



BELGIAN ECONOMIC MISSION



RWANDA 14 - 18 November 2015



ETHIOPIA 19 - 22 November 2015



KENYA 23 - 25 November 2015



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BELGIAN ECONOMIC MISSION



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ALAMO H.R. CONSULTING

s.p.r.l.

People Management, We Care

Sector: Consultancy

Alain Molens, MD of ALAMO H.R. CONSULTING, has over 40 years experience in Organizational Design, Change Processes and in design and implementation of HR management processes and reward policies in the private and public sectors as well as extensive knowledge of Civil Services HR processes, pay schemes and remuneration systems, job classification, performance management and competency models.

As former HR Director, he has thorough experience with the management of Human Resources in heavy work intensive environment.

Mr. Molens has been designing and implementing HR Strategy that would fit to the long term social and economic goals of Institutions and proposing adapted organization framework and structure as well as adequate resources (a.o. Human resources) that would help achieve this strategy through people.

Will go to:



Rwanda



Ethiopia



Kenya

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Piet Theunis
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Sector: Construction

The Alimak Hek group is the world's leading supplier of mast climbing equipment and added value services for both temporary and permanent installations.

The Alimak Hek group provides vertical access for construction sites all over the world.

The Alimak construction hoist range offers "the next level" in construction hoists providing a modular car design, modern automatic lift controls for driverless operation and reduced waiting times. Variable frequency drive produces more hoist power with lower power consumption, resulting in lower running cost, reduced maintenance cost and improved productivity.

The Hek Modular System is an adaptable mast climbing work-, transport- and material platform. The modularity allows machine combinations between the Hek and Alimak Scando ranges.

Alimak Hek, with manufacturing in Europe, Asia and North America, operates wholly owned sales and rental companies in some 20 locations around the world and has over 50 representatives in other locations.

With more than 30.000 elevator products in use globally, our worldwide experience and hands-on knowledge has made us industry leaders in vertical access solutions.

If you want to establish a dealership, your request is always welcome!

Will go to:



Ethiopia



Kenya

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Sébastien Deputter
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Sector: Steel manufacture

Appro-Techno manufactory is specialised in the conception production and commercialization of manual and motorised presses for compressed soil blocks. Sinds 1979, more than 4.000 presses have been sold in 110 countries in the world.

Already a hand operated press for rural area including interlocking block mould upon 5.000 euro

A semi automatic line with motorised press, soil mixer, soil crusher and conveyor beld upon 50.000 euro.

And a complete motorised brick factory upon 150.000 euro (production for minimum 100 houses to 300 houses per year); including technical assistance on site.

Our concept of A-T equipment is adapted to use of low qualified manpower and an easy maintenance by little local craftsman.

Appro-Techno have also solution for roofing tiles production and floor tiles production .

Will go to:



Ethiopia

AUTOREDO

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Jonathan Lenain
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Sector: Multi brand vehicles

AUTOREDO, your automobile trading partner, specializing in Major Accounts

We are expert in direct sale of new multi brand vehicles adapted for tropical conditions and specialized in accompanying multinationals, NGOs, mining, oil, forestry operators, and construction companies with:

- A permanent stock of vehicles ready to be shipped from our platforms in Antwerp and Dubai.
- An integrated logistics department that is able to deliver large volumes with very short lead times
- anywhere in the world.
- Knowledge and skill in the field of "a la carte" vehicle adaptations and conversions: ambulances,
- mining vehicles, emergency vehicles, etc.
- An adapted commercial department: quotes issued within 24h, targeted pricing, etc.
- Quality advice and guidance.
- Extensive range of accessories for 4x4s and SUVs.

Our offices in Brussels will handle all of your requests, no matter where you are contacting us from. Feel free to contact us right now for a quote or for any additional information: More information available on www.autoredo.com

Will go to:



Rwanda



Ethiopia



BASIC COMPTA

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Viateur Mutangana
Public Relations

Sector: Accounting

Basic Compta is an accountancy firm with over ten years' experience. It aims to provide long-term companionship in the creation, management and development of your business.

Basic Compta supports and advises companies, groups of companies, self-employed and private persons with national or international business activities or other relationships with Europe, America or Asia.

In the face of an increasingly complex fiscal and legal environment, our firm's mission is to partner you in the development of your activity. Our team will provide you with quality advice and custom-made solutions in order to op-

Will go to:



Rwanda

BC ARCHITECTS AND STUDIES

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Sectors: Architect

BC architects and studies is a company (sprl/bvba) that provides architectural services for private and public clients. We closely work together with clients to help evolve their project from idea to reality. We do this by delivering world-class design with a strong emphasis on architectural quality, sustainability and material use, and by ensuring an efficient and timely project management and supervision.

Besides projects in Belgium and France, we have a strong orientation towards the African market, with 3 projects in Morocco, 2 in Burundi, over 5 in Ethiopia, 1 in Nigeria, and others upcoming in other African countries.

BC architects and studies has been awarded the Holcim Acknowledgement Award for Sustainable Architecture for Region Africa Middle East, for our design of the HQ of Addis Ababa Chamber of Commerce, Ethiopia, an office and mixed use development of 10 000 m2 in the centre of Addis Ababa.

Through our officially registered satellite office in Ethiopia, we aim to bring European quality architectural services to the African continent.

Will go to:



Ethiopia

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Sectors: Office Furniture – Fit out – Space planning

Founded in 1987, BEDIMO designs, manufactures and markets a wide range of Office furniture, partitioning systems, seating solutions and accessories combining contemporary design, functionality and originality, from operative level to top executive.

Our in house Architects and Designers are at the forefront of the new ergonomics norms and will propose you the solution that will perfectly meet your particular needs and wishes.

As a leader on the Belgium market we have the confidence of satisfied and faithful customers from various small and medium companies to the most important Banks, insurance companies, pharmaceutical companies, industries from up to 5000+ employees.

BEDIMO has started its exportation to Africa since 2010 and we have realized very large projects and installations together with Architects and local Partners . Our experience on the African Market is certainly an important asset.

BEDIMO, happy in my Office!

Will go to:



Rwanda



Ethiopia



Kenya

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Danny Lesage
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Sector: Steel wire transformation and coating technologies

“We reinforce the future”

Over past decades, with our brand Dramix® - steel fibers for concrete reinforcement - we hold the position of market leader. Dramix® fiber solutions are used in many continents and 3 years back we even launched two innovative new fiber families: 4D / 5D to bring steel fiber to a next level, ready to answer the most demanding applications in the most difficult circumstances. Dramix® is adding value to your construction by offering: “The innovative, durable and economic alternative for traditional rebar and mesh”.

We are active in construction in general and more specific in segments like industrial flooring, precast and ready-mix industry. On top of the manufacturing and commercialization of our steel fibers we offer you full service with design in line with most recent standards and support on site.

We look for:

- Leading building contractors: housing, utility and civil
- Leading building engineers
- Ministries of Construction and Harbour / Port Authorities / Container Terminal Investors
- RMC industry: batching plants
- Concrete precast producers (pipes for sewage water channels, electric cabins)

Will go to:



Rwanda



Ethiopia

BELGIAN BANKERS ACADEMY

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Frédéric Lernoux
CEO
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Sectors: Consultancy and Audit – Training and Simulations – Private sector development

Belgian Bankers Academy is a non-profit association that strongly contributes to the development of the banking, financial and insurance sector, including the microfinance sector, in Belgium and internationally.

BBA was established in 1997 by the Belgian Banker's Association.

BBA is based on a solid structure and mobilizes the expertise of more than 300 Belgian and international experts, operating as independents or as senior managers of Belgian banks, who contribute each within their domain of competence to the projects that BBA implements.

Consultancy and Audit: BBA contributes strongly to the development of the financial services industry through the support of (central) banks, financial institutions and training institutes.

This contribution mainly consists of individualised services and advice on financial and banking activities and products, as well as didactic and technical assistance in the development of training programs.

Training and Simulations: BBA offers methodologies structured to react pro-actively to new developments in the financial services industry, the changing environment and the development of new products.

These activities are organised through four different channels: Classroom Seminars; Workshops; Banking Simulations; Academic programs.

Depending on the clients' request, BBA proposes pure training, consultancy services or both.

BBA's showpiece, for which it received international recognition, is the development and delivery of financial and bank technical simulation programs. These programs combine conceptual lectures with a hands-on practical exercise in a virtual economic environment. Finally, the program aims to link both concepts and simulation to the day-to-day practice.

BBA developed and updated four educational games and also offers one business simulation: credit risk management simulations (CredSim and CredStrat), bank financial management simulation (BankSim), branch Performance Management Simulation (BranchSim), business management simulation (ComSim).

Private Sector Development: BBA capitalizes on its profound experience in projects designed to install (financial) tools encouraging the creation and development of Micro-, Small- and Medium-sized Enterprises (financing the missing middle) as well as ensuring their management.

Will go to:



Ethiopia



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Sector: Food Industry

Belourthe is a Belgian Baby Food manufacturer, from Hamoir (Liège). Its plant is located in the region of the Ardennes, surrounded by forests, away from any pollution. It is the largest processing site in Europe, selling under its famous brand: Ninolac. It includes high-quality foods and beverages for babies: infant formulas, infant cereals, baby jars, teas, spring water, juices, fruit purées, biscuits. There are also products for adults: Mama (cereal for pregnant women) and Dialife, for diabetics. Belourthe is also the manufacturer for many other famous international baby cereals brands. Belourthe's products have been exported to more than 50 countries. Belourthe has obtained for 8 consecutive years a grade "A" certificate from the BRC, one of Europe's main quality systems and was elected in 2014 "The Enterprise of the Year", a globally recognized award from Ernst & Young".

Will go to:



Ethiopia



Kenya



Rwanda

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Sector: Spare parts for vehicles

Beneparts (www.beneparts.be) is the spare parts specialist of the Lengo Automotive Group (www.lengo.nl).

The Lengo Group is one of the largest DAF dealer in the world. We can also offer you parts for all European trucks.

Beneparts has customers and suppliers all over the world and is specialized in Wabco, Knorr, Hengst, Meritor, Haldex, BPW, SAF, Febi, Dayco and various other brands in the truck and trailer spare parts sector.

The company provides you with access to top quality parts. We cooperate with leading (OEM) manufacturers that supply products of a quality comparable to that of original parts.

Beneparts is looking for importers of truck and trailer spare parts.

Will go to:



Ethiopia

BEREX & INVESTMENT “BELGIUM-RWANDA EXPORT AND INVESTMENT”

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Dieudonné Ntasinzira
President



Nicole Van Deynse
Secretary

Sector: Consulting and support services in export and investment

BEREX & INVESTMENT works with Belgian companies and Rwandan companies. Our mission is to assist each company in its search market in Rwanda and Belgium.

We assist each investor wishing to enter in the Rwandan or Belgian market by providing our quality services in administration and tax system, logistical and technical support to facilitate any Belgian and Rwandan company to enter in the market of two countries without difficulties.

We intervene everywhere, we follow the project up to the final stage and we find reliable partners for Belgian and Rwandan companies.

We are looking for companies/organizations in the sectors of health, infrastructure, ICT, environment, agriculture, manufacturers, construction.

Will go to:



Rwanda

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Sector: Communication services

Belgacom International Carrier Services, BICS, is a Belgium based company that provides telecom operators with a complete range of communication services (roaming, capacity and international voice connectivity).

Today, BICS extended network and 120 points of presence across the world enable more than 800 communication service providers (including more than 400 mobile operators) to benefit from a wide range of interoperability and interconnect services.

Focussing on the African market since more than 15 years, BICS is the leader on the continent with an unbeaten expertise.

Will go to:



Ethiopia



Kenya

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Sector: Investment projects

BIO is a development-oriented investment company, created in 2001 with the aim of financing private sector enterprises in developing countries. BIO is providing long-term financing at market conditions in an environmentally sustainable and socially responsible manner.

The operations are focused on micro, small and medium-sized enterprises, either directly, either through investment in local financial institutions that serve the target group.

BIO shareholder – the Belgian State through the Ministry of Development Cooperation – expects a positive return on investment, but is not primarily interested in short-term profit maximisation.

BIO operations are not tied to the involvement of other Belgian institutions or companies in any particular project. BIO aims to be additional, in the sense that it should leverage private sector financing available.

Will go to:



Rwanda



Ethiopia



Kenya

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Fonny Theunis
Sales Manager
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Sector: Horticulture

We offer tailor-made biological control and pollination strategies for professional growers (in- and outdoor) all over the world. How do we do this? With a broad product range, extensive on the ground experience, and a passion for quality. Making the best of nature work for your business.

- Our solutions for natural crop care help growers achieve high yields of premium quality residue free produce.
- Our range of biocontrol products serves as the cornerstone of a successful integrated pest management strategy or helps you grow a successful organic crop.
- Our ever growing global presence means we have local knowledge about your crop and growing conditions. Natural crop care works best with tailor-made advice. From Biobest, naturally.

We supply our products through our large distributor network or our local subsidiaries in more than 55 countries.

We would like to meet ornamental growers (preferably covered crops), vegetable growers (preferably covered crops), horticultural suppliers (companies who supply horticultural technologies to growers), research centers for horticulture, authorities concerning import regulations.

Will go to:



Rwanda



Ethiopia



Kenya

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BNP PARIBAS
FORTIS

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Sector: Financial Institutions

In Belgium, BNP Paribas offers a full range of products and services through its three core businesses: Retail Banking, Corporate & Institutional Banking and Investment Solutions.

Retail Banking activities are covered by BNP Paribas Fortis through Retail & Private Banking (RBP) Belgium and Corporate & Public Bank, Belgium (CPBB). Together, they provide a comprehensive array of products and services to more than 3.6 million customers – individual consumers, entrepreneurs, companies, local public institutions and institutional customers.

BNP Paribas Fortis offers in-depth local market expertise in combination with international know-how via BNP Paribas' network in nearly 80 countries.

Will go to:



Kenya

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Sector: Consulting, Engineering

BOOSTCODE helps its clients to boost their competitive position by optimizing their entire worldwide supply chain (via management audit, lean/Six Sigma, solution design), and by enhancing their human capital (training, interim management and recruitment).

However, we go much wider and deeper than merely providing a consultant, organizing a training session or getting our partners to sign a recruitment contract. We provide an end-to-end revision of their supply chain that ranges from a strategic perspective to operational, field execution.

Our clients (among which GE Power Suply, DHL, GSK, Johnson & Johnson, IBA, Thalys, MSF, TETA, ...) appreciate the pragmatism , the flexibility and the professionalism of our senior experts .

Will go to:



Rwanda

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Martin Smis
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Sector: Automotive Sector - Trucks – Spare Parts

BRAEM NV, your partner in second-hand trucks and spare parts!

Braem NV is a worldwide specialist in the sales of trucks and truck spare parts. Since 1954 Braem NV has become a leading company in the truck sector. We are still a family owned company, employing more than 200 professionals.

With our own stock of +500 used trucks we are able to suit client's demands. We offer our clients the right vehicles at the best price, complete service and fast worldwide delivery. When you buy a truck at Braem NV, we arrange everything for you (e.g. loading extra goods or cars on your truck, modify your truck ...). You will get expert advice and quick service at the best price.

We have a range of over 40.000 different references of truck spare parts & aggregates (engines, gearbox, axles ...). We offer our clients the possibility to buy new or used spare parts.

For more information go to www.braem.com

Will go to:



Rwanda



Ethiopia

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Thomas De Beule
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Sector: Consulting, market research, trade representation, Export & Import

C&M Bvba, is a Belgian consulting group focusing inter alia on business development between Belgium and Africa.

Under the trading name “Corporate and Management”, C&M combines deep knowledge and experience of business, trade and investment in and out of the African continent.

In addition to market research and business brokerage for products and/or services in new markets, C&M is highly competent in introducing potential investors to the right partners.

We are a reliable partner in Africa as knowledge of the markets and culture is a must in Africa.

C&M is dedicated in providing the best service to assist companies expanding their network and market.

We are looking for export companies, associations...

Will go to:



Rwanda



Ethiopia



Kenya

CBL-ACP CHAMBER OF COMMERCE, INDUSTRY & AGRICULTURE

BELGIUM-LUXEMBOURG-AFRICA-CARIBBEAN-PACIFIC

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Maurice Vermeesch
Vice-Chairman & Head
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Sector: Chamber of Commerce

The Chamber founded in 1964, aims to facilitate and develop the commercial & trade relations between Belgium, Luxembourg and the African, Caribbean and Pacific countries through:

- organization of events (conference-luncheons/dinners, round tables, seminars, etc. ...) in honor of European VIP's and/or on the occasion of visits to Belgium of A.C.P. VIP's and/or commercial delegations from A.C.P. countries;
- organization of workshops discussing up-to-date subjects (financial, co-operation with NGO's, regional economic unions) where specific questions are treated;
- organization of trade missions to and from African countries;
- providing assistance to Belgian, Luxembourg and A.C.P. businessmen (economic aspects, commercial information) together with the help of the offices of the Chamber located in several countries;
- the publication of a monthly bulletin (urgent news, business proposals, tenders, projects), as well as a quarterly review and a commercial directory (every two years) and through our website.

The Chamber is member and has a seat on the board of the CREAC, the Belgian Reference Centre on Expertise for Central Africa, the CBL-ACP is also board member from the Federation of Chambers of Commerce and Industry of Belgium. Finally the Chamber is a very active member of EBCAM (the European Business Council for Africa and Mediterranean) working alongside other European member organizations. It serves as secretariat.

Will go to:



Rwanda



Ethiopia



Kenya

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Sectors: Specialist in laboratory instruments for grain, feed and food analysis

Specialist in laboratory instruments for grain, feed and food analysis.

Cereal Tester, founded in 1977, is specialized in the sales, installation and maintenance of laboratory instruments and analysis kits for agro-industry, and food industry.

We are exclusive distributors for leading manufacturing companies in countries such as Belgium, Luxemburg, Nordic countries, Maghreb and french-speaking African countries, and we are the one top belgian company providing, developing, and installing analysis and laboratory instruments for food and agro-industries.

Our experience and knowledge give us the possibility to offer our customers the latest technology instrumentation, so they can improve their quality control, process and production management, and to take profit of those important criterions.

Will go to:



Rwanda



Ethiopia



Kenya

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Sector: ICT Applied Research & Technology Transfer

CETIC is an applied research centre in the field of ICT located on the Aeropole of Charleroi, in the Walloon region, Belgium. Created in 2001, its mission is to support economic development by transferring the results of the most innovative research in ICT to companies, particularly SMEs. To achieve this mission, CETIC supports them to integrate these technological breakthroughs into their products, processes and services, enabling them to innovate faster, save time and money and develop new markets. Furthermore, CETIC also helps them to participate in international R&D collaboration projects.

Through active involvement in European and regional projects, CETIC develops its expertise in key technologies, including Big Data, Cloud Computing, the Internet of Things, software quality, and trust and security of IT systems. These innovations are applied in domains of primary importance to society, such as health, smart mobility, energy and industry.

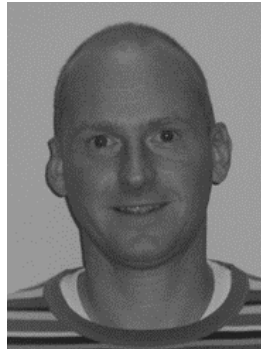
Will go to:



Rwanda

CLAYTON OF BELGIUM

Rijksweg 30
2880 Bornem
+32 (0) 3 890 57 00
www.clayton.be



Roel Vleminckx
Export Sales Manager
roel.vleminckx@clayton.be



Sector: Clayton manufactures steam generators and EGB's

The **Clayton Steam Generator** is a highly efficient, safe, compact and flexible steam boiler that can start up from cold in five minutes. The available standard sizes are from 100 kW to 20MW with pressures up to 200 barg. The Clayton Superheated Steam Generator has a maximum steam outlet temperature of 460 degrees centigrade. Clayton standard and custom designed steam systems can be supplied as a fully operational plant.

The Clayton **Heat Recovery Boilers** are developed to produce steam from the waste gasses of gas/diesel engines, small gas turbines, incinerators, ovens.

The advantages of Clayton Steam Systems are **energy saving (using less fuel)** and a very large number of the worlds forward looking companies and institutions that use steam in their production or processes already operate Clayton Steam Systems. Our customers include manufacturing companies, breweries, dairies, pharmaceutical companies, beverage companies, power stations, petrochemical companies, hospitals, shipping companies, aerospace, chemicals, textiles, automotive, electronics, food, horticultural, metal treatment, converting and many more.

References in Africa: Sonatrach Anadarko, Coca-Cola, Orangina, Schweppes, JTI Tobacco, Exxon, BAT, Unilever, Heineken, Castel, P&G, Tulip Cacao, Unibra ...

Always **looking for good agents/distributors**, to help the world saving fuel and money.

Will go to:



Rwanda



Ethiopia



Kenya

CLIMALIFE GALCO

Avenue Carton de Wiart,79
1090 Brussels
+ 32 (0)2 421.01.74.
www.climalife.dehon.com



Timmy Vanhoenacker
Area Sales Manager.
t.vanhoenacker@galco.be

Sector: Cooling fluids for refrigeration

CLIMALIFE Galco is the export subsidiary within the CLIMALIFE division of the family owned French-Belgian DEHON Group of companies.

For more than a century, CLIMALIFE has been Europe's specialist in cooling fluids for refrigeration and air conditioning. Its activeness and commitment in terms of quality and protecting the environment have also enabled it to gain cutting edge expertise in the field of heating and renewable energy.

CLIMALIFE Galco is one of the world's leading distributors of products for refrigeration, air-conditioning and heating installations. The company sells a complete range of refrigerants and chemicals such as lubricants, heat transfer fluids, cleaning products, etc.

Based in Belgium, CLIMALIFE Galco with its head office in Brussels and its filling operations in Belgium and China, is able to export to customers on 5 continents and more than 150 countries. Our package sizes range from disposable cylinders to ISO Bulk containers.

Will go to:



Ethiopia

Rue de la Légende, 63
4141 Sprimont
+32 4 253 22 24
balteau@cmigroupe.com
www.balteau.be



Robert Van Der Linden
Business Development
Director Africa
bob.vanderlinden@balteau.be



Sector: Environment

Balteau is an electromechanical engineering company mastering the design and construction of turnkey solutions in the fields of drinking water and waste water.

Using its mastery of the involved processes, Balteau develops the most suitable solutions for its clients by matching investment and operational costs.

Balteau has also developed expertise in electromechanical equipment of locks and dams and small hydropower systems (<10 MW), as well as biogas. Moreover, Balteau has expertise in the treatment of leachates originating from the industrial landfill centers and is also specialist in the water processes of the industrial sector.

Balteau can also offer different types of financing together with its turn-key solutions.

Balteau is part of CMI Group, a large Belgian engineering group with a global presence.

Will go to:



Rwanda



Ethiopia



Kenya

Rue des Déchanges, 15
5170 Profondeville
+32 (0) 8141 4630
www.conex-bel.eu.sitew.com



Jean-François Rossignol
Director
jfr@conex-bel.eu

Sector: Consulting firm, implementation of 3D modeling technologies

CONEX brings together experts specialized in the implementation of new technologies to collect field data for use in mapping applications and the creation of Geographic Information System. Two technologies are exploited:

1. The civil drone for high resolution aerial photographs, mapping and 3D modeling of sites from 1 to 15,000 ha. Activities sectors: mines, quarries, plantations and forest management, land use planning, hydroelectric power stations projects and new road and railway projects.
2. Mobile mapping (mobile cameras embedded in a land vehicle) for 3D modelling of roads or railways networks for inventory (equipment and levels of degradation) and the optimization of the management.

CONEX is looking for local private industrial partners interested in a transfer of technologies and methodologies.

The proposed partnership is based on win-win relation:

- The local partners have to invest to acquire the technologies for the data acquisition to be able to develop their local markets in an autonomous way.
- CONEX provide:
 - ♦ a technical and methodological support
 - ♦ an efficient datacenter for the data processing, editing of maps and integration of data in a GIS

Will go to:



Rwanda



Ethiopia



Kenya

Faesschehoeveweg, 1
3630 Maasmechelen
+32 (0)89 76 19 54
corese@skynet.be
www.corese.be



Ronny Homolka
Director

Sector: ICT

CORESE is an IT consulting and distributing company, founded in 2005. We deliver quality solutions at competitive prices. We are organized in 2 divisions:

CORESE IT Consultancy: Specialized in consulting (ITIL and Projects), our customers are banks , insurance, energy, and telecom companies and also governmental institutions (public transport, and education). We make your IT organization more efficient and deliver successful IT software and infrastructure projects to your organization, so that employees can work efficiently.

CORESE distribution: We distribute IT products (supplies, hardware and software) with a high quality at competitive sharp prices. Our Goal is a long time win-win relation with our clients by providing quality products at a competitive price and on-time delivery, so that your business can grow without the worry of IT and supplies.

CORESE distribution has also a range of LED light products where we provide energy saving light solutions for your company. (TL and bulb)

For the Rwanda mission we are looking for companies that are interested buying products and services from us, and build strong long time partnerships.

We are looking forward to meet you in November in **Rwanda**.

Will go to:



Rwanda

COVERITE SPRL (COVERSYS)

Rue de la Posterie, 23
5030 Gembloux
+32 (0) 493 289 103
admin@coversys.com
www.coversys.com



Audace Ikuzo
Marketing Manager
audace.ikuzo@coversys.com



Sectors: Construction, Roofing

We are a manufacturer of steel roof tiles (size 1140x404mm) based in Belgium.

Coversys' well established brand is synonymous with high quality steel roof tiles in Europe and Africa. Coversys has a unique manufacturing process and uses only top quality steel and paint which have been developed and 'blended' together to produce a homogenous high quality powder coated steel roof tile.

Our 'signature' the "SIERRA" or Mediterranean is renowned for its strength, quality and appearance and is probably one of our key differentiator in this steel tile market. Also the "ALPHA" or Slate Tile is unique in the market and allows lower pitch roofing up to 7°.

The company's environmental credentials in the manufacturing process are exceptional as we have no steel off cuts and our powder coating technology allows us to keep our production simple and very energy efficient. This manufacturing process also provides us the benefits of low overheads and high volume turnover.

Will go to:



Rwanda

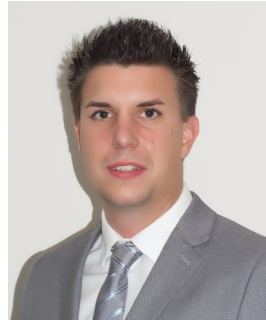


Ethiopia



Kenya

Zone Industrielle, 2^{ème} Rue
6040 Jumet
+32 (0) 71 37 22 20
info@daxi.be
www.daxi.be



Christophe Nilsson
Sales Advisor
c.nilsson@daxi.be



Sector: Railway

For more than 20 years, Daxi SA has been providing various railway equipment and services.

In the railway field, the company manages studies and design projects in order to adapt industrial rolling stock or track material. Each analysis is dictated by the specific needs of the customers.

Daxi SA is also specialized in the trade of new or reconditioned railway material:

- Track material: rails, turnouts, fastenings, sleepers, switch operating boxes, road crossings, expansion joints, as well as their related tools.
- Rolling stock: rail tankers, ore coaches, ballast wagons, flat wagons, passenger coaches, locomotives, shunting vehicles, rail-road multi-purpose vehicles etc., and their spare parts and maintenance equipment.

Will go to:



Ethiopia



Kenya

Haven 1025 - Scheldedijk, 30
2070 Zwijndrecht
+32 (0) 3 250 52 60
info@deme.be
www.deme-group.com



Steven De Nijs
Area Manager South & East Africa
de.nijs.steven@deme-group.com



Sector: Dredging, Environmental & Marine Engineering

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

DEME has always seen, and still sees, Africa as one of its most important markets in the world. This shows in our many projects along the African Coastline based for example in Guinea, Ivory Coast, Ghana, Togo, Benin, Nigeria, Angola, South Africa and La Reunion. Best current examples are our EKO Atlantico City project in Nigeria and the Durban deepening and widening project in South Africa. For all our Africa based projects, we can always count on the support of one of our local offices in Ghana, Mozambique or Nigeria.

DEME's vision is to create land for a sustainable future. We care a great deal about the health, safety and security of our people and assets, the wellbeing of all those contributing to or affected by our operations, and the environments in which we operate. In line with our ambition, the Group is committed to conducting its business with the highest personal and professional, ethical and moral standards. After all the requirements of our customers, both external and internal, are at the heart of everything we do.

Will go to:



Kenya

Rue Point du Jour, 3
5376 Miécrot
+32 (0) 8363 6130
info@drivenby.be
www.drivenby.be



Carl Deroanne
CEO
c.deroanne@drivenby.be

Sector: Acquisition Service Geographic Information

DrivenBy is specialized in geo-information acquisition based on state of the art technologies. Thanks to our experience, internal and external capacity through long terms trusted partners, we offer to our clients in both private and public organizations located around the world the following products and services:

- **Mobile Mapping:** As official reseller of a unique portable solution, we can deploy the technology in East Africa, survey your road, water and railways, or transfer our know-how to local partners and clients;
- **Aerial Survey:** As consultant for one of the largest European aerial survey company, we can mobilize in East Africa aircrafts equipped with the latest sensors (vertical and oblique digital imagery, LiDAR, etc.);
- **Global Navigation Satellite System:** As operator of a RTK GNSS corrections service in Europe, we can advise and assist in the development of accurate reference network in East Africa.

Will go to:



Ethiopia



Kenya

Vluchtenburgstraat, 11
2630 Aartselaar
+32 3 827 34 22
info@dsg-belgium.com
www.dsg-world.com



Henri De Ceulaer
Technical Consultant
henri.DC@gens-world.com

Sector: Industrial electricity

Founded in 1996 and headquartered in Belgium, DSG has developed a reputation as a highly respected electrical contractor specializing in High, Middle and Low voltage.

Our extensive experience makes us eminently suited as a partner of choice to handle all stages, from engineering, designing, manufacturing, implementing innovative solutions and state of the art technologies through installation and operating of complex projects.

Power Generation: Conventional (LFO; HFO; Gas; Coal) & Renewable Energy (Hydro; Solar; Wind; Bio-Mass)

Sub-Stations up to 400 kV: Fix; Semi-mobile (containers) & Mobile

Distribution: transformers; LV-MV & HV panelboards; Transmission Lines

Upgrade and rehabilitation of existing Power Plants Sub-stations or distribution network.

Operation & Maintenance (O&M) provider.

Will go to:



Rwanda



Ethiopia



Kenya

St. Bernardsesteenweg, 639
2660 Antwerpen
+32 (0) 3 294 69 87
info@eco-freeze.com
www.eco-freeze.com



Tony De Blick
Director
tdeblick@eco-freeze.com

Sector: Refrigeration

Production of aerosols with natural ecologic refrigeration gas (hydrocarbon) and maintenance products for refrigeration systems.

Our gas ECO FREEZE and maintenance products are used in air conditionings, refrigerators, freezers and automotive air-conditioning systems.

ECO FREEZE are natural organic gases which are not made by synthesis, but simply by physical process. Does not pollute water or the soil and don't cause acid rain, they are not toxic and cause no carcinogenic effects.

- Ozon destruction potential (ODP) = zéro
- Global warming potential: negligible, eco freeze is compatible with all materials used in the refrigeration equipment: all seals and lubricant oils.
- Our gases are available at cheaper prices than the CFC –HCFC and HFC and other replacements.
- They also are very effective, up to 40% less energy consumption.

We are looking for distributors of refrigeration equipment, which are selling refrigeration gases and all tools and accessories for the refrigeration sector.

Will go to:



Rwanda



Ethiopia



Kenya

Rue des Spinettes, 7
4140 Sprimont
+32 (0) 4 382 44 00
info@eloywater.com
www.eloywater.com



Dominique Chibel
Regional Sales Director
d.chibel@eloywater.com

Sector: Waste water treatment

The Belgian company Eloy Water has been in business since 1965 and specializes in the treatment and/or reuse of domestic wastewater from the single domestic dwelling to medium size communities up to 2000 persons (houses, hotels, commercial buildings, condominiums, schools, churches, mining camps, etc.)

The philosophy of Eloy Water can be summarized by this simple sentence:

“We develop the simplest solution for your complex issue”

Why working with Eloy Water?

- Standard wastewater treatment plants from 5 to 2000 persons – a solution for every project
- Easy installation and very low maintenance
- More than 25.000 installations across the world.
- We adapt our products to your local needs
- We help you from the beginning to the end of your project

Will go to:



Ethiopia



Kenya

Avenue Pasteur, 21
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+32 (0) 1084 2293
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www.euroconsultants-group.com



Sabine Laruelle
Vice-Présidente B21
s.laruelle@euroconsultants.be



Sector: Consultancy

Co-operating with project funders

Euro Consultants Group has taken up a broad range of activities in development aid which are financed by important project funders. The group is active in some thirty countries. When working on development projects and providing technical guidance, Euro Consultants is able to rely on its internal specialists (vets, agricultural engineers, MD's), in addition to its team of project and backstopping managers.

Our range of activities in agri-food and quality:

- Extending institutional capacity in sanitary and phytosanitary measures (SPS);
- Supporting quality infrastructures and conformity assessment authorities;
- Implementing management systems;
- Implementing food safety management systems;
- Expertise and advice in agriculture;
- Development aid for nutrition and food sovereignty projects;
- Development aid for the food industry (including SME's).

For over 15 years, Euro Consultants has been maintaining relationships with project funders, – among which the European Commission, ONUDO, the World Bank, Gouvernements, national administrations – within the framework of its development aid activities.

Will go to:



Rwanda

EVS BROADCAST EQUIPMENT

Rue Bois Saint-Jean, 13
4102 Seraing
+32 (0) 436 170 64
sales@evs.com
www.evs.com



Mohammed Bouita
VP Sales Middle East &
Northern Africa
m.bouita@evs.com

Sectors: Manufacturer - Broadcast

EVS provides its customers with reliable and innovative technology to enable the production of live, enriched video programming, allowing them to work more efficiently and boost their revenue streams.

Its industry-leading broadcast and media production systems are used by broadcasters, production companies, post-production facilities, film studios, content owners and archive libraries around the globe. It spans four key markets – Sports, Entertainment, News and Media.

Founded in 1994, its innovative Live Slow Motion system revolutionised live broadcasting. Its reliable and integrated tapeless solutions, based around its marketleading XT server range, are now widely used to deliver live productions worldwide. Today, it continues to develop practical innovations, such as its C-Cast second-screen delivery platform, to help customers maximise the value of their media content.

Will go to:



Ethiopia

Rue du Commerce, 19
1400 Nivelles
+32 (0) 6788 80 30
info@be.gantry.com
www.gantrex.com



Damien Nizery
Area Sales Manager
damien.nizery@be.gantry.com
Will go to:



Ethiopia



Nicolas Seldrum
Area Sales Manager
nicolas.seldrum@be.gantry.com
Will go to:



Kenya

Sector: Crane Rail

GANTREX S.A. is a Belgian company (ISO 9001 certified) comprising a number of key subsidiaries worldwide.

GANTREX designs, manufactures and installs turnkey solutions for rail tracks from engineering to installation. Our solution is based on rail mounting systems for cranes, overhead cranes, transfer cranes and also for multimodal platforms, maintenance halls, railway infrastructures, concrete embedded railways, ...

GANTREX continuously develops new and improved products such as the latest range of new RailLokTM line of rail clips and pad with features which address today's crane runway needs.

Autobaan, 22.01.01
8210 Loppem
+32 (0) 50 54 64 44
mail.belgium@globalwe.com
www.globalwaterengineering.com



Davide Zatti
Area Sales Manager
+31 (0) 625 294 813
davide.zatti@globalwe.com

Sector: Industrial Wastewater Treatment – Biogas Production

Global Water Engineering or GWE, is a one of the world market leader specialized in industrial wastewater treatment, primary water treatment, water recycling, digestion of biomass, sludge and slurries, biogas production and use.

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

Our technology is successfully applied to a high number of industrial process, like:

- Beer & Beverages production
- Food Processing & Canning Industry
- Snack, confectionary & Dairy
- Agro Processing Industries
- Fermentation Industries
- Pulp & Paper

GWE's expertise in high solids slurry digestion extends to various types of substrates:

- Food: food and organic waste, wet or dry, e.g. tapioca pulp from starch or ethanol factories.
- High TSS sludge and industrial slurries – waste from fish canning, dairy, bioethanol industry.
- Animal waste & manure.
- Agricultural: energy crops.

Will go to:



Rwanda



Ethiopia



Kenya

Pegasuslaan, 5
1831 Diegem
+32 (0)498 61 08 33
info@green-crossroads.com
www.green-crossroads.com



Thomas Poelmans
Managing Director
thomas@green-crossroads.com



Sector: Consultancy, Environment, Renewable energy

Green Crossroads offers business development and project management support to businesses and nonprofit organizations involved in sustainable ventures in Africa.

We share your dream for sustainable entrepreneurship with benefits to people, planet and profits.

We think with and work alongside of you, developing your business case or supporting the implementation of your project. We are your eyes and ears operating in unknown territory, offering experience with achieving results in highly complex environments, using our extensive network of reputable local and international partners.

www.green-crossroads.com

Generate Green offers innovative renewable energy solutions globally by combining high quality products, supporting installation and maintenance services and financing solutions. For Africa our product offer consists of LED lighting, containerized micro-hydroplants and containerized micro-windfarms.

www.generategreen.be

We are looking for:

- European companies with existing or planned activities in Africa (Green Crossroads).
- Local SMEs/NGOs for micro hydropower plants and micro wind farms (Generate Green)

Will go to:



Rwanda



Ethiopia



Kenya

INTERNATIONAL DUTY FREE GROUP - IDF

Jonathan Mommer
General Manager
International Duty Free Kenya Limited
+254 705 806 846
mommer@idf-kenya.com

Nicolas Van Brandt
Chief Executive Officer
International Duty Free
www.idf-dutyfree.com



Sector: Retail operator

International Duty Free Group ("IDF"), owned by the Belgian holding company Compagnie Nationale à Portefeuille (controlled by the Belgian entrepreneur Albert Frère and his family) is an Airport Travel Retail and Duty Free operator. Our activities are structured as follows:

International Duty Free Belgium ("IDF Belgium"; former "Belgian Sky Shops"), operating the Brussels Airport since 1958 and Brussels-South Charleroi Airport since 2002: 2nd oldest Duty Free operator in the world, right after the ARI Company that opened the first ever created Duty Free shop at Shannon Airport (Ireland), back in 1947; Operating >8,000 sqm of retail surface; Selling the typical Duty Free categories (Alcohol, Tobacco, Perfumes & Cosmetics) as well as Chocolate, Jewellery & Watches, Textile & Leather Goods, Fine Food / Gourmet, Sunglasses and Toys, Souvenirs, etc.; Exclusive agreement with well-known international brands (including luxury brands); Recently refurbished Terminal A at Brussels Airport (> 3,000 sqm) incorporating both the "walk-through" and specialist stores concepts (e.g. Epicure, a specialised wine and fine food concept).

Terminal B at Brussels Airport (> 3,000 sqm) will be refurbished based on similar concepts in 2016 International Duty Free Kenya ("IDF Kenya"), operating the United Nations ("UN") Commissary at the United Nations Office at Nairobi ("UNON") since May 2015:

> 1,000 sqm Duty Free shop located within the UN Compound in Nairobi, accessible to all UN Staff and the wide; Diplomatic Community based in Nairobi; Leveraging the expertise and know-how of IDF Belgium; Walk-through concept; Likely the most beautiful Duty Free shop in Africa!; Recently opened (entire refurbishment works performed in 3 months only!).

The Belgian Chocolate House ("TBCH"):

With > 860 tons of Chocolate sold annually through IDF Belgium only, IDF is the largest Point of Sale ("POS") of Chocolate in the world.

Concept (trademark) developed especially for Chocolate sale; Focus on 3 top Belgian brands, i.e. Godiva, Neuhaus and Corné Port-Royal; Leveraging on the reputation of Belgian Chocolate in the world (the best!) and our expertise thanks to preferred long-lasting relationships with suppliers; Shop performance unrivalled by any competitor.

We are currently expanding internationally (several projects are being investigated worldwide) and East-Africa is at the heart of our expansion strategy (as demonstrated by the recent opening of the UN Commissary at UNON). We are targeting new airports and dedicated Duty Free shops for the UN, Diplomats and similar communities.

Will go to:



Kenya

Grand Enclos, 25
4180 Fairon
+32 (0) 475 532203
If_tech@outlook.be



Luc Galler
Manager

Sector: Freezing industry

The compagny specializes in the baking equipment for 40 years. Commercial refrigeration and freezing especially in hot countries. We have some references in Africa, North Africa and Asia. In Kigali, we have provided a complete unit and place of manufacture of various products, with rotary kiln and floors. Of cold rooms, freezer and freezer, all the HACCP standards.

Will go to:



Rwanda

JEAN-PIERRE JACQUES

Mont Saint-Martin, 74
4000 Liège
+32 (0) 4221 1160
jp.jacques@avocat.be
www.jeanpierrejacques.be



Jean-Pierre Jacques
Manager

 **Jean-Pierre Jacques**
Expert en droit international privé
Avocat et formateur

Sector: Law

As lawyer member of both the Liege Bar and the Rwanda Bar Association I develop a solid experience in contract negotiation and litigation for 16 years. I help small business enterprise in exportation and preparing to international sell of goods. Specialised in Private International Law I build up a network of lawyers in Europe as well in Africa to help private entrepreneurs in developing their business in safe and secure legal context.

Will go to:



Rwanda

Green Park, 102
7000 Mons
+32 (0) 473 115 916
jsm.consult@outlook.com



Julien Stany Mukuraringa
Owner
jsmukuraringa@gmail.com

Sector: Business Consulting

International business specialist, I provide consultancy activities for export to the European enterprises but also multicultural management of human resources (as expert in International and multucultural Management).

Specialist in the East Africa region (I am a native and have a very rich and influential network in that) I helped at least seven European companies (including 2 Walloon) to do business with Rwanda and Uganda in 2015.

I can bring a true added value to the prospective action of the Walloon and Brussels' companies wishing to explore this market

Will go to:



Rwanda

Avenue du Port, 12
1080 Brussels
+32 (0)2 429 2351
www.kbc.com



Wouter Gellynck
Senior Relationship Manager Africa
Financial Institution Group

Sector: Financial Institutions

KBC Group is an integrated bank-insurance group, catering mainly for retail, private banking, SME and midcap clients. Geographically, we focus on our core markets of Belgium (KBC and CBC), the Czech Republic (CSOB), Slovakia (CSOB), Hungary (K&H) and Bulgaria (CIBANK).

We are also present in Ireland and, to a limited extent, in several other countries to support corporate clients from our core markets.

The origin of KBC Group dates back to the merger in 1998 between 3 Belgian financial institutions. The group serves some 12 million customers and employs around 37000 people.

KBC is active in the field of commercial banking, corporate finance, leasing, factoring, trade finance, treasury services, international payments, international cash management, re-insurance, insurance brokerage, in Belgium and Central Europe.

Proudly awarded “Best Trade Finance Provider for 2015” in Belgium and in the Slovak Republic by Global Finance.

Will go to:



Ethiopia



Kenya

LIEGE AIRPORT

Building, 50
4460 Grâce-Hollogne
+32 (0) 4235 8918
info@liegeairport.com
www.liegeairport.com



Eric Gysen
Cargo Sales Manager
egy@liegeairport.com

Sector: Airport, Aviation

Very strategically located, in the heart of all major European markets and always available: H24/7 - No curfew - No Slot Limitations.

LIEGE AIRPORT provides specialized infrastructure and services to the cargo community and offers full flexibility, cost reduction and close partnership. Liege Airport is focussed on freighter operations and specialised in express, pharmaceuticals, live animals, perishables and outsized cargo. A growing number of freighter operators offer daily global maindeck capacity on scheduled and charter basis.

Will go to:



Ethiopia



Kenya

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contact@machiels.com
www.machiels.com



Hendrik Schoebrechts
International Division
Hendrik.Schoebrechts@machiels.com

Sector: Environmental & Real Estate

Group Machiels is a third generation family owned company headquartered at Hasselt, Belgium.

As a firm believer of sustainable business, the Group makes a major contribution to the sustainable management of materials, energy and infrastructure. Renewable energy activities involve waste management through operating landfills in Belgium and Chile and the operation of solar and wind parks.

In our real estate business, we offer low-energy buildings to logistics centers and major players like DHL. Traditional housing construction in Chile and real estate project development in Eastern Europe also belong to the portfolio of our activities.

Given the activities in renewable energy and biomass, a major focus in 2007/2008, Group Machiels ventured into Ethiopia to set up a biomass operation to grow Jatropha and Castor. With the purpose to produce oil from these fruits, prevailing growing conditions quickly decided against the project.

As an alternative the opportunity presented itself to start growing fruit and vegetables on the Farm, which the Farm has been doing since 2010.

Will go to:



Ethiopia

MAKOA - EXPORT DROGISTERY-COSMETICS-HYGIENE

Brandstraat,16
9830 Sint-Martens-Latem



Fabian Tondreau
General Manager
fabian.tondreau@makoa.be

Sector: Export of consumer products for household and personal hygiene mainly

What offers Makoa?

A wide choice...: more than 1.500 different items stored in a warehouse of 10,000 m².

Of branded...: Pampers, Ariel, Dash, OralB, Duracell, Persil, Dixan, Soupline, Axe, Sanex, Fa, Diadermine, Gillette, etc. coming directly from the major manufacturers (Procter & Gamble, Unilever, Henkel, Colgate-Palmolive, Beiersdorf, etc.).

Products...: deodorants, air fresheners, candles, razors, shower gels, products for the hand dishwash, aftershaves, detergents, fabric softeners, diapers, perfumes, etc.

At reduced prices...: inventory drawdowns or discontinued items.

For dealers in the secondary market (hypermarkets, supermarkets, discount stores, discount department stores, wholesalers) **or tertiary market** (small independent stores).

Languages of the products?

Mainly FR and ENG, but also SPA, ITA, POR, and others.

Logistics?

We are **flexible**: we can complete your container with other suppliers or partners if necessary and with a possible order of only one box per article.

Prices are ex-works but we offer a full logistic service with the loading of your container on pallet or by hand, as well as the insurance and the transport FOB or CIF.

Will go to:



Rwanda



Ethiopia



Kenya

Wellingstraat, 105
8730 Beernem
info@ministryofsolar.com
www.ministryofsolar.com



Benoit Stroobandt
CEO
Benoit.stroobandt@ministryofsolar.com

Sector: Renewable Energy

Ministry of Solar is specialized in photovoltaic solar panel projects for large consumers of electricity (enterprises, new housing developments, communities, mining, governments and farms) offering turn-key:

- Rooftop and ground-mounted photovoltaic systems
- Hybrid solar-diesel generator systems
- On- and off-grid solar photovoltaic systems
- Solar systems with environmental friendly maintenance free batteries
- Solar streetlights with environmental friendly maintenance free batteries (with life expectancy of 10 years+)
- Industrial size solar cold-storage systems (freezers and refrigerated warehouses entirely on solar power)
- Hybrid 2-in-1 hot water + electricity panels (for large consumers of hot water)

Our service includes engineering, logistics, installation and maintenance of state-of-the-art photovoltaic plants. We also offer DIY containerized solutions with or without commissioning.

With our worldwide monitoring system, we can follow all our installations. For smaller projects we work together with local maintenance companies. For larger projects, we set up office in the country to facilitate the maintenance.

Will go to:



Rwanda



Ethiopia



Kenya

Route de Liers, 142b
4041 Milmort
+32 (0) 4 257 9170
info@neo-tech.be
www.neo-tech.be



Thomas Nikas
General Manager
thomas.nikas@neo-tech.be



Sector: Educational and scientific supplies and Equipment

Supply of high quality equipments adapted the real needs regarding to the training programs and the current technologies.

Receipt, installation, commissioning of the equipments with the training of the users and the technicians responsible for maintenance.

Will go to:



Rwanda

Industrielaan, 5D
2250 Olen
+32 14 25 76 40
info@novatio.com
www.novatio.be/en/products



Willy Eping
Senior executive council Head
of business for Africa

Sector: Adhesives/sealants/lubricants/additives

Novatio, was founded in 1978 as a Belgian innovator, specialized in products and solutions for technical maintenance, repair and production. They are active in 16 countries worldwide. .

Worldwide we work with distributors which dispose of the preferred sales rights within their region.

They are supported by the proven Novatio Marketing Concept, a package of sales support, training and POS-materials.

Today the customer can choose over 250 different products and tools in 10 categories:

- Adhesives and sealing agents/Cleaners and degreasers/Mortars and coatings;
- Lubricants/additives;
- Surface treatment and protection/safety and protection;
- Tapes/tools/electric and non-electric connections.

Will go to:



Kenya

OVERSEAS MARITIME TRANSPORT (O.M.T.)

Brouwersvliet 33, 5th Floor
2000 Antwerpen
+32 (0) 3 203 57 22
info@omt.be
www.omt.be



Hans Van Hoorick
Line Manager Ethiopian Shipping &
Logistics Services Enterprise
hans.vanhoorick@omt.be

Sector: Shipping Agency

Overseas Maritime Transport (O.M.T.) N.V. was founded in 1993 by several shipping 'oriented' people who have been active in the shipping business for many years.

Meanwhile, O.M.T. represents many major market leaders in the conventional and containerized business. One of these carriers is the flag carrier of Ethiopia, The Ethiopian Shipping and Logistics Service Enterprise. As we represent this carrier for many years now, we are well known with all shipping and logistics to and from Ethiopia.

Our mission as a company is to convince and prove to your team you are working with a reliable and adequate shipping partner.

Will go to:



Ethiopia

PERIACTES BROADCAST SOLUTIONS

Avenue de l'hippodrome, 147
1050 Brussels
+32 (0)2 649 80 89
all@periactes.com
www.periactes.com



Kobe Vaes
International Sales Manager
kobe@periactes.com



Sector: Broadcast and professional audio/video equipment

Located at the centre of Europe, Periactes has been distributing and installing broadcast equipments for more than 15 years. Its well-established relationships with the world's leading manufacturers and key partners enable the company to successfully deliver innovative workflows tailored to the needs of the Television, Radio and Film industries. Periactes' whole team is committed to provide sound advices as well as high-quality support, and to secure long-term relationships with customers.

Our project management and coping skills as well as our flexibility ensure smooth system deployments. We stand by your side during the whole duration of your project and well after to help you achieve your goals. Our personalized assistance is recognized in the market for its timeliness and efficiency. We are committed to provide exemplary client service through in-depth expertise and strong relationships with manufacturers and solution providers.

Will go to:



Rwanda



Ethiopia



Kenya

Rue d'Andenne, 38
1060 Brussels
+32 (0)2 201 338 46
www.phdvarchitecture.be
info@phdvarchitecte.be

phdvarchitecture



Philibert De Viron
Architect
phdeviron@gmail.com

Sector: Architect

PHDVARCHITECTURE was established in 2008, in Brussels, by architect Philibert de Viron. The objective of the firm is above all to position architecture as a means to influence and spawn lifestyles because we consider that architecture has a certain responsibility in our everyday habits. We provide a type of architecture that regenerates the link between nature, the built environment and people.

Our objective: creation of a Rwandan branch of PHDV (initially a virtual office) to follow ongoing projects; develop new synergies and projects and contribute to the urban development of the country, offer our expertise, knowledge and services. And take part of the upcoming opening of the school of architecture of Kigali, we are currently in talks for the realisation of a "Lodge/ tourist complex" project in the western part of Rwanda on the shores of the lake Kivu. We will have to go on the spot to set up and launch the projet.

Will go to:



Rwanda

Rue Joseph Wauters, 144
4480 Engis
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contact@prayon.be
www.prayon.be



Julien Frederich
Strategic intelligence & Marketing Intern
Julien.frederich@gmail.com

Sector: Chemicals (phosphates)

Prayon is one of the world leaders in the production of purified phosphoric acid and specialty phosphates. The company manufactures an large range of phosphate and fluorine products. These products are used as raw materials and/or ingredients in many applications of daily life. They can be found in food applications, industrial applications, fertilizers and other applications such as toothpastes and pharmaceuticals.

The sectors that are particularly interesting in the scope of this trade mission are:

- Food applications: industrial baking, processed cheese, dairy products, processed meat, processed fish and sea-food, beverages (cola drinks, wines, beers, fruit juices), treatment of edible oil;
- Technical applications: water treatment, detergency;
- Horticulture: water-soluble fertilizers for the culture of flowers, vegetables, fruits, ... (with drip irrigation);
- Oral care products.

Will go to:



Ethiopia



Kenya

Martelarenlaan, 12 bus 0102
3010 Kessel-Lo
+251 929 48 16 58



Koen Vermeersch
Partner, Investment and Management
koenjhvermeersch@gmail.com

Sector: Investment Fund

We are an investment fund in Real Estate, Agri-Food Processing and Tourism.

We are looking for contacts at Minister level of urban planning, agriculture and tourism.

Will go to:



Ethiopia

REM-B

Rouwbergskens, 5
2340 Beerse
+32 (0) 14 62 28 60
sales@remb.be
www.remb.be



Philip Van Vaerenbergh
Export sales manager
Philip.vanvaerenbergh@remb.be

Sector: Machinery

REM-B HYDRAULICS is specialized in the following fields:

- Sales of entire components and spare parts;
- Sales, rental and calibration of High-Force Tools;
- Repair of all hydraulic equipment;
- Maintenance, servicing and monitoring;
- Projects, group building, auditing and filtration.

With 30 years of experience, REM-B HYDRAULICS guarantees an unparalleled technological expertise and knowledge of the hydraulic market.

REM-B HYDRAULICS focuses on premium brands: BOSCH REXROTH, EATON VICKERS, ENERPAC, HYDAC, KAWASAKI, PARKER, LINDE, POCLAIN & SAUER DANFOSS. In 2014 we have started a local African subsidiary, providing hydraulic service and repair in Ghana: REM-B HYDRAULICS West Africa Ltd. and are interested in a similar project in Kenya.

Will go to:



Kenya

Nijverheidsstraat,13
8740 Pittem
+32 (0)51 46 75 51
rentec@rentec.be
www.rentec.be



Tom Verschuere
CEO
tom.verschuere@rentec.be

Sector: Recycling / Palm oil

For the AFRICAN **WASTE** MANAGEMENT INDUSTRY:

We MANUFACTURE heavy duty '**DINOSAURUS**' waste shredders and '**ECO-BOX**' containerised mini sorting and transfer stations for mixed MSW. Our machinery is designed for a de-centralised approach of waste management, in which smaller units are operating close to the points of collection.

For the AFRICAN PALM OIL INDUSTRY:

We MANUFACTURE and COMMISSION palm oil "**MODULAR**" mini mills that are pre-assembled in container modules and shipped to Sub-Saharan Africa. On-site, our crew installs, commissions and trains the customer's staff during several weeks. Our technology transforms fresh fruit bunches (FFB) into top grade crude palm oil (CPO) for local markets or export.

We look for:

- Waste collection and transport companies
- Start-up palm oil plantations
- Agents and partners

Will go to:



Rwanda

ROAM TECHNOLOGY

Geleenlaan, 24
3600 GENK
+32 (0) 89 44 00 42
info@roamtechnology.com
www.huwasan.com



Jozef Roebben
CEO – Owner
Jos.Roebben@roamtechnology.com



Tom Vermeulen
General Manager
Tom.Vermeulen@roamtechnology.com

Sector: Desinfectants

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

Huwa-San is a safe, odorless and long lasting disinfectant solution for applications in; Agriculture, Veterinary industry, Food & Beverage industry, Public and private swimming pools and even for disinfecting drinking water (municipal systems).

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

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

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

Will go to:



Ethiopia



Kenya

Straatsburgdok Noordkaai, 33/7
2030 Antwerpen
+32 (0)3 206 91 41
g.claes@robema.be
www.robema.be



YOU NAME IT, **WE SHIP IT!**



Gerd Claes
Commercial Manager
g.claes@robema.be



Wijnand Molijn
Director Business Development
w.molijn@robema.be

Sector: Transport & Logistics

Robema nv Antwerp is an independent privately held company and is operating as an international forwarder and shipbroker, ideally located in one of the world's largest ports.

Over the years, we have built a very strong reputation in shipping, forwarding, distribution and international logistics with an extensive network in East-Africa.

Our long-term expertise covers every aspect of transportation, including breakbulk, heavy lift, out-of-gauge projects, RORO, fcl as well as lcl shipments for both import and export.

Our experience in the transport business enables us to design creative ocean, air and surface transportation programs, which are covering your idea of executing the job.

We are a recognized member of the Belgian Forwarders Association.

Will go to:



Rwanda



Ethiopia



Kenya

Avenue Minerve, 29/39
1190 Brussels
+32 (0)475 70 88 66
www.sargo.be



Yves Goldblatt
CEO
yves.goldblatt@sargo.be

Sector: Technology in Environmental protection

In existence since 1992, SARGO is a company specializing in the distribution of environment-friendly fine chemicals. It focuses in particular on products that prevent and eliminate bad and offensive odours – ENVIRO-CHEM Cx - and on biodegradable multi-purpose degreaser – OILGON.

ENVIRO-CHEM is aimed at preventing odours in sludge and water from wastewater stations, landfills, composting sites, sewage systems, containers, used kieselgur, used animal litter, poultry, pigs and cattle blood, car-wash... It also works on household uses such as food wastes and soiled diapers.

HYDRODOR XC is an anti-odor neutralizing agent to nebulize in the air, perfect for soli waste application such as landfill. OILGON is a fully biodegradable non-flammable non-toxic degreaser that is used wherever oils, greases, soot and carbon black are difficult to get rid of. So far, it is the sole product that allows a complete cleaning of carbon black

OILGON AV is an interior cleaning agent for use in AVIATION – Certified Boeing D6-7127 SARGO is looking for contacts with public sector, responsible for sewage treatment and company active with airlines cleaning.

Will go to:



Ethiopia

SCE-SILO CONSTRUCTION & ENGINEERING

Industrielaan, 17 a
8810 Lichtervelde
+32 (0) 51 72 31 28
info@sce.be
www.sce.be



Andy Vanparys
Managing Director
andy.vanparys@sce.be



Oliver Schoenmakers
Account Manager Middle East & Africa
oliver.schoenmakers@sce.be

Sector: Agro-industry

SCE, Silo Construction & Engineering, of Belgium is a worldwide partner and specialist in design, production and assembly of rectangular modular process silos.

The modular SCE bins are innovative, compact and fast to assemble. Our short lead times are the result of our experience in project management: in-house engineering, a well-keened production process and care for quality.

SCE earned its merits in the animal feed industry and has successfully expanded to other sectors, such as the production of flour milling, pet food, aqua feed, rice, coffee and cocoa. SCE has built modular square bins all over the world.

Beside the provision of rectangular silos, SCE is an independent expert in providing steel building solutions for the above mentioned industries. Our wide range of expertise (and close contact to machine suppliers) in this field will add value to the owner of the provided plant. Our buildings consist of structural steel and rectangular silos, all in full accordance to the needs of our customers. It is our highest target to develop the project together with our customers and its related machine suppliers.

Will go to:



Kenya

BHC Building (Kacyiru)
RWA +250 788 314 566
BEL +32 (0) 478 551 798



Gilles Barchman
CEO
g.barchman@gmail.com

Sector: Financial support

SMGF (Société mutuelle de garantie et de financement) has been erected in 2008 by a belgian NGO named AQUADEV. Its mission was to structure and give support to microfinance institutions. The support was expressed on the side of improving the management tools (capacity building) and on the side of financial modalities (first guarantee and later loans). The project was really successful and the sector has rapidly evolve professionally and the impacts were very high.

In 2014, when AQUADEV went out, SMGF decided to expand and share its experience and skills towards the small and medium enterprises. In that perspective, SMGF got in January of this year the license from National Bank of Rwanda to provide loans and guarantees to the SMEs.

Since then, SMGF has begun to diversify its activities. The first key achievement was to restart a wheat mill factory in the southern province, that was stopped since 2009. Now the factory is running and will process very soon its full nominal capacity of 5 tons/day of local wheat. SMGF contracted cooperatives to provide the wheat, and the flour is sold locally as well, in between Huye and Bukavu.

Another project that SMGF recently started is the production of spirulina. This algae is key to solve the problem of malnutrition in Rwanda. The Ministry of Health assessed the annual need around 100 tons. The project, in the first stage, will produce 5 tons/year.

SMGF mission is to support rwandese entrepreneur and strengthen industries / companies by providing them not only financial support but capacities, tools and close managerial skills. The sectors SMGF targets are in the agro-industry and energy.

SMGF is convinced that Rwanda is full of entrepreneurs who have ideas, projects, energy, but sometimes they lack a little something to realize their dream and make it a reality.

SMGF wants to be the catalyst that allows these entrepreneurs to create and develop exciting business, becoming champions in their industry and in their market.

Will go to:



Rwanda

Everdongenlaan, 18-20
2300 Turnhout
+32 14 42 42 31
+32 14 43 51 96
info@soudal.com
www.soudal.com



Filiep Vanassche
Export Account Manager
vanassche@soudal.com

Sector: Chemical - Expert in Sealants, Foams and Adhesives

SOUDAL is a global manufacturer of sealants, polyurethane foams, adhesives, automotive products and various other chemical construction specialties. SOUDAL is active in construction, retail and industry.

SOUDAL, established in 1966, is still a 100% Belgian family company headed by founder Vic Swerts. 2014 was the best year in SOUDAL's history with a growth of 15.4% and an annual turnover of 565 million euro. SOUDAL currently has 44 sales subsidiaries and 13 manufacturing plants worldwide.

Every year 200 million cartridges (sealants & adhesives) and 100 million aerosols (PU Foams) are manufactured according to SOUDAL quality standards. To maintain these standards, SOUDAL was the first company in the industry to achieve the ISO9001 quality certification. Product consistency and full traceability are therefore ensured across the range of over 1.000 chemical formulations.

In addition to an extensive range of innovative and high quality products, SOUDAL provides outstanding customer services such as guaranteed delivery times, a personalized approach, technical support and flexibility in production & logistics.

We are looking for distributors of construction materials mainly active in glazing, aluminum, roofing.

Will go to:



Rwanda



Ethiopia

Industrieweg, 83
3583 Paal



Jan De Keuster

Executive Director SOULCO NV
+32 11 29 98 41
Jan.dekeuster@soulco.net



Kris Verspecht

Managing Director Soulco Kenya Ltd
+254 20 274 70 00
kris.verspecht@soulco.net

Sector: ICT

Soulco is a leading multinational ICT (Information and Communication Technology) System and Network integrator, focussed on bringing new technologies to Governments, Telco's and enterprises in the Middle-East and Africa. Soulco is headquartered in Belgium and has subsidiaries in Algeria, Kenya, Egypt, United Arab Emirates and Pakistan.

We provide our customers with solutions that are designed to obtain maximum benefit from today's available technologies, while being ready to continuously and cost-effectively adapt according changing business needs.

We utilizes our extensive Voice, IP and Security networks knowledge, project management skills and local experience to support our customers in deploying tailored, fit-for-purpose integrated solutions in telecoms, data centers, data networks and physical security. Our technology partners are selected based on the quality of their products and their vision towards creating business value.

Soulco has many references in the region that prove our capabilities and professionalism in managing complex integrated ICT solutions. For example, Soulco provided the construction of a structured voice and data cabling solution allowing Kenya Parliament to deploy IP telephony to more than 1500 parliamentary workers.

Will go to:



Kenya

Bergstraat, 32
3945 Ham
www.tessenderlo.com

Rue du Trône, 130
1050 Brussel
+32 2 639 18 11



Marie Leroy
Global Key Account & Business
Development Manager - Fertilizers
marie.leroy@tessenderlo.com
marie.p.leroy@gmail.com

Sector: Potassium based fertilizers, sulphur derivatives, agrochemicals, gelatin, environmental services to refineries & mining, plastic pipe systems, water treatment chemicals & services

Tessenderlo Group is an international group with a worldwide presence that provides solutions for global needs in food, agriculture, water management and efficient use and re-use of natural resources.

Our fields of expertise are:

- Potassium Sulphate fertilizers, Sulphur-based specialty fertilizers, sulphur derivatives, crop protection;
- Gelatin and processing of organic by-products from the meat and food industry;
- Environmental services to refineries and the mining industry;
- Water treatment products and services; Plastic Pipe systems.

Tessenderlo Group has more than 90 years of experience in transforming potassium chlorine (MOP) into high quality Sulphate of Potash (SOP), to help maximize food productivity and crop value by bringing the essential nutrients of potassium & sulphur in high purity form to crops, without the negative effects of chlorine or other impurities on soil fertility and crop yield/crop value.

Tessenderlo Group is the world's global leader in high quality water soluble potassium sulphate fertilizer for drip irrigation & foliar application.

We would like to meet with the Ministry of Agriculture (including regional responsible authorities linked to the Ministry of Agriculture), advisors in agricultural development, local producers of complex NPK fertilizers / blenders, management of agricultural cooperatives, distributors active in the fields of crop nutrition (fertilizers, micro-nutrients) / crop protection / seeds / agricultural equipment (including irrigation systems), agents active in the same field of expertise, importers active in the same field of expertise, Coopération Technique Belge (CTB), NGO projects in crop nutrition, local agronomical institutes.

Will go to:



Rwanda

Ethiopia

Avenue de Haveskercke, 46
1190 Brussels
+32 2 370 19 70
info@tpf.be
www.tpf.eu



Christophe Gilain
Managing Director



Sector: Engineering

TPF was created in 1991. Originally, the main activities focused on energy and Third Party Financing. This was a very innovative concept at the time, and the company's name was derived from it. TPF has grown rapidly on the engineering market.

Over the years, the group successively expanded in Europe, Asia, Africa and America through a series of acquisitions and became a key player, internationally recognized in its field. Today, TPF is ranked among the most important multidisciplinary companies active in the fields of building, transport infrastructure, water and energy. In addition to this activity, TPF has developed six other related trades: implementation of turnkey projects; operation and maintenance of technical installations in the energy and water sectors; development, implementation and investment in projects in the renewable energy sector, associated to the management of dedicated investment funds where appropriate; quality control of materials and construction works; equity participation in motorway concessions; property development.

Today, our subsidiaries and branches are present in 42 countries and we operate in a total of 59 countries.

Will go to:



Kenya

TRACTEBEL ENGINEERING

Avenue Ariane, 7
1200 BRUSSELS
+ 32 (0) 2 773 77 38
www.tractebel-engineering-gdfsuez.com

TRACTEBEL Engineering
GDF SUEZ



Gilbert Njoua
Vice President Business
Development Africa & Middle East
gilbert.njoua@gdfsuez.com



Jabir Ben Haj Taieb
Vice President Business Development -
Power & Gas
jabir.benhajtaieb@gdfsuez.com

Sector: Engineering

TRACTEBEL ENGINEERING is a leading international engineering company, specialised in energy and smart sustainable infrastructure projects with its 4.400 staff, mainly composed of engineers and experts.

TRACTEBEL ENGINEERING offers state-of-the-art engineering and consultancy solutions to customers in the public and private sectors in the fields of hydro, nuclear, thermal (gas, coal), renewables (biomass, wind, solar and geothermal), power transmission, gas & LNG, industry and infrastructure.

The knowledge of the most advanced technologies, the multidisciplinary teams and the years of experience in facility operation are our main assets

Our engineering services cover the full life cycle of customers' installations: feasibility studies, basic design, FEED, technical specifications, selection of EPC contractors, Owner's Engineering (assistance to EPC contract management, design submittal reviews, manufacturing and expediting monitoring, on-site construction supervision and assistance to commissioning) and EPCM (project management consultancy for multi-package supply approach).

Will go to:



Rwanda



Ethiopia



Kenya

TRANSAUTOMOBILE

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Guy Fonteyne
Administrator
gf@transauto.be









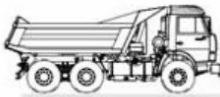







Jonathan Defise
Business Development
jd@transauto.be



Sector: Multi brand vehicles

Transautomobile sa, Since 1973, Transautomobile supplies and exports all types and brands of vehicles, 4x4, Pick-up, SUV, ... Transautomobile can also take care of the export of your vehicle(s) to the country of yourchoice!

4x4, SUV, Minibus and bus, Pick-up, Car, Special vehicles, Commercial, Trucks, Tractor, Trailer and semi-trailers, Transport of people, Construction and engineering equipment, Elevators, maintenance and crane, Farming machines; Vans and small trucks.

		
		
		
		
 68		

Will go to:



Kenya

TRICOLAST

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9800 Deinze
+32 (0)9 386 15 11
info@tricolast.eu
www.tricolast.eu



Bernard Hoste
CEO
bernard@tricolast.eu



Sector: Medical

A Belgian medical company specialized in the post burn (SCARS) and edema treatment (LYMPH EDEMA).

Tricolast is a manufacturing company since 1948 that specializes in made-to-measure knitting and silicone coating. With our 2 brands – Caroskin and Scarban - we primarily specialize in the treatment/prevention of heavily scar formations caused by heavy trauma, surgery, burn accident ...

Secondarily, we have a brand new concept Caroskin Edema Care that involves a new therapy – the Caroskin Sil-Wrap therapy - for the treatment of lymphatic hand, arm and leg problems mainly caused after cancer surgery.

Tricolast is interested in:

- Meeting business **partners that are willing to invest in the market of the post burn care** where we can introduce our made to measure Caroskin range of products (in red). This will involve investing in a 3D booth where patients are being scanned and from which we can retrieve the measurements in order to make our made to measure garments;
- Tricolast is interested in meeting partners that are **well introduced in the scar care market** for our standardized scar care products;
- Meeting business partners that are **well introduced in the edema care market**;
- Talking to persons/instances that can give her a better insight in the market evolutions concerning the edema care, post burn care (=scar treatment), ...

Will go to:



Ethiopia



Kenya

Allée de la Cense Rouge, 98
4102 Ougrée (Liège)
+32 (0) 4252 6602
info@unisensor.be
www.unisensor.be



Cédric Pety de Thozée
Area Sales Manager
cedric.pety@unisensor.be

Sector: Agro-Food

Unisensor is a Belgian biotech company strongly active in the agro-food industry. Since 1997, Unisensor has been developing rapid testing solutions for food safety. We have built a strong expertise in the production of rapid, user-friendly and high-quality methods for multiple detection of contaminants in Dairy, Cereals, Honey, Tissue & Feed matrices. Through our global expansion, Unisensor has become a major player in the development of advanced technologies ensuring the quality and safety of food around the world. Multiplexing, which means detection of various contaminants in a single test, is Unisensor's internationally-recognized specialty.

Will go to:



Kenya

Frankrijklaan ,27
8970 Poperinge
+ 32 (0) 57 33 33 63
sales@unitrongroup.com
www.unitrongroup.com



Maxim Dewitte
Business Development Manager

Sector: Digital TV Technologies

UnitronGroup is an international group of companies, offering state-of-the-art headend Digital Signal Processing technologies and digital TV accessories for Cable, Satellite and Terrestrial TV distribution multi-dwelling and residential buildings.

UnitronGroup's solutions are available to many OEM customers and TV operators. End users have access to the 'Johansson' branded products via a worldwide network of distributors and integrators. Our success in the global market is reflected in important key technology partnerships with operators like DIRECTV, CANAL+, SKY, Bell, ASTRA and many others.

In this fast moving market, innovation and flexibility are the main keywords. Therefore, UnitronGroup runs multiple factories and R&D centers in Belgium and the Czech Republic. Buying a Johansson product is buying a cutting-edge piece of electronics that will last for years!"

Will go to:



Ethiopia

UWIMABERA ROSALIE

Schotelveldstraat, 39

3012 Wilsele

Eugène Twagira Mutabazi

Advisor

+32 472 53 66 51

e.m@chello.be

Sector: Nursing

- Provided quality homecare nursing service;
- Carried out rehabilitation plan devised by physical therapists;
- Managed the patient's care plan by working closely with each patient's doctor;

Would like to meet with King Faycal Hospital & CHK Kigali.

Will go to:



Rwanda

Alfredlei, 31
2930 Brasschaat
+32 (0) 3 651 71 89
vendis@vendis.be



Aloïs Van Dyck
General Manager

Sector: Consulting in International Trade, Finance, Banking, Insurance, Logistics, Risk Management.

Based on decades of personal experience and expertise in International Trade, Banking, Insurance, Logistics and Risk Management, linked to a very specific approach, makes Vendis Consulting BVBA a successful partner for your international transactions or projects.

Since 2001, Vendis Consulting has already achieved and supported many international business cases, different in structuring, complexity, innovativeness, but always leading to commercial and operational satisfaction of their clients. Our success is built on independent and objective advice, personal commitment and involvement, flexibility and swiftness of action, confidentiality and determination.

For Vendis Consulting BVBA the Client and a result oriented approach are key!

Examples of achieved businesses:

- Initiation of a complex insurance policy for [Indian seafood](#) and credit negotiations with Belgian banks for [textile imports](#) and [harbour activities](#);
- Advising a trading company on [export L/C-business](#) to Ghana (Flanders Investment & Trade mission);
- Advising trading companies and Belgian/European manufacturers for Middle East business ([can making lines and aluminium coils](#));
- Advising a [filling / co-packing company](#) on logistics and export shipping;
- Established [off-balance factoring](#) for large companies and a group of Belgian wholesalers of automobile parts;
- [Auditing the administration and financial department](#) of a Belgian SME in medical and healthcare devices;
- [Lecturer](#) for the Indian Marine Products Exports Development Authority (MPEDA);
- Maintaining contacts with the Flemish Government for [EU-export regulations](#);
- Long-term consulting for an important manufacturer / importer in the EU ([automotive sector](#)).

Will go to:



Ethiopia

VOKA—CHAMBER OF COMMERCE AND INDUSTRY ANTWERPEN-WAASLAND

Markgrvestraat, 12
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Luc Van Looveren
Senior Advisor EU relations


Sector: Employers' Association - Business services

The Antwerp-Waasland Chamber of Commerce and Industry is an employers' organization that brings together businesses from its region. The Chamber is an independant, politically neutral and interprofessional organization that covers multiple sectors. It counts +/- 3,000 member companies. Their size varies from young SMEs with a few employees to well-established multinationals with thousands of people on their payroll.

The Chamber's mission is very clear. As an independant organization for the companies in our region, the Chamber aims at stimulating economic activity and promoting a better entrepreneurial climate. The Chamber contributes to the economic development of the region by lobbying, networking and offering specific services to enterprises.

One of these individual services concerns assistance to developing international contacts in various continents. Hereto, the Chamber welcomes receiving trade requests and offers from enterprises in the countries to be visited during this mission.

Will go to:

 Ethiopia

 Kenya

Gentsesteenweg, 224
8530 Harelbeke
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info@vyncke.com / info@xant.eu
www.vyncke.com / www.xant.eu



Alexander Van Heuverswyn
Sales Manager
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Sector: Biomass to energy solutions / midsized wind turbines

VYNCKE is a 4th generation global family business with its roots in Flanders, Belgium.

The company provides biomass fired energy solutions to the wood industry, the agriculture & food industry ... and to renewable energy investors who use various types of solid fuels. The solutions range includes thermal energy in any combination of steam, hot water, thermal oil and hot gas (1-100 MWth) ... always with the option of electrical power generation (0.5 - 15 MWe).

<http://www.vyncke.com/vyncke-solutions>

XANT (a Joint Venture of VYNCKE) provides rural electrification solutions using midsized wind turbines (100kW) specially designed for remote / harsh regions, like yours.

Customers are industries who consume kWh 24/7 & remote villages.

The XANT wind turbine is principally used as fuel saving device in combination with a diesel generator.

A XANT can be installed anywhere; no crane is required to install it and it fits in one 40 foot container, hence a low transport cost.

We would like to meet with:

- Industrial steam, hot water, hot gas users (food & beverage processing companies);
- Local utility/electricity Suppliers;
- Ministry of Energy.

Will go to:



Rwanda



Ethiopia



Kenya

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Christian Verbrugghe
Director
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Sector: Surface treatment, anti-corrosion

ZINGAMETALL is a private company that develops, produces and commercializes a unique zinc-rich metal coating, called ZINGA, to protect old, new & galvanized steel structures from rusting.

ZINGA (99.995% pure zinc) offers a galvanic protection with the same protecting capacity comparable to HDG (HOT DIP galvanization), applicable on-site or in a workshop, by brush, roller or spray equipment.

ZINGA contains 96% of ATOMISED zinc in its dry layer, is environmental friendly, non-toxic and has an unlimited shelf life.

ZINGA has the unique feature to reload existing HDG structures on-site.

ZingaMetall has a worldwide distribution network (> 95 countries) and offers anti corrosion solutions to industries in construction, steel, mining, energy, water, oil & gas, tanks, public works, bridges, rebars, railway, transport, cement, PULP & PAPER, harbor structures, ...

Our goal is to introduce our unique ZINGANISATION OR LIQUID ANODE technology (film galvanizing system) to prescribers such as architects, engineers, industry consultants, road & public works, ministry departments, principals ... to protect their assets and steel infrastructures.

Will go to:



Rwanda



Ethiopia



Kenya

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The Wallonia Export-Investment Agency (AWEX) is the governmental agency of the Walloon Region of Belgium in charge of promoting foreign trade and attracting foreign investment. AWEX assists foreign buyers by providing information on Wallonia's export potential and provides to the Wallonia-based companies a wide range of export-oriented services. On the other hand, AWEX is also the one-stop shop for foreign investors interested in investing in Wallonia.

Wallonia-Brussels International (WBI) is the governmental agency in charge of the international relations of Wallonia and Brussels and acting as the instrument of the international policy of all the French speaking federated entities: Wallonia, the Federation Wallonia-Brussels, and the French Community Commission of the Brussels-Capital Region for different competencies such as culture, French language, education, and permanent training, scientific research etc. In general, its activities cover all the federated competencies.

Complementary in their objectives, outside Belgium, the AWEX and WBI rely on a network of representatives on the 5 continents.

The Association Pour la Promotion de l'Education et de la Formation à l'Etranger (APEFE): a tool dedicated to southern countries to strengthen their capacities to implement their development policy in sectors such as Education, Agriculture, Environment, Health and Governance. The APEFE is integrated in the foreign affairs department of the Federation of Wallonie-Bruxelles and Wallonia as an expertise and executive centre in the area of development. It has notably given itself the mission to share its experience in regional and community management with local stakeholders in order to support their capacity to autonomously implement sustainable human development policies at every intervention levels (micro /meso / macro).

BRUSSELS INVEST & EXPORT

BRUSSELS REGIONAL PUBLIC SERVICE

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

Brussels Invest & Export assists Brussels companies operating in foreign markets. About ninety five 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.

FLANDERS INVESTMENT & TRADE

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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 70 offices we are bound to be conveniently located near you, wherever you are.

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