

# TURKEY

Belgian Economic Mission

15 - 19 OCTOBER 2012



PARTICIPANTS BROCHURE





# Belgian Economic Mission to Turkey

15 - 19 OCTOBER 2012

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





BELGIAN ECONOMIC  
MISSIONS

CALENDAR  
2012-2013

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

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

*(The dates are subject to change)*



## HRH PRINCE PHILIPPE OF BELGIUM

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

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

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

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

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

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

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

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

In this capacity, Prince Philippe has headed more than 40 important economic missions, the most recent being to Mexico & Panama, the Republic of Korea, the Kingdom of Saudi Arabia and Morocco (2009); India, Brazil, Kazakhstan and Ukraine (2010); the Russian Federation, the United States of America, the

People's Republic of China and Chile (2011); Vietnam and just recently Japan (2012).

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

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

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

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

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

In 1998, The Prince Philippe Fund was created, with the aim of fostering exchanges between citizens and organisations across all three Communities of Belgium.

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

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

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

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



## HE 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)

### 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 KRIS PEETERS

Minister-President and Minister for Economy,  
Foreign Policy,  
Agriculture and Rural Policy,  
Government of Flanders

Born on May 18<sup>th</sup>, 1962  
Married

## EDUCATION

- » B.A. in Philosophy, University of Antwerp, Antwerp
- » M.A. in Law, University of Antwerp, Antwerp
- » Special degree in Accountancy and Tax Law, Vlerick School of Management, Ghent

## PROFESSIONAL EXPERIENCE

- » **1986-1988:**  
Lawyer, Storme, Leroy, Van Parys and Doolaeghe, Ghent
- » **1988-1991:**  
Counsellor fiscal matters, UNIZO, Brussels
- » **1989-1991:**  
Lecturer, Limburg University Centre, Hasselt

- » **1991-1994:**  
Director Research Department, UNIZO, Brussels
- » **1994-1999:**  
Secretary General, UNIZO, Brussels
- » **1999-2004:**  
Managing Director, UNIZO (Organization of Self-Employed and SMEs)

## POLITICAL CAREER

- » **2004-2007:**  
Minister for Public Works, Energy, Environment and Nature, Government of Flanders (Belgium)
- » **2007-2009:**  
Minister for Institutional Reform, Administrative Affairs, Foreign Policy, Media, Tourism, Ports, Agriculture, Sea Fisheries and Rural Policy, Government of Flanders (Belgium)
- » **2007-2009:**  
Minister-President, Government of Flanders (Belgium)

- » **2009-Present:**  
Minister for Economy, Foreign Policy, Agriculture and Rural Policy, Government of Flanders (Belgium)
- » **2009-Present:**  
Minister-President, Government of Flanders (Belgium)

## HONORARY TITLES

- » **2005:** Honorary President, FBS (Flanders Business School)
- » **2005:** Honorary Secretary-General, FVIB (Federation of Self-Employed Professionals)
- » **2005:** Honorary Managing Director, UNIZO
- » **2008:** Honorary Degree, Moscow State Institute of International Relations





## HE BENOÎT CEREXHE

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

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

Married, two daughters

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

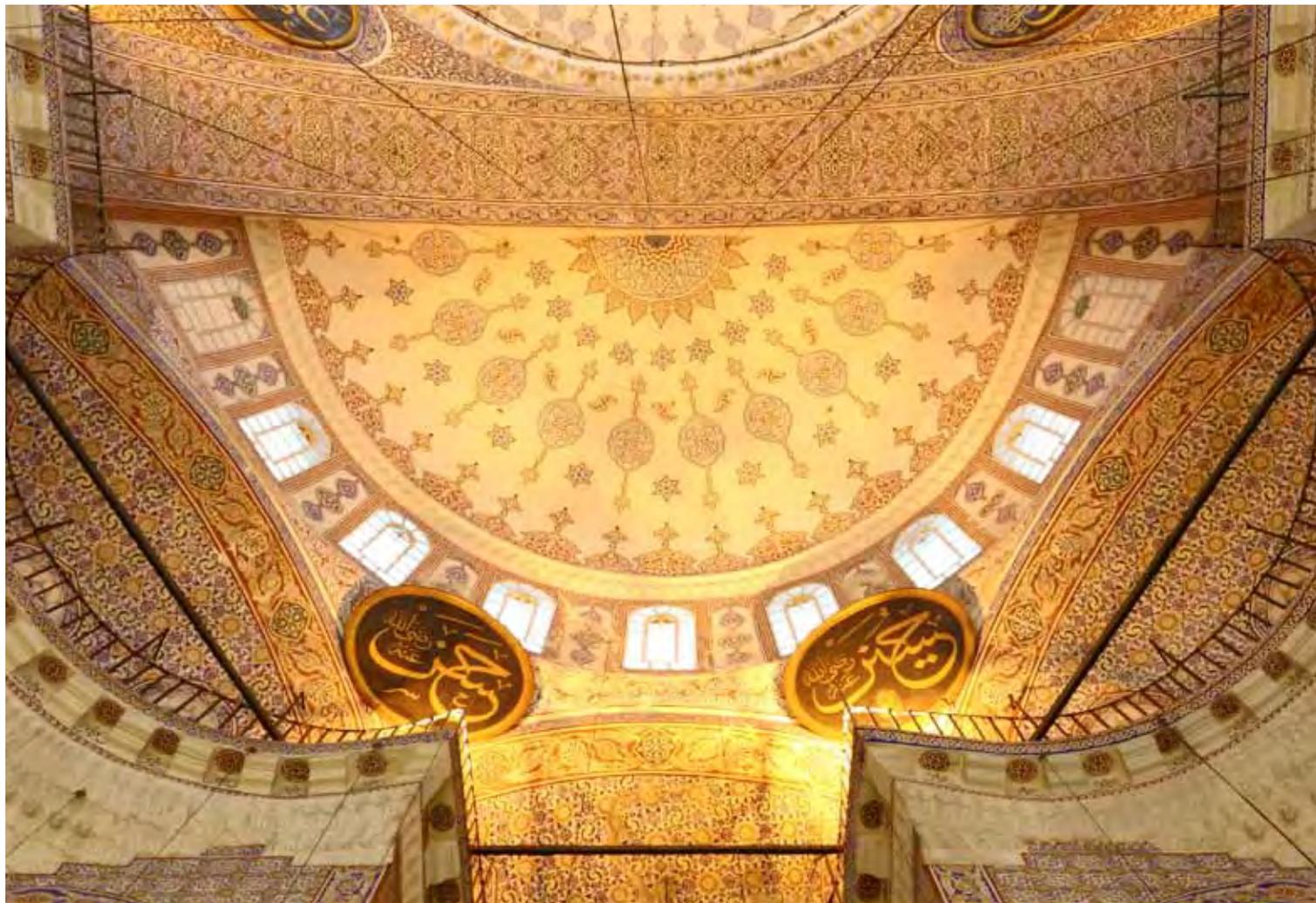




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PRIVATE & PUBLIC  
ORGANISATIONS,  
CHAMBERS OF COMMERCE  
AND FEDERATIONS





## AGORIA - BANKING TECHNOLOGY CLUB



The Agoria Banking Technology Club is part of AGORIA, the federation of the technology industry in Belgium, representing more than 1,600 companies with over 300,000 employees.

The Banking Technology Club brings together over 25 companies covering a wide range of activities: from eID applications, specialised banking software (such as loaning, anti-money laundering, back office, secure payment) and e-banking, to software and hardware for authentication and self-service solutions.

Due to its establishment within the framework of the Belgian federation for the technology industry, the Club can rely on a wide international network and a strong base.



**Debbie THYS**  
MANAGER AGORIA BANKING  
TECHNOLOGY CLUB

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# AGORIA - INFRASTRUCTURE CLUB

The Agoria Infrastructure Club is part of AGORIA, the federation of the technology industry in Belgium, representing more than 1,600 companies with over 300,000 employees.

The member companies of the Infrastructure Club are active in a diverse range of disciplines. These fall into three major groups: transport infrastructure, tourism & leisure infrastructure and building & housing infrastructure.

The Infrastructure Club's aim is to promote the members' expertise abroad and to identify and create international business opportunities for its members.

If you are looking for a unique point of contact for infrastructure technology from the heart of Europe, you found it.



Sylvie KEDZIERSKI  
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## AGORIA - RENEWABLE ENERGY CLUB



The Renewable Energy Club is part of AGORIA, the federation of the technology industry in Belgium, representing more than 1,600 companies with over 300,000 employees.

In the fields of biomass, wave&tidal, wind and solar energy (thermal & PV) Belgian companies can boast of proven track records.

Since 2008, 90+ of these companies have joined forces to offer their services to customers abroad.

The Renewable Energy Club's aim is to promote the members' expertise abroad and to identify and create international business opportunities for its members.

If you are looking for a unique point of contact for renewable energy technology from the heart of Europe, you found it.



**François de HEMPTINNE**  
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# BEA (Brussels Enterprise Agency)

The "Brussels Enterprise Agency" (BEA) is a key strategic regional partner for Brussels based businesses. It offers high-quality, timely and appropriate business information and tools to foreign investors, local start-ups and SMEs and provides them with support in areas such as starting up, financing, public grants, town planning regulations, environmental permits and other formalities.

With its extensive knowledge of all business support services in Brussels, BEA is the main gateway to find the suitable public or private partner.

BEA also encourages business competitiveness through innovation and internationalisation and gives intensive support to promising entrepreneur projects or business-

es or that are of critical or extreme importance to the Brussels-Capital region, in particular in the areas of "Life technologies", "ICT", "Green Technologies" and "Sustainable Construction".

BEA's advice and services are free of charge and independent.

BEA is publicly funded by the Brussels Regional Government and is also known as the "Agence Bruxelloise pour l'Entreprise or ABE (French name) or "Brussels Agentschap voor de Onderneming" or BAO (Dutch name).



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ICT POLE MANAGER

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# BECI - BRUSSELS ENTERPRISES COMMERCE AND INDUSTRY



BECI, Brussels Enterprises Commerce and Industry is the most influential and professional network of enterprises and self-employed persons in Brussels.

BECI seeks to create an optimal environment for successful businesses and to contribute to the prosperity and welfare of Brussels in the framework of the Metropolitan Region.

BECI's mission is to ensure that Brussels is the best region in Europe for business activities:

- » We aim to influence policies and investment decisions to support Brussels' global competitiveness.

- » We provide efficient and tailor-made services to companies and self-employed.

We assume the governance of public institutions.



Jean Claude DAOUST  
PRESIDENT

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# BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE IN TURKEY

The Belgian Chamber of Commerce in Turkey was founded in 1926 in order to support the economical, commercial, social and cultural relations between Turkey and Belgium and rewarded the authority of representation of the Chamber of Commerce of Luxembourg by the Belgian Federation of Chambers of Commerce and Industry on 16th April 2009 when the Chamber's name was changed into "The Belgian - Luxembourg Chamber of Commerce in Turkey".

The Belgian - Luxembourg Chamber of Commerce in Turkey assists the Belgian and Luxembourgian companies that are located in Turkey, the Turkish companies that want to play an active role at the Belgian and Lux-

embourgian market and the Belgian and Luxembourgian companies wanting a commercial and industrial development with Turkey.

The Belgian - Luxembourg Chamber of Commerce in Turkey organises at regularly basis activities such as breakfast-conferences, business and cultural trips, and our members are directly informed by the bimonthly magazine «TUGİAD ELEGANS».



**Mehmet Aykut EKEN**  
PRESIDENT



**Tayfun YUMAK**  
VICE-PRESIDENT



**Aydin BILGINER**  
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**Ali Zihni FEYZİOĞLU**  
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# ESSENSCIA Belgian Federation for Chemistry and Life Sciences Industries



ESSENSCIA represents and brings together 800 companies in Belgium's chemical, plastics and life sciences industry. With a turnover of 58 billion euros and 90,300 direct employees, the sector represents 1/5 of the entire Belgian manufacturing industry. The sector exports 80% of its production and generates a trade surplus of 26 billion euros, thus contributing to the vigour of the Belgian economy. The sector is also very innovative with nearly 2.7 billion euros R&D-expenditures every year.

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 Ant-

werp since the 1960s has been of vital importance for the growth of 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 center.

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, 40% of all private sector R&D- expenditures is in the pharmaceutical industry, twice the European average.

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



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## EUCCK - EU CHAMBER OF COMMERCE IN KOREA

THE EUROPEAN UNION CHAMBER OF COMMERCE IN KOREA (EUCCK) was formed by a group of individual business executives from various EU companies based in Korea with initial financial support from the European Commission in February 1986.

The purpose of the Chamber is to help in any possible way to develop trade, commercial and industrial relations between EU and Korea. The Chamber paves the way for and fosters contacts between interested business circles of the 27 EU member states and the Korean peninsula.

The European Union Chamber of Commerce in Korea, a non profit organisation, is made up of around 830 members from the EU, local as well as overseas business community.



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HONORARY CHAIRMAN

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# FEDERATION OF ENTERPRISES IN BELGIUM - FEB



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

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

» promoting and encouraging entrepreneurship;

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



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CEO



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# FITA - FLANDERS' INTERNATIONAL TECHNICAL AGENCY

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



Wim VAN ROMPAY  
AREA MANAGER

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 technical 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.



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# FLEMISH BUILDING CONFEDERATION



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



**Christophe MAES**  
PRESIDENT



**Marc DILLEN**  
DIRECTOR-GENERAL



**Joeri Aleksander  
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# LOGISTICS IN WALLONIA

Logistics in Wallonia is the Competitiveness Cluster for the transport and logistics sector in Wallonia, Belgium. It is a non-profit organisation that gathers more than 200 members.

Our missions are:

- » Promoting Wallonia as a location of choice for the Transport and Logistic sector (cf. the study made by Cushman & Wakefield optimising resources by organising specialised high quality training to guarantee a skilled workforce).

- » Developing Walloon companies within the sector by coordinating common action between various service providers and setting up effective partnerships.

With the vast majority of the European market directly accessible within a radius of 500 km, Wallonia is one of the three regions of federal Belgium at the heart of European logistic “Blue Banana”. Besides its outstanding geographic location, Wallonia offers competences (multilingualism, multiculturalism, skilled workforce...) and infrastructures that are recognised internationally.



**Jean Christophe STAELENS**  
 AMBASSADEUR DU PÔLE  
 TRANSPORT & LOGISTIQUE  
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Unie van Zelfstandige Ondernemers

## UNIZO

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

With 125 cooperating professional sectorial organisations and over 85000 members, UNIZO is the largest organisation for entrepreneurs in Flanders & Brussels.

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

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



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# VOKA - CHAMBER OF COMMERCE AND INDUSTRY ANTWERP-WAASLAND

The Chamber of Commerce and Industry Antwerp-Waasland is with its 3000 members the economical driver behind the Antwerp region. In Belgium the province of Antwerp accounts for a third of its exports. Many of the world's major telecommunications, chemical, building and pharmaceutical companies have a presence here. Combined with the port activity, which contains the second largest chemical cluster after Great Houston; the diamond industry with 80% of the world's production of rough and 50% of polished and industrial diamonds traded in the city and the fashion centre, it is obvious why our Chamber plays such a role on the Flemish, Belgian and world economic forum. The Chamber offers its members lobbying, networking activities and in-depth concrete business projects.



**Luc LUWEL**  
CEO OF VOKA – CHAMBER OF COMMERCE ANTWERP-WAASLAND  
MEMBER OF THE EXECUTIVE COMMITTEE OF FLANDERS' CHAMBERS  
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## WALLONIA-BRUSSELS ARCHITECTURES (WBA)



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

WBA sets out to promote and bring 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...

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



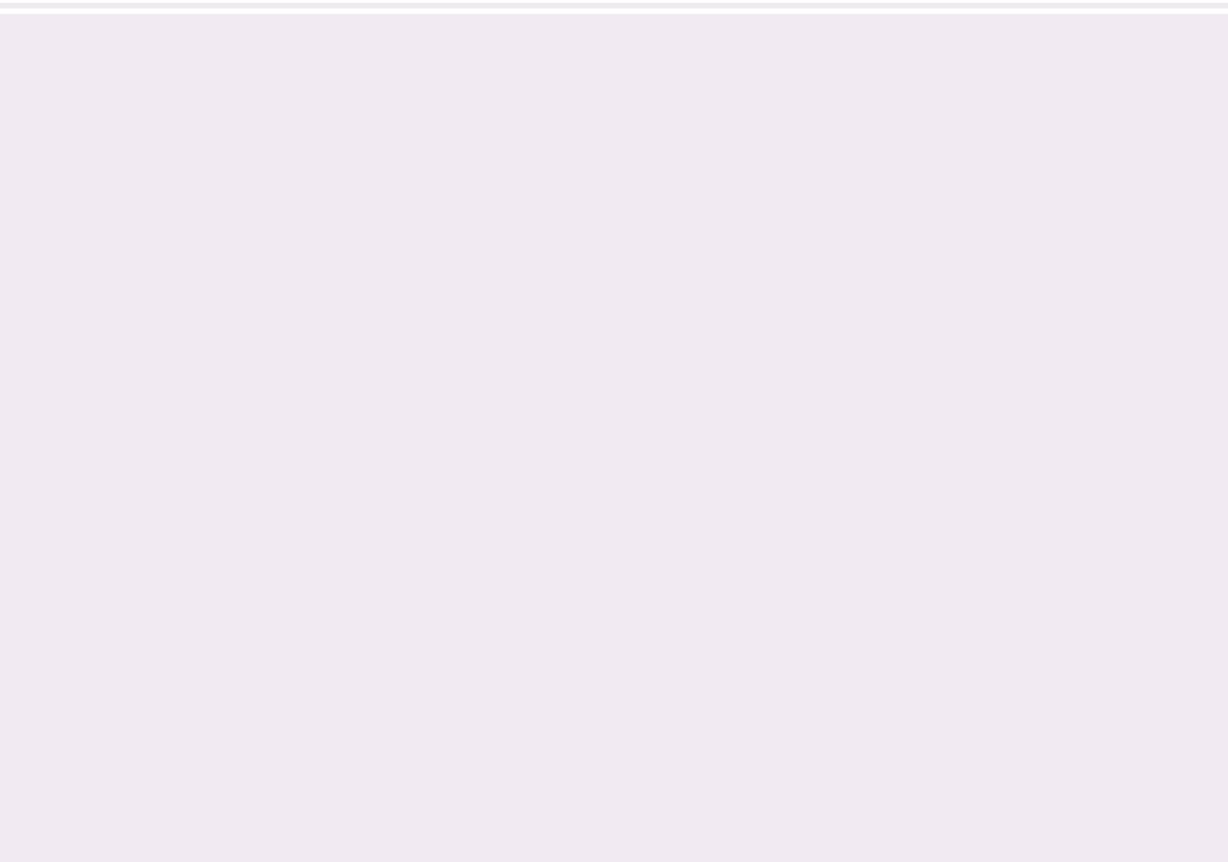
**Aurore BORACZEK**  
DIRECTOR



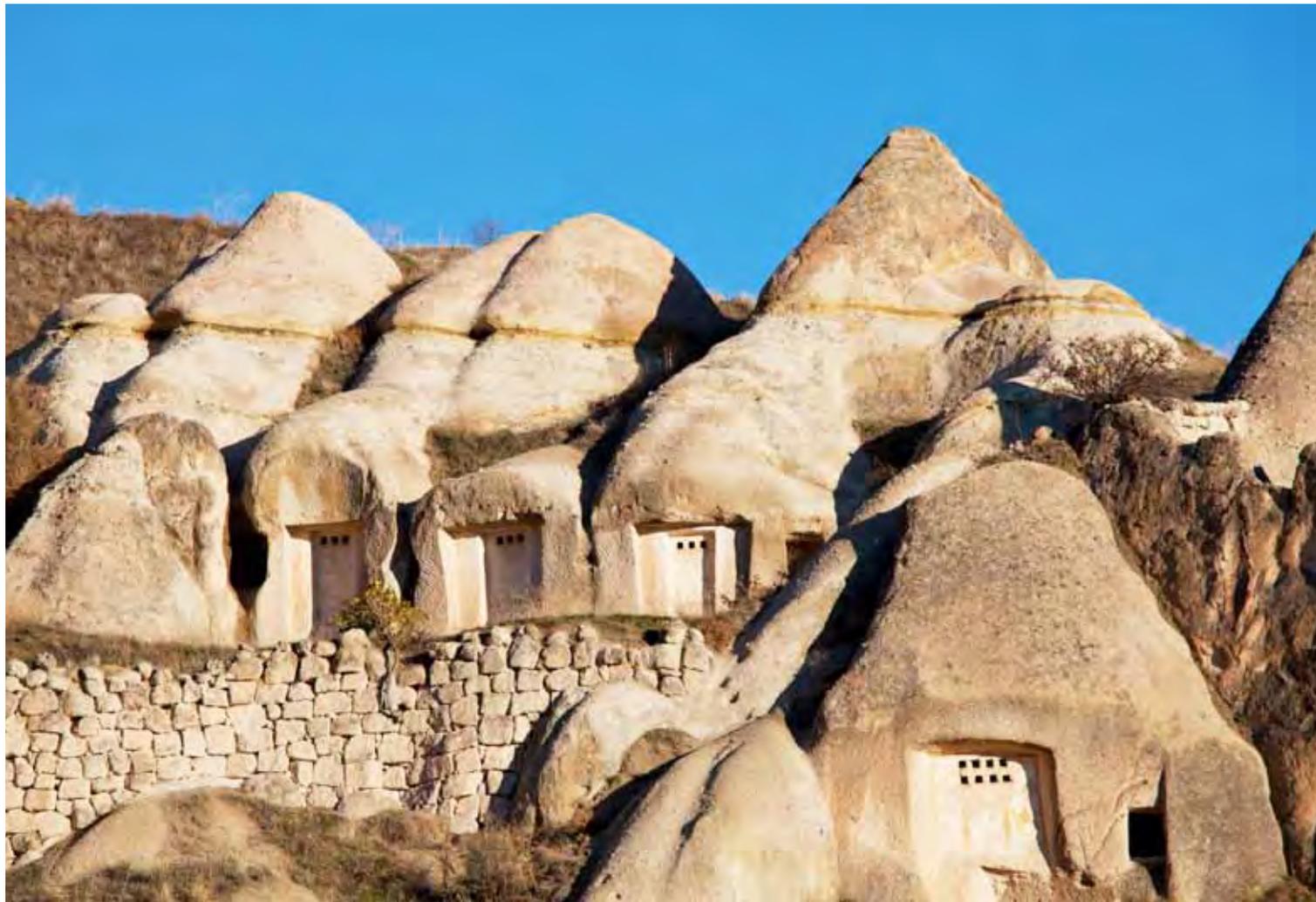
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FINANCIAL  
INSTITUTIONS





# BELGIAN CORPORATION FOR INTERNATIONAL INVESTMENT



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

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

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



Constant POMPEN  
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# BNP PARIBAS FORTIS

BNP Paribas Fortis is part of BNP Paribas, a leading European provider of financial services with a presence in more than 80 countries. The bank offers the Belgian market a comprehensive package of financial services for private individuals, the self-employed, professionals and SMEs. In 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 has strengthened its local presence in Turkey by joining forces with "Türk Ekonomi Bankasi

(TEB)". TEB, founded in 1927, is one of Turkey's most renowned banks as well as one of the oldest, highest-ranked and most trusted actors in the Turkish finance sector. It is the 6th largest privately owned bank in Turkey. As a result of the successful merger of Fortis Bank Turkey with TEB in 2011, the bank provides services to 3 million individuals and 500,000 corporate customers. It can assist investors and businesses interested in Turkey's booming market, from the earliest stages of their reflection through to responding to their daily banking and financing needs and their long term strategy.



**Yvan DE COCK**  
HEAD OF CORPORATE &  
PUBLIC BANK BELGIUM



**Lode WILLEMS**  
DIRECTOR EXTERNAL &  
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**André DELTENRE**  
HEAD OF CASH MANAGEMENT  
& GLOBAL TRADE SERVICES  
BELGIUM



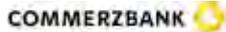
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## COMMERZBANK AG, Brussels Branch



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

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

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

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# ING

ING Belgium SA/NV services all banking customers with a wide range of financial products and via the distribution channel (click & face) of their choice. ING Belgium SA/NV employed 11,576 persons in 2011 and is a full subsidiary of ING Group N.V. which services 85 million private, corporate and institutional clients in more than 40 countries in Europe, North America, Latin America, Asia and Australia.



**Arnaud LAVIOLETTE**  
MEMBER OF THE EXECUTIVE  
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## KBC BANK



KBC is a financial services group active in the fields of banking, insurance and wealth management. One of the top banc assurers and asset managers in Belgium, the KBC Group also has a key position in Central and Eastern Europe and has the disposal of a pan-European private banking network.

The origin of the KBC Group dates from the merger in 1998 between 3 Belgian financial institutions to form an integrated banc assurance group. The group serves some 12 million customers and employs around 59,000 people.

KBC engages in multi-channel retail distribution via bank branches, insurance agents/brokers and the Internet.

The bulk of this business is generated in Belgium and in a number of Central and Eastern European countries.

KBC is active in the field of commercial banking, corporate finance, leasing, factoring, trade finance, treasury services, international payments, international cash management, re-insurance, insurance brokerage, in Belgium, Central and Eastern Europe. The strategic emphasis is on serving small and middle-sized business customers.

Proudly awarded as “Best Trade Finance Provider for 2012” in Belgium and in the Czech Republic by Global Fin.



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## ONDD - THE BELGIAN EXPORT CREDIT AGENCY

### MISSION:

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

### SCOPE OF ACTIVITIES:

ONDD insures companies and banks against political and commercial risks relating to international commercial transactions, for example regarding capital goods

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



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PORTS &  
AIRPORTS





## APZI (Association Port of Zeebrugge Interests)



APZI (Association Port of Zeebrugge Interests) is a private sector association in the Port of Zeebrugge. The association was founded in 1973.

APZI has two objectives: the representation of the Zeebrugge private sector and the promotion of the port.

Some 175 companies in the Port of Zeebrugge are affiliated with APZI: stevedores, shipping companies and shipping agents, forwarders, transport companies (road, rail and inland navigation) and companies engaged in port related activities (distribution, warehousing, trade, industry and services).



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## PORT OF ANTWERP

The Port of Antwerp is by all means the leading European integrated maritime and logistics hub. It is the second largest seaport in Europe and by far the most important European port for Turkey. Located right at the heart of the European single internal market, it has become the centre of worldwide trading activities. The Port of Antwerp offers a large amount of regular direct maritime services, both container and breakbulk, to Turkey and worldwide. 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. Antwerp is a multifunctional port, where all types of cargo (containers, break bulk, dry bulk, liquid bulk) are loaded and unloaded, stored and handled in a most efficient

way. The Port of Antwerp offers a unique blend of cargo handling, industrial activity and logistics operations. It has the world's 2nd largest production and distribution centre for chemicals and plastics. 7 out of the 10 biggest international chemical companies have a production site in Antwerp. With a wide variety of specialised handling techniques, extensive and bonded warehousing, logistics and service facilities, the Port of Antwerp is a truly integrated port. It offers more than 58 million square feet of covered storage capacity including both standard and refrigerated warehouses plus extensive facilities for dangerous goods. The Antwerp Port Authority determines the strategic options for the port. As a landlord it manages and develops the Port infrastructure and prepares the port for a sustainable future.



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# PORT OF GHENT



Port of Ghent (Belgium): large enough to cope, small enough to care

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

Traffic volume: 50 million tonnes of cargo by water in 2011; nautical access: Panamax type vessels of 92,000 DWT; quay length: 28 km.



**Hendrik-Jan VAN ENGELEN**  
COMMERCIAL DIRECTOR



**Patrick DE HERTOGH**  
BUSINESS ANALYST

Ghent port offers a choice of well-equipped terminals and warehousing facilities for all commodities in bulk, breakbulk and containers and has excellent hinterland connections by water, rail and road.

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

Ghent port has 660 hectares of industrial greenfield sites readily available for logistics, distribution, warehousing, bio based economy and industrial developments near the new Kluizendok (5 km of quays).

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

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# PORT OF ZEEBRUGGE

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

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

Other core businesses in Zeebrugge include roll-on/roll-off traffic, conventional cargoes, liquefied natural gas, cruises and last but not least the traffic of new cars and high & heavy cargoes, where the port is a global leading player. The shortsea network assures up to 20 daily

links to destinations in the UK, Ireland, Scandinavia, the Baltics and Southern Europe.

The sheer multitude of transport links by ferry, container carrier, feeder ship, inland navigation barge, rail and road makes the port the ideal spot to set up European distribution centres.

Zeebrugge is more than a mere maritime crossroads: it is foremost an ultramodern logistic platform to serve the Turkish markets with excellence.



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# THE BRUSSELS AIRPORT COMPANY



Brussels Airport is the main passenger and cargo gateway to Belgium.

In 2011 Brussels Airport welcomed almost 19 million passengers, signifying a growth of more than 10%. 88 airlines operate from the 3 non-congested runways, generating more than 220,000 movements per year. More than 750,000 tonnes of flown and trucked cargo pass through Brussels Airport, making it the 6th largest cargo airport in Europe (excluding the 3 integrator hubs).



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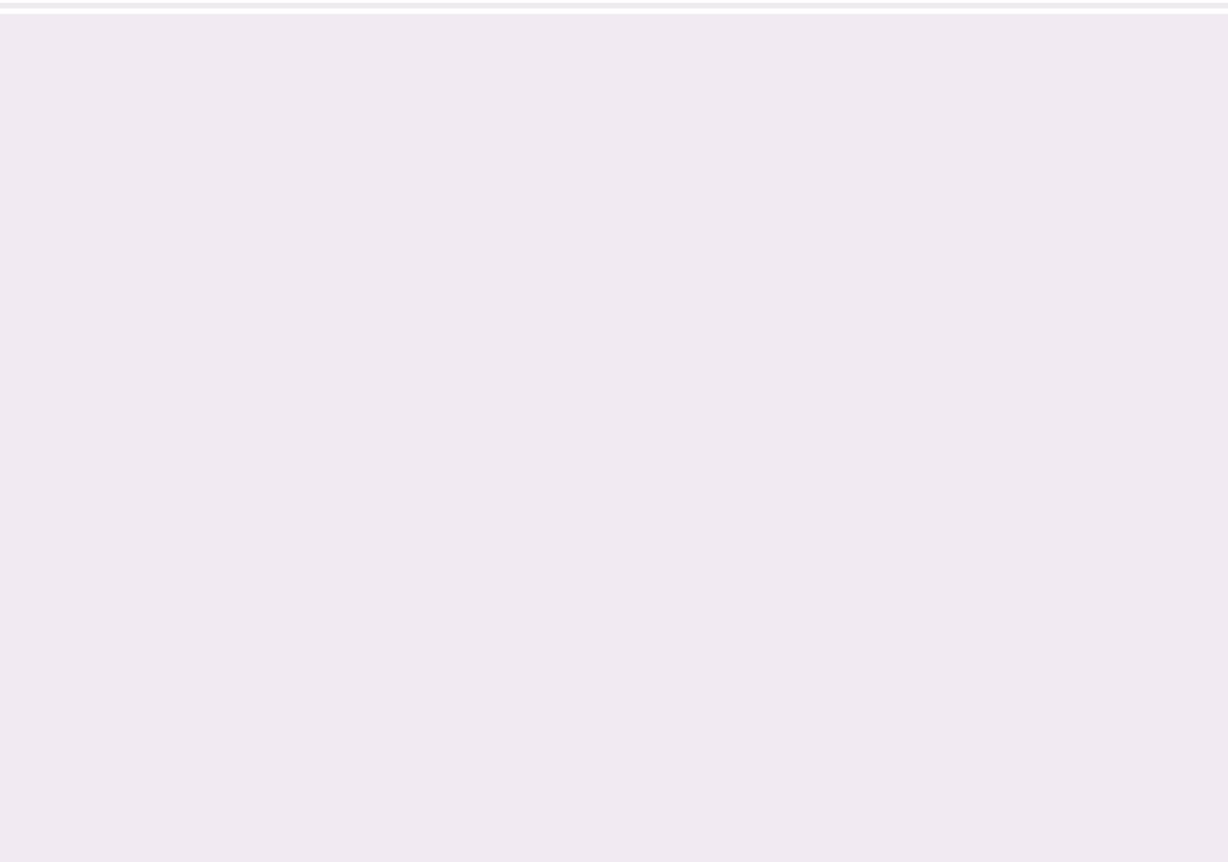
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# HIGHER EDUCATION INSTITUTIONS





## GHENT UNIVERSITY



Ghent University, abbreviated to UGent, is one of the largest universities in the Dutch-speaking region of Europe. It distinguishes itself as a socially committed and pluralistic university in a broad international perspective. With over 34,000 students and top level researchers in numerous fields, Ghent University is one of the leading higher education institutions in Europe, ranked 89th on the famous Shanghai-ranking.



**Prof. Luc FRANCOIS**  
HEAD OF CABINET OF THE  
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## LEUVEN UNIVERSITY COLLEGE (KHLeuven)

Leuven University College (KHLeuven) offers profession-oriented bachelor degrees in a regional and international context. Our learning process is a continuous exchange of theoretical-scientific knowledge and advanced practical experience. Students develop competences which enable them to keep their professional performance at a high level within an international environment. Leuven University College holds the European ECTS label. Leuven University College, being a dynamic knowledge institution, never stops listening to the signals of the region and the broader community. We work closely together with domestic and foreign university colleges and universities. So it will be no surprise that two of our strategic priorities are an increased international mobility of students and staff and the further

integration of international research and community service in the organization. To achieve this, we offer internationally oriented programs such as the International Bachelor in Business Management - Marketing (EBM, [www.internationalbachelor.eu](http://www.internationalbachelor.eu)), which was awarded a Distinctive Feature for Internationalization by the Accreditation Organization of the Netherlands and Flanders in 2011, or the Advanced Bachelor's Program in International Cooperation for North-South Relations. Leuven University College demonstrates its accessibility by cooperating with domestic and foreign higher education institutions. Numerous international projects were initiated and coordinated by our staff. Our research is practice-based, innovative and geared towards a mutual transfer of knowledge between society and education.



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# UNIVERSITY COLLEGE GHENT - Faculty of Applied Language Studies



The Faculty of Applied Language Studies at University College Ghent trains bachelors of Applied Language Studies, masters of Translation, masters of Interpreting and masters of Multilingual Communication. Students are required to combine Dutch with two foreign languages from a selection of seven: German, English, French, Italian, Russian, Spanish and Turkish. Not only is the Faculty the largest of its kind in Flanders, it is also the only university in Flanders that offers Turkish as a major.

While the Faculty of Applied Language Studies is presently one of eight faculties at University College Ghent, all the courses that are currently on offer will, from 2013 onwards, be transferred to Ghent University.

As part of a network of some 60 foreign partner universities within the EU and beyond, the Faculty has always set great store by international collaboration. Since all third years go abroad to study for a semester, this 'semester abroad' has become a 'fixture' in the standard curriculum. This is how all our students of Turkish get to study at one of the partner institutions in Turkey, and every year, the Faculty receives a group of Turkish students who stay in Ghent for one or two semesters. In order to further enhance the students' chances of placements and employment, the Faculty is considering collaboration with businesses that have ties in Turkey.



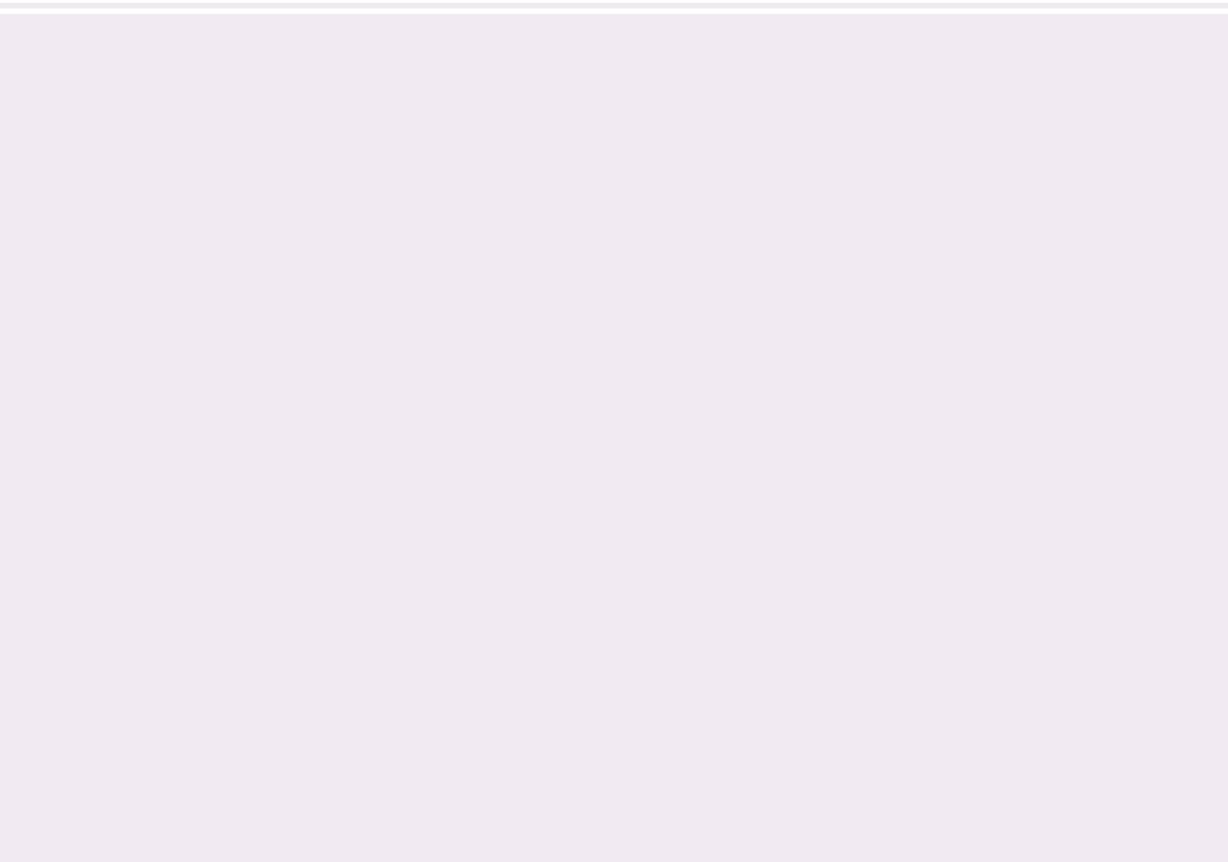
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INDUSTRIAL &  
SERVICE COMPANIES





## 3E



3E is a global renewable energy consultant. The company provides technical advisory services and software products to improve the performance of sustainable energy systems, optimise energy consumption, and facilitate grid and market interaction. In Turkey, 3E focuses on wind and solar energy, building and site optimisation, guiding both project developers, lenders and financial institutions as well as industry association and public authorities. The company's services include resource and technology assessments, project guidance, contracting verification, due diligence and performance optimisation.



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## 51N4E

51N4E is a Brussels-based international practice that concerns itself with matters of architectural design, concept development and strategic spatial transformations.

51N4E is led by 3 partners: Johan Anrys, Freek Persyn and Peter Swinnen. At present the office is 20 people strong.

51N4E was founded in 1998 and gained renown through key projects such as Lamot (2005), TID Tower Tirana (2004), C-Mine (2006), Skanderbeg Square (2008). 51N4E has been rewarded with different international prizes for the architectural projects.



Freek PERSYN  
PARTNER

51N4E has recently engaged in the development of strategic visions for large-scale urban regions such as Bordeaux (50,000 dwellings), Brussels (Bruxelles Métropole 2040) and Istanbul (Making City).

51N4E aspires to contribute, through means of design, to social and urban transformation. In 2010 Peter Swinnen was appointed Flemish Government Architect.

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## ADVANCO



Advanco is a major player in the integration of solutions for Item Level Serialisation and Track-and-Trace involving Automatic Identification throughout the entire supply chain.

Since its creation in 1981, Advanco has always been at the forefront of innovation. The R&D budgets invested by Advanco are well above average of the technological sector.

Today Advanco is considered as the best expert in serialisation and tracking of items. Life-Sciences, Food and Consumer Products sectors are covered with our proven turnkey solutions.

Advanco is a recognised SAP partner for supply chain management with components expertise in serialisation and tracking. Many references are already running live at major players in the pharmaceuticals sector.



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## AEGIR, BOTRA & PARTNERS

Aegir, Botra & Partners is a privately owned and independent brokerage based in Belgium and established by Jean-Paul Dezutter and Paul Boonefaes, two seasoned shipbrokers with international experience and a substantial reputation and track record.

Aegir, Botra & Partners is specialised in spot and time chartering for dry bulk, break bulk and project cargoes worldwide. We offer our customers access to a wide and select network of close ship owners and operators of various vessels. Ranging from multipurpose short-sea ships up to modern handy, supra-, panamax and cape-size tonnage. Supported with a flexible, responsible and professional post-fixture service.



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# AGEAS



Ageas is an international insurance company with a heritage spanning more than 180 years. Ranked among the top 20 insurance companies in Europe, Ageas concentrates its business activities in Europe and Asia. Organised around four segments: Belgium, the United Kingdom, Continental Europe and Asia, Ageas conducts its business through a combination of wholly owned subsidiaries and partnerships with strong financial institutions and key distributors around the world. Ageas enjoys successful partnerships in Belgium, the UK, Luxembourg, Italy, Portugal, Turkey, China, Malaysia, India and Thailand and has subsidiaries in France, Hong Kong and the UK. It is the market leader in Belgium for individual life and employee benefits, as well as a leading non-life player, through AG Insurance, and in the UK, it has a strong pres-

ence as the third largest player in private car insurance and the over 50's market. It employs more than 13,000 people and has annual inflows of more than EUR 17 billion.

Last year Ageas entered the Turkish Non-Life insurance market through a long-term partnership with Sabanci Holdings. Turkey's leading industrial and financial conglomerate. Ageas and Sabanci each have a 36% stake in Aksigorta A.S. which is headquartered in Istanbul and listed on the Turkish stock exchange. Aksigorta is the 3rd largest Non-Life insurer in Turkey with a market share of 8%. Working in close collaboration with Akbank, a leading bank in Turkey, Aksigorta has access to a distribution channel of some 900 branches, in addition to 1,500 agents.



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Air-English.com proposes outstanding and economical solutions for ELP sessions in Turkey. We can organise sessions anywhere: within your Airline, Aviation School or Aero-Club and even as a private session for a group of candidates.



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## AKDAG



AKDAG is a young company which is almost 2 years active in the representation of Electronics (LED lighting) and Renewable energy (Wind and Sun).

» Renewable energy: we have a patented special horizontal turbine which has a natural brake system using the created vortex around the blade.

We always tried to be a bridge between Turkish and Belgian companies. For that reason we are open to all kinds of suggestions.

Our area:

» LED lighting: we have a Philips Lighting electronic R&D background and we are able to check the quality of the products.



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# AMOS - ADVANCED MECHANICAL AND OPTICAL SYSTEMS

The company Amos was launched in 1983 on the basis of the mechanical expertise of “Ateliers de la Meuse” and on the optical know-how of the Institute of Astrophysics from the University of Liège.

About 80 employees are specialised in designing and manufacturing high accuracy opto-mechanical systems. They are mainly delivered to the space industry as well as to the professional astronomy and divided into three categories:

» Equipment to test satellites on the ground is used to qualify payloads in flying conditions. These are vacuum chambers that create an outer space en-

vironment, thermal panels to simulate flying temperature or fake stars (collimators) identical to those observed after the launch.

- » On board instrument flying on board satellites, probes or the Space Shuttle. They are mainly mirrors, mounts, telescopes, structures or, mechanisms or complete earth observation instruments.
- » Equipment for professional astronomy ordered by worldwide astronomers, these are telescopes, components or instruments installed within the largest observatories.



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CHAIRMAN OF THE BOARD



**Claude JAMAR**  
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## ANTWERP STEVEDORING INTERNATIONAL

ASI, a subsidiary of Wijngaard Natie n.v., is specialised in handling, storing and distribution of iron & steel and project cargo.

It operates a state of the art break bulk terminal in the heart of the Port of Antwerp

of 350,000 sqm. A quay length of 1.5 km and crane capacity up to 120 tons are available. Some of the warehouses are temperature and humidity controlled and equipped with overhead cranes.

ASI operates the first All Weather Terminal in Belgium for handling vessels under roof during all weather cir-

cumstances. On the terminal itself added value services such as decoiling, sawing, blasting & painting can be offered.

Due to the other activities of the group, a total package can be offered (transport, forwarding, stevedoring, maritime packing, warehousing, stuffing & stripping).



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# APPLITEK

(1) In-house developed analyzers for environmental and industrial applications.

- » + Online water analyzers for measuring parameters TOC, BOD, COD, TN, TP and toxicity and VFA in environmental applications such as wastewater, river water and drinking water.
- » + Online liquid analyzers for use in process applications at industries such as (petro)chemical, chlor-alkali, refineries, food & beverage, semiconductor.

(2) Online analyzer systems for use in chlor-alkali plants and refineries.

## CHLOR-ALKALI/EDC/VC/PVC PRODUCTION PLANTS

- » Measurement of hydrogen in wet and dry chlorine (BAT - Best Available Technology).
- » Measurement of Ca/Mg in electrolysis brine.
- » Measurement of NCl<sub>3</sub> in dry chlorine, etc.

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



David LAURIER  
CEO

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## ARCEO



Arceo is a subsidiary of ArcelorMittal, the leader in steel production and is specialised in vacuum coating (PVD technology) and organic coating.

The company proposes selective coating for thermal solar collectors, steel reflectors for indoor lighting, heat shield (infrared reflector) for appliances and automotive, easy-to-clean pre-painted steel for building cladding, stainless steel look-like surface, coloured stainless steel, anti-fingerprint stainless steel and painting (on steel, stainless steel, aluminium and zinc).

For solar thermal industry, Arceo provides the highly selective coating on aluminium, copper and steel. In addition,

new solutions are developed to introduce steel products on the market such as steel absorbers, special steel for collector back sheet or steel deep-drawn casing.



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## ARENA-NET & GREENPOINTS

Arena-Net, an initiative created in the early years 2000, is founded on more than 25 years' experience of its founder in the development of ecological technologies in several market niches, especially in the field of decontamination, waste and sludge reduction, energy recovery, recycling, aluminium treatment and gas cleaning techniques.

Arena-Net considers it as its mission to be 'Active with Respect for Environment and Nature', and is committed to develop and spread promising 'Novel Ecological Technologies'. We accomplish this mission internationally, with an open approach, and through partnerships, platforms, licensing or franchising. Beside the creative development of 'niche' technologies, we also realise

special projects based to support our exposure, references and developments.

The acronyms in our name phrase our intentions and express the green, ethic and durable character of our initiative and our commitment. With brackets around the green semicircle, our logo stylistically depicts an "open arena", representing the company's openness for partnerships, joint ventures or associations.

Arena is also the Latin word for the natural element 'sand'.

For us, it means simple, natural and clear, as our mission.



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# ASLAN CONSULTING



Our company, with nearly 15 years of experience and knowledge, offers the following services and many others: Belgium's law of business establishments, setting up and starting a company, a versatile guidance for the starters, management of all types of business-related documents, market research, sworn translator-interpreter, feasibility studies, breakeven analyses, credibility of a partner analyses, project development and finance, logistical support for hiring-, recruitment-purchasing and investment, all kinds of subvention and subsidy operations, operational and sector-specific trainings.



**Hüseyin ASLAN**  
GENERAL MANAGER

These services are not only for the companies which are located in Belgium, they are also for the companies and the entrepreneurs which are engaged in trade between Belgium and Turkey, which want to open a branch or carry out a business or make an investment in Belgium.

On the other hand, we serve the following services for the Belgian companies which are engaged in trade with Turkey: guidance, project preparation, recruiting, translation (TR-NL), accompaniment as an advisor for their business travels, follow-up of all kinds of administrative works.

Moreover, we are more active in the following services these days: project development in Turkey, feasibility plan preparation, organising projects, EU projects, financial resources for the development, diverse subventions, finding finance from diverse financial institutions.

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# AUTOMATION

Automation is a Belgian based Engineering Company offering a complete package of Power management and ICT-Infrastructure solutions.

Within the area of Modular ICT-Infrastructure, Automation developed a fully integrated Modular Containerized Datacenter which provides best-in-class technology to secure customer's ICT needs even in the most severe circumstances. This powerful datacenter offers performance configurations optimized for power and density, allowing you to quickly adapt the capacity of physical infrastructure and to reduce the TCO considerably.

Automation can be considered a Competence Center in designing, manufacturing & servicing of facility solutions, having built a strong experience in the field of Telecom (Cable Landing Stations, Repeater Sites and Disaster Recovery Sites) covering more than 600 installations in Europe.

For more detailed information consult our websites: [www.automation.be](http://www.automation.be) and specifically for Data Center Design: [www.containerizeddatacenters.eu](http://www.containerizeddatacenters.eu).



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## AVIABEL



Founded in 1935, Aviabel is a leading company in the field of aviation insurance. In 2001 it acquired the general aviation portfolio of the “Nederlandse Luchtvaartpool” and became leader in the Benelux market. Today, Aviabel is a key player in the international market of aviation insurance and reinsurance.

Taking into account its outstanding financial results the rating agency “Standard and Poor’s” has consistently granted Aviabel an excellent A – rating (stable).

Aviabel provides aircraft hull and aircraft liability coverage, as well as personal accident and loss of license

coverage. Aviabel is also a provider of aerospace legal liability insurance (premises, products, and hangar-keepers).

Aviabel is particularly active in the segment of general aviation. Thanks to its superior underwriting and claims service, Aviabel has become a trusted partner around the globe. With its team of multilingual, multicultural underwriters it strives to keep on earning its excellent reputation in the sector.



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## BE-MOBILE

Be-Mobile has the mission to be the leading independent provider of integrated traffic and mobility information and services – giving travelers, companies and governments back control over their mobility.

Be-Mobile is active in the collection and distribution of traffic information services for navigation, mobile phones, media groups and traffic management, and has numerous local and international customers, including Mercedes, Renault, Toyota, Garmin, Mio, Navteq Nokia, Orange, TurkCell, Vodafone, national radio and television stations and national governments.



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## BETAFENCE YAPI SANAYI

**BETAFENCE**

BETAFENCE A.S. is a Joint Venture company of Betafence Holding. Producing and selling metal based fence systems to Turkey as well as to neighboring countries, thanks to our local modern plant in Turkey that enables us to serve our customers directly. We are specialised in high security fence solutions for prisons, nuclear stations, power plants and mid security fence solutions for highways, railroads, plants and general security solutions for parks, schools and housing. Product portfolio is starting from very basic fence solutions to top security fence solutions. Also selling industrial type of mesh products for use in many sectors from automotive to machine producers. Betafence is a market leader in offering the best total solution provider at an affordable price level.



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## BKS

BKS started almost 30 years ago in Belgium as supplier of knives for various industries in Europe. Since then BKS has constantly modernised and improved its organisation. By implementing standardised working methods and the installation of state-of-the-art machinery we offer quality, reliability and value for money. Motivated by our success in Europe BKS has opened a representation office for pelletising and pulverising equipment in Kuala Lumpur Malaysia (March 2011).

BKS has made the grinding procedure its own. Uptime, quality and total costs of ownership depend on careful re-sharpening. By respecting OEM procedures we guarantee correct tooth profiles for quality pellets. Identical

sharpening with minimal material diminishment from new until minimal dimension results in the lowest possible operational costs. BKS can look back on many years of experience in the field and therefore offers extra value. By improving your process and cutting material choices we can extend cutting life time which results in cost reduction.



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## BLOOMINGFELD BELGIUM



Bloomingfeld makes companies run smoother and challenges the status quo with revolutionary applications in environment, quality, safety, urban planning and business agility. The company offers consulting, engineering, project management, trainings, audits, certifications and proprietary technology, currently operating in over 27 countries worldwide.

Bloomingfeld acts as the preferred partner of SMEs, multinationals, governments, municipalities and international organisations and services clients in nearly all verticals of industry, including Oil & Gas, Energy, Petrochemicals, Metals, Mining, Steel, Cement, Logistics,

Automotive, Food & Beverages, Fast Moving Consumer Goods, Manufacturing, Infrastructure, Marine, ICT & Telecom, Tourism and Hospitality, Pharmaceuticals, Plastics, Automotive and Aviation.



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# BOECKMANS BELGIE

Boeckmans België nv represents NORMED International, a shipping line which runs a conventional Super Express Service between Antwerp, other European ports and Turkish ports, and which takes care of the following shipments: B/B - Steel - Projects - Special Cargoes - Yachts.

New geared tonnage allows NORMED to offer just about a weekly departure (50 sailings per year) to ports in Marmara, Iskenderun and Mersin; this goes for southbound as well as northbound cargoes. Additionally, transports to/from Inter-Mediterranean ports can be arranged.

In our representation of NORMED, we are driven by a strong commitment to good/reliable service. Our staff is trained in technical knowledge, so professional advice can be offered very quickly if required, including project advice (engineers).

In general, Boeckmans België performs the following activities: General Agent, Liner Agent, Husbandry Agent, Forwarding Agent, Transport Consultant, Cargo Broker, Custom Clearance, Road Transportation, Rail Transportation, Barge Transportation, Warehousing, Cargo Handling, Distribution, Transshipment and Cargo Control.



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## BTR SERVICES



BTR Services is a Belgian ICT company specialised in the always evolving world of Banking & Insurance. A world where transformations go faster than ever before, and where financial institutions are slowly willing to change along with the modern environment. The 'conservative attitude' of these institutions is transforming into a more open view in relation to technical and business strategies. Consolidations and migrations force banks & insurance companies to progress on the road of transformations. Changes in legislation have created more complex activities.

Our product LetterGen is a state-of-the-art document generation system based on open standards capable of

both realtime or high volume generation. The generated documents are presented as ODT, DOC, PDF, Tiff, JPG and are distributed by fax, email or printer. With LetterSigner you can sign documents on a tablet pc with a classical signature or with a digital signature.



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## BUSINESS SOLUTIONS BUILDERS BELGIUM

Cutting-edge solutions for life insurance administration, and asset and wealth management

BSB is a provider of business solutions and IT services for insurers, private bankers, portfolio managers, wealth managers, holding companies, independent financial advisors and investment funds. It has more than 100 customers in 23 countries in Europe, including Turkey.

BSB's flagship products are Solife for life insurance administration and Soliam for institutional asset management and private wealth management. A subsidiary, Solfia, offers an off-the-shelf SaaS portfolio aggregation service based on Soliam and ASP solutions for both life insurance and asset and wealth management.

BSB was founded in 1995, employs 350 people and has its headquarters in Belgium. It has offices in Belgium, France, Germany, Ireland, Luxembourg, the Netherlands, Switzerland and the United Kingdom.

BSB is quoted on Euronext's Alternext: symbol 'BSB'.



Didier  
**VANKEERBERGHEN**  
CORPORATE SALES DIRECTOR



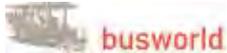
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## BUSWORLD INTERNATIONAL



Busworld is the leading trade fair of buses and coaches throughout the world, organised biannually in the city of Kortrijk, Belgium.

It also organises trade fairs for this sector in Shanghai, Istanbul, Mumbai and Nizhny Novgorod.

The latest edition in Kortrijk got 31,800 professional visitors from 118 different countries.

Busworld was launched in 1971 by Luc Glorieux, secretary general of the Union of West-Flemish Coach and Bus Operators.



Luc GLORIEUX  
GENERAL MANAGER

The Turkish bus and coach market is more and more becoming an interesting market for manufacturers from other countries.

The number of foreign vehicle exhibitors at the fourth edition of the Busworld Turkey fair was larger than ever, reaching from manufacturers from Belgium to one of Iran. The Belgian participation was overwhelming.

Busworld is increasing its influence in the wider region, attracting visitors from countries in the Near-East, Asia and Eastern Europe and creating a growing flow of visitors to the Kortrijk Busworld show. Busworld Turkey is co-organised by HKF Trade Fairs, Istanbul.

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# CARBOMAT ECO

Today, with a turnover of more than 100 million euro, the family-run Carbomat group has grown into a leading pan-European technical distributor in the renewable energy sector. Our product portfolio includes photovoltaic systems, heat pumps, wind turbines, solar thermal systems and now our own range of products designed and developed by Carbomat.

We are a market leader in Europe, offering a carefully chosen range of high quality products from industry leading manufacturers. Our passion for renewable energy leads us to search for new technologies and market developments in this exciting and dynamic sector.

Our focus will always be to provide our clients the highest possible levels of service, technical assistance and marketing support. Our highly skilled team of more than 50 people is always on hand to support you at every stage of your project, from concept to completion. Knowledge and education is a very important subject for Carbomat, from these values we developed the CARBOMAT Academy. Carbomat's business approach is professional, friendly and flexible.



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# CARMEUSE



Founded in 1860 in the city of Liège, CARMEUSE is a leading global producer of lime, high calcium limestone and dolomitic stone dedicated to many different uses.

Lime related products are used in multiple aspects of our everyday life (steel production, masonry, mortars and building materials, road construction, glass production, agro-food, paper, chemicals, plastics, carpets, paints, pollution and gas control, water treatment...).

CARMEUSE Group is present in about 90 plants across more than 70 countries around the world: Western Europe (in Italy, Belgium, France and the Netherlands), Central and Eastern Europe (Slovakia, the Czech Re-

public, Hungary, Romania, Bosnia and Turkey), North America (the United States and Canada) and Africa (Ghana).

CARMEUSE places a high value on to the safety and health of its employees and its impact on the environment.



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# CDM

Established in 1951, CDM is a recognised world leader and pioneer in 2 main activities:

- » design and manufacture of acoustic products and systems for the building and industry market;
- » design and manufacture of elastic systems for railway tracks for both vibration control and improvement of track lifecycle (high speed lines, main lines, metro, tramway).

CDM isolated some of the most prestigious buildings of this planet (101 tower in Taipei, BBC recording studios in London, NY University Abu Dhabi, ...) and equipped

many most recent railroads around the world (Blackpool, Wroclaw, Houston, Paris, Istanbul, Brussels, Madrid).

CDM is focusing daily on R&D, engineering and strong customer relationships in order to achieve its ambitious target: "Making your world a quieter place".



Louis VANDAMME  
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## CHAPELLERIE HERMAN



The Chapellerie Herman (“Chapellerie” means “Millinery” in French) was founded in 1874. Since then, we have remained a family business, which is currently run by the 5th generation.

Over time, the company has gradually become a great reference in the world of accessories and more particularly hats. Indeed, we have evolved with the industry while always offering products made in the pure Belgian Design tradition.

What’s our particularity? We offer a broad range of products for every style and budget – knitted, felt and straw hats, berets, various caps, chapkas but also other

accessories such as gloves and scarves – for women, men and children. We are well adapted to seasonality; for e.g. in France – our main importing country – our products are sold on the French Riviera in the summer as well as in the most famous European ski resorts during winter. Simply put, we can become your ideal partner to import accessories from Belgium!

Since we are looking to serve our new market at best, we decided to come and visit Turkey in order to establish more commercial partnerships!



Alexandre HERMAN  
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## CLAYTON OF BELGIUM

Clayton is a manufacturer of exhaust gas heat recovery systems and generators which produces steam. Steam is used in different industries and applications going from food & beverages over textile to even petroleum and energy. Steam is used for sterilisation, heating, cleaning...

Clayton is already active in Turkey for more than 20 years and we count among our Turkish customers well known companies like: P&G (chemicals), Puratos (Food), Baxter (Pharma), Enerjisa (Electricity) and several textile companies.

The Clayton Steam Generator represents one of the most significant advances in steam production technol-

ogy and the design eliminates the need to contain large volumes of water - as is the case with the common fire tube type boiler from LOOS, ERENSAN, VIEMANN and many others.

The Clayton success is due to the operational and efficiency advantages. The minimum 10% gas saving compared to traditional fire tube boilers are the key of the worldwide success of the Clayton steam generators with a capacity up to 15MW and makes the Clayton Steam Generator suitable for any steam application.

We are looking for customers for which energy efficiency is key in their business.



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**C L I F F O R D  
C H A N C E**

## CLIFFORD CHANCE

Clifford Chance LLP is one of the major international law firms. It has currently 34 offices in 24 countries. It counts approximately 3,300 fee-earners.

In Brussels, our team of over 50 lawyers specialises in the following areas: Competition/Antitrust, Corporate/M&A, Banking, Finance & Capital Markets, Litigation & Dispute Resolution, Tax and Real Estate.

Clifford Chance opened an office in Istanbul in April 2011. The new Istanbul office underlines Clifford Chance's commitment to the fast growing economy in Turkey and the wider South East European region, providing strategic and commercial legal advice to international and

national clients, on a wide range of cross-border and domestic transactions, including in infrastructure, energy, finance, M&A and capital markets.



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## COCKERILL MAINTENANCE & INGENIERIE - ENERGY HRS

CMI, Cockerill Maintenance & Ingénierie, traces its roots back to 1817. Headquartered in Belgium, the CMI Group is active in 4 activity sectors: Energy, Defence, Industry and Services to the industry. It employs 3600 individuals and its annual turnover is around EUR 560 million.

CMI Energy, producing steam generators since 1818, is specialised in the design, supply, erection and commissioning of Heat Recovery Steam Generators for combined cycle power stations, for cogeneration, integrated solar combined cycles and industrial applications.

Over 550 CMI HRSGs are installed worldwide behind gas turbines of all brands and power ratings.

CMI took advantage of its solid experience to develop steam generators for high power concentrated solar power stations. CMI's patented solar receivers produce superheated steam at high temperature and pressure.



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## COMELEC



Comelec is the export company of the Schröder Group. Comelec has developed a large network of local partners to supply Schröder products in countries where Schröder is not yet present.

Schröder is a group of 40 member companies worldwide with more than 2,600 men and women, passionate about light and innovation, experts in the design and development of outdoor lighting equipment.

The member companies of the Schröder Group share the conviction that quality outdoor lighting contributes in a sustainable way to the well being of the urban and rural communities where it has been implemented.

From Brussels to Montreal, from Quito to New Delhi, we establish ourselves on a local and sustainable basis, to be close to our customers. We manufacture where we sell, mobilising significant resources for the benefit of all companies in the group, through our Research & Development centres situated in Europe and America.

Schröder has always set itself the objective of providing the right lighting: perfect control of lighting by optimising the optics and mechanical design of lighting fitments. Whether by integrating LEDs or electronics, our goal is always to offer intelligent and responsible solutions offering better light and flexibility in order to reduce energy consumption as well as the overall cost of management.



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# CONSTRUCTIONS ELECTRONIQUES + TELECOMMUNICATIONS

Making sure that your business keeps going even when your electric power source fails is our daily mission at CE+T Power.

Whatever the power source (DC or AC), our Inverters, Modular UPS, Remote Line Powering and Off Grid Powering solutions will be there to secure your critical applications.

Reliability. Simplicity. Low Financial Impact. These are no mere buzzwords for us at CE+T Power! They are the criterias that lead every decision taken when developing our products. In addition, we also put our 60+ years expertise in Power Solutions to help you solve any issue you might encounter in this field.

Founded in 1937, CE+T Power has been specialising in power electronics since the 1960's and has invented the modular inverter in the end of the 1980's.

We capitalise on the diversity of our global organisation to empower your business' continuity by providing modular, highly efficient AC & DC power solutions that will help you contain your Operating Expenses and reduce your Carbon footprint.



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# COSMOFARMA



Cosmofarma: a trusted name in health food & supplements.

We specialise in the areas of high protein dairy powders, sports nutrition products, dietary supplements, wellness products and health foods, however we are able to blend any dry product according to your specifications.

Cosmofarma manufactures a range of dry health, nutraceutical products including the manufacturing of the following product types: complex protein blends, pre/post training supplements, high protein meal replacement shakes, weight management bars, healthy aging supplements.

Cosmofarma products are fully traceable and manufactured in clean conditions and free of contaminants.

Our knowledgeable staff are committed to keeping your company up to date and informed on the latest information in the health and wellness industries.

We ensure confidentiality at all times.



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# CVTRUST

Smart Diploma™ has been created and designed as a service specifically dedicated to academic institutions and any entity providing education programs: a fully secure solution to design, grant, manage and monitor digital version of their credentials. The essential mission of Smart Diploma™ is to fill the gap and restore the missing link between academia, graduates and recruiters, thus promoting trust and integrity ( precious yet evermore abused values).

Smart Diploma™ also offers an array of outstanding tools to assist academia's administrative functions, at an amazingly low cost to the users. Watching the video presentation of Smart Diploma™ will tell you more on [www.cvtrust.com](http://www.cvtrust.com)



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## DAIKIN EUROPE



Daikin Europe N.V. (DENV) is a fully owned subsidiary of Daikin Industries Limited, a multinational corporation listed on the Japanese stock market and leading global manufacturer and supplier of energy-efficient HVAC (heating, ventilation and air conditioning) equipment, including heat pump and refrigeration solutions.

The company provides innovative, premium quality indoor climate management solutions to meet the changing needs of residential, commercial and industrial customers.

In 1972, Daikin Industries Ltd. set up DENV in Ostend, Belgium, to explore the potential for supplying Daikin products to European markets. Today, Daikin Europe N.V. in Ostend transformed into the headquarters for

Daikin's European development, production, administration, sales and marketing activities throughout the Europe, Middle East and Africa (EMEA) region, with a strategic office located in Brussels.

The DENV Group currently includes a headquarters, five production facilities, 17 affiliated companies, five sales offices and a whole network of independent distributors and sales contacts in the EMEA region.

The company ended financial year 2010 with a consolidated net sales of 1.809 million euro and an operating result of 179,7 million euro. Across the entire DENV Group, the company employed a staff of over 5,400 employees.



**Frans HOORELBEKE**  
CHAIRMAN, MEMBER OF THE  
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# DAKOTA COATINGS

Dakota Coatings - founded in 1994 - has an outstanding reputation in the world of thermoplastic and thermosetting adhesives and other related chemicals for the automotive and textile industry. Examples are EVA, LDPE, HDPE, COPES, COPA and TPU adhesive powders.

We are a fast growing company with headquarters in Belgium, near Brussels, the heart of Europe, production facilities in Belgium and China and sales offices worldwide. At Dakota Coatings, we are committed to guarantee our customers reliable quality, competitive pricing and close customer contacts. This results in long-term relationships with our customers and a perfect understanding of their requirements. Our Research & Development

engine is keen on developing tailor made solutions for our customers, one of Dakota's major strengths. Furthermore a technical lab can be put at your disposal for all kinds of coating and laminating trials.

Dakota Coatings is an ISO 9001:2008 certified company. In short, a highly motivated team of young professionals stands for an optimum service and a quick-on-demand flexibility which makes us more than "just" your supplier!



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## DELIVA

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

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

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

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



Herman SCHEPERS  
CEO

We stand for:

- » More than 25 years of experience in 'sous-vide' preparation technique.
- » Translation of 'home cuisine' to semi-industrial recipes with ultra-fresh e and high quality ingredients.
- » 'Sous-Vide' technique guarantees long preservation of the preparations without preservatives.
- » Know-how in national and international food trends.
- » Meals for young and old.
- » Excellent and tasteful 'diet' meals.

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



# DEME - DREDGING ENVIRONMENTAL & MARINE ENGINEERING

The Belgian dredging and hydraulic engineering group DEME NV 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 indeed been a trend-setter and a pioneer in technical innovation throughout its history. The Group can look back on nearly 150 years of experience in its core dredging and land reclamation activities and hydraulic engineering.

To summarise, DEME Group's activities can now be said to fall into five major categories:

- » dredging and land reclamation;



**Frank JEUNIAUX**  
AREA MANAGER GULF NORTH

- » offshore and marine engineering works;
- » environmental activities (storage, remediation and processing contaminated soil and sludge);
- » dredging and supply of sea aggregates for the building industry;
- » Project development and concessions.

The whole DEME-structure is supported by the permanent availability of extensive, modern and versatile production capacity. At present the company has works on all continents, amongst others in Qatar, United Arab Emirates, India, China, Australia, Nigeria, Cameroon, South-Africa, Angola, La Réunion, Venezuela, Brazil, Panama, Russia, Sweden, Latvia and Estonia and a number of other Eastern and Western European countries.



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## DOORSOLUTIONS



Doorsolutions is a Belgian company which has developed a totally new technical doorblade without internal frame and fire-rated, acoustic, anti-burglar, anti-X-ray. It concerns a customised production for the commercial and public market. The company wants to enlarge his home market with countries like Turkey and Asia. These doors combine decorative finish (veneer, laminate or painted) with performance (fire resistance, acoustic, security etc).

Unique selling points are:

- » mechanically and fire rated quality proven with test reports following the European Standards;



Ir. Christoph BAETE  
BUSINESS MANAGER

- » Flemish flexibility = Very flexible in reliance to height and width dimensions.

The opportunity is to build a joinery manufacturing export business of doors based on a well-tried and tested product, totally new to the target market.

In the period before the official CE-mark, the company wants to work out directly a selling-network with companies of which turnover is important for installing/using technical "made-to-order" doors.

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# E.M.S. INTERNATIONAL - MTK+ BEARING FACTORY

MTK+ BEARING FACTORY, founded in Brussels in 2005, a branch of the E.M.S. INTERNATIONAL group (founded in 1987), is now one of the biggest Ball and Roller Bearing stock-holding companies in Europe. The development of MTK+ has been meteoric; whose concentration is the production, distribution and services of all kind of Ball and Roller Bearings and Power Transmission equipments.

OUR MISSION: providing state of the art bearings, process improvement, highly efficient and innovative solutions, simplicity & power of visual highlighting, policy of growth underlying its worldwide strategy, to meet the major challenges of the 21st century, scientific approach

to the bearing, application support and to continue to deliver on our commitments to customer...

OUR VISION: Seeking to revitalise our activities worldwide, strengthen our stakeholders' confidence in order to become their preferred partner and supplier, to meet our clients' high technological requirements, to contribute sustainability, to boost our cross-border sales and increase MTK+'s visibility among our current and potential clients, to maintain the great momentum of our business, to capture new profitable opportunities in order to get MTK+ up to speed with current market growth.



**Yilmaz OZCAN**  
CHAIRMAN - OWNER



**Serhat ESKIN**  
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INTERNATIONAL

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## ECOBETON WATER TECHNOLOGIES



We are a Belgian company and we celebrated our 100th anniversary in 2010. Initially a producer of precast concrete products, we have been specialising for more than 35 years in biological water purification, and more specifically in Small Wastewater Treatment Systems (our main business is 4, 5 and 6 PE), and we are a manufacturer of high quality concrete tanks.

We are n°1 in Belgium, with over 12,000 SWTS installations delivered, and known for the high quality of our products. Our purification systems are CE 12566-3 certified and tested.

We use the very best and most recent purification technologies and we follow the latest developments in solutions for domestic (individual) water purification.

We are looking for a client / partner with knowledge, skills and “vista” to offer the best possible, very compact purifying installations of superb quality and at a correct price, license based, in order to start a long-term relationship. We do not wish to sell any concrete tanks, but work together with a company that can manufacture or buy the proper tanks in concrete or plastic, to build and assemble the wastewater treatment systems in Turkey, according to our standards and product specifications.



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# ECONATION

EcoNation, awarded Innovative Company of the Year in our home country Belgium, developed and commercialises the 'LightCatcher', an active and intelligent daylight system which captures, enhances, filters and optimises daylight through a skylight, motorised mirror and lenses. With only 1% roof opening, the LightCatcher can provide enough light for 100% of the floor. It allows to switch off artificial light fittings for 3,650 hours per year while blocking all temperature fluctuations. For these very reasons, the LightCatcher is acknowledged as 'Best Available Technology' in the European market. On top of that, EcoNation offers its clients an alternative, no capex business model where clients can save on their energy bill without upfront investments: EcoNation absorbs the

complete LightCatcher investment, quantifies the savings, monitors them in real time and invoices only part of the generated energy savings for a limited period in time. Consequently, clients can start saving money from day one, without any upfront investment, without any risk or trouble.



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## EIGER VENTURES



Founded in 2006 by Gauthier de Biolley, Eiger Ventures provides its clients with bespoke consulting services in the field of international business development. Gauthier gained his experience as head of InBev's Strategy & External Growth team, in charge of the group's global business development. He also served in various internationally exposed executive positions with Veolia and Groupe Harry's and as a management consultant with Genrho and Strategic Planning Associates.

Eiger Ventures' focus is a consumer-centric industries, including FMCG, retail, luxury goods, pharmaceuticals, postal services, learning services and industries upstream thereof.



**Gauthier de BIOLLEY**  
MANAGING PARTNER

We have developed a strong track record with Family Companies across the globe; our clients also include large quoted groups and holding companies. Geographically, our team has gained exposure to all major geographies globally. Our focus is on the fast growing markets of Central & South East Europe and of South East Asia.

The Eiger Ventures team brings together experienced professionals with hands-on experience, blending operations management, strategy consulting, cross-border M&A execution and acquisition integration skills. We believe that business development requires a systematic approach and time to yield results.

We seek to develop long term-relationships based on mutual trust and respect. We are discrete, independently minded, value creation driven, systematic and facts based and execution focused – we know that the best strategy is only as good as what its execution will deliver.

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# ENERGY WORLD DISTRIBUTION

Energy World Distribution is a leading company through its broad technological expertise of its employees and partners with sustainable and energy-friendly products with the main concept of LED lighting.

World Energy Distribution in Europe acts as an importer and supplier of high quality sound and high quality LED lighting for professional and consumer markets.

We offer only the latest technology LED lights, all with an attractive light color, high brightness and long life in order with the most stringent requirements of European market to meet.

World Energy Distributions is the exclusive distributor of SFT International in Europe and worldwide distributor of Alfaled. Besides distribution, Energy World provides also professional light engineering for projects.



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## ERTMS SOLUTIONS



ERTMS solutions brings software innovation to the railway signalling world, by developing innovative soft- and hardware solutions for the new signalling systems of railways and urban transport.

The ERTMSCamCorder enables improved efficiency and cost savings in onsite tests (-30%) and offsite test analysis (-90%).

Our smart software solutions enable infrastructure managers, rolling stock operators and signalling system suppliers to concentrate on their core business: railway signalling.

Our flagship product is the ERTMS camcorder which provides full synchronised video recording and playback of track, DMI, JRU, and integrates infrastructure database with tracks, signals and eurobalises.



**Stanislas PINTÉ**  
SALES DIRECTOR



**Alexander MOURISSE**  
INTERNATIONAL BUSINESS  
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# EUROPORTS BELGIUM

EUROPORTS is one of the largest port operators in continental Europe, with a turnover of € 650 million and a permanent FTE staff of 2,800 people. EUROPORTS has 21 port terminal operations in Europe plus one in China, with a total of 31 km quay length, 485 ha of long term port concessions & 2nd handling, in total some 73 million tonnes.

There is a strong focus on general cargo and dry bulk. Euroports also operates on behalf of industrial customers at a further 10 sites. The services cover 4 product divisions:

- » Terminals (loading, discharging, transshipment for all modes of transport)



Marc PIRENNE  
CEO

- » Contract logistics (development of logistic concepts, working on behalf of our clients on their site or third locations)
- » Global Forwarding (freight forwarding services)
- » Transport services (customs clearance, sea chartering, ship agency, barge transport, road transport)

These operations include value added services such as bagging, paletising, screening, blending, weighing, re-packaging.

EUROPORTS provides for its industrial customers port services on commodities including: breakbulk (steel and project cargo), forest products, Ro-Ro, containers, coal, fertilizers, minerals, agribulk, sugar.



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## EUROPYA GROUP



Europya Group provides services in 2 sectors:

- » Our main business is doing market research and sector analysis for Turkish businessmen who want to invest or sell their products in Belgium or other countries in Europe.
- » The second important business of Europya group is trading in Real Estate; we have an agreement with different big construction companies in Istanbul and other cities in Turkey for selling their construction projects in Europe.



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## EXALUTAL SA & LITECRISTAL TM

This Belgian company is representing Time Zone Discovery and Invention Inc.(TZDI), a branch of Time Zone Records, Los Angeles, Ca. USA; available on [www.tgim-ezonerecords.com](http://www.tgim-ezonerecords.com).

TZDI started in 2008 with a first invention “the Litecristal”, which was patented in 2009 in France by INPI, Paris.

Litecristal is a natural luminescent cristal fixed on a salt cristal or glass or quartz for specific applications.

Exposed to any light source for 5 to 10 seconds the Litecristal glows in the dark for more than 12 hours. Applications are in the wellness field with relaxing rooms and

decorative surfaces and art objects; available on [www.litecristal.com](http://www.litecristal.com). “Floors to the roof” applications; available on [www.brightmaterials.it](http://www.brightmaterials.it), a partner company of Litecristal and on [www.smartroof.be](http://www.smartroof.be). Security and markings applications available on [www.longlite.ch](http://www.longlite.ch). Production units are in France: [www.quartzcolor-procyl.com](http://www.quartzcolor-procyl.com), Tunisia, Algeria, Italy and Belgium.

We are looking for partners to produce the Litecristal in Turkey. Names of Litecristal are different according to the production place: Cristal de lumière for France and Belgium. Nour El Leil for Arabic countries. Cristal de Riviera for the Côte d’Azur, France. Venicecristal for Italy.



**Sylvain GIANASSO**  
EXECUTIVE DIRECTOR



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## FINANCING WORLDWIDE



Financing Worldwide assists its clients in 2 crucial fields of businesses: managing credit risk and arranging financial packages. In doing so, we facilitate commercial contracts and international projects - both in developed and emerging markets. In developing and working out structured finance and credit risk management packages, Financing Worldwide brings together a variety of players. They include project developers, suppliers, contractors, commercial and public banks, export credit agencies, equity providers and others. We assist our clients with credit risk management related to international activities, either on a single transaction or on a full portfolio. This can take the form of setting up and managing global export credit insurance policies, establishing and

managing letters of credit or structuring ad hoc payment securities. The finance packages we develop are fully customised to each project and client. Packages may include or consist of buyer's credits, project finance structures, concessional loans, counter-trade structures or venture capital. We build on our experience to select adequate risk management models and proper financial engineering techniques. We develop new, creative and tailor-made solutions to meet our client's needs. We also manage the implementations' process to ensure that generated value matches design value. Our services go far beyond consultancy: we assist our clients in all practical and administrative procedures linked to the proposed solution.



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# FLUITEC

Fluitec is a world class leader in the field of cleantech, condition monitoring and contamination control of turbine oils and other key industrial lubricants. Active on all continents, represented as committee co-chair at ASTM and DIN (turbine oils and oxidation committees).

With our expertise, consulting and training capabilities, state-of-the-art analysis instruments and decontamination units, we deliver outstanding paybacks through increased oil life, increased reliability and availability of turbines and other rotating equipment, and reduced mechanical loss (increased energy efficiency).



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## FREEDELITY



Freedelity, an ITC start-up based in Nivelles, Belgium, develops and markets business and retail solutions based on the electronic identity card to help professionals create, grow and leverage top-quality customer and prospects databases. These solutions rely on a powerful CRM platform which offers a rich set of features: an advanced data drill-down and segmentation engine, an intuitive data query and export editor, an integrated multi-channel, fully-automated communication platform (email, SMS and postal mail), and a huge number of analytical and statistical reports.

Freedelity feeds databases with the most reliable data source on the market – the electronic identity card – through various applications, such as a full-featured

customer loyalty system or an innovative mobile data acquisition solution that runs on Apple® iPad™ and Android™ tablets.

Fidel ID's solutions are easily exportable across Europe, thanks to the STORK initiative that fosters countries to implement and deploy electronic identity cards and supporting services for citizens and businesses.



**Sébastien BUYSSE**  
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# FR-INNOVATORS

Should you have lost your way with regards to fire retardancy and regulations on fire safety, then Fire Retardant Innovators NV (FRI), with over 20 years of experience, is your perfect partner.

FRI develops and produces, under direct management, fire retardancy solutions for various applications. Specific questions, problems or requests from our customers are translated into tailor-made designs. Subsequently, a suitable solution and process is developed and implemented for our clients.

Thanks to our extensive knowledge database, FRI can quickly address specific difficulties, and offer answers

and solutions for the building industry, but also for maritime and railways topics.

Regulations on fire safety

FRI ensures a clear translation of the various, continuously changing standards and building regulations. Thus providing you with only one Point of Contact (PoC) regarding fire and smoke classes, CE marking, with respect to the various applications, with several official testing devices in house.



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## FUSIONTABLES



Well known for their creativity, flexibility and know-how, Belgium-based Saluc is a world leader in the production and marketing of high quality billiard balls and associated products since 1923. Four years ago Saluc decided that it was time for a new pool table concept, and working with the unusual mantra 'something my wife will accept in the living room', the Fusiontable was born. The Fusiontable is naturally based on the shape and dimensions of a traditional American pool table but offers it as a combination of a pool table and a very modern dining table. The sleek and light looking design of the Fusiontable creates a zen, elegant and lounge atmosphere through the combination of fun and socialisation, something that has never been said about a pool table before.

The ground-breaking tables also tackle the question of differentiated heights between pool tables and dining tables thanks to a patent pending Easy Lift System which enables users to raise the table within five seconds. And finally, you won't need to sacrifice one room to house the table either. It won't be tucked away in an unused corner or down in the dark basement, but it will become the centrepiece of your living room, an imperative feature in your family and your life.



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## GDF SUEZ CC

GDF SUEZ develops its businesses around a model based on responsible growth to take up today's major energy and environmental challenges: meeting energy needs, ensuring the security of supply, combating climate change and optimising the use of resources. The Group provides highly efficient and innovative solutions to individuals, cities and businesses by relying on diversified gas-supply sources, flexible and low-emission power generation as well as unique expertise in four key sectors: liquefied natural gas, energy efficiency services, independent power production and environmental services. GDF SUEZ employs 218,900 people worldwide and achieved revenues of €90,7 billion in 2011. The Group is listed on the Brussels, Luxembourg and Paris stock exchanges and is represented in the main international indices.

GDF SUEZ has been present in Turkey since the early 70s through four Business Lines: Energy International, Global Gas and LNG, Energy Services and Environment services.

For the time being, the most active Business Units and subsidiaries of GDF SUEZ in Turkey are: IPR-GDF SUEZ META, Coyne ve Bellier LTD, Cofely, Suez Environnement, Degremont Turkey SA, Agbar, Safege, and Ondeo.



**Dirk BEEUWSAERT**  
EXECUTIVE VICE PRESIDENT  
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# GEOS



GEOS is an independent laboratory, specialised in testing construction materials. GEOS provides a wide range of services in the field of physical, mechanical and analytical testing of building materials ranging from raw materials to manufactured products. In addition also microscopical research is performed as a part of quality control and damage analysis.

The laboratory is subsequently accredited according ISO/IEC 17025 and acts as a CE notified body. GEOS currently has a scope of more than 350 ISO 17025 accredited tests on materials such as bitumen, asphalt, cement, concrete and natural stone.



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# GLAXOSMITHKLINE VACCINES

GSK Biologicals is one of the world's leading companies in the fields of prophylactic & therapeutic vaccine research, development & production with over 30 vaccines approved for marketing and 20 more in development.

Headquartered in Belgium with 7500 employees, GSK Biologicals also has 15 manufacturing sites around the globe.

GSK Biologicals is a key supplier of international organisations such as GAVI & UNICEF and collaborates with country decision makers to develop vaccination policies.



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## GOOD !D



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

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

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

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

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



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## GOVI PRODUCTION COMPANY

Founded in 1910, GOVI is an independent dedicated emulsions manufacturer, with production sites in Belgium, Italy, Serbia and Russia. Wood panel manufacturers are confronted with a highly competitive environment, hence the industry is permanently looking for improved cost/performance ratio's.

With 20% of its personnel concentrated on R&D, GOVI has been able to find adequate technical solutions, enhancing quality and performance of its clients' products.

Our customers' experience underlines GOVI is a reliable partner, able to deliver what it commits for. Understanding the needs and its impacts on the technical and economic results is a mutual exercise leading to success.



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## GP GROUP



Gp group is an import/export company, who provides also consultancy for foreign companies who want to do business in Turkey and vice versa (for Turkish companies who want to do business abroad).

Our CEO speaks fluently four languages (Dutch, French, English and Turkish), which makes language "barrier" mistakes almost impossible. He also lived long time in Belgium, which made him very familiar with Belgian traditions. He has built up a very huge network of business and political people in Turkey.

We will start soon with the import of a selection of the finest Belgian beers and also a Mojito, ready made in a

can, and a selection of 3 top vodka's/liquors. We have done a lot of market research on our products in Turkey. Market research results were very promising.

We are looking to contact distributors off each province in Turkey to distribute our finest selection. We can offer exclusive distribution rights for each distributor for his province.



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## GRONTMIJ BELGIUM

Grontmij Belgium is part of the third largest European multidisciplinary consulting and engineering company Grontmij and is active in transportation & mobility; industry, water & energy and planning & design.

We provide added value in the entire process of consultancy, design, engineering, management and contracting of projects.

With more than 850 employees in Belgium and more than 10,000 employees over 350 offices in 50 countries we design and realise plans for the future by connecting people and parties within regions.

Grontmij Turkey, established in 2008, is a subsidiary of Grontmij and provides services for the public and private sector, as well as for industrial clients.



**Theo TOMBEUR**  
DIRECTOR OFFSHORING  
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**Kerem SADIKLAR**  
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# GRUPE DELAUNOIT



The Lifting world

The Technology of the leader

Manufacturer Single and double girder overhead travelling cranes and gantry cranes to 200Tons span 35 meters.

Manufacturer of the electric wire rope hoist:

- » Monorails trolleys wire rope hoist to 25T.
- » Birails trolleys wire rope hoist to 100T.

Manufacturer console cranes:

- » End-trucks for cranes (single and double girder).
- » Travelling speeds to 60/15m/min to 40/10 m/min.



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# H.ESSERS

Leading logistics service provider H.Essers, a family business established in 1928, is active throughout Europe, providing personalised and integrated transport and logistics solutions. It currently has 850,000 m<sup>2</sup> of warehouse space, a fleet of 1,050 vehicles and 1,780 trailers, which cover 88 million km per year. The company has more than 2,200 employees. As well as its headquarters in Genk, Essers has branches in 12 countries in Western and Eastern Europe. Over the last ten years, the family business has undergone significant expansion through strong organic growth and a number of strategic acquisitions. In 2010, the Group recorded a turnover of € 310 million.

H.Essers is an asset based company: it owns its fleet, warehouses and IT systems. This allows it to retain optimal control over all strategic processes. The company's family character ensures short decision-making processes, so that it can respond highly flexibly to changing customer requirements and shifting situations on the international market.



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## HAMON & CIE (INTERNATIONAL)



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

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

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

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

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



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## HAMON RESEARCH-COTTRELL

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

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

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



**Marc d'UDEKEM**  
MANAGING DIRECTOR  
AIR POLLUTION CONTROL  
EMEA / BRAZIL

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

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



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

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

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

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



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# IM ASSOCIATES

IM Associates is a service provider within the Healthcare industry. IM Associates is specialised in generating Healthcare related insights by selecting, generating, centralising, analysing and interpreting data. We advise on commercial excellence within a rapidly evolving Healthcare environment. IM Associates builds unique technology and innovative reporting tools to support our customers' Healthcare market approach and we train Healthcare professionals within our domains of expertise. All solutions we provide must sustainably impact our customers' business. Therefore we inspire by innovative ideas and we excel in the way we put them into practice. This is how we earn trust.



**Jurgens  
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## INTERNATIONAL CAR OPERATORS - ICO

International Car Operators (ICO) Belgium, is one of Europe's most important stevedoring companies for roll-on roll-off cargo, offering vessel and terminal handling services, vehicle processing centres, port agency, customs clearance and forwarding. ICO is a subsidiary of Nippon Yusen Kaisha (NYK), one of the world's leading transportation companies. In 2011, ICO handled a total volume of 1.0 million cars and high and heavy units at its specialised roll-on roll-off terminals in Zeebrugge and Antwerp. We are proud to serve all major RoRo shipping lines and OEMs.



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### The Terminals

The Vrasene Terminal (quay 1241) in Antwerp covers 125 hectares and can store 48,000 units. It is the European home base for the import of almost all Korean and some Japanese automotive brands. It is also used extensively by European carmakers, and by exporters and importers of second hand vehicles, military equipment and high and heavy cargo.

In the inner port of Zeebrugge, 2 terminals are at the automotive industry's disposal: the Northern Inlet Terminal (59 hectares) and ICO's newest Bastenaken Terminal (90 hectares). Zeebrugge is the main European hub (for new factory cars) where deepsea meets shortsea. It is also a main gateway for many car trades transiting Europe.

### Added Value Services

The state-of-the-art VPC facilities, available at each compound, offer our clients a diverse range of extra services towards our clients. All centres are equipped with highly sophisticated technological installations.



# ION BEAM APPLICATIONS

## IBA, Developing Compassionate Cancer Treatment

IBA complementary solutions in pharmaceuticals and medical equipment, especially Proton Therapy and Dosimetry, improve disease diagnosis and therapy today, and promise even more effective treatment tomorrow. Leveraging its scientific expertise, IBA is also active in the field of industrial sterilisation and ionisation. Every day, IBA supports physicians and medical physicists worldwide to Protect, Enhance and Save Lives.

## World Leader in Clinical Proton Therapy Solutions

With more than 25 years of experience, IBA, the market leader, has designed and equipped the majority of clinically operating proton therapy centres around the

world. To date, IBA proton systems are part of more than half of the world's clinically based proton therapy facilities. They include 12 operational proton therapy centres worldwide, and 10 more centers in development. As access to proton therapy increases around the world, IBA continues to demonstrate compassionate innovations with more patient-friendly treatment rooms and more precise therapies. Partnering and collaborating with renowned clinical institutions, IBA is committed to making proton therapy, the most accurate cancer treatment, available worldwide.



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## ISOLA BELGIUM



Isola Belgium is specialised in thermal and acoustic insulation technology. Isola Belgium develops and produces innovative thermal and acoustic insulation materials (mostly on the basis of polyurethane). Isola Belgium has obtained several international patents and has introduced several new products to the market. Our key stone product is our Thermogran, a unique product that combines the best of two worlds: acoustic and thermal. Isola Belgium cooperates actively with the Scientific Centre for Construction (WTCB) in Belgium for its research, development and certificates. All insulation products are produced in Belgium. The total surface area of the production halls is more than 15,000 m<sup>2</sup>. In 2012, Isola Turkey will open its doors in Istanbul.



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## ITELCO SOLUTIONS (Part of the 3G Group)

The 3G Group is a cross-border Recruitment and Consultancy group offering Recruitment services, HR services and Recruitment Software Development. With offices throughout the whole of Europe and a presence in the Gulf, the 3G Group helps companies of all sizes to run their business smarter and achieve success through leadership talent.

3G's range of Services:

- » Itelco: ICT recruitment and consultancy projects  
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## ITEM SOLUTIONS



Item Solutions specialises in building custom-made enterprise business systems.

Our mission is nothing less than to set new standards in the area of software development. Our methodology was distilled from the agile community's best practices and strengthened by our commitment to innovation and excellence. This has led to an approach that is unmatched in efficiency and quality.

Our solutions are delivered through our Agora Cloud Platform. This SAAS platform enables enterprises to build & deploy their own app-stores and disclose corporate data to any mobile platform.

Agora makes sure that ICT can keep track of the increasing business demands.

We offer solutions in Europe (East & West) and South East Asia to the following industries: Healthcare, Pharmaceutical, Automotive, Construction, Banking, Chemical, Energy & Engineering.



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## JDS

JDS/Julien De Smedt Architects is a multidisciplinary office that focuses on architecture and design, from large scale planning to furniture. Rich with multiple expertises, our office is fuelled by talented designers and experienced architects that jointly develop projects from early sketches to on-site supervision. All on which, regardless of scale, outlines an approach that is affirmatively social in its outcome, enthusiastic in its ambition and professional in its process. At the core of our architecture is the ability to take a fresh look a design issues through experienced eyes. Our approach aims a turning intense research and analysis of practical and theoretical matters into the driving forces of design. By continuously developing rigorous methods of analysis and execution, JDS is able to combine innovative thinking and efficient production.



**Julien DE SMEDT**  
FOUNDER AND DIRECTOR

Founded and directed by Julien De Smedt (co-founder of PLOT), JDS currently employs some 50 people with offices in Copenhagen, Brussels and Brazil. We work with corporate, government and private clients in numerous countries to realise major civic, hotel, residential, office, commercial, health care, educational, and waterfront developments. We carefully limit the commissions we take on to help ensure a high degree of professional attention and overall project quality. JDS envisions itself as a proactive partner for its client, rather than a consultant. The office has a wide portfolio of international work and the attitude of involving external consultants to improve the design intelligence of a given project team. The use of complementing teams ensures that a project will never suffer from being neither too conventional nor too naïve.

**JDS**  
JDS ARCHITECTS

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## J-TEC MATERIAL HANDLING



J-TEC Material Handling designs, supplies, builds and maintains powder, pellets and liquids processing systems. We deliver process components and separate processes as well as complete turnkey installations for the food, pharmaceutical, plastics and chemical industries.

We can take care of entire projects, from product and process testing in our test facilities, mechanical and electrical engineering, to construction, start-up and maintenance of your installation. J-Tec Service can provide spare parts, maintenance and repairs of your installation and training of your staff.

Our philosophy is offering solutions that are individually adapted to the clients' wishes. Thanks to many years of experience - J-Tec was founded in 1970 - we are experts in the field of material handling. Together with you we look for the most appropriate solution to meet your requirements, taking into account all the relevant standards and directives (Atex, CE, HACCP, etc.).



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## JUST IN CASE CONSULTANCY OFFICE

### JUST IN CASE CONSULTANCY OFFICE (EU-TURKEY)

- » Representation, B2B solutions, Strategy Advice, Real Estate, Technical Translations.

Legal, administrative & business advice on Turkey. 15 years of experience in Turkish Law and administrative structure.

JUST IN CASE aims to be a bridge between Turkey, Belgium & EU by providing you trusted services in the most correct, effective and fast way in interrelated business areas. JUST IN CASE works from Belgium, with experienced local partners on different areas. JUST IN CASE offers the following consulting services for native and foreign investors:

- » Legal Consulting, Company Establishment: assistance in legal and bureaucratic affairs is provided.



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## KORTRIJK XPO



ARCHITECT@WORK: Specially tailored contact days with a focus on innovation for architects, interior architects, designers, and other consultants

ARCHITECT@WORK, which was organised for the first time back in 2003 in the exhibition halls of Kortrijk Xpo (Belgium), is expanding fast worldwide. By the end of June 2012, the organisation already boasted no fewer than 12 locations worldwide. Following the success of ARCHITECT@WORK in Belgium, The Netherlands, France, Germany, United Kingdom, Switzerland, and China (Shanghai), we are now looking to organise this unique event for the first time in Turkey.

As an exhibition, ARCHITECT@WORK is completely different from any other event in the construction sector because of its exclusive character and strong focus on innovation. “This concept meets a number of demands which creative people such as architects and interior architects are looking for. The floor plan that was drawn up by Creative Fo(u)r, a collective of four interior designers, meets the demands of the visitors in a totally different way to traditional fairs. Every exhibitor gets the same space, has to be creative in identical modules, and therefore can present only innovations. The result is that visitors can soon see what interests them and, thanks to central meeting spaces and free catering, it is easy to make contacts.”



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# LAPAUW INTERNATIONAL

Lapauw International is the European manufacturer of ecological laundry machinery and provides a total laundry solution for all kind of collectivities: Hotels, Hospitals, Cruise ships, Railways, Automated Laundry businesses, Textile manufacturers, etc.

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

With our worldwide presence we can count on a strong client portfolio which constantly inspires the R&D department of Lapauw to come up with new eco-friendly innovations.



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## LBO MANAGERS

**lbo** managers

LBO Managers advises CEOs or Management Teams in their negotiations with financial investors or private equity funds, in all transactions, and particularly in “Leverage Buy Out” transactions (“LBOs”).

Working exclusively on behalf of CEOs or Management Teams, LBO Managers has no conflicts of interests.

In LBO situations, advisory services mainly cover:

- » evaluation of the various possible scenarios based on the business plan;
- » selection of potential financial partners and support for case presentation;



Hervé THIBAUT de  
MAISIERES  
CEO

- » negotiation of the “Management Package” (financial structure providing the Management with performance linked super-return, governance, shareholders’ agreement, managers’ salaries, bonuses, indemnities...);

- » support during the LBO on an ongoing basis, notably as a member of the Supervisory Board and in the negotiation of any equity transaction

Created in 2006, LBO Managers has carried out consultancy assignments involving primary and secondary LBO deals with Enterprises Values (EV) between €50 million and €2 billion, in Belgium, France, and internationally.

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# LIBINVEST

Libinvest: Cosmetics creator and manufacturer of efficient beauty care.

Founded in 1987 by Jean Michel Libert, Libinvest Cosmetics is fully dedicated to women's and men's beauty capital. All our products have been approved by the Belgian Ministry of Health and by the FDA (US Food and Drug Administration). The R&D department is one of the added values of our company.

Libinvest proposes the following trademarks:

- » Ophyto® - Phyto energetic brand. Based on the 5 Chinese law elements. Holistic treatments for face, body and scalp.



Jean-Michel LIBERT  
CEO



Mireille THIRION  
MANAGER

- » 2B Bio Beauty® - Cosmeceutic brand. 2B Bio Peeling 0% acid, 100% natural. Anti-ageing and lightening treatments.
- » Minceur 2011® - Slimming brand. Formulated with 100% natural essential oils. Body sculpting and firming.
- » Beauty Partner - l'Institut de beauté®: Franchise of beauty centres. Regular and tailor made care at fixed budget.

Far from trends and fashion, Libinvest Cosmetics makes the difference!



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## LIEBRECHT & WOOD



L&W Group is a European project development company established in 1991 in Belgium. For almost twenty years now L&W Group has been active on the biggest markets in the CEE region – in Poland, Romania and Russia. The company has built approximately 345,000 sqm of net commercial space and is currently developing throughout the region projects of a total of 236,000 sqm.

L&W Group consists of three business units:

- » L&W, which is focused on the comprehensive development of office buildings, shopping centres and retail parks.

- » Fashion House, specialised in the full development and operational management of outlet centres, consists of 2 components: an equity dept. and a franchise dept.
- » WeCare, the facility and property management unit of the group.

As L&W Group embraces a profound commitment to "a different vision on real estate", it puts particular emphasis on developing mutually beneficial, long-term relationships with all of its stakeholders (customers, business partners, investors) by delivering top-notch buildings and providing the highest international standard of professional services.



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# LIEDEKERKE WOLTERS WAELBROECK KIRKPATRICK

Liedekerke Wolters Waelbroeck Kirkpatrick is the largest independent Belgian firm today, with over 130 lawyers in Brussels and an office in London. Founded in 1965 by lawyers committed to excellence, the firm has established an international reputation based on the unique experience and unchallenged expertise it has acquired in the main areas of business law.

same high standards and vision, Liedekerke is capable of providing swift and comprehensive legal services worldwide.

Liedekerke advises and represents domestic, foreign and multinational companies in the financial, property, industrial and service sectors, as well as public authorities, international organisations, charities and private clients. Through its non-exclusive relationships with non-Belgian and international law firms that share the



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## LUSIMMO



Lusimmo is a meticulous and rigorous Property Management Agent that has been in the service of co-owners since 1986. Our activity is concentrated on the management of co-ownerships. We assure the administrative, accounting and technical management of numerous buildings. We are a team of specialised professionals. We focus our strength and our energy on only one mission: the activity of Management Agent. We are at your service! This availability constitutes our trademark. The seriousness, the confidence, the expertise and the nearness are essential values to Lusimmo, day after day, since the creation of our company in 1986. Our sole activity of Management Agent guarantees to our customers the best possible result in the administrative, accounting and technical management of their property.



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# MADBRUSSELS

MAD BRUSSELS, the Brussels Mode and Design Centre is aimed at promoting the economic development of the mode and design industries in Brussels.

The Centre's general scope mainly includes:

- » Promoting the work of designers and stylists and contributing to the development of the Brussels mode and design industries.
- » Helping designers and stylists to set up economic activities and/or establish relations with persons potentially interested in their competencies.



Alexandra LAMBERT  
DIRECTOR



Esther BECK  
DEPUTY MANAGER

- » Collecting all information in connection with the mode and design industries and enhancing the visibility of these industries, more specifically by highlighting their knowhow and spreading their image.
- » Organising exhibitions, competitions and events in a broad sense.
- » Issuing recommendations to public authorities with regard to the development of the mode and design industry.

As an expertise and support centre for the sector's stakeholder, this structure will ensure coordination of aid measures and initiatives and will play a key role in promoting Brussels designers on the international scene.

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## MAINSYS ENGINEERING



MAINSYS is specialised in IT service and software editing for the banking and financial sector. MAINSYS:

- » conceives and develops its own software packages (FRONTeO, COCPIT),
- » provides experts for study, analysis and consultancy missions,
- » designs tailor-made IT solutions,
- » integrates banking software packages.

Since 1995, numerous financial institutions in Belgium, France, Luxemburg, Switzerland and Poland have benefited from the services provided by more than 150 highly graduated experts.



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## MEDIC CLEAN AIR

MedicCleanAir® is specialised in Clinically Proven Efficiency on Air Quality for High Care Areas and JCI Accreditation for Creation of Isolation Rooms (negative or positive pressure in existing rooms within ½ day work).

Proof: ca. 15 different medical/scientific studies from Belgium, Germany, UK, Denmark, Iran,

India, Italy...

Where needed: operating rooms, ICU's, recovery; isolation for infectious people (tuberculosis, SARS, pox, flu, etc.); isolation for immune-compromised patients (HIV, oncology, etc.); protection of patients against Aspergillosis (renovation works).



Hendrik VAN PASSEL  
MANAGING DIRECTOR

When needed: to upgrade air quality when the usual ventilation systems do not perform as they should do; to introduce low-cost / high air quality in new buildings; to avoid expensive renovation works; to solve the lack of isolation rooms in your hospital (with JCI Accreditation).

How do we create infectious free areas: by means of HEPA and ULPA filtration.

Important technical details: devices are compact, easy to transport, easy to install, only need electricity, low consumption, removable/re-useable (investment is never lost) ... No maintenance, only filter change after 12-18 months and when necessary, can be done by usual staff (no training needed).

What is eliminated: all airborne infectious agents, including gases and chemical compounds.



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## MEREL ART



Merel is a Belgian artist who lives and works in the centre of Antwerp since 1980 and devotes herself entirely to the practice and distribution of her art.

In recent years, Merel's work has been displayed at a number of exhibitions both at home and abroad, mainly at one-women shows.

Her current works evoke dream-like images and worlds that bring to mind universal and human themes such as love, freedom and happiness.



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# MONARD D'HULST

Monard-D'Hulst is one of the leading independent law firms in Belgium. Monard-D'Hulst offers a comprehensive range of legal services to both local and foreign corporations as well as governments, financial institutions and private individuals.

Monard-D'Hulst is synonymous for effective, top-notch, internationally competitive legal services, at local rates.

The lawyers at Monard-D'Hulst operate in specialised practice groups and, whenever appropriate, as a single team. Their aim is to provide concrete and practical solutions.



**Özgür BALCI**  
LAWYER

We value a personal relationship with our clients. We therefore believe that each problem and each client deserves the hands-on involvement of (at least) one partner of the firm. If the need arises, Monard-D'Hulst can provide immediate assistance with procedures before any court or tribunal. Most of our lawyers are experienced litigators who continuously confront legal theory with legal practise.

The Firm also assists clients with professional advice regarding proposed projects, transactions and negotiations and through mediation. The firm's lawyers have acquired extensive experience in a wide variety of economic sectors.

The firm regularly handles international matters for Belgian and foreign clients. Our lawyers work in Dutch, French, English and German. Monard-D'Hulst is well represented outside Belgium through a network of European law firms of similar standing.



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## MY GO WORLDWIDE



MyGo Worldwide: online booking system worldwide  
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minute available, transfers ... all online looking for a  
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# NANOPS - NANO POLYMER SOLUTIONS

The focus of Nanops is the chemical market and nanotechnology, such as coatings, paints, protective systems, adhesives, additives, the composite industry, the electrical industry and the construction.

Our customer portfolio: formulators, professional end users.

Manufacturing of nanomasterbatches/intermediates for coatings, composites and construction.

Distribution of nano-raw materials for thermosets (polymers).

Exclusive distribution of nano-coatings, easy-to clean, high abrasion resistance and anti-graffiti products.

Protection of steel and concrete constructions against corrosion.



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## NATRA JACALI



Natra is a mass-producer of all kind of chocolate products: from Candy Bars, to tablets /Slabs, including Hazelnut Spreads and even Truffels, Seashells and Belgian Chocolates.

Our wide Portfolio and Production capacities are complemented with other Production Plants of the Group in Spain and in France.

We are interested in contacting agents / importers in Turkey, as well as retailers to offer our fancy labels, as well as private labels.

Natra has one of the widest ranges of specialities and seasonal products for Christmas, Easter and other celebrations.

We offer a product very similar to leader brands (Mars, Ferrero, Nutella, etc) at more competitive prices.

Volume oriented, sales by container load minimum.



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## NAUTADUTILH

NautaDutilh is an independent law firm with 70 lawyers in Brussels. We are known for our high level expertise in corporate, M&A, banking and finance, capital markets, tax, intellectual property, competition and anti-trust, employment, and public and regulatory law as well as litigation.

Our focus on seven key sectors (Financial Institutions, Real Estate, Energy & Utilities, Life Sciences, Consumer Goods, Private Equity and Professional Services) allows us to provide our clients with tailor-made solutions based on in-depth market knowledge.



**Dirk VAN GERVEN**  
LAWYER

The firm has offices in Amsterdam, Rotterdam, Brussels, Luxembourg, London and New York and works on a non-exclusive basis with leading firms worldwide.

NautaDutilh is recommended by the leading international legal publications "The European Legal 500 and Chambers' Global directory".

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## NEXANS NETWORK SOLUTIONS, DIV. EUROMOLD



Nexans Network Solutions div. Euromold has been a leader in pre-assembled cable accessories for more than 40 years.

The factory is located in Erembodegem, Belgium, and specialises in moulding of EPDM rubber connectors, epoxy bushings and coldshrinkable terminations and joints. It is a part of the Nexans Power Accessories business group.

Euromold's independent electrical laboratory ELAB, is fully equipped and has received BELAC accreditation. Therefore it is entitled to perform type tests on low and medium voltage cable accessories according to the international standards EN50393, IEC 60502-4, IEC 61442 and HD 629.

Quality- and environmental awareness as well as industrial safety are central components of our corporation philosophy and management system. In addition to being certified according to DIN EN ISO 9001, NNS div. Euromold is also certified in the important sectors of environmental protection and occupational safety.



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## NOOR D\*IZAR

Through high-quality fashion, designer Fatima Rafiy is a bridge builder, allowing women all over the world to feel comfortable in their own skin and to feel in harmony with their own identity. The Noor D\*izar woman is an independent, active, and dynamic woman who makes intelligent choices and understands that comfort and practicality need not to be at odds with fashion.

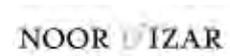
Central to the house's collection is the headscarf/hijab with its stringent emphasis on quality fabrics and comfort through our unique EASY FIT/NO PINS system. The process of putting the scarf on and taking it off is dramatically reduced to a simple operation. And with endless combinations of solid colors, prints, fabric types, and

seasonal collections the Noor D\*izar woman, whatever her age, is sure to find the perfect style.

All variations are catered for. This can range from models for the traditional Muslim to more bold and creative models for young people and true fashionistas.

Central to the house's philosophy is that every woman is an individual with unique tastes and requirements.

This innovative concept in headwear has been developed for department stores, specialty trade, wholesalers and B2B.




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## N-SIDE



n-Side is a management consulting company designing innovative integrated optimisation solutions to facilitate complex business decision-making processes.

Its approach is based on state-of-the-art analytics and mathematical modelling as a way to support companies unlocking value by maximising efficient use of resources, increasing revenues and reducing risks.

n-Side serves its customers globally with customised solutions adapted to specifics of particular sectors.

Some of our solutions:

- » SCOOP is a strategic and tactical tool for optimisation of raw material purchases and operational process levers, covering the complete integrated steel, stainless or special steel plants.
- » CT-FAST is a solution for clinical supply forecasting and optimisation, enabling accelerated drug development, minimising risk of drug shortage and giving a better control of clinical supply costs
- » N-Side specialises as well in energy management optimisation solutions and in supply chain network design strategy tools for any given sectors.



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# ODGERS BERNDTSON

Founded in Brussels in 1965, Odgers Berndtson ([www.odgersberndtson.com](http://www.odgersberndtson.com)) is one of the most successful and established global executive search firms in the world: ranked 6th worldwide, top 3 in Europe, number 1 in Asia thanks to a strategic alliance, number 1 in the UK and in Canada and a leading firm in Turkey.

With revenues in excess of 235 million in 2011, the group has over 250 partners supported by more than 350 consultants and researchers in 51 offices spread over 29 countries worldwide.

Odgers Berndtson offers the following services: direct search of high-level executives across every function and industry, management appraisal and board advisory services.



Jean-Charles  
UYTTENHOVE  
PARTNER

In Turkey, we have developed intensive working relations and performed cross-border assignments with our colleagues of Odgers Berndtson in Istanbul.

In Belgium and Luxembourg, the group also includes:

- » RB Selection ([www.rbselection.be](http://www.rbselection.be)), dedicated to the identification and recruitment of young potentials and experienced operational managers.
- » Talentium ([www.talentium.com](http://www.talentium.com)), helping corporations to achieve superior business performance by aligning people, organisation and culture with their business strategy.



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## OXL - OCEAN HEAVY LIFT AND PROJECT CARRIER



OXL specialises in the ocean transport of project, heavy-lift and breakbulk consignments. We carry heavy lifts and breakbulk consignments either as part cargo en route or as single cargo on a dedicated voyage. Our service supports single lifts, as well as complete project COA's with multiple voyages and heavy-lift cargo up to 700 mt.

OXL operates a semi-liner and tramp parcel service between the Baltic, Europe, Africa, the Mediterranean, Black and Red Sea ports, the Persian Gulf, India and the Far East. With our tailor-made solutions for a port-to-port service combined with our competitive pricing, flexibility, first-class MPP, heavy lift fleet and professional approach, OXL is able to serve the energy, oil and gas, construction and mining, aviation, leisure, and heavy industries.

Flamar, an important player in the breakbulk market with over 30 years of experience and unique know-how, acts as general agent to OXL.

Please get in touch to see how we can serve you best.



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## PETERS BELGIAN OUTDOOR PLANTS

We are nurserymen; our customers are professionals.

We grow about 100 ha outdoor plants, mainly shrubs and conifers. We grow in container and open field.

Beside, we are traders in all kind of outdoor plants and organise all needs in plants for projects. Our customers are colleague nurseries, wholesalers, garden-centres and the landscapers.

We promise our stakeholders long term engagements and quality at all levels.



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## PHAEROS GROUP



Phaeros is a fully independent Belgian company developing, marketing and implementing software solutions for the port and terminal industry. Having been active in the maritime industry for numerous years, the Phaeros team has a wealth of experience and expertise in port management and terminal operations.

Based on this expertise, Phaeros has developed software applications for the day to day management of ports and cargo terminals. Our applications include a port management system (“Harbour View Plus”), a multi-purpose terminal management system (“Cargo System”) and several other applications supporting these core products, such as “Yard View” (3D yard planning and

visualisation), “BillSys” (invoicing), “Berth View” (berth scheduling) and “RMS” (resource management system).

For more information, visit our website [www.phaeros.com](http://www.phaeros.com) or contact us at [info@phaeros.com](mailto:info@phaeros.com).



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## POLLUX CONSULTING

Since 2004, Pollux Consulting is a leading company in sustainable landfill engineering. In the past 9 years, Pollux has been assisting more than 30 landfills in over 11 countries concerning organic, hazardous and mineral waste.

Nowadays, CO<sub>2</sub> is also considered waste. The increased focus on CO<sub>2</sub> has led to an extension of Pollux' waste services into carbon management.

The experience of anaerobic digestion and landfill gas valorisation has furthermore opened doors to other projects on renewable energy. At the same time, the know-how of leachate treatment has been translated into solutions for other types of waste water.

All this makes Pollux Consulting an ideal partner in achieving a sustainable waste and carbon footprint for your company.



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# PRAETICA



Determined to radically change their professional methods, the founders of Praetica decided to start with a clean slate.

## THE GOAL:

To increase the passion they have for their work by employing the most innovative techniques and to make their clients benefit from it.

## THE MEANS:

- » an online collaboration platform, ground-breaking in the profession;

- » a star structure: multiple units, managed individually, but coordinated in expert teams;
- » a complete dematerialisation: ensuring a free flow of information between stakeholders;
- » the application of a Corporate Social Responsibility charter: ensuring a socially responsible development.



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## PREFAMAC CHOCOLATE MACHINES

PREFAMAC 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 and/or butter melting kettles, pumps and piping, enrobing machines designed to cover sweets with chocolate as well as machinery for flaking and adding flakes or decoration to enrobed products.

Since the foundation 24 years ago, we supply both industrial installations as well as small scale machinery for bakeries and chocolate manufacturers. Up to 80%

of Prefamac's output is destined for export and reaches 100 countries worldwide.

Featuring among Prefamac's customers are famous chocolate brands like Marcolini and Neuhaus, and 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.



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## PREFARAILS

Prefarails is developing, engineering, producing and installing prefabricated insulated tracks for railways and urban rail transport.

Rails are isolated with jackets made from recycled rubber granulates, which ensure an electrical and acoustic insulation and vibration mitigation.

Other advantages are:

- » speed of installation on the construction site;
- » lower requirements for preparation of the soil.

These advantages result in important cost reductions and economic benefits of the infrastructure works.

These jackets are available in three systems:

- » GSF: acketed rail with gauge support fixation;
- » STERO: jacketed rail in concrete support beam;
- » MODULIX: jacketed rail in concrete slabs with finished covering.

Prefarails ensures rail innovation since 15 years and has successfully executed projects in Belgium, France, Germany, Greece, Spain, Portugal, Romania, Morocco, Algeria and Tunisia.



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# PRESS CLUB BRUSSELS EUROPE

Officially inaugurated on February 2nd 2011 in the presence of the President of the European Commission, José Manuel Barroso, and after more than 350 events, the Press Club Brussels Europe has become an important meeting place and a major platform for local and international press correspondents.

The Press Club Brussels Europe also offers membership to diplomatic representations in the Capital of Europe that provides access to media discussions and social mixers, as well as the opportunity for a country member to become Guest of Honor of the Press Club for one week and to organise several cultural, touristic and economic events.

The Press Club Brussels Europe functions as a platform to meet and cooperate with existing Press Clubs all over the world. Furthermore it will be the occasion for exchanges with representatives from the civil society, economy, science and politics and also with the largest companies and federations based in Brussels.



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# PTM ENGINEERING & DESIGN



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

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

OUR SERVICES:

1. STABILITY ENGINEERING SERVICES, SPECIALISATIONS FOR TOWER STRUCTURES AND BUILDINGS.
2. TELECOM CONSTRUCTION SERVICES.
3. ARCHITECTURAL SERVICES.
4. CAD SERVICES ON LARGE SCALE.



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## RDBM ARCHITECTS & ADVISORS

RDBM Architects & Advisors stands for Research, Design, Build & Maintain.

Our mission is to accommodate housing for persons and organisations with attention for Real Estate in a SLIM way.

Therefore we have a 'SLIM' approach =

S - Sustainable

L - Life cycling

I - Innovative

M - Multi-expertise.

OUR SECTORS: Healthcare – Education – Office buildings – Residential – Public.

OUR DESIGN: Multifunctional buildings with Real Estate value.



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## REYNAERS ALUMINIUM



With over 40 years of experience in the building industry, Reynaers Aluminium is one of Europe's market leaders in the development, marketing and distribution of innovative and sustainable aluminum systems for windows, doors, sliding elements, curtain walls, conservatories, sunscreening systems and systems to incorporate photovoltaic panels, blinds and ventilation. Reynaers' systems provide solutions for new-build and renovation on the residential and project markets.

Headquartered in Duffel (Belgium), the company is continually extending its international presence. It has offices in almost 40 countries in Europe, the Middle East, Asia, North Africa and Australia, and exports to

various other countries across the globe. The group employs some 1200 people. Reynaers' main activities are focused on research and development of systems, coordination of production, insulation and surface treatment of profiles and accessories, marketing, distribution and technical and commercial support of fabricators and specifiers, including training and testing.



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## RODSCHINSON INVESTMENT GROUP

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

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

Rodschinson's business is expanding around the world, as global markets become ever more tightly linked by technology, by the breaking down of regulatory barriers,

and by the increasingly global needs of our clients. We bring together organisations that are extraordinary as stand-alone entities, but combined, these independent organisations comprise a network that is virtually unmatched in the breadth and depth of resources available to serve you.



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## ROGIERS PAUL



We are designer and producer of high quality furniture and upholstery products. We have our head office with complete R&D department in Belgium and production sites in China & Romania. We are dealing with all big interior companies in the world and for Turkey our biggest customer is MUDO, the market leader in furniture and home interior.



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## SecurIT

SecurIT provides IT security solutions to large organisations, more in particular in the area of Identity & Access Management. This is the security domain focusing on "letting the good guys in" by controlling the user's Identity, managing access to the appropriate resources and keeping track of events for auditing and regulatory purposes.

The company, headquartered in Ghent, Belgium, with subsidiaries in Amsterdam and New York, partners with IBM on a worldwide basis for its unique TrustBuilder software solution. TrustBuilder is in use by large corporations around the globe, offering security services in the area of Versatile Authentication, Adaptive Access Control and Transaction Signing.



Marc VANMAELE  
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SecurIT is a member of the Agoria Banking Technology Club steering committee.



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## SENIOR ASSIST



Senior Assist is a Belgian group offering senior citizens qualitative support when they require it. To meet their goals Senior Assist has a worldwide network consisting of Nursing Homes, Daycare Centres, Serviced Apartments and Home Care services.

Senior Assist is a relatively young group but the experience behind it runs much deeper. Not only the staff, but also the caring personnel often have 20 to 30 years of professional experience in nursing and caring for the elderly. The centralised management enables Senior Assist to collect and increase the knowledge of these highly skilled people so that they can share it with every local Senior Assist entity.



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# SEPTENTRIO

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

Septentrio Satellite Navigation NV is a dynamic company founded to commercialise the Satellite Navigation know-how developed at the Interuniversity Micro Electronics Centre (IMEC), the largest independent micro-

electronics R&D lab. Septentrio's headquarters are located in Leuven, close to Brussels, capital of Belgium and of the European Union.

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

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



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## SESVANDERHAVE



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

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

For the international commercial operations, SESVanderHave has set up several local branches in Western-Europe, Central-Europe and North-America. Where we don't have a commercial office, we work with local

agents. This helps us to keep a close eye on market developments and expectations. Currently SESVanderHave seeds are being exported to more than 50 countries all over the world.

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

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



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COMMERCIAL DIRECTOR



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## SOGEM

Founded in 1987, Sogem created the concept of staircases in kit « do it yourself » and belongs to the top European distributors and manufacturers of staircases in kit.

25 years later, our turnover reached nearly 7.5 million Euros, 47% being made for export. From our warehouse of Montignies sur Sambre, we deliver to several countries in Europe: Belgium, France, Netherlands, Spain, Portugal, Germany, Switzerland, Italy...

The distribution of our products is made exclusively by retailers specialised in wood, DIY stores, entrepreneurs.



Roxana MARGINEAN  
ASSISTANT MANAGER  
RESEARCH DEPARTMENT



Costin VASILOIU  
DIRECTOR SOGEM  
PRODUCTION

Our catalogue includes 52 models of stairs: traditional, contemporary, space saver, spirals, miller and loft ladder range, a large choice of fir, beech, oak, Valchromat, well as aluminum and metal.

In finishing Sogem offers decorative natural oils.

Since 2009, Sogem Production Romania ensures the manufacture of our staircases in kit and customised.

We invite you to discover our models on our website [www.sogem-sa.com](http://www.sogem-sa.com)

Sogem is looking for partners to distribute their products on the Turkish market.



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## SOLECO



Soleco is specialised in the development, engineering and installation of solar energy projects in different markets. Founded in 2008, with its headquarters in Belgium, the company became one of the most important parties that is active in the Belgian solar business. Soleco installs projects in the private, industrial and agricultural market and has a strict quality process for every installation. The past years we transformed into a total renewable energy provider with solutions to produce electricity and heat through several technologies.

Thereby the companies distributes own solar panels, which are produced in China with European know-how and benefit from the highest quality standards. The busi-

ness unit called Soleco Technics is specialised in energy management, maintenance and industrial automatisa-tion. Soleco is besides in Belgium active in the Nether-lands, Luxemburg, Spain, Croatia, Ukraine and Moroc-co. The company has a turnover of 30 million Euros and 150 employees. For more information [www.soleco.be](http://www.soleco.be)



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# SOLOYA

We are a company specialised in the import and installation of photovoltaic systems.

Our goal is to produce renewable energy with the highest quality panels.

We have become a major player in the Belgian market. The customer concomitant with quality and accuracy are our major assets.

As a young and dynamic company, we look forward to new challenges in several other countries worldwide.

In addition, we are also active in the field of thermal solar, heat pumps and air conditioners.

Our perspectives are, to spread to other potential countries in order to use our knowledge and experience to implement major renewable energy projects.

Why customers choose for Soloya is very simple, we work in a very professional manner:

- » personal approach
- » expertise and experience
- » maximum performance
- » fast service
- » proper after sales service

Soloya will guaranteed continue to grow and look for new innovations.



**Kazim YASAR**  
GENERAL MANAGER



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## SOLVAY



SOLVAY is an international chemical Group committed to sustainable development with a clear focus on innovation and operational excellence. Its recent acquisition of specialty chemicals company Rhodia created a much larger player, which is realising over 90% of its sales in markets where it is among the top 3 global leaders.

Solvay offers a broad range of products that contribute to improving the quality of life and the performance of its customers in markets such as consumer goods, construction, automotive, energy, water and environment, and electronics.

The Group is headquartered in Brussels, employs about 29,000 people in 55 countries and generated EUR 12.7 billion in net sales in 2011 (pro forma). Solvay SA (SOLB.BE) is listed on NYSE Euronext in Brussels and Paris (Bloomberg: SOLB.BB - Reuters: SOLBt.BR).



**Alexis BROUHNS**  
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## SOPRA BANKING SOFTWARE

Sopra Banking Software is an international banking software provider. It delivers a global banking offer built upon the wide range of software solutions from Sopra Group, Callataÿ & Wouters and Delta informatique, all of which enjoy a solid and positive market recognition. Through its products and services, the company solves IT and business challenges faced by the banking sector. With the support of Sopra Group (14,000 people), its wide range of solutions, and its 1,500 experts, Sopra Banking Software already serves more than 700 customers in over 70 countries.



**Tammo VAN LEEUWEN**  
MANAGER MARKET  
DEVELOPMENT

**Sopra**  
banking software ■

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## SOUDAL



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

Soudal offers innovative products, providing solutions to most bonding, sealing, waterproofing and jointing applications. Our products are used in three market segments: construction, industry and DIY hardware. The product range includes Silicones, Polyurethanes, Hybrid Polymers, PU Foams, Acrylics, technical aerosols, flooring adhesives, etc.

Soudal's head office and the two main production plants are based in Turnhout, Belgium. In addition Soudal has factories in Germany, Poland, Turkey, China, India, Chile and the United States.

It is our belief that it is necessary to be as close to our markets as possible. Soudal operates more than 30 international sales offices with local staff and warehouses in most European countries as well as in Singapore, the USA, South Africa, China, India, Brazil, Mexico, Chile, Peru and Colombia and works closely with national distributors in a large number of other countries.



**Bart LAMBRECHTS**  
EXPORT DIRECTOR



**Erhan ISIK**  
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## SOVITEC BELGIUM

Sovitec develops and promotes solutions by integrating high quality glass micro beads in various systems to provide superior product performance. Sovitec preserves the environment by using mainly recycled glass.

For more than 50 years Sovitec, European leader in glass beads, has been producing glass micro beads designed for horizontal road markings, impact treatment of surfaces, reinforcement of synthetic resins, renovation of stone-clad facades, fight against fire and numerous specific applications.

Sovitec's glass micro beads, with a diameter of between a few microns and several millimeters, are manufac-

tured in modern factories (based in Argentina, Belgium, France, Germany and Spain) equipped with the most sophisticated production and quality-control facilities.

Always at the forefront of technology, Sovitec has an active commitment towards sustainable development and continuous research for innovation so we can respond swiftly to the needs of glass beads users. Sovitec has assigned experts in each field and has strengthened its innovation policy by redefining its Innovation Center.



**Benoît TAS**  
CHIEF EXECUTIVE OFFICER



**Frédéric JUPRELLE**  
BUSINESS UNIT MANAGER

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## SPEAKUP



SpeakUp is a licensed national operator for Voice Over Internet Protocol (VOIP) in Belgium, the Netherlands and recently in the United Kingdom. We offer VOIP service to Small and Medium Enterprises. That includes telephone numbers (DID's), Hosted PBX services, Voice2Mail, Fax2Mail.

Additional to be a national operator, SpeakUp is one of the largest open standard developers of PROXY exchange servers and IP Hosted PBX technology in Europe. Because of cooperation with major suppliers of unified telecommunications and PBX suppliers is a must, SpeakUp has licensed its products (Trunk) to the major traditional PBX suppliers like Siemens, Panasonic, SWYX and others. SpeakUp is a certified Microsoft LYNC trunk as well.

What makes SpeakUp special between our competitors, is that we adapt our product and service upon market needs. We are one of the leading companies in Europe in implementing fix to mobile convergence (FTM) on IP hosted PBX level and deploying it in the EU market. FTM services are already deployed in the Netherlands and serving thousands of clients. SpeakUp therefore is ready to enter other markets and to be a global player in the VOIP sector.



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## SRK INVEST

SRK INVEST is a family business. Our strong experience in the sector, together with the perfect knowledge of the Real Estate market in Brussels, the large Brussels area and the other main cities of Belgium, enables us to fit your needs with a tailor-made solution for any type of real estate transaction you are planning, be it sell, buy, let or rent.

In order to give you maximum satisfaction and meet at best your requirements, SRK INVEST will offer you an overall service through our efficient cooperation with all professionals in the sector, like colleagues, 'notaires', i.e. estate lawyers, architects, property developers, insurance brokers... This enables you as our client to avoid unnecessary worries, we address all issues.

We are fluent French-Turkish and strive at meeting all your requirements and commit ourselves to giving a permanent follow up and support up to the final signature.

We aim at a long term trustful relation.

We will advise you at best to either sell or buy.

Contact us and we will listen to you, advise you safely, in a professional way.



**Emel SARIKAYA**  
ASSOCIATE



**Aysel SARIKAYA**  
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## STAR-APIC



STAR-APIC is the leading European provider of software and solutions in the field of geographic information systems (GIS) dedicated to land and infrastructures management. STAR-APIC has particular expertise in the following areas:

- » Land management (local authorities, forestry and agriculture, port authorities...).
- » Network management (water, sewerage, electricity, gas, pipelines...).
- » Building and infrastructure management, telecoms and data centres.



**Hans BREEMERSCH**  
INTERNATIONAL SALES  
DIRECTOR

Our product ranges are based on Elyx, the GIS platform designed and developed by STAR-APIC. Elyx offers GIS functionality in a service-oriented architecture.

- » Data can be shared, queried and managed via web, office and mobile platforms.
- » Data can be integrated, stored and distributed from a robust and interoperable 2D or 3D database.

Elyx also allows the publication of geospatial data, meta-data and functional services in accordance with recognised industry standards (OGC, ISO, and W3C). Elyx and its business solutions can help simplify implementation of the INSPIRE directive.

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## TEIN TECHNOLOGY

Tein Technology is a Belgian company, founded in 1913, which is active in the BeNeLux and employs 100 people – mostly skilled engineers – with offices in Brussels and Amsterdam. Tein Technology combines a variety of technologies and offers voice and video solutions, tailor-made for command & control rooms in maritime environments, banking, traffic control or large industries.

City surveillance: camera/network/video analytics/video management software (References: city of Brussels, several police departments in Belgian and Dutch cities).

Maritime business: integrated radio platform, AIS, integration video-radar-AIS. (References: port of Antwerp, port of Zeebrugge, port of Ghent, port of Ostend, remote

control of bridges and locks on the two biggest canals in Belgium, AIS and RIS for Belgian and Dutch authorities).

Video based traffic management: number plate recognition, traject control, traffic analysis, etc. (References: traffic centre of Flemish government, traffic centre of Brussels government, number plate recognition on Flemish highways).

Public transport (bus, rail, metro), integrated voice and video platforms (References: national dispatch centres of the Belgian railways).

Financial industry: integrated voice communication and voice logging systems for dealing rooms (References: BNP Paribas Fortis, ING, Rabo, ABN Amro, Electravel, Essent).



Jean Pierre  
SCHAEKEN  
WILLEMAERS  
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TELETASK  
trendsetter in domotics

## TELETASK

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

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

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



Johan  
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## THE EID COMPANY

The EID Company is a Belgian company offering high-technology solutions applied on transactions using electronic identity. The company was founded in 2007 by Olivier Liban, Yüksel Balci and Hugues Dorchy. The team was previously in charge of the Belgian National Identity card project (10 million crypto smartcards). The three Founders boast more than 30 years of experience in the fields of IT, Telecom, Security infrastructures (electronic certificates), authentication solutions and electronic signatures. The team has a solid experience in designing and deploying large scale solutions as trusted services.

The company is permanently active to maintain its innovating leadership and its leading knowledge in the

fields of authentication, signature and cryptography which form the basic building blocks of any serious and secured dematerialised electronic voting solution. We have a vision of a ballot on every desktop. Our product Elegio is a solution so easy to use, so convenient to deploy, providing such efficiency on costs and processes optimisation that we have an ambition to make it a true commodity. Thanks to Elegio, we are proud to push forward E-Democracy and E-Participation in people's everyday lives, wherever, whenever for any election type.



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## TNT AIRWAYS



TNT Express is one of the world's largest express delivery companies. On a daily basis, TNT Express delivers about 1 million consignments ranging from documents and parcels to palletised freight. The company operates road and air networks in Europe, the Middle East and Africa, Asia-Pacific and the Americas.

Established in 1999, TNT Airways is a Belgian airline with main base at Liege airport, Belgium. The airline operates a schedule air network connecting Liege to about 73 destinations throughout Europe and the world on a daily basis.

Its core activity allows the company to offer its fleet resources and services to third parties such as ACMI

contract to airline, scheduled and unscheduled air cargo services, including handling services.

TNT Airways has a fleet of B747, B777, B737, BAe146 and B757 which forms an ideal mix of large, medium and small aircrafts to meet all requirements of TNT customers.



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# TRACTEBEL ENGINEERING

Tractebel Engineering is a leading international engineering company, specialising 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 customers' 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.

Some 3,300 staff, comprising mainly high-qualified engineers, form a considerable source of expertise in areas as varied as thermal power generation (gas fired, coal fired, cogeneration, repowering, desalination), renewable energy (biomass, wind, solar, geothermal), hydroelectric power, transmission and distribution (power system consulting, T&D infrastructure, T&D operations), carbon capture and storage, gas exploration and production, LNG, gas treatment, transmission, storage and distribution.

Tractebel Engineering has built an excellent reputation for its engineering and consultancy services in the power and gas sectors in Turkey thanks to the important number of projects performed in the country for more than 30 years.



**Georges CORNET**  
CEO



**Patrick WILMART**  
DEPUTY GENERAL MANAGER -  
COMMERCIAL DIRECTOR



**Thierry CARDINAEL**  
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## UCB PHARMA



UCB, Brussels, Belgium ([www.ucb.com](http://www.ucb.com)) is a global bi-pharmaceutical company focused on the discovery and development of innovative medicines and solutions to transform the lives of people living with severe diseases of the immune system or of the central nervous system. With more than 8 500 people in about 40 countries, the company generated revenue of EUR 3.2 billion in 2011. UCB is listed on Euronext Brussels (symbol: UCB).



**Didier MALHERBE**  
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# ULTIMOO

Ultimoo Group is a chain of successful companies that provide full support for a broad range of credit management activities. The holding company is based in the Netherlands and also runs fully operational subsidiaries in Belgium and in Turkey.

Ultimoo provides high performance collection services for all delinquent and pre-legal receivables. From our different platforms we provide fast, reliable and effective collection solutions to medium and large companies anywhere in the world, whilst always ensuring a customer-friendly approach.



Jean Pierre  
**RAEMAËKERS**  
DIRECTOR

Ultimoo has more than 25 years of international credit management and collections experience, state-of-the-art collection systems and proven collection methodologies.

Ultimoo operates on a No Cure / No Fee model and works according to the highest international standards of performance, quality and business ethics.

Ultimoo provides maximum transparency through 24/7 access to the status of your files and online customer reporting.

Ultimoo is the specialist in high performance collections!



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## UNITEQ



UNITEQ is a fast growing company, specialised in fire-fighting agents for fire-extinguishers. The company manufactures and distributes liquid fire-fighting agents for the following categories of fires: A (Solid fire), B (Liquid Fire), and F (Fat Fire).

All UNITEQ's products have been formulated to comply with the latest European requirements in fire-extinguishing foams as well as with the latest criteria of the "Milieu-keur" environmental label.

The UNITEQ products have passed a wide range of various tests to ensure quality and security of the products. UNITEQ's products have been approved at the highest level in various countries (MPA in Germany, CNPP in France, APRAGAZ in Belgium...).

UNITEQ proposes a range of products which comply with the new regulations:

- a) ASX – A-class concentrate for water-based fire-extinguishers.
- c) BSX 233 - B-class concentrate for water-based fire-extinguishers.

For optimal use of the product, UNITEQ helps the customers to choose the good product according to its utilisation. UNITEQ advises and assists the customers in the development of the fire-extinguisher. According to the customers' needs, UNITEQ offers the possibility of specific formulation.

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Jean-Marc  
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MANAGER



# UNIVERSALIS

Universalis is a multi service company, delivering consultancy and business development services.

We focus on infrastructure: public transport, renewable energy and real estate.

A brief selection of what we deliver:

- » International development of Belgian SMEs with innovative and cost saving

solutions in our three sectors.

- » Consulting in public transport: railways, LRT, bus, metro, utilities (including

property and urban redevelopment on transport nodes).

- » Consulting in renewable energy projects: biomass, wind energy.
- » Consulting in professional real estate for end-users.
- » Bid management, preparation of proposals in tender procedures on behalf of

Clients.

- » Sourcing and outsourcing of international experts in the three sectors, management of teams.



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## VAN HEYGHEN RECYCLING



VAN HEYGHEN RECYCLING (VHR) is collecting and processing ferrous waste into raw materials (steel scrap) used by the steel industry worldwide.

VHR is part of the Belgian Group GALLOO, which treats over 1.8 million tons of steel scrap per year, of which about 50% is being exported through its terminal in the Port of Ghent.

Since more than 20 years, Turkish steel industry is the main client for VHR; every month 1 or 2 shipments of 35,000 mtons are shipped to Marmara/Alliaga/Iskenderun area, giving a turnover with Turkey between 150 and 250 million USD/ year.

Group GALLOO is the leader of steel scrap recycling in Belgium and the North of France, and reaches the highest standards in recovery/recycling rates in Western Europe.



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# VAN RIEL

Van Riel NV is a fifth generation, family owned enterprise, founded back in 1870. Originally involved in the sorting and pulling of rags, Van Riel NV has now evolved into a modern and eco efficient fiber processing plant.

Van Riel NV is a textile refining company and offers a wide variety of treatments such as bleaching and depigmenting of all kinds of natural luxury fibers like cashmere and camel that gives a lighter shade than it was originally, flock dying on wool and synthetics, fiber recycling, dedusting, blending and baling and of course the process which we would like to highlight during the trade mission to Turkey, namely Feltstop. This is a shrink resist process on wool and natural fibers, quality con-

trolled and guaranteed by the Woolmark label and the Oeko-tex standard 100 certificate. We offer this process on commission only.



**Didier VAN RIEL**  
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## VANHULEN HIGH PRECISION SPRINGS



Vanhulen produces compression springs, extension springs, form springs, torsion springs, double torsion Springs, induction Coils, leaf springs and locking Rings.

Stamping of items in single or combined toolings.

Assembling of mechanical, plastic or electronic parts.

Compression and extension springs made of flat material and twisted wire for various purposes.

Key markets: automotive, defence, hunting, aeronautic, industrial lighting and electro technic.

Quality system certified: ISO9011-2008, ISO-TS16949:2009 and EN9100.

References: FN Group-Rheinmetall-Chemring-Safran-Schneider Electric-Sig Sauer-Legrand-GE-Thyssen Krupp-Philips-Blaser-Mausier.



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# VASCO Data Security

VASCO is a leading supplier of strong authentication and e-signature solutions and services specializing in Internet security applications and transactions. VASCO has positioned itself as a global software company for Internet security serving a customer base of approximately 10,000 companies in more than 100 countries, including approximately 1,700 international financial institutions. VASCO's prime markets are the financial sector, enterprise security, e-commerce and e-government.

## History Turkey:

Today, by many Turkey is called the nearest BRIC country. VASCO had already seen the potential of this country and has invested early on in local sales people, local events and technology for the Turkish market.



**Jan VALCKE**  
MANAGING DIRECTOR

Turkey is one of the perfect examples of VASCO's sales strategy. VASCO started with targeting the big banks, and was able to acquire GARANTİbank Turkey as a client. Soon, other banks followed. The second step in the strategy was hiring a local sales person who expanded VASCO's presence in the banking world and in a third phase started to acquire clients in other markets. Turkey is a strategically important market for VASCO with a lot of potential.

## FACTS AND FIGURES

Distributors: 2

Resellers: 27

Enterprise customers: 37

Banking customers: 20

Public references: Asya Bank, Garanti Bank



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## VATIS



Development and maintenance engineers want to combat wear in their bulk handling equipment.

The surfaces of the bulk handling equipment can show different problems, such as: erosion, corrosion, chemical attack, adhesion...

In order to avoid production stops and poor quality, the surfaces should be protected against those phenomena.

VATIS proposes since 30 years adapted solutions to these specific surface problems.



**Arnold VAN ACKER**  
DIRECTOR

Heavy bulk products can cause wear combined with impact: hard-faced chromium carbide plates proved since several years to be the best solution.

Fine particles cause erosive wear: sintered ceramics KERAVAL parts are without any doubt the best solution.

Anti-sticking linings to enhance material flow: a new generation of UHMW-PE high quality plastic sheets combine low coefficient of friction with high wear resistance.

Application: to line silos and bunkers in order to avoid problems with bridging, segregation, rat holing. The low coefficient of friction enhances the sliding of the bulk solids along the silo walls.

Those linings prevent downtime due to caking, arching, bridging, freezing, funnelling, channelling and corrosion.

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# VELDEMAN STRUCTURE SOLUTIONS

Since more than 40 years Veldeman Structure Solutions develops, manufactures and sells temporary structures or tents in more than 40 countries.

Veldeman offers solutions for the most diverse purposes: company and private festivities, open days, sports and cultural events, trade fairs, exhibitions, industrial applications, storage space, sports gymnasiums and even military applications.

Thanks to its technology and flexibility, Veldeman Structure Solutions now belongs to one of the top 5 in the world concerning development (Veldeman has a high-tech research and development department), production

(with in-house fabric manufacturing and metal departments) and selling (with a worldwide network of distributors and agents) high-quality structures.

Furthermore, Veldeman has its own assembly teams who install the structures worldwide.



**Andy MOORS**  
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## WATER CONNECTIONS



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### Pro-Aqua - The real cleaning solution

The principle of the separator technology is simple, yet ingenious.

The combination of separator and water does not give a chance to the vacuumed dust and dirt.

Dust is captured, and actually eliminated.

With this, a filtering effect of 99,996 % is achieved.

This was confirmed by the Arguk Environmental Laboratory.



**Daniel COENRAETS**  
GENERAL MANAGER



**Nicolas COENRAETS**  
SALES MANAGER

### Genese - A rural Solution

For households, schools, clinics, and hospitals located either in urban or rural zones. Farms in general, poultry farm, cattle ranches... The water purifier Genese purifies water killing bacteria's.

It is an easy procedure. Genese eliminates the formation of micro-organism causing illnesses such as: cholera, amebiasis, typhoid, salmonellosis, dysentery among, etc.

No odor, no color, and no savor present in treated water, no need of chemicals, no electricity or installation required.



# WATERLEAU

Waterleau: Protecting the Four Elements of Nature – One stop shop for environmental technologies. Waterleau is one of the few global players with a complete portfolio of water, air and waste treatment technologies including energy recovery applications. The company employs more than 350 specialists all over the world. Its headquarters are located in Leuven, near Brussels, the capital of Europe. It has developed an extensive network of local companies and offices in the world: Istanbul, Paris, Cairo, Hong Kong, Macau, Beijing, Mumbai, Sao Paolo and Casablanca. Waterleau has an enviable track record of more than 1000 references for both industry and municipalities. As an EPC contractor, Waterleau offers turn-key solutions and operation & maintenance services for large waste and wastewater treatment

plants. In the MENA region, Waterleau has built wastewater treatment plants in Marrakech, Fez, Bouskoura, Zeghaia, Dakhla, El Melhalla, Abha and 15 plants in the city of Baghdad. Industrial waste water treatment plants have been built all over the region, including Turkey. To develop its regional expansion, Waterleau has opened an office in Istanbul, gateway to Central Asia and the Middle East.

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## XSERVICEPLUS

# X-SERVICE PLUS

X-Service Plus is a young and dynamic company, active in the metal-construction sector that was founded in 2005. The company has professional staff, a fully equipped fleet and workshop.

The organisation has grown into a strong service provider with clients from all corners of the industry. We carry out assignments for domestic and foreign clients in various sectors. X-Service Plus provides quality work for e.g. metal industry, (petro)chemical industry, onshore and offshore applications, storage and port industries, power stations and water treatment plants. X-Service Plus offers a wide range of professional services that are grouped under 4 departments:

- » Mounting (steel constructions, machines, production lines, industrial removals etc.).
- » Industrial maintenance.
- » Firefighting systems.
- » Metal construction works (engineering and producing steel constructions in own workshop).



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# YONTEC

YONTEC 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 the specialist applications. YONTEC is able to offer tailor-made solutions, ranging from local, mono-disciplinary to pan-European, multi-site, multi-disciplinary projects.

YONTEC does a lot of on-site work. We can carry out all the electrical, mechanical work, constructions, prefabrication, overhauls and maintenance. Our skilled people

work according to the highest quality standards in the most diverse sectors. And for urgent interventions, you can contact us at any time of the day, 24/7.



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## ZETES



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

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

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



**Ronny DEPOORTERE**  
SR. VICE PRESIDENT  
ZETES PASS



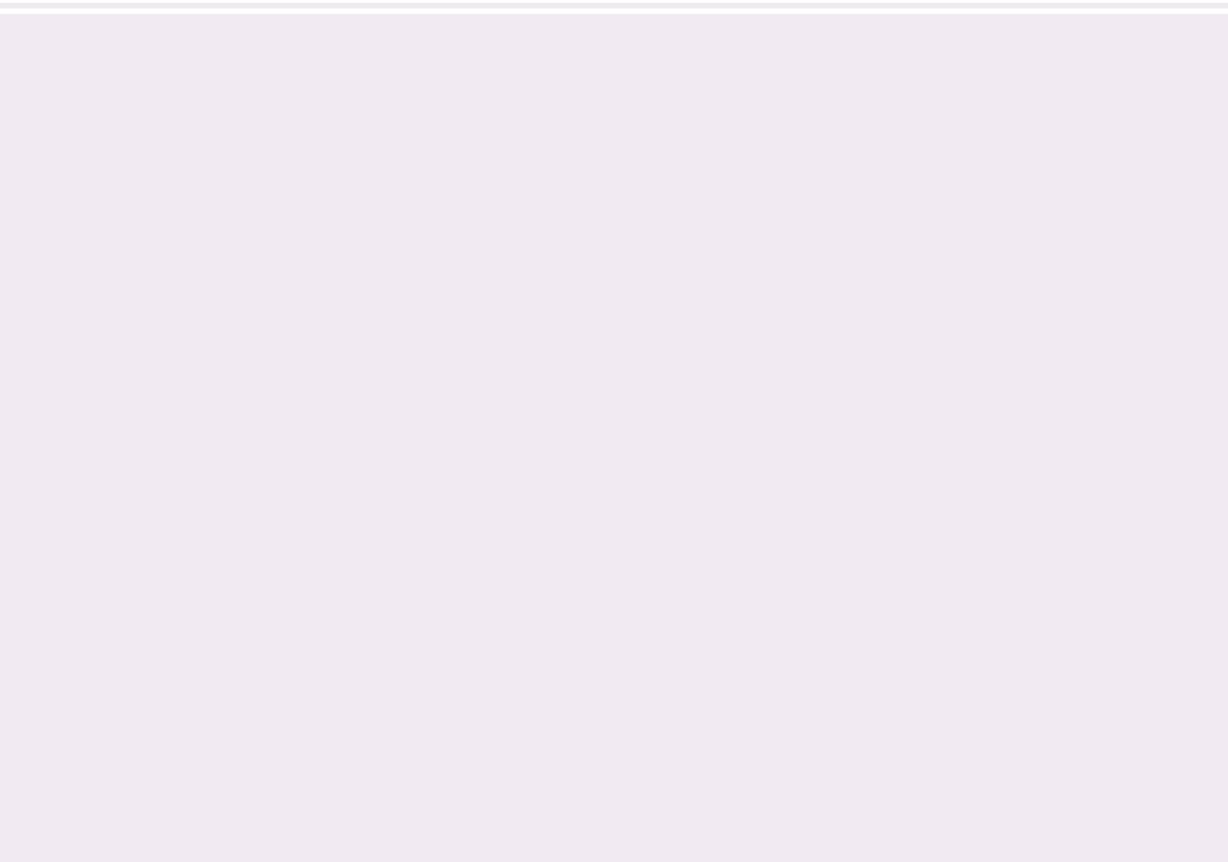
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PUBLIC  
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**Pol DE WITTE**  
AMBASSADOR



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Henri VANTIEGHEM  
CONSUL GENERAL



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HONORARY CONSUL



## HONORARY CONSULATE OF BELGIUM

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Nezih ÖZTÜRE  
HONORARY CONSUL



## BELGIAN FOREIGN TRADE AGENCY

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

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

The Agency's main tasks are to:

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

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

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



**Fabienne L'HOOST**  
DEPUTY DIRECTOR GENERAL



**Nele DEMEULEMEESTER**  
ECONOMIC MISSION  
COORDINATOR



**Nancy WILLEMS**  
EXPERT

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# BRUSSELS INVEST & EXPORT MINISTRY OF THE BRUSSELS-CAPITAL REGION



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

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

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

Concrete initiatives in Brussels and abroad include trade 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.



Jacques EVRARD  
MANAGING DIRECTOR



Emmanuel de BEUGHEM  
HEAD OF DEPARTMENT  
INWARD INVESTMENTS &  
INTERNATIONAL NETWORK

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# FEDERAL PUBLIC SERVICE (FPS) ECONOMY, SMEs, SELF-EMPLOYED & ENERGY

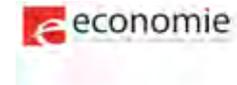
## Directorate-General Economic Potential, Trade Policy

The department participates in the development and management of the following measures of trade policy: Market Access and Non-Tariff Barriers, Rules of Origin, Trade Defense Instruments, Economic Customs Regimes, Preferential Regimes and analysis.

As a national expert in “Rules of Origin”, my activities consist in:

- » monitoring the Belgian Chambers of Commerce in charge of the issuance of the non-preferential origin certificates;

- » participating in the works related to the elaboration, amendments, interpretation and implementation of the different national and EU legislations on origin;
- » contributing to the intensification of trade exchanges between the EU and its partners.



Marc WEGNEZ  
ATTACHÉ

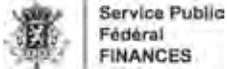
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# FEDERAL PUBLIC SERVICE (FPS) FINANCE

## Fiscal Department for Foreign Investments



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

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

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

This public service works:

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



**Albert WOLFS**  
INTERNATIONAL TAX EXPERT  
HEAD OF THE FISCAL  
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# 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 both at home and abroad.

As an organisation with solid and long-standing experience in foreign relations, the FPS channels its expertise into actions geared towards 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.



**Michel MALHERBE**  
SPOKESMAN



**Gunther SLEEUWAGEN**  
DIRECTOR EASTERN EUROPE,  
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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 relations 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



**Patrick HERMAN**  
HEAD OF BILATERAL  
RELATIONS, TRADE AND  
ECONOMIC DIPLOMACY UNIT



**Laurent BURTON**  
HEAD OF COMMUNICATION



**David MARECHAL**  
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# FEDERAL PUBLIC SERVICE (FPS) - INFORMATION AND COMMUNICATION TECHNOLOGY – FEDICT

Fedict is the Federal Public Service for Information and Communication Technology in Belgium.

Fedict's approach is to focus on three related domains:

The computerisation of the State includes providing services related to the building blocks of e-government, the introduction of e-government applications and services and their integration as part of various administrative processes. Fedict implements projects in collaboration with various public bodies. Active support and information security are the main spearheads of Fedict's mission.

The computerisation of society promotes the use of ICT and the Internet in general and of e-government applications in particular.

The development of Belgium as an ICT region has a dual purpose: to help Belgian ICT businesses to tap into new foreign markets and to make foreign companies interested in investing in Belgium. The principal aim is the development of a Belgian knowledge society. Fedict supports and accelerates this development by developing projects and services based on new technologies and by communicating about these initiatives through different channels.



**Jan DEPREST**  
CHAIRMAN OF THE EXECUTIVE  
COMMITTEE



**Frank LEYMAN**  
MANAGER INTERNATIONAL  
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# FLANDERS INVESTMENT & TRADE (FIT) – GOVERNMENT OF FLANDERS



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

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

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

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

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

Do visit our website and discover our worldwide network.



Claire TILLEKAERTS  
CEO



Barbara TIELEMAN  
AREA MANAGER SOUTHERN  
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Isabel DE BEENHOUWER  
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# FLEMISH GOVERNMENT

## Department of Education and Training

The Flemish Department of Education and Training supports the Minister of Education in policy making and policy evaluation on all levels of Education and Training.



**Magalie SOENEN**  
POLICY OFFICER HIGHER  
EDUCATION

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# GOVERNMENT OF FLANDERS

Cabinet of the Minister-President and Minister for Economy,  
Foreign Policy, Agriculture and Rural Policy



Flanders is the autonomous northern region of Belgium with Brussels as its capital. It is the gateway to Europe.

For many centuries, Flanders has been at the crossroads of European development, with scientists, painters, entrepreneurs and politicians shaping the future of our continent, combining revolutionary techniques with state-of-the-art talent and knowhow.

Today, in the same spirit of combining innovative knowhow with natural talent and craftsmanship, we continue to shape our region within a modern and dynamic Europe.

With the ambitious 'Flanders in Action' plan, the government of Flanders wants to assume by 2020 a leading position among the best performing European regions.

Enhancing the international interaction with emerging as well as mature markets is one of the cornerstones of this 'Flanders in Action' plan.

Via its elaborated network abroad of investment and trade promotion offices, and in strong cooperation with the federal Belgian authorities, the government of Flanders seeks and showcases business opportunities in a great variety of sectors.



**Luc DE SERANNO**  
SPOKESMAN



**Jurian VAN PARYS**  
COUNSELLOR FOREIGN  
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# GOVERNMENT OF THE BRUSSELS-CAPITAL REGION

Cabinet of Minister Benoît Cerexhe

Economy – Employment – Scientific Research – Commerce – Foreign Trade



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

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

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



Alain DEMAEGD  
DEPUTY CHIEF OF STAFF



Kathrine JACOBS  
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# THE FLEMISH PARLIAMENT



Flanders is a member state of the federal state of Belgium.

The Flemish Parliament meets in the Flemish Parliament building located in central Brussels.

Flanders is a parliamentary democracy.

The Flemish Parliament is the basis of Flemish democracy.

The Flemish governmental institutions consist of the Flemish Parliament, the Flemish Government, the Ministry of the Flemish Community and the Flemish public institutions. This governmental apparatus is a recent creation, dating back to 1980. The Flemish Parliament constitutes the legislative power in the Flemish state. It approves decrees, which then become Flemish law.



**Patricia CEYSENS**

MEMBER OF THE FLEMISH PARLIAMENT,  
CHAIRPERSON OF THE FLEMISH PARLIAMENT COMMITTEE ON ECONOMICS, SCIENCE, INNOVATION AND EMPLOYMENT,  
VICE-PRESIDENT "OPEN VLD" (FLEMISH LIBERAL PARTY)  
FORMER MINISTER OF ECONOMY OF THE FLEMISH GOVERNMENT

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

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

As a foreign trade agency, AWEX carries out a mission focused on promoting and informing the public of the many benefits of both Wallonia and its foreign business community. AWEX assists buyers, decision-makers, importers and foreign prospects by providing information on Wallonia's export potential. As an export partner for Wallonia-based companies, AWEX offers a wide range of

export-oriented services and activities (market surveys, organisation of trade missions, trade show pavilions, export incentives, etc.).

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



**Philippe SUINEN**  
CEO



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

## TRADE COMMISSIONERS IN ISTANBUL:

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**Sabih AKAY**  
ECONOMIC AND COMMERCIAL  
ATTACHÉ



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Raphaël PAUWELS  
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**Frank MURARI**  
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## WWW.BELGIANECONOMICMISSION.BE

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

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

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



**Rose DONCK**  
PRESS OFFICER AND  
WEBMASTER

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# CARLSON WAGONLIT TRAVEL - CWT MEETINGS & EVENTS



Logistical organisation of the mission provided by:

Carlson Wagonlit Travel (CWT) is the Belgian and global leader in travel retailing and management. CWT is present in all segments of the travel industry (business travel, leisure travel, meeting and 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 sav-

ings, service and security, and provides best-in-class service and assistance to travellers.

CWT is the first Belgian independent network of Travel Agencies and offers quality products as well as trusted partners.

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



**Catherine BLANC**  
MANAGER



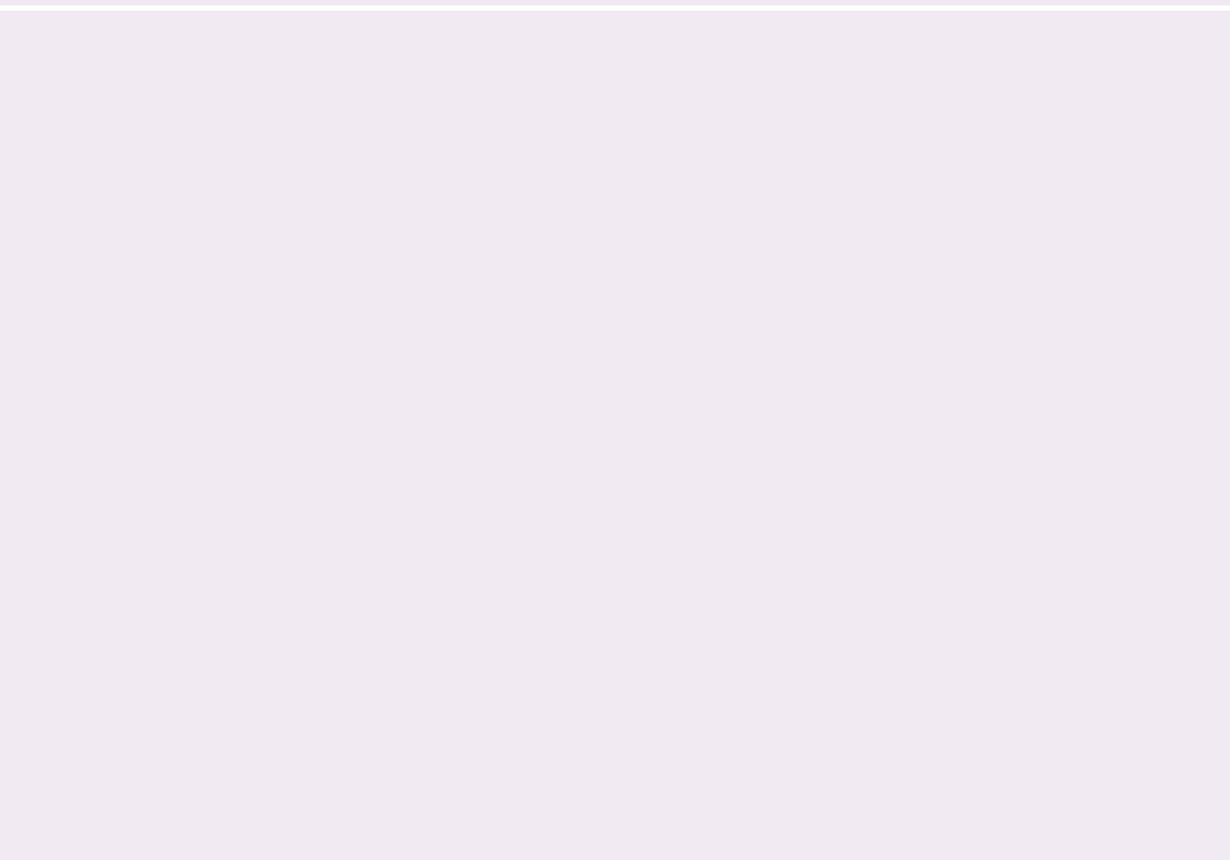
**Ann NOEL**  
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**Sabrina GRUMIAUX**  
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# HOTELS OF THE MISSION





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ECONOMIC  
PROFILE OF  
BELGIUM,  
THE HEART OF  
EUROPE



# ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE

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

Belgium has an estimated population of 10.6 million inhabitants (2011) and is one of the most densely populated countries in Europe. Brussels is the 'Capital of Europe': it hosts the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organisations, such as NATO, are also located in Brussels. That is how Brussels ranks as the world's number two city (after Washington, D.C.) in terms of the number of accredited journalists, and fourth in terms of the number of international meetings and seminars held.

With a surface of 30,500 km<sup>2</sup>, Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant player in the world economy. GDP (Gross Domestic Product) reached € 354.6 billion in 2010 and € 368.7 billion in 2011. In line with the world evolution, Belgium's growth rate was negative in 2009 (-2.7%). In 2010, the Belgian economy recovered and a growth rate of 2.2% was recorded. GDP kept rising in 2011, albeit at a slightly slower pace than the year before (+2.0%).

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

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

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

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



# TRADE RELATIONS WITH TURKEY

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 TURKEY	2009	12 months	€ 2,960.1 million
	2010	12 months	€ 4,158.1 million
	2011	12 months	€ 4,702.2 million
	2012	3 months	€ 1,100.3 million

BELGIAN IMPORTS FROM TURKEY	2009	12 months	€ 2,102.7 million
	2010	12 months	€ 2,721.9 million
	2011	12 months	€ 3,100.1 million
	2012	3 months	€ 808.7 million









BRUSSELS-CAPITAL REGION

