

BELGIAN INNOVATIVE FOOD SOLUTIONS

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Date of Publication: **October 2015**

Printed on FSC-labelled paper

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

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PRESENTATION OF THE SECTOR

SECTION 1

THE FOOD INDUSTRY, LEADING MAINSTAY OF THE BELGIAN ECONOMY

Belgium boasts an exceptionally rich culinary heritage. The country's gastronomy ranks among the most diverse and most highly rated in Europe. The love of good food is an integral part of its national culture. Being gourmets and gourmands in equal measure, Belgians love spending time behind the cooking stove and sitting down to a copiously laden table in good company.

So it hardly comes as a surprise to find that this fondness of all things "cuisine" is also reflected in the country's food industry. In addition to favourites such as beer, fries and chocolate as jewels in the Belgian culinary crown that need no further introduction, Belgium takes pride in the many successful businesses in a wide range of other subsectors.

KEY FIGURES

The food sector holds pride of place in the Belgian economy, as illustrated by the key figures below, derived from the 2014 economy report from the Belgian food industry association FEVIA.

- **Employment** in the sector represented 73,219 FTE in 2014. Adding in spin-off jobs, this makes for a total of 186,707 FTE. The sector is the country's leading industrial employer, representing 17.7 % of all jobs in industry. Moreover, the food industry managed to affirm its 2013 employment level (up by +0.1 %), a marked contrast with the heavy losses seen in other manufacturing sectors.
- The number of **businesses** on the other hand has declined. Associated with the fact that employment levels are maintained, this fact is explained by a rise in the average size of the companies. For all that, the food industry very much remains an SME sector at heart: 85 % of businesses in the food sector have fewer than 20 employees, which holds true for all sectors combined.
- In 2014, the sector's **turnover** stood at 48 billion EUR, i.e. a very slight -0.4 % drop. The industry is under pressure due to the fall in the production prices further to the decline of the cost of raw materials. At constant prices however, turnover went up by 0.3 %.
- Further to a net fall in 2013, **investments** bounced back significantly in 2014, reaching a record 1.3 billion EUR, or 21.4 % of all investments made by the Belgian manufacturing industry as a whole. The sector invested 2.71 % of its turnover, i.e. an investment intensity ratio that is well above the average ratio of industrial companies.

The data relating to **foreign trade** and **innovation** are explored in greater detail in sections 2 and 3 respectively.

CHART 1: KEY FIGURES 2014

	JOB	BUSINESSES	TURNOVER	INVESTMENTS	ADDED VALUE (2013)	EXPORTS	TRADE BALANCE
FOOD INDUSTRY	73,219 FTE	4,532	48 bn EUR	1.3 bn EUR	7.4 bn EUR	22.9 bn EUR	3.9 bn EUR
ANNUAL GROWTH RATE	+0.1 %	-2.3 %	-0.4 %	+11.9 %	+1.6 %	+2.1 %	+11.8 %
SHARE OF THE FOOD INDUSTRY	17.7 %	27.9 %	17.2 %	21.4 %	14.6 %	9.3 % (*)	

(*) Share in total export of products (NC codes 1-99)

Sources: FEVIA, DGSIE, NBB, NSSO, Eurostat (2015)

STRONG SUITS

"These excellent results of the food industry were obtained thanks to the widely recognised quality of its production output, the diversity of the product ranges on offer and the unrelenting efforts brought to bear by the industry in the area of innovation", FEVIA Chairman Bernard Deryckere explains (in Belgian business newspaper L'Echo, 24 April 2015). The sector's main strengths revolve around the three prime considerations set out below:

Quality

Food chain safety and quality is deeply embedded in the practices of Belgian food companies. The system is based on compulsory inspections of applicable European standards in the area of hygiene. As such, Belgium enjoys global renown for the impeccable quality and safety of its foodstuffs, seen at every stage of the production process, from farm to fork.

Diversity

Belgium is a small country at the crossroads of various culinary traditions. Inspired by consumers who are epicureans as well as demanding, the range of food products available on the market is typified by impressive variety. The country's worldwide reputation was initially carved out around 1,500 breweries and 320 chocolatiers. Thanks to its competitive and highly dynamic businesses, today the Belgian food industry abounds with products in every category imaginable (dairy products, meat, fruit, vegetable and cereal preparations, confectionery, etc.).

Innovation

Belgian products are first and foremost recognised and rated for their artisanal character steeped in tradition. However, it is also worth highlighting the R&D efforts and the science and technology that drive the sector. Belgian businesses are seen to keenly focus on innovation and widely embrace state-of-the technologies.

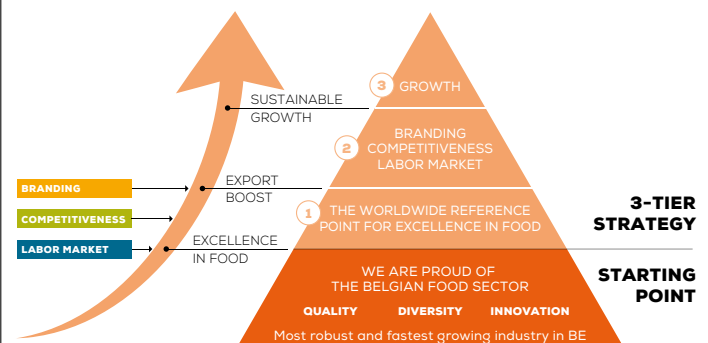
Various food multinationals are pouring substantial sums into research and development projects. Belgium also supports innovation in SMEs through two regional clusters, Flanders' Food and Wagralim.

This sense of innovation is not only seen in the finished products, but also plays a key role right across the production chain. Belgium stands proud from its neighbouring countries thanks to the innovative solutions it delivers in a string of different fields which this brochure has bracketed into 3 main categories: ingredients, production equipment and conservation techniques (see page 27).

FOOD.BE

The "Food.be" concept was created in 2012 at the instigation of FEVIA. The brand was officially launched by HRH Prince Philippe (now King) in Los Angeles in June 2013 on the Belgian economic mission headed up by the Prince to the United States.

Since then, the federal and regional authorities have been supporting Food.be on a global scale as a brand name for Belgian quality food. Belgian embassies and economic attachés in every corner of the globe have been provided with a series of promotional tools.



The ambition of the Food.be is to introduce people to the excellence of Belgian food products. Adopting the slogan "Small country. Great food", the concept highlights the strengths of Belgian food: quality, diversity and innovation.

The Expo Milano 2015 World Exhibition, dedicated to the global food challenge under the header "Feeding the Planet, Energy for Life", served as the perfect platform to propel the "Belgian food" brand into the international limelight, thanks to Food.be - Small country. Great food.



SECTION 2

EXPORTS - DRIVER OF GROWTH

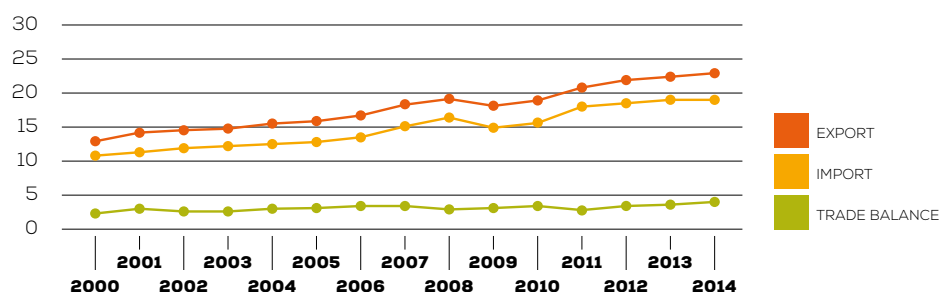
The Belgian food sector proved much more impervious to the economic crisis, compared against the other sectors of trade and industry. The growth rate of the industry's exports may have lost momentum (2.1 % in 2014), but remains well above the performance of total Belgian exports (1.2 % in 2014).

In 2014, Belgian food and beverage exports stood at an estimated 22.9 billion EUR according to the national concept, representing 9.3 % of all Belgian commodity exports. Exports represent half of the food industry's total turnover.

Imports represented 19.0 billion EUR, resulting in a record positive trade balance of 3.9 billion EUR, up by 11.8 % compared against 2013. In addition, the trade balance has been rising continuously since 2011.

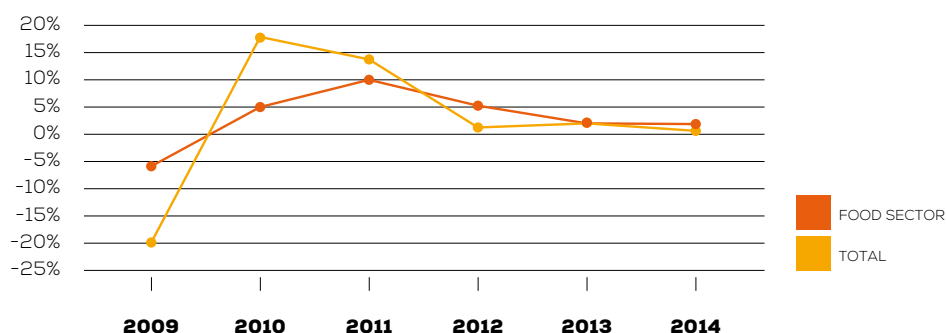
The community concept factors in the transits and the international distribution centres, whose added value is generally weaker. This concept has the benefit of providing a similar basis for comparison for all EU Member States.

FIGURE 1: EVOLUTION OF THE FOREIGN TRADE OF THE FOOD SECTOR (IN BILLION EUR)



Sources: FEVIA/NBB-INA (national concept),
NC codes 02, 03, 04, 07, 09, 10, 11.15 to 22 (2015)

FIGURE 2: EXPORT GROWTH



Sources: FEVIA /NBB-INA (national concept),
NC codes 02, 03, 04, 07, 09, 10, 11.15 to 22 (2015)

“Apart from product exports, the export of Belgian know-how and the foreign development of businesses established in Belgium need a boost.”

CHART 2: SHARE OF THE FOOD INDUSTRY IN BELGIAN FOREIGN TRADE IN 2014

	NATIONAL CONCEPT			COMMUNITY CONCEPT		
	FOOD SECTOR (BN EUR)	TOTAL ECONOMY (BN EUR)	SHARE OF THE FOOD SECTOR	FOOD SECTOR (BN EUR)	TOTAL ECONOMY (BN EUR)	SHARE OF THE FOOD SECTOR
EXPORT	22.9	246.3	9.3 %	27.5	356.2	7.7 %
IMPORT	19.0	251.7	7.5 %	23.0	340.8	6.7 %
TRADE BALANCE	3.9	-5.4		4.5	15.4	29.2 %

Sources: Belgian Foreign Trade Agency/NBB (2015)

According to this concept, Belgian food exports were worth 27.5 billion EUR and imports 23.0 billion EUR, which makes for a 4.5 billion trade balance surplus. By way of comparison, the total Belgian trade balance surplus for 2014 stood at 15.4 billion, to which the food industry contributed for 29.2 %, which is substantial.

FEVIA's aim is to step up the turnover of the Belgian food sector by 6 billion EUR between 2011 and 2015, of which 5 billion EUR is to derive from export growth. In addition, the industry association is eager for the sector to continue to deliver a positive contribution to Belgium's trade balance.

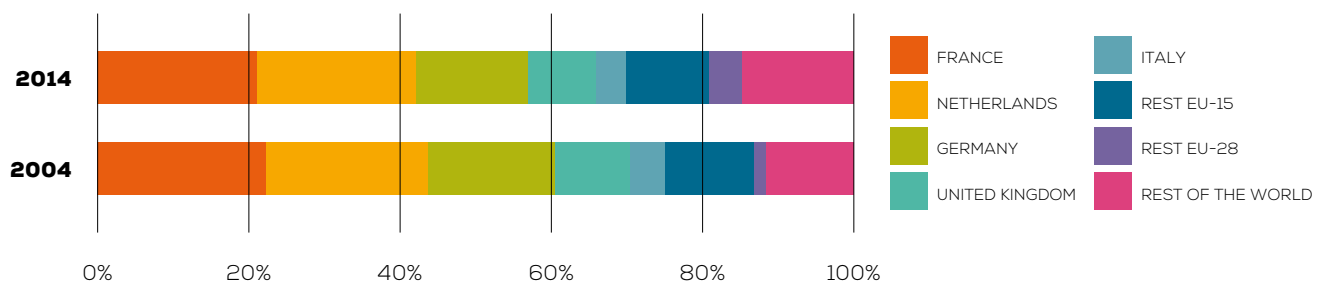
ACCORDING TO COUNTRY

Belgian food exports continued to be largely aimed at the European Union, with Belgium's immediate neighbouring countries as the focal points. France, the Netherlands and Germany are its top three buyers, jointly representing 57.0 % of its exports. The European Union as a whole buys 85.2 % of the Belgian food products consumed outside of Belgium.

In the meantime, overseas exports are on the rise. In 2014, this stood at 14.8 % of total Belgian food exports, which represents a marked 12.5 % increase compared against 2013.

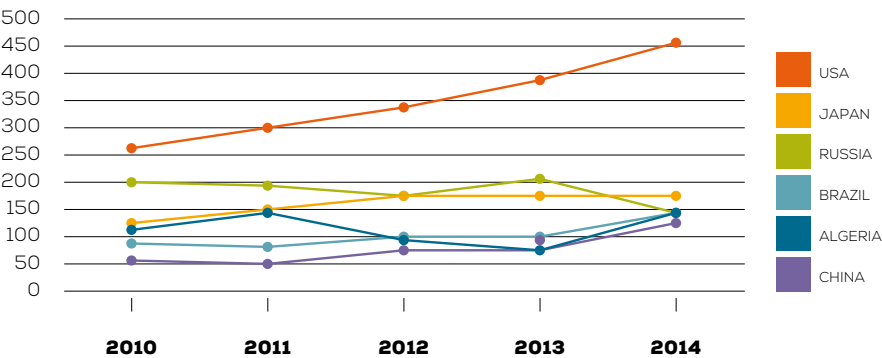
The United States of America are unquestionably its biggest overseas export market. The rude health of the American economy has seen its sales on that market soar by 17.4 %, reaching 458 billion EUR. Exports to Russia on the other hand are losing momentum, showing a 30 % fall compared against 2013 as a result of the recurrent tensions with the European Union, and now lag behind exports to Japan. Next up are Brazil, Algeria and China, three countries where Belgian food industry exports are enjoying impressive growth rates of +31.9 %, +80.4 % and +23.6 % in that order.

FIGURE 3: TERRITORIAL SPREAD OF EXPORTS



Source: FEVIA (2015)

FIGURE 4: OVERSEAS EXPORTS ACCORDING TO COUNTRY (IN MILLION EUR)



Sources: FEVIA (2015)/NBB-INA (national concept)

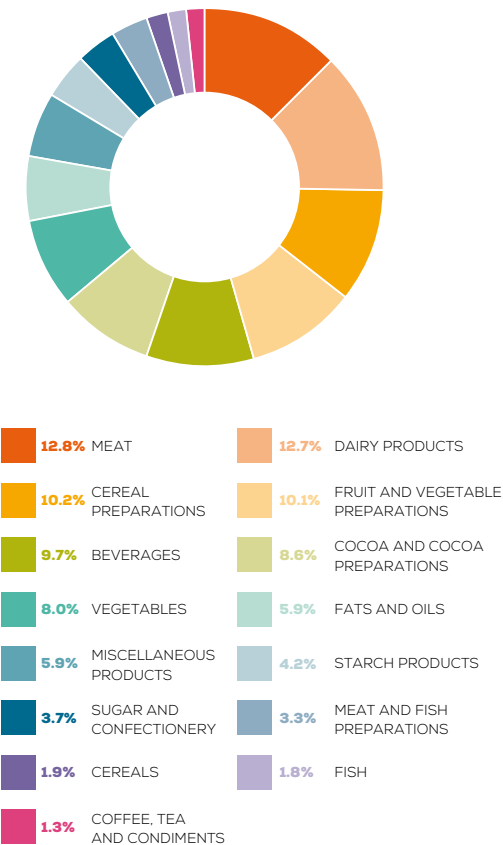
ACCORDING TO PRODUCT GROUP

The main export product of the Belgian food industry is meat. Dairy products, food and vegetable preparations, cereal preparations and beverages are also seen to turn in a strong performance. These five categories jointly represent 55.5 % of total Belgian food industry exports.

Exports vary substantially depending on the geographical destination. Exports to the two highest ranking Belgian customers, France and the Netherlands, are evenly divided across the various product groups. For Germany, meat exports represent the lion's share. For Italy, dairy products are the main ingredients in the product mix whilst exports to the United Kingdom chiefly consist of fruit and vegetable preparations.

The overseas export markets cannot get enough of Belgian traditional export products: chocolate products and beverages, with beer as a particular favorite. Dairy products as well as some less well-known products such as starch products are seen to be doing well too.

FIGURE 5: BREAKDOWN OF EXPORTS ACCORDING TO PRODUCT GROUP



Source: FEVIA (2015)

SECTION 3

INNOVATION AT THE SERVICE OF THE SECTOR

The food industry currently faces many challenges such as the scarcity of resources, the increasingly more exacting and varied demands of consumers, the issue of staff skills and mounting competitive pressure at international level. Innovation is vital to make sure Belgian businesses remain competitive.

“Our economic success in recent years has been directly linked to the investments made in innovating our products, but also in our manufacturing processes.

Thanks to these innovations, consumers have a highly varied range of premier quality products to choose from.”

FEVIA – Sustainability Report 2013-2015

Innovation does not stop at coming up with the design of an original product. As defined in the European community survey on this topic (Community Innovation Survey or CIS), it is also about introducing products (or services), manufacturing processes, organisation methods or marketing techniques that are either new or significantly enhanced.

“By intensively working together on innovation, food companies can improve their competitiveness.”

Erwin Lamot, Manager Flanders' Food

The first two categories (product and process innovations) are usually banded together under the header of “technological innovations”, whereas the latter two are often referred to as ‘non-technological innovations’. In line with current trends, initiatives aimed at driving back the impact of activities on the environment (reducing resource waste, observing certified specifications, promoting biodiversity, local sourcing, etc.) also rank as innovations.

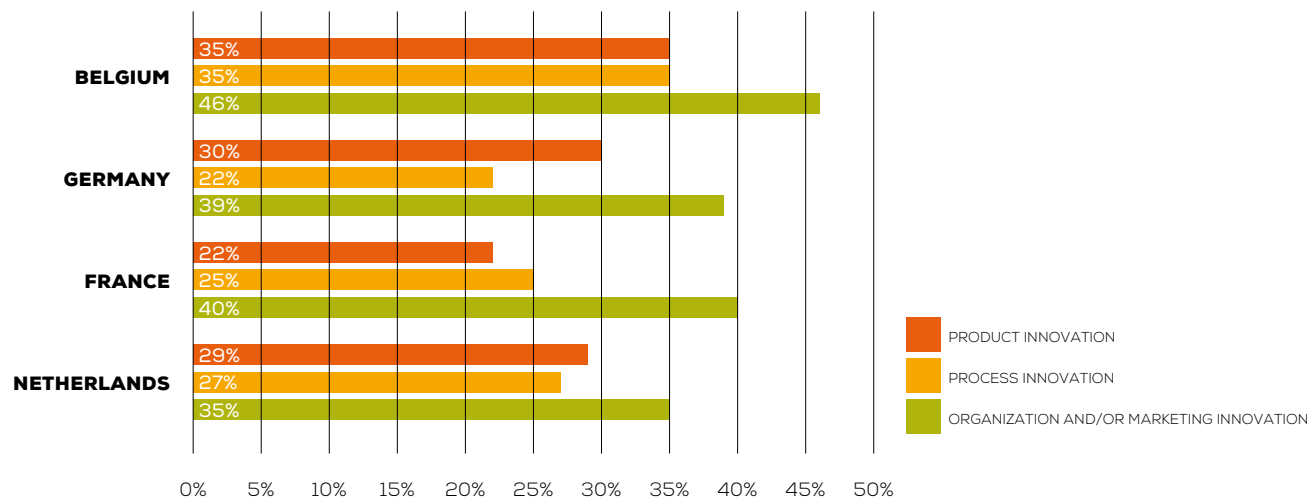


INNOVATION LEVEL

When it comes to innovation in the food industry, Belgium is seen to outperform its neighbours. 35 % of Belgian food and beverage producers have introduced (at least) one product innovation between 2010 and 2012. The same proportion of producers have launched process innovations. In this respect, the superiority over the neighbouring countries is even more marked. In the area of marketing or organisational innovation, 46 % of Belgian food industry companies have broken new ground.

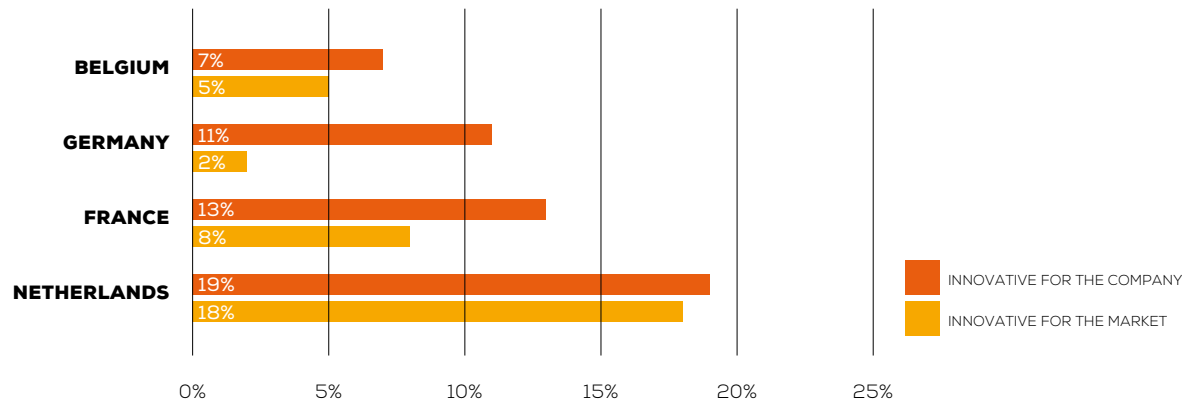
Belgian companies have also managed to cash in on this particular strength by turning it into commercial success. As such, 7 % of the food industry turnover derives from products that are new to the company and 5 % from products that are new to the market. However, these ratios fall below those seen in the neighbouring countries.

FIGURE 6: SHARE OF PRODUCERS WHO HAVE INTRODUCED INNOVATIONS (2010-2012)



Sources: Fevia (2015)/Eurostat CIS 2012 Survey

FIGURE 7: SHARE OF THE TURNOVER DERIVING FROM NEW PRODUCTS



Sources: FEVIA (2015)/Eurostat CIS 2012 Survey

R&D

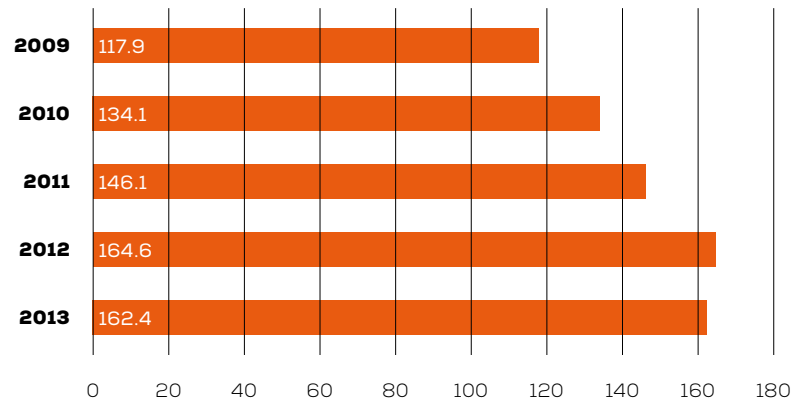
The amalgam between innovation and R&D is easy. R&D can be a component of an innovation process, as well as other activities like technical, marketing, organizational, financial or commercial operations. Innovation has above all to fulfill the needs of users while R&D is about the work on specific projects to expand the current knowledge on a particular topic.

According to the last report of Belspo (Belgian Science Policy Office), the Belgian food industry (manufacture of food products and beverages - NACE codes 10 & 11) spent 162.4 million EUR in 2013. This amount represents an increase of 38% since 2009.

Expressed in percentage of sales revenue, these R&D expenses represented 0.34 % in 2013.

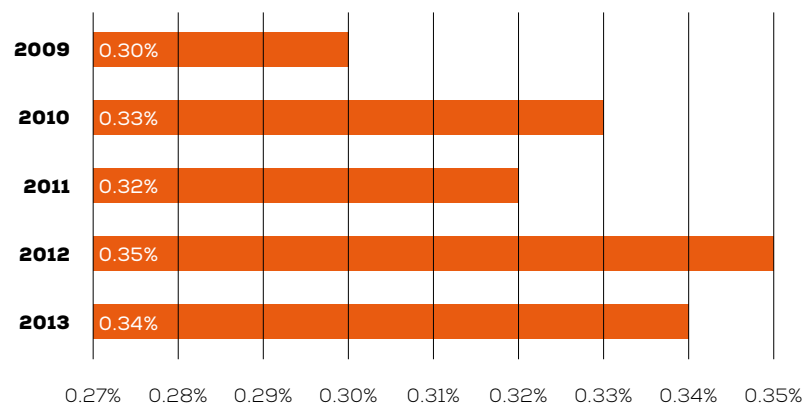
Staff dedicated to R&D in food sector companies increased by 10% between 2010 and 2011 and reached about 1,180 FTE. This volume remained stable in 2012 and 2013.

**FIGURE 8: DOMESTIC EXPENDITURE ON R&D
(IN MILLION EUR AT CURRENT PRICES)**



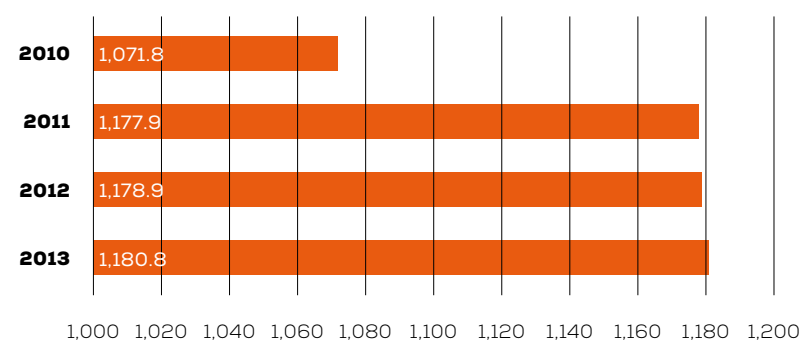
Source: Belspo (July 2015)

**FIGURE 9: DOMESTIC EXPENDITURE ON R&D
(IN % OF SALES REVENUE)**



Source: FEVIA/Belspo (2015)

FIGURE 10: STAFF DEDICATED TO R&D IN THE FOOD SECTOR (IN FTE)



Source: Belspo (2015)

PROJECTS

Partnerships are a must in order to develop or implement innovations. The main obstacles to stand in the way of innovation - lack of time, lack of financial resources and lack of human capital - may be overcome by pooling and sharing resources in collaborative efforts.

Innovation and research & development projects are set up at various levels: local, regional, federal, cross-border and European. The aim of these projects is to create synergies between companies operating in the food industry. In most cases, other players too (such as research centres and university laboratories) are invited to climb on board.

At regional level, the projects are mounted at the initiative of two Belgian innovation platforms: Wagralim and Flanders' Food. Since the two organisations were set up, they have racked up a track record of around 80 innovative projects aimed at SMEs and scientific institutions.

The parties involved in such consortiums remain the owners of the results of the projects, enabling them to harness these fruits for industrial/commercial purposes. There are two types of projects. For one thing, there are platform projects that set up a long-term network of partners, harnessing a broad, varied and complementary skill base. These platform projects are situated at a precompetitive stage. Their aim is to develop know-how and technological tools that will prove useful to all stakeholders concerned. On the other hand, there are the so-called applied projects that graft themselves onto the former category. They are more focused and are aimed at specific markets. They are developed as part of smaller-scale partnerships and take their cue from solutions



developed within the platform projects so as to come up with products or technologies that can be marketed.

Also at Belgian level, R&D projects that are of interest to the food sector are seeing the light of day thanks to the BEL-SME programme.

On a European level, the Directorate-General for Health and Consumers (DG SANCO) assists the European Commission with the implementation of the Union's policies, in order to contribute to improving public health, the health safety and awareness in this area of European citizens. In order to attain these goals, specific programmes are set up to fund various projects and actions.

EXAMPLE AT REGIONAL LEVEL **Belgian Health Ingredients Group**

This project of the Wagralim cluster which was initiated in 2012 leagues some twelve companies operating in the area of healthy ingredients and seeks to develop a joint approach to international marketing efforts.



Its "BHIG Expertise" label makes it easier for Walloon SMEs that specialise in the production of naturally sourced food ingredients that have a nutritional impact and/or impact on health to enter the Belgian market and gain a foothold on foreign marketplaces.

www.bhig.be

EXAMPLE AT
NATIONAL LEVEL

BEL-SME programme

At national level, the origins of the BEL-SME programme go back to a request from the ministers of Scientific Research to the institutions that provide funding for research to create synergies and to drive forward collaborations within Belgium.

Three regional institutions, the IWT (Flemish Government Agency for Innovation through Science and Technology), Innoviris (Brussels Institute for Research and Innovation) and the DGO6 (the Operational General Directorate for the Economy, Employment and Research in Wallonia) jointly set up the BEL-SME programme, a simple platform that encourages the development of R&D projects between Belgian SMEs from different regions.

In a concrete sense, the scheme revolves around the principles set out below:

- a call for joint projects from the IWT, Innoviris and the DGO6 for inter-regional R&D projects originating with the SMEs
- centralised consultation on the projects to be funded, organised by the funding institutions, albeit with local assessments and funding.

www.innoviris.be/en/financial-aid-for-companies/inter-regional-aid/bel-sme?set_language=en

EXAMPLE AT
EUROPEAN LEVEL

Food for Life

"Food for Life" is a European technology platform (ETP) for the agri-food industry, which means plans for the needs and requirements of the industry in the area of research and development. The European Commission facilitates the establishment of such schemes for the promotion of innovation in Europe.

"Food for Life" was launched on 5 July 2005 in Brussels. The participants have worked up an agenda and a detailed implementation plan. These documents outline the platform's vision and strategy through research, training and dissemination activities by 2020.



Belgium is represented in "Food for Life" by Wagralim and Flanders' Food.

EXAMPLE AT
EUROPEAN LEVEL

NU-AGE

NU-AGE's full name is: "New dietary strategies that meet the specific needs of the elderly in order to ensure healthy ageing in Europe".

The project pool is made up of 30 partners from 17 European countries, and includes nutritionists, immunologists, biogerontologists and molecular biologists from Europe's most prestigious institutions.

With this research project, NU-AGE is seeking to raise the level of understanding of the ways in which diets have an impact or even counteract age-related disease and the decline of cognitive functions. The scheme will contribute towards improving the health and the quality of life of the elderly population in Europe.



www.nu-age.eu

SECTION 4

10 GOOD REASONS TO INVEST IN BELGIUM

The Belgian Federal Public Service (Ministry of) Economy has outlined the strengths Belgium brings to the table to attract investments in 10 points. In 2014, the food industry invested a record amount of 1.3 billion EUR, which represents 21.4 % of the investments made in the Belgian manufacturing industry as a whole (source: FEVIA), which sees the sector being held up as a shining example to illustrate the advantages of Belgium to investors.

Further details: <http://ib.fgov.be/en/>

“Belgium is doing well, with a 13 % rise in projects [...]. Its growth was chiefly driven by expansion projects.”

EY's European Attractiveness Survey 2015
- Comeback time

1 >>

OPEN ECONOMY

Belgian exports amount to more than 80 % of its national GDP. In 2014, Belgium was the 13th largest exporting country in the world. Representing a sum of 22.9 billion EUR in exported goods, these exports see the food industry greatly contribute to this success (see section 2).

Belgium is a thriving marketplace that makes the most of its location at the heart of Western Europe. Home to a wide number of international organisations, Belgium is strongly integrated as part of the globalised world. In the 2014 leader board of the KOF Index, calculated by the Swiss ETHZ (Federal Institute of Technology), which measures the openness of a country by assessing the economic, political and social dimensions of globalisation, Belgium ranks as the 3rd most globalised country in the world.

Even though direct foreign investment flows have fallen worldwide by 8 %, Europe attracted 4,341 projects in 2014, 226 of which were situated in the food industry, which makes for a 43 % increase compared against 2013. Belgium ranks as the 5th European country in terms of the number of projects. In 2014, the country hosted 198 of these projects, i.e. a 13 % rise up from the previous year.

CHART 3: NUMBER OF FDI PROJECTS

	2013	2014	SHARE 2014	CHANGE 2013/2014
1 UNITED KINGDOM	799	887	20 %	+11 %
2 GERMANY	701	763	18 %	+9 %
3 FRANCE	515	608	14 %	+18 %
4 SPAIN	221	232	5 %	+5 %
5 BELGIUM	175	198	5 %	+13 %
...				
TOTAL EUROPE	3,957	4,341	100 %	+10 %

Source: EY

2 » GATEWAY TO 500 MILLION EUROPEAN CONSUMERS

Thanks to its central location in one of the most wealthy and developed regions in the world, the opportunities to export from Belgium are numerous and varied. For instance, a staggering 80 % of Europe's purchasing power lies within a 500-mile radius (± 800 km) from Brussels.

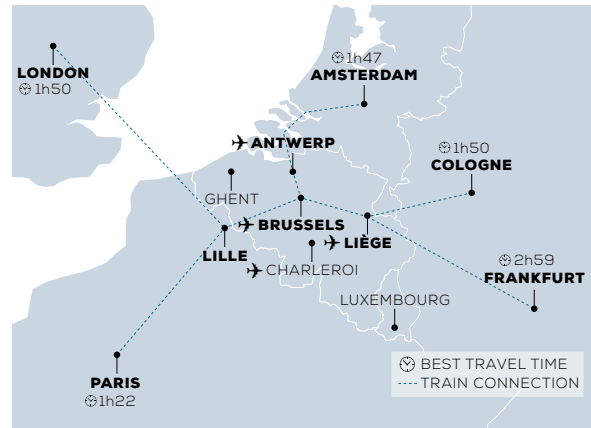


Belgium is also renowned as a consumer test market. If a product is successfully launched in Belgium, similar success can be expected in other European markets. Belgium is definitely your gateway to Europe and beyond.

3 » LOGISTICS SPRINGBOARD

Belgium's dense interconnected transport network offers your business boundless options. Whether you choose road, rail, sea, inland waterways, air or multimodal transport, you can be sure of a highly efficient distribution solution.

The logistics system is supported by world class telecommunication and Internet infrastructures. Numerous distribution centres are already established in Belgium, taking advantage of the low cost and the short distances to Europe's major markets.



4 » ACCESS TO EUROPEAN DECISION-MAKERS

As a founding member of the European Union, Belgium has always played a decisive international role. Belgium hosts the nerve centres of the EU and NATO, as well as numerous headquarters of multinationals and major global players.

Along with about 120 international government organisations, 181 embassies, over 5,000 diplomats and over 1,000 lobby groups, more international organisations are located in Brussels than in Washington D.C.

5 » TOP-CLASS HUMAN CAPITAL

The Belgian workforce has one of the highest productivity levels in the EU. Key factors contributing to this are the quality of the education system and people's ability to speak multiple languages.

Other desirable strengths are the flexibility, versatility and eagerness to learn of the country's workforce in changing labour conditions and environments. The country's constructive industrial relations based on dialogue and consultation make way for a positive business climate. In addition, 35 % of the labour force holds at least one higher education degree, well above the OECD average.

This pool of talented human capital can help drive your company forward. Belgium's highly-qualified workforce certainly meets the needs of an international workplace.

6 » BELGIUM GENERATES AND ATTRACTS BRAINS

Belgium has 16 first class universities. Among them, seven are listed in the Shanghai Academic Ranking of World Universities.

The strong national commitment to education makes the Belgian system one of the best for higher education and training (5th), maths and science education (3rd), business schools (2nd), and a propensity for on-the-job training that contributes to a high overall capacity to innovate (10th) according to the Global Competitiveness Report 2013 - 2014. Belgium also has excellent research institutes and the quality of university-industry collaboration ranks 6th world-wide. Spin-offs and incubators are set up nationwide, boosted by the network of internationally renowned university research centres. As a centre of excellence, Belgium really delivers in crucial domains such as life sciences, nanotechnology, biotechnology and renewable energy.

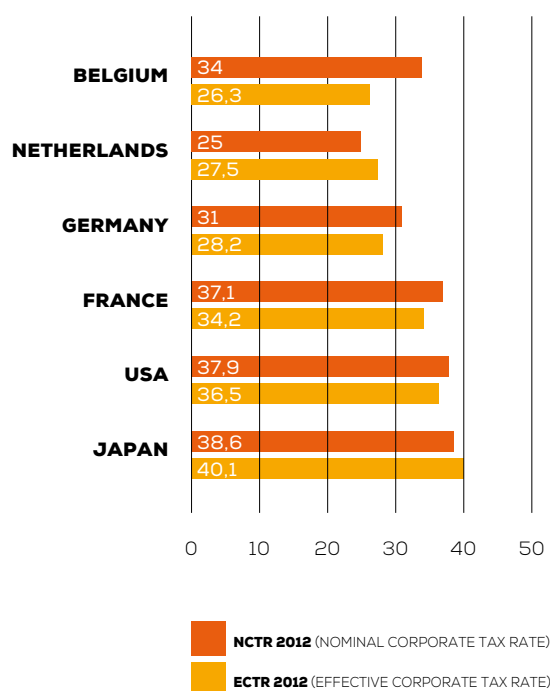
The food industry is not sitting idle, with a wide number of research centres, university colleges and university campuses all focusing efforts aimed at further strengthening this sector of the country's manufacturing industry (see section 5).

7 » COMPETITIVE TAX REGIME

Belgium has a unique tax regime. Numerous corporate tax deductions are available, such as the notional interest deduction and patent income exemptions, along with a very favourable tax system in place for expat employees.

Thanks to these measures, the actual corporate tax rate can be significantly less than the nominal rate and less than that seen in many other countries. In addition, the advanced tax ruling system provides legal certainty for investors.

**FIGURE 11: NOMINAL AND
EFFECTIVE CORPORATE TAX RATE**



Source: ZEW (Centre for European Economic Research, Mannheim Effect Tax Levels, 2014)

Clearly Belgium is highly competitive when it comes to company tax.

For further details, see www.minfin.be or business.belgium.be.

8 >> EASE OF SETTING UP A BUSINESS

Setting up a business in Belgium is quick and simple. It only takes four days and three start-up procedures to take off, making Belgium the fastest place in Europe to incorporate a company.

The Federal-Regional Liaison Unit for Foreign Investment ensures smooth cooperation between all the partners involved in supporting your investment project. Each of the three regions has its own agency to assist you with practical matters relating to your investment.

9 >> AFFORDABLE REAL ESTATE PRICES

Belgian cities offer less expensive real estate than neighbouring European cities and the capital, Brussels, is significantly cheaper than other international centres such as Paris, London or Frankfurt.

According to the Global Occupancy Cost Survey 2014 from Cushman & Wakefield, there is no other business city in Western Europe that offers such affordable office space as Brussels.

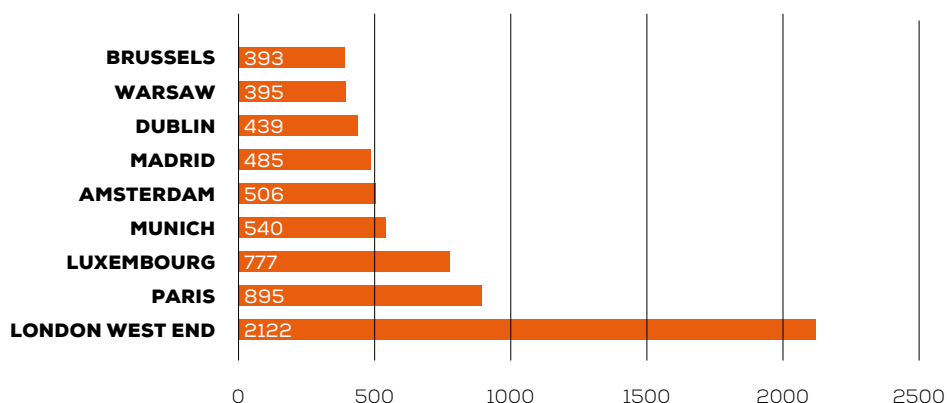
10 >> A GREAT PLACE TO LIVE

Belgium enjoys one of the best “quality of life” standards in Europe, according to the International Living Index. Its major strengths are the country’s commodious household living space, the advanced health care system, social services, green areas, the quality of the country’s education system and the presence of many excellent international schools.

Belgium is a vibrant country with longstanding cultural traditions. World-class festivals and cultural events offer no end of opportunities to fill your social and cultural calendar.

From the hills of the Ardennes to the seaside resorts on the shores of the North Sea, the wide variety of landscapes provides great opportunities to enjoy nature. With a tradition of fine food and more multiple-star restaurants per square kilometre than anywhere else in Europe, Belgium also offers visitors a delightful eating and dining-out experience. Last but not least, Belgian people are convivial and social; they love getting together on a café terrace to enjoy life.

FIGURE 12: TOTAL OFFICE OCCUPANCY COST (IN EUR/M²/YEAR)



Source: Cushman & Wakefield (2014)

SECTION 5

A VAST NETWORK OF STAKEHOLDERS

Section 3 on the topic of innovation highlighted the importance of establishing partnerships by way of joint projects. Belgium is home to a broad range of diverse stakeholders, lending the food industry the drive and dynamism it is known for. These stakeholders include federal agencies, regional agencies working to further exports and investments, alongside competitiveness clusters, industry associations, universities, university colleges and research centres, international networks, without losing sight of the key players themselves: the businesses themselves.

FEDERAL AGENCIES

FPS Foreign Affairs

Supporting economic diplomacy is one of the basic missions of the Federal Public Service (FPS) Foreign Affairs. Together with all the other stakeholders the FPS Foreign Affairs strives to promote Belgian economic interests abroad. In this regard, promoting the Belgian food industry is a constant priority.

Through its global diplomatic network, the FPS Foreign Affairs supports the Belgian food industry in its search for new markets. At their demand, FPS Foreign Affairs joins forces with the relevant stakeholders and in particular the Federal Agency for the Safety of the Food Chain (FASFC), in a bid to conclude essential phytosanitary agreements, facilitating market access for the Belgian food industry. More generally, together with all the relevant institutions it keeps an eye on all trade barriers that might hinder the Belgian food industry in its ambition to reach new markets.

For example, FPS Foreign Affairs pilots the Task Force established in the wake of the Russian sanctions targeting the European food industry. As an instrument to enhance the exchange of information between all stakeholders, to develop mitigating measures and to explore new markets the Task Force has certainly won its spurs. Different subgroups have been established to explore the potential of specific markets (Gulf Region, China, etc.).

Furthermore, FPS Foreign Affairs support all efforts to promote the quality image of the Belgian food industry abroad. The food.be label lends itself perfectly to this kind of activities. Its embassies together with partners host numerous events where the exquisite quality of Belgian food is showcased. During economic missions, the Belgian food industry is always well represented, taking advantage to highlight their assets.

diplomatie.belgium.be/en



FASFC

The mission of the FASFC is to preserve the safety and the quality of food in order to protect humans, animals and plants.

The Federal Agency for the Safety of the Food Chain (FASFC) was founded by the Act of 4 February 2000. It is a federal executive agency, which is responsible firstly, for the assessment and the management of risks that may be harmful to the health of consumers and/or to the health of animals and plants and secondly, for carrying out food safety controls throughout the entire food chain.

The FASFC integrates all control services, that are competent for the entire food chain. Not only does it control foodstuffs, feeding stuffs, fertilizers and crop protection products, but it is also responsible for animal disease prevention and control and phytosanitary aspects (plant sector). Drawing up the operational procedures for controls, certification and the infrastructure standards companies active in the food chain have to comply with, is also a part of its mission. The FASFC also manages all communications with the operators and in particular consumer information.

www.fasfc.be



REGIONAL AGENCIES FOR EXPORTS AND INVESTMENT

Flanders Investment & Trade, AWEX and Brussels Invest & Export each promote their own region: Flanders, Wallonia and Brussels. Their main assignments are threefold, which they are each free to achieve in their own way:

- To support exporters from the region
- To inform, prospect for and advise potential foreign investors
- To promote the region abroad

Alongside tax incentives, Belgian regions also grant companies significant financial incentives for recruitment, training, R&D, investment, consultancy and environmental protection.

Flanders Investment & Trade

Flanders Investment & Trade (FIT) provides professional advice to all foreign companies that are looking to start up or expand operations in Flanders. To make things even easier, FIT has a network of over 90 branch offices abroad that are available to provide assistance and advice. Their presence on the ground means that they are best placed to know what foreign investors require. In a more general sense, FIT helps companies wishing to invest in Flanders find the best location, get the right information and make the right contacts. FIT also offers assistance in applying for grants and other forms of aid, understanding Flemish and national regulations, etc.

www.flandersinvestmentandtrade.com | www.investinlanders.com



**FLANDERS
INVESTMENT &
TRADE**

AWEX

The Wallonia Export & Investment Agency (AWEX) offers general expertise in international economic relations. This expertise ranges from promoting Walloon exports through to seeking foreign investment (helping find suitable sites, explaining support measures and tax rules, and providing information on recruitment and staff training, project funding, etc). AWEX also provides a range of services to all Walloon businesses seeking to operate at international level. However it is also the partner of choice for all buyers, importers and foreign prospects who are looking for a partner in Wallonia and wanting to find products, equipment, technologies or services in the area.

Outside of Belgium, AWEX can rely on an international network of 109 financial and business attachés, covering more than 120 markets and some 20 international organisations. These representatives are the key contacts locally for any business or public body wishing to develop a business or a partnership relationship with Wallonia or simply wanting to find out about the economic potential of such a relationship. At Walloon level, AWEX's main partners are the competitiveness and technological clusters in particular.

www.awex.be | www.investinwallonia.be



Brussels Invest & Export

Brussels Invest & Export works to promote foreign trade, assists Brussels companies, and attracts foreign investors to Brussels. It has built a database to help foreign investors with a specific project in mind find business partners in Brussels. Brussels Export has a foreign network of some 88 economic and trade attachés. Some of these are shared with FIT or AWEX.

Invest in Brussels specifically offers companies the opportunity to test Brussels as a business location for three months, providing them with free office space, secretarial services, facilities and professional advice from experts on suitable locations, support facilities, sector-related issues and legislation at Brussels and federal level, etc.

www.invest-export.irisnet.be | www.investinbrussels.com



COMPETITIVE CLUSTERS

Wagralim

The WagrALIM Agri-Industry Competitive Cluster is a non-profit organisation funded by the Walloon Region.

The cluster's goals include improving competition between companies in the food industry, and boosting business and employment in the sector by:

- bringing manufacturers together
- developing the spirit of innovation with products and technology whose qualities meet the needs of customers and the markets

- improving the profitability of networks by encouraging people to work together and nurture sustainability
- increasing production capacity and the size of businesses by enhancing their place in growing markets and driving their sales skills and capacities.

To achieve these goals, sector manufacturers have defined 4 priority development areas which are health foods, innovative production and preservation technology, bio-packaging, and the development of durable food industry networks.

www.wagralim.be



Flanders' Food

Flanders' Food is the innovation platform/cluster for the (Flemish) food industry and its supply chain. Mission: Flanders' Food supports and facilitates the growth towards a more competitive, innovative and sustainable agrofood industry.

As a technology and science platform, Flanders' Food supports knowledge development (applied research projects), knowledge/technology transfer (the dissemination of results and know-how, organizing seminars), commercialization of the results into new products and/of processes) and networking at national and international level.

- Quality and safety: sensorial aspects, microbiological quality and safety, shelf life
- Sustainability: food losses, alternative (vegetable) proteins (local soy, algae, seaweed, insects), valorization of co-products and waste streams
- Healthy diets: food for elderly, functional foods, nutritional quality of foods (salt, sugar and fat)
- Technology: sensors, automation, robotics, mild preservation, world class processes

Flanders' Food, in cooperation with ILVO T&V, owns a Food Pilot: a semi-industrial processing, application and analytical center for testing and tasting new ingredients, products, processes and/or concepts.

www.flandersfood.com



INDUSTRY ASSOCIATIONS

Agoria Food Technology Club

Agoria's Food Technology club helps food technology companies in Belgium increase market share and profitability by identifying new clients and partners abroad. At the same time, it shows foreign organisations how the expertise and know-how of these companies can contribute to their success.

The Food Technology Club has the support of all three Belgian regional export promotion agencies and maintains excellent relations at the highest economic and political levels.

www.agoria.be/en/Food-Technology-Club



FEVIA

FEVIA, FEVIA Flanders and FEVIA Wallonia have one goal: to contribute to a strong, competitive and sustainable food industry. To achieve this goal, FEVIA and its regional sister organisations work on the basis of an integrated vision, which acts as a driving force in the Belgian food industry.

- FEVIA's vision and strategy are determined by the members: involve
- FEVIA gives advice to its members based on the strategy that has been determined: advise
- FEVIA is a meeting place for its members to share experiences: network
- FEVIA links up European, national and regional policies: link
- FEVIA acts as spokesman for its members towards third parties: defend
- FEVIA collaborates with other organisations to help implement the strategy: facilitate



FEVIA represents all companies and industry associations active in the production and processing of food and beverages. FEVIA counts 650 member companies including both large companies and SMEs, from local craft tradition to high volume production.

FEVIA defends the interests of the food industry at horizontal level and acts as interlocutor for political and socio-economic institutions. These horizontal matters are focused on nutritional policy, environment and energy, labour relations and a strategy for growth (competitiveness and exports promotion).

In addition to these priority areas, FEVIA undertakes moreover actions in all areas relevant to the companies of the food industry. These include innovation, agricultural policy, the availability of raw materials, trade relations in the food chain, relations with the education sector and consumer behavior of food.

As to exports, FEVIA's role is to promote the Belgian Food Industry as THE worldwide reference point for excellence in food: its quality, its innovative nature and its diversity. To that extend FEVIA launched the "Food.be - Small country. Great food." concept.

www.fevia.be



essenscia

essenscia, the Belgian Federation for Chemistry and Life Science industries, is a multisectoral umbrella organisation that represents the many sectors of activities in the field of chemicals and life sciences.

essenscia includes nearly 800 companies representing more than 95% of the overall turnover in the sector. The association's 60 experts provide information, services and tailor-made advice to its members.

essenscia's 17 professional sections represent and promote interests specific to their respective sectors of activity.

www.essenscia.be



UNIVERSITIES, UNIVERSITY COLLEGES AND RESEARCH CENTRES

Foodtechnologists.be

Agoria's Food Technology club helps food technology companies in Belgium increase market share and profitability by identifying new clients and partners abroad. At the same time, it shows foreign organisations how the expertise and know-how of these companies can contribute to their success.

www.foodtechnologists.be



Many Belgian universities and university colleges offer food industry-related degree courses and study programmes. The country is also home to various research centres that work in support of innovation in the sector.

Universities



University colleges



Research centres



OTHER BELGIAN INSTITUTIONS

Vlam

Flanders' Agricultural Marketing Board VLAM is a non-profit organisation that works to advance the sales, added value, consumption and the public image of products and services of the Flemish agriculture, horticulture, fisheries and agri-food sector in Belgium and abroad. VLAM was set up by the food industry community and the Flemish government and actively works with as many players in the food chain as possible.

www.freshfrombelgium.com



INTERNATIONAL NETWORKS

FoodDrinkEurope

FoodDrinkEurope represents Europe's food and drink industry, Europe's largest manufacturing sector in terms of turnover, employment and added value.

FoodDrinkEurope works with European and international institutions in order to contribute to the development of a legislative and economic framework to further the competitiveness of the industry, food quality and food safety, consumer protection and respect for the environment. FoodDrinkEurope's membership consists of 25 national federations, including 2 observers, 25 European industry associations and 17 major food and drink companies.

www.fooddrinkeurope.eu



European Food Alliance

The European Food Alliance is a partnership made up of 10 European agri-food clusters, including Belgian organisations Wagralim and Flanders' Food. The aim of the alliance is to make available the expertise of a vast Europe-wide network to businesses in the agri-food industry, in order to facilitate and ramp up innovation and growth.

www.europeanfoodalliance.eu



World Food Innovation Network

The WoFIN is a global network of competitiveness clusters, laboratories and technology hubs which was set up by F2C Innovation in June 2010 and which Wagralim forms part of.

The network aims to nurture the establishment of international collaborative projects operating in the field of agri-food innovation as well as to set up collective campaigns that train the spotlight on the innovations of its respective members. It pools the strengths of specialists in the areas of nutrition, food safety, innovative technologies as well as agricultural crops and sustainable development.



COMPANIES

The Belgian food industry numbers over 4,500 businesses. This volume represents 28 % of the Belgian industrial fabric, making it the leading sector in the manufacturing sector. This publication focuses on the businesses that serve of the food industry and that yield a genuine added value upstream of the actual production chain.

The second chapter of this publication brings 9 success stories of companies from the 3 regions. The third chapter is a non-exhaustive listing of innovative Belgian companies operating in the food industry, all of which are inventoried in three categories.

• Ingredients

Ingredients and additives are key elements in all finished food products. The choice of which ingredients and additives to use may be inspired by any number of different goals pursued, to the benefit of the food industry, its customers or the end consumer: driving down costs, reducing production times, improving nutritional quality, texture, taste, etc.

Naturally sourced food ingredients that offer nutritional or health benefits find it easier to gain a foothold on the market. This trend is reflected by the success stories included. Brussels-based SME **Biotechnobel**, which specialises in enzyme solutions, purposively opts for biological rather than chemical processes. The **Cosucra** Group from the Tournai region is a world leader in pea proteins, which it prefers to refer to as an ingredient rather than as an additive, a term that comes with chemical connotations and is therefore poorly perceived by consumers. Olen-based company **Taura** is a global player in the niche of concentrated & texturised fruit which is obtained by extracting water from semi-liquid fruit materials.

• Production equipment

This category covers production technologies as well as manufacturing equipment (machinery, appliances, instruments, etc.) at every level in the chain.

Global demand for innovative food technologies is considerable. Belgium is home to several companies that specialised in the manufacture of production equipment. Compliance with applicable regulations and food safety standards is crucial in this respect.

Our success stories include Fischbein, GDTech and the Hifferman Group. **Fischbein**, which is considered as the global standard in bag closures, especially for foodstuffs, has chosen Brussels as its European hub. **GDTech**, which is based at the Liège Science Park, develops proprietary micro-LED lighting solutions for the horticultural industry. Kontich-based FAM, which is part of the **Hifferman Group**, focuses on the design, development and assembly of cutting machines and is the undisputed market leader in Europe. Its sister company Stumabo is a typical manufacturing company, producing blades for the food industry.

• Conservation techniques

Using efficient preservation technologies gives products a longer shelf life, allowing for exports further afield whilst maintaining freshness and quality.

One business operating in this field is **Agristo**, a Harelbeke-based family-owned SME. It is a manufacturer, and global service provider of frozen potato products for the private labels of supermarkets and the catering industry. Next, we take a closer look at the **Galactic** Group, producing lactic acid through the process of fermentation, which then acts as a food preserving agent. Finally, we are introduced to Brussels-based company **Supersec** and its traditional drying technique to preserve the freshness of its foods that are harvested from exceptional ecosystems.





SUCCESS STORIES IN BELGIUM



INTERVIEW WITH

Saeid Bathaei, *Managing Director*

COMPANY

Biotechnobel

CATEGORY

Ingredients

REGION

Brussels

Incorporated in 2004

Based in Forest (Brussels)

2 employees

Annual turnover:

150,000 to 200,000 EUR

Total R&D investments:

250,000 to 300,000 EUR

Share of export sales in

turnover: 80 %

4 patents

ENZYMES, GREEN CHEMISTRY

Set up in 2004 in Brussels by the Bathaei brothers, both highly qualified scientists who are passionate about biotechnology, Biotechnobel is a research and development company that specialises in enzymes and the application of enzymes in various sectors of the food industry.

"Enzymes are protein molecules that naturally occur in living organisms", Saeid Bathaei explains. "They act as biocatalysts. In other words, they facilitate biochemical reactions".

Used in food manufacturing processes, they enable us to drive down the use of chemical substances. "Enzymes are all about green chemistry. They bring biological solutions that are both healthier and more powerful", Saeid Bathaei affirms, in the steadfast belief that enzymes have a great future ahead of them, and not just in the food industry.

Biotechnobel's first assignments came from the field of bread-making, with the major part of the company's

activities continuing to go out to this area of expertise to this very day. The company perfected enzymatic formulations to improve the quality of bakery products. Its BIOPAN® range includes various mixtures of natural enzymes that are similar to those seen in cereals. Adding such mixtures to the flour helps bakers to correct the level of enzymatic activity whilst also lending the dough a whole raft of benefits: elasticity, consistency, uniformity of baking ... The finished product is tastier and more easily digestible. These wins also translate into cost savings, with BIOPAN® giving bakers 10 to 15 % more bread using the same amount of flour and a longer shelf life which reduces loss by 50 to 65 %.

Biotechnobel also develops enzymatic compositions for other sectors in the food industry such as fruit and vegetables, meat and drinks.

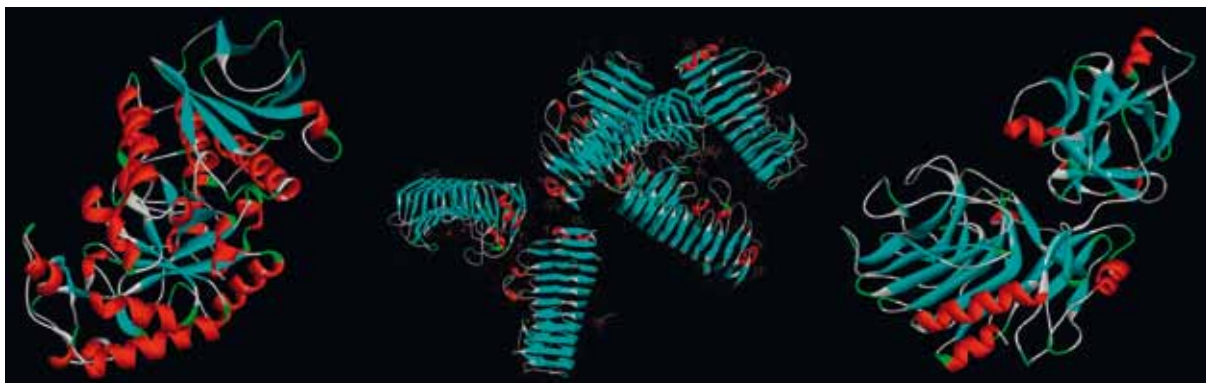
INNOVATION, A QUESTION OF BALANCE

"In the food industry, everybody knows



Enzymes are all about green chemistry. They bring biological solutions that are both healthier and more powerful.





which ingredients are being used”, Saeid Bathaei says. “Innovation occurs at a different level: at the design stage”. He draws a parallel with the construction industry, where how nice the house ends up looking depends less on the materials chosen than on the work of the architect. “For our work with enzymes, which is ultimately sensitive living matter, the selection of the combinations, the

its investments on research and development.

This tack also makes for a very close-knit collaboration with the customer, whose own lab technicians perform the analyses and tests under Biotechnobel’s direction. “This has the added benefits that we are working under actual production conditions and that the customer is automatically trained in

Europe and the Middle East. Many industrial food groups have representation in Belgium. “Having someone local to speak to is a precious advantage”, Saeid Bathaei goes on to add, whilst also stressing the efficacy of the Belgian commercial attachés posted abroad.

Biotechnobel also works with Brussels food expertise centre BRUCEFO on a regular basis. Moreover, the company is delighted with the sheer number of Belgian manufacturers of ingredients and additives. “This gives us plenty of scope for any number of partnerships we could set up, provided we put in a fair amount of time and energy”. Biotechnobel is seeking to develop new products and expand its customer portfolio, but without rushing or getting ahead of themselves. “If it’s a choice between size and performance, we’ll take the second option any day”.

● Innovation is all about finding an original enzymatic formulation that satisfies each of these requirements.

dosage and observance of the operating conditions are also decisive”.

The challenge for R&D in the food sector is to strike the right balance between the aspects which manufacturers believe are important and the aspects that are important to consumers: cost savings, health, environment and quality. “Innovation is all about finding an original enzymatic formulation that satisfies each of these requirements”.

the process”. Biotechnobel’s flexibility and eagerness to bring a global approach to problems also helps them earn the loyalty of their partners.

STEP BY STEP

Today, Biotechnobel exports over 80 % of its services, largely to the rest of

www.biotechnobel.com

R&D IN SITU

Biotechnobel conducts its research activities over at the laboratories of its industry partners. At the Espace Berthelot in Forest the company only has offices. “This is where we write out the protocols, but the actual work is performed on location, over at the customer’s premises”. This method of operation allows Biotechnobel to save on equipment and staffing expenditures, enabling the company to focus





INTERVIEW WITH
Jacques Crahay, CEO

COMPANY

Cosucra

CATEGORY

Ingredients

REGION

Wallonia

Founded in 1852

Based in Warcoing

230 employees

Turnover (2014): circa 80 million EUR

Share of export sales in turnover: 92 %

Winner of the "Family Business Award of Excellence 2014"

FROM SUGAR TO PEA AND CHICORY INGREDIENTS

The history of the Cosucra Group dates back to 1852 when the sugar refinery of Warcoing was set up. So as to ensure self-sufficiency in Europe, the European Community imposed production quotas in 1968, which were run down again in 2006. In the meantime, the Hainaut business diversified and restructured.

By the mid-1980s, in tandem with its long-standing sugar beet processing activities, Cosucra had also embarked on the extraction of the fructose from chicory roots. A few years later, the business also tapped into another new raw material namely yellow pea, which it managed to break down into three components: protein, starch and fibre. In 2003, the next step was to streamline its sugar division which was merged with the Iscal Sugar Group.

"Our core business is the transformation of locally sourced agricultural products into food ingredients", Jacques Crahay explains, whilst going on to specify that the extraction and refining of the ingredients involve strictly physical, not chemical, processes.

The business's customers are the various sectors of the food industry seeking to rebalance their products by en-

riching them in fibre or vegetable protein content. Cosucra's solutions are highly rated in a wide number of foodstuff varieties, especially those aimed at sports enthusiasts, senior citizens, vegetarians, infants, etc.

PERMANENT INNOVATION

Cosucra was the first to start using chicory roots as a source of dietary fibres, even though the company is now made to contend with other competitors. The company also acted as a pioneer in the separation of pea seed.

Today, the Group is the world leader in pea proteins, thanks to its flagship product dubbed Pisane®. In order to meet the increasingly growing number of orders coming in, Cosucra has just inaugurated a new production unit, which has been up and running since the start of 2015, representing a 30 million EUR investment.

The vegetable nature of Pisane® makes the product increasingly more appealing compared to animal proteins. As such, Pisane® has a greatly reduced impact on the environment in comparison with proteins sourced from animals, which require more energy input - a matter which consumers are increasingly aware of. "As our sales are B2B, awareness in the food industry



Our core business is the transformation of locally sourced agricultural products into food ingredients.





LOCAL AND FAMILY VALUES

In December 2014, Cosucra won the "Family Business Award of Excellence 2014", which served to underscore the family group's exemplary management.

Among the competitive advantages Belgium has to its bow, Jacques Crahay cites our natural, logistical and human resources. "We greatly depend on our local region for our raw material supplies". Chicory, whose moist roots need to be processed quickly, is harvested within a 50 km range. For peas, Cosucra also deals with suppliers in the North of France where they are grown on a large scale. The raw materials are delivered by inland barges across the river Scheldt, which is a cheaper and less polluting than carriage by truck.

The business' research efforts are the

also needs to be raised as to the use of cleaner ingredients", Jacques Crahay underscores. In terms of cost too, vegetable proteins are seen to beat animal proteins hands down.

With consumers now increasingly more sensitive to these ecological and economic arguments, taste remains crucial. This is why Cosucra has set up a project which it feels is vital: to enhance the flavour of its proteins by making them taste more like milk protein, which the human palate has been accustomed to since times immemorial.

"Cosucra is an innovator in terms of its products, but also in terms of its raw materials, processes and its applications", Jacques Crahay affirms. The Group is committed to developing new chicory varieties and has become involved with European pea seed programmes. All production processes are designed within the company and are improved on a regular basis, both in terms of yields and in terms of quality. Cosucra is also constantly researching applications to gear its ingredients to the prevailing trends in the global food industry.

INDIA AND CHINA AS FOCAL POINTS

The Group currently employs 230 staff at two adjacent production sites. Turnover is just under 80 million EUR, fanned by a very healthy 5% average annual growth.

● Cosucra is an innovator in terms of its products, but also in terms of its raw materials, processes and its applications.

Cosucra has a network of distributors in over 40 countries. They are firmly committed to the company's ingredients brands, that are now used in close to 1,500 food products. "Our export sales are colossal", Jacques Crahay states. "Sales in Belgium account for less than 8%". Half of our turnover is effected within the European Union, with the remainder deriving from overseas exports, mainly to North America and the Asian countries.

For the years ahead, Cosucra's sales efforts are set to focus on conquering the Indian and Chinese markets. "Building long-term relationships of trust is a labour of endurance".

fruit of shared efforts with the Universities of Gembloux, Louvain-la-Neuve and Ghent, the Institute for Agricultural and Fisheries Research (ILVO) and the Institut Meurice (Brussels).

As the former chairman of FEVIA Wallonia (the Walloon division of the nationwide Belgian Food Industry Association) and the current chairman of the Wagrallim Agro-Industry Cluster, Jacques Crahay also applauds the dynamic of the Belgian food sector as seen in the way FEVIA operates and in the "Food.be - Small country. Great food." campaign.

www.cosucra.com



INTERVIEW WITH

Peter Forceville, *Head of Sales & Marketing EMEA*

COMPANY

Taura

CATEGORY

Ingredients

REGION

Flanders

Incorporated: parent company around 1973, Belgian branch in 1996

Location: Olen in Belgium and Tauranga in New Zealand

Workforce: circa 140 worldwide, half of which in Belgium

Investments: most recently the cold moulding technology

Turnover: 40 million EUR

Share of export sales in turnover: circa 97 %

Sales of 7500 tonnes of finished product worldwide per annum

Part of the Frutarom Group since July 2015

TAURA
NATURAL INGREDIENTS

UNKNOWN GLOBAL NICHE PLAYER

Taura is a global player in the niche of concentrated & texturised fruit which is obtained by extracting water from semi-liquid fruit materials. The company is able to do so with 150 different types of fruit and even honey. "Our business may not be well known to the general public, but that is the fate of every B2B player. It's a role we feel comfortable with," says Head of Sales & Marketing EMEA Peter Forceville. Taura largely owes the fact that it has been able to work its way up to become one of the number one companies in the sector to its innovation drive.

ULTRA RAPID CONCENTRATION

One of the things that makes Taura unique is its proprietary process enabling the company to process fruit purée into small pieces or paste in less than a minute at a rate of 1500 up to 2000 kilos per hour. This process, known as Ultra Rapid Concentration, comes with two major benefits. The speed of the process delivers consid-

● It makes me feel good to know that youngsters are growing up on healthy snacks, in part thanks to our products.

erable cost efficiencies. In addition, the flavour is much more pronounced than that of freeze-dried fruit, with the product remaining a natural source of antioxidants, rich in fibre.

Taura's pieces and pastes are used in a wide variety of different products. Natural fruit snacks, breakfast cereals and bars, biscuits, pastries, chocolate... Just some of Taura's high-profile roster of customers include Nestle, Mondelez, Jules Destrooper, Kellogg's,

and a good few more. "We're able to secure the loyalty of large companies through our reliability. We have customers that process our products at a rate of 500 kg per hour. So you need to deliver a product that is highly consistent as well as easy to process", Forceville explains.

TECHNICAL TOURS DE FORCE

Taura prides itself on the fact that it unrelentingly seeks out ways to deliver innovation throughout the entire manufacturing process, creating added value for its customers. To achieve this aim, the company has more staff working in product development than it does in sales. In spite of the fact that the Ultra Rapid Concentration technology was developed around two decades ago, it remains very much at the cutting edge. For all that, the technology only serves as a jump-off point. Taura is continuing to experiment with flavours, shapes, nutrients, textures... on a daily basis. What is more, innovation does not always need to be technically complex - it could just as easily revolve around innovation on the market.

One example of a technical tour de force accomplished by Taura is a paste with a very high fruit content and extreme low moisture for use in a cornflake (also referred to as pillow). In the so-called open ended bars too, fruit paste is a challenge due to the uneven expansion of dough and the paste. Taura assists its customers to effect a more even change in dough and paste alike by making adjustments to the paste, which makes for a more efficient production line and a cheaper



finished product. Similarly, the company is continuing to innovate through the addition of extra ingredients, such as quinoa in the fruit pieces found in breakfast cereals, although this could just as easily be rice or magnesium.

Taura is wholly committed to bringing a response to the trend of the natural fruit snack, based on the principle: no compromise, pure fruit. As such, they have recently poured considerable investments into moulding technology, which allows the fruit pieces to be moulded into tiny figures. This purposive investment will cement Taura's position as a product leader in this fast-growing market. "But it also makes me feel good to know that youngsters are growing up on healthy snacks, in part thanks to our products", says Forceville.

WORLDWIDE MARKET AND PRODUCT LEADER

Taura is not just a product leader. Since the turn of the century it has also been the market leader. The company has a global market share of around 25 % in its chosen segment of concentrated & texturised fruit, effecting a turnover in the region of 40 million euros. Taura is operating in a market that is growing at a rate of 6 to 8 % each year, and the company's ambition is to at the very least keep up with the market growth rate. Half of its turnover is generated out of Belgium, the other half by its sites based in the US and New Zealand.

Taura is highly coveted at international level, thanks to its innovative disposition. Around 97 % of the turnover derives from export sales. The Belgian branch is responsible for sales in Europe, the Middle East and South

company place additional focus on South America and the Middle East. The sales team that operates from Belgium is chiefly in touch with the large business customers. In a number of countries, Taura calls on the services of local partners to get a better understanding of specific local regulations and preferences. These differences are also substantial within Europe. "Even South America behaves more like a single market than Europe", posits Forceville.

The fact that Taura is based in Belgium to work the European market provides the company with a series of strong suits. In all cases, the central location at the heart of Europe and the proximity of the Port of Antwerp lend the company a competitive edge. The availability of duly motivated and well trained staff is another factor, as are the multilingual skills of these members of staff. What is more, Taura can rely on the support from organisations

● Products we export to the United Kingdom in part are ultimately also seen to return in the finished products that end up on Belgian shelves.

America, whereas the colleagues in New Zealand focus on the Asia-Pacific region and the American sales office on North America. "By itself, we are not particularly more interested in the Belgian market than in any of the other markets", Forceville explains, "because, ultimately, everything is highly entwined. Products we export to the United Kingdom in part are ultimately also seen to return in the finished products that end up on Belgian shelves."

For now, Europe - including the United Kingdom - represents the lion's share of the turnover effected out of Belgium. The years ahead will see the

such as Flanders Investment & Trade, with which it has closely co-operated from the earliest stages.

www.tauraurc.com





INTERVIEW WITH

René Bontemps, *Vice-President - General Manager*

COMPANY

Fischbein

CATEGORY

Production Equipment

REGION

Brussels

Incorporated in
the United States in 1910

HQ for the Eastern
Hemisphere based in
Brussels since 1956

Employs 28 staff in Belgium,
200 across the globe

Exports to over
75 countries

Part of the
Duravant Group

FROM MINNEAPOLIS TO BRUSSELS

Established by Dave Fischbein in 1910 in Minnesota, the eponymous American company initially sold industrial sewing machines for the textile industry. After the Second World War, the business expanded its operations to include bag sewing closing solutions. Not satisfied with the conquest of their vast national market, Fischbein's sales representatives travelled the world, with their portable machines under their arms, aware of the potential of their innovation. "A remarkable marketing case", according to René Bontemps.

In 1956, the Fischbein family set up its European hub in Brussels. "This decision was warranted by the proximity of the European decision-making centres as well as by the language and technical skills of the labour market", René Bontemps explains. "Belgian competitive advantages are still relevant".

LEADER IN BAG CLOSING TECHNOLOGY

With a century of experience, in terms

of quality Fischbein has become today the worldwide reference in its sector of activity i.e. the design and manufacturing of machines to close "open mouth" bags.

Fischbein machines are used in a large number of industries as they are adapted to chemical and pharmaceutical products, construction materials, minerals... Provided that they are dealing with dry foodstuffs, Fischbein machinery is used by an abundance of businesses in the food industry for raw or already processed agricultural products such as potatoes, vegetables, flour, cereals, sugar, rice, coffee... The bags which can be closed with the Fischbein technology range from 500 g to 50 kg and are of paper, jute, nett, plastic or multi-layers.

The company has three main bag closing methods: by sewing, by sealing and by gluing. "We are probably the world leader in the sewing technology. I say probably, as there are no industry statistics for this particular microsegment" explains René Bontemps. "Nine times out of ten, the potato bag you buy at the supermarket was sewn with a Fischbein machine sold in Belgium".



This decision was warranted by the proximity of the European decision-making centres as well as by the language and technical skills of the labour market. Belgian competitive advantages are still relevant.



FISCHBEIN®
A DURAVANT COMPANY



The company has engineered three types of sealers with the upshot of highly advanced technical researches. These sealers differ in the way the heat is transferred (convection, conduction or radiation). For some customers who require a double closure, Fischbein can even combine several technologies to strengthen the safety, the sift-proofness and the food preservation.

A VARIED AND LONG-TERM CLIENTELE

As the Headquarters of the Eastern Hemisphere division, Fischbein Brussels handles sales across four continents: Europe, Asia, Africa and Oceania. It is backed by several branch offices in Germany, France, the UK and in Singapore.

In some markets, essentially European, the Group likes to keep a close and direct contact with its customer base to which it sells products directly. In other places, the company trains and regularly informs a dynamic network of authorised dealers which it keeps informed on a regular basis.

From the small farmer to the giant industrial food company, Fischbein has some 250 to 300 active customers (that is to say, who have ordered machines in the last twelve months) in Belgium and several tens of thousands around the world. The company

Fischbein stands out from the competition by constantly remaining at the cutting edge of technology when adapting its products.

also supplies OEMs (original equipment manufacturers), which incorporate Fischbein bag closing machines in automated production lines.

In addition to the sale of equipment, Fischbein also provides an efficient and fast after-sales service, thanks to experienced technical engineers. It also supplies spare parts and consumables, such as sewing thread.

INNOVATION THROUGH CUSTOMISATION

"Fischbein stands out from the competition by constantly remaining at the cutting edge of technology when adapting its products. The proof is that we are often monitored and copied", states René Bontemps. Paying close attention to its customers' requirements, the company makes a point of meeting the requests of each of them. He mentions a few examples of recent technical advances developed by Fischbein, such as the twin-needle sewing head, the rotary knife, flap folding systems, the air evacuation system to prevent food spoilage and facilitate the transport, the bag top cooler to speed up the sealing process. "All of these innovations are variations of the standard machine, originally designed for the American

market, and subsequently adapted to suit the varied and different needs of the other markets. The "Europeanisation" of Fischbein machines takes place in Brussels".

Fischbein is a member of Duravant, a group based in Chicago, which belongs to a private equity group. Obviously René Bontemps cannot reveal all the projects of Fischbein, although he mentions that a programme to develop innovative products in the three main corporate offices is under way: in the United States, in the United Kingdom and in Belgium.

To enhance its visibility, Fischbein participates in big packaging trade fairs, such as Interpack in Düsseldorf, the Salon de l'Emballage in Paris, Ipack-Ima in Milan and Hispack in Barcelona.

Already exporting to over 75 countries, Fischbein international will focus on the most promising geographical territories: Eastern Europe, the Maghreb countries, Sub-Saharan Africa and the Asian continent. "The further internationalisation of the business world continues to offer magnificent opportunities to grow".

www.fischbein.com/eastern



INTERVIEW WITH
Guy Janssen, CEO

COMPANY

GDTech

CATEGORY

Production Equipment

REGION

Wallonia

Set up in 1998

Registered office based in Angleur at the Liège Science Park

2 subsidiaries: Open Engineering (Belgium) and GDTech France SAS

3 offices: Bordes, Buchelay (France) and Milan (Italy)

115 staff

Turnover (2014): 11 million EUR

Share of export sales in turnover: 25 %

Awards: Marianne de Cristal, Gazelles Trends-Tendances

Certifications: ISO 9001 and EN 9100



FROM DIGITAL VALIDATION TO GLOBAL DESIGN

GDTech agency (Global Design Technology) was set up in 1998 to deliver services in the area of the digital validation of new products. The analyses performed allow for virtual simulations to be created of the physical behaviour of mechanical structures and systems, thereby reducing the number of prototypes and trials required during the development stage.

Having said that, the business's services have expanded over time to include computer-assisted design (CAO), the fabrication and testing of equipment, writing up technical documentation, etc.

Today, GDTech brings a comprehensive service offering aimed at the development of new products, either at its

own offices or on location at the customer's premises, as a service provider, project manager or on a consultancy basis. The company works in partnership with a wide number of Walloon businesses of renown such as CMI, Sonaca, Techspace Aero, etc.

The Group has 115 employees, most of whom are engineers, who are scattered across the company's headquarters at the heart of the Liège Science Park, its Liège subsidiary Open Engineering and its French site in the Pau region (Bordes) and the Paris region (Buchelay). The network is rounded out with a sales agency in Milan.

GDTech covers a wide range of areas of activity: aeronautics, transport, defence, nuclear industry, etc. Moreover, the company is a world leader in the validation of industrial and road safety equipment.

● The marriage between engineers and botanists is a novel practice [...], the complementarity of the two can prove fruitful.



FOCUS ON THE FOOD SECTOR

GDTech has set up a department that focuses on the development of innovative lighting solutions which draw on micro-LED technology. As the owner of the VELIRE project (Vegetable Light Recipes) which was launched by the Walloon Centre of Competitiveness Excellence Wagrallim, GDTech is hoping to add the food industry to the line-up of sectors to benefit from its expertise.

"The VELIRE project revolves around designing new horticultural lighting methods intended to step up the profitability of crops by reducing the en-

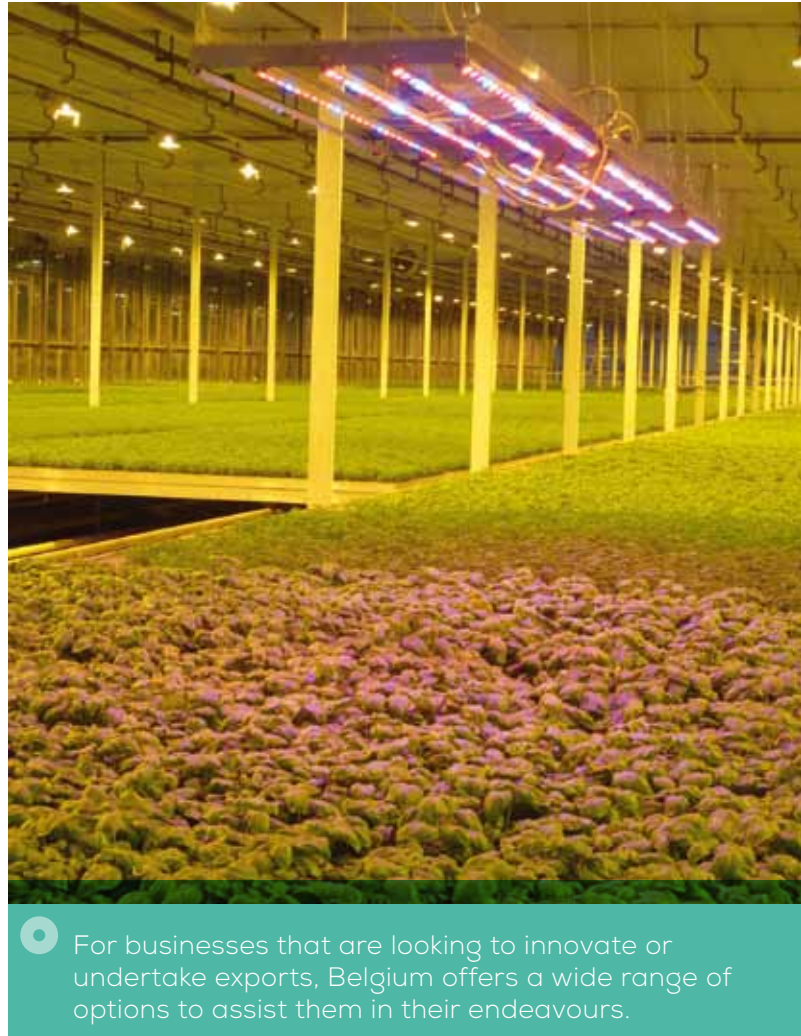
ergy expenditures and by improving the quality of the products”, Guy Janssen explains. “In the world of horticulture, crop profitability is directly linked to the lighting regime the plants are exposed to”.

The first tests already look very promising, with GDTech’s LED strips driving down the energy consumption levels needed to secure basil plants of equal size by 60 %. What is more, the growth cycle too - which is usually around 3 weeks - has been cut by a few days.

To refine the research efforts, GDTech is working with the Vegetable Physiology Institute of Liège University, which has a phytotron, a device capable of simulating various climatic scenarios by changing the atmospheric parameters. This will enable GDTech to examine effect of varying micro-LEDs’ wavelengths in greater depth.

GDTech has also called on the services of the Gembloux University and an agricultural engineer. “The marriage between engineers and botanists is a novel practice. In the past, these disciplines failed to work together and combine their expertise. If you know about the benefits of biomimetics (the engineering of living organisms that seeks to draw on the solutions and inventions produced by nature) - Guy Janssen refers to the invention of Velcro and the production of mushrooms on ground coffee as a medium -, the complementarity of the two can prove fruitful”.

“On the one hand, the VELIRE project should allow us to market a first scalable LED lighting rig intended for scientific research into the light spectrum”, explains Guy Janssen. “On the other hand, in due course this should also enable us to put a new range of



lighting units intended for greenhouse or indoor horticulture on the market”.

SUCCESSFUL IN BELGIUM, FRANCE AND BEYOND

GDTech’s micro-LED technology will make it possible to efficiently compensate for the lack of natural light which Belgian producers are made to contend with. If the scope of the VELIRE project does not extend beyond the borders for the time being, with trials being held only in Walloon greenhouses, its export potential is very considerable, in the same way as applies to the other innovations designed by GDTech.

In March 2015, GDTech was awarded the Marianne de Cristal. Sponsored

by the Chamber of Commerce and Industry France-Belgium-Wallonia, the award pays tribute to businesses that are doing especially well in trading with France. Having previously won the same award back in 2003, GDTech is also the first company to take home the award for the second time.

“For businesses that are looking to innovate or undertake exports, Belgium offers a wide range of options to assist them in their endeavours”, Guy Janssen affirms, citing the Walloon Region’s DG06 (Operational General Directorate for the Economy, Employment and Research) as well as AWEX (Wallonia Export & Investment Agency), they opened the doors to new markets for GDTech in Eastern Europe, the Middle East, North America and Australia.

www.gdtech.eu



INTERVIEW WITH

Mark Van Hemelrijk, FAM and Hifferman Group CEO

COMPANY

Hifferman Group

CATEGORY

Production Equipment

REGION

Flanders

FAM: part of the Hifferman Group, along with Stumabo

Incorporated: around the Second World War

Location: Kontich

Exports: present in 72 countries

Workforce: 95 across the Hifferman Group as a whole

Turnover: 23 million EUR (Hifferman Group)



FAM & HIFFERMAN GROUP

In 1997, FAM decided to partner up with Stumabo International NV to coalesce into the Hifferman Group. FAM focuses on the design, development and assembly of cutting machines, albeit without a typical manufacturing unit. Stumabo on the other hand is a typical manufacturing company, which starts out with a steel strip and bar stock, which it then goes on to machine from start to finish into precision blades for the food industry. One of its

Danone, Materne, Crocky Chips, Pizza Hut, McCain and many more are patrons of the company that is firmly rooted in Flanders. Precisely because FAM operates in a niche market, specialisation and specialist know-how are paramount. "What we do is all about knowledge retention and the transfer of knowledge. Know-how is what enables a plant to survive. Whether that plant is based in Flanders or somewhere in China is no longer an element that is going to make the difference", Van Hemelrijk goes on to say.

Customers don't come to us just to buy cutting equipment, they come to us for our knowledge about the products involved.

biggest customers is FAM. "Both businesses are inextricably linked in the areas of innovation and sales branches", explains Mark Van Hemelrijk, the CEO of the two companies.

NICHE

FAM's product range includes 20 of its latest models of machines used for the cutting of food products in one of four primary market segments (fresh, blanched, prepared or frozen). In numerous sectors, including French fries and cheese, FAM's machines hold an uncontested market leadership position. In sectors where hygiene is paramount, such as cheese, the company consistently appears as the top performer thanks to its substantial investments in food safety compliance with the most stringent regulations worldwide.

Many of its customers are highly-advanced conglomerates, world leaders that slice and process products at a rate of several tonnes per hour 24/7. Global players such as Bonduelle,

KNOW-HOW AS A PRODUCT

FAM goes to considerable lengths in its knowledge-gathering drive. Everything starts out with the cutting machines themselves, of which all the components are outsourced to high-tech companies mostly inside the Benelux. The blades, which are the most crucial component of the machines, are supplied by Stumabo, which just recently doubled its floor surface area to set up a world class R&D centre. In the wake of a short-lived adventure in Asia, it was decided to keep the production of its blades in Belgium, to secure the quality as well as the know-how behind them.

This in-depth know-how relating to the machines is supplemented with a due understanding of the market, which means that as good as every single machine that goes out is tailored exactly to the needs of the customer. For instance, some countries want thicker-sliced fries, whilst elsewhere they want them thinner. In

addition, other parameters are factored into the equation, such as the size of the intended machine operators: on average, operators in Asia tend to be a fair size smaller than their European counterparts. But things do not stop at that either.

The vast knowledge about markets and machines ("know-how") is now being further expanded to include "know-about" about the products processed by these machines. To this end, FAM recently recruited a chemical engineer to enable the company to gain a better understanding of its customers' products and putting it in a better position to advise them. To name just one example: Chinese strawberries have a different consistency to those in Belgium thus requiring different cutting conditions. "Customers don't come to us just to buy cutting equipment, they come to us for

our knowledge about the products involved", Van Hemelrijk contends. Which explains why FAM not only runs an R&D-cum-test centre of close to 2,000 square metres in Kontich, but also 11 test labs scattered across the globe to test local products under local conditions.

All knowledge is recorded, centralised and administered from Kontich. This knowledge database is vital. The company is currently in the process of developing a technology hub to effectively put this wealth of knowledge it has gathered to good use as part of training courses for the benefit of agents, distributors and its own staff. FAM also secures its intellectual property by means of international patents to assert its market leadership position. Additionally, the company is increasingly resorting to non-disclosure agreements under which it develops

new products together with and exclusively for specific customers.

UNDERSTANDING YOUR CUSTOMERS

These customers are based in 72 countries, typically countries with a Western-oriented food culture, or at the very least where food is processed. "The culture-specific aspect of sales is underrated by many companies. It is not just the product in itself, but equally the culture and the customer that are important. My impression is that this is something of a hurdle for most businesses", Van Hemelrijk says. Which is why FAM's export strategy favours a more tailored approach, built around a mix of company branch offices, sales networks through agents, and cooperative affiliations such as in China and India. As such, South-East Asia is a major growth market to FAM, as are Central Asia and the Caucasus. That said, Europe continues to remain the backbone and principal market, representing around two thirds of the company's turnover.

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Even though FAM is a business with a distinct international focus, the fact remains that a number of its leading customers are Belgian. This is not a coincidence, Van Hemelrijk believes. "Even more so than the geographical location, the entrepreneurial spirit of Belgian, often West Flemish, companies operating in the food industry is key to this success. They have managed to make a name for themselves and become global players." A track record which family-owned businesses like FAM and Stumabo can relate to and feel comfortable with.

www.fam.be
www.stumabo.com
www.hifferman.be



INTERVIEW WITH
Kristof Wallays, *Production Director*

COMPANY

Agristo

CATEGORY

**Conservation
Techniques**

REGION

Flanders

Incorporated in 1985

Location: Harelbeke (HQ),
Nazareth (Belgium) and Tilburg
(the Netherlands)

Workforce: around 400 across
the three sites

Production growth: 300 % over
ten years

Turnover: circa 250 million EUR

Share of export sales in
turnover: 99 %

Winner of the 2014 Export Lion
Award

CONSTANT GROWTH ...

Agristo is a manufacturer, and global service provider of frozen potato products for the private labels of supermarkets and the catering industry (schools, restaurants, hospitals, etc.). As a family-owned business, Agristo expanded to become a global player, with a 'best-in-class' reputation. In order to underpin its growth drive, with a 300 % production increase over a decade, the business premises of Agristo, which evolved from a Harelbeke agricultural company, were transformed into an industrial estate. The sites in Tilburg (the Netherlands) and the Belgian town of Nazareth are managed out of the Harelbeke headquarters.

... WITH INNOVATION AS THE DRIVING FORCE

The manufacturing process for cut and frozen potato products requires a great deal of technology. Agristo produces up to 25 tonnes of fries per hour, with the products adjusting

From the very outset, Agristo deliberately focussed on the private label market. The supermarkets, which represent around two thirds of the company's turnover, are increasingly pushing their unbranded own-label products into the spotlight. The premium brands have made up for this through innovation, in which most private labels were seen to trail behind. This is why retailers are now expecting the suppliers of their own label brands to come up with innovative ideas as well. With fries now a staple food product across the European Union, the market had stopped growing. This is something which Agristo quickly spotted, and in response it targeted this area, from which it is now reaping the benefit.

One example of innovation is making products healthier. Given the right coating, a plate of oven-baked fries will give the quality and crispiness of a bowl of deep-fat fried fries a run for its money. This seems to have set in motion the switch from deep-fried products to oven-baked products once for all. Moreover, innovation does not need to stop at the coating. "Once you apply a coating to a potato, you can also start adding herbs, which takes you to products such as

● We are endeavouring to stand out especially in the area of innovation.

from 180 degrees to minus 15 degrees Celsius in just 20 minutes' time. "Needless to say, we are not the only company to process potatoes, but we are endeavouring to stand out especially in the area of innovation", Production Director Kristof Wallays affirms. Which explains why the business has four members of staff working at product innovation full time.

potato wedges with herbs and spices", Wallays explains.

As the market for fries has pretty much reached its saturation point in the European Union, Agristo has also greatly focused on speciality products supplied by its Nazareth plant, where mashed and chopped products are made, for example potato rosti, hash browns, potato



croquettes, potato noisettes ... To stay ahead of the competition, the company is experimenting with spices and different shapes on an ongoing basis, with the results of these efforts enabling supermarkets to launch a separate premium range as part of their own brand.

TAILOR-MADE EXPORTS

This approach also has an impact on the markets where Agristo is seeing its biggest growth. In England, there is a huge demand for innovation, and the speed with which this innovation is expected to be delivered substantially raises the bar high. "It is no coincidence that we occupy a very solid position across the Channel with a quarter of our turnover going to the UK", says Wallays. The company obtains almost all of its turnover through export sales, a third of which is outside Europe. The European customer accounts, which are often very significant in size, are managed by the Belgian sales team.

Outside Europe, the choice is often one between importers and distributors on the one hand, and traders on the other. "With our local partners we set out to find the right match. If that match is not there, or if the country is too much of a risk, we will sooner work with traders", Wallays clarifies. Implementing this differentiated approach means Agristo is now present in no less than 117 countries. In a large number of these countries, the company even occupies the market leadership position, from Bulgaria to Peru.

This kind of international approach requires adaptability, in terms of tastes and shapes. All markets have

very different expectations, including inside Europe. The requirement for fries will differ from one country to the next. Fries in Germany are a much lighter colour than in France, whereas in Scandinavia expectations in the area of health go way beyond what is expected in the Belgian chip shop culture. But things such as packaging for instance also need to be adapted to the local markets as residents of developing countries tend to have smaller freezer compartments than in Europe.

LOCATION AS A COMPETITIVE ADVANTAGE

The nearby ports of Rotterdam but especially Antwerp enable Agristo to export its products cost-effectively across the globe. "In our case, a container of frozen fries shipped to Rio works out cheaper than dispatching a lorry with fries to Barcelona." In other respects too, Belgium turns out to be a good home base. "Ever since we had the dioxin affair, Belgian businesses have been very much at the forefront when it comes to food safety and quality assurance systems. This has become a major competitive advantage."

What is more, Belgium sits at the heart of the so-called potato belt, which includes the north of France, Belgium, the Netherlands and part of Germany. Nowhere else in the world potato yields are higher than in this stretch of Europe. In addition, the local potato farmers have a huge wealth of know-how that is handed down from one generation to the next. As such, some years ago the Belgian potato industry took over the number one position as the world's

biggest exporter of frozen potato products from the Netherlands. To raise greater awareness of this success story, industry organisation Belgapom is working to hitch the Belgian fries wagon onto the Belgian beer and chocolate locomotive. As far as Agristo is concerned, the promotion of "Belgian fries" at the 2015 World Exhibition in Milan is certainly a great way to get the ball rolling.

www.agristo.com



Ever since we had the dioxin affair, Belgian businesses have been very much at the forefront when it comes to food safety and quality assurance systems. This has become a major competitive advantage."



INTERVIEW WITH

Frédéric van Gansberghe, *Managing Director*

COMPANY

Galactic

CATEGORY

**Conservation
Techniques**

REGION

Wallonia

Incorporated in 1994

Registered office at
Escanaffles

3 production sites: Escanaffles,
Bengbu (China), Milwaukee
(United States)

3 sales offices: Brussels, Tokyo
(Japan) and Curitiba (Brazil)

Galactic Innovation Campus in
Brussels

140 staff in Belgium, 400 staff
around the globe

Turnover (2014):
70 million EUR

Share of export sales in
turnover > 90 %



ENSURING FOOD SAFETY

Galactic got under way some twenty years ago in a disused sugar refinery in the Tournai region. Nowadays, the Group is a world reference in the field of lactic fermentation.

Lactic acid forms in the human body and is able to kill pathogenic bacteria. It can be used in a wide range of different applications and is used in cleaning products, cosmetics, solvents but also in many foodstuffs (meat, bread, dairy products, sweets, etc).

"Lactic acid is obtained by fermenting sugar. Galactic reproduces this process on a large scale by putting lactic bacteria into reaction vessels that produce the acid by the dozens of thousands of tonnes", Frédéric van Gansberghe explains. "We then sell it to companies that use it as a natural preserving agent to extend the shelf life of their commodities".

With the market for lactic acid just about reaching the point of maturity, Galactic has embarked on the devel-

opment of other preservatives that revolve around the fermentation of enzymes or propionic or acetic acid. These natural products all share the same purpose: to eliminate bad bacteria and ensure optimum food safety.

ON TO MORE THAN 80 COUNTRIES

By expanding its range of products, Galactic is able to deliver its customers tailored solutions. Their needs and requirements differ greatly in consideration of the type of food involved, the length of shelf life sought, but also on the cold chain in place. "Whatever the parameters, we make it a point of honour to deliver natural solutions at all times", Frédéric van Gansberghe emphasises.

Galactic's products are supplied directly to the company's biggest industrial customers such as Viangro, Puratos and Ter Beke. Other than that, our products are sold to food companies in over 80 countries around the world through local distributors. In addition to its historic Escanaffles site, Galactic also runs two further

food production plants: one in China, the other in the United States. The company's growth strategy also relies on its R&D centre in Brussels as well as three sales offices (Brussels, Tokyo and Curitiba).

● Our R&D centre, Galactic Innovation Campus, is the key tool in our development strategy.

INNOVATE TO STAND OUT

As the world's number 2 in lactic acid, the Galactic Group stands proud from its competitors thanks to its innovation drive. This has seen the business develop products that combine antimicrobial and antioxidant properties as part of the Polygal project, which has the support of Wagralim. "For a preserving agent to be efficient, it not only needs to eliminate the bacteria and be irreproachable in terms of food safety, it also needs to maintain the appeal of the food product concerned by preventing it from oxidising".

Another example is seen in the company's "clean labelling" efforts. Even though lactic acid is a natural food additive, its E270 E-number as part of the European nomenclature system has a chemical connotation which puts consumers off. Galactic has developed a range of products which are all based on the fermentation of sugar, but without refining. Doing so means they are labelled as "fermented sugar".

Frédéric van Gansberghe makes a point of underscoring the various Federal and Regional Government grants Galactic has benefitted from over the years and which covered a large portion of the company's investments.

"Our R&D centre, Galactic Innovation Campus, is the key tool in our develop-

ment strategy. Thanks to the Campus's laboratories that are packed with state-of-the-art technology, we will be able to continue to develop innovative natural solutions intended for the food market".

BELGIUM, AN EXCELLENT PRODUCTION HUB

"Belgium is an excellent production hub. It is home to a plethora of scientifically qualified people: microbiologists, electromechanical engineers, geneticists... The cosmopolitan nature of Brussels allows us to surround ourselves with a multilingual sales team who are able to sell our products in a wide number of faraway countries in the customer's language. The country's location and logistical position is

every bit as marvellous, thanks to the ports of Antwerp and Zeebrugge.

Moreover, we pride ourselves in the intensive collaboration we have in place with the research centres and universities dotted around Belgium. "This enables Galactic to develop and test its new products with local partners before we start exporting them", Frédéric van Gansberghe explains, citing Puratos as a case in point for the bakery sector.

Galactic is looking to pursue its growth along two main thrusts. For one thing, the Group is keen to ramp up its production volume across all three sites. For another, on the strength of the success of its lactic acid products, Galactic is eager to round out its range based on molecules obtained through fermentation as "the natural solution per excellence for food safety".

www.lactic.com

● Belgium is an excellent production hub. It is home to a plethora of scientifically qualified people.





INTERVIEW WITH
Philippe Emanuelli, co-founder

COMPANY

Supersec

CATEGORY

**Conservation
Techniques**

REGION

Brussels

Incorporated in December
2011

Registered office based in
Brussels

3 employees and 2 working
partners

Turnover (2014): 270,000 EUR

Share of export sales in
turnover: 50 %

2012 Enterprize Award winner

FRESHER THAN FRESH

As the former chef of "Café des Spores", a Brussels-based restaurant entirely dedicated to mushrooms, Philippe Emanuelli came up with the idea for Supersec at a time when he was finding it increasingly more difficult to source fresh wild quality produce from market gardeners.

Harking back to tradition, he managed to find an alternative: drying. "Moving forward also means looking back", he says. Before the current 'fresh' tyranny, seasonal or highly perishable produce underwent specific treatments for the purpose of preservation. These treatments drew on methods proffered by mother nature, tradition and technical advances: ash, salt, smoke, sun, wind, cold, metal tins...

Drying turned out to be a highly efficient solution. It lastingly puts a stop to the natural decomposing process that is brought on by the water contained in the aliments. Drying preserves the flavours and nutritional properties and even allows for the produce to be concentrated. "Without water, the products are fresher than if they were fresh". Considering that mushrooms contain

80 % to 90 % water, the benefits of drying seem compelling.

In addition, no one in their right mind would disagree with the notion that transporting water is an economic and ecological absurdity. As drying significantly slashes logistical outlays, this prompted Philippe Emanuelli to explore regions further afield for his supplies. In the mountains in the northern part of Greece, he hit on what turned out to be a veritable El Dorado for mushroom lovers: the Pindos Natural Park, which has protected status as a "biogenetic reserve".

Bankrolled by Xavier Denis, an associate who is a member of the financial community, Philippe Emanuelli came up with the Supersec brand name to present "an unprecedented and original gastronomic experience that makes sense". The Belgian company was set up in December 2011.

EXPLORING NEW HORIZONS

"The productivity of mother nature is directly linked to its level of biodiversity", Philippe Emanuelli says.



"Preserving the produce of mother nature means going for real return".

After the mushrooms, he took an interest in seafood products gathered from the Iroise Marine Natural Park in

packaging with a touch of "humour à la belge". "The off-beat wit of our by-lines is making waves, especially in France. The Belgian identity we lend our products is a strength as it enables us to reap the benefit of a con-

● Belgium is brimming with agricultural products of unbelievable quality and diversity. Great to eat, as well as great to know.

his home turf of Brittany. He also cites the plants found in the mountains of the Gaspé Peninsula in Canada and the fruit from the primeval forests in Burundi.

To source the produce of these unique ecosystems, Supersec minutely selected its suppliers. "They are difficult to find but they have a wealth of stories to tell. We maintain strong and lasting relationships with these people". What is more, the company puts these producers in touch with each other so they can share and exchange skills and come up with new ideas.

Philippe Emanuelli specifies that all drying operations are made to occur on location, right after they have been harvested as to fixate and concentrate the flavours and nutrients to optimum effect, using techniques that are adapted to the local environment (curing kilns, solar ovens, geothermics, etc).

Drying gives us a certain leeway in the way we works, thanks to a fair length of time between producer and consumer. "This gives us the time we need to publicise the products here in Belgium".

GOODWILL TOWARDS BELGIANS

Supersec does a sterling job of the way it presents its products in original

siderable degree of goodwill right from the outset".

From its incorporation, Supersec was able to benefit from the assistance of Brustart (investment company for start-up businesses) in the form of a loan, as well as subsidies put up by Brussels Invest & Export to recruit staff. "Being based in the Tanneurs quarter, which is a real nursery for sustainable businesses, is support in itself already", Philippe Emanuelli comments.

The range of products put out by Supersec is expanding little by little and currently includes mushrooms, seaweed, fruit, biscuits, pasta, flours, infusions... the products, which come with culinary recipes, are available to be ordered online or purchased from the shop.

The clientele is made up of private consumers, but also of businesses from the Food & Beverage industry, retailers such as fine and organic grocery shops, as well as several chain stores such as Naturalia, Bio Planet, Globus and Délitrateur.

Over half of the company's sales derive from exports, mainly to France. Supersec's products are also sold in Germany and Switzerland.



● The Belgian identity we lend our products is a strength as it enables us to reap the benefit of a considerable degree of goodwill right from the outset.

GREAT TO EAT, GREAT TO KNOW

"As with every small organisation, it's a lot of paddling at the beginning to make little headway", Philippe Emanuelli confides. Constantly keeping abreast of new ecosystems, Supersec is hoping to conduct an all-out Belgian project. "Belgium is brimming with agricultural products of unbelievable quality and diversity, like potatoes, apples and sugar beets. Great to eat, as well as great to know ". Harnessing our local treasures through the process of drying is part of Supersec's growth ambitions - a step that requires "sufficiently participative producers".

www.supersec.com





DIRECTORY OF COMPANIES

This directory is not exhaustive.

For more information please contact Flanders Investment & Trade (FIT), Brussels Invest & Export, Wallonia Export & Investment Agency (AWEX) or the Belgian federations (see Chapter 1, Section 5).

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
3M BELGIUM, BVBA	1831	DIEGEM	Flanders	www.3m.be	•	•	
A. SCHULMAN PLASTICS	2880	BORNEM	Flanders	www.aschulman.com	•	•	
AAK	2170	MERKSEM	Flanders	www.aak.com	•	•	
ABN CLEANROOM TECHNOLOGY	3740	MUNSTERBILZEN	Flanders	www.abn.be	•	•	
ABRAMO	8550	ZWEVEGEM	Flanders	www.abramo.be	•	•	•
ACEMAL	1402	NIVELLES	Wallonia	www.acemal.com	•	•	
ADIFO	9990	MALDEGEM	Flanders	www.adifo.com	•	•	
AGRISTO	8531	HARELBEKE-HULSTE	Flanders	www.agristo.com	•	•	•
AGRO ALBERT INTERNATIONAL	5020	SUARLEE	Wallonia	www.agralbert.com	•	•	
AJINOMOTO OMNICHEM, NV	9230	WETTEREN	Flanders	www.ajinomoto-omnichem.com	•	•	•
AJINOMOTO OMNICHEM, SA	1348	LOUVAIN-LA-NEUVE	Wallonia	www.ajinomoto-omnichem.com	•	•	•
ALBERT PREMIER CHOCOLATERIE, NV	1651	LOT-BEERSEL	Flanders	www.albertpremier.be	•	•	
ALDIA	9700	OUDENAARDE	Flanders	www.aldia.be	•	•	
ALGIST BRUGGEMAN, NV	9000	GENT	Flanders	www.algistbruggeman.be	•	•	
ALVEY, NV	9700	OUDENAARDE	Flanders	www.alvey.be	•	•	
AMIFOOD	4101	JEMEPPE-SUR-MEUSE	Wallonia	www.amifood.eu	•	•	•
AMINOLABS BY EUROFOOD BELGIUM, NV	3500	HASSELT	Flanders	www.aminolabs.com	•	•	
AMPI	4280	HANNUT	Wallonia	www.ampi.be	•	•	
AMS BELGIUM, BVBA	3740	BILZEN	Flanders	www.amsrobotics.com	•	•	
ANTWERP BAKERY	2900	SCHOTEN	Flanders	/	•	•	•
ARDO	8850	ARDOOIE	Flanders	www.ardo.com	•	•	•
ARIAKE EUROPE, NV	3630	MAASMECHELEN	Flanders	www.ariake-europe.com	•	•	
ARODO, BVBA	2370	ARENDONK	Flanders	www.arodo.com	•	•	
AROMA'S LECOCQ	3520	ZONHOVEN	Flanders	www.lecocqflavours.com	•	•	
ARTECHNO	5032	ISNES	Wallonia	www.artechno.be	•	•	
ARTVENDUM	8000	BRUGGE	Flanders	www.artvendum.com	•	•	
ASEPTIC TECHNOLOGIES, SA	5032	ISNES	Wallonia	www.aseptictech.com	•	•	
ASTRA SWEETS	2300	TURNHOUT	Flanders	www.astrasweets.com	•	•	
ATELIERS BONTE, BVBA	3000	LEUVEN	Flanders	www.bonteateliers.be	•	•	
ATELIERS DE CONSTRUCTION GUY FERRARI & FILS	7822	GHISLENGHIEN	Wallonia	www.ferrari.be	•	•	
ATLANTIC ENGINEERING	9850	NEVELE	Flanders	www.atlantic-engineering.be	•	•	

TITLE	ZIP	CITY	REGION	SITE				INGREDIENTS	PRODUCTION	CONSERVATION
ATLAS COPCO BELGIUM, NV	3090	OVERIJSE	Flanders	www.atlascopco.be					•	
AUTAJON PACKAGING BELGIUM	1070	BRUSSELS	Brussels	www.autajon.com						•
B BY B	8000	BRUGGE	Flanders	www.bbyb.be				•		
BARENTZ, NV	1930	ZAVENTEM	Flanders	www.barentz.com				•		
BARRY CALLEBAUT BELGIUM, NV	9280	LEBBEKE	Flanders	www.barry-callebaut.com				•		
BARÚ	3590	DIEPENBEEK	Flanders	www.baru.be				•		
BE DELICIOUS	8630	VEURNE	Flanders	www.bedelicious.be				•		
BECKHOFF AUTOMATION, BVBA	3500	HASSELT	Flanders	www.beckhoff.be					•	
BEGRO	8850	ARDOOIE	Flanders	www.begro.be						•
BELBERRY PRESERVES	8500	KORTRIJK	Flanders	www.belberry.com				•		•
BELDOS	2900	SCHOTEN	Flanders	www.beldos.be					•	
BELFINE	9160	LOKEREN	Flanders	www.belfine.com				•		
BELGIAN ICE CREAM GROUP - B.I.G.	2460	TIELEN	Flanders	www.ijsboerke.be						•
BELGIAN INDUSTRIAL MACHINES, BVBA	2450	MEERHOUT	Flanders	www.bimpackaging.com					•	
BELGIAN SWEETS AND CHOCOLATES	9111	SINT-NIKLAAS	Flanders	www.belgiansac.eu				•		
BELGOMILK	9120	KALLO	Flanders	www.belgomilk.be						•
BELORTA SKW	2860	SINT-KATELIJNE-WAVER	Flanders	www.belorta.be				•		
BELOURTHE	4180	HAMOIR	Wallonia	www.belourthe.be						•
BELOVO FLANDERS	8793	SINT-ELOOIS-VIJVE	Flanders	www.bnlfood-bnc.com				•		
BENEO-ORAFIT, SA	4360	OREYE	Wallonia	www.beneo.com				•		
BENEO-REMY, NV	3018	LEUVEN-WIJGMAAL	Flanders	www.beneo.com				•		
BENS RETAIL	9700	OUDENAARDE	Flanders	www.bensretail.be						•
BEPHARBEL MANUFACTURING	1040	BRUSSELS	Brussels	www.bepharbel.com				•		
BETEC, NV	2220	HEIST-OP-DEN-BERG	Flanders	www.betecnv.be					•	
BIOLINE EUROPE	2200	HERENTALS	Flanders	www.bioline.be				•		
BIORES	4000	LIEGE	Wallonia	www.liegebiomed.com				•		
BIOTECHNOBEL	1190	BRUSSELS	Brussels	www.biotechnobel.com				•		
BIOXTRACT	5032	LES ISNES	Wallonia	www.bioxtract.com				•		
BISCUITERIE SEGHERS	9140	TEMSE	Flanders	www.biscuits.be				•		
BISCUITERIE THIJS	2288	GROBBENDONK	Flanders	www.biscuiteriethijs.be				•		
BISCUITS BOFIN	2580	PUTTE	Flanders	www.biscuits-bofin.be				•		
BKS	4800	LAMBERMONT	Wallonia	www.bks.be					•	
BLUA	9450	HAALTERT	Flanders	/				•		
BONDUELLE NORTHERN EUROPE	8610	KORTEMARK	Flanders	www.bonduelle.nl						•
BRASSERIE DE L'ABBAYE DU VAL DIEU	4880	AUBEL	Wallonia	www.val-dieu.com						•
BRASSERIE DES LEGENDES	7801	IRCHONWELZ	Wallonia	www.brasserieledeslegendes.be						•
BRASSERIE DUBUISSON FRERES	7904	PIPAIX	Wallonia	www.br-dubuisson.com						•
BRASSERIE DUPONT	7904	TOURPES	Wallonia	www.brasserie-dupont.com						•
BRASSERIE LEFEBVRE	1430	QUENAST	Wallonia	www.brasserielefebvre.be						•
BREYDEL / VLEESWAREN ANTONIO	9890	GAVERE	Flanders	www.breydel.be						•
BÜHLER BENELUX, BUIV	2800	MECHELEN	Flanders	www.buhlergroup.com					•	

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
BUVA VLEESWAREN	3530	HOUTHALEN	Flanders	www.buva.be			•
CACAOLAB	9940	EVERGEM	Flanders	www.cacaolab.be		•	
CALLAS CONFITURE	9000	GENT	Flanders	www.callasconfiture.com	•		
CALUWE DEMANDE PRALINES	2160	WOMMELGEM	Flanders	www.cdchocolates.com	•		
CAND'ART	3740	BILZEN	Flanders	www.candart.com	•		
CAPRA	3545	HALEN	Flanders	www.capra.be			•
CARGILL CHOCOLATE BELGIUM, SA	7700	MOUSCRON	Wallonia	www.cargillcocoachocolate.com	•		
CARGILL, NV	2030	ANTWERPEN	Flanders	www.cargill.be	•		
CARMEL HOLDING	2030	ANTWERPEN	Flanders	www.carmel-bv.com	•		
CARMINA	2100	ANTWERPEN	Flanders	www.chocolateriecarmina.be	•		
CAVALIER	9900	EEKLO	Flanders	www.cavalier.be	•		
CBS, SPRL	1020	BRUSSELS	Brussels	www.cbsbrew.com	•		
CENTHO - CHOCOLATES	3080	TERVUREN	Flanders	www.centho-chocolates.com	•		
CERES	1130	BRUSSELS	Brussels	www.ceres.be	•		
CHAINES ET PRESSES LIEGEOISES POUR L'INDUSTRIE	4340	OTHEE	Wallonia	www.cpl-industrie.be		•	
CHIMAY TRADITION	6464	BAILEUX	Wallonia	www.chimaytradition.be			•
CHOCOLATE WORLD	2018	ANTWERPEN	Flanders	www.chocolateworld.be		•	
CHOCOLATERIE CARRÉ	8552	ZWEVEGEM	Flanders	www.chocolateriecarre.be	•		
CHOCOLATERIE DE SCHUTTER	9160	LOKEREN	Flanders	www.chocolaterie-de-schutter.be	•		
CHOCOLATERIE DIANE	9160	LOKEREN	Flanders	www.chocolateriediane.be	•		
CHOCOLATERIE HERMES	9600	RONSE	Flanders	www.chocolaterie-hermes.be	•		
CHOCOLATERIE LIMAR	2300	TURNHOUT	Flanders	www.limarchocolates.com	•		
CHOCOLATERIE SMET	2920	KALMTHOUT	Flanders	www.smet.be	•		
CLAREBOUT POTATOES	8950	NIEUWERKE	Flanders	www.clarebout.com			•
CLAYTON OF BELGIUM, NV	2880	BORNEM	Flanders	www.clayton.be		•	
COLAC, BVBA	2390	MALLE	Flanders	www.colac.be	•		
COLUMBUS PARADIGM INSTITUTE	1410	WATERLOO	Wallonia	www.bnlfood.com	•		
CONFIDAS	9031	GENT	Flanders	www.confidas.com	•		
CONFISERIE ELISE	9170	SINT-GILLIS-WAAS	Flanders	www.chocelise.be	•		
CONFISERIE LEONIDAS	1070	BRUSSELS	Flanders	www.leonidas.com	•		
CONFISERIE RIAL	8552	ZWEVEGEM	Flanders	www.rial-lolly.com	•		
CONFISERIE ROODTHOFT	2018	ANTWERPEN	Flanders	www.roodthoof.be	•		
CONFISERIE THIJS	9100	SINT-NIKLAAS	Flanders	www.confiserie-thijs.com	•		
CONFISERIE VAN DAMME	9230	WETTEREN	Flanders	www.vandammegroup.com	•		
CONFISERIE VANDENBULCKE	8501	KORTRIJK	Flanders	www.vandenbulcke.com	•		
CONTEC, CVBA	2030	ANTWERPEN	Flanders	www.contec.be		•	
CORMACO	4845	SART-LEZ-SPA	Wallonia	www.cormaco.com		•	
CORMAN	4834	GOE	Wallonia	www.corman.be			•
COSUCRA GROUPE WARCOING	7740	WARCOING	Wallonia	www.cosucra.com	•		
CRÈME DE LA CRÈME BELGIUM	3500	HASSELT	Flanders	www.cremedelacreme.be			•

TITLE	ZIP	CITY	REGION	SITE				INGREDIENTS	PRODUCTION	CONSERVATION
CROP'S	8710	OOIGEM	Flanders	www.crops.be						•
CROWN-BAELE, NV	1840	LONDERZEEL	Flanders	www.crown-baele.com					•	
CRV CORTHOUTS	3290	DIEST	Flanders	www.belkorn.com			•			
CSM BENELUX, NV	2170	MERKSEM	Flanders	www.csmbakerysolutions.com			•			
CULINOR	9070	DESTELBERGEN	Flanders	www.culinor.com			•			
DAMHERT	3550	HEUSDEN-ZOLDER	Flanders	www.damhert.be			•			
DANATEL	4870	TROOZ	Wallonia	/						•
D'ARTA	8850	ARDOOIE	Flanders	www.darta.com						•
DE CHOCOLADEKAAI	1000	BRUSSELS	Brussels	www.frederic-blondeel.be			•	•		
DE HOBBIT	9990	MALDEGEM	Flanders	www.hobbit.be			•			
DE REZE BISCUIT CHOCOLATE, BVBA	3583	BERINGEN	Flanders	www.annafaggio.com			•			
DE SMET ENGINEERS & CONTRACTORS	1410	WATERLOO	Wallonia	www.dsengineers.com					•	
DE VLAEMINCK IVAN EN ZOON	9970	KAPRIJKE	Flanders	www.devlaeminck.be						•
DE WULF VLEESWAREN	9880	AALTER	Flanders	www.dewulf.com						•
DELAFAILLE	9120	BEVEREN	Flanders	www.dellafaille.be			•			
DELIPAN	8870	IZEGEM	Flanders	www.delipan.be						•
DELITRUFF	2930	BRASSCHAAT	Flanders	www.delitruff.be			•			
DELIVA	3600	GENK	Flanders	www.deliva.be						•
DELTA ENGINEERING, BVBA	9500	GERAARDSBERGEN	Flanders	www.delta-engineering.be					•	
DELY WAFELS	7700	MOUSCRON	Wallonia	www.dely.be						•
DERKENNE-COULINE	4671	BARCHON	Wallonia	www.llbg.com						•
DESMET BALLESTRA GROUP, NV	1930	ZAVENTEM	Flanders	www.desmetgroup.com					•	
DESOBRY	7500	TOURNAI	Wallonia	www.desobry.be						•
DESSERT FACTORY	4530	VILLERS-LE-BOUILLET	Wallonia	www.dessertfactory.be						•
DETRY	4880	AUBEL	Wallonia	www.detry.com						•
DEVE	9400	NINOVE	Flanders	/						•
DG PRO-TEC, BVBA	9320	EREMBODEGEM	Flanders	www.dgprotec.com					•	
D'HAUBRY	8500	KORTRIJK	Flanders	www.dhaubry.com			•			
DICOGEL-BEGRO, NV	8850	ARDOOIE	Flanders	www.dicogel.be						•
DILLS	3001	LEUVEN	Flanders	www.dills.be			•			
DIMABEL	8900	IEPER	Flanders	www.dimabel.be			•			
DIRAFROST FROZEN FRUIT INDUSTRY	3540	HERK-DE-STAD	Flanders	www.dirafrost.com						•
D' LIS FOOD	3290	DIEST	Flanders	www.dlisfood.com						•
DOBBELS MEAT	8770	INGELMUNSTER	Flanders	www.dobbelsmeat.be						•
DOSSCHE MILLS	9800	DEINZE	Flanders	www.dosschemills.com						•
DU BARRY	9041	GENT	Flanders	/			•			
DUFINA	9920	LOVENDEGEM	Flanders	www.dufina.be						•
DUJARDIN FOODS	8851	ARDOOIE	Flanders	www.dujardin-foods.com						•
DUVA	8552	ZWEVEGEM	Flanders	www.duva.be			•			
ECI	6900	MARLOIE	Wallonia	www.eci-colostrum.com			•			
ECOMECE BELGIUM	1420	BRAINE-L'ALLEUD	Wallonia	www.ecomece.be					•	

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
ECOPLA BENELUX, SPRL	4040	HERSTAL	Flanders	www.ecopla.be		•	
ECO-VIDA	1130	BRUSSELS	Brussels	www.lebonpain.be	•	•	
EGEMIN, NV	2070	ZWIJNDRECHT	Flanders	www.egemin-automation.com		•	
EM CREATE CONCEPT	1150	BRUSSELS	Brussels	www.a3acube.com	•	•	
ENDRESS + HAUSER, SA-NV	1140	BRUSSELS	Brussels	www.be.endress.com		•	
ENSIVAL - MORET - DEPLECHIN	7500	TOURNAI	Wallonia	www.em-pumps.com		•	
ENZYBEL	4530	VILLERS-LE-BOUILLET	Wallonia	www.enzybel.be	•		
ERNELL	9140	TEMSE	Flanders	www.ernell.be			•
ETABLISSEMENTEN JOSEPH SOUBRY	8800	ROESELARE	Flanders	www.soubry.com	•		
ETABLISSEMENTS COLLIN - LUCY	5555	BIEVRE	Wallonia	www.collin-lucy.com		•	
ETABLISSEMENTS FR. COLRUYT	1500	HALLE	Flanders	www.colruyt-export.com	•		
ETABLISSEMENTS J. PAULUS	4841	WELKENRAEDT	Wallonia	www.paulusblades.com		•	
ETS. HENRI BLOEMENDAL EN ZOON	9160	LOKEREN	Flanders	www.bicobel.be	•		
EUROFREEZ	8972	POPERINGE	Flanders	www.eurofreez.com			•
EURO-SWEETS	2600	ANTWERPEN	Flanders	www.eurosweets.be	•		
EXTENSE PHARMA	1380	LASNE	Wallonia	www.extense-pharma.be	•		
FAG CREATIVE FOODS	8400	OOSTENDE	Flanders	www.fag.be			•
FARM FRITES BELGIUM	3920	LOMMEL	Flanders	www.farmfrites.com			•
FAVORIT	1880	KAPELLE-OP-DEN-BOS	Flanders	www.favorit.be			•
FERME DE BERTINCHAMPS	5030	GEMBLoux	Wallonia	www.bertinchamps.be			•
FESTO BELGIUM, NV	1030	BRUSSELS	Brussels	www.festo.be		•	
FINASUCRE - ISCAL SUGAR	1160	BRUSSELS	Brussels	www.finasucre.com	•	•	
FINEX	9940	EVERGEM	Flanders	www.finexbelgium.be	•		
FISCHBEIN	1070	BRUSSELS	Brussels	www.fischbein.com		•	
FLANDERS BAKERY	8400	OOSTENDE	Flanders	www.fgbb.be			•
FOODPAIRING	8310	BRUGGE	Flanders	www.foodpairing.com		•	
FRIANDA	4040	HERSTAL	Wallonia	www.frianda.be			•
FRIESLANDCAMPINA BELGIUM	9880	AALTER	Flanders	www.frieslandcampina.com			•
FRIMA	8400	OOSTENDE	Flanders	www.frimaeurope.com			•
FUJI OIL EUROPE	9042	GENT	Flanders	www.fujioileurope.com	•		
GALACTIC	7760	ESCANAFFLES	Wallonia	www.lactic.com	•		•
GALANA	8790	WAREGEM	Flanders	www.galana.be			•
GALLER - CHOCOLATIERS	4041	MILMORT	Wallonia	www.galler.com			•
GDTECH	4031	LIEGE	Wallonia	www.gdtech.eu		•	
GEA PROCESS ENGINEERING, NV	2800	MECHELEN	Flanders	www.geap.be		•	
GEERINCK - VAN ACKER	9100	SINT-NIKLAAS	Flanders	/	•		
GENEROUS	1070	BRUSSELS	Brussels	www.generous.eu	•		
GERNAL	7780	COMINES	Wallonia	www.gernal.be		•	
GHL GROUPE	4880	AUBEL	Wallonia	www.ghlgroupe.be			•
GLACIO	2340	BEERSE	Flanders	www.glacio.com			•
GOLD MEAT BELGIUM	3550	ZOLDER	Flanders	www.goldmeat.be			•

TITLE	ZIP	CITY	REGION	SITE				INGREDIENTS	PRODUCTION	CONSERVATION
GRAND BELGIAN SPECIALITIES	2630	AARTSELAAR	Flanders	/				•		
GREENYARD FOODS	9042	GENT	Flanders	www.greenyardfoods.com						•
GRIFFITH LABORATORIES, NV	2200	HERENTALS	Flanders	www.griffithlaboratories.com				•		
GROEP TEUGELS	2550	KONTICH	Flanders	www.groep-teugels.be				•		
GUDRUN COMMERCIAL	2500	LIER	Flanders	www.chocolates.be				•		
GUINA	1830	MACHELEN	Flanders	www.guina.be						•
HACOS	2390	MALLE	Flanders	www.hacos.com					•	
HANDARY	1180	BRUSSELS	Brussels	www.handary.com				•		
HAYSTACK INTERNATIONAL	3001	LEUVEN	Flanders	www.haystack-international.com					•	
HEDELAB	7011	GHLIN	Wallonia	www.hedelab.be				•		
HERBAFROST	2235	HULSHOUT	Flanders	www.herbafrost.be						•
HERVE - SOCIETE	4650	HERVE	Wallonia	www.herve-societe.be						•
HIFFERMAN GROUP	2550	KONTICH	Flanders	www.hifferman.be					•	
HOMIFREEZ	8850	ARDOOIE	Flanders	www.homifreez.com						•
HORAFROST, NV	8840	STADEN	Flanders	www.horafrost.be						•
ICKX VERKOOP	2910	ESSEN	Flanders	www.choc-ickx.be				•		
IFM ELECTRONIC, NV-SA	1731	ZELLIK	Flanders	www.ifm-electronic.be					•	
IGLO BELGIUM	1620	DROGENBOS	Flanders	www.iglo.be						•
IKA VLEESWAREN	9260	SERSKAMP	Flanders	www.ikaham.be						•
IMCD BENELUX, NV	2800	MECHELEN	Flanders	www.imcdgroup.com				•		
IMPERIAL MEAT PRODUCTS	9920	LOVENDEGEM	Flanders	www.imperial.be						•
INCOPLAS-INDUSTRIE ET COMMERCE PLASTIQUE	1170	BRUSSELS	Brussels	www.incoplas.com						•
INDUSTRIAL ROBOTICS AUTOMATION	4520	VINALMONT	Wallonia	www.ira.be					•	
INEX	9520	BAVEGEM	Flanders	www.inex.be						•
INGRIZO, NV	9840	DE PINTE	Flanders	www.ingrizo.com				•		
INTRION, NV	1654	HUIZINGEN	Flanders	www.intrion.com					•	
IPS BELGIUM	1400	NIVELLES	Wallonia	www.group-ips.com					•	
ITS-ROBOTICS	7822	GHISLENGHIEN	Wallonia	www.axymatic.com					•	
IZICO BOCHOLT	3950	BOCHOLT	Flanders	www.izicosnacks.com						•
JAC	4000	LIEGE	Wallonia	www.jac-machines.com					•	
JACQUES IJS	2260	WESTERLO	Flanders	www.jacques-ice.com				•		•
JOHN BEAN TECHNOLOGIES, NV	9100	SINT-NIKLAAS	Flanders	www.jbtcorporation.com					•	
JONGERIUS TECHNOLOGY, NV	2950	KAPELLEN	Flanders	www.j-tec.com					•	
JUST ICE	9700	OUDENAARDE	Flanders	www.just-ice.be						•
KARNEX - VANDEN BORRE	9700	OUDENAARDE	Flanders	www.tradelio.be						•
KIM'S CHOCOLATES	3300	TIENEN	Flanders	www.kimchoc.be				•		
KIPCO-DAMACO	8780	OOSTROZEBEKE	Flanders	www.kipcodamaco.com						•
KITOZYME	4040	HERSTAL	Wallonia	www.kitozyme.com				•		
KLINGELE CHOCOLADE	9940	EVERGEM	Flanders	www.klingelechocolade.be				•		
KOEKJESFABRIEK BEKAERT	8560	WEVELGEM	Flanders	www.bekaert-biscuits.com				•		

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
LA LORRAINE BAKERY GROUP	9400	NINOVE	Flanders	www.llbg.com			•
LABORATOIRE DIETLIFE	1040	BRUSSELS	Brussels	www.laboratoire-dietlife.com	•		
LABORATOIRES ORTIS	4750	ELSENBORN-BÜTGEN-BACH	Wallonia	www.ortis.com	•		
LABORATOIRES PHARMACEUTIQUES TRENKER	1180	BRUSSELS	Brussels	www.trenker.be	•		
LAMAIRE BARTS POTATO COMPANY	8640	VLETEREN	Flanders	www.lamaire.com			•
LAMBRECHTS KONSTRUKTIE, NV	2870	RUISBROEK	Flanders	www.lambrechts-group.be		•	
LAMMENS - EDNO VLEESWAREN	9260	WICHELEN	Flanders	www.edno.be			•
LANTMÄNNEN UNIBAKE LONDERZEEL	1840	LONDERZEEL	Flanders	www.pastridor.be			•
LANTMÄNNEN UNIBAKE MOUSCRON	7700	MOUSCRON	Wallonia	www.pastridor.be			•
LAURENT GERBAUD CHOCOLATIER	1000	BRUSSELS	Brussels	www.chocolatsgerbaud.be	•		
LESSINES INDUSTRIES	7600	PERUWELZ	Wallonia	www.lessinesindustries.com		•	
LEYCO	2880	BORNEM	Flanders	www.leyco.be			•
LILLY'S CAKES	9170	SINT-GILLIS-WAAS	Flanders	www.lillyscakes.be	•		
LION PRODUCTS	2820	BONHEIDEN	Flanders	www.lionproducts.eu	•		
LITTLE FOOD	1060	BRUSSELS	Brussels	www.littlefood.org	•		
LOTUS BAKERIES CORPORATE	9971	KAPRIJKE	Flanders	www.lotusbakeries.com	•		
LUTOSA	7900	LEUZE-EN-HAINAUT	Wallonia	www.lutosa.com			•
M CARE - SLIM SLANKER	2600	ANTWERPEN	Flanders	www.slimslanker.be	•		
M.I.K.	9770	KRUISSHOUTEM	Flanders	www.mik.eu			•
MADÉCASSE	1950	KRAAINEM	Flanders	www.madecasse.com	•		
MARCO-BETH	9800	DEINZE	Flanders	www.marcobeth.be			•
MARELEC FOOD TECHNOLOGIES, BVBA	8620	NIEUWPOORT	Flanders	www.marelec.com		•	
MARINE HARVEST PIETERS	8000	BRUGGE	Flanders	www.marineharvest.com			•
MC CAIN FOODS BELGIUM	2280	GROBBENDONK	Flanders	www.mccain.be			•
MC FOOD SERVICE	4910	POLLEUR	Wallonia	www.mc-foodconcept.be		•	
MEAT SUPPLY	9160	LOKEREN	Flanders	www.hamboerke.be			•
MELI	8630	VEURNE	Flanders	www.meli.be	•		
MELLOW PARTY	9170	SINT-GILLIS-WAAS	Flanders	www.mellow-party.be	•		
MEROSO FOODS	1880	KAPELLE-OP-DEN-BOS	Flanders	www.meroso.be	•		
MESTDAGH	8630	VEURNE	Flanders	www.mestdagh-artisan.be			•
METAROM BENELUX	1190	BRUSSELS	Brussels	www.metarom.be	•		
MEURA	7600	PERUWELZ	Wallonia	www.meura.com		•	
MEURENS NATURAL	4650	HERVE	Wallonia	www.meurensnatural.com	•		
MEYLAND, NV	9991	ADEGEM	Flanders	www.meyland.be		•	
MILCOBEL	9120	KALLO	Flanders	www.milcobel.be			•
MILIONI	6180	COURCELLES	Wallonia	www.milioni.be			•
MORA	2400	MOL	Flanders	www.mora.be	•		•
NACTIS BENELUX NV	2900	SCHOTEN	Flanders	www.nactis.com	•		
NALIM	4040	HERSTAL	Wallonia	www.nalim.be		•	

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
NAUTA'S VLEESWAREN	1730	MOLLEM-ASSE	Flanders	www.nautabvba.be			•
NEWTREE	1160	BRUSSELS	Brussels	www.newtree.com	•		
NOBLE CHOCOLATES	8630	VEURNE	Flanders	www.noble-chocolates.com	•		
NOLIKO	3960	BREE	Flanders	www.noliko.be			•
NOYEN	9940	EVERGEM	Flanders	www.noyen.be			•
NUTRABEL	7870	CAMBRON ST VINCENT	Wallonia	www.nutrabel.com			•
NUTREX	2275	LILLE	Flanders	www.nutrex.be	•		
OBJECTIVE BELGIUM, BVBA	9260	WICHELEN	Flanders	www.objt.com		•	
O-I EUROPE, SARL	1050	BRUSSELS	Brussels	www.o-i.com			•
OLEON, NV	9940	ERTVELDE	Flanders	www.oleon.com	•		
OLYMPIA	1540	HERFELINGEN	Flanders	www.olympiadairy.be			•
OXYLENT	7822	GHISLENGHIEN	Wallonia	www.oxylent.be	•		
P.G. BRUSH	4800	VERVIERS	Wallonia	www.pgbrush.be		•	
PAAS FOOD INDUSTRIES	3630	MAASMECHELEN	Flanders	www.paasfoodindustries.com			•
PACKO INOX, NV	8210	ZEDELGEM	Flanders	www.packo.com		•	
PAJOTTENLANDER	1670	PEPINGEN	Flanders	www.pajottenlander.be	•		
PARABOLIC BIOLOGICALS	1320	BEAUVECHAIN	Wallonia	www.bioparabolic.com	•		
PARTY PARTNERS	9820	MERELBEKE	Flanders	www.choc-o-lait.be	•		
PASFROST	8980	ZONNEBEKE	Flanders	www.pasfrost.be			•
PASTIFICIO DELLA MAMMA	4040	HERSTAL	Wallonia	www.pastadellamamma.be			•
PATTYN PACKING LINES, NV	8000	BRUGGE	Flanders	www.pattyn.com		•	
PHIBO INDUSTRIES	9600	RONSE	Flanders	www.phibo.be	•	•	
PIERRE MARCOLINI GROUP	1130	BRUSSELS	Brussels	www.marcolini.be	•		
PINGUIN LANGEMARK	8920	LANGEMARK	Flanders	www.pinguinfoods.com			•
PINSON BISCUITERIE	8630	VEURNE	Flanders	www.pinsonbiscuits.be	•		
PLUKON CONVENIENCE OLEN	2250	OLEN	Flanders	www.maiski.be			•
POLCA	8870	IZEGEM	Flanders	www.polca.be			•
POMUNI FROZEN	2520	RANST	Flanders	www.pomuni.com			•
POPPIES INTERNATIONAL	8980	ZONNEBEKE	Flanders	www.poppies.com	•		•
PORTION PACK BELGIUM	2200	HERENTALS	Flanders	www.portionpack.be	•		
PRALIBEL	8570	ANZEGEM	Flanders	www.pralibel.be	•		
PRAYON	4480	ENGIS	Wallonia	www.prayon.com	•		
PROCELL	7850	ENGHIEN	Wallonia	www.procell-nutrition.com	•		
PROTEIFOOD	7850	ENGHIEN	Wallonia	/	•		
PUR NATUR	9770	KRUISHOUTEM	Flanders	www.purnatur.eu			•
PURATOS	1702	GROOT-BIJGAARDEN	Flanders	www.puratos.be	•		
PUROLATOR ADVANCED FILTRATION, SA	4141	SPRIMONT	Wallonia	www.purolator-afg.com		•	
Q CHOCOLATE	9220	HAMME	Flanders	www.bianca-qchocolate.be	•		
QUALPRO	1730	ASSE	Flanders	www.lanouba.be	•		
QUOMAK	3001	LEUVEN	Flanders	www.quomak.be		•	
RANSON	8530	HARELBEKE	Flanders	www.ranson.be	•		

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
RITTAL, NV	9160	LOKEREN	Flanders	www.rittal.be		•	
ROCHELLO	1790	AFFLIGEM	Flanders	www.rochello.be	•		
ROELANDT	9240	ZELE	Flanders	www.roelandt.be			•
ROUSSELOT, BVBA	9000	GENT	Flanders	www.rousselot.com	•		
ROVACOS	1780	WEMMEL	Flanders	www.rovacos.be	•		
RUSSELL FINEX, NV	2800	MECHELEN	Flanders	www.russellfinex.com		•	
S.P.S. - SOLUTIONS FOR PACKAGING AND SERVICES	6000	CHARLEROI	Wallonia	/		•	
SALM INVEST	6220	FLEURUS	Wallonia	www.salminvestgroup.be			•
SAVAT	9620	ZOTTEGEM	Flanders	www.savat.com	•		
SCHEPERS VLEESBEDRIJF	3570	ALKEN	Flanders	www.schepersnv.com			•
SEAMCO, NV	2520	OELEGEM	Flanders	www.seamco.be		•	
SENSIENT FLAVORS BIOLUX	1130	BRUSSELS	Brussels	www.sensientbio.com	•		
SETRACO	8630	VEURNE	Flanders	www.setraco.be			•
SEW-EURODRIVE, NV	3001	HEVERLEE	Flanders	www.sew-eurodrive.be		•	
SIEMENS, NV-SA	1654	HUIZINGEN	Flanders	www.siemens.be		•	
SLUYS INTERNATIONAL	2570	DUFFEL	Flanders	www.sluis.eu	•		
SMET PRODUCTIONS	2920	KALMTHOUT	Flanders	www.smetproductions.be	•		
SNACK FOOD POCO LOCO	8800	ROESELARE	Flanders	www.pocoloco.be	•		
SNICK EUROINGREDIENTS NV	8020	RUDDERVOORDE	Flanders	www.snick.be	•		
SOLAE BELGIUM, NV	8900	IEPER	Flanders	www.solae.com	•		
SOLINA BELGIUM, AG/NV	9810	ELKE-NAZARETH	Flanders	www.solina-group.eu	•		
SOLVAY	1120	BRUSSELS	Brussels	www.solvay.com	•		•
SOUPART ETS.	7911	BUISSENAL	Wallonia	www.fours-soupart.com		•	
SPIE BELGIUM, NV-SA	1070	BRUSSELS	Brussels	www.spie.be		•	
SPIROMATIC, NV	9810	NAZARETH	Flanders	www.spiromatic.com		•	
ST. PAUL	9160	LOKEREN	Flanders	www.st-paul.be			•
STAR MEAL	2260	WESTERLO	Flanders	www.starmeal.com			•
STARBROOK CHOCOLATE COMPANY	2440	GEEL	Flanders	www.starbrook-airlines.com	•		
STASSEN	4880	AUBEL	Wallonia	www.stassen.be			•
STE MARIE ZUIVEL	2990	WUUSTWEZEL	Flanders	/			•
STEPAJA	3001	LEUVEN	Flanders	www.stepa.be	•		
STRUIK FOODS BELGIUM	2900	SCHOTEN	Flanders	www.struik.com			•
SUPERSEC	1000	BRUSSELS	Brussels	www.supersec.com			•
SWECO EUROPE	1400	NIVELLES	Wallonia	www.sweco.com		•	
SWEET PACK	3920	LOMMEL	Flanders	www.sweetpack.be	•		
SWEET-SWITCH	8820	TORHOUT	Flanders	www.sweet-switch.com	•		
SYNACO, NV-SA	4000	LIEGE	Wallonia	www.synaco.com	•		
SYRAL BELGIUM, NV	9300	AALST	Flanders	www.tereos-syral.com	•		
T BOERINNEKE	2890	SINT-AMANDS	Flanders	www.boerinneke-marino.be	•		
'T MUNCKENEI	8750	WINGENE	Flanders	www.munckenei.be		•	

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
TAIGA INTERNATIONAL	2870	PUURS	Flanders	www.taiga-international.com	•		
TARADON LABORATORY	1480	TUBIZE	Wallonia	www.taradon-laboratory.com	•		
TAURA	2250	OLEN	Flanders	www.tauraurc.com	•		
TER BEKE	6900	MARCHE-EN-FAMENNE	Wallonia	www.terbeke.be			•
TER BEKE	9950	WAARSCHOOT	Flanders	www.terbeke.be			•
THE BAKERY DEVELOPMENT	1160	BRUSSELS	Brussels	www.ellphi.com	•		
THE BELGIAN CHOCOLATE GROUP	2250	OLEN	Flanders	www.thebelgian.com	•		
THE FITZPATRICK COMPANY EUROPE, NV	2070	ZWIJNDRECHT	Flanders	www.fitzpatrick.be		•	
THE HUDSON-SHARP MACHINE COMPANY, BVBA	1731	ZELLIK	Flanders	www.hudsonsharp.com		•	
THE JAVA COFFEE COMPANY	3110	ROTSELAAR	Flanders	www.thejavacoffeecompany.be	•		
THE LIPID COMPANY	6600	BASTOGNE	Wallonia	www.bnlfood-tlc.com	•		
THEO BAUWENS	9240	ZELE	Flanders	www.bauwensmeat.com			•
THT	5032	GEMBLOUX	Wallonia	www.tht.be	•		
TIENSE SUIKERRAFFINADERIJ	3300	TIENEN	Flanders	www.raffinerietirlemontoise.com	•		
TM INDUSTRY	4530	VILLERS-LE-BOUILLET	Wallonia	www.tmindustry.be		•	
TOMEGA	6870	ARVILLE	Wallonia	www.tomega.be		•	
TOMRA SORTING	3001	LEUVEN	Flanders	www.tomra.com		•	
TOPS FOODS	2250	OLEN	Flanders	www.topsfoods.com			•
TPM 9001	5330	ASSESE	Wallonia	www.tpm9001.be		•	
TRANSMEAT	1840	LONDERZEEL	Flanders	www.transmeat.be			•
TREFIN	9160	LOKEREN	Flanders	www.trefin.com	•		
UNIVÉG	2860	SINT-KATELIJNE-WAVER	Flanders	www.univeg.com			•
VALENTINO CHOCOLATIER	1703	DILBEEK	Flanders	www.valentino.be	•		
VAN CROMBRUGGEN	2160	WOMMELGEM	Flanders	www.vancrombruggen.be	•		
VAN GILS DISTRIBUTIE	2381	WEELDE	Flanders	www.van-gils.be			•
VAN REUSEL'S SNACKS	3930	HAMONT-ACHEL	Flanders	www.vanreusel.be			•
VANDEMOORTELE	9000	GENT	Flanders	www.vandemoortele.com	•		•
VANDEPUTTE HOLDING	7700	MOUSCRON	Wallonia	www.vandeputte.com	•		
VANELOR	9420	ERPE-MERE	Flanders	www.lalorraine.be			•
VEBO	9700	BEVERE	Flanders	www.vebo.biz			•
VEOS, NV	8750	ZWEVEZELE	Flanders	www.veos.be	•		
VERMEERSCH	1600	SINT-PIETERS-LEEUEW	Flanders	www.vermeerschzuivel.be			•
VERMEIREN PRINCEPS	2880	BORNEM	Flanders	www.vermeirenprinceps.be	•		
VESALE PHARMACEUTICA	5310	NOVILLE-SUR-MEHAIGNE	Wallonia	www.vesalepharma.com	•		
VEVIBA	6600	BASTOGNE	Wallonia	www.veviba.be			•
VITAL 1926	9850	NEVELE	Flanders	www.vital.be	•		
VITALAC	3020	VELTEM	Flanders	www.vitalac.be			•
VITALINE	9200	DENDERMONDE	Flanders	www.vitaline.nu	•		
VLEESWAREN CORMA	9070	DESTELBERGEN	Flanders	www.ganda.be			•
VLEESWAREN HOSTE	9990	MALDEGEM	Flanders	www.brugseham.be			•

TITLE	ZIP	CITY	REGION	SITE	INGREDIENTS	PRODUCTION	CONSERVATION
VLEESWAREN L. MICHIELSSEN PRODUCTEN L.M.J.	2900	SCHOTEN	Flanders	www.lmj.be			•
VLEESWAREN PAUL PEETERS EN ZONEN	2630	AARTSELAAR	Flanders	www.quality-salami.be			•
VLEESWARENFABRICATIE WILLIAM	1702	GROOT-BIJGAARDEN	Flanders	www.vleeswaren-william.be			•
VLEESWARENFABRIEK JAC. MICHIELS	2100	ANTWERPEN	Flanders	www.michiels-vleeswaren.be			•
VLEESWARENFABRIEK LUKA	1800	VILVOORDE	Flanders	www.luka.be			•
VLEESWARENFABRIEK ROPA	3290	DIEST	Flanders	/			•
VLEVY	9042	GENT	Flanders	www.vlevy.be			•
VOLYS STAR	8860	LENDELEDE	Flanders	www.volysstar.be			•
VONDELMOLEN	9280	LEBBEKE	Flanders	www.vondelmolen.be	•		
WALAGRI	5140	SOMBREFFE	Wallonia	www.walagri.be	•		
WEGRA, NV	3900	OVERPELT	Flanders	www.wegra.com		•	
WEIDMÜLLER BENELUX, BV	1930	ZAVENTEM	Flanders	www.weidmueller.be		•	
WESTFRO	8840	STADEN	Flanders	www.westfro.be			•
WESTVLEES - BELGIAN PORK GROUP	8840	WESTROZEBEKE	Flanders	www.westvlees.com			•
YAKIMA CHIEF INC.	1348	LOUVAIN-LA-NEUVE	Wallonia	www.yakimachief.com	•		
YSCO	8920	LANGEMARK	Flanders	www.ysco.be			•
ZAABAR BELGIUM	1060	BRUSSELS	Brussels	www.zaabar.be	•		

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The Belgian Foreign Trade Agency wishes to thank the following contributors to this publication:

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● **FPS Foreign Affairs**

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As well as the companies which have kindly agreed to give a testimonial.



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