the other hand, logistics & semi-industrial project development in Belgium and Romania.

- ◇ Dovesco Private Equity: we focus on majority stake and/or substantial minority interests in the context of a long-term perspective. The investment rationale is usually succession or growth capital.



**Anthony DE CLERCK**  
Managing Partner

## DP SURVEY GROUP – DPS

DPS is an international organisation of experts engaged in claims and risk management services to both the marine and non-marine insurance industries.

As non-marine activities, we cover liability, property, engineering, legal assistance claims, casualties, traffic and environment issues.

Our marine activities include liability, cargo, vessel, hull & machinery and risk prevention.

Working in a diverse multicultural context, the international desk was created to facilitate communication with a broad network of skilled surveyors in not so evident parts of the world.



**Kristien DE WAELE**

Manager International Fruit Desk

We are in particular specialised in surveys of all kinds of fruits and perishables, whereby we represent both insurance brokers as exporters in case of damage to their cargo worldwide and investigate into the circumstances, nature, extent and cause of the damage.



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## DREDGING INTERNATIONAL

Dredging International is an operating company of the DEME Group.

The Belgian dredging and hydraulic engineering group DEME N.V. has won a prominent position on the world market in a number of highly specialised and complex hydraulic disciplines. The company fosters a strong innovative approach and has been a pioneer in technical innovation throughout its history. The Group has almost 175 years of experience in its core dredging and land reclamation activities and hydraulic engineering and executed major works of marine engineering infrastructure such as new ports, waterways, airports, artificial islands, residential and recreational areas, industrial areas, roads, bridges, etc. on all continents.



**Alain BERNARD**  
Managing Director



**Wouter BORGHJIS**  
Senior Area Manager Americas



**Marcelo VOLPI**  
Business Development Manager



**Pieter VAN DER AVERT**  
Resident Manager Panama

## DURABILIS

Durabilis is a Belgian impact based company investing and managing agribusinesses value chains with the aim to stimulate sustainable development in low-income countries.

Durabilis is intimately involved in the development and management of Stevia One, which today is a direct Saverco N.V. investment. The organisation is closely linked through its approach and management contract with Durabilis.

Stevia One operates in stevia's native environment: the subtropics of South America, in the Peruvian Region of San Martin with ideal conditions for its growing in terms of precipitation, sunlight, temperature, and ground conditions. These natural advantages are reinforced by the use of the highest agricultural technology and genetically superior varieties. Stevia One is a sustainable company that respects the environment and in harmony with it provides the tools to the surrounding communities for their improvement in life quality and development.

<http://www.steviaone.com>



**Sebastiaan SAVERYS**

CEO



**Julie LEFEVERE**

Controller



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## ELIA GRID INTERNATIONAL



The Elia Group offers, through Elia Grid International (EGI), a range of consultancy and engineering services to its customers. EGI brings to the market the best of the Elia Group's capabilities, delivering high-level services and solutions to its clients through tailored and dedicated expertise in all the fields of electricity transmission and distribution.

The Elia Group is organised around its two major constituent electricity transmission system operators: Elia Transmission in Belgium and 50Hertz Transmission in Germany. Elia Transmission, the Belgian power grid operator, holds licenses for its 380 kV to 150 kV national grids and for its 70 kV to 30 kV grids in three Belgium regions. 50Hertz Transmission, one of the four German grid operators and active in the North and East of Germany is held jointly by Elia (60%) and Industry Fund Management (IFM) (40%).



**Oussama BIDARA**

Business Development Director

The Group has more than 1,900 employees, operates 872 substations and more than 18,000-km lines and cables covering 143,000 km<sup>2</sup>. The Elia Group acts through the legal entity Elia System Operator, a company that is listed on the Euronext stock exchange and that is part of the BEL20 index.

More information on EGI and the Elia Group can be found at the websites below:

- ◇ <http://www.eliagroup.eu>
- ◇ <http://www.eg-international.com/>
- ◇ <http://www.elia.be>
- ◇ <http://www.50hertz.com/en/>

## ELOY WATER

Eloy Water is a Belgian company specialised in domestic waste water treatment plants. Eloy Water manufactures in Belgium in a state of the art facility and sells in over 26 countries. Eloy Water is part of the Eloy group, founded in 1965, and is specialised in the development of environmental solutions.

Our range of products is essentially addressed to households and medium communities (up to 300 m<sup>3</sup>/day) not connected to the main drainage such as villages, hotels, housing estates, residential buildings, schools, offices, campgrounds, etc.



**Thomas DUBOIS**  
Regional Sales Director

Our two technologies, Oxyfix® (aerated submerged fixed-film reactor) and Airoxy® (Sequencing batch reactor (SBR)), are the latest generation of compact biological sewage plants: easy installation, very low maintenance, noiseless, odourless and complete below ground operation.

Being an Eloy Water Partner means a full support from our commercial and marketing departments together with a direct access to our engineers in order to develop suitable solutions for your market.

Please visit our Website ([www.elaywater.com](http://www.elaywater.com)) for more information.



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## EPICURE

ASBL EPICURE, d'Etudes Pédagogiques Internationales et Culturelles, de Recherche et d'Échanges

Epicure is an academic association. Its purpose is to develop a new teaching and training approach named "Cultural Pedagogy". The experts belonging to the association have built up and experimented in Belgium and Latin America a specific method implemented at school from the very early age. The value added of this method is to promote social inclusion by reducing the Partner-economic determinism in school for all children. Epicure has developed a network of pedagogic experts in Latin America.



**Martine TASSIN**

Professor & President of the  
Association

## ERC BELGIUM

Epitopoietic Research Corp. (ERC Belgium) is a fast-developing research and pharmaceutical company specialised in the development, manufacturing and clinical testing of a new cell therapy treatment against solid tumour cancers.

This cell therapy treatment is based on immunological response against tumour cells by using autologous tumour cells and allogeneic tumour cells. ERC Belgium was granted a patent for its tumour vaccine used in brain cancer gliomas grade 4.

Gliomas brain cancers are mainly frequent among young adults in prime of life with devastating consequences. It often ends up with the death of the patient. Classical treatments, such as radiotherapy and chemotherapy, have little results on the tumour and often have negative side effects. As a consequence, around 75% of patients

with gliomas brain cancer under classical therapy die within one year and a half after diagnostic.

ERC Belgium had developed a break-through technology to treat and prevent the relapse of high grade gliomas brain cancer. ERC Technology is based on immunotherapy stimulating the patient's immune system so that the body considers the tumour as foreign body and rejects it totally. The first patients treated with ERC's vaccine got impressive results: tumours stabilised, decreased or even totally disappeared, without negative side effects.

ERC Belgium is a fast-developing pharmaceutical company headquartered in the Scientific Park Crealys in Belgium. It has been created in 2008 by Dr Apostolos Stathopoulos, Head of the Neurosurgery department of the Cliniques du Sud Luxembourg in Arlon, Belgium.



**Paul PETIT JEAN**

Chief Commercial Officer &  
CEO for Latin America



**Arley GÓMEZ LÓPEZ**

CEO ERCCOL



**Eric POSKIN**

Strategic & Corporate  
Communication



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## ETEX

Customers, architects, contractors and distributors worldwide rely on the high quality building materials developed and manufactured by Etex.

Our Belgian industrial group strives to be the innovative leader in sustainable and affordable building solutions. Our diversified portfolio and global presence are strong assets in the cyclic construction sector. Renowned brands, a culture of high performance and our entrepreneurial spirit have driven our growth ever since 1905.



**Olivier STEISEL**

Managing Director of  
Fabrica Peruana Eternit

We have 119 production sites in 45 countries and about 17,500 Etex employees active in four business segments:

- ◇ Cladding & building boards
- ◇ Roofing
- ◇ Fire protection & insulation
- ◇ Ceramic tiles

Etex is present in Colombia through its subsidiaries Skinco, Gyplac and Ceramica San Lorenzo and in Peru with Eternit and Ceramica San Lorenzo Peru. In both countries, Etex is active since many decades participating actively in the economic and social development of the region.

# EXMAR

Headquartered in Antwerp, EXMAR is a leading independent LNG and LPG carrier owner and operator. The company also provides industrial marine and energy logistical solutions for transport, regasification and liquefaction within the oil and gas industry, as well as develops projects along the Exploration & Production value chain with a focus on floating offshore operations.

Having over three decades of trading experience, EXMAR maintains a high leadership profile with the industry's largest players through continuous innovation. EXMAR continues to transition from pure shipping to a provider of a full value chain of infrastructure and integrated logistics to address the industry's need for environmentally friendly and competitively priced energy solutions.



**Nicolas SAVERYS**

CEO



**Bart LAVENT**

Managing Director LNG  
Infrastructure



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## EY

EY is a global leader in assurance, tax, transaction and advisory services. We are 175,000 people, including 9,500 member-firm partners, based in 728 offices in more than 150 countries. We are organised into 29 Regions that are grouped into four Areas: Americas, Asia-Pacific, EMEA and Japan. We serve more than 200,000 clients around the world, across all industries, including 80% of the Fortune Global 500 and our revenues for our latest financial year (FY12) were US\$24.4b.

EY Belgium is headquartered in Diegem (Brussels) and employs over 1,500 people with 14 offices across the country, offering professional services to national and international companies, including small and middle-sized enterprises, as well as public sector and non-profit organisations.



**Jan GRAULS**  
Senior Advisor



**Christoph VANDERSTRICHT**  
Partner

EY is passionate about entrepreneurship and has long recognised the potential of entrepreneurs. We work with entrepreneurs, adapting our experience, industry capabilities and resources to work for entrepreneurial, fast-growth companies. Our commitment to entrepreneurial companies, in both emerging and developed economies around the world, helps ensure that we're working with more of tomorrow's leaders today.

[www.ey.com/be](http://www.ey.com/be)



## FYTOLAB

Fytolab cvba is an international group of laboratories specialised in residue analysis of pesticides and contaminants (e.g. mycotoxins) in vegetables, fruit, cereals and other food products, as well as in the analysis of nutritional compounds.

Headquartered in Belgium, the heart of Europe, Fytolab enjoys an excellent international reputation. Due to a clear focus on reliability, customer support and analysis speed, Fytolab is regarded amongst the top laboratories in its field. The group is currently building up a global network of highly specialised laboratories and has already subsidiaries in Bulgaria, Colombia (Bogota, since 2011) and France.



**Carine DE CLERCQ**  
General Manager



**Freddy Giovanni  
ARDILA NORIEGA**  
Sales Representative



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## GAUFRES GEURTS (GOFRINO)

In November 2008, the brand 'Gofre' has been created by two Belgian entrepreneurs. Their idea was to create a factory that produced 100% natural Gaufre de Liege Belgian waffles for their own sales outlets.

In 2011, following the experience gained through their various outlets in Ukraine and Russia, they decided to accept their first 'Gofre' franchisees. By mid-2011, to ensure a constant production, they sought to obtain a second factory in Belgium. They then bought one of the oldest factories, renowned for the exceptional quality of its waffle. By forming an alliance with its founder and creator of the recipe, Charles Geurts, they had the best 100% natural recipe.

Then in 2012 they purchased the factory of La Doyenne, which has been passed from father to son since 1929 and is well known for its superior quality waffle individually packed for increased freshness. The excellent reputation of these two production houses producing 100% natural traditional Gaufre de Liège waffles and our international experience has allowed us to quickly earn new national and international markets and to service our sales points and our franchisees around the world.



**Jean-Sébastien LEWAL**

Export Manager

## GEODIS WILSON BELGIUM

Geodis Wilson Belgium consists of 4 branches and employs 120 people.

Together with her sister Geodis offices, Geodis Wilson Belgium handles sea and air shipments over 5 continents, improving the competitive position of our clients by making the supply chain transparent and manageable.

With 7,700 people the Geodis Wilson Freight Management Division is one of the world's largest freight management companies. Geodis has own offices in Bogota and Lima. The worldwide Geodis Group counts more than 30,000 employees.



**Dirk CEULEMANS**

National Business Development  
Manager

Being part of the French National Railway Corporation, SBCF, Geodis Wilson offers a wide pallet of sustainable, innovative and cost saving multimodal solutions.



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## GLAXOSMITHKLINE VACCINES

GSK Vaccines, a division of the GlaxoSmithKline Group, is one of the main global players in the research, development and production of prophylactic and therapeutic vaccines. We employ more than 12,200 people. GSK's global vaccine headquarter is in Belgium with 8,000 employees. Our R&D activities and our 14 manufacturing sites are spread throughout the entire world. Our portfolio comprises 30 marketed vaccines and more than 15 candidate vaccines in development. One-third of vaccine candidates in our pipeline target diseases particularly prevalent in the developing world, including all three WHO infectious disease priorities: HIV, malaria and tuberculosis. We are committed to providing vaccines to everyone who needs them, no matter where they live. Last year, we distributed 900 million vaccine

doses in 170 countries, and over 80 % of these doses went to developing countries where they are supplied at prices as low as 10-20 % of those in developed countries. We are one of the main suppliers of vaccines to organisations such as UNICEF and the Pan American Health Organisation. GSK's vaccines business put the customer at the heart of everything we do.



**Luis AROSEMENA**

Senior Vice-President  
Global Vaccines Commercial



**Pascal LIZIN**

Director External & Public Affairs



**Sean REILLY**

General Manager  
GSK Colombia



**Abraham QUESADA**

General Manager  
GSK Peru

## GLOBAL WATER ENGINEERING – GWE

Global Water Engineering or GWE is a group of companies specialised in industrial wastewater treatment, water recycling, digestion of biomass, sludge and slurries, biogas production and use.

Its main expertise, based on 30 years of practical experience, lies in the biological treatment of medium and high strength organic wastewater by anaerobic and/or aerobic processes.

For anaerobic wastewater treatment, GWE is one of the world market leaders in this field.



**Olaf TEUNISSEN**

Regional Sales Manager Latin  
America



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## GLOBUZ

GLOBUZ is active in 2 areas:

- ◇ Business development services for Belgian companies with the focus on the expansion towards Latin America, specifically the member states of the Pacific Alliance. GLOBUZ also holds different agencies for Belgian technology companies, mainly with the focus on the mining and energy sector.
- ◇ Trading of agricultural commodities from Latin America.



**Laurent DE MEESTER**

General Manager

## HAELVOET

Haelvoet creates furniture to heal, to care and to meet for more than 80 years.

We produce comfortable, elegant and durable furniture for hospitals, residential care centres and other health-care facilities. You can rely on us for both hospital furniture (electric or hydraulic hospital beds, stretchers, cots, bedside tables, examination tables, etc.) as well as nursing home furniture (electric or hydraulic high-low beds, chairs and tables, seats, recliner chairs, etc.).

We want to care for people. That is why we pay the utmost attention to design, quality and ergonomics during the development of our furniture. This is done with a clear understanding of the needs, a thorough knowledge of the challenges and a deep respect for both the patient and the caregiver.

By doing so, we create an environment that cares about people.



**Pieter VERKEST**

International Sales Manager



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## HARCO GROUP



The Harco Group was established in Brussels in 1989 in the very heart of Europe, as a Trading & Distribution Company supplying raw materials and chemicals into different industries mainly in Europe, Middle East & Africa. In March 2013, we acquired Neptune Coatings Corporation; manufacturers of WetSuit®, a breakthrough technology in roofing and waterproofing.

The WetSuit® System is a fully self-adhered, cold spray applied, self-flashing liquid membrane with a wide variety of uses for virtually all above and below grade applications in roofing and waterproofing. Due to its instant set time (80% cured in 3 seconds), WetSuit® 2-part can be sprayed to any mil thickness in a single pass thus creating a truly custom and precise membrane allowing unparalleled architectural freedom and ease of applica-

tion. The water-based, no VOC, low pressure, cold spray applied, non-flammable features of WetSuit® eliminate job hazards such as torches, solvents and heavy equipment. FM testing proved to put WetSuit® in a class of its own. In addition, WetSuit® is proven as a viable Air and Vapor Barrier. With very low perms, WetSuit® can be employed not only in below grade applications and roofing, but in between as a seamless, fluid applied vapor barrier as well.



**Justin DAVIES**

Global Marketing Manager

# HINICIO

Hinicio is a strategy consulting firm focused on sustainable energy and transport. Our expertise fields cover renewable energies, energy storage, energy efficiency and sustainable mobility. Since 7 years, Hinicio has also developed an extended competence centre on hydrogen and fuel cells.

We advise private sector clients (large corporations and innovative start-ups), public sector organisations (international, national and regional institutions) and investors in "cleantech". Hinicio's service approach is centred on four competence areas: Strategy, Investments, Public policies and Innovation projects.

Over the last few years, Hinicio has delivered more than 80 projects in 17 countries across 3 continents to prestigious clients including Akzo Nobel, Air Liquide, Corporacion Andina de Fomento, EDF, GDF Suez, Michelin, Plastic Omnium, Renault, Shell, Solvay, Total, Volvo or the World Bank.

Our human capital is built with a team of high level passionate international experts composed with engineers, economists, experts in political science and environment. A pool of internationally recognised scientists and specialists also reinforces our project teams whenever required.



**Patrick MAIO**  
CEO



**Ana Milena ANGEL**  
Consultant - Colombia



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## HUCKERT'S INTERNATIONAL

Since its foundation in 1957, Laboratoire Huckert's International is dedicated to offer premium quality disinfectants to fight infection risks and to protect healthcare professionals thanks to alternative solutions providing high performance and no side effects.

As an expert in disinfection and bio decontamination, we never compromise on quality: the manufacturing process is carried out in a controlled environment according to a quality assurance system that guarantees full traceability and reproducibility of the products.

The company manufactures two product ranges: UMONIUM38® - the excellence in cleaning and disinfection of medical devices, equipment's and surfaces - and PHYTOGEL a skin care program based on medicinal

plants delivering exceptional hygiene while giving also a real well-being at work.

Advantages of our high level disinfectants are: Ultra-fast action – Full pathogen spectrum activity – Surfactant – Stable – Resistant – Non coagulant – Biodegradable – Non-toxic – Non corrosive – Non dangerous – Multi-purposes.

Huckert's International is certified ISO 9001:2008 and ISO 13485:2003 (Medical Devices).



**Etienne HUCKERT**  
Managing Director



**Juliette MALHERBE**  
Business Developer  
South America

## I-DENTITY

Access to resources anywhere, anytime is a crucial element for competitiveness. Mobile devices enable the quick and easy access that the users are demanding. At the same time, it can introduce risks to the organisation.

The i-DENTITY browser extends mobile devices with public key infrastructure (PKI) capabilities in safe conditions.

i-DENTITY designs and manufactures a wide range of Smart Card Identification Products and components including Strong Authentication Mobile applications.

The company was founded in 2012 and is developing a solid international reputation for technical excellence through reliable and innovative mobile products.

Our Goal is making i-DENTITY your first choice for Mobile Authentication & Mobile ID products.

Our Vision is to design highly reliable Mobile identification applications and products.

Our Philosophy is to adopt a ZERO footprint introduction methodology.



**Marc VANRYCKEGHEM**

CEO



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## IMDC



IMDC (International Marine and Dredging Consultants) is an internationally operating engineering and consultancy company, specialising in a vast area of water related projects such as dredging projects, waterway improvements, integrated river basin management, flood risk, offshore energy, coast & estuaries, ports and offshore structures, monitoring & environmental impact evaluation, hydrologic and metocean forecasting, etc.

It offers state-of-the-art engineering and consulting solutions to customers in the public and private sectors.

Its engineering assignments and services cover all related activities such as feasibility studies, basic design, computer modelling, technical specifications, monitoring, project management, etc.

Its knowledge of the most advanced technologies, its multidisciplinary teams and its years of experience in facility operation are its main assets.

Some 100 staff, comprising mainly high-qualified engineers, offers advice based on recent research results of leading universities and research institutes and hands-on experience acquired throughout the years in our fields of expertise.



**Dirk BULCKAEN**

Director



**Filip OTTEN**

General Manager Sucursal Colombia

# IMPERBEL-DERBIGUM

## Activities:

- ◇ Waterproofing
- ◇ Ecofriendly products
- ◇ Passive cooler

Thanks to its “Greenovation” strategy, Derbigum® provides waterproofing and personalised solutions to save energy, produce renewable energy and lower the carbon footprint of buildings in a global and sustainable way.

100 % of our production waste is recycled.



**Alain MAENHOUT**

Export Sales Manager

## Our top products:

DERBIPURE®, the world’s first vegetal roofing membrane.

DERBIBRITE® NT, a white coating that reflects up to 81 % of sunrays and works as a passive cooler.

DERBIGUM® NT, our eco-friendly membrane, applied with DERBIBOND® NT, our free solvent cold adhesive, results in the most ecological system available on the market.

Whatever the solution, Derbigum has a lifespan of 30 years. Choosing our products means choosing the most profitable long-term investment for your roofs.



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## INDUMAT

Founded in 1965, Indumat is specialised in the development, the production and the distribution of all kind of flexible hoses for several uses such as water, gas, air, oil-products and some food-products, etc.

Another speciality in our program is a large range of electrical protection hoses and couplings developed and distributed in partnership with another foreign company.

The activity is divided around 4 main product-groups:

- ◇ Flexible hoses for water: for use in sanitary, heating, air-conditioning installations, etc.
- ◇ Flexible hoses for gas: to connect heating installations, boilers, cooking stoves, etc.
- ◇ Electrical cable-protection hoses and couplings



**André ROSSEEL**

CEO

- ◇ Air, ventilation and suction hoses

Our products are mostly used in construction and in general in the whole industry for several applications.

The distribution is based on a network of wholesalers for installation equipment, and direct delivery to the industry for special products (OEM, etc.)

## INTERNATIONAL DISTRIBUTION PARTNERS – IDP

Established at the end of the last century, I.D.P. has become a major player in the forwarding of containerised fresh food. I.D.P. offers the whole range of logistics services for importing your food products. I.D.P. has 14 independent cold stores, with different temperatures from -0,5°C up to 24,0°C, and has invested in energy-saving equipment at its new facility to reduce the carbon footprint of your storage activities.

To facilitate workflow it is able to connect to your ERP-system using GS1 standard communication. Not only can the import of fruit be organised by its services, but also the exports. Several food exporters consolidate their goods in our warehouses before exporting these by dry or reefer containers. I.D.P. takes care of the product,

the export formalities and the bookings with the shipping lines.

I.D.P., your tailor-made food-forwarder and partner, moving your temperature controlled food products to Europe or to overseas destinations.



**Luc ADRIAENSEN**

Commercial Manager



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## INTERNATIONAL TASTE & QUALITY INSTITUTE – ITQI

The International Taste & Quality Institute (iTQi) is the world leading organisation dedicated to testing and promoting food and drink products.

Each year, iTQi invites 120 prestigious Chefs and Sommeliers, all with decades of tasting experience, to blind-test consumer food or drink products and to write their opinion.

Products with a minimum of gustatory scoring are granted a Superior Taste Award (Premio al Sabor Superior) of 1, 2 or 3 Golden Stars.

The companies benefit from:

- ◇ A sensory analysis report with comments and suggestions for the Quality Department;
- ◇ An independent recognition of quality that facilitates new contracts with distributors;
- ◇ A clear differentiation and visibility in the market and on Google ranking.



**Christian DE BAUW**

Managing Partner

## IPS BELGIUM

Group-IPS is a multidisciplinary engineering company that focuses on feasibility study, preparation and management of industrial projects. More than 500 projects – from (small) technical modifications/optimisations to the erection of green-field industrial facilities – have been successfully accomplished in the past 20 years.

Group-IPS offers a total approach to the investor from the Definition of the Investment to the achievement of the Production Targets using the best available technologies performed by reliable, cost-effective partners.

With more than 160 engineers and managers, the Group-IPS team offers you all project related services in various industries, such as Steel, Aluminium, Glass, Automotive, Chemical, Petrochemical, Real Estate, Pharmaceutical and Biotechnology.



**Juan SANCHEZ**

Managing Project Engineer &  
Architect

**Group - IPS**  
*Industrial Projects Services*

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## IRELAC – INSTITUT INTERUNIVERSITAIRE POUR LES RELATIONS ENTRE L'UNION EUROPÉENNE, L'AMÉRIQUE LATINE ET LES CARAIBES

IRELAC is an interdisciplinary non-profit research organisation located at the ICHEC Brussels Management School. It is open to universities, research organisations and enterprises in Europe, Latin America and the Caribbean. It aims at analysing and promoting the relations between the EU and the CELAC in all fields of sustainable development and social inclusion. It also observes and supports the processes of regional integration and the specific national and sector-based situations.

IRELAC organises international seminars and meetings that bring together European and LAC specialists on a theme related to these issues. One of most relevant and innovative actions of IRELAC is the Brussels EU-CELAC Liaison Office for ST&I.

This instrument provides information and advice in every field of the EU-CELAC scientific cooperation. IRELAC is a member of the European networks CEISAL (the European Council of Social Research on Latin America) and REDIAL (European Network of Information and Documentation on Latin America). It is also part of several consortia of projects funded by the European Commission. IRELAC took part in the first Academic Summit of Santiago de Chile in 2013 and is among the organisers of the next Brussels Academic Summit which will take place in June 2015.



**Christiane DAEM**  
Executive Director



**Thomas ZADROŽNY**  
Scientific Project Manager

## JAN DE NUL

People and global expertise. These are the corner stones of Jan De Nul Group's phenomenal success. Thanks to its skilled employees and the world's most modern fleet, Jan De Nul Group is a leading expert in dredging and marine construction activities, as well as in specialised services for the offshore industry of oil, gas and renewable energy. The combination with its civil engineering and environmental activities renders the Group complete.

Our professional and innovative solutions are trusted across the industry. Whether it concerns the construction of the new locks in the Panama Canal or a new port complex in Western Australia, together with our customers, we build for further economic development.



**Jan Ignatius  
VAN DEN DRIESSCHE**  
Regional Manager



**Klaus Jorge VOLLERT VALENCIA**  
Local Agent



**Juan Carlos PEREZ CARBAJAL**  
Local Agent



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## LAMBDA CONSULTING & TRAINING

Lambda C&T is an experienced actor in two domains: technical training and consultancy.

- ◇ Technical training courses for technicians, engineers and industry operators in the energy and instrumentation fields including steam and thermodynamics, steam boilers and turbines, efficiency monitoring as well as instrumentation and measuring techniques and automatic process control.

Course languages: French, Dutch, German, English and Spanish.

- ◇ Assistance and consultancy in the development of cooperation projects in the field of University collaboration, as well as energy management, with as target zone Latin America, especially Colombia.

 **LAMBDA C & T**



**Jean-Louis LAMS**

Manager

## LAPAUW INTERNATIONAL

Lapauw International is the European manufacturer of ecological laundry machinery and provides a total laundry solution for all kind of collectivities: Hotels, Hospitals, Retirement Homes, Cruise ships, Railways, Airways, Industrial Automated Laundry Businesses, Textile Manufacturers, Prisons, etc.



**Philippe D'HEYGERE**

President



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## MAHUSACA - DROPER

Mahusaca produces the Droper, an energy self-sufficient infusion pump, using mechanical compression only, not needing any other energy supply (nor electricity, nor compressed air, etc.), allowing the rescuer to focus on medical care by releasing him from any IV drip handling.

As soon as the Droper upper panel is closed, the system automatically activates the pressure system on the infusion bag through the mean of a moving tray.

The Droper can be used in various positions, in confined situations (caving, collapsed buildings, etc.) and even in gravity-free situation.

- ◇ Army: easier transfer with the rescue helicopter or airplane ambulance. No altitude impact on infusion. Saves one electric plug. Zero maintenance. Can work in energy supply failures, on the ice floe or in the middle of a desert. "Simple and stupid".
- ◇ Disaster: rescuers can put a lot of patients under infusion without extra hanging hands or poles. Can replace all the electric infusion pumps when facing energy failures.
- ◇ Ambulance: easier transfer to the hospital. Saves one electric plug.
- ◇ Hospital: easier transfer procedures within the hospital. Valid patients can walk within or outside the building with the system.
- ◇ Surgery room: no hanging lines around the surgery place.



**Thomas SPEE**

Export Manager

## MARIANA OCAMPO LOPEZ

Home sweet home,

I moved away from my country, Colombia, several years ago and my dream was to explore the world. When I arrived in Europe, I was missing all the goodies of my country. On the other hand, I began to discover some wonderful things here, which couldn't replace the ones I had at home. I came to the conclusion they could enrich each other as part of our cultural life.

This vision is the approach to my business activities, to facilitate exchange of those unique and extraordinary products and their history, to conquer the hearts of those sharing the same passions. In the occasion of the Princely Economic Mission, I am promoting one of the most emblematic products from Belgium: beer.



**Mariana OCAMPO LOPEZ**

Manager Director

Most of expatriates and those travelling souls miss the products from the countries where their hearts belong to. I decided to set up a company to advice and represent local producers of these exclusive products made with passion and respecting the traditions. I want to support those artists and creators of extraordinary products and allow the world to discover the wonders of each culture.



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## MITHRA PHARMACEUTICALS

Founded in 1999 as a spin-off of the University of Liège, Mithra's mission is to develop research-driven, innovative and accessible solutions for women's health at every age. Mithra has expertise in 4 key fields of gynaecology: contraception and fertility; menopause and osteoporosis; gynaecological infections and female cancers. Our products range from intimate care, food supplements and weight management starter kits to medicines targeting women's specific medical needs.

Mithra's R&D research platform is a unique tool available for partners looking to start development projects in polymeric extended-release matrices. Mithra's collaborative approach ensures the best framework to innovation. Its new GMP manufacturing best-in-class facility offers its partners a unique opportunity to manufacture

sterile injectable, implants and other polymeric forms under FDA approved conditions. This facility is dedicated to all products developed by the Mithra R&D research platform.

Mithra provides an integrated range of services in production, regulatory affairs and market access to support its partner from the early stages of development to European market entrance.



*Inspired by Women*



**François Fournier**

CEO



**Jean-Manuel Fontaine**

Head of Business Development

## NIALCO

Nialco S.A. is a Belgian company specialised in the export of steel and glass products. Our technical and commercial know-how has been recognised for more than 25 years.

We are extending our activities in Latin America. Our Export Assistant, Ms Ines Bensusan, is ready to meet you during this mission to look for the best products to match the needs of your company at the best prices.



**Inès BENSUSAN**

Export Assistant

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WORLD STEEL AND GLASS SUPPLY

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## NMC

NMC is an international leading company active in the development, production and marketing of synthetic foams.

Founded in 1950, NMC develops, manufactures and markets synthetic foam products. Our 1,200 worldwide associates strive to develop innovative, reliable, and high-quality products supported by a complete service package.

NMC Group realises an annual turnover of 200 million Euros.

NMC offers optimal foam solutions for the highest technical demands in the following sectors: room and facade design, insulation, industry and packaging as well as sport and leisure.



**Daniel DEL RIO**

Export Manager Latin America

## ORIGINAL VAGABONDS

Three young Belgian entrepreneurs graduated from the Solvay Business School decided to exploit Belgium's renowned qualities and to promote it in Colombia. We choose the best of our Kingdom and use our knowledge, traditional sense of humour, honesty and love for our country to build a brand here in Bogota, Colombia. We are Belgians, we sell Belgium, we think Belgian, and we promote Belgium.

Welcome to "Josephine", our stand of traditional, sweet Belgian products in Bogota.

"Josephine, the granddaughter of Leopold, first King of Belgium, is happy to welcome you into her secret world full of delicious traditional recipes and happiness. She is now ready to share all these treasures with the world".

We will make fresh Liège waffles for the whole delegation; present our brand, Josephine, and our delicacies. The aim of our participation is to enhance our visibility in Bogota and to promote entrepreneurship in Belgium.

Josephine is happy to offer a social networking moment to all guests, guaranteed to put you in a good mood and ensure an atmosphere with smiles all round thanks to freshly home-made Belgian products.



**Quentin VANBEVER**  
Chief Executive Officer



**Louis COLLINET**  
Chief Operating Officer



**Hadrien DEREME**  
Chief Financial Officer



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## OSERIX

Oserix is selling products and services dedicated to Non Destructive Testing (NDT) around the world and especially in Gamma Radiography with a large range of Gamma Ray Projectors.

The company has been founded in 2010 by more than 15 years experienced NDT designers, manufacturers and suppliers. This unique blend of expertise enables Oserix to understand its clients' needs to grow.

Oserix offers a large portfolio of NDT products through an important distribution network in Europe, Africa, Middle East, South East Asia and Latin America,

Oserix pursues its growth by exploring new markets to satisfy their clients' demands.



**Philippe TESSELY**

CEO - Managing Director



**Nicolas NOËL**

Managing Director

## OTN SYSTEMS

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

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



**Mark PAUWELS**

Sales Manager

It is OTN Systems' mission to provide innovative Open Transport Network solutions of the highest quality and reliability in combination with best-in-class customer support. With a unique product portfolio and more than 400 satisfied customers all over the world, OTN Systems is committed to get your information across.



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## POPPIES INTERNATIONAL

Poppies International N.V. is a family-owned company which exists since 1976 and manufactures a wide range of cookies and pastry: sugar glazed puff pastry, crispy rolled cookies, coconut macaroons, filled waffles, almond flavoured slice and apricot lattice slice. In our range you can also find frozen pastry and desserts such as cream puffs, eclairs, donuts and Berliner.

An extended quality management guarantees a continuous improvement of the quality system, product safety and product quality.

Our products are not only suitable for retail, but also for food service.

As the quality of these products is most important, we are proud of having achieved IFS and HACCP-certificates.



**Frans CASTELEIN**  
General Manager



**Roos VANDEPITTE**  
Product Manager

# PRAYON

With more than a century of industrial experience, Prayon is a world leader in the phosphate sector. Our Group manufactures an extensive range of phosphate and fluorine products that are used in food applications, industrial applications, fertilizers and other applications such as pharmaceuticals.

The goal of this mission is: "Learn about potential for speciality products for the horticulture sector and find local distribution partners and learn about the administrative framework of the market (i.e. import regulations for fertiliser type products) - through discussion with distributors, end users, and government bodies responsible to development of the agricultural sector".



**Marcelo VEIGA MENDES**

Regional Sales Manager  
South Latin America



**Georgina FRAGOSO**

Regional Sales Manager  
North Latin America



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## PREFAMAC CHOCOLATE MACHINES



Prefamac Chocolate Machines produces “sweet” machines, with particular emphasis on the world of chocolate and the industry of biscuits, cookies, waffles and cakes.

Prefamac manufactures cooling tunnels, chocolate tempering and moulding machines, chocolate, butter and cream melting kettles, pumps and piping, enrobing machines designed to cover sweets with chocolate as well as machinery for flaking, adding flakes or decoration to enrobed products.

Since the foundation 25 years ago, we supply both industrial installations as well as small-scale machinery for bakeries and chocolate manufacturers. Up to 90% of

Prefamac’s output is destined for export and reaches more than 100 countries worldwide.

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

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



**Myriam SCHEPERS**

Managing Director

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## PRIMENTO

Primento is active in the digital publishing industry and offers ebook distribution services. Primento works with traditional publishers to ensure that they make the right decisions in issues related to their ebooks.

Thanks to its expertise in the ebook industry, its technical knowledge and its technological tools, Primento is able to accelerate significantly the ebook sales of publishers.

Our service includes:

- ◇ Digital strategy for ebook publishing;
- ◇ Ebook fabrication, user experience and quality control;
- ◇ Ebook global and local distribution;
- ◇ Ebook marketing and diffusion

Primento is a global company with offices in Brussels (HQ), Paris, Madrid and Bogota. Thanks to our global approach we are able to develop truly global strategies for our clients and help them connect with their peers.



**Thibault LEONARD**

CEO



**Mariana GONZALEZ ESCALLON**

Sales Manager Latam



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## PRODUWEB GAMING

Gaming 1 is a full service provider specialising in the development of online casino & sports betting platforms, and online casino games adapted to local markets. The company also provides expertise in online marketing, affiliation and traditional media promotion for casino websites.

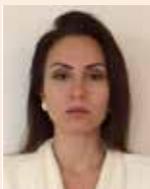
The combination of ProduWebs e-marketing & technology knowledge combined with Circus Casino Industry knowledge rapidly demonstrated a uniquely high value for its customers.

Based in Brussels, Gaming 1 is a joint venture created 3 years ago, as the result of the association between Circus Group S.A. (the most important Belgian casino operator with Casino de Spa and Casino de Namur and 10 gaming halls) and ProduWeb S.A. (one the main web agency in Brussels and Paris in charge of clients such as L'OREAL or ING). Gaming 1 is now a team of 80 platform engineers, games designers, e-marketing specialists and other experts with complementary skills.



**Gérard EL-ALLAF**

Intl. Business Development  
Director & Board Member



**Abigail MCDONALD**

Project Manager

# PURATOS

Puratos is an international group with a full range of innovative products, raw materials and application expertise in the bakery, pastry and chocolate sector.

Its customers include artisans, industry, retailers and food service.

Puratos aims to be their “reliable partner in innovation” throughout the world by helping them to deliver nutritious, tasty and convenient food.



**Gonzalo DE LA BARRA**

General Manager Puratos Peru



**Alessandra DENTONE**

Marketing Manager Puratos Peru



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## RA-SE GENETICS

RA-SE genetics supplies breeding pigs and (frozen) semen to farms all over the world. Landrace, Large White, Pietrain and Duroc are produced in own nucleus farms and sent by truck or airplane.

Our selection is based on 4 principles: what you see, what you measure, what you calculate and what can be analysed on DNA level. Those 4 basic pillars are combined with our focus on high health status of the farms of origin.

This is the best guarantee for the pig meat producer or processor to optimise efficiency.

Farms that prefer not to import animals are offered genetic consultancy. A combination of data analysis and supply of (frozen) semen are an important step towards improving their production pyramid.

RA-SE genetics is willing to discuss with every pig farmer or meat processing company about results (technical and financial) and to share our vision about modern pig-genetics.



**Geert ROMBOUTS**

Area Manager

## RESEARCH & INNOVATION MANAGEMENT SERVICES – RIMS

RIMS is an independent services provider for international research collaborations, knowledge transfer & commercialisation. We specialise in growing value and Partner-economic impact from research in the Healthcare/Pharma-Biotech ("from bench to bedside") & Agro-Biotech sectors.

We offer the following services:

- ◇ How to organise research (training in Research & Innovation management, to facilitate R&D partnerships between academia and industry);
- ◇ How to finance research (secure public funding, including proposal/report writing and negotiation services);

- ◇ How to maximise the value out of research (IPR, exploitation, stakeholder involvement).

RIMS' global network consists of 4,000 academia and industry contacts plus several networks across Europe, India, Africa & Latin-America; we can offer additional expertise via our strategic business partners.



**Frank HEEMSKERK**

CEO



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## ROAM TECHNOLOGY



Since the late 90's, Roam Technology N.V. manufactures and commercialises products based on Huwa-San technology. These Huwa-San products are sustainable disinfectants based on activated and stabilised hydrogen peroxide. The unique way of activating and stabilizing is proven highly effective, for instance in legionella control and removal of biofilm.

Huwa-San is a safe, odourless and long lasting disinfectant solution for applications in agriculture, veterinary, food & beverage industry, public and private swimming pools and even for disinfecting drinking water (municipal systems).

The Huwa-San technology is also used in our healthcare product line, called BioXeco. BioXeco offers a safe, fast and 100% efficient way of preventing and curing hospital acquired infections like MRSA, VRE, Clostridium, etc.

Huwa-San products are used to disinfect surfaces, tools, walls, water, instruments and even rooms through vaporisation.

Huwa-San products are commercialised worldwide through a network of highly educated and well trained local distributors.



**Jozef ROEBBEN**  
CEO/Owner



**Tom VERMEULEN**  
General Manager

## ROMAN BREWERY

The Roman Brewery is family owned since 1545. With 14 generations the brewery, located in Flanders, is one of the oldest Belgian Family Brewers (BFB). The first 400 years we only brewed brown topfermented beers, named Adriaen Brouwer, which is still one of the most important brands. Since the early 80s refermentation in the bottle became a specialty of the Roman Brewery. This second fermentation in the bottle gives the beer a fuller body and a higher stability. Abbey Beer Ename, Sloeber, Gentse Strop and Adriaen Brouwer Dark Gold earn this tradition.



**Lode ROMAN**

Owner



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## SARENS

The Sarens Group with its baseline 'Nothing too heavy, nothing too high', today operates in 60 countries on 6 different continents. Within these countries Sarens is locally active in the crane rental business and industrial maintenance. In addition Sarens is well known for the worldwide projects it executes and for which it uses giant cranes, hoisting up to 3,200 tons per crane, or the self-propelled modular trailers used for special transport activities. A strong team of high-level engineers designs technical solutions based upon the customer's needs and is responsible for the detailed implementation.

Over the last decades Sarens, with its headquarters based in Wolveterm (Belgium, Brussels Region), became an eminent player, achieving a consolidated turnover of €592 million in 2013.



**José SOMMARIVA**

General Manager Chile & Peru



**Julio HERNANDEZ**

Regional Sales Manager

The group employs more than 4,200 staff members of which 555 Belgium-based.

Sarens' fields of experience are mainly oil and gas production, onshore and offshore (wind)energy, petrochemical, mining and nuclear energy.

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# SCHREDER

## About the Schröder Group:

Worldwide excellence close to you. Through more than 40 companies worldwide, Schröder is fully committed to providing its customers with complete solutions from design to after-sales services, including light, intelligent control systems, street furniture, finance, security and a lot more smart features.

Schröder's strong presence in eight segments – Ambiance, Road+Urban, Tunnel, Illumination, Sport, Transit, Industry and Campus – has a significant added value to propose full scope solutions that enhance people's life in terms of well-being and safety in the most sustainable way.

Schröder Peru S.A. is established as a recognised leader in the market of lighting solutions for both public, urban, industrial, architectural, sports and special applications.

All our projects and references are testimony to our level and requirement of design and quality.

All production facilities are certified Schröder according to ISO 9001:2000.

Our office in Lima and our representatives in Arequipa and Cusco are available to our customers and partners (designers, architects, designers, etc.) to develop a custom project and offer solutions in lighting.



**Lucien BONHOMMET**  
General Manager



**Danjelu PASSALACQUA**  
Management Assistant



**Enrique ZAVALA**  
Area Manager



**Jairo RODRIGUEZ**  
Project Manager



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## SEBSABEL

Sebsabel S.A., is a Belgian trading company created by professionals residing in Belgium and abroad for the purpose of supplying the mining industry, energy, construction and industrial sectors with the following products: seamless and welded pipes, fittings for pipes, valves, fasteners, among other equipment to cover requirements and needs of the most important companies and sectors of the oil industry abroad, mainly in the centre and south America.

We have established excellent business relationships with strategic partners on a national and international level. We work with leading worldwide manufactures, mainly from Europe, Eastern Europe and Asia that meet the highest standards of production, have the most high-tech technologies and comply with all the international norms such as API, ASME, etc.

Contact in Colombia: +57 313 2 601834 (BOGOTA)



**Alain LOYENS**

Managing Director

## SIOEN COATING

Sioen Coating Division belongs to a holding founded as a family company in 1960 and turned into a world leader in the production of technical textiles coated with PVC, PU, Silicones and other polymeres. Sioen also runs PVC-free products.

Sioen has a vertical production, thus controlling the productive process from A to Z, from raw material and pigments to the final product.

Sioen specialises in the major 5 coating techniques and makes a comprehensive range of regular and made-to-measure products covering the transport, construction, leisure, camping, publicity, textile architecture, bio-energy and military markets.



**Maria Rosa RAFALES GRAELLS**

Sales Manager.

Sioen focuses on technology and R&D, has state-of-the-art facilities and has a pro-active environmental policy in the production of their products. We are certified ISO9001 and our products comply with all European normatives.

Our objective is to manufacture the best products at the best price and give an answer to all our customer needs. We operate worldwide and sell to over 50 countries.

Our motto: Protection through Innovation.

We have 5 main product lines: Transport, Industry and Construction, Bio-industry & Agriculture, Textile Architecture and Leisure & Advertising.

Learn more on us and our product lines on [www.sioen.com](http://www.sioen.com).

**SIOEN** COATING

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[www.sioen.com](http://www.sioen.com)

## SKYLANE OPTICS



Skylane Optics is a leading provider of fibre optical transceivers. Skylane Optics offers an extensive portfolio for the enterprise, access and metropolitan segments of the fibre optical market. Skylane Optics is headquartered in Fraire, Belgium where also the logistics centre and the high tech laboratory is located. We are covering the European market with a strong partner network and have offices in Sweden and Italy to support customers locally. The offerings provided by Skylane Optics are characterised by high quality and high performance. In combination with our strong technical support, we enable our customers to build cost optimised network solutions solving existing and future capacity needs.

Skylane optics has opened a production line in Brazil to support the Mercosur market in 2014.



**Philippe BOLLE**

CEO



**Muriel KEUTGEN**

Administrator General



**Rudinei SANTOS CARAPINHEIRO**

Director Skylane Optics to Brasil

## SMART TECHNOLOGY

Edisio Smart Home.

The comfort of a wireless set in your home!

Edisio is a wireless equipment manufacturer, which is specialised in home automation. Our products allow you to control and centralise any kinds of devices, such as lighting, shutters, blinds, gates, ip cameras, ventilation, air conditioning and heating. Our wireless equipments are perfect for both housing and the tertiary sector and are incredibly easy to use, while remaining affordable.

Edisio introduces you to a world of evolution and adaptability.

The alliance of fine-looking wireless switches and intelligent receivers will let you catch a glimpse of what the future holds for smart homes.



**Daniel CIETERS**

CEO



**Paul VANHAUW**

CEO



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## SOLUXTEC

SoLuxTec is an innovative producer of photovoltaic modules which rely on high quality, high efficiency and aesthetics.

The main office of SoLuxTec is located in Wasserbillig, Luxembourg.

The engineering (on Grid & off Grid projects), the accounting, as well as the research and development take place in Luxembourg.

The captive production site SoLuxTec GmbH is located in Bitburg, Germany and offers due to its location at the boarder triangle of Germany, Belgium and Luxembourg and its proximity to France a unique advantage of site and facilitates transnational business relationships.



**Fabrice MERTZ**

Sales Manager & Shareholder

Actually SoLuxTec's products are installed all over Europe but also in special locations where the weather conditions are extreme such as in Antarctica (Queen Elisabeth Station), in the desert of Saudi Arabia and in the North Sea.

Many years of experience within the photovoltaic industry, and a high skilled crew as well as using the newest machines provide the basis for the production in Germany as a location for business- 'Made in Germany'.

Since the beginning of the year 2014, SoLuxTec opened a subsidiary in Recife (Brazil) in order to enter the South American market. The aim is to offer quality products 'Made in Germany' with a performance engineering as added value and with the office at Recife (Brazil) the proximity will be an advantage for business relation for the others countries of South of America.

## STAPPERT INTRAMET

Stappert Intramet (1974) is the Belgian branch of the Stappert Group, a European distributor of stainless steel products – bars, hollow bars, flat bars, key steel, square or hexagonal bars, pipes, tubes, fittings, angles, sections and sheets/plates.

Stappert Intramet has about 20,000 tons of material on stock with 15,000 different articles and more than 45 different stainless steel grades.

Stappert Intramet is able and committed to respond to the most varied enquiries with no size restrictions (no minimum purchase quantity).



**Juan-Carlos MALTEZ ROMILLO**

Export Manager

Stappert Intramet is your first choice for stainless, highly corrosion and heat resistant steels.



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## THE BELGIAN CHOCOLATE GROUP

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

The company has two plants in Belgium, where the chocolates are made and exported from. "The Belgian" reflects the traditional chocolate making expertise from Belgium. We work together with exclusive distributors in over 70 countries with a view to creating a clear, unified brand presence. In our constant search for first-

rate ingredients, quality is the highest requirement. Furthermore, BCG follows the international standards and guidelines.

In January 2011, BCG was the first Belgian chocolate company to obtain the A star level of the international BRC food standard. This is the highest possible standard to obtain.



**Marc PAUWELS**

General Director



**Ilse DE LAET**

Member Board of Directors



**Marcos DIAS DE OLIVEIRA**

Area Sales Manager

## THE SNIFFERS

We are specialised in monitoring, analysing and reducing emissions and energy losses. These are the mutual goals of The Sniffers and our clients. Together we want to reduce costs and improve the environment.

The services we provide are LDAR (Leak Detection and Repair), infrared screening, flare loss monitoring, steam trap monitoring, storage tank emission monitoring, underground pipeline inspections, cathodic protection services and more.

Our in-house developed software packages analyse the results of the measurement campaigns in order to set up and follow up future monitoring plans. Detailed

repair orders of leaking sources facilitate the work of the maintenance department. It also provides you with a historical overview of your leaking sources.

The Sniffers has more than 20 years of experience in monitoring services which have resulted in thorough know-how. Our worldwide references in more than 30 countries have given us an excellent perception of client expectations as well as insight in the different regulators.



**Thomas VERMEERBERGEN**

International Sales Manager



**THE SNIFFERS**

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[www.the-sniffers.be](http://www.the-sniffers.be)

## THT

THT is a university spin-off company specialised in the production of lactic acid bacteria (*Lactobacillus* sp., *Bifidobacterium* sp., *Lactococcus* sp., *Streptococcus* sp.) which are used for:

- ◇ Probiotics: live microorganisms in freeze-dried form uses as health ingredients for intestinal balance, immune enhancement, to protect against urogenital tract infections in women and even as growth factor in feed.
- ◇ Starter cultures: for acidification and/or aromatisation of dry fermented sausages and sourdough bread making.
- ◇ Bioprotective cultures: to fight against common spoilage, as well as against *Listeria monocytogenes*.

Our mission is to provide our customers with high quality products with our R&D focusing on improvement of stability in common temperature and humidity conditions.

We are able to supply lactic acid bacteria in bulk or through finished products such as capsules in blisters. We can provide small quantity or large volumes with the same standards of best quality, speed, and affordable prices.



**Mauro DIAZ**

Sales & Marketing Manager

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## TOP LOCATIONS

Zinco Developments (and its Belgian partner and shareholder Top Locations) is an experienced developer of major logistics parks and of public infrastructures, such as large-sized prisons and public parking's.

Amongst its numerous projects in Peru and Colombia, the company is developing a 200 ha logistics park in Lima and is leading a Belgian consortium to design, build, finance and maintain major prisons in Colombia and other South American countries.



**Frank SMOLDERS**

Partner



**John DERWEDUWE**

Partner



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[www.zinco-developments.com](http://www.zinco-developments.com)

## TRACTEBEL ENGINEERING

Tractebel Engineering is a leading international engineering company, specializing in energy and smart sustainable infrastructure projects.

It offers state-of-the-art engineering and consulting solutions to energy, nuclear, gas, industry and infrastructure customers in the public and private sectors.

Its engineering assignments and services cover the full life cycle of customer's installations: feasibility studies, basic design, technical specifications, project management and commissioning.

Its knowledge of the most advanced technologies, its multidisciplinary teams and its years of experience in facility operation are its main assets.

The company has a staff of some 3,000 experts, mainly high-qualified engineers. It forms a considerable source of expertise in areas as varied as thermal power generation (gas fired, coal fired, cogeneration), renewable energy (biomass, wind, solar, geothermal), hydroelectric power, transmission and distribution (power system consulting, T&D infrastructure & operations), LNG, gas treatment, transmission, storage and distribution. The transportation expertise is focused on rail, ports and waterways as well as mobility.

**TRACTEBEL Engineering**  
GDF SUEZ



**Georges CORNET**

President

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engineering@gdfsuez.com  
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## TULPIN

Tulpingroup is a 3PL and 4PL logistics provider/forwarder/transporter, dedicated to the full logistics of airfreighted fruit and vegetables from the Middle East, Africa and South America, landing at 10 airports in the Benelux and Germany.

We focus mainly on logistics of berries (straw-, black-, rasp- and blueberries) as well as stone fruits, grapes and exotic fruits and vegetables.

Our services are organising custom clearance (with/without fiscal representation), health, quality and phytosanitary checks, pesticide program-checks (included laboratory), handling at airport, cold storage, repartition of cargo towards importers, delivery to the importers/supermarkets by full trucks and part-load trucks

(part-load available from 5 airports only). Deliveries into United Kingdom, Holland, Belgium. Other countries on demand.



**Maria Helena GARCIA**

Director  
South/Central America



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## UNIVEG GROUP

UNIVEG is a worldwide supplier of fresh fruits, vegetables, flowers, plants and logistical services.

The company was founded in 1987 by Hein Deprez and is headquartered in Sint-Katelijne-Waver, Belgium. The group employs now 8,000 FTE's and is based in 27 countries worldwide.

UNIVEG acts as a one-stop-shop for large retailers and offers an extensive year-round product offering across the fruit and vegetables category. As it is vertically integrated, UNIVEG is able to control the entire value chain from sourcing to store delivery with a best-in-class integrated service offering. With UNIVEG Fruit Partners, the company enjoys a strong global network sourcing fresh fruits and vegetables from around the globe. The long-

standing logistical know-how of UNIVEG enables the worldwide transport of (perishable) products and is 'key' to the product quality and shelf life. The majority share of UNIVEG's activities encompasses trading (import and export) and distribution of fruit and vegetables.



**Hein DEPREZ**

Executive Chairman of the Board



**Marc OOMS**

Member of the Board



**Willy MESTDAG**

Advisor

## VDW BROTHERS & PICTURES – VDW AIRDRONE

VDW AirDrone is specialised in flying remote controlled helicopter catching the highest resolution frames and data.

Our technology offers new perspectives and answers new needs in environmental, industrial and cultural sectors.

With VDW AirDrone technology, our customers such as industries, public services, civil protection, television, events managers, can get a cost-effective solution in different aerial applications:

- ◇ Visual inspection in hazard situations;
- ◇ Mapping & Surveying;
- ◇ Ground & soils studies;



**Manuel ALARCON GUZMAN**

Export Manager

- ◇ Aerial imaging & filming;
- ◇ Geomatic detection.

VDW AirDrone technology offers a wide range of services in Unmanned Aerial Vehicle sector to answer the specific needs of your business.



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## VELDEMAN STRUCTURE SOLUTIONS



Veldeman Structure Solutions designs and manufactures aluminium and steel framed fabric structures.

Fabric structures are the perfect solution when your application has a temporary or semi-permanent nature, although our semi-permanent structures can be designed for permanent use and perfectly adapt to your changing business environment: they can both be extended or relocated.

The combination of the modular design and the use of fabric results in a unique frame that is more weight efficient compared to traditional structures or buildings.

Our solutions require less heavy installation equipment, less transport and are easier/quicker to erect.

Through the versatility of our product range, our structures are used in various markets such as aviation, sports, events, retail, storage, environment and defence.

Veldeman Structure Solutions is based in Bree, Belgium, and has over 40 years of experience in more than 40 countries worldwide. The company has a high-tech development department, a dedicated project business unit and an in-house fabric and metal department.



**Rolf VAN MOER**  
BU Manager



**Guillermo Andrés RIFO CONCHA**  
Business Development Manager  
South America

## VERANTICA

Verantica was founded in 1987 as a company specialised in antiques, restauration and home decoration with a basis in England and Aartselaar (Belgium).

Two years ago we moved from Aartselaar to the historical city centre of Antwerp and started with a new concept. We opened a lounge bar where people can ask for advice and also buy.

The management changed and Ismael De Arco (Colombian) became manager. So the bar became more than a place of entertainment, it has become also a multicultural meeting place where we share the Colombian culture.



**Ismael DE ARCO YEPES**

Manager

Because of the Colombian background we seek to open new business opportunities between particularly Antwerp and Cartagena, creating a second division in the company dedicated to the import of crafts, rum, beers, etc. from Colombia and exporting products including Belgian beauty products and applications.

With a few companies in Cartagena (REJIM sas) we also try to help in the bilateral exchange in the field of culture, education, etc. (We invited Kevin Flores 2013, Mr Black 2014, etc.).



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## VIGAN ENGINEERING

Vigan is a Belgian company, founded in 1968, that manufactures bulk materials handling systems for cargo agro products in bulk (mainly cereals, grains, and meal), chemicals, wood pellets, etc. for port terminals.

Vigan equipments are customised to meet any specific requirements. They are suitable for various applications, depending on cargo, size of vessel, points of discharge and destination of cargo, working conditions, etc.:

- ◇ Mobile pneumatic conveyors or technical work correct or grain pumps with capacity ranging from 100 to 250 tons/hour;
- ◇ Pneumatic continuous barge unloaders ('Tower'-type and NIV) with a capacity ranging 160-800 tons/hour for all sizes of vessels;

- ◇ Mechanical and pneumatic continuous ship unloaders ('SIMPORTER') with discharge capacity up to 1,500 tons/hour for big vessels (Panamax, Cape);
- ◇ Mechanical loaders for any size of ships up to 1,200 tons/hour designed according to the loading capacity needed.

Vigan's capabilities include also complete turnkey projects for port terminal including ship unloading & loading, storage facilities and bagging operations.

With more than 40 years of experience and about 1,200 equipment sold in more than 80 different countries worldwide, Vigan is recognized as a reliable partner. It has the capabilities and the expertise to develop suitable and profitable solutions for its customers.



**Alain de VISSCHER**  
Sales Director



**Cyrille FRANGOS**  
Sales Director



**Ramiro SANDOVAL**  
Director General



**Ivan SANDOVAL**  
Vice-Director

# WOLF

Wolf is specialised in drilling, cutting and blasting both in and out of water.

Marine drilling and blasting is our main activity.

Wolf is operating internationally and offers solutions for projects of any size and complexity.

In view of the unique and specific nature of many of our jobs, we always strive for the best both in our equipment and in our procedures.

## ◇ Drilling and blasting under water

Wolf is capable of drilling and blasting under water in order to break up massive objects or rocks.

We pay special attention to the vibrations and other effects on the immediate surroundings. We carefully apply the latest techniques of controlled blasting in order to be able to work even in the immediate vicinity of vulnerable objects.



**Herman DAELMAN**

Director

## ◇ Demolition works with explosives

Wolf is specialised in demolition work with explosives.

Wolf guarantees the design, organisation and execution of your project.

## ◇ Cutting in and out of water

Wolf uses diamond chains or diamond disks to cut through different materials, both on land and in water.

Thanks to our focus on innovation and product development we can do cutting projects under the most diverse of circumstances.



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## YONTEC



Yontec N.V. is providing professional skilled maintenance technicians, relying on many years of experience, an extensive technical knowledge and being in possession of international security certificates. We offer you specialised maintenance technicians in a broad range of industrial activities.

Yontec N.V. is the reference in terms of innovative technical installations and services for the industry, energy, tertiary and infrastructure markets. Its expertise covers a wide and varied range of technical disciplines. Including electrical, mechanical, hydraulics, pneumatics, instrumentation, automation, piping and maintenance, industrial moves, shut-downs and revamps. As well as all specialist applications. Specialised facility management/maintenance for hotel and healthcare.

Yontec N.V. is able to offer tailor-made solutions, ranging from local, mono-disciplinary to pan-European, multi-site, multi-disciplinary projects.

Yontec N.V. does a great deal of on-site work. We can carry out all the mechanical work, constructions, pre-fabrication, overhauls and maintenance. Our skilled people work according to the highest quality standards in the most diverse sectors.



**Davy JONCKERS**  
Managing Director



**Peter MANET**  
Managing Director

## ZETES

ZETES is an international company that has been active in automatic identification for more than 30 years, including more than 1,200 specialists in 20 countries.

The organization develops and implements solutions based on identification technologies for goods and people.

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

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



**Ronny DEPOORTERE**

Sr. Vice-President



**Rafael ALVAREZ**

Sales Director-Gov ID Solutions  
Latam & South Europe



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# PUBLIC SECTOR

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## EMBASSY OF BELGIUM IN BOGOTA

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**HE Jeroen COOREMAN**

Ambassador

## EMBASSY OF BELGIUM IN LIMA

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**HE Michel DEWEZ**

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 Majesty the King. The Agency's main tasks are to:

- ◇ Provide documentation on foreign markets;
- ◇ Organise joint economic missions;
- ◇ Collect, organise and circulate information, studies and documentation on external markets on behalf of the regional export promotion organisations.

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



**Fabienne L'HOOST**

Deputy General Director



**Julie DERWA**

Trade Mission Coordinator



**Nancy VERMEULEN**

Assistant to the Management  
& Trade Missions Department

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

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

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

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

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

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

Do visit our website and discover our worldwide network.



**FLANDERS  
INVESTMENT &  
TRADE**



**Claire TILLEKAERTS**

CEO



**Anke VANDERSTAPPEN**

Area Manager



**Debbie IMPENS**

Assistant Area Manager

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## WALLONIA EXPORT-INVESTMENT AGENCY (AWEX) – WALLONIA REGION

The Wallonia Export-Investment Agency (AWEX) is the governmental agency of the Walloon Region of Belgium in charge of promoting foreign trade and attracting foreign investment.

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

As a foreign investment agency, AWEX is the one-stop shop for foreign investors interested in investing in Wallonia. AWEX assistance to potential foreign investors includes site location services, information on grants, labour and social legislation, fiscal incentives. The Agency also offers a pro-active follow-up service to investors established in Wallonia.

Outside Belgium, AWEX relies on a network of more than 100 trade and economic representatives covering some 120 markets and over 20 international organisations.



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[www.awex.be](http://www.awex.be)

[www.investinwallonia.be](http://www.investinwallonia.be)



**Pascale DELCOMMINETTE**

Acting CEO



**Jean-Pierre MARCELLE**

Managing Director AWEX Invest



**Francis KANIA**

Director Americas



**Maxime WOITRIN**

Business Development Manager



**Pierre HEYMANS**

Senior Market  
Specialist Agro Food Industry

## BRUSSELS INVEST & EXPORT – FOREIGN TRADE AND INVESTMENTS SERVICE OF THE BRUSSELS REGIONAL PUBLIC SERVICE

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

Brussels Invest & Export assists Brussels' companies operating in foreign markets. Almost ninety economic and trade commissioners across all continents provide free guidance to SMEs, target potential local prospects and partners, organise matchmaking events, etc. Concrete initiatives in Brussels and abroad include trade missions, contact days, invitations of decision makers and collective stands at international trade fairs.

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

Another mission of Brussels Invest & Export is to attract foreign companies to Brussels and to provide them with support, should they decide to locate their business in the Region. To enable investors to assess the benefits of establishing in the capital, Brussels Invest & Export offers them a 'Welcome Package' which includes equipped office space at no cost for a three-month period and a broad range of services.



**Bénédicte WILDERS**  
Chief Executive Director



**Sophie D'HAEMER**  
Project Manager



**Martine VRIELYNCK**  
Project Assistant



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## FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS – OFFICE OF THE MINISTER OF FOREIGN AFFAIRS

The office of Didier Reynders, Deputy Prime Minister of Belgium and Minister of Foreign Affairs, Foreign Trade and European Affairs develops foreign policy and strategy to defend the Belgian interests abroad.

Minister Didier Reynders attaches particular importance to economic relation within the Belgian foreign policy framework, thereby serving the regional entities and the Belgian Economic actors.

After twelve years as Finance Minister, representing Belgium at Ecofin and Eurogroup's meetings, Minister Didier Reynders is particularly attentive to the Eurozone situation and the European policy.



**Olivier HENIN**

Chief of Staff  
of the Deputy Prime Minister



**Laurent BURTON**

Head of Communication



**David MARECHAL**

Spokesman



**Marlène BECO**

Advisor to the Deputy Prime  
Minister, Minister of Foreign Affairs,  
Foreign Trade and European Affairs

# FEDERAL PUBLIC SERVICE (FPS) 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 140 embassies, consulates and representations throughout the world.

As an organisation 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.



**Marc VINCK**

Director Economic Issues  
Department



**Adrien THÉÂTRE**

Director Latin America &  
the Caribbean



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## GOVERNMENT OF THE BRUSSELS-CAPITAL REGION

### CABINET OF SECRETARY OF STATE CÉCILE JODOGNE

Brussels, capital of Belgium, is an international city like no other. As the decision-making heart of Europe, it has become an international capital, where global opinion leaders meet to influence and do business, yet it remains small enough to allow its inhabitants to enjoy all the advantages of a human-size city.

The Brussels-Capital Region accounts for approximately 20 % of Belgium's GDP. At least 85 % of the Region's economy consists of service activities.

Aside from being a top business location in general, the Brussels-Capital Region is home to thriving ICT, energy & environment, education, construction & infrastructure, consultancy and financial sectors.

Due to its central geographical location and unique status as the capital of Europe, Brussels is one of the world's largest centres for international organisations, NGOs, industry associations, interest groups and diplomatic missions.

For foreign investors, Brussels is the place to be to run a business with a European focus at a reasonable cost.



**JÉRÔME DE MOT**

Head of Communication

# GOVERNMENT OF WALLONIA AND GOVERNMENT OF THE WALLONIA-BRUSSELS FEDERATION – 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 centre of Europe, at the converging point of major roads, rivers, railways and air routes, Wallonia benefits from a high quality labour 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 Export-Investment Agency (AWEX) - will assert when promoting the benefits of Foreign Trade to the Region.



**Toni PELOSATO**  
Chief of Staff



**Nathalie LAFONTAINE**  
Deputy Chief of Staff



**Gaël LAMBINON**  
Spokesman



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## FEDERAL PUBLIC SERVICE (FPS) – ECONOMY, SMES, SELF-EMPLOYED AND ENERGY



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The Directorate-General Economic Analyses and International Economy is one of the Directorates-General of the FPS Economy, whose mission is to 'create the conditions for a competitive, sustainable and balanced market of goods and services in Belgium'.

'Developing an in-depth knowledge of the Belgian economy and its economic operators and protecting their interests at European and international level' are the tasks entrusted to the Directorate-General Economic Analyses and International Economy.

This Directorate-General is composed of three departments: the economic, the sectorial and the international divisions.



**Valère VANGHEEL**  
Acting General Director

Activities of the International Division:

To coordinate and manage the activities of the following units:

- ◇ Trade policy (market access, non-tariff barriers, rules of origin, trade defence instruments, economic customs regimes, preferential regimes and analyses);
- ◇ Service for Foreign Investments;
- ◇ Licences, including trade in diamonds, Kimberley Process;
- ◇ International events;
- ◇ Cell for Looted Art during the Second World War in Belgium.

# FEDERAL PUBLIC SERVICE (FPS) – INFORMATION AND COMMUNICATION TECHNOLOGY – FEDICT

Fedict works for the Federal Government and is responsible for e-government, in other words, electronic government. As such, Fedict helps the federal public departments (FPDs) to improve their communication and services to the general public, businesses and civil servants, using information and communication technology. With the FPDs, Fedict works continuously developing new electronic services available via the federal portal [www.belgium.be](http://www.belgium.be). Fedict has also helped to produce the electronic identity card (eID) and the Tax-on-web system. Fedict set up campaigns, such as 'Pécéphobie', 'Internet for all' and 'Start2surf', intended to promote computer and Internet use. The number of people able to use e-government services has been increasing as a result. Finally, Fedict is helping to make Belgium

an important centre of IT knowledge. The department supports Belgian companies in exporting their know-how and experience in Belgian e-government projects abroad.



**Jan DEPREST**

Chairman



**Frank LEYMAN**

Manager International Relations  
European Affairs



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## CONSULATE OF PERU IN BELGIUM, ANTWERP

The Consular Office provides attention, support and assistance to all Peruvian citizens, whatever their immigration status is in the receiving State and is a service of a public nature provided by the Peruvian State to its own nationals and to foreigners abroad, particularly regarding competences of humanitarian, judicial and public administration outside the national territory.

Consular services also involve the promotion of economic, cultural, scientific, educational and diplomatic actions, serving the interests of the Peruvian State within the limits given by law and developing relations with the receiving State, respecting the provisions stipulated in the international treaties.



**Nicolas SAVERYS**

Honorary Vice-Consul of  
Peru in Belgium



**Veerle VAN ALPHEN**

Chancellor Consulate of  
Peru in Belgium

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2000 Antwerp  
☎ +32 3 247 61 05  
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## ECONOMIC AND COMMERCIAL REPRESENTATION IN COLOMBIA - BOGOTA

For further details concerning Belgian products, services and techniques, please get in touch with the:

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

c/o Embassy of Belgium in Colombia  
Calle 26B - n°4 A-45 - piso 7 – Barrio La Macarena  
Edificio KLM  
Bogota DC  
Colombia

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**Marjorie INGHELs**

Economic and Trade Attaché

## ECONOMIC AND COMMERCIAL REPRESENTATION IN PERU - LIMA

For further details concerning Belgian products, services and techniques, please get in touch with the:

### Economic and Commercial Representation for the Walloon and the Brussels-Capital Region

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**Marjorie INGHELs**  
Economic and Trade Attaché

### Economic and Commercial Representation for the Flemish Region

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**Alexis BOSSUYT**  
Trade and Investment  
Commissioner



**Siegfried VERHEIJKE**  
Trade and Investment  
Commissioner

## WALLONIA-BRUSSELS FEDERATION - WALLONIE-BRUXELLES CAMPUS

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

WBCampus' tools:

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

Responsible

WALLONIE  
BRUXELLES  
CAMPUS

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c.liegeois@wbi.be

[www.studyinbelgium.be](http://www.studyinbelgium.be)

## WALLONIE-BRUXELLES INTERNATIONAL (WBI)

Wallonie-Bruxelles International (WBI). As a public administration, Wallonie-Bruxelles International is responsible for the international relations of the Walloon Region and the Wallonia-Brussels Federation, both French speaking entities of the Belgian federal state.

Thanks to its exclusive capacities in various and essential areas (amongst others: education, economy, energy, culture, research, environment, etc.) and the international extension of these fields, WBI developed a particularly dense network abroad.

Widely open to the world, the Walloon Region and the Wallonia-Brussels Federation have signed multiple bilateral cooperation agreements with countries and

regions. These agreements support bilateral collaboration projects, mainly focused on the academic, scientific and cultural sectors.

In the same purpose, WBI set up funds in order to facilitate and promote mobility of our professors, researchers, artists, etc. who wish to implement or develop projects in Latin America.



Wallonie - Bruxelles  
International.be



**Pascale DELCOMMINETTE**

General Administrator a.i.



**Christine FAVART**

Director South Department

## WWW.BELGIANECONOMICMISSION.BE

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

A dedicated website has been created for finding anything you need to know about the Belgian Economic Mission to Colombia and Peru, whether you are a participant, a journalist, a local partner or just interested to know what happens during this mission. A variety of documents and information are gathered in one place for your convenience. An app version of the website is now also available in the App Store and Google Play! Moreover, if you are a participant or an organiser and would like to share information on the website, please contact Rose Donck for further assistance.



**Rose DONCK**

Media and Social  
Media Manager



## HONORARY CONSUL OF CHILE

- ◇ Administrator of the Belgian Consular Union;
- ◇ Administrator of the Belgo-Chilean Chamber of Commerce;
- ◇ Member of the strategic committee of IRELAC (Interuniversity institute for the relations between the European Union, the Latin America and the Caribbean);
- ◇ Notary;
- ◇ Training Director of the Université catholique de Louvain - UCL



**Thierry DUMOULIN**

Honorary Consul of Chile

## CARLSON WAGONLIT TRAVEL – CWT MEETINGS & EVENTS

Logistical organisation of the mission provided by:

CWT Meetings & Events Belgium is a part of the Belgian and global leader in travel retailing and management.

They represent all segments of the travel industry (business travel, leisure travel, meetings & incentives and wholesaling).

Present in more than 150 countries, CWT is the global leader in travel management and serves companies of all sizes, as well as government institutions and non-governmental organisations. By leveraging both the expertise of its people and leading-edge technology,

CWT helps clients derive the greatest value from their travel programs in terms of savings, service and security, and provides best-in-class service and assistance to travellers.

CWT Meetings & Events Belgium is a full service agency, delivering measurable value for some of the world's most well-known brands and creating memorable attendee experiences!

They truly help you in delivering inspiring events and business results with focus on cost control without losing creativity.

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



**Catherine BLANC**

Senior Manager Events Benelux



**Ann NOEL**

Sales Meetings & Events Benelux



**Inge MEKKE**

Senior Project Leader



**Nicky DEVIS**

Senior Account Manager



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# HOTELS OF THE MISSION

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## COLOMBIA > HILTON BOGOTA



Carrera 7 No. 72-41, Bogota, 00000, Colombia

+57 1 600 61 00

[www3.hilton.com/en/hotels/colombia/hilton-bogota-BOGBCHH/about/index.html](http://www3.hilton.com/en/hotels/colombia/hilton-bogota-BOGBCHH/about/index.html)

## PERU > HILTON LIMA MIRAFLORES



Avenida La Paz 1099, Lima, 18, Peru

+51 1 200 80 00

[www3.hilton.com/en/hotels/peru/hilton-lima-miraflores-LIMMFHH/index.html](http://www3.hilton.com/en/hotels/peru/hilton-lima-miraflores-LIMMFHH/index.html)

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# ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE

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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 11.1 million inhabitants (2013 est.) and is one of the most densely populated countries in Europe. Brussels is the 'Capital of Europe': it hosts the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organisations, such as NATO, are also located in Brussels. That is how Brussels ranks as the world's number two city (after Washington, D.C.) in terms of the number of accredited journalists, and fourth in terms of the number of international meetings and seminars held.

With a surface of 30,500 km<sup>2</sup>, Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant player in the world economy. Belgium scores particularly well for its export-driven economy and investment attractiveness. Its small size and limited internal market are the main factors behind the strong export culture in Belgium. Moreover, due to its well-developed infrastructure, good living standards, central location and highly-skilled workforce, Belgium is also praised by foreign investors.

GDP (Gross Domestic Product) reached €375.9 billion in 2012 and €376.1 billion in 2013. Due to the continuing financial and economic crisis GDP growth was slightly negative in 2012 (-0.1%), but it turned positive in 2013 (+0.1%).

Despite the recent downturn, Belgium is a high income country, with a GDP per capita of US\$ 46,605 in 2013 (Economist Intelligence Unit).

In 2013, according to the World Trade Organization (WTO), Belgium was the 12th exporter and 13th importer of goods worldwide with a share of 2.5% and 2.4% respectively.

That same year it was also the 15th exporter and 15th importer of services worldwide with a share of 2.2% in both cases.

Since 2007, Belgium has been holding the top position of the annual KOF Index of Globalisation, which measures the economic, social and political dimensions of globalisation.

Belgium also boasts an exceptional higher education and training system, with excellent math and science education, top-notch management schools and a strong propensity for on-the-job training. These elements contribute to an overall high capacity to innovate.

Belgium's goods market is characterised by high levels of competition and an environment that facilitates new business creation. Business operations are also distinguished by high levels of sophistication and professional management.

## TRADE RELATIONS WITH COLOMBIA AND PERU

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

### BELGIAN EXPORTS TO COLOMBIA

2011	12 months	€ 308.1 million
2012	12 months	€ 350.8 million
2013	12 months	€ 375.3 million
2014	3 months	€ 91.0 million

### BELGIAN IMPORTS FROM COLOMBIA

2011	12 months	€ 608.0 million
2012	12 months	€ 555.1 million
2013	12 months	€ 488.8 million
2014	3 months	€ 174.9 million

### BELGIAN EXPORTS TO PERU

2011	12 months	€ 201.8 million
2012	12 months	€ 215.9 million
2013	12 months	€ 260.8 million
2014	3 months	€ 85.7 million

### BELGIAN IMPORTS FROM PERU

2011	12 months	€ 532.4 million
2012	12 months	€ 469.7 million
2013	12 months	€ 438.6 million
2014	3 months	€ 88.5 million





