

# Belgian Economic Mission to Indonesia & Singapore

21-29 November 2008







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



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

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

Prince Philippe and Princess Mathilde have 4 children: Elisabeth (2001), Gabriel (2003), Emmanuel (2005) and Eléonore (2008).

At the end of secondary school, which he attended both in French and in Dutch, the Prince continued his education at the Royal Military Academy from which he graduated in 1981. He then subsequently qualified as fighter pilot (1982) and as a paratrooper- and commando officer before assuming command over a paratrooper platoon. He now holds the rank of Major-General in the Armed Forces (2001).

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

The Prince holds an Honorary Doctorate of the Katholieke Universiteit Leuven (conferred in 2002).

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

On August 6, 1993, by Government decision, Prince Philippe was appointed Honorary Chairman of the Belgian Foreign Trade Board (BFTB). He succeeded to his father, who had been Honorary Chairman of the BFTB since 1962. In this capacity, Prince Philippe has headed more than forty important economic missions, of which the most recent are India, Japan and Brazil (2005), South Africa, the Federation

of Russia, Canada and Bulgaria & Romania (2006), China and Bahrain & Qatar (2007), USA & Canada, Egypt and Argentina & Uruguay (2008).

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

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

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

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

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

In 1998 the Prince Philippe Fund was created, with the aim of fostering exchanges between citizens or organisations from all three Communities of our country.

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

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

In May 2004, Prince Philippe obtained his licence as a civilian helicopter pilot. He spends his rare leisure moments at home with his family and also likes to read, especially on subjects related to the problems and challenges confronting men and women in today's society. He practises sports regularly and is keen to maintain a healthy physical condition.



Born in Overmere on January 27, 1954 Resident in Berlare, Oost-Vlaanderen

#### **Educational background**

Master in Law, Vrije Universiteit Brussel (1976) Secondary school education: Latin-Mathematics, Royal Atheneum Aalst (1971)

#### **Mandates**

Lawyer Honourable Professor European Law VUB Member of Parliament Minister of Foreign Affairs

#### **Political career**

Mayor of Berlare (2006-)
Minister of Foreign Affairs (2004-)
Member of Parliament (2003-)
Minister van State (2002-)
Member of the European Parliament (1980-1994)
National President VLD (1999-2004)
Member of the Flemish Parliament (1995-2003)
Senator (1994-1995)
Member of the local Council of Berlare (1989-)
National Vice-President PVV (1985-1988)
Alderman of Finance in Lebbeke (1983-1988)
National President Liberal Youth (1977-1979)
Member of the party executive PVV/VLD (1977-)
President National Liberal Student Union (1975-1977)
President Liberal Student Union Brussels (1974-1975)



HE Patricia CEYSENS
Flemish Minister for Economy, Enterprise, Science, Innovation and Foreign Trade

Patricia Ceysens was born in Maaseik. She lives in Leuven since 1988 and has three sons.

Patricia Ceysens graduated from law school in 1988 at the Catholic University of Leuven. She also obtained a degree in Marketing Management from CMO (now Syntra) in 1991.

Patricia Ceysens has been a barrister in Leuven from 1988 till 1999. From 1990 onwards she practiced law in Brussels at Loeff, Claeys, Verbeke (now Allen & Overy Belgium) where she specialised in intellectual property rights. From 1989 until 1990 she also acted as an academic assistant at the law school of the KU Leuven.

Patricia Ceysens started her political career as a city councillor in 1995. In the same year she also became provincial councillor and was elected as a member of the Flemish Parliament. In 1999 Patricia Ceysens became the president of the Health Commission in parliament.

In June 2003 she became the Flemish Minister of Economy, Foreign Affairs and E-government. Since 2004 she was President of the Open VLD group in the Flemish Parliament and Vice-President of her party. From October 2007 she is the Flemish Minister of Economy, Enterprise, Science, Innovation and Foreign Trade



SUMMARY pages

Private & Public Organisations, Chambers of Commerce and Federations

**Financial Institutions** 

Ports & Airports

Industrial & Service Companies

**Public Sector** 



## Private & Public Organisations, Chambers of Commerce and Federations

## **AGORIA International Business**



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Boulevard Reyers 80
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Tel +32 2 706 79 38
Fax +32 2 706 79 43
peter.demuynck@agoria.be
www.agoria.be

AGORIA is Belgium's largest employers' organisation and trade association representing more than 1,600 members active in the technology industry in Belgium, more specifically in the following markets:

Aerospace - Automotive - Construction products - Contracting & Maintenance - Electrical engineering - Industrial automation - Information and Communication Technologies (ICT) - Mechatronical engineering - Metals & Materials - Metal processing - Mounting & Cranes - Plastics - Security & Defence. AGORIA's member companies supply goods and provide services for many international projects abroad.

A substantial number of companies with world-leading know-how and experience in a particular market are joining forces in AGORIA's international business development clubs.



## ANTWERP WORLD DIAMOND CENTRE



#### ANTWERP WORLD DIAMOND CENTRE

Hoveniersstraat 22 B - 2018 Antwerp Tel +32 3 222 05 11 Fax +32 3 222 06 95 info@awdc.be www.awdc.be Antwerp World Diamond Centre was founded in 1973 and is responsible for representing the collective interests of the Belgian diamond sector with all regional, national and international authorities, acting as a spokesman and co-ordinator of all activities in the diamond sector. AWDC is also the marketing organisation of the diamond trade and industry, responsible for the promotion of Antwerp as the world's leading diamond business centre.

Antwerp World Diamond Centre is more than ever committed to maintaining a healthy and prosperous diamond industry. Antwerp exports to approximately 90 countries, spreading the quality image and the philosophy of the Antwerp diamond sector.





## BELGIAN OLYMPIC AND INTERFEDERAL COMMITTEE - BOIC



Avenue de Bouchout 9 B - 1020 Brussels Tel +32 2 474 51 61 Fax +32 2 479 46 56 p.moons@olympic.be www.olympic.be In 2010 the IOC (International Olympic Committee) will organize for the first time the "Youth Olympic Games" from the point of view of the Belgian Sports Technology Club.

This event is a potential prospect for Belgian (sport) technology companies.



Piet MOONS Marketing Directo

## BRUSSELS ENTERPRISES COMMERCE & INDUSTRY - BECI



Avenue Louise 500 B - 1050 Brussels Tel +32 2 648 50 02 Fax +32 2 640 93 28 info@beci.be www.beci.be In 2007, the Chamber of Commerce and Industry of Brussels (CCIB) and the Brussels Business Federation (UEB) decided to achieve their cooperation by a mutual image and a shared name: BECI - Brussels Enterprises Commerce and Industry. BECI has 3000 company members - SME's and large companies, Belgian and International companies - located in the Brussels' Region.

The Brussels Business Federation is the interprofessional organisation regrouping the businesses in the Brussels-Capital Region.

The Brussels Chamber of Commerce and Industry offers its services to businesses and selfemployed workers in the Brussels-Capital Region.

BECI, private partner in the Brussels Export initiative, has an international department to promote foreign trade and international relations of the Brussels' businesses.

This department provides a broad range of services:

- Information: export lunches, seminars, publications, counselling;
- Promotion activities: business trips, business clubs, welcoming of foreign economic delegations;
- Administrative formalities: ATA booklets and certificates of origin.



## FEB - FEDERATION OF ENTERPRISES IN BELGIUM



Rue Ravensteinstraat 4 B - 1000 Brussels Tel +32 2 515 08 11 Fax +32 2 515 09 99 info@vbo-feb.be www.vbo-feb.be The Federation of Enterprises in Belgium (FEB) is the only multisector employers' organisation representing companies in Belgium. The FEB has 33 full members, all of which are professional sectoral federations - in addition to its applicant and corresponding members. All in all, it represents more than 30.000 businesses, of which 25,000 are small and medium-sized firms. In job terms, it represents some 1,500,000 workers.

The main activities of the FEB in Belgium are:

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





Elizabeth DE WANDELER Advisor

## FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY OF BELGIUM



Avenue Louise 500 B - 1050 Brussels Tel +32 2 209 05 50 Fax +32 2 209 05 68 fedcci@cci.be www.cci.be The Federation of Chambers of Commerce of Belgium (cci.be) was created as a private organisation in 1875.

Being the umbrella organisation for the Chambers of Commerce in Belgium and for the Belgian Chambers of Commerce abroad, it defends the interests of its members and represents the chamber network at national, European and international level.

The Federation coordinates Chamber activities throughout Belgium, and, through the Accreditation programme, it continuously verifies the quality of the services offered by its members.



## **FEDUSTRIA**



Poortakkerstraat 96-98 B - 9051 Ghent (Sint-Denijs-Westrem) Tel +32 9 242 98 20 Fax +32 9 242 98 29 info@fedustria.be www.fedustria.be FEDUSTRIA is the trade association of the Belgian textile, woodworking and furniture industry and represents 2,500 companies in Belgium (mainly SME's), with over 55,000 direct jobs and a 12.5 billion euros turnover, of which 72% comes from export.

Fedustria seeks new business opportunities for its member companies, defends their interests and offers them specific consulting.



Fa QUIX General Manager

## FLEMISH INSTITUTE FOR TECHNOLOGICAL RESEARCH - VITO



Boeretang 200 B - 2400 Mol Tel +32 14 33 55 11 Fax +32 14 33 55 99 vito@vito.be www.vito.be

#### VITO, technology for ecology and economy

VITO is a leading independent European research and consulting centre developing sustainable technologies in the area of energy, environment, materials and earth observation. VITO provides intelligent and qualitative solutions which increase the competitive advantage of large and small companies.

It also provides objective research, studies and advice enabling industry and government to establish future policy. VITO's research finds its application in new, efficient and cheaper production technologies, reduced energy consumption, biomaterials, healthcare, care for the environment etc., as well as in mapping and monitoring the effects of climate change.

VITO counts 500 highly qualified employees from diverse specialisations and co-operates with sector federations and their research centres, universities, colleges and European research institutes,...



## HRD ANTWERP



Hoveniersstraat 22 B - 2018 Antwerp Tel +32 3 222 06 11 Fax +32 3 222 06 99 info@hrdantwerp.be www.hrd.be HRD Antwerp NV has been serving the international diamond industry since 1973. HRD Antwerp operates five services:

**HRD Diamond Lab** (1976), has grown into one of the most respected diamond grading labs worldwide (first ISO accredited diamond grading lab).

**HRD Precious Stones Lab** issues Gemstone Reports, the guarantee for the authenticity of gemstones.

**HRD Education** offers world-renowned diamond grading and gemmology courses on an international platform.

**HRD Research** conducts fundamental and applied research for the diamond industry while **HRD Equipment** translates this into state-of-the-art technological equipment.

HRD Antwerp NV represents a blueprint for quality through its experience, professionalism, impeccable standards and stability.



### **UNIZO**



Unie van Zelfstandige Ondernemers

Spastraat 8 B - 1000 Brussels Tel +32 2 238 05 11 Fax +32 2 280 03 79 info@unizo.be www.unizo.be **"UNIZO, the organisation for independent entrepreneurs and SME's"** is a non-profit making and interprofessional employers' organization and social partner.

With over 100 cooperating professional sectorial organizations and over 85,000 members, UNIZO is the largest organization for entrepreneurs in Flanders.

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

**UNIZO-Internationaal** is responsible for stimulating international trade of Flemish SME's and cooperation in European and international projects. Unizo is a member of UEAPME, the European SME-organisation.



## VOKA - FLANDERS' CHAMBER OF COMMERCE AND INDUSTRY



Zinnerstraat 1 B - 1000 Brussels Tel +32 3 202 44 00 Fax +32 3 233 76 60 info@voka.be www.voka.be There are eight Voka - Chambers of Commerce and Industry (CCI) in Flanders.

Voka - Flanders' Chamber of Commerce and Industry aims to stimulate economic activity and intends to create a framework for successful enterprise. We support the economic development of our region by lobbying, networking and offering specific services to our businesses.

Voka - Flanders' Chamber of Commerce and Industry unites more than 18,000 businesses from all sectors within the Flemish region. The size varies from start-ups or small companies to well-established multinationals with thousand employees.

We are politically independent. Every Voka - Chamber of Commerce and Industry is a private institution. Membership is not compulsory, but based on competitiveness, high value-added services, exclusive information and transparency.

As the closest, most influential and professional network of entrepreneurs and the representative organization for companies in Flanders, Voka - Flanders' Chamber of Commerce and Industry wishes to create and optimum framework for successful enterprise.



Member of the Management Committee Managing Director of Voka-Limburg Member of the Executive Board of the FCCIB

## **VOKA - LIMBURG CHAMBER OF COMMERCE AND INDUSTRY**



Limburg's Entrepreneur House Gouverneur Roppesingel 51 B - 3500 Hasselt Tel +32 11 56 02 11 Fax +32 11 56 02 19 info@kvklimburg.voka.be www.kvklimburg.voka.be Limburg Chamber of Commerce and Industry was incorporated on the 18th of April 1860. As a CCI, we are an employers' organization creating solutions and opportunities through our core services: lobbying, networking, training, a whole array of services and both national and international projects.

There are 8 Voka - Chambers of Commerce and Industry (CCI) in Flanders. Together, with the Voka - Flanders' Chamber of Commerce and Industry, these chambers form the Voka alliance, the largest Flemish network of enterprises.

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

We are also a member of the Belgian Federation of CCI's and are a part of a Euregional, European and global network.



Managing Director Member of the Managing Committee of Voka - Flanders' Chamber of Commerce & Industry Member of the Executive Board of the FCCIB

## WALLOON BUSINESS FEDERATION - UWE



Union Wallonne des Entreprises

Chemin du Stockoy 1-3 B - 1300 Wavre Tel +32 10 47 19 44 Fax +32 10 45 33 43 info@uwe.be www.uwe.be The Walloon Business Federation is an association of companies active in Wallonia. The aim of this private organization is to promote and support business, the driving force of the Region's economic and social well-being.

The Walloon Business Federation is the official spokesman of industrial, commercial and service companies of all sizes established in Wallonia. It is funded by contributions from its 6,000 members of all sizes, from all sectors, and employs a permanent multidisciplinary staff based in Wavre.







## **Financial Institutions**

## BELGIAN CORPORATION FOR INTERNATIONAL INVESTMENT - BMI-SBI



Avenue de Tervuren 168 - b.9 B - 1150 Brussels Tel +32 2 776 01 00 Fax +32 2 770 66 38 info@bmi-sbi.be www.bmi-sbi.be BMI-SBI is a semi-public investment company, of which the main objective is the medium to long term co-financing of foreign investments by Belgian companies. Its major shareholders are Belgian public institutions as well as private companies such as Fortis Bank, ING and Suez-Tractebel.

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

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



## **BNP PARIBAS**



Avenue Louise 489 B - 1050 Brussels Tel +32 2 518 08 11 Fax +32 2 518 09 81 koen.ceyssens@bnpparibas.com www.bnpparibas.com

Menara Batavia, 20th floor

#### In Indonesia

JL KH Mas Mansuyr Kav n° 126 JAKARTA 10220 Tel +62 21 572 22 88 Fax +62 21 572 22 80 nicolas.drean@asia.bnpparibas.com dedi.eko@asia.bnpparibas.com BNP Paribas (www.bnpparibas.com) is a European leader in global banking and financial services and is one of the 4 strongest banks in the world. The group is present in over 85 countries, with more than 168,000 employees, including 129,500 in Europe.

The group holds key positions in three major segments: Corporate and Investment Banking, Asset Management & Services and Retail Banking. Present throughout Europe in all of its business lines, the bank's two domestic markets in retail banking are France and Italy.

BNP Paribas also has a significant presence in the United States and strong positions in Asia and the emerging markets.



Nicolas DREAN Head Representative Office Indonesia



Dedi EKO Deputy Representative Export Finance Indonesia

### **DEXIA**



Place Rogier 11 B - 1210 Brussels Tel +32 2 213 50 11 Fax +32 2 213 57 20 hugo.lasat@dexia.com nkoml@dexia.com www.dexia.com Dexia (www.dexia.com) is a European bank and the world leader in local public finance. Dexia is one of the top twenty banking groups in the euro zone with more than 36,500 employees in 39 countries as of June 30, 2008.

Dexia has one of the highest credit ratings in the banking industry. Dexia's development strategy is based on its Universal Banking business in Europe (Belgium, Luxembourg, Slovakia and Turkey) and world leadership in Public/Project Finance.



Axel MILLER
CEO - Chairman
of the Management Board



**Hugo LASAT** 

Member of the Management Board Head of PFS, Retail and Private Banking & Asset Management

## **FORTIS**



Graha Niaga Building - 12th floor Jl. Jenderai Sudirman Kav. 58 12190 Jakarta - Indonesia Tel +62 21 250 66 38 www.fortis.com Fortis is an international provider of banking and insurance services to personal, business and institutional customers. The company delivers a total package of financial products and services through its own high performance channels and via intermediaries and other partners. Fortis is a leader in financial services in the Benelux region - one of Europe's wealthiest. Building on that leadership, we have developed an extensive European footprint in the retail banking market, operating through a variety of distribution channels. We offer financial services to companies, institutional clients and high net worth individuals and provide integrated solutions to the enterprise and the entrepreneur. Our unique expertise has made us a regional and in some cases global leader in niche markets, such as energy, commodities and transportation, and fund administration. We successfully combine our banking and insurance skills in growth markets in Europe and Asia, and we excel in bancassurance in several countries, like Belgium, Portugal and Malaysia.



Laura MANALU Chief Representative



Teddy PARTADIREDJA Deputy Representative

## THE BELGIAN EXPORT CREDIT AGENCY - ONDD



Rue Montoyer 3 B - 1000 Brussels Tel +32 2 788 87 62 Fax +32 2 788 88 10 info@ondd.be g.vanmelkebeke@ondd.be www.ondd.be ONDD is the Belgian ECA (Export Credit Agency) and insures companies against political and commercial risks relating to international commercial transactions, for example regarding capital and industrial projects, contracting works and services.

ONDD participates in these risks along with banks. ONDD also insures political risks related to foreign direct investments. Additionally, ONDD finances direct commercial transactions of limited proportions.







# Ports & Airports

### ANTWERP PORT AUTHORITY



Havenhuis - Entrepotkaai 1 B - 2000 Antwerp Tel +32 3 205 22 01 Fax +32 3 205 20 32 info@haven.antwerpen.be www.portofantwerp.com Antwerp is the only port with readily available and congestion-free container capacity. Thanks to the newly build Deurganckdock, Antwerp increased its handling capacity substantially to 15 million t. No wonder our port shows double digit growth in containers with an estimate of approx. 9 million TEU in 2008.

Besides this strategic advantage, the port of Antwerp is the second largest European port and the market leader in conventional cargo such as steel, fruit, forest products, coffee and project cargo. We have the largest dry warehousing and chemical tank storage capacity in Europe and have the biggest chemical cluster.

The advantage of Antwerp is that it is congestion free and does not suffer from mobility problems in and around the port. Substantial efforts are being made to enlarge the existing dense network of multimodal facilities and connections so that the port's favourable geographical location in the heart of Europe's largest industrial and consumption centres can be fully exploited.



Marc VAN PEEL
President
Vice Mayor of the City of Antwerp

#### LIEGE AIRPORT



Building 44 B - 4460 Grâce-Hollogne Tel +32 4 234 84 11 Fax +32 4 234 84 04

Đ info@liegeairport.com Website: www.liegeairport.com Liege Airport, the fast growing airport.

Liege Airport is the first European airport fully focusing on full freight. In 2007, +/- 500,000 tons have been carried through it.

This low cost airport is very strategically located, right in between all major European markets. All expert services and equipments are available.

Some important companies are operating at Liege Airport: TNT, Cargo Air Lines, Icelandair, EL AL, Ethiopian Airlines, Southern Air, and ... fuel stoppers like Kalitta and Volga Dnepr. Liege Airport is also specialised in living animals and fresh products.

At less than 2 km, the « Liege Logistics » zone accomodates by important transport and logistic companies, and is directly connected to the railway.

Liege Airport is therefore a strong and dynamic partner for professionals of transport and logistic.



### PORT AUTHORITY ZEEBRUGGE



Isabellalaan 1 B - 8380 Zeebrugge Tel +32 50 54 32 11 Fax +32 50 54 32 24 mbz@zeebruggeport.be www.portofzeebrugge.be Zeebrugge, on the Belgian North Sea Coast, is the global leader in car trade with more than 2.2 million units handled per year. All related services, both technical and logistic, are provided for.

The port also handles 2 million TEU and has container links with all continents. Zeebrugge's deep water facilities can handle the largest container carriers without any loss of time.

The port's logistic links with the markets of Continental Europe and the UK are manifold by rail, barge, road and feeder network. Therefore many companies serving the European markets are eager to set up distribution centres in the port. Information: www.portofzeebrugge.be



Joachim COENS Chairman - Managing Director



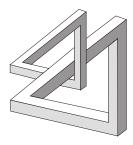
Vincent DE SAEDELEER Vice-President





Industrial & Service Companies

### A&B PARTNERS



Warandestraat 10 B - 9810 Nazareth Tel +32 9 385 71 21 Fax +32 9 385 45 40 jean.blondeel@skynet.be www.a-bpartners.com A&B Partners is a consulting company specialised in strategy for international business development. A&B Partners has assisted, since inception in 1988, hundreds of companies in their international business development into EU and Asia.

Services are: market research, search for joint venture partners, mergers & acquisitions. A&B Partners has a team that assists Asian companies who want to merge or acquire a European company.

A&B Partners offers following services in international Mergers & Acquisitions:

- search for partners
- due diligence
- valorisation of companies
- deal construction



### **ALSIBOIS INTERNATIONAL**



Zonnestraat 37 B - 9790 Wortegem-Petegem Tel +32 475 77 36 00 Fax +32 56 68 13 91 info@alsibois.be www.alsibois.be **ALSIBOIS international** is a manufacturer of the **wood filler (ALSIBOIS)** which is based on powder of natural wood. (2-komponent)

ALSIBOIS has fabulous specifications as: **fast drying**, **no shrinkage** and can be **worked** and **coloured like wood** .

ALSIBOIS can be used for reparation of **windows**, **doors**, **parquet**, **stairs**, **boats**, **MDF**, **chipboards**, **etc**.

**ALSIBOIS international** represents also a product range of more than 20 different types of silicones, acrylic mastics, polybutylene mastics, polymeres and glues for glass, building, automotive and woodworking industry.



### ANGLO BELGIAN CORPORATION



Wiedauwkaai 43 B - 9000 Ghent Tel +32 9 267 00 00 Fax +32 9 267 00 67 info@abcdiesel.be www.abcdiesel.be ABC has a worldwide reputation of building strong and reliable medium-speed diesel and dual-fuel engines from 500 up to 3800 kW mechanical.

Engine speed from 600 till 1000 rpm. - 3,6 & 8 cylinders in line - V12 and V16 available. Compatible to most fuels: MDO, HFO, MFO, Bio Fuels, LPG, LNG, Bio gas....

Durability, economical consumption and emission reduction are the keywords in ABC's policy.

The diesel engines find their way to inland ships, coastal vessels, fishing trawlers, tugboats, dredgers, ferries, electrical power stations and railway's traction.



Jean VAN DER HAEGEN Area Sales Manager



Wim DE VOLDER Project Engineer Indonesia

#### **APPLITEK**

# **AppliTek**

IZ De Prijkels - Venecoweg 19 B - 9810 Nazareth Tel +32 9 386 34 02 Fax +32 9 396 72 97 team@applitek.com d.laurier@applitek.com www.applitek.com

- On-line analyzers for measuring parameters TOC, BOD, COD, TN, TP and toxicity and VFA in environmental applications: wastewater, river water and drinking water.
   On-line analyzers by means of titrimetric, colorimetric and ion-selective methods for use in process applications in industries such as (petro)chemical, chlor-alkali, refineries, food & beverage, semiconductor.
- On-line analyzer systems for use in chlor-alkali plants and refineries. Chlor-Alkali/ EDC/VC/PVC production plants
   Measurement of hydrogen in wet and dry chlorine (BAT - Best Available Technology),
   measurement of Ca/Mg in electrolysis brine, measurement of NCl3 in dry chlorine. etc.
   REFINERIES: on-line analyzer system for monitoring blending processes and/or
   individual component streams (gasoline, diesel, kerosene, nafta.) by means of
   spectroscopic techniques.
- 3. XRF: portable XRF (x-ray fluorescence) analyzer equipment.



### ARENA COMET GROUP



Warandestraat 1 B - 9240 Zele Tel +32 52 45 37 00 Fax +32 52 45 37 01 info@arena-net.com www.arena-net.com (arena) stands for "Active with Respect for Environment and Nature".

We attract, develop and operate NOVEL and promising ECOLOGICAL Technologies in the field of treatment of hazardous waste, removal of contamination, energy saving or gas cleaning techniques, and we are committed to spread them.

With a creative mind, we simplify and improve our technologies to result in more economic and ecologically advanced solutions for treatment of organic and high calorific waste, sludge, medical or other toxic waste, catalytic gas cleaning, acid gas neutralisation and hot gas dust removal and for decontamination of metal tools and parts for various industries.

Arena adheres a philosophy of openness for partnerships or associations.



### A.V. GUMUCHDJIAN



Pelikaanstraat 62 B - 2018 Antwerp Tel +32 3 231 96 20 Fax +32 3 231 96 20 info@gumuchdjian.be www.gumuchdjian.be A.V. GUMUCHDJIAN NV is a medium sized wholesale diamond trading company based in Antwerp. The company is celebrating this year its 100 year in activity.

We specialize in polished diamonds in very high quality from smalls (1 point) to large (5cts and up). In round and classic fancy shapes (marquise, pear shape, oval and heart shape). By tradition, our company is service oriented. In other words, our service is to help the local wholesaler or jeweller to fulfill its requirements by providing the merchandise that is requested.

We are looking for long lasting business relationships and can offer various facilities to those customers who are similarly interested.

A.V. Gumuchdjian is active in South East Asia, particularly Singapore and Indonesia since 1991.



André GUMUCHDJIAN President



Dimitri VERSCHUEREN Sales Manager for South East Asia

#### BEKAERT



better together

President Kennedypark 18 B - 8550 Kortrijk Tel +32 56 23 05 11 Fax +32 56 23 05 43 info@bekaert.com www.bekaert.com Bekaert is an international player with its headquarters in Belgium. Our business is built on two core competences: advanced metal transformation and advanced materials and coatings. Bekaert is active in many industries, the most important of which are the automotive and construction markets.

Our products include:

**For the automotive industry:** steel cord for radial tire reinforcement; specialized wire products, i.e. spring wires, fine cable wires, welding wires, cables for side-window systems, wire for windshield wiper arms and blades, wire for seat-heating elements; solar-control window film; metal fiber media for diesel particulate filters.

**For the construction industry:** Dramix® steel fibers for concrete reinforcement, strands and wires for prestressed concrete elements, plastering mesh, cables and cable wires for elevator applications; window films.

Other products include fencing wire for agricultural applications, reinforcing wire, wire used for the packaging of pulp for the paper industry, and metal based fiber products for the polymer and petrochemical industries.



Paul Baron BUYSSE Chairman of the Board of Directors

### BELGIAN BANKERS ACADEMY - BBA



Rue de Ligne 1 B - 1000 Brussels Tel +32 2 227 60 72 Fax +32 2 227 60 70 info@bbacademy.be www.bbacademy.be **Belgian Bankers Academy (BBA)** is a non-profit organization concentrating upon international training and consultancy, that was established in 1997 to serve the Belgian Bankers' Association's (now Febelfin) international and non-member clients. Since 31 March 2006, the Board of Directors of the Belgian Bankers Academy has welcomed representatives of the Participation Fund, the leading Belgian financial institution specialised in SME financing - the reference in terms of SME credit policy and the national micro-credit market leader. Due to its partnership with the Participation Fund, BBA strongly contributes to the development and the professionalisation of international financial activities and in particular, **microfinancing**.

The BBA activities are divided into 4 business lines: Consultancy and Audit, Training, Simulation, Proximity Finance Foundation.

### BELGISCHE FRUITVEILING



Montenakenweg 32 B - 3800 Sint-Truiden Tel +32 11 69 34 11 Fax +32 11 68 54 60 bfv@bfv.be www.bfv.be The BFV is a co-operative of 1,600 fruit growers. All fruit meets the EUREPGAP standards and are 100% traceable and food safe. We guarantee a healthy, hygienic and safe product for the consumer to eat with implicit trust. Besides being the market leader in Conference Pear, the no.1 pear worldwide, we also market diverse pears, apples, strawberries, cherries and soft fruits under our own quality brand "Truval".

#### Our main assets:

- Our own highly flexible packing lines
- Fruit available in every different packaging
- All divisions are BRC and IFS certificated
- EUREPGAP



Marc EVRARD
Export Manager Asia



Thomas SIMILLION Area Manager Asia

### **BIOTECH COACHING**



Avenue de l'Hôpital 11 CHU - B34 B - 4000 Liège Tel +32 4 246 51 10 Fax +32 4 246 97 30 pampfer@biotechcoaching.com www.biotechcoaching.com Wallonia Biotech Coaching (WBC) is an incorporated company launched in September 2006. WBC is an incubator aimed at supporting the development of spin-off, spin-out and start-up biotech companies located in the Belgian Region of Wallonia.

More specifically, its mission consists in validating company projects and in giving a continuous support during the growth and maturing of these companies. According to the needs of incubated projects, WBC provides a panel of pre-financed managerial, commercial and financial services.

Examples of these services include thorough market studies, analysis of regulatory issues, strategic advice on in/out licensing and on mergers/acquisitions, commercial representations and laboratory equipment leasing plans.

The support of WBC is planned for a maximum duration of 6 years. During this period, the evolution of incubated companies is evaluated using management tools proper to WBC and adapted to the specificities of the biotechnology sector.



#### **BO-VISION**

#### Bo Vision

Guyotdreef 72 B - 2930 Brasschaat Tel +32 496 50 50 51 Fax +32 3 633 00 03 info@bo-bizz.com Bo-Vision is operating as external export manager for smaller Belgian breweries. We are covering the following markets: Japan, Korea, Hong Kong and Taiwan.

This gives the opportunity for our Asian partner to start up with relatively small quantities per brewery and offering a taste pallet which covers the Belgian beer market completely.

The breweries we represent today are De Koninck (ale beers), De Troch (lambic and fruit beers), Strubbe (red beers and organic fruit beers), De Landtsheer (Champagne beers and heavy beers), Van Eecke (wheat beers, abbey beers, strong hopped beers).

Bo-Vision is consolidator for those breweries and shipments can be sent LCL or FCL. Doing so reduces the shipping, handling and import charges.

We are looking for one importer which we will grant exclusive distribution ship in Singapore.



### **BRIOT & ASSOCIATES**



Rue de la Biche 11 B - 7000 Mons Tel +32 65 57 07 06 Fax +32 65 72 39 88 Ilebeau@duleni.com www.mexys.com Briot & Associates is a company which main activity is the development and manufacturing of instruments providing better integration of IT technologies in the medical field.

We are dedicated to supporting an innovative development and manufacturing of products for data collection in operating theatres and recovery rooms, for the transfusion medicine industry and for devices used for intra-venous delivery.



### **BTR Services**



Groene Hofstraat 31 B - 2850 Boom Tel +32 3 450 89 80 Fax +32 3 450 89 89 info@btr-services.be www.btr-services.be BTR Services assists banks and financial organizations throughout their daily activities and is specialized in the dynamics of this financial environment: migrations, consolidations, integrations and transformations.

Our product LetterGen is a state of the art Document Generation solution based on the ISO Open document Format. It runs as a service in any BPM solution and is based on the most recent development standards.



### **BUSWORLD - BAAV**



Kasteel Van Rumbeke Moorseelsesteenweg 2 B - 8800 Roeselare Tel +32 51 22 60 60 Fax +32 51 22 92 73 luc.glorieux@busworld.org www.busworld.org Organization of the bi-annual Fair for professional bus & coach builders and operators in Kortrijk, Belgium. With similar activities in China (Shanghai), Turkey (Istanbul), India (Mumbai) and Brazil (São Paulo).



Luc GLORIEUX Honorary General Manager

### CHÂTEAU D'ANTHEE



Château de la Forge 1 B - 5520 Onhaye Tel +32 82 68 83 33 chateau-anthee@skynet.be Our company provides a full spectrum of support and services for business & real estate brokerage, project and business development and management services.

We are continuously prospecting and developing innovative concepts, markets, products and brands for introduction on the Asian and European markets. Particularly in the pharmaceutical, medicinal herbal industry and traditional medicine sector we have a strong focus due to our long-standing knowledge and experience.



#### **CMI**



1 Scotts Road Shaw Center 228208 SINGAPORE Tel +32 65 6883 0595 patrick.ledig@cmisin.com.sg www.cmigroupe.com CMI is an international group specialised in engineering and maintenance, active in three main sectors: Power Generation, Defence and Industry.

The company's headquarters have been based in Belgium since its creation in 1883. CMI employs 3,500 persons.

With an annual turnover of 550 million euros, the CMI Group controls 30 industrial companies operating in 18 countries all over the world.

A large network of sales agents represents CMI throughout the world. The group has sales offices covering the American continent, Russia and the CIS, the Middle East, China, East Asia and Pacific.

The CMI Group specialises in product niches in which it holds a world-wide leadership position. A rapidly growing maintenance and industrial services network has been developed as a natural complement to the engineering activities.



### **CONCEPT STORE**



Rue de Flandre 57 B - 1000 Brussels Tel +32 474 22 30 40 +32 474 26 09 04 raphael\_de\_gerlache@hotmail.com jdegerlache@gmail.com We aim to provide to the creative public a one stop shopping interface offering patent, intellectual property protection, data center, back-up, tracking and production of any electronic files.



Raphaël de GERLACHE Founder



Jérémie de GERLACHE Logistic & Production Manager

### **DEBAILLEUL PRODUCTS**

## DEBAILLEUL

Rue de Ganshoren 27-39 B - 1081 Brussels Tel +32 2 411 96 31 Fax +32 2 411 82 82 info@debailleul.com www.debailleul.com Debailleul creates and produces indulging taste experiences that linger and solicit repetition; we apply traditional skills and techniques to a careful selection of the finest natural ingredients and produce the most refined pastry products, chocolates and ice cream. Our team of Meilleurs Ouvriers de France works together with stylists, fashion designers and graphic artists to develop products and concepts which are personal and unique in style as well as in quality.

Contemporary styled interpretations of classical products and ideas, our products should appeal to all senses: always a perfect balance in taste, texture and visual appeal. Debailleul is globally active in selected upper-end niche markets and seeks to establish long term relationships with local individuals or companies which have experience in the luxury retail segment and/or the top foodservice segment.



### DELHAIZE GROUP

## DELHAIZE 🤼 GROUP

Square Marie Curie 40 B - 1070 Brussels Tel +32 2 412 22 11 Fax +32 2 412 85 62 www.delhaizegroup.com

Delhaize Group is a Belgian food retailer with operations in seven countries on three continents. At the end of 2007, Delhaize Group's sales network consisted of 2,545 stores. In 2007, Delhaize Group's revenues amounted to EUR 19.0 billion. In 2007, Delhaize Group posted EUR 410.1 million in net profit. At the end of 2007, Delhaize Group employed approximately 138,000 people. Delhaize Group is listed on Euronext Brussels (DELB) and the New York Stock Exchange (DEG).

Delhaize Group's emerging markets segment includes operations in Romania and Indonesia. In Indonesia, Delhaize Group holds a 51% investment in Lion Super Indo. The Super Lion Indo network consists of 56 supermarkets in Indonesia. Super Lion Indo stores offer primarily fresh products at every day low prices. The supermarkets are located in neighbourhood locations. Super Lion Indo is the second biggest supermarket chain in lakarta.



**Executive Vice President** Head of global Sourcing CEO Southeastern Europe

### **DELOITTE BELASTINGCONSULENTEN**

# Deloitte.

Berkenlaan 8 B B - 1831 Diegem Tel +32 2 600 60 00 Fax +32 2 600 67 03 aclaes@deloitte.com www.deloitte.com The leading audit and consulting practice in Belgium, Deloitte, offers value added financial, assurance, legal, tax, and consulting services.

In Belgium, Deloitte has more than 2,300 employees in 16 offices across the country, serving national and international companies, from small and middle-sized enterprises to public sector and non-profit organisations. Turnover reached more than 300 million euro in the financial year 2007-2008.

The Belgian practice is part of the international firm Deloitte Touche Tohmatsu. For the fiscal year ending 31 May 2008, Deloitte Touche Tohmatsu realised a turnover of US\$27 billion worldwide, with approximately 165,000 staff members in more than 140 countries.



### **DESLEECLAMA**



Polderhoekstraat 1 B - 8980 Zonnebeke Tel +32 57 46 04 60 Fax +32 57 46 04 00 info@desleeclama.com www.desleeclama.com DesleeClama is one of the world leaders in mattress fabrics and decoration fabrics.

With its head office in Beselare (Belgium), it produces woven and knitted fabrics on the spot, in Romania, the United States, Brazil and Indonesia.

The group employs over 630 people worldwide and is a family owned company.

We cover the full product range, from high end and even high tech fabrics down to the basic volume articles.

DesleeClama is known as an innovative company, heavily investing in product development.



### DISTRILOGISTICS



Parc de l'Alliance - Boulevard de France 9A B - 1420 Braine l'Alleud Tel +32 2 352 89 13 Fax +32 2 389 98 00 yves.dethier@distrilogistics.com www.distrilogistics.com We enhance the supply chain performance of our partners through 5 ranges of services, dedicated to the supply chain logistics:

- Supply chain consultancy (including project management & interim management)
- Skills development and training programs in the field of supply chain logistics
- Human Resources Management: selection & recruitment of supply chain experts
- Hazardous goods management (consultancy and training)
- Mergers & acquisitions

Since our creation in 2004, we've been successful in Europe and elsewhere in the world (Africa, Middle East, Asia Pacific). Our clients are SME's and global players in the industry or the logistics services (DHL, Caterpillar, GSK, Alcatel, Carrefour ...).

Our partners come to us for the professionalism and the mobility of our consultants, but also for our comprehensive and pragmatic solutions.



Yves DETHIER Managing Partner

### **DUPONT**



'T Hoge 98 B - 8500 Kortrijk Tel +32 56 20 32 09 Fax +32 56 22 80 29 info@dupont.be www.plexiline.be We are manufacturer of a complete range of acryl (plexi) products, used for the presentation of food.

We sell plates, trays, salad dishes, catering bowls and accessories to upgrade and create added value in the field of food presentation (cool counter, buffet,...).

Our large range of different sizes as well as the many colour possibilities, assures the customer a high class presentation.



Dirk DUPONT
Director
Vice-President Unizo Internationaal

### **ELIPS ACTUARIAL SERVICES**



Rue de Clairvaux 8 B - 1348 Louvain-la-Neuve Tel +32 10 49 50 35 brigitte.annet@ed-g.lu www.elipsactuary.com Elips Actuarial Services aims to help insurance organizations make decisive improvements in their actuarial performance by developing and implementing breakthrough solutions.

Elips works collaboratively with its clients to respond to senior management's most challenging problems - enabling its clients to compete more effectively and to achieve significant gains.

The services cover the development of sale tools as well, the optimization of a process as well as the contribution of actuarial knowledge to the client.

What makes Elips unique is that it implements the solution on the scene until the end with its clients. Moreover, the team of Elips combines the experiment and the expertise by a subtile mix of senior actuaries and young expert actuaries.



Brigitte ANNET International Development Manager

#### **EVER NEAR**



Culliganlaan 2 C Box 2 B - 1831 Diegem Tel +32 2 400 55 25 Fax +32 2 400 61 44 info@ever-near.com www.ever-near.com Looking for a one stop NEARSHORE?

 Within the European time zone; only a 2-3 hour flight away from any European capital city; English, French and German language in our nearshore centres

**EVER NEAR** has built a 7 years experience in offering a wide range of OFFSHORE/NEARSHORE OUTSOURCING services to the European market:

- Development of ICT Solutions and Monitoring of ICT Infrastructure
- Administrative and Back office Services
- Individual remote team members working for you, or build your dedicated remote team

#### **EVER NEAR**

- delivers by three complementary nearshore centres across Europe located in costeffective - regions Belgrade (Serbia), Pitesti (Romania) and Skopje (Macedonia) with high-quality university graduates, also screened on integrity
- · with multi-lingual consultants for intake and facilitation in Brussels





### FASHION DESIGN DE VINCENTIIS

frando de Vincerciis

Dr. Haubenlaan 3 B - 3630 Maasmechelen Tel +32 89 76 59 56 Fax +32 89 76 72 96 sales@armandodevincentiis.com www.armandodevincentiis.com Fashion Design De Vincentiis NV is a Belgian company, recently founded, and is the exclusive owner of the "Armando de Vincentiis" brand. It produces and distributes prêt-à-porter collections as well as haute couture dresses.

Fashion Design De Vincentiis' major strategic assets are top quality and excellence, both in fabrics selection and in production, for a very high level and proudly-made in Italy prêt-à-porter. This is the reason why the production is entrusted to Antica Sartoria di Sambuceto (in the Italian region of Abruzzo), the supplier for the handmade clothes. Antica Sartoria produces also for Alexander Mcqueen, Giambattista Valli, Valentino and for the Guccigroup.

Considering the product's positioning, the brand "Armando De Vincentiis" targets the new luxury markets (Russia, Middle-East, China and Japan), besides Europe. The distribution is nowadays based on the ateliers in Belgium and Milan and on a selected network of multi-brand stores.

### FLANDERS INSHAPE



Et. Sabbelaan 51 B - 8500 Kortrijk Tel +32 56 28 28 40 Fax +32 56 28 28 05 info@flandersinshape.be www.flandersinshape.be Flanders InShape is a competence center for product development and design. It has been founded by the Flemish government in collaboration with the Flemish industry, the design community, with a number of education and specialized centers.

The objectives of Flanders InShape are:

- Research activities: especially activities that establish a link between fundamental research in product development and design, and applied methodologies
- Knowledge transfer to companies
- Build a platform for strategic cooperation between all actors in the field of product development and design, within Flanders and abroad
- Improve innovation culture and spirit of companies



### FOS&S



Cipalstraat 14 B - 2440 Geel Tel +32 14 58 11 91 Fax +32 14 59 15 14 info@fos-s.com www.fos-s.be FOS&S (Fibre Optic Sensors & Sensing Systems) is a company specialized in the development and implementation of fibre optical sensing systems. The company is operating on a worldwide scale with branches in Belgium and Hong Kong and is active within different market segments: aerospace, oil industry, process industry, mining industry and civil engineering.

We have developed a wide range of sensors to measure all kinds of physical parameters like: temperature, strain, pressure, earth pressure, load, water leakage, humidity, displacement, deformation,...



Marc VOET CEO & President

## GDF - SUEZ Energy International



Place du Trône 1 B - 1000 Brussels Tel +32 2 510 71 68 Fax +32 2 510 70 41 marc.josz@gdfsuez.com www.gdfsuez.com One of the leading providers in the world, GDF SUEZ is active across the entire energy value chain, in electricity and natural gas, upstream to downstream. The Group employs 196,500 people worldwide and achieved revenues of EUR 74.3 billion in 2007.

GDF SUEZ Energy International is the division of GDF SUEZ responsible for the Group's energy activities outside Europe. It develops and manages electricity and gas projects, providing energy and related services to industry and commercial customers. Headquartered in Brussels, it employs 5,266 people and operates in three areas: North America, Latin America and Middle East-Asia & Africa. GDF SUEZ is present in Singapore through a recently acquired 30% stake in Senoko Power, Singapore's largest power generator.



Marc JOSZ Executive Vice President Deputy CEO

### GLOBAL TELEMATIC NETWORK

Place de l'Université 16 B - 1348 Louvain-la-Neuve Tel +32 475 21 91 47 Fax +32 10 48 35 36 nyamweru.ndagano@telematic.be www.global-telematic-network.com GLOBAL NETWORK TELEMATIC is specialized in the vast emerging field of telematics solutions (remote maintenance) and tracking solutions for safety or fleet management.

GLOBAL NETWORK TELEMATIC can provide solutions as hardware, software or ASP: our offer is sufficiently diversified to meet all demands about safety and protection of persons and goods. Whether in public or private, GLOBAL NETWORK TELEMATIC has become indispensable in the world of telematics, based on a technology developed jointly with its international partners, which have been leaders.



# **GROUP JANSEN**



Fabriekstraat 2 B - 3670 Meeuwen Tel +32 11 79 16 67 Fax +32 11 79 16 68 info@groupjansen.com www.groupjansen.com Group Jansen is a Belgian Building Group with several disciplines. During this mission we represent 2 products  $\!\!\!/$  services:

- **1. Cleanroom Systems Belgium -** Cleanrooms are all about precision and complexity. Activities in operation theatres, laboratories and production units for medicines are so precise and delicate that special conditions are required. If not, the risk of contamination would become irresponsibly high and lives would be put in danger. Cleanroom Systems Belgium builds top quality cleanrooms according to the client's needs.
- **2. Jansen Products Raised Access Floors -** Flexibility and mobility become more important every day! To ensure cost-effectiveness, building service flexibility, and occupant comfort, you must integrate building services within the structure. A raised access floor gives you the possibility to accommodate all technical supply lines in a future compatible way. We produce a suitable floor in accordancy to your needs. Raised access floors are used for: Computer and IT suites, laboratories and hospitals, conference and exhibition halls, commercial offices both new and refurbished



Nadia JANSEN CEO Group Jansen



Hugo VAN DEN BERG COO Cleanroom Systems Belgium

### **IBA INTERNATIONAL**



Chemin du Cyclotron 3 B - 1348 Louvain-la-Neuve Tel +32 10 47 58 52 Fax +32 10 47 59 58 olivier.vanderborght@iba-group.com www.iba-worldwide.com IBA delivers solutions of unprecedented precision in the fields of cancer diagnosis and therapy.

**Diagnosis:** IBA has unique expertise in the design of cyclotrons and in the production and distribution of radiopharmaceutical tracers which are used every day in hospitals to detect quickly and accurately cancer, neurological and cardiac diseases. IBA also offers dosimetry products used in many hospitals for quality assurance in X-Ray diagnosis and for patient-dose monitoring.

**Therapy:** IBA has developed Radiotherapy solutions and dosimetry equipment to treat cancer with the greatest accuracy. IBA is the undisputed leader in Particle Therapy, acknowledged to be the most precise and effective clinical radiotherapy method in the selective destruction of cancer cells.

**Sterilization & Ionization:** IBA designs electron accelerators and high power X-Ray solutions used in many industries to sterilize medical devices, to cold pasteurize food products and to improve polymer properties. Over 250 IBA Industrial accelerators are used in the world today, some for more than 40 years.



#### IGC GROUP



Hoveniersstraat 2 - box 248 - room 708 B - 2018 Antwerp Tel +32 3 203 45 67 Fax +32 3 231 16 34 info@igcgroup.com www.iqcqroup.com IGC Group is a true Belgian diamond manufacturing company, specialized in diamonds in the finest make. The company exists since 1912 and is a DTC Sightholder since 1955.

Being a DTC Sightholder allows us to purchase rough diamonds directly from the source and polish them in our own factories. Due to this direct approach and a workforce of over 2,000 people we deliver our customers exactly what they need: finely made diamonds at competitive prices.

Also, as a true Belgian company our international customers, who consist in jewellery manufacturers, retailers and wholesalers, value our European business approach and transparent corporate culture.



Jo NEYS International Sales Manager

# IGI - International Gemological Institute



Schupstraat 1 B - 2018 Antwerp Tel +32 3 401 08 88 Fax +32 3 232 07 58 info@igiworldwide.com www.igiworldwide.com Founded in Antwerp in 1975, IGI is today the world's largest independent laboratory for testing and grading gemstones and fine jewelry. Every day close to six hundred experts are testing over five thousands items in Antwerp, New York, Hong Kong, Mumbai, Los Angeles, Toronto, Kolkata, New Delhi, Dubai, Bangkok, Tokyo and Tel Aviv.

IGI's School of Gemology brought its learning experiences to students from 112 countries and in 10 languages. Polished & rough diamond, colored stones identification, pearls and jewelry design courses are the most popular ones. The final goal for most students is to earn the prestigious IGI Graduate Gemologist Diploma, G.G. This is usually the starting point of a new career in the gem and jewelry industry.

IGI is an ISO 9001 and 17025 accredited worldwide organization.

IGI, the Passport for Diamonds, Gems and Jewelry.





Roland LORIE CEO

#### **IMSE**



Taxandriastraat 33 B - 2170 Merksem Tel +32 3 644 41 21 Fax +32 3 644 17 57 info@imse.org www.imse.org IMSE is a manufacturer, stockist and distributor of various technical equipment used on board of sea going vessels and powerplants.

Our head office is in Belgium but we have branch offices and production limits in England, China, Russia, Malaysia and Indonesia. The equipment we supply are mainly parts for diesel engines, compressors, turbos, pumps, separators, filters, a.o.

We represent brands like VT-valves, PT-pistons, NZT-pumps, Alfa Laval, Man B&W, a.o.



#### INTERFLUX ELECTRONICS



Eddastraat 51 B - 9042 Ghent Tel +32 9 251 49 59 Fax +32 9 251 49 70 directie@interflux.com www.interflux.com

#### **INTERFLUX SINGAPORE**

2 Kallang Pudding Road #04-12 Mactech Industrial Building Singapore 349307 Tel +65 6848 7818 Fax +65 6234 6217 wimvanriet@interflux.com.sg www.interflux.com Interflux® with the HQ in Ghent (Belgium) is a manufacturer and supplier of chemicals and equipment used in the electronics, automotive and manufacturing industries.

The main products are Soldering Chemicals, Spray Fluxer Systems, Selective Soldering Machines, Cleaners, Conformal Coatings, Resins, Thermal Management Products, Contact Lubrication and Maintenance & Service Aids. Additionally, we can provide innovative high-tech chemical solutions for niche applications in the fields of cleaning and railways as well as advanced cleaning products for computers and communications equipment in the modern working environment. Throughout the years, Interflux established a strong market presence.

Since 1994, Interflux® Singapore Pte Ltd is the regional hub to provide first class service and supply in the Asia-Pacific Region.



Wim VAN RIET Director Regional Business Development

### INTERNI EDITION

#### INTERNI EDITION

Rue Georges de Lombaerde 41 B - 1140 Brussels Tel +32 2 702 95 90 Fax +32 2 702 95 95 info@interni-edition.com www.interni-edition.com An Interni piece of furniture stands out!

Timeless character, strong materials and pure forms turn them into classics. The use of selected woods such as zebrano, ebony, rosewood and sandblasted oak gives a unique touch to the interior decoration.

Interni develops a range of furniture that stretches from tables to sofa's and lightings. We export our unique creations throughout the world, customizing our furniture to our customer's taste.

If your house, your hotel or your palace needs to reflect your taste for luxury and elegance, Interni will be proud to serve you to create the furniture that fits your interior best!



### INTERSOFT ELECTRONICS



Lammerdries-Oost 27 B - 2250 Olen Tel +32 14 23 18 11 Fax +32 14 23 19 44 support@intersoft-electronics.com www.intersoft-electronics.com Intersoft Electronics offers a wide range of quality control tools for civil and military surveillance radar systems: radar display, monitoring and maintenance instruments; radar analysis support systems for a top-down analysis of the complete radar system; radar environment simulators creating a very realistic and repeatable environment for the radar.

Driven by user-friendly software, they will prove to be invaluable instruments for Factory and Site Acceptance of the Radar systems, for a complete periodic check-up and as a perfect daily monitoring tool for every radar engineer. They thus increase the radar's efficiency and lifetime at low cost.

We also assist in radar assessment campaigns and offer support for developing a complete radar quality program.



Johnny ZEVEN CFO - Marketing Director

# JAN DE NUL



Tragel 60 B - 9308 Hofstade Tel +32 53 73 17 11 Fax +32 53 78 17 60 info@jandenul.com www.jandenul.com Jan De Nul Group, operating worldwide, is specialized in dredging and land reclamation, rock placing, trenching, rock dumping for oil and gas related offshore pipeline projects, quay walls, marine related projects, civil engineering and large-scale environmental remediation projects, with a good reputation in turnkey projects.

With a yearly turnover of 1.8 billion Euro, the company ranks amongst the international top of dredging contractors and the top of marine engineering contractors.



Danny DE HERT Regional Manager



Martin HARMS Regional Manager

### KATHY CHOCOLATERIE



Kolvestraat 70 B - 8000 Brugge Tel +32 50 32 21 92 Fax +32 50 32 21 25 sales@kathy.be www.kathy.be Kathy Chocolaterie is specialized in making Belgian's finest chocolates. Already exporting to more than 50 countries worldwide and into it's fourth generation, our family company is able to produce a very wide range of traditional Belgian chocolates and other delights, such as seashells, pralines, truffles, speculoos, bouchées, ...

We are especially interested in the Indonesian market as we started exporting to the Middle East in the past few years with very good results. Hence we are able to deliver high quality alcohol free chocolates and we believe that we can generate very good results in Indonesia together with the right partner.

For Singapore our situation is different. We are selling approx.  $50,000 \in \text{turn-over through } 3 \text{ shops in Singapore, namely Candy Empire.}$  We are happy about the sales we generate in just 3 shops, but not happy about the sales in Singapore. For this reason we are interested in meeting potential new partners in order to seek better ways to serve the market.



#### KATOEN NATIE



OUR PEOPLE MAKE THE DIFFERENCE

#### KATOEN NATIE

Van Aerdtstraat 33 B - 2060 Antwerp Tel +32 3 221 68 11 Fax +32 3 221 68 10 info@katoennatie.com www.katoennatie.com Katoen Natie is a leader in value-added logistics and high-tech services.

Our worldwide network of more than 150 platforms in 24 countries offers an integrated range of services in logistics, semi-industrial and high-tech operations. Storage, packaging, distribution, customizing, quality control, assembly, forwarding, customs clearance and transport are only some examples of our wide range of activities.

We also carry out design, engineering, implementation and maintenance of entire plants, with or without operational follow-up.

To better serve our customers, we continually invest in state-of-the-art facilities, equipment and ICT systems worldwide.



#### KIPCO-DAMACO



Dentergemstraat 164 B - 8780 Oostrozebeke Tel +32 56 67 62 11 Fax +32 56 66 57 01 export@kipco-damaco.be www. kipco-damaco.com KIPCO-DAMACO NV since 1964, with headquarters in Belgium/Europe and branches in Russia, Brazil, Asia is your long term partner for your purchase of poultry, pork, beef and seafood products. With 5 production plants of our own and some serious partnerships we can be your reliable partner in the supply of high quality products and customer orientated service.

#### We can offer you:

- Frozen poultry: chicken, turkey, hen, all cuts and MDM, baader meat for the processing industry
- Pork: all cuts, loin, shoulder, leg, offal
- Beef: all cuts, forquarters, compensated quarters, deboned cuts, offal
- Seafood: all types, seafood & fish.

Please contact our office in Singapore for further details: DAMACO FOODS Pte Ltd, Mr Kaven Chang, General Manager, tel: +65 6338 1669, fax: + 65 6338 0309, info@damacofoods. com.sg



#### LINGUITEX

# Linguitex

Olekenbosstraat 162 B - 8540 Deerlijk Tel +32 56 77 59 54 Fax +32 56 77 59 82 info@linguitex.be www.linguitex.be LINGUITEX offers translations of commercial and legal texts, texts of general interest, also sworn translations of miscellaneous acts and diplomas.

Translation, adaptation and updating of websites and newsletters, text correction and revision.

Frieda Depamelaere, Manager of the translation office, has a Master's Degree in Translation (French/English/Dutch) and is also a sworn translator (Belgian courts of justice).

Speciality: textiles branch of industry & legal texts. Revision by native speakers.



# **MAGERMANS**



Bois Notre-Dame 1 B - 6900 Marche-en-Famenne Tel +32 84 31 17 90 Fax +32 84 31 65 69 guy.magermans@skynet.be Family owned company involved in transport, logistics & removals for more than 70 years with the aim of service & quality.



#### MEDEX LONCIN



Rue Marie Curie 1 B - 4431 Loncin Tel +32 4 239 96 39 Fax +32 4 239 96 59 lilo.gangarossa@medex.be www.medex.be MEDEX LONCIN, with more than 35 years of radiology experience, mainly designs, manufactures and markets a wide range of analogical and digital medical imaging X-ray equipment, used in both veterinarian and human medicine.

#### Product range:

DigiMedX: direct digital human x-ray machine designed according to criteria set up by the World Health Organization. DigiMedX enables all conventional stationary radiological examinations.

Digivex: veterinary direct digital x-ray machine.

High resolution x-ray machine, BMA (Bone Micro Architecture Analysis), to assess osteoporosis, osteoarthritis and rheumatoid arthritis.

Portable X-Ray generators used in food inspection, security and nondestructive testing.

Remote control tables manufactured for a large international company.



#### **MOSTforWATER**



Koning Leopold III laan 2 B - 8500 Kortrijk Tel +32 56 35 43 90 Fax +32 56 36 02 30 dvds@mostforwater.com www.mostforwater.com MOSTforWATER NV was founded on 20th December 2006 as a spin out company of HEMMIS together with Ghent University, Baekeland Fund II (the seed and early stage fund of Ghent University), Flanders Innovation Fund "VINNOF" (initiated by the Flanders Government) and some employees.

MOST (acronym of Model Optimisation Services & Technology) for WATER offers model building services to the software in order to secure the most efficient use of the world-leading technology in relation to water quality modelling, helping to reduce investment and operational costs of water infrastructure by 10 to 40%.

WEST® software (with all rights to MOSTforWATER) offers a user-friendly IT environment for the modelling and simulation of wastewater treatment plants but also for integrated process design (including sewers and rivers, water re-use, ...).

HEMMIS established and expands a worldwide network of "Scientific support centres for modelling and simulation" including EU-countries, USA, Canada, Australia, South Africa, China...



### **OLDENDORFF EXPRESS LINES**



Vismijnstraat 23 B B - 8380 Zeebrugge Tel +32 50 54 20 54 Fax +32 50 54 70 69 info@oxl.com www.oxl.com Oldendorff Express Lines (OXL) operates a core tramp liner-parcel service between continents, the Mediterranean, Black and Red Sea ports, Africa, the Persian Gulf, India and the Far East. Also providing regular sailings from Asia and India to West Africa.

Frequent sailings of our specialized heavy-lift and Ro Lo fleet provide a reliable service for the transportation of oversized and heavy lift cargo, machinery, equipment, yachts and steel products.

Competitive pricing, flexibility, first class fleet, professional approach allow Oldendorff Express Lines (OXL) to be involved in most energy, oil and gas, construction and other projects. Oldendorff Express Lines (OXL) is part of Oldendorff Group (Germany).

The company Flamar with more than 25 years of shipping experience and unique know-how is general agent for Oldendorff Express Lines (OXL).



#### PA EUROPE



Rue Franklin 106-108 B - 1000 Brussels Tel +32 2 735 83 96 Fax +32 2 735 84 66 info@pa-europe.com www.pa-europe.com PA Europe is a government relations and public affairs group providing political and communication strategy development and implementation, political intelligence and lobbying.

Its client list includes the most reputed and largest industries in the pharmaceutical, food and beverages, energy, banking, transport & logistics, environment, construction, automobile, defence, textile, offshore and agriculture sectors.

In the past years, the company provided political intelligence, regulatory advice and media support in major merger, take-over and flotation procedures. The unique PA approach in China, Asia, Europe, Russia and the Gulf includes primary care for the domestic desires and designs. On that fundament, a win-win position for both sides of the divide is created.

On the basis of correct and helpful positions taken by PA Europe and PA Asia and its advisers, including Mr Cao Baijun of the China Economic Cooperation Center, often unexpected problems are solved in a correct and mutually beneficial way.



### **PARADISIO**



Domaine de Cambron B - 7940 Brugelette Tel +32 68 25 08 50 Fax +32 68 45 54 05 info@paradisio.be www.paradisio.be Parc Paradisio is a Belgian stock cooperation, quoted at the stockmarket of Euronext Brussels (code: PARD).

As the «Garden of Eden» for a day, Paradisio lets its visitors enter into the fascinating world of nature, eye to eye with wild animals, creating a sensitivity for the beauty and fragility of our planet flora and fauna.

More than 4,000 animals from the four corners of the world are at home in Paradisio, among them many endangered species of birds, mammals, reptiles and fish.

On the grounds of the ancient Cistercian Abbey of Cambron with its trees centuries old and buildings, Paradisio is actively involved in more than 50 scientific programs in the conservation of endangered species within the framework of the EEP- and EAZA-programs to ensure their survival and reproduction within the parc and in the wild, faithful to Paradisio's philosophy «Let yourself be touched by nature»...



# PAUWELS INTERNATIONAL - T&D Systems Div.



Antwerpsesteenweg 167 B - 2800 Mechelen Tel +32 15 28 36 21 Fax +32 15 28 34 91 info@pauwels.com www.pauwels.com The Pauwels Group is a leading player in electrical power transmission and distribution ("T&D") products and systems worldwide. Along with its sister companies Ganz and Microsol, it is 100% part of Indian based listed group "Crompton Greaves" with manufacturing plants and sales presence worldwide.

The Crompton Greaves Power division is headquartered in Belgium and is also overlooking the Indonesian operations with a power transformer manufacturing plant in Bogor and a T&D Systems office for turnkey solutions in Jakarta.

Pauwels has been serving the Indonesian utility market ("PLN") since 1988 and has over 400 employees in Indonesia.



Koen VAN PETEGHEM General Manager



Didier GAZELLE Representative Office Manager

#### PREFAMAC





Dellestraat 11/11 A
Industrial Zone Zolder-Lummen 1058
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Tel +32 13 52 18 84
Fax +32 13 52 18 48
info@prefamac.com
www.prefamac.com

PREFAMAC produces "sweet machines", with particular emphasis on the world of chocolate and the industry of cookies, biscuits, waffles and cakes.

Prefamac manufactures melting kettles, liquid chocolate pumps and piping, enrobers designed to cover sweets with chocolate, machinery for flaking and adding flakes to enrobed products, as well as cooling tunnels and transport conveyors, up to the packaging equipment.

Since the foundation, 20 years ago, we supply both industrial installations and small-scale machinery for bakeries and chocolate manufacturers. Up to 97 % of Prefamac's output is destined for export, and reaches 95 countries worldwide.

Featuring among Prefamac's customers are famous chocolate brands like Godiva and Neuhaus, and Kraft / LU and General Biscuits for cookies and biscuits lines.

Prefamac received the Hermes award in 1998, followed in 1999 by the Women award. 2004 saw Prefamac's nomination for the "Export Lion" award.



# **QUALIPHAR**



Rijksweg 9 B - 2880 Bornem Tel +32 3 889 17 21 Fax +32 3 889 69 13 secr@qualiphar.com www.qualiphar.com Qualiphar was founded in 1937. Initially, they focussed exclusively on the production of self-care medication. The aim of the founders was to relieve the workload for pharmacists: from the pharmacists for the pharmacists.

The VERLINDEN family enters in 1970 into the destitute company and starts with far-reaching diversification. This way the company knew an explosive growth in contract manufacturing. Major investments in logistics allowed quick deliveries within Belgium, the Netherlands, Luxembourg and internationally.

An R&D department guarantees developments so several products are launched every year. Key dates in Qualiphar's history are the take-over of the production unit & personnel of Warner Lambert (1987), the acquisition of Gifrer (pharmaceutical laboratory and market leader of the unidose concept) (2000) and the acquisition of SEV (Société européenne d'extraction végétale) (2003).

The international breakthrough has recently been realized as an Export Department has been founded in 2006.



Eduard VERLINDEN
President Managing Director



Lucia CUYPERS Director

#### REDITECH ENGINEERING



Frans Boelplein 15 B - 9140 Temse Tel +32 3 711 32 93 Fax +32 3 711 32 94 info@reditech.be www.reditech.be Reditech Engineering is specialized in delivering industrial automation solutions. Our team consists of very specialized engineers with years of experience.

Since 1995 we have delivered industrial automation solutions for all kind of machines and for all kind of processes in different industries:

Life sciences, food industry, chemical plants, environmental projects, machine construction,...

We support engineering departments with our automation knowledge but we can also provide turnkey solutions to i.e. machine builders.

Our engineers are very experienced in PLC programming, SCADA programming, DCS systems, database applications...



Werner FRANSEN Managing Partner



Wim VAN SOOM Managing Partner

#### RESEARCH & INNOVATION MANAGEMENT SERVICES - RIMS



Bollestraat 75 B - 3090 Overijse Tel +32 16 47 40 92 frank.heemskerk@telenet.be www.rimsinternational.eu Research & Innovation Management Services (www.rimsinternational.eu) is an independent services company for international research collaborations, technology transfer & commercialization of research results.

We specialize in growing value from research in the Biotech/Pharma sector - from bench to bedside:

- how to organize research (internal training in research management, help building partnerships);
- how to finance research (secure public funding, including proposal/report writing and negotiation services);
- how to maximize the value out of research (IPR valuation, licensing, spin-off creation).

RIMS is well connected through several networks in Europe, South-Africa and Latin-America and serves clients across the globe with the expertise of strategic business alliances.



# RODSCHINSON Investment Group - Europe



Place du Champs de Mars 5 B - 1050 Brussels Tel +32 2 550 36 87 Fax +32 2 550 36 88 dg@rodschinson.com www.rodschinson.com Rodschinson Investment Group is a global investment firm of independent partners that provides a wide range of investment, brokerage and trading services worldwide to a substantial and diversified client base that includes small- and mid-sized businesses, as well as large corporations, investment banks, pension funds, hedge funds and high networth individuals.

We are more specialized in raise of capital, initial public offering (IPO) and acquisition of small and mid-sized companies and real estate.

Rodschinson's business is expanding around the world, as global markets become ever more tightly linked by technology, by breaking down of regulatory barriers, and by the increasingly global needs of our clients. Web ring together organisations which are extraordinary as stand-alone entities, but combined these independent organisations comprise a network that is virtually unmatched in the breadth and depth of resources available to serve you.



### SIOEN INDUSTRIES



Fabriekstraat 23 B - 8850 Ardooie Tel +32 51 74 09 00 Fax +32 51 74 09 64 info@sioen.be www.sioen.com Sioen Industries is a stock quoted, integrated industrial group and a world-scale player in technical textiles.

#### Sioen Industries is:

- The world leader in coated technical textiles,
- A market leader in technical industrial protective clothing,
- · A specialist in fine chemicals,
- A global player in the processing of technical textiles

Sioen Industries is a fast growing; vertically integrated industrial group with 4 divisions (Coating, Chemicals, Apparel and Industrial Applications). We have 39 companies in 14 countries and employ approximately 4,600 persons for a turnover of 380.4 million euros. Vertical and horizontal integration, diversification and permanent growth allow us to face the future with confidence.



Jean-Jacques SIOEN Chairman of the Board of Directors



### STUDIO PIETER STOCKMANS

#### STUDIO PIETER STOCKMANS

Dennenstraat 5 B - 3600 Genk Tel +32 89 38 23 62 Fax +32 89 38 54 89 info@pietstockmans.com www.pietstockmans.com In 1987 Piet Stockmans set up a PME called "Studio Pieter Stockmans".

#### Our three main activities:

- Designing elements for table settings with special attention to china ware.
   This Studio Collection is being manufactured in our workshop in small series and distributed in shops in the Benelux, Norway, Germany, France and in the United States of America.
   Certain products are also sold as promotional gifts.
- 2. We also design crockery and porcelain jewels for external customers in Belgium, in the Netherlands and in Germany.
- 3. Our third activity concerns wall and floor installations to be integrated both in public buildings and private homes.
- 4. We design custom made tableware for top restaurants (for example \*\*\*Michelin).



Pieter STOCKMANS CEO

### THE BELGIAN CHOCOLATE GROUP



Geelseweg 72 B - 2250 Olen Tel +32 14 25 85 25 Fax +32 14 25 85 24 info@bcge.be www.thebelgianchocolate.be Founded in 1956, The Belgian Chocolate Group is a well-established supplier and exporter of premium Belgian chocolates under the brand "the Belgian" offering high quality products at attractive prices. Our brand "The Belgian" is associated with fine quality and deliciously tasting products from Belgium. A range of authentic chocolates is the solid base of "The Belgian". We have the widest range of fine Belgian chocolates: seashells, pralines, hearts, caffe latte, truffles, bars, mendiants, .. which we present in a variety of shapes and package sizes and are suitable for both everyday consumption as well as for gift-giving. We work together with distributors in 60 countries in order to create a clear, significant brand presence and to reach out to all chocolate lovers all over the world. Our unfailing focus on quality and taste is building an enviable reputation among chocolate lovers throughout the world. We produce all our chocolates in the most modern production facilities in Belgium and we comply with the international quality standards and guidelines of BRC and IFS.



Marc PAUWELS Managing Director



Kurt KESSELS Export Manager

### THE SNIFFERS



Graaf de Broquevillestraat 4 B - 2400 Mol Tel +32 14 31 88 88 Fax +32 14 32 11 11 info@the-sniffers.be www.the-sniffers.be

- Fugitive emission managing programs & software for fugitive emission managing program
- Flare losses detection program & software for flare emissions management
- Steam loss detection & loss calculation program
- Measurement and calculation of breathing losses of storage tanks
- Quick scanning for volatile organic leaks with infrared camera's
- Pipeline integrity inspection services



# TIDE BUSINESS INFORMATIQUE



Rue Leclercq 30 B - 4480 Engis Tel +32 4 330 95 68 Fax +32 4 330 95 68 jean-matondo@tidebusiness.com www.tidebusiness.com

#### **TIDE BUSINESS INFORMATIQUE:**

- brings IT solutions helping companies to build custom websites and supports communication with existing hardware and software
- provides to companies a global internet solution to satisfy their specific requests for communication
- is an IT company member of Wallonia ICT network
- is ETIC certified n°254 (an ICT label that guarantees quality customer-supplier relationship

#### PRODUCTS AND SERVICES:

- analysing the communication needs
- meeting those communications needs
- dynamize communication: Website development; Graphic design;
   Web design & Internet; Web hosting & Web positioning; Musical and multimedia production; Computer maintenance; Internet network



# TMVW Integrated water company



Stropkaai 14 B - 9000 Ghent Tel +32 9 240 02 11 Fax +32 9 222 91 11 info@tmvw.be www.tmvw.be TMVW's original activity has developed into an integrated water policy.

Today's TMVW not only supplies and distributes drinking water up to the faucet; the company also sanitizes waste water, and, among other offerings, supplies customized water solutions for professional and industrial applications.

In short: since its inception in 1923, TMVW has repeatedly shifted the boundaries of its mission, and is increasingly moving towards being a public management company that truly embodies the "multi-service company" concept.

The in-house skills and know-how are internationally offered in consultancy projects and outsourced management services, in a public-private as well as in a public-public context.



Robert BOERJAN
Division Manager
Marketing and Communication

# **VASCO Data Security**



Koningin Astridlaan 164 B - 1780 Wemmel Tel +32 2 609 97 00 Fax +32 2 609 97 09 info\_europe@vasco.com www.vasco.com VASCO is the number one supplier of strong authentication and e-signature solutions and services. Vasco has established itself as the world's leading software company specialized in Internet Security.

We have a customer base of over 7,600 companies in more than 100 countries, including over 1,150 international financial institutions.

Vasco's prime markets are the financial sector, enterprise security, e-government and e-commerce (business-to-business and business-to-customer).



#### VIALIS BELGIUM



Kapelanielaan 14 B - 9140 Temse Tel +32 3 886 59 15 Fax +32 3 886 99 31 info@vialis.be www.vialis.be Vialis Belgium, partner in creating and supplying mobility solutions. Not only for road and rail managers, public authorities, public transport but also for road, bus and train users. Vialis is one out of almost 125 subsidiaries of the VolkerWessels group.

VolkerWessels is specialized in designing, developing, realizing and managing of construction projects. Making sure that mobility means movement on the road and in public transport; doing that as safely, efficiently and as environmentally soundly as possible. Vialis comes up with suitable answers for continuous growth in mobility.

Experts in research, consultancy, system design, engineering, manufacturing, installation, maintenance and service provision work together as project teams to achieve the best possible result for the client. Thanks to this systematic approach, both your minor and major projects are in safe hands with Vialis.



Johannes VAN KLEEF



Jan DENEIR Director

#### **WELDERS**



IZ Noord V - Wijngaardveld 5 B - 9300 Aalst Tel +32 53 77 76 77 Fax +32 53 77 37 97 welders@welders.be www.welders.be Welders NV is a specialist manufacturer of Process Equipment in high-performance materials for corrosive applications in the hydrocarbon and downstream industries. Our manufacturing range includes:

- Heat transfer equipment: shell and tube heat exchangers, condensers, evaporators, reboilers, double pipe heat exchangers, etc.
- Pressure vessels, reactors and columns
- Fabricated pipework, internals and fittings

Welders expertise lies in the handling of high alloys and exotics, such as: stainless steels, nickel, nickel base alloys and reactive metals (titanium, tantalum, zirconium).



#### **ZINGAMETALL**



Rozenstraat 4 B - 9810 Eke Tel +32 9 385 68 81 Fax +32 9 385 58 69 zingametall@zinga.be www.zinga.be ZINGAMETALL is a private company which develops, produces and commercialises the unique zinc-rich metal coating, called ZINGA, to protect old, new & galvanised steel structures from rusting.

ZINGA (96% pure zinc) offers a galvanic protection with the same protecting capacity comparable to hot-dip (thermal galvanization), applicable on-site or in the workshop, by brush, roller and spray equipment. ZINGA contains 96% of zinc in its dry layer, is environmental friendly, non-toxic and has an unlimited shelf and pot life. ZINGA has the unique feature to reload existing hot-dip structures on-site.

ZingaMetall has a worldwide distribution network (> 45 countries) and offers anti-corrosion solutions to industries in construction, mining, energy, water, oil & gas, tanks, public works, bridges, railway, transport, cement, harbour ...







# **PUBLIC SECTOR**

# **INDONESIA**

# **SINGAPORE**

# EMBASSY OF BELGIUM Marc TRENTESEAU, Ambassador

Deutsche Bank Building (16th floor) Jalan Imam Bonjol 80 10310 Jakarta Pusat Tel +62 21 316 20 30 Fax +62 21 316 20 35 Jakarta@diplobel.fed.be ambeljkt@rad.net.id www.diplomatie.be/jakartafr

# EMBASSY OF BELGIUM Marc CALCOEN, Ambassador

14-01 Temasek Tower 8 Shenton Way Singapore 068811 Tel +65 62 20 76 77 / 78 / 79 Fax +65 62 22 69 76 Singapore@diplobel.org www.diplomatie.be/singapore



## BELGIAN FOREIGN TRADE AGENCY



Rue Montoyer 3 B - 1000 Brussels Tel +32 2 206 35 11 Fax +32 2 203 18 12 info@abh-ace.org www.abh-ace.org The Belgian Foreign Trade Agency is a public body with a legal status. It was set up through the Co-operation Agreement concluded between the Belgian federal government and the three Belgian regional governments on May 24th, 2002.

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

The Agency's main tasks are:

- organisation of joint economic missions
- collecting, organising and circulating information, studies and documentation on external markets on behalf of the regional export promotion organisations

The regional export organisations are the single contact point for Belgian companies.

The entire version of this brochure is also available on the website of the Belgian Foreign Trade Agency, on the following address:

www.abh-ace.org/expor/initiatives-actions/abh-ace/missions-sar/2008/indonesia-singapore/homepage.html



Marc BOGAERTS
Director General
Counsellor of HRH Prince Philippe



Rosemary DONCK
Coordinator of the Mission

# **BRUSSELS-CAPITAL REGION**

#### BRUSSELS EXPORT - FOREIGN TRADE DEPARTMENT OF THE BRUSSELS-CAPITAL REGION



Avenue Louise 500/4
B – 1050 Brussels
Tel +32 2 800 40 00
Fax +32 2 800 40 01
infos@brussels-export.irisnet.be
www.brussels-export.be
www.brussels-exporters.be

The Foreign Trade Department of the Brussels-Capital Region is a public body, which aims to enhance and improve the export capacity of Brussels companies.

To develop the export potential of Brussels companies, the Foreign Trade Department:

- provides information about foreign markets to Brussels companies, through its network of economic and trade attachés
- organizes trade missions and group stands of international exhibitions
- supports the prospect initiatives of Brussels companies through financial incentives

The Foreign Department of the Brussels-Capital Region guides and helps foreign companies interested in Brussels products, services and techniques, to make the right contacts meeting their demands and to find business partners in the Brussels Region.



Laurence MARTAUX Attaché



Aurore BORACZEK Attaché



Christine DATH

# BRUSSELS-CAPITAL REGION THE BRUSSELS ENTERPRISE AGENCY - BEA



Tour et Taxis Avenue du Port 86C - b. 211 B – 1000 Brussels Tel +32 2 422 00 20 Fax +32 2 422 00 40 info@bea.irisnet.be www.investinbrussels.com The Brussels Enterprise Agency (BEA) is a centralised information bureau which provides advice and consultation services to companies that want to set-up in the Brussels-Capital Region.

The BEA can assist you on the following topics:

- Tax regulation
- Site location
- · Work and residence permits
- Public grants for investment and R&D
- Employment subsidies
- Environment and town planning regulation

The BEA is responsible to the Brussels regional government and its services are free of charges.



# FEDERAL PUBLIC SERVICE FINANCE

#### FISCAL DEPARTMENT FOR FOREIGN INVESTMENTS



Rue Marie-Thérèsestraat 1/4 B - 1000 Brussels Tel +32 2 579 38 66 Fax +32 2 579 51 12 taxinvest@minfin.fed.be albert.wolfs@minfin.fed.be www.fiscus.fgov.be Within the Federal Public Service FINANCE a team of experts informs and assists foreign investors and investors already established in Belgium on tax matters.

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

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

This public service works:

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



Albert WOLFS
International Tax Expert

# FEDERAL PUBLIC SERVICE ECONOMY, SMEs, SELF-EMPLOYED & ENERGY DEPARTMENT ECONOMIC POTENTIAL



City Atrium C
Rue du Progrès 50
B - 1210 Brussels
Tel +32 2 277 78 08
Fax +32 2 277 53 06
erik.sterckx@economie.fgov.be
www.economie.fgov.be

The Federal Public Service Economy assists foreign companies in their information search concerning any relevant aspect of the investment climate in Belgium.

The Service for Foreign Investments works in close collaboration with the regional investment agencies and other federal institutions. Using direct contacts, advertisements in the specialised international press, brochures and the website www.investinbelgium. fgov.be, potential foreign investors are invited to consider the advantages of Belgium as investment location.

The service also helps foreign companies already established in Belgium to give answers to administrative or procedural questions, through our contact network of federal and regional departments and other specialised institutions.



# FEDERAL PUBLIC SERVICE

#### FOREIGN AFFAIRS, FOREIGN TRADE & DEVELOPMENT COOPERATION



Rue des Petits Carmes 15 B - 1000 Brussels Tel +32 2 501 81 11 Fax +32 2 501 81 70 info@diplobel.fed.be www.diplomatie.be The Federal Public Service Foreign Affairs, Foreign Trade and Development Cooperation manages Belgium's foreign relations. Belgium's Foreign Affairs network comprises 130 embassies, consulates and representations both at home and abroad.

As an organisation with solid and long-standing experience in foreign relations, the FPS channels its expertise into actions geared towards attaining the following objectives: Defending Belgian interest abroad, promoting a stable, fair, thriving world community based on solidarity and combating poverty around the world by building up high-quality development cooperation.





Thibaut de KERCHOVE Expert Direction Economic Interest

# FEDERAL PUBLIC SERVICE FOREIGN AFFAIRS

#### OFFICE OF THE MINISTER OF FOREIGN AFFAIRS



Rue des Petits Carmes 15 B-1000 Brussels Tel +32 2 501 82 11 Fax +32 2 511 63 85 kab.bz@diplobel.fed.be www.diplomatie.be The Cabinet of the Minister of Foreign Affairs, Karel De Gucht, develops the policy making and strategy in order to defend the Belgian interests abroad.

The Minister is also competent for foreign trade and attaches a particular importance to the economic diplomacy within the Belgian foreign policy.

The Belgian diplomatic network is in this respect at the disposal of the regional entities and the economic actors.



# GOVERNMENT OF FLANDERS FLANDERS INVESTMENT & TRADE - FIT



Gaucheretstraat 90 B - 1030 Brussels Tel +32 2 504 87 11 Fax +32 2 504 88 95 info@fitagency.be www.flandersinvestmentandtrade.com The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

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

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

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

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

Do visit our website and discover our worldwide network.



Koen ALLAERT CEO - Managing Director



Ewa BULTHEZ Areamanager Asia-Pacific



Pascal WALRAVE
Director Inward Investment,
Inward Investment Department



John VERZEELE Director Business Development, Inward Investment Department



Annemieke DE TOLLENAERE Assistant Areamanager Asia-Pacific

## **GOVERNMENT OF FLANDERS**

#### Office of the Flemish Minister for Economy, Enterprise, Science, Innovation and Foreign Trade



Martelaarsplein 7 B - 1000 Brussels Tel +32 2 552 61 00 Fax +32 2 552 61 01 kabinet.ceysens@vlaanderen.be www.patriciaceysens.be **Flanders** is a region with legislative powers, with its own parliament and its own government.

It has broad domestic and foreign powers. For example, the Government of Flanders has competence in the field of education, the environment, public works, the economy, sports and culture, tourism, welfare policy, housing, health care, town and country planning, foreign trade and investment and scientific research. In all other areas there is a strong cooperation and co-ordination with the federal Belgian authorities.

**Flanders** not only conducts an autonomous domestic policy but it also has a great deal of autonomy in its dealings with foreign partners.

The Government of Flanders can conclude agreements and treaties with other countries and regions in each domain for which it has domestic powers. It has also exclusive competence for its trade and investment promotion with an elaborate network abroad.

Patricia Ceysens is Flemish Minister for Economy, Enterprise, Science, Innovation and Foreign Trade.



Tim VANDENPUT
Advisor
Science & Innovation



Miguel CHEVALIER Spokesman

# WALLOON REGION

#### WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY- AWEX



Place Sainctelette 2 B - 1080 Brussels Tel +32 2 421 85 02 Fax +32 2 421 87 75 mail@awex.be www.wallonia-export.be The Wallonia Foreign Trade and Investment Agency (AWEX) is the Wallonia Region of Belgium's government agency in charge of foreign trade promotion and foreign investment attraction. The agency has a worldwide network of 105 Economic and Trade Attachés. AWEX is ISO 9001 certified since April 2002.

As a **foreign trade agency**, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community. AWEX assists buyers, decision-makers, importers and foreign prospects by providing information on Wallonia's export potential. As an export partner for Wallonia-based companies, Awex offers a wide range of export-oriented services and activities (market surveys, organization of trade missions, trade show pavilions, export incentives, etc.).

As a **foreign investment agency**, AWEX – via its Office for Foreign Investors (OFI) – has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors. The Agency also offers a pro-active follow-up service to investors already established in Wallonia.



Philippe SUINEN



Laurent PAQUET Project Manager Asia-Pacific



Michel KEMPENEERS
Business Development Manager
Export & Investment

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

## **INDONESIA**

#### Dominique VANDERHAEGHEN Economic and Commercial Attaché for the Flemish Region, the Brussels-Capital Region and the Walloon Region

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www.flandersinvestmentandtrade.com

## **SINGAPORE**

# Peter CHRISTIAEN Economic Representative of Flanders

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# William DELSEMME Trade Counsellor for the Brussels-Capital Region and the Walloon Region

Trade Office Brussels-Wallonia c/o Embassy of Belgium 51 Goldhill Plaza # 21-11/12 308900 Singapore Tel +65 62 51 00 79 Fax +65 62 51 15 96 aec@bruweg.sq



Dominique VANDERHAEGHEN



Peter CHRISTIAFN



William DELSEMME

# CARLSON WAGONLIT TRAVEL - CWT



Boulevard de la Woluwe 34 B - 1200 Brussels Tel +32 2 258 10 05 Fax +32 2 258 13 08 info@carlsonwagonlitbe www.cwt.be Carlson Wagonlit Travel (CWT) is the Belgian and global leader in travel retailing and travel management. CWT is present in all segments of the travel industry (business travel, leisure travel, meeting & incentives and wholesaling). Present in more than 150 countries, CWT is the global leading travel management company and serves companies of all sizes, as well as government institutions and non-governmental organizations.

By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel program in terms of savings, service and security, and provides best-in-class service and assistance to travelers.

CWT is the first Belgian independent network of Travel Agencies and proposes to its clients quality products as well as trusted partners.

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



Catherine BLANC Manager



Nicky DEVIS Senior Account Manager



Inge MEKKE Travel Counsellor

# **INDONESIA**



#### **Four Seasons Hotel**

Jalan H.R. Rasuna Said Jakarta 12920

Tel +62 21 252-3456 Fax +62 21 252-4480

Website: www.fourseasons.com/jakarta/

# **SINGAPORE**



#### Shangri-La Singapore

22 Orange Grove Road 258350 Singapore Tel +65 6737 3644 Fax +65 6737 3257 sls@shangri-la.com www.shangri-la.com/en/property /singapore/shangrila

# **ECONOMIC PROFILE OF BELGIUM**

## THE HEART OF EUROPE

Belgium is a **federal Kingdom**, with three Regions (the Flemish Region, the Walloon Region and the Brussels-Capital Region) and three communities (the Flemish Community, where Dutch is spoken, the French Community and the German Community).

Belgium has a population of 10.584.534 inhabitants (as of 1.01.07) and is one of the most densely populated states in Europe. Brussels is the capital of Europe, the site of the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organizations, such as NATO, are also located in Brussels. As a result, Brussels is the number two city in the world (after Washington) in terms of its number of accredited journalists, and fourth in terms of the number of international meetings and seminars held there.

With a surface area of 30,500 km<sup>2</sup>, Belgium is one of the smallest Member States in the European Union. Nevertheless, it is a significant player in the world economy. GDP in 2006 was £0 392 billion, making Belgium the 18th economy in the world. Belgium is a high income country, with a GNI (gross national income) per capita of \$ 38,600 (World Bank data).

According to the World Trade Organization (WTO), in 2006, Belgium was the 10th exporter of goods and the 14th exporter of services globally. Belgium's share in world merchandise exports was 3.1% in 2006, while its share in world imports of goods was 2.9%. Belgium is the world leader in terms of export per capita.

Belgium was also the 4th recipient of Foreign Direct Investment flows in the world in 2006 (UNCTAD World Investment Report 2007). FDI into Belgium more than doubled to \$72 billion, raising its total FDI stock to \$603 billion, which was more than the country's GDP at the end of 2006. The continued presence in Belgium of TNC "coordination centres", as well as the new tax incentives that entered into force in January 2006 (notional interest deduction) may have contributed to that increase. Belgium's FDI outflows also increased in 2006, making it the 7th largest source of FDI worldwide.

#### Trade relations with Indonesia

Belgian exports to Indonesia	2007	12 months	270.3 million EUR
	2007	6 months	128.5 million EUR
	2008	6 months	128.0 million EUR
Belgian imports from Indonesia	2007	12 months	1,081.7 million EUR
	2007	6 months	531.7 million EUR
	2008	6 months	438.6 million EUR

#### Trade relations with Singapore

Belgian exports to Singapore	2007	12 months	545.7 million EUR
	2007	6 months	254.9 million EUR
	2008	6 months	250.4 million EUR
Belgian imports from Singapore	2007	12 months	1,085.8 million EUR
	2007	6 months	531.5 million EUR
	2008	6 months	520.7 million EUR

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







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