

VIETNAM

Belgian Economic Mission

10 - 16 MARCH 2012



PARTICIPANTS BROCHURE



Belgian Economic Mission to Vietnam

10 - 16 MARCH 2012

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







BRUSSELS-CAPITAL REGION







BELGIAN ECONOMIC MISSIONS

CALENDAR 2012-2013

2012

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

2013

	THAILAND	March
	WEST COAST OF THE UNITED STATES	June
	SOUTH AFRICA & ANGOLA	October
	INDIA	November - December

(The dates are subject to change)





HRH PRINCE PHILIPPE OF BELGIUM

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

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

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

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

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

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

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

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

In this capacity, Prince Philippe has headed more than 40 important economic missions, the most recent being to the United States of America (Seattle) & Canada (Vancouver), Egypt, Argentina & Uruguay and Indonesia & Singapore (2008); Mexico & Panama, the Republic of Korea, the Kingdom of Saudi Arabia and Morocco (2009); India, Brazil, Kazakhstan and Ukraine

(2010) and, just recently, the Russian Federation, the United States of America, the People's Republic of China and Chile (2011).

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

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

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

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

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

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

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

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

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

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





HE DIDIER REYNDERS

Deputy Prime Minister
Minister of Foreign Affairs
Foreign Trade and
European Affairs

Born in Liège on August 6th, 1958
Married-4 children

Government positions

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

Academical functions

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

Political activities

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

1999)

- » Chairman of the Mouvement Réformateur (2004-2011)

Professional activities

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





HE KRIS PEETERS

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

Born on May 18th, 1962
Married

Education

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

Professional experience

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

- » **1991-1994:**
Director Research Department, UNIZO, Brussels

- » **1994-1999:**
Secretary General, UNIZO, Brussels

- » **1999-2004:**
Managing Director, UNIZO (Organization of Self-Employed and SMEs)

Political career

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

- » **2007-2009:**
Minister-President, Government of Flanders (Belgium)

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

- » **2009-Present:**
Minister-President, Government of Flanders (Belgium)

Honorary titles

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





HE JEAN-CLAUDE MARCOURT

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

Born in Awans on October 16th, 1956

» **1974-1979:**

University of Liege – Jurist Doctorate in Law

» **Since 1979:**

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

» **1992-1994:**

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

» **1994-1995:**

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

» **1995-1997:**

Director of Cabinet, of the Walloon Regional Minister for Budget, Finance, Employment and Formation

Minister of the Wallonia-Brussels Federation for Budget, Finance and Civil Service

» **1998-1999:**

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

» **1999-2003:**

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

» **2003-2004:**

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

» **2004-2009:**

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

» **Since 2009:**

Vice-President and Minister of Economy, SME, Foreign Trade and New Technologies of the Walloon Government

Minister of Higher Education of the Wallonia-Brussels Federation





HE BENOÎT CEREXHE

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

Born in Etterbeek (Brussels) on June 18th, 1961
Married, two daughters.

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





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PRIVATE & PUBLIC
ORGANISATIONS,
CHAMBERS OF COMMERCE
AND FEDERATIONS



BELGIAN VIETNAMESE ALLIANCE



The Belgian Vietnamese Alliance (BVA) was created in June 2011 to reinforce the economic, social and cultural ties between Belgium and Vietnam. In the first six months of its operations, the BVA has organised meet and greets with CEO's of major Vietnamese companies, co-organised and participated in several seminars and assisted Belgian companies and entrepreneurs in getting useful contacts in Vietnam. In addition it has prided itself in organising a range of cultural activities, opening Vietnamese language classes, and raising money for social causes.

The Belgian Vietnamese Alliance is a dynamic organisation, managed by a team of dedicated Belgian and Vietnamese volunteers with a variety of backgrounds and experiences. Steering is moreover provided by a board of diligent (ex) ambassadors and ministers.

All information, including on the Vietnamese language classes, can be found on www.belvietnam.be.



My HUYNH-CONG
SECRETARY GENERAL



Minh Tri DUONG
HEAD OF BUSINESS AFFAIRS



Philippe LEYSEN
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CHAMBER OF COMMERCE & INDUSTRY BELGIUM-VIETNAM (CCIBV)

Chamber of Commerce and Industry Belgium-Vi t nam (CCIBV)

About us: Set up more than 15 years ago by a group of leading enterprises pioneering the Vietnamese promising market. Our partnership with other economic and financial associations as well as support of Authorities enable us to contribute to improve business and investment opportunities between Belgium and Vietnam.

Our Mission: We are dedicated to connect people and their projects providing valuable business networking, business lobbying advices, trade and legal expertises,

specific information and periodical events and forum as well as internship and training.

Our challenge is to provide added value to your own experiences.

No matter who you are, our strength is to be in position to serve either important corporate or SME.

BE HEARD!



Long TRANG
CHAIRMAN

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CONSTRUCTION CONFEDERATION



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



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FEDERATION OF ENTERPRISES IN BELGIUM - FEB

The Federation of Enterprises in Belgium (FEB) is the only multi-sector employers' organisation representing companies in Belgium. FEB has 35 full members, all of which are professional, sectoral federations – in addition to its applicant and corresponding members. All in all, it represents more than 48,000 businesses, of which 41,000 are small or medium-sized firms. In terms of jobs, FEB represents approximately 75% of total private sector employment.

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

» Promoting and encouraging entrepreneurship;

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



Rudi THOMAES
CEO



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FITA - FLANDERS INTERNATIONAL TECHNICAL AGENCY



FLANDERS INTERNATIONAL TECHNICAL AGENCY (FITA) promotes the development of a sound infrastructure and logistics in other countries and regions that will provide an acceptable degree of mobility and a liveable environment.

The main aims of FITA are:

- » To support engineering companies, building contractors and suppliers by putting governmental experts available to fulfil international assignments;

- » To organise tailor-made visits and trainings in Flanders;
- » To organise thematic missions (infrastructure, environment, logistics) to partner countries together with the members of the private sector: the professional federations ORI, VCB, VMD-I, UNIZO International.



Louis VAN SCHEL
MANAGING DIRECTOR



Freddy WENS
PROJECT MANAGER



Geert VAN CAPPELLEN
AREA MANAGER

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HEALTHCARE BELGIUM

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

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

OBJECTIVE: Internationalisation of the Belgian medical sector.

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

Healthcare Belgium offers unique collaboration opportunities:

Academic & clinical knowledge transfer, health technology implementation and patient treatment.



Rudi THOMAES
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VITO - FLEMISH INSTITUTE FOR TECHNOLOGICAL RESEARCH



VITO, vision on technology

VITO (Flemish institute for technological research) is a leading independent European research and consulting centre which provides intelligent and high quality solutions, offering a competitive advantage to large and small companies. It also provides objective research, studies and advice enabling industry and government to establish future policies. VITO's research finds its application in sustainable process and production technologies or cleantech, environment, energy efficiency, renewable energy, smart grids, advanced material and

analysis techniques, secondary materials, healthcare, etc., as well as in mapping and monitoring the effects of climate change on the one hand and mitigation on the other hand. It is obviously not only VITO's aim to map climate change and all its consequences, but certainly also to develop measures to prevent this change. Cleantech offers the solution.

VITO counts approximately 600 highly qualified employees and its turnover was nearly 90 million euro in 2010.



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VOKA - CHAMBER OF COMMERCE AND INDUSTRY EAST-FLANDERS

VOKA Chamber of Commerce East Flanders (founded 1729) aims to be the most representative, leading, inter-professional and independent employers' organisation in East Flanders. It currently has about 3,000 members, representing 60% of the added value of companies located in the province of East Flanders. VOKA East Flanders is part of VOKA Flanders, representing more than 18,000 companies in Flanders, Belgium.

Voka Chamber of Commerce provides following services for its members:

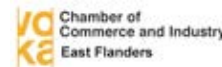
- » Lobbying with local and regional governments;

- » Services for our member companies;
- » Networking activities;
- » Internationalisation services & activities;
- » Training & education.

With the Compass Vietnam project Voka guides you on an intense and qualitative way in doing business with Vietnam. This is done through individual coaching by Vietnam experts, workshops, seminars and collaboration with the Vietnamese Chamber of Commerce.



Geert MOERMAN
MANAGING DIRECTOR VOKA-
CHAMBER OF COMMERCE EAST-
FLANDERS



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VOKA - CHAMBER OF COMMERCE AND INDUSTRY LIMBURG



Voka - Limburg Chamber of Commerce and Industry was incorporated on the 18th of April 1860. As a CCI, we are an employers' organisation creating solutions and opportunities through our core services: Lobbying, networking, training, a whole array of services and both national and international projects.

There are eight Voka – Chambers of Commerce and Industry (CCI) in Flanders. Together, with the Voka – Flanders' Chamber of Commerce and Industry, these eight Chambers form the Voka alliance, the largest Flemish network of enterprises, representing more than 18,000 companies.

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

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

We are spanning the globe for our companies.



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VOKA - CHAMBER OF COMMERCE AND INDUSTRY MECHELEN

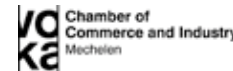
There are 8 Chambers of Commerce and Industry (CCI) in Flanders. All are private institutions and consequently membership is not compulsory. Together with the Flemish Employers' Association, these 8 Chambers form the Voka alliance (politically independent) which unites more than 18,000 businesses from all sectors within the Flemish region. This alliance represents the largest Flemish network of enterprises, 65% of the private employment and 66% of the added value produced in Flanders. Voka supports the economic development of this region by lobbying, networking and offering tailor-made services to small, medium and large businesses.



Petra VAN BOUWELEN
MANAGER INTERNATIONAL
BUSINESS

The regional CCI of Mechelen employs 18 people and serves over 1,200 companies from various industries and size in the district of Mechelen. The main business sectors that stress the economic importance of this region are: pharmacy, logistics (one of the biggest logistic hubs of Western Europe), ICT, B2B service sector, construction and food (Mechelen has the largest co-operative society as a vegetable auction in Europe).

Voka is part of the global network of Chambers of Commerce and Industry, the oldest and largest business network worldwide.



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WAGRALIM



WagrALIM is the Walloon cluster dedicated to the agro-industry.

It brings together companies, training centres and public and private research centres into competitive projects; their common objective being to undertake high added value projects.

Its strategy focuses on 4 priority development fields:

- » “Health” foods/Nutritional quality;
- » Industrial efficiency;

» Packaging;

» Development of sustainable food-processing procedures.

WagrALIM offers various services to companies; the aim being to make them more competitive and innovative both regionally and internationally.

The innovation projects concern research, training, investment or international actions.

For more information: www.wagrallim.be



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FINANCIAL
INSTITUTIONS



BELGIAN CORPORATION FOR INTERNATIONAL INVESTMENT (BMI-SBI)



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

Our activities are oriented towards the financing of new subsidiaries of Belgian companies worldwide but also include acquisitions or the expansion of existing foreign subsidiaries. Since its establishment in 1971, BMI-SBI has supported more than 300 Belgian foreign investment projects in over 50 countries worldwide.

BMI-SBI mainly takes minority equity participations in these foreign projects and/or provides quasi-equity financing such as long term subordinated loans. The average financing amount ranges between € 0.5 to 2.5 million while the term is usually between 5 to 10 years. For projects in emerging markets, also larger amounts are feasible, i.e. € 10 to 15 million or more, and this via our European partners of the EDFI network.



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BNP PARIBAS FORTIS

BNP Paribas is one of the six strongest banks in the world according to Standard and Poor's and the largest bank in the eurozone by deposits. The Group has a presence in more than 80 countries and more than 200,000 employees, including 160,000 in Europe. In its Corporate & Investment Banking and Investment Solutions activities, BNP Paribas also enjoys top positions in Europe and solid and fast-growing businesses in Asia.

BNP Paribas Fortis is one of the main Banks of the BNP Paribas group. It offers the Belgian market a comprehensive package of financial services for private individuals, the self-employed, professionals, SMEs and public organisations. The bank also provides wealthy

individuals, corporations and public and financial institutions with custom solutions for which it can draw on BNP Paribas' know-how and international network.

Present in Vietnam since the nineteenth century, BNP Paribas has maintained a continued presence in the country. In November 1992, BNP Paribas Ho Chi Minh City Branch was one of the first foreign banks to be granted a Full Banking Licence for its banking activities. The Ho Chi Minh City Branch assumes the Corporate Clients coverage of the Central and Southern Regions and handles nationwide all banking operations in Vietnam Dong and foreign currencies for its clients in Vietnam.



Guy VANDEVELDE
VICE-PRESIDENT EXPORT
FINANCE BENELUX



Luc CARDYN
COUNTRY HEAD OF BNP PARIBAS
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ONDD - THE BELGIAN EXPORT CREDIT AGENCY



ONDD, the Office national du ducroire | Nationale Delcredereerdienst, is the Belgian public credit insurer with a mission to promote international economic relations. ONDD performs this task as an autonomous government institution enjoying a state guarantee.

ONDD insures companies and banks against political and commercial risks relating to international commer-

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



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PORTS



PORT AUTHORITY ZEEBRUGGE



PORT OF ZEEBRUGGE

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

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

Other core businesses in Zeebrugge include roll-on/roll-off traffic, conventional cargoes, liquefied natural gas,

cruises and last but not least the traffic of new cars and high & heavy cargoes. The shortsea network assures up to 20 daily links to destinations in the UK, Ireland, Scandinavia, the Baltic and Southern Europe.

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

Zeebrugge is indeed more than a mere maritime cross-roads: it is foremost an ultramodern logistic platform to serve the Vietnamese markets with excellence.



Joachim COENS
CHAIRMAN - MANAGING
DIRECTOR

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PORT OF ANTWERP

Antwerp: a reliable partner in your supply chain

The Port of Antwerp is the gateway to Europe, through which almost 190 million tonnes of cargo flow every year. Antwerp is the second largest port in Europe for international maritime traffic and strategically located in the heart of Europe with the fastest, most efficient connections to the major industrial and consumer centres of Europe.

Antwerp's central location within North-West Europe makes it a preferred choice for European distribution centres. Thanks to its enormous storage capacity (over 545 ha cov-

ered warehouses), the port acts as the supermarket of Europe where all types of products can obtain the specialised and customised handling and storage they require.

Being the second largest container port of Europe, Antwerp does not only specialise in containers alone, but the emphasis is also on general cargo such as steel, fruit, forest products, cars, foodstuffs and project cargo. Moreover, Antwerp is the largest petrochemical cluster in Europe.

The Port of Antwerp is in permanent operation 24 hours a day, 365 days a year. Proof that every customer's goods are in safe hands.



Eddy BRUYNINCKX
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HIGHER EDUCATION
INSTITUTIONS



ARTEVELDE UNIVERSITY COLLEGE GHENT



Artevelde University College Ghent (12,000 students; 1,052 staff) is a knowledge centre for education, research and services, where students, collaborators and strategic partners cooperate in a stimulating environment. Students and collaborators develop their talents in an internationally oriented university college focused on the future. The university college educates professionals whose creativity, innovative way of thinking and sense of entrepreneurship are able to cross borders. Artevelde University College Ghent aspires after excellence and durability and is stimulated by its collaborators to do so.

Artevelde University College Ghent offers different international courses in English: Cross Media Management; RIBA or Raising Business Awareness; MOCOMA or Modules on Communication Management; International Course on Health Care issues: Health in a changing world; International module on paediatric rehabilitation; Care and detect: Observation and management of premature and newborn babies.

Artevelde University College Ghent is a member of Ghent University Association.



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CATHOLIC UNIVERSITY OF LOUVAIN (UCL)

The Louvain Drug Research Institute is a leading Belgian Academic Centre for Discovery and Development of Drugs (basic and applied research). The programs encompass the empiric and rational design of new active molecules, the study of their pharmacological profile, their metabolism and toxicity, their formulation, and the optimisation of their use. These research projects are supported by two technological platforms: mass spectrometry analyses and pre-clinical magnetic resonance. The Institute cooperates actively with the Socialist Republic of Vietnam for the optimised use of antibiotics and

the development of clinical pharmacy in hospitals. In parallel, programs are being launched for the discovery of novel antibiotics and new means of fighting against microbial resistance.



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www.uclouvain.be/index.html



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



The CIRI (Inter-University Committee for International Relations) is one of the committees of the CIUF, a platform bringing together the representatives of universities, government, student organisations, trade unions, businesses, etc. The current President of CIUF is Professor Bernard Rentier, Rector of the ULg - University of Liège.

strengthen a concerted policy of promotion of universities at international level, to share information on the internationalisation of higher education, to develop and implement joint activities and representation at international level, and to participate in international meetings and events such as visits abroad.

The CIRI brings together the Vice-Rectors in charge of International Relations and the Directors of the International Relations' Departments from all the Belgian French-speaking universities. Its main task is to



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FRS-FNRS SCIENTIFIC RESEARCH FUND

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

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

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



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GENERAL COUNCIL OF UNIVERSITY COLLEGES

The University Colleges and Universities of Applied Sciences offer higher education in one or two cycles for almost 75,000 students in eight fields of study: agronomy, applied arts, economics, paramedicine, teacher training, sociology, technology and translation-interpretation.

The one-cycle courses (3 years) give students a vocational qualification that culminates with the award of a bachelor's degree. They cover 180 ECTS and put a major focus on integrating students into working life. The two-cycle courses (5 years) have a university level. They offer advanced scientific and technological train-

ing. The first 180-ECTS cycle takes three years and leads to an "academic" bachelor's degree. The second 120-ECTS cycle leads to a master's degree.



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GHENT UNIVERSITY (UGent)

Ghent University is one of the leading institutions of higher education and research in the Low Countries (Belgium & The Netherlands) with 32,000 students and 7,100 staff members. Located in Flanders, the Dutch-speaking part of Belgium and the cultural and economic heart of Europe, Ghent University is an active partner in national and international educational, scientific and industrial cooperation. Both on the regional and international level Ghent University has developed an extensive network.

In line with the Flemish university cooperation strategy with Vietnam, Ghent University endorses the main

axes of the latest Socio-Economic Development Plan in Vietnam 2011-2015 (SEDP), namely a sustainable economy at high growth rate; increasing the content of science and high technology in products; improving and enhancing the quality of education, training and human resources... Ghent University has been collaborating with Vietnamese universities and research centres for over 20 years. Main areas of activity are food sciences (food safety, aquaculture, chocolate technology), environmental sciences (mangrove restoration), educational sciences, human & animal health sciences.



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UNIVERSITY OF BRUSSELS (ULB)



The University of Brussels (ULB), with its 11 Faculties and two Schools and Institutes, is not just multicultural but also a comprehensive university covering all disciplines and all study cycles.

With 3 Nobel Prizes, 1 Fields Medal, 1 Abel Prize, 3 Wolf Prizes, 7 European Research Council grants, 2 Marie Curie Awards and many major national prizes, the ULB is also a major research university of worldwide standing in the academic community.

It meets up its social, societal and scientific responsibilities with great commitment, combining broad access to higher education with high level research, and through its role in furthering economic development in the regions where it

is located (Brussels and Wallonia). The ULB also has a teaching hospital (the Erasme Hospital), a cancer institute (the Bordet Institute), and an extensive hospital network.

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

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



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UNIVERSITY OF LIEGE (ULG)

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

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

An innovator in terms of techniques as well as engineering, the university has strong expertise in a variety of fields, including environmental studies, life sciences, biotechnologies, earth sciences, space studies, entrepreneurship, logistics, etc.

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

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



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UNIVERSITY OF MONS (UMons)

The University of Mons is the result of the association of the Faculty of Engineering and the University of Mons-Hainaut.

Operational as of 2009-2010, the University of Mons offers forty degree programmes in its six faculties (Faculty of Architecture and Town Planning, Faculty of Medicine and Pharmacy, Faculty of Engineering, Psychology and Education, Faculty of Sciences, Translation and Interpretation - EII, Warocqué Faculty of Economics and Management) and three institutes (Institute for Social sciences, Institute for Legal Sciences, Institute for Language Sciences).

The University looks back on a tradition of 170 years of knowledge accumulated in each of its faculties and is perfectly integrated into the social, economic and cultural life of the region.

UMONS is well integrated in the town of Mons, the capital of Hainaut. The city has a secular tradition of openness and is the cultural capital of the area. Mons is less than an hour's drive from Brussels, Charleroi and Lille. The train ride from Paris is 75 minutes.



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UNIVERSITY OF NAMUR (FUNDP)

Situated in the Southern, French-speaking part of Belgium, at the heart of Europe, the FUNDP (University of Namur) comprises six Faculties, offering some forty academic programmes. It welcomes about 5800 students and carries out research covering the main fields of knowledge, ranging from ethics to nanotechnologies, from linguistics to computer science, from human rights to veterinary science, and so on.



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INDUSTRIAL &
SERVICE COMPANIES



ACTIASIA (HEDES COMM.V.)



Actiasia takes up special assignments in the field of international business development in Southeast Asia.

If Western companies have plans for setting up or expanding operations in Southeast Asia, bringing their business development to a next level, or entering into strategic alliances with local partners, Actiasia can be their guide to survey the market, conduct negotiations, close deals and reach their ambitions.

Actiasia's services include:

- » Market and business environment studies;
- » Location and partner selection;



Bart DE SMET
MANAGING DIRECTOR

- » Strategy development, business plan writing and challenging;
- » Negotiating deals and alliances with investment, joint venture and trade partners;
- » General management services on a short or medium term basis, always with a view to reaching an important milestone in the development of the client's business.

Owned by Belgians, Actiasia has offices in Singapore and Thailand and relies on a network of partners all over Southeast Asia.



AIEI - ASIAN INFRASTRUCTURE ENGINEERING AND INVESTMENT

Asian Infrastructure Engineering and Investment is a Belgian engineering and consulting company, specialised in mainly marine related infrastructures. Through its shareholders and engineers, it has a worldwide experience and track record. Its main aim is the Asian market and its new marine related developments.



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Our company is the inventor and international patent holder of the innovative lightweight concrete floor system Airdeck. It offers savings of raw materials and full recyclability as well as a wide range of total building concept benefits, including architectural design freedom, building strength and stability, technical system flexibility along with building hygiene, safety, noise and comfort advantages. Proven major energy savings, up to 90% on your energy bill, can be realised when used in combination with concrete core activation. By design, it is easy to incorporate the advanced technology of concrete core activation during construction.



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ALTECH

The social enterprise Altech has more than 20 years of experience in designing and manufacturing water treatment systems adapted to the rural context of southern countries. The firm is a member of the social entrepreneurship network and received various awards, such as the gold medal at the “International Exhibition of Inventions of Brussels” for its Hydropur plant, as well as the Future Generation Award given by HRH Prince Laurent of Belgium, as a recognition of its strategy combining R&D with industrial production and a sustainable approach of its projects.

Altech always provides its water treatment technologies through integrated projects which include technical studies, installations, project monitoring and technical skills transfer, to make rural communities as autonomous as possible.



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AMB-ECOSTERYL



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

AMB has designed a special device for contaminated medical waste treatment.

This patented device, called "Ecosteryl", allows the disinfection in a continuous process through a microwaves system.

During this process, wastes are shredded and heated to a maximum temperature of 100°C. The system is designed to work in continuous process and allows large capacity of treatment of 75 (Ecosteryl 75), 125 (Ecosteryl 125) or

250 kg per hour (Ecosteryl 250).

Once treated through the system, hazardous medical wastes are falling into the same category as household rubbish.

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

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

Ecosteryl is designed, manufactured and sold by AMB.



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AMOS

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

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

- » Equipment to test satellite on the ground is used to qualify payloads in the flying conditions. These are

vacuum chambers that create an outer space environment, thermal panels to simulate flying temperatures or fake stars (collimators) identical to those observed after the launch.

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



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(1) Online analyzers

- » + On-line analyzers for measuring parameters TOC, BOD, COD, TN, TP and toxicity and VFA in environmental applications such as wastewater, river water and drinking water.
- » + On-line analyzers by means of titrimetric, colorimetric and ion-selective methods for use in process applications at industries such as (petro)chemical, chlor-alkali, refineries, food & beverage, semiconductor.



David LAURIER
CEO

(2) On-line monitoring systems

- » CHLOR-ALKALI/EDC/VC PRODUCTION PLANTS: Measurement of hydrogen in wet and dry chlorine (BAT - Best Available Technology); Measurement of Ca/Mg in electrolysis brine; Measurement of NCl_3 in dry chlorine.
- » REFINERIES: On-line analyzer system for monitoring blending processes and/or individual component streams (gasoline, diesel, kerosene, nafta) by means of spectroscopic techniques.

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



ARCHINTERIOR

The 3 companies – ATELIER D'ARCHITECTURE PH.SCHOCKAERT sprl created in 1987, ARCHINTERIOR sprl created in 1992 and ARCHINTERIOR-PH pte ltd created in 2011 – have been set up as a result of the collaboration of people permeated by the same passion of architecture. The team, dynamic and generous with its time, considers each project as a challenge: the answer has to be the most sensible, as much on a formal and constructive level as on an economical one.

Our activities include:

- » Architecture (in Belgium & abroad);



Philippe SCHOCKAERT
MANAGER

- » Project management (study and developments of promotion projects);
- » Real estate Consultancy (real estate advice and exclusive sale of our projects intended for developers);
- » Engineering (low-energy or passive dwelling studies);
- » Decoration (interior architecture and decoration).

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ATHENA GRAPHICS



Athena Graphics is a dynamic prepress company with establishments in 3 countries (Belgium, France and the Netherlands). We deliver high-quality prepress for flexographic, offset and gravure printing for packagings. Furthermore, we also produce flexo plates and we offer proofing and several online services which we program ourselves. Everything is being delivered to the entire packaging chain in order to reduce the time-to-market. For further information: www.athena-graphics.be.



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BALTEAU

Balteau s.a., member of the Royal BAM Group, is an electromechanical general contractor in the field of drinking and waste water, with mastery of the process.

With 100 employees and a turnover of € 25 million, Balteau s.a. designs and builds pumping stations, drinking water treatment plants, waste water treatment plants, hydroelectric power plants, landfill leachates treatment plants, remote monitoring and control systems. In Vietnam, Balteau s.a. carried out a waste water treatment

plant of 200,000 PE in Ho Chi Minh City, and implements new projects in drinking and waste water. A representative office was opened in Ho Chi Minh City in 2010. With 28,000 employees and an annual turnover about € 8 billion, the Royal BAM Group through BAM International realises projects in Africa, Asia, Oceania and Persian Gulf.



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BBG



- » Wallonia Breeding Association AWE Belgian Blue Group (BBG)
- » BBG Genetic Management and Improvement
- » Production and distribution of bovine semen worldwide
- » Export leader of Belgian Blue breed
- » Testing and monitoring cattle performances
- » Services for herd management
- » Farming Events.



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BELOURTHE

Belourthe is a Belgian company, independent since January 2006.

Belourthe was previously owned by Nestlé and was the most important European production site of infant cereals for more than 70 countries.

Belourthe is specialised in the production of infant cereals under its own brand – NINOLAC – or under private label. Belourthe also produces all family cereals, clinical nutrition cereals, cocoa drinks with cereals, hot cereals, and cereals beverages.

Belourthe develops ingredients and semi-finished products with a cereal base. All those products are manufactured using the roller drying technology.

Belourthe offers industrial partners its advanced technology in the fields of wet mixing / drying / dry mixing and filling.



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BESIX



BESIX Group is the largest Belgian group active in the fields of construction, real estate development and concessions. It profiles itself as a multi-services group. The Group was founded in 1909 and has known impressive and regular growth since then. It has passed through the years discovering new territories, introducing new technologies and justifying its reputation as a pioneer. BESIX and its subsidiaries, with about 20,000 employees in 15 countries on 4 continents, cover practically all fields of the construction industry and are operating in Western Europe, in Central and Eastern Europe, in North and Central Africa, in the Middle East, in Central

Asia and in the Caribbean islands. A comprehensive team of engineers, specialists and technicians acquired on the most difficult and prestigious projects on earth. BESIX Group combines the efforts of an innovative workforce with strategic and intelligent use of technology to overcome the most complex business challenges. Some of the landmarks include the world's tallest tower (Burj Khalifa in Dubai: 828 meters, 160 levels), Ferrari Experience Theme park, race track and retail development at Yas Island, Cleveland Clinic in Abu Dhabi, Doha's Aspire Tower in Qatar and the Sheikh Khalifa Bin Salman Causeway Bridge in Bahrain.



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BKS

BKS is an international player proposing a complete service for pelletising and pulverising systems (strand pelletising, underwater pelletising and pulverising equipment).

For our customers, quality and cost are of main importance. Because we follow OEM specifications and re-sharpen profiles adjusted to their specific application, we can guarantee perfect shape and finishing with minimal material decrease. BKS uses several 4- and 5-axis Swiss Schneeberger kinematic grinding machines.

BKS operates from Belgium and Malaysia to cover the European and Asian Region.



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BOM-BE

Bom-Be is located in Belgium, a country where two wars raged and where the legacy of Unexploded Ordnance (UXO) and Explosive Remnants of War (ERW) is imminent. Our specialists have extensive experience with clearance of areas contaminated with ordnance including bombs and landmines and operate both on land and underwater. Bom-Be has branches located in France and the Netherlands, and our highly trained former military EOD-personnel has been deployed in the Baltic, Bosnia-Herzegovina, Cambodia, Congo, Croatia, the Gulf, Kosovo, Somalia, Laos and Lebanon. The legacy of Unexploded Ordnance (UXO) on areas of former

military conflict and military training areas, constitute not only a safety risk but can also delay construction programmes or even render land unusable. Through the safe removal of UXO's, development can continue safely and without the possibility of costly delays. With both (historical) desk studies and geophysical survey techniques, Bom-Be offers a holistic, pragmatic and cost effective approach to pollution and clearing battlefields and environmental remediation of unexploded mines and ordnance (UXO).



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CARIN HAIRCOSMETICS

Carin Haircosmetics is a Belgian manufacturer of hair-cosmetic products for professional users (hairdressers) and consumers. The product lines are hair colouring products, perm products, styling products & hair care products (shampoos, lotions, creams, etc). We export to 36 countries, where we offer importers an exclusive distributorship for a region or a country. In SE Asia we have distributors in Korea, Singapore, Thailand, Hong Kong. Technical training or product knowledge is provided. Products are exported as finished goods and, under circumstances, also in bulk for further packaging at arrival. We sell under our brand name and under private label.



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CFE ECOTECH



CFE is a group of companies active as a multidisciplinary contractor in construction and associated services, quoted on Euronext Brussels. CFE is one of the important players in the construction industry in Belgium and is also present in the Netherlands, Luxemburg, Central Europe and Qatar. The main activities of the group CFE are:

- » Construction;
- » Multitechnics (general & industrial electricity, automation, HVAC and railway services);
- » Private Public Partnerships & Concessions;
- » Real estate promotion and management services;
- » Dredging Environmental Marine Engineering (CFE owns 50% of DEME).



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CMS DE BACKER

CMS is the organisation of leading European law firms providing legal and tax services. CMS DeBacker is the Belgian and Luxembourg member of CMS and is a full service law firm with about 90 lawyers, including 25 partners and 4 counsels. Our lawyers operate from offices in Brussels, Antwerp & Luxembourg.

For over 30 years, we have been advising local and international businesses. Clients appreciate our firm's entrepreneurial and team spirit as well as the strong relationships our lawyers build with them. We believe that lawyers need to understand their clients' business to provide to the point, inventive legal and tax advice.



Stanislas
van WASSENHOVE
LAWYER & MANAGING PARTNER

That is why clients regularly trust CMS DeBacker with the most delicate and complex cases.

Clients rely on us for a complete range of services including: Banking and Finance, Commercial Law, Competition & EU, Consumer Products, Corporate and M&A, Dispute Resolution, Employment & Pensions, Energy, Environment, Hotels & Leisure, Infrastructure & Project Finance, Insolvency & Restructuring, Insurance & Funds, Intellectual property, Health and life sciences, Private Equity, Public Law, Public Procurement & PPP, Real Estate & Construction, Tax, Technology, Media & Telecom.

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COMEXAS SEAFREIGHT

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CORIS BIOCONCEPT

Coris BioConcept is a middle-sized company (SME) specialised in developing, manufacturing and marketing rapid diagnostic tests. For more than ten years, Coris has developed a broad range of antigen detection tests for enteric and respiratory diseases. These tests are based on rapid membrane chromatography with the use of colloidal gold particles and latex microspheres. Recently, two new proprietary technologies were launched: Gravity Driven Test (GDT) or V-Test and Oligochromatography (OC). Coris BioConcept is present in 80 countries in Europe, Asia, South America, Africa and Oceania. We are also engaged in a Total Quality Assurance program ISO 9001 & ISO 13485 with all products CE marked.



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DE PINXI

de pinxi is specialised in the design and development of interactive presentations and systems for Museums, Tourism, Communication and Simulation.

In the field of MUSEUMS, de pinxi creates shows and exhibitions about life sciences, mathematics, energy, geology, and much more. de pinxi has a unique experience in realistic 3D computer graphics reconstructions for historical and archaeological purposes.

For TOURIST DESTINATIONS, de pinxi proposes interactive kiosks and panoramas, augmenting reality experiences. Specific tourist destinations can benefit from tar-

geted developments: towers and observatories, tourist caves, aquariums.

For COMMUNICATION, de pinxi focuses on innovative media and technologies to create demonstrators, trade shows booths, special events, corporate museums and product launches, about complex, industrial or scientific topics.

In the field of SIMULATION, our experience in interaction, 3D and real-time processes leads us to create simulation systems aimed at transport, real estate, urbanism and safety.



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DELIVA

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

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

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

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



Herman SCHEPERS
CEO

We stand for:

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



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www.deliva.be



DEME (DREDGING ENVIRONMENTAL & MARINE ENGINEERING)



The Belgian dredging, marine construction and environmental group D.E.M.E. NV has won a prominent position on the world market in a number of highly specialised and complex hydraulic disciplines. The multidisciplinary nature of DEME's activities enables them to offer total solutions to their clients worldwide. The company fosters a strong innovative approach and has indeed been a trend-setter and a pioneer in technical innovation throughout its history. The Group can look back on nearly 150 years of experience in its core dredging and land reclamation activities and hydraulic engineering. The company has executed major marine infrastructure works on all continents. In doing so, numerous positive

tracks have been left all over the world in terms of new ports, waterways, airports, artificial islands, residential and recreational areas, industrial areas, roads, bridges, offshore wind farm construction, environmental remediation and oil-and-gas related installation and construction works. At present DEME has a permanent workforce of 4,000 dedicated people and a diversified fleet of over 90 large vessels and 200 auxiliary vessels and equipment.



Alain BERNARD
CHIEF EXECUTIVE OFFICER



Philip HERMANS
AREA DIRECTOR

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DENIS-PLANTS

Denis-Plants was founded 35 years ago by Mr and Mrs René Denis. They were specialised in the young plant production of Schefflera. Later on, they started with the weaning of tissue culture plants. In 1997 Denis-Plants bought its own tissue culture laboratory in Brussels. Today Denis-Plants is leader in the tissue culture plants of Calathea, which are exported worldwide. Also Spathiphyllum, Cordylines, orchids and perennials are in the young plant assortment. (see www.denis-plants.com).

With an own breeding-program in cooperation with I.L.V.O., Denis-Plants introduced some years ago the

Bicajoux assortment, which includes several natural flowering Calathea, a worldwide novelty in horticulture! (see www.bicajoux.com). Since 2005 Denis-Plants started a close and exclusive cooperation with a Vietnamese laboratory in Dalat (Lam Dong province). The purpose of this cooperation is to develop the protocols and the know-how in Belgium, to send the prototypes for production to Vietnam for further multiplication and to send the coarse products back to Belgium. In Belgium, the last process steps are made in order to deliver the finished products all over the world. In 2011 Denis-Plants was elected "grower of the year" in Belgium.



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DE WOLF & PARTNERS



De Wolf & Partners was founded in 1998 and has rapidly grown to become one of the few Belgian corporate law firms with a truly international reach. The firm counts more than 50 lawyers spread over 4 offices and providing legal services and assistance covering most if not all of the needs of its corporate clients with an emphasis on commercial contracts, corporate transactions (M&A), intellectual property rights, employment law and European competition law.

In 2007 De Wolf & Partners became the first Belgian law firm to be officially registered as a foreign law firm in China. Today our Shanghai office counts 15 lawyers

from various nationalities whose main business is to provide advice and assistance to foreign investors to help them tackle the legal and administrative hurdles facing their Chinese business ventures.

Owing to the international experience of its partners and its membership of the European law firm's network of Osborne Clarke Alliance, the firm has continuously strengthened its ability to serve a foreign clientele with regard to their investments in the Benelux countries.



Philippe SNEL

LAWYER, PARTNER, CHIEF
REPRESENTATIVE OF
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EIGER VENTURES

Founded in 2006 by Gauthier de Biolley, Eiger Ventures provides its clients with bespoke consulting services in the field of international business development.

Eiger Ventures' focus is on consumer-centric industries, including FMCG, retail, luxury goods, pharmaceuticals, postal services, learning services and industries upstream thereof. We have developed a strong track record with Family Companies across the globe; our clients also include large quoted groups and holding companies. Geographically, our team has gained exposure to all major geographies globally. Our focus is on the fast growing markets of Central & South East Europe and of South East Asia.



Gauthier de BIOLLEY
MANAGING PARTNER

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

We seek to develop long term-relationships based on mutual trust and respect. We are discrete, independently minded, value creation driven, systematic, facts based and execution focused.



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ERBEKO



Erbeko is an engineering and conceptual design office specialised in investigating and implementing energy efficiency in industrial processes and plants.

Erbeko plays its role in the energy efficiency market and searches together with customers the most energetically efficient solution. The final goal is to reduce the energy cost.

More specifically, the core business of Erbeko is situated in:

- » Energy audits and technical surveys based on detailed measurements;
- » Conceptual design and design engineering;



Lucrèce CALLEBAUT
BUSINESS DEVELOPMENT
MANAGER

- » Technical second opinion for new equipment (steam boiler houses, industrial cooling plants, ovens with heat recuperation, combined heat, power & cooling plants, heat pumps, etc.);
- » Information sessions on possible energy efficiency measures for a cluster of small enterprises or for enterprises with a comparable energy consumption profile and with expertise in: HVAC (Heating, Ventilation and Air Conditioning), industrial refrigeration, electricity, heat recovery, combined heat & power (& cooling), etc.

Erbeko is active in the following industries: retail, food, beverages, dairy, breweries, textile, chemical, cold storage warehouses, shopping centres, hotels, office buildings, etc.

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ESISC

ESISC was founded in 2002. It is specialised in the research and analysis of information (commercial, economic, political, legal, security, etc.), image and reputation protection, crisis communication, security consultancy, strategic analysis, and missions of lobbying.

We are executing missions for European, American and Arab companies, in sectors such as energy, Hi-Tech and communication, construction and engineering, food processing industry and plantations, international trade, utilities, security, banking and finances, etc.



Claude MONIQUET
CEO

We have also significant lobbying capabilities on the European Union (Parliament, Commission, Council), the UN (in New York), NATO and on several European, African and Arab countries, as well as on the American authorities.



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EUROSENSE



EUROSENSE is an active player in geo-information services for almost 50 years now. Started as a Belgian company in the 60's, it has expanded its working region to mainly Western and Central Europe, but can live on experiences of worldwide projects as a GIS/Cadastral training (Hanoi city) and the Urbis Hanoi project.

The EUROSENSE-group, existing since 1964, has nowadays wholly owned branches in Belgium, The Netherlands, France, Hungary, The Czech Republic, Slovakia, Poland, Bulgaria and Romania. The main office of the EUROSENSE-group is located in Belgium (Wemmel). EUROSENSE employs 200 highly specialists.

All services offered by the EUROSENSE-group are fully integrated within the group: aerial photography, aerial LIDAR, satellite and aerial photo interpretation, aerial thermography, processing and interpretation of satellite and aerial imagery, production of photogrammetric and topographic maps, GIS-consultancy, inventory of forests and natural resources, digital orthophotography, cartography, hydrography, environmental studies, and lots of other activities.



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EXTENSE PHARMA

Extense Pharma is specialised in R & D, production & distribution of innovative and high quality health supporting products such as nutritional supplements, dietetic and healthy products, healthy food and snacks (all natural) for wellness & medical markets (Physicians, Diet clinics, Bariatric physicians, medical spas, drugstores, food stores...) in countries all over the world.

We are a proactive and innovative partner able to create ready to use, tasty and healthy food & snacks (under our brand name or bulk or private label).



Christel WULLAERT
CEO

Our products are a way to prolong health and a good quality of life. Our range of well-being products meets the most stringent specifications according to each specific country regulations.



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GLAXOSMITHKLINE BIOLOGICALS



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

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

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



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GRAND-PLACE CHOCOLATE

Grand-Place®, “Gardener of Chocolate™”, is an independent Belgian chocolate group offering a full range of couverture chocolate, compound chocolate and decorations to professional users of chocolate and cocoa products (B2B).

The group is currently having its products manufactured in Belgium, Vietnam and Japan with distributors and sales offices in Cambodia, the USA, Canada, South Korea, Taiwan, Thailand and China.

As a member of the Grand-Place® Group, Grand-Place® Vietnam (GPV) first came into existence in 1994 as a

representative office and had its first factory established in VISP, Vietnam in 2001.

Nowadays, working from his second factory, officially opened early 2009, with a first capacity of 3000 MT, GPV is also involved in an ongoing program focusing on improving the cocoa flavour profile and cultivation of the Vietnamese Cocoa beans.

GPV is very proud to implement a rare business model “from beans to bar” in the country of origin, a full vertical integration that link the farmers and their beans to the confectionery industry in Vietnam.



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HAELVOET

More than anybody else, Haelvoet has mastered the art of uniting innovation with ultimate comfort and attractive design.

Since 1931, those values have been the cornerstones in manufacturing high-quality furniture for hospitals and nursing homes at Haelvoet. Thanks to our subsidiary, and multiple partnerships with international companies, Haelvoet has established an extensive product portfolio and has gathered the necessary know-how to complete total concepts.



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HAMON & CIE (INTERNATIONAL)

The Hamon Group is a world player in engineering & contracting (design, installation and project management). Its activities include the design, the manufacturing of critical components, the installation and the after-sale services of cooling systems, process heat exchangers, air pollution control (APC) systems, and chimneys, used in power generation, oil & gas and other heavy industries like metallurgy, glass, chemicals. It recently opened a representative office in Hanoi to develop its activities in Vietnam.



Francis LAMBILLIOTTE
CEO HAMON & CIE
INTERNATIONAL



Sébastien van YPERSELE
CORPORATE DEVELOPMENT
MANAGER HAMON & CIE
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Philippe DELVAUX
ENVIRONMENTAL
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HERFURTH GROUP

The Herfurth Group offers shipping agency and logistics services including customs clearance, fiscal representation, warehousing, value added logistics (pick and pack, relabeling...), container depot and repair facilities, multi-modal distribution and much more! The Herfurth Group was established in 1899.

Since more than 110 years the Group grew organically by re-investing the profits in acquisitions and developing new activities.

It is a 100% family owned company with a long term strategy with currently a staff of around 500 people. The nett equity of the Group is € 18.4 million and the turnover € 300 million.

The Herfurth Group offers shipping agency and logistics services including customs clearance, fiscal representation, warehousing, value added logistics (pick and pack, relabeling...), container depot and repair facilities, multi-modal distribution and much more!



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IBA

IBA delivers solutions of unprecedented precision in the fields of cancer diagnosis and therapy. The company also offers sterilisation and ionisation solutions to improve the hygiene and safety of everyday life. 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 quickly and accurately detect cancer, neurological and cardiac diseases. IBA also offers dosimetry products used.



Peter LEITNER
IBA SALES



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INTERNATIONAL MARINE & DREDGING CONSULTANTS - IMDC



IMDC provides engineering consultancy services in the following domains: inland waterways, river basin management, flood control, integral water management, water quality, river and coastal morphology, coastal defence engineering, hydraulic engineering, harbour design, dredging techniques, nautical control systems.

The clients of IMDC are Belgian and foreign authorities, engineering offices and contractors.

The experts at IMDC have a broad thorough knowledge in the fields of hydraulics, hydrology, water quality, morphol-

ogy, coastal and hydraulic engineering, dredging techniques, nautical control systems, and of the supporting domains such as GIS, numerical simulation techniques, hydrological and topographical survey techniques.

The IMDC team actually consists of about 80 highly skilled university and post graduated level experts.

The IMDC products consist of studies (feasibility, master plans, pre designs), designs, calculation notes, tender documents, plans for infrastructure projects, surveys, procurement assistance and supervision during construction.



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INVE AQUACULTURE

For nearly 30 years, INVE Aquaculture strives for innovation and offers the highest quality products in nutrition and health for fish and shrimp hatcheries and farms.

With headquarters and a R&D Centre in Dendermonde - Belgium, production facilities in Thailand, China and the USA, and regional offices and service centres across the world, INVE Aquaculture is able to use its global

range to effectively reach out to its customers worldwide. INVE Aquaculture sells in over 70 countries and is market leader in specialty inputs for aquaculture.

For more information, visit our website: www.inveaquaculture.com



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JAN DE NUL



People and vessels. This is the driving force behind Jan De Nul Group. Thanks to the skilled employees and the ultramodern fleet, Jan De Nul Group ranks at the top of the international dredging industry as well as being one of the largest civil engineering and environmental contractors.

The supporting services of the dredging, civil and environmental division enable Jan De Nul Group to perform large-scale projects to its clients' satisfaction, whether this concerns a Palm Island in Dubai, a new port facility in Australia or the construction of the new locks for the Panama Canal.

Vietnam Ha Tinh Steel Mill Complex / Son Duong Port

Jan De Nul Group is currently executing the dredging and reclamation works for the Vietnam Ha Tinh Steel Mill Complex. The client is the Formosa Plastics Group of Taiwan. The scope of work includes amongst others the reclamation of over 2,000 hectares of land. The reclamation materials will be mainly sourced from the construction of the adjoining new Son Duong Port. The new Son Duong Port will be dredged to a depth of -27m, capable of receiving vessels of 300,000 DWT.



J.P.J. DE NUL
MANAGING DIRECTOR



Jan VAN IMPE
AREA MANAGER



Tim DEVOLDER
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JEAN VERHEYEN

Jean van den Hove, Albert Verheyen's great-grandfather, took over the portfolio of Lippmann & Kracht, a Brussels-based insurance agency in 1919. This marked the beginning of a long and fruitful partnership between an underwriting agency and its insurance market.

Over decades, JEAN VERHEYEN SA developed a true feeling and enviable skills when it comes to assess the risks of worldwide transportation of cargo. The agency has contributed, together with other insurers, towards building the high reputation of the Belgian marine insurance market today.



Albert VERHEYEN
MANAGING DIRECTOR

Recently, JEAN VERHEYEN SA as member of AXA Group, has expanded its range of insurance products by offering coverages for Private Patrimonies, Art Galleries, Exhibitions, Museums and Jewellers Block. This enables JEAN VERHEYEN SA, to offer a special insurance to a special client, and this at an attractive price.

The shareholders of JEAN VERHEYEN SA are in majority the AXA Group as well as the Verheyen family.



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KORAMIC HOLDING

Koramic Holding is an investment company active in different domains, such as real estate, private equity, financial investments and participations in industrial companies. The industrial participations of Koramic are situated in various branches, such as building materials, textile and PVC-printing, call centers, wire and conductors...



Christian DUMOLIN
CHAIRMAN & CEO



LAPAUW INTERNATIONAL

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

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

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



Philippe N.L. D'HEYGERE
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Adriaan HOOGMARTENS
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LINGUITEX

Linguitex

LINGUITEX offers translations of commercial and legal texts, texts of general interest, and also sworn translations of miscellaneous official documents such as acts or diploma's.

Translation, adaptation and updating of websites and newsletters, general business correspondence.

Text correction and revision by native speakers.

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

Languages: French - English - Dutch. Other languages on demand.

Reliable service with prompt delivery.



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LUBRICHEM

Lubrichim blends and sells additives for fuel and oil and also offers technical assistance for formulations.

Our products include:

- » After sales additives for automobiles.
- » Empex for major oil companies and many factories in Europe under the brand Empex Certified Products, including Empex 3200 and 1500 (biodegradable formula) a tackiness agent and adhesion improver for chainsaw oil.

» Lubricants under the brand names Eurostar, Lubrall, LBC and private label motor oils.

» Eurostar additives for heating oil.

» Base oils including solvent neutral 150, 300 and 550.

» Bright stock.



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MAGERMANS

Our core business is transport from one end to the other: haulage, warehousing, goods conditioning, delivery and even invoicing on behalf of our customers. We are as well active in removal business all over the world: for private people, companies, diplomats, etc. Therefore we are members of the American Household Goods Forwarders Association.

Though we are a medium size enterprise we intend to stay among the best: smiling and silently.



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MARINE HARVEST PIETERS

Marine Harvest Pieters is the leading seafood company in Belgium and based in Brugge. It is a part of Marine Harvest VAP Europe, the European Value Added Seafood Products (VAP) division of Marine Harvest ASA (Norway), world leader in salmon farming and listed on the Oslo Stock Exchange (www.marineharvest.com).

Marine Harvest VAP Europe is a major seafood player in Europe with production sites and sales offices in Poland, The Netherlands, Belgium, France, Italy, Spain and Iceland. It is headed by Jo Dekeyzer (Managing Director) and assisted by Bertil Buysse (Operations & Sourcing) and Laurent de Baynast (Sales & Marketing). The group

of companies employs 1,850 people and has a turnover close to 600 million Euro. The geographical sales markets are the Benelux, France, Italy, Germany and the United Kingdom. We serve a unique product range for the European retailers and food service customers: from fresh & frozen natural fillets and portions to coated, marinated, cooked, smoked products, prepacked products, meal components and meal solutions. The main species are Salmon, Whitefish (Cod, Haddock...), Flatfish (Plaice, Soles), Exotics (Pangasius, Tilapia, Tuna) and Shrimps.



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MEKONG PLUS



Development only works if everybody is involved!

We work in Vietnam and Cambodia.

We aim for integrated community development. Three main keys underlie each action:

- » Aiming at the poorest, who often do not even have one third of a euro per person per day;
- » Working with a strong involvement of everyone in the community;
- » Leading low cost and sustainable actions.



Claire THIBAUT
DIRECTOR

Our actions are varied: micro-credit, agricultural techniques, training of para-veterinarians, protection of the environment and forests, development of the employment and the handicraft, fair trade, theater-action to promote hygiene and to fight against alcoholism, protection of the forest and plantations.

The programs cover today about 550 villages, 40 of which are in Cambodia. The direct beneficiaries are every year around 320,000: children of the kindergartens and primary schools; women and peasants; very poor families; quilters.

In Belgium and in France, teams of volunteers and sympathisers organise several events every year: cultural or sporty, with movie projections and discussions.

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MENART

COMPANY

The Company MENART develops, manufactures and markets equipment for the treatment and recycling of biomass. For 50 years, MENART develops its know-how to control all applications of composting. Its products are sold in 5 continents.

SECTORS OF ACTIVITY

- » Treatment and composting of green waste;
- » Sorting, treatment and recovery of municipal waste;



Béangère MENART
EXPORT MANAGER

- » Soil remediation;
- » Recovery of by-products of agro-industry: fruit, vegetables, sugar cane, palm oil, paper, meat, fish, dairy products, industrial sludge, sewage, etc;
- » Treatment and recovery of livestock waste: manure and slurry.

PRODUCTS:

Shredders, compost turners, screens, sorting and preparing industrial units, cleaning compost units, etc.



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MITHRA PHARMACEUTICALS



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

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

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



Eric POSKIN
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NEWTEC CY

Newtec (www.newtec.eu) is a global industry leader, shaping the future of satellite communications. Offering state-of-the-art products and scalable, integrated solutions for broadcast, broadband access and backbone and trunking applications, Newtec helps customers achieve greater efficiency, increase performance and expand market reach.

With its passionate commitment to R&D and its strong relationship with the European Space Agency (ESA), Newtec remains in the forefront of technological development, continuing the pioneering contributions that

have led to industry standards including DVB, DVB-S2, DVB RCS and iSatTV Cenelec pr EN50478.

Newtec's worldwide customer base includes the industry's most prestigious broadcasters, satellite operators, telcos, systems houses and broadcasting unions. Established in 1985 and headquartered in Belgium, Newtec has regional offices as well as additional R&D centres located in Stamford, Conn. (U.S.), Singapore (Singapore), Beijing (China), Dubai (UAE), São Paulo (Brazil), Berlin (Germany) and France.



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OCS - OVERSEAS CONTAINERS



Deep sea Forwarding / Ocean- and airfreight / Import & Export / Warehousing and distribution in Europe / Customs clearance / Consolidation services / Supply chain management.

Commodities: Dry Cargo (Furniture / limestone products / footwear / garments / handicrafts /...) - Reefer Cargo: Frozen and fresh (fish-products / vegetables / meat / fruits /...) - General cargo and rolling material.



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ORFIT INDUSTRIES

Orfit Industries develops and produces solutions for immobilisation and mobilisation of patients in three market segments: splinting materials for physical rehabilitation, thermoplastic materials for prosthetic sockets, patient positioning and immobilisation systems for radiation oncology.

Orfit thermoplastic products improve the clinical outcome of therapy and increase the comfort of patients.

We offer complete solutions to clinicians and patients, from research and development to production, marketing and sales, export and education in the local market.



Steven CUYPERS
CEO

We have a worldwide activity, we support clinicians and help patients in 65 countries.



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OTN SYSTEMS



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

The company's easy-to-use Open Transport Network solutions are based on the latest fibre optical technology. The systems are conceived to meet the needs of the industrial environment of our market segments and offer the most reliable digital communications backbone

for video, voice, data, audio etc. that fully supports your operations & mission critical applications.

It is OTN Systems' mission to provide innovative Open Transport Network solutions of the highest quality and reliability in combination with best-in-class customer support.

With a unique product portfolio and more than 400 satisfied customers all over the world, OTN Systems is committed to get your information across.



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PARTYSPACE

We sell folding tents, pagoda tents, star tents, beach flags and stretch table covers. All our products are printable and the printed products represent 25% of our total sales. We offer screen printing, digital printing and sublimation printing. We use high quality standards for both hardware, fabric, printing and packing. We work for large international companies like AB Inbev, government and public services but also direct retail.



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PHAEROS

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

Based on this expertise, Phaeros has developed software applications for the day to day management of ports and cargo terminals. Our applications include a port management system ("Harbour View Plus"), a multi-purpose terminal management system ("Cargo System")

and several other applications supporting these core products, such as "Yard View" (3D yard planning and visualisation), "BillSys" (invoicing), "Berth View" (berth scheduling) and "RMS" (resource management system).

For more information, visit our website www.phaeros.com or contact us at info@phaeros.com.



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QINETIQ SPACE

QINETIQ Space (former Verhaert Space) is the Belgian leading provider of Small Space Systems with more than 25 years of experience in building, launching and operating complex and innovative space systems and missions.

We deliver advanced turnkey small satellites missions, scientific instruments/facilities for microgravity research, on-board/payload computers, docking mechanisms and ground operations. So far, we are the sole supplier of small satellites for the European Space Agency (Proba missions).



Frank PREUD'HOMME
COMMERCIAL DIRECTOR



Jo BERMYN
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DIRECTOR

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RECTICEL



Recticel is a well-known polyurethane foam manufacturer. The Belgian group, which is listed on NYSE Euronext in Brussels, is specialised in polyurethane products for a large number of applications. In the early 1950's Recticel started, as one of the first companies worldwide, with the manufacturing of polyurethane foam and was as such a pioneer in this highly specialised industry. Activities are divided into four business lines: Automotive, Flexible Foams, Bedding and Insulation.

Recticel Flexible Foam's principal activities cover the manufacture, conversion and marketing of flexible polyurethane foam to a wide range of markets.

The business line mainly concentrates on semi finished polyurethane foam products and components in B2B areas but also creates finished PU foam products in some segments for distribution channels.

Recticel Flexible Foams is active worldwide and has flexible polyurethane foam production plants, flexible PU foam converting plants and sales offices in many countries.

As market leader in most of its activities, Recticel provides work for 11,600 employees in 120 establishments in 27 countries.



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REDITECH ENGINEERING

Reditech Engineering is an innovative company, specialised in developing industrial automation solutions for reputable clients worldwide.

We have ample experience in industrial automation and information technology and offer our services in engineering, project management and consultancy.

Additionally to these activities, Reditech Services can:

- » Develop a complete service offer, from spare parts to conditional maintenance;
- » Offer consultancy to improve quality and efficiency on production lines;



Patrick VISKENS
MANAGING PARTNER



Erik POORTMAN
DIRECTOR SINGAPORE OFFICE

- » Upgrade or retrofit your production equipment to the latest standards.

Reditech offers its services on different levels within the field of industrial automation. For instance, we can propose turn-key solutions, which include: Defining specifications, Engineering, Commissioning, Service Contracts with defined SLA's.

Reditech also has some very qualified project managers and consultants in its team who can take care of, amongst others:

- » Coordination and follow-up of all parties involved;
- » Respecting deadlines as well as target budgets.



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RENT A PORT



Rent A Port and its daughter company IPEM are specialised in port engineering and port investment. They have the necessary skills to manage a port, but also the industrial land and the warehousing alongside a port. They act in close cooperation with the ports of Belgium, in particular the ports of Antwerp and Zeebrugge. The port investment projects of Rent A Port covers various continents = Europe, Africa, Middle East and Asia. In Vietnam, Rent A Port and IPEM have started their port

operations in 1996. They have developed the industrial zone of Dinh Vu, through a solid and loyal collaboration with the Hai Phong People Committee, who holds 25.1% in the joint stock company DVIZ.

It is expected that, as from 2015, the total employment of Vietnamese citizens working in the DVIZ peninsula, will approximately be 2,500 people (direct employment).



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REYNAERS ALUMINIUM

Together For Better

Reynaers Aluminium is a leading European specialist in the development and marketing of innovative and sustainable aluminium solutions for windows, doors, curtain walling, sliding systems, sun screening and conservatories. Besides offering an extensive range of standard solutions, the company also develops solutions that are tailored to the individual customer or project.

Research, product development and testing are conducted at the Reynaers Institute, the sector's largest private innovation and testing centre, located in Duffel (Belgium).



Philippe JULIARD
INTERNATIONAL DEVELOPMENT
MANAGER

In addition, the company also provides extensive technical support and advice to fabricators, contractors and architects.

Established in 1965 and headquartered in Duffel, Reynaers Aluminium is the market leader in Belgium and has acquired a strong market position in the 30 countries where it has its own sites. The company's success is due in part to the close partnership between Reynaers and 5,000 partner fabricators, architects and project developers worldwide. The company exports to more than 60 countries on 5 continents.



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RODSCHINSON INVESTMENT GROUP



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

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

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



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RONVEAUX

RONVEAUX is a Belgian family business of 450 people.

In Belgium and neighbouring countries, it is active in 3 fields:

- » Construction through engineering and production of precast, pre-stressed concrete structures and floors;
- » Electricity through distribution lines for high and low tensions, television, fibre optic and network installations of electrical controls, telecommunication and public lighting;



Marie-Anne
RONVEAUX
CEO

- » It is also a part of a cooperation agreement in Vietnam to develop precast concrete technologies.



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SBE



SBE nv is a dynamic engineering office in Sint-Niklaas, which is in the proximity of the port of Antwerp. We are specialised in the design of harbour constructions, steel structures, civil and structural engineering and geotechnical design. With over 30 years' experience, predominantly large infrastructure projects, the project managers are the driving force of a young and dynamic team capable of executing a large variety of projects. The projects are designed with an emphasis on quality and ease of construction, with respect to economic viability. SBE uses advanced calculation methods, allowing us to design very specialised, innovative and complex structures.

Our extensive language skills (fluent Dutch, English, French and German) combined with a strategic location in the centre of Europe allow us to offer our services internationally. We have past experiences in several European countries, Ukraine, Korea, Nigeria and Panama.



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SITOMECA

Steel has always been the core business of Sitomeca for more than 80 years. Today Sitomeca is considered as 'the reference' for the manufacturing of flat and corrugated steel sheets used as moulds in the production of fibre-cement and wood-cement panels such as these from Eternit, Saint Gobain and many others. Presently, the company manufactures over 85 different profiles.

Sitomeca's unique specialty is the production of frames in stainless steel (spacers) which are used in the autoclaves.



Jean-Charles WIBO
CEO

Sitomeca has researched and developed a new reinforced resin mould making it possible to faithfully reproduce wood, slate or stone on fibre-cement or wood-cement panels. These panels are being used by the manufacturer as panels for roofing, boarding and interior decoration.

A systematic prospection has allowed Sitomeca to develop business throughout the world. Sitomeca is committed to providing high quality standard and innovative products developed to meet future market requirements.



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SMI



SMI is a manufacturer of absorbable and non absorbable sterile surgical sutures with and without needle. Other items are needles, meshes, skin staplers, blades and bone-wax.

WORLD-WIDE RECOGNITION

SMI was established in 1987- the first Belgian Company manufacturing surgical sutures. Today it is recognised as a world-wide supplier of surgical sutures with exports to about 70 different countries all over the world.



Raimund SCHMITZ
CEO

COMPLETE SUTURE RANGE

SMI offers a complete range of surgical sutures: 5 different synthetic absorbable sutures and also all the non absorbable sutures – in total more than 1000 different products. SMI developed also a special range for ophthalmic, plastic and cardiac surgery.

HIGHEST QUALITY AND SECURITY

SMI applies international standards of quality like EN ISO 9001 and EN ISO 13485 as well as Good Manufacturing Practice (GMP) procedures.

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SNECMA SERVICES BRUSSELS

Snecma Services Brussels (SSB) based at Brussels Airport, is a maintenance facility centre for aircraft engines installed on Boeing and Airbus airplanes.

It is one of the world's leading maintenance, repair and overhaul facilities for CFM56-3 aircraft engines and offers a complete range of services for the CFM56-2 A/B and CFM56-7B aircraft engines.

Snecma Services Brussels (formerly the Sabena Engine Shop) has over 50 years of experience servicing aircraft engines. Major customers are: Thai Airways, Jetstar Pa-

cific, CSA, Germania, Globus, Titan Airways, Vivaerobus, Aerolineas Argentinas, Jetttime, Merpati ...

SSB is part of SNECMA, a worldwide maintenance network, and is the centre of excellence for combustion chambers for this network.



Bruno MICHEL
CEO & MANAGING DIRECTOR



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SODRAEP

Founded in 1973 under the name SADE, the company took its actual name in 1980. SODRAEP is a civil engineering firm, agreed by the Belgian government for their activities, with many years' experience in the fields of:

- » Hydraulic engineering and waste water treatment (water sewage, supply and distribution, drainage, harnessing of watercourses, purification plants, collectors, drains, waste water plants...);
- » Civil engineering (dams, quay walls, reservoirs, pumping stations, building, water towers, waste water treatment plants...);

- » Piping systems: thrust-bore and road tunnelling techniques (diaphragm walls, driving of sheet piles, pile driving...).

SODRAEP works for a lot of different clients in Belgium and abroad:

- » The public sector (eg. the State, the Regions, the Provinces, Aquafin, Vivaqua, VMW, Belgacom, Belgian Railways, DHUR in Senegal, OCTRA in Gabon, O.N.A. in Tunisia...);
- » Cities and municipalities (eg. Hue, Cua Lo, Phu Ly, Thai Nguyen)
- » Intermunicipality utility companies;
- » The private sector.

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TECHNICAL DIRECTOR



SOFTKINETIC

SoftKinetic's vision is to transform the way people interact with the digital world. We are the leading provider of gesture-based platforms for consumer electronics and professional markets. The company offers a complete family of 3D imaging and gesture recognition solutions, including patented 3D CMOS time-of-flight sensors & cameras (DepthSense™ family of products, formerly Optrima technology), multi-platform and multi-camera 3D gesture recognition middleware and tools (iisu™ family of products), as well as games and applications from SoftKinetic Studios.



André MIODEZKY
PRESIDENT

With over 8 years of R&D on hardware & software, SoftKinetic's solutions have already hugely been successfully used in the field of interactive digital entertainment, consumer electronics, health care and other professional markets including digital signage and medical systems.

SoftKinetic™, iisu™, DepthSense™ and Interface Is You™ are tradenames or registered trademarks of SoftKinetic. For more information on SoftKinetic please browse www.softkinetic.com and check out our Youtube channel: www.youtube.com/SoftKinetic.



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SOMATI VEHICLES



SOMATI VEHICLES is a Belgian manufacturer of special vehicles and equipment for Airport Fire Services, Municipal Fire Services, Industrial Fire Services, Civil Defence Services, Police Services and Medical Emergency Services.

In order to meet the operational requirements requested by Fire Services, Somati Vehicles provides a wide range of fire fighting appliances in conformity with the latest standards and regulations, such as service and command vehicles – rapid intervention vehicles – water tankers – foam tankers – water/foam fire fighting vehicles – industrial water/foam/powder fire fighting vehicles

– airport rescue fire fighting vehicles (crash tenders) – breathing apparatus vehicles – generator and flood light vehicles – containerised vehicles (flood container, decontamination container) – ambulances – mobile workshops – anti riot vehicles – police vehicles.

In addition to the vehicle line, a full range of auxiliary safety and rescue products such as certified foam and dry powder agents, hydraulic rescue equipment, communication systems, breathing apparatus equipment, fire and rescue gear... as well in depth training programs are available.



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SOPURA

SOPURA S.A. is an innovative international company, offering its customers a wide range of products and services associated with cleaning and disinfection, as well as water treatment.

Our daily challenge is to provide companies in the brewing, food and soft drinks industries with quality products and services for cleaning, disinfection and water treatment, while guaranteeing sustainable growth and creating adding value for our customers, employees and stakeholders.

Thanks to our partnerships with major customers, we have created a worldwide network of subsidiaries and distributors, which means that we can offer products and services to customers in more than 70 countries.



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SPACEBEL

SPACEBEL is a Belgian software engineering company operating in the Space and Earth monitoring application sectors, serving space agencies, major aerospace prime companies, EU institutions and the commercial market.

SPACEBEL designs and markets Earth Observation microsatellite systems based upon the PROBA platform.

SPACEBEL's high-performance and innovative IT solutions fit out several satellite platforms and on-board instruments, ground infrastructures for the reception, processing and dissemination of data recorded by satellite,

as well as test benches and systems (simulators and emulators).

Moreover, SPACEBEL provides geospatial information systems support and services.



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STEELFORCE

Steelforce is the largest private & independent Belgian steel trader, with worldwide expertise in buying and selling steel. Since our foundation in 1974, we have established permanent contact with the best steel manufacturers, steel suppliers, carriers and shipping companies in the world. In addition, excellent relationships with all the major banks and financial institutions around the world assure a strong financial position.

Every sourcing and destination country has different rules and regulations that often change. This makes paperwork complicated and time consuming. As Steelforce has offices in 17 countries (e.g. Singapore, Jakarta, Shanghai, Mumbai, Dubai, Ukraine, Turkey) and local contacts in more than 90 countries, we are always up-



Stephan GHYS
COMMERCIAL DIRECTOR ASIA

to-date and can easily handle the administration for you. Around the world we employ about 130 people.

In 2011 we shipped over 1.2 million tons of steel all over the world. We achieved a consolidated turnover of € 800 million.

Steel is our passion. That is why we will move heaven and earth to find the right product and deliver it to you, wherever you are.

You can also check our website for some more details:
www.steelforce.eu



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TELETASK
trendsetter in domotics

TELETASK

TELETASK is a Belgian manufacturer of high quality Home Automation Systems. The company was founded in 1984. We specialise in products for Home Automation in luxury houses/cottages/apartments and professional projects as well.

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

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



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THE BELGIAN CHOCOLATE GROUP

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

The company has two plants in Belgium, where the chocolates are made and exported from. "The Belgian" reflects the traditional chocolate making expertise from

Belgium. We work together with exclusive distributors in over 70 countries with a view to creating a clear, unified brand presence. In our constant search for first-rate ingredients, quality is the highest requirement. Furthermore, BCG follows the international standards and guidelines. In January 2011, BCG was the first Belgian chocolate company to obtain the A star level of the international BRC food standard. This is the highest possible standard to obtain.



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TRAFICON INTERNATIONAL

Traficon is the N°1 reference in video image processing for traffic analysis. Traffic managers all over the world use this intelligent technology for vehicle and pedestrian presence detection, traffic data collection, automatic incident detection and management in motorway, tunnel, bridge and urban applications. Traficon's reputation is backed by 25 years' proven field experience and more than 80,000 detectors operational worldwide.

Building on a development by Louvain University started in 1979, Traficon research has led to a powerful product range. This above-ground detection technology is a flexible solution to enhance mobility, to optimise traffic flow and to create safer traffic conditions.



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UTERON PHARMA

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

Our diversified development portfolio includes a new generation of oral contraceptives based on natural hormones, a hormonal intra-uterine device (IUD), treatments for persistent vaginal infections and a new gen-

eration of tests that will significantly increase in-vitro fertilisation success rates.

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

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



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VASCO DATA SECURITY



VASCO is a leading supplier of strong authentication and e-signature solutions and services specialising in Internet security applications and transactions.

VASCO has positioned itself as a global software company for Internet security serving a customer base of approximately 10,000 companies in more than 100 countries, including approximately 1,700 international financial institutions.

VASCO's prime markets are the financial sector, enterprise security, e-commerce and e-government.



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VDS

VDS produces vitamin and mineral premixes, additives and animal feed specialties for the production of live-stock and aqua feed. Feed producers are in need of premixes and additives which are tailor made to their requirements. But that is often only the start in the process of achieving consistent and better results. We help and analyse the market situation, define the problem areas and offer the possible solutions, up to sending management and production assistance if needed.

In Belgium we have a large experience as premix and service provider for the pig, poultry and dairy production market. Worldwide, VDS is producing poultry feed and

concentrates at several production sites of local partners in Western Africa. We also produce aquaculture feed under the brand VDS Crustoccean Feed, a high quality shrimp feed, following our strict standards and production protocol, in feed factories in Iran and Egypt. The feed is destined both for the local market and for export markets in the region.



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VK ARCHITECTS & ENGINEERS



VK develops activities in four market segments: Healthcare, Buildings, Industry and Infrastructure. In Healthcare, VK offers state-of-the-art architectural & engineering services: master planning, architecture, engineering, interior design and landscaping.

It has an impressive portfolio with numerous missions in European Hospitals: Burns Unit Military Hospital Brussels, OLV Aalst and two 700 bed greenfield hospitals in Mechelen and Roeselare just to mention a few.

Real estate developers, architects, industrial clients and public authorities can rely on VK for its widely recognised engineering services for their Buildings, Industry and Infrastructure needs. In this regard, sustainability is a top priority to us.

VK has extensive experience working on iconic building projects and has a tradition of collaborating with world renowned architects (Norman Foster, Richard Rogers, SOM, Helmut Jahn, etc.). As a great believer in integrated designs, VK views the engineering as an integral part of the entire design.



Peter VAN KERCKHOVE
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WATERLEAU

WATERLEAU: Protecting the FOUR Elements – One Stop Shop for customers anywhere in the world.

Waterleau is one of the few global players with a complete portfolio of water, air, waste treatment and integrated renewable energy applications.

Working from the heart of Europe with offices near Brussels, it had developed an extensive network of local companies and representative offices in Paris, London, Casablanca, Cairo, Algiers, Istanbul, Hong Kong, Macau, Beijing, São Paulo and Mumbai. Since the start of the company in 2000, it has compiled an enviable track record with over 1000 references.



Luc VRIENS
CEO



Anissa TEMSAMANI
VICE-PRESIDENT INTERNATIONAL
AFFAIRS AND PUBLIC RELATIONS

Waterleau has signed large contracts including waste-water treatment projects in Morocco, Iraq, Congo and waste-to-energy plants in China.

Waterleau also operates long term contract plants in China, Morocco, India and the Middle East.

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



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WESTVLEES GROUP

Westvlees Group NV is a family business owned by Claeys in which a few executives and two agricultural holding companies own minority stakes.

Westvlees is the largest pork slaughterhouse in Belgium with 3 plants (Westrozebeke, Staden and Aubel).

With more than 1500 employees we slaughter about 45,000 pigs a week and produce 150,000 tonnes of meat a year, making us the unrivalled pig expert in the meat industry. We are known all over Europe because our state-of-the-art machinery allows us to meet your

demands quickly as well as to deliver quality. Half of our production stays on the domestic market, half is exported. We produce pork sides, fresh meat, frozen meat, cooked and smoked products, minced meat products in consumer packaging. Westvlees exports a lot in Europe but also to Russia, China, Malaysia, Philippines, Thailand, South Korea, Japan, Singapore...



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X-WAY

Products & activities description:

- » Software development for video and telecommunication systems.
- » Digital Signage
- » Digital advertisement systems, videoconferencing
- » Audiovisual equipment – manufacturer and distributor
- » Programming of automation systems for corporate boardrooms, ballrooms and whole-house entertainment / home cinema.
- » Automation for control rooms, theme parks and museum.



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YFAC



As Interim Manager - Independent Senior Consultant, Expert in International Commerce agreed by Brussels Enterprises Commerce and Industry (BECI) and Vice-President of the Belgium-Vietnam Chamber of Commerce and Industry, Michel Olivier has accumulated more than 30 years of experience in international business in the frame of dedicated supports and specific missions for companies covering:

- » Feasibility studies, negotiation and setting-up of complex commercial contracts at the highest level with private customers and government authorities;
- » Financial, commercial, technico-commercial, legal,

juridical and fiscal aspects of the contractual agreements and documents;

- » Operational leadership, coaching, management of large-scale industrial projects from the initial contacts to final delivery and acceptance;
- » Organising of financing: bank commercial credits, soft loans, international financing, interest supersubsidy, project finance.

YFAC is active in Southeast Asian countries and particularly in Vietnam since 1993.



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ZENTECH

Zentech SA is a biotechnology company specialised in the in vitro diagnosis of pathologies at the early life stage of human beings from the conception of the foetus till the adolescence. This specialisation is further enhanced by competence in rapid diagnostic testing for the Point-of-Care market and for population screening as well as in the automation of the medical diagnostic laboratory processes. Because of its vast basket of available technologies, Zentech is able to cover the entire spectrum of the IVD market, from simple and robust diagnostic kits to molecular biology extremely sophisticated and automated kits.

Zentech aims to be a leader in its specialised niche by introducing diagnostic kits with innovative and proprietary technologies specifically developed for paediatric usage and adapted to the requirements of non-invasive and rapid assays.



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ZINGAMETALL



ZINGAMETALL is a private company that 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 galvanisation), 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...



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Dominique CASIER
HONORARY CONSUL





BELGIAN FOREIGN TRADE AGENCY

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

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

The Agency's main tasks are to:

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

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



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BRUSSELS INVEST & EXPORT MINISTRY OF THE BRUSSELS-CAPITAL REGION

BRUSSELS invest & export is the foreign trade and investment agency of the Brussels-Capital Region. It aims to promote the internationalisation of the Brussels economy. Brussels is not only the Belgian and European capital, home of NATO and EU headquarters, but it is also a large business centre at the heart of the European market.

BRUSSELS invest & export assists Brussels companies operating in foreign markets. Almost ninety economic and trade commissioners across all continents provide free guidance to SMEs, target potential local prospects and partners, organise matchmaking visits... Concrete initiatives in Brussels and abroad include trade missions, contact days, buyers' invitations and collective stands at

international trade fairs. Brussels exporters are listed in a database, www.brussels-exporters.be, which can be accessed by all foreign companies searching for partners.

Another mission of BRUSSELS invest & export is to attract foreign companies to Brussels and to provide them with support, should they decide to locate their business in the Region.

To enable investors to assess the benefits of establishing in the capital, BRUSSELS invest & export offers them a "Welcome Package" which includes equipped office space at no cost for a three-month period.



BRUSSELS
invest & export



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FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS, FOREIGN TRADE & DEVELOPMENT COOPERATION



The Federal Public Service (FPS) Foreign Affairs, Foreign Trade and Development Cooperation manages Belgium's foreign relations. Belgium's Foreign Affairs network is comprised of 140 embassies, consulates and representations both at home and abroad.

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

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



Dirk ACHTEN
SECRETARY GENERAL



Bertrand de CROMBRUGGHE
DIRECTOR, ASIA-OCEANIA
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FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS, FOREIGN TRADE & DEVELOPMENT COOPERATION - Finexpo

Finexpo is a federal instrument which aims at providing advice and financial assistance to Belgian companies to export capital goods and services.

Finexpo can propose five financial instruments among which four are considered as Official Development Assistance and one is a commercial instrument.

Finexpo's Committee assesses the different projects transmitted with respect of federal and international legislation and transmits advice and proposals to the Ministers who take the final decision to support the projects or not.



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FEDERAL PUBLIC SERVICE FOREIGN AFFAIRS - OFFICE OF THE MINISTER OF FOREIGN AFFAIRS



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

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

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



Olivier HENIN
CHIEF OF STAFF OF THE DEPUTY
PRIME MINISTER



Patrick HERMAN
HEAD OF BILATERAL RELATIONS,
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FLANDERS INVESTMENT & TRADE (FIT) – GOVERNMENT OF FLANDERS

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

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

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

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

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

This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of Flemish economy, but also an extensive network outside of Flanders.

We have just that for you. Do visit our website and discover our worldwide network. With over 90 offices we are bound to be conveniently located near you, wherever you are.



Claire TILLEKAERTS
ACTING CEO



Sabine VINCKE
AREA MANAGER SOUTH ASIA,
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GOVERNMENT OF THE BRUSSELS-CAPITAL REGION

Cabinet of Minister Benoît Cerexhe

Economy - Employment - Scientific Research - Commerce - Foreign Trade



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

In 4 years time, over 40,000 net jobs have been created in the Brussels-Capital Region. Brussels also ranks

amongst the cities with the highest rate of business starts per habitant, despite the economic crisis.

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



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HONORARY CONSULATE OF THE S.R. VIETNAM FOR THE PROVINCE OF ANTWERP

The Honorary Consulate of the S.R. Vietnam for the province of Antwerp is open since April 2004.

The purpose of the Consulate is:

- » To give information about trading and investments in Vietnam.
- » To develop the business, tourism and education relations between the province of Antwerp and Vietnam.
- » To assist the export and import companies with all necessary trade documents.



Baron Joseph-Michel de
GRAND RY
HONORARY CONSUL

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PROVINCE OF EAST FLANDERS



The Provincial Government of East-Flanders is maintaining a longstanding structural cooperation with Vietnam for more than 10 years. Vietnam is a priority country in the international cooperation of East Flanders. The main focus of this cooperation is to support Flemish companies in their search for economic opportunities and to assist Flemish knowledge centres looking for cooperation in Vietnam. East Flanders organised 3 economic missions to Vietnam, established a number of successful projects such as currently a horticulture project in Lam Dong province and supported several projects in the field of aquaculture. On different occasions impor-

tant delegations of Vietnam visited East Flanders such as during the participation of Vietnam as guest country at the 61st edition of Accenta - International trade fair of Flanders in 2006. In 2007 the Flanders Economic Office (FEO) was established as part of the Royal Belgian Consulate in HCMC and has been granted the full support of the Province of East Flanders from the start. The FEO works as a business centre at the disposal of Flemish companies and coordinates the activities of the province of East Flanders in Vietnam.



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WALLOON REGION

Cabinet of the Minister of Economy and Vice-President of the Walloon Government

The Minister of Economy and Vice-President of the Walloon Government, Jean-Claude Marcourt, and his cabinet are charged with overseeing the economic and social development of Wallonia.

To the five clusters of competitiveness created under the Marshall Plan, with the goal of creating a solid economic and industrial environment (Transport and Logistics, Healthcare, Mechanical Engineering, Agro-Industry, Aeronautics and Space Industry), has been added a sixth one dedicated to the green economy.

Sustainable development is ripe with real opportunities for Wallonia to enhance its economy. In light of this belief, special attention will be paid to SME's and new technologies, which are also competencies of Minister Marcourt.

Located in the center of Europe, at the converging point of major roads, rivers, railways and air routes, Wallonia benefits from a high quality labor force and ample free spaces for the expansion of new economic activities; all advantages that Minister Marcourt, his team - in close collaboration with the Wallonia Foreign Trade and Investment Agency (AWEX) - will assert when promoting the benefits of Foreign Trade to the Region.



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WALLOON REGION - WALLONIA-BRUSSELS CAMPUS



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

WBCampus' tools:

- » The website www.studyinbelgium.be allows foreign students to access all the information they need to prepare for a period of study in Wallonia-Brussels;

- » Multilingual publications inform foreign students about the higher education system in place in Wallonia-Brussels;
- » Participation in promotional events abroad is an effective way to promote higher education;
- » The joint organisation of promotional campaigns on specific themes fosters cooperation between higher education institutions within the Wallonia-Brussels Community and establishments dotted around the world.



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WALLOON REGION - WALLONIA-BRUSSELS INTERNATIONAL (WBI)

The WBI is a public administration which is responsible for the international relations of Wallonia-Brussels. It is the instrument that implements international policy of the French Community of Belgium, the Walloon Region and the French Community Commission of the Brussels-Capital Region.

Its activities are situated in the context of bilateral relations. The objectives of these bilateral relations are as follows:

- » to support creative resources (cultural, business) of Wallonia-Brussels and contribute to the development of our regions;

- » to promote the constituent parts of Wallonia-Brussels as entities authorised to act in an international capacity;

- » to defend the values and interests of each part and to promote their competencies in a spirit of co-operation and by helping each other.

The framework agreement between the Socialist Republic of Vietnam and the 3 federated entities (French Community, Walloon Region, COCOF) was signed in 2002.



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



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

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

Wallonia-based companies, AWEX offers a wide range of export-oriented services and activities (market surveys, organisation of trade missions, trade show pavilions, export incentives, etc.).

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



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

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CARLSON WAGONLIT TRAVEL - CWT MEETINGS & EVENTS

Logistical organisation of the mission provided by:

Carlson Wagonlit Travel (CWT) is the Belgian and global leader in travel retailing and management. CWT is present in all segments of the travel industry (business travel, leisure travel, meeting and incentives and wholesaling). Present in more than 150 countries, CWT is the global leader in travel management and serves companies of all sizes, as well as government institutions and non-governmental organisations.

By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the

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

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

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



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ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE





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

Belgium has an estimated population of 10.9 million inhabitants (2011) and is one of the most densely populated countries in Europe. Brussels is the 'Capital of Europe', playing host to the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organisations, such as NATO, are also located in Brussels. As a result, Brussels ranks as the world's number two city (after Washington, D.C.) in terms of the number of accredited journalists, and fourth in terms of the number of international meetings and seminars held.

With a surface of 30,500 km², Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant player in the world economy. GDP reached €340.4 billion in 2009 and €354.4 billion in 2010. In line with global deceleration, growth drastically slowed towards the end of 2008, and was negative in 2009 (-2.7%). In 2010, the Belgian economy recovered and a growth rate of 2.3% was recorded.

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

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

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

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



TRADE RELATIONS WITH VIETNAM

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

BELGIAN EXPORTS TO VIETNAM	2008	12 months	€ 165.1 million
	2009	12 months	€ 185.1 million
	2010	12 months	€ 203.2 million
	2011	9 months	€ 162.8 million

BELGIAN IMPORTS FROM VIETNAM	2008	12 months	€ 907.4 million
	2009	12 months	€ 669.5 million
	2010	12 months	€ 754.8 million
	2011	9 months	€ 520.3 million







BRUSSELS-CAPITAL REGION



Wallonia

