



BELGIAN ECONOMIC MISSION



TANZANIA 12-16 NOVEMBER 2016



MOZAMBIQUE 17-20 NOVEMBER 2016



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MOZAMBIQUE 17 - 20 NOVEMBER 2016

WALLONIA EXPORT-INVESTMENT AGENCY (AWEX)

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The Wallonia Export - Investment Agency (AWEX) is the Wallonia Region of Belgium's government agency in charge of foreign trade promotion and foreign investment attraction.

The agency has a worldwide network of around 100 Economic and Trade Attachés. AWEX is ISO 9001 certified since April 2002.

As a foreign trade agency, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community.

Upon request, AWEX assists buyers, decision-makers, importers and foreign prospects by:

- Providing economic data on Wallonia and its export potential;
- Disseminating information on products and services from companies located in Wallonia;
- Identifying companies in Wallonia for international partnerships;
- Distributing lists of exporters from Wallonia.

As an export partner for Wallonia-based companies, Awex offers a wide range of export-oriented services and activities:

- General and commercial information on foreign markets;
- Market studies tailored to specific areas upon request;
- Organization and planning of marketing activities (international trade shows, economic missions, sector-based contact days...);
- Establishing contacts with international organizations;
- Promoting Wallonia's export potential abroad;
- Financial support and export financing;
- Training in international careers.

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

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, and organize 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.

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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.

CBL-ACP CHAMBER OF COMMERCE, INDUSTRY & AGRICULTURE BELGIUM-LUXEMBOURG-AFRICA-CARIBBEAN-PACIFIC

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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 year) 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.

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Sector: Water, Infrastructure, Port Studies & Design, Urban Planning; Environment

Antea®Group is an international engineering and environmental consulting firm. We specialize in full-service solutions in the fields of environment, infrastructure, urban planning and water. Antea®Group includes the Dutch, Belgian, Colombian, French, USA and Indian engineering and consultancy operations of Oranjewoud nv.

Antea Belgium has developed a wide scope of expertise which allows for a multidisciplinary and interactive project implementation. Our main products and services are in the areas:

Port development and harbour engineering:

Our services include feasibility studies, impact assessments, technical design and guidance in realization of marine and harbour structures (e.g. quay walls, locks, berths). We manage the complete dredging and sedimentation process and run various inspection programs.

Coastal and offshore management


By combining our scientific insights and extensive coastal management knowledge, we are a strong partner in design of coastal protection (groynes, dikes, beach nourishment) and offshore construction (radars, wind energy, etc.).

Rivers and inland waterways

Antea Group has been working on integrated water resource management projects, flood risks, vulnerability assessments and hazard mapping in projects all over the world. Our expertise ranges from numerical and physical modelling, GIS, data management to design of Early Warning Systems.

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 Tanzania

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Sector: Manufacturer of Office Furniture

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.

Thanks to a multitude of possibilities in terms of models, shapes, sizes and colors, it is always possible to find your own corporate identity and to create sustainable work environments that bring people together to focus, collaborate, socialize and work in perfect harmony.

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.

“ECOLOGY” is more than a concern it is a way of life!

Already certified ISO 9001-2000 for several years, we are proud to announce that BEDIMO has just been awarded ISO 14001.

Will go to:



Tanzania



Mozambique

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Sector: Baby food and food

Belourthe was previously the biggest Nestle plant in Europe now Belourthe is the largest cereals plant in Europe and offer to partners its expertise in healthy nutrition. We provide a large range of infant milk and baby cereals from born to 3 years. We are also able to provide specialized products for persons with special needs like pregnant or breastfeeding women, diabetics or seniors. All our products are suitable for all ages of life. We work under our own brands Ninolac or Fortilac but also under private label. Our best sellers: Infant milk, Baby cereals.

We are working with a lot of partners all over the world.

We have BRC certification and IFS for our plant and all our products are Halal certified.

Will go to:



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Sector: Telecommunications

Our innovative suite of solutions for Voice, Messaging, Data & Connectivity, Business Intelligence & Analytics, Fraud & Authentication, Roaming, MVNE and Asset Monetization bring value to our customers' businesses by enabling them to offer state-of-the-art communication services.

BICS is recognized in the wholesale communications market as a top global voice carrier and the leading provider of mobile data services. We aim at bridging the telecom world with the new unconventional communication providers worldwide.

Will go to:



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Sector: Engineering and Architectural Services for Infrastructure and Oil & Gas **BJA Group: Diversified Investments**

- BK Architects Belgium has over 20 years of experience in delivering quality Engineering, Architecture, Project management and Supervision services in Africa for Infrastructure projects such as ports, airports, bridges and highways, as well as for buildings such as offices, hospitals, hotels, sports stadiums etc. At the moment, we have African subsidiaries in Equatorial Guinea, Kenya, RD Congo and Mozambique. We have developed a strong project management and supervision experience validating engineering studies and supervising construction works run by contractors from any background (Chinese, Turkish, Israeli, French, Brazilian, Canadian, American and local). Our teams are particularly versed in highly normative work environments, to ensure implementation in line with global quality standards;
- BKA Oil&Gas: Engineering services for Oil & Gas industries (on-shore);
- Investment in Africa: We are actively pursuing investments in Urban Development Projects, Professional Services, Agro-processing, small scale Manufacturing or energy plants, etc. as lead investor.

Will go to:



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Sector: Maritime Shipping and General Forwarding

Boeckmans is an independent family owned company providing a diverse range of services related to maritime transport. Established more than 80 years ago as a forwarding company, Boeckmans started its liner agent's activity when representing ship owners shortly after the second world war. Over the years, the company has further widened its scope of activities by entering the market as operators of a regular liner service. As such, Boeckmans - with offices in Belgium and The Netherlands - has built an extensive knowledge and reputation in the field of maritime transportation and is considered as preferred partner by many shippers and owners.

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Thomas DE BEULE
CEO



Sector: Consultancy

Services, domiciliation/business center, consultancy, business-brokers, project management, business introduction, sales agency, business immigration.

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

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Sector: Energy

CMI (Cockerill Maintenance & Ingénierie) group is an international technology and service provider, specialized in Energy, Defence, Environment and Industry sectors.

CMI Energy division, designs, supplies, installs and upgrades steam generators for combined cycle (gas-steam or integrated solar), thermo-solar, cogeneration or industrial electric power plants. CMI Heat Recovery Steam Generators (HRSG) can be installed behind gas turbines of all capacities and for combined cycle of all types leveraging below main features:

- Vertical and horizontal HRSGs;
- Natural, assisted circulation or Once Through evaporators;
- Single, dual, triple, four pressure with or without reheat;
- Natural gas, light, heavy or crude oil;
- Once Through Boilers – Benson patent;
- Supplementary firing with or without fresh air;
- ASME code, PED, EuroNorm, and any other international codes;
- Various prefabrication designs according to customer or site requirements.

CMI Energy provides expertise and technical assistance, retrofitting and upgrading services for all types of boilers. In all these fields, CMI Energy has drawn on its long boiler-making experience to develop receivers for solar thermal tower power plants. Installed on top of a tower, these receivers capture the sunrays reflected by mirrors on the ground and generate energy in the form of steam or molten salts in order to feed a turbine to generate electricity.

The CMI Energy offering also includes industrial boilers for sectors such as chemicals, petrochemicals, biomass, etc.

Will go to:



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CROSS-BORDER SOLUTIONS

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Koen JACOBS
Managing Director



Sector: Custom brokerage

Cross-Border Solutions ("CBS") provides services for international project development.

CBS specifically focuses on the identification of financing opportunities and the facilitation of secure export finance solutions in developing countries and emerging markets, mainly in Sub-Saharan Africa and in Central and South-East Asia.

CBS also provides general export services such as representation in export markets, set-up of distribution or agency, legal support and tender management.

Over the years, CBS has developed an extensive partner network enabling it to rapidly gather accurate intelligence and efficiently deploy local activities in its export markets while at the same time relying on a reputable suppliers' network.

Will go to:



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Yvan DE CONINCK
CEO



Sector: Supplier of office products

We have 2 divisions:

1. Zonpunt

With Zonpunt we deliver solar products in Kenya and Tanzania. We are experienced designers, suppliers and installers of solar PV plants for homes, businesses, schools, community centers and industrial sheds. We provide our clients with relevant up to date information, in order to help them take the necessary steps to guarantee their solar PV project is a success. We have off- and on-grid solutions for lighting, cooling, pumps and all other applications.

For potential dealers, schools and universities Zonpunt provide training:

- New approach of the alternative energy market in Tanzania;
- An innovative approach combining vocational training in renewable energy, enterprise and job creation;
- Local economic development that can be replicated across the country in all regions focusing on helping its graduates and unemployed or underemployed adults in surrounding communities to become entrepreneurs and create new businesses and generate jobs.

With this approach we want to create clients who serve the local communities.

2. AgriproT

AgriproT is a startup company supported by Belgian and Tanzanian business people.

Packaging of agricultural products in order to offer them in suitable packaging on the market.

Our customers can rely on an accurate delivery and consistent quality of the products we offer.

Fine well packed products create added value.

Benefits

Our suppliers: fair prices; 1 delivery point

Our customers: fair prices; good products; consistent qualities

We are looking for farmers, warehouses, selling points...

Will go to:



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Sector: Dredging and Marine Engineering

Dredging International is an operating company of the DEME Group, an international market leader for complex marine engineering works.

Driven by several worldwide challenges (rising sea level - the scarcity of raw materials - the growing need for energy - reducing CO2 emissions - the contamination of our waterways and soils), DEME has transformed from solely a dredging and land reclamation company to a worldwide operating multidisciplinary and innovative marine engineering and environmental group.

Building on 150 years of experience and know-how, DEME has organically moved into several related activities, such as the financing of marine engineering and environmental projects, executing EPC related complex marine engineering projects including civil engineering works, the development and construction of renewable energy projects, providing services for the oil, gas and energy sector, the decontaminating and recycling of polluted soils and sludge, the mining of marine resources (granulates and minerals), etc. Thanks to an integrated company structure, DEME strongly emerges as a global solutions provider, which offers its clients overall solutions. DEME has the most modern, high-tech and versatile fleet.

DEME was named 'Belgian Enterprise of the Year 2015' and has 4,600 employees worldwide. In 2015, the Group achieved a turnover of 2.35 billion euros.

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Sector: Geo-information

DrivenBy's activities focus on geo-information acquisition based on state of the art technologies. Thanks to our large experience inside and outside Europe, but also to our internal and external capacity through long terms trusted partners, we offer to our clients in both private and public organizations the following products and services :

- Mobile Mapping: As official reseller of imajbox, 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 business representative of Aerodata International Survey, 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 administrator of a the Leica Smartnet RTK GNSS corrections service in Belgium, we can advise and assist in the development of accurate reference network in East Africa.

In partnership with local actors on the market, we're willing to offer products and services adapted to the exact needs of the end-users in terms of quality, methodology and accuracy. Let yourself be DrivenBy mobile mapping, aerial survey or satellite navigation!

Will go to:



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Sector: Electrical Developer /Contractor specializing in High, Middle and Low voltage.

Founded and headquartered in Belgium, DSG-Belgium & GENS has developed a reputation as a highly respected electrical Developer /Contractor specializing in High, Middle and Low voltage.

GENS: Global Energy Network Solutions

- Specialize in providing world-class innovative solutions in the field of Business & Technical consultancy;
- Advise and support organizations along the energy value chain;
- Service provider - Tailored service for all energy equipment;
- Advising on competitive financing solutions including export credits and non-recours Project finance arrangements.

DSG-Belgium a partner with extensive experience to handle all project stage from:

- Engineering, designing, manufacturing, implementing innovative solutions and state of the art technologies through installation and operating of complex projects;
- Professional workmanship marked by unwavering commitment to quality & service;
- Focused on the vision of driving Energy Solutions in the industry & energy sector.

Global Power Experience

- Power Generation: Conventional: Diesel – HFO - Gas – Coal;
- Renewable: Small Hydro - Wind – Solar – Biomass;
- Sub-Stations: Semi-mobile – Mobile – Fix;
- Power transformers;
- Distribution: LV, MV and HV installations;
- Transmission Lines – conductors – MV/HV cables.

DSG-Belgium & GENS has the team to accomplish almost any Electrical Energy project and we like to take the opportunity to discuss how we can meet the needs of your electrical needs.

Will go to:



Tanzania



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Sector: Oil & Gas

Today we have five, clearly defined core businesses. First of all we are focusing on the Oil & Gas upstream sector with our services in the brownfield. These include offshore maintenance & modifications and module fabrication for onshore process plants.

Secondly, for the Oil & Gas midstream we offer strong solutions in tank farms construction and maintenance.

The third important business segment is Renewable Energy with our expertise in high voltage substation construction for offshore wind farms.

Our last two business segments are Induction Bending of piping and major Onshore Projects for Oil & Gas, Petrochemicals and Power Industries.

Will go to:



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Frédéric DAHLMANN
Managing Director

Sector: Energy, Airports

We are established in Southern Africa since 1982 with our Regional offices in Harare, Zimbabwe.
We offer high and medium voltage equipment as well as engineering and turn-key contracting services in the power sector through a basket of reputable European companies.
In the airport sector we offer the whole range of airfield lighting, docking systems and baggage handling systems.
We assist in setting up financing packages for projects.

Will go to:



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+32 475 83 68 35



Nicolas SELDRUM
Area Sales Manager
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Sector: Ports, Heavy industry (steel, aluminium, concrete), railways

Based in Belgium with branches all around the world, GANTREX is the global leader in ports and industrial rail tracks since 1971. We design, manufacture and install turnkey crane rail installations. Since our beginnings, we have been putting a special focus on the ports industry that represents today more than 50% of our activity. Most of the world's major ports have been equipped with Gantrex rail tracks.

Gantrex is ISO certified (9001).

Will go to:



Tanzania

GEODIS WILSON BELGIUM

Bisschoppenhoflaan, 645
B-2100 Deurne
+32 3 328 12 11
info.ff.be@geodis.com
www.geodis.com



Dirk CEULEMANS

Business Development Manager
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Sector: Transport & Logistics

Geodis is a global player in freight forwarding.

The specialized division Industrial projects is your partner to find solutions to send all your freight, small or big to the final destination.

IP serves following sectors: Oil & gas, Wind Energy, Infrastructure, Rail, Renewable Energy, Power stations, Mining.

Our General Cargo department takes care for all other industries.

We are GDP certificated (Pharma industry), ISO, AEO, IATA, IPATA.

Transportation should not be your problem.

Will go to:



Tanzania



Mozambique

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Koen HUTSEBAUT
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Sector: Dredging, offshore, marine, civil engineering works and environmental services

Innovation, expertise and sustainability.

These are the corner stones of Jan De Nul Group's success. Thanks to its skilled employees and the world's most modern fleet, Jan De Nul Group is a leading expert in dredging and marine construction activities, as well as in specialized services for the offshore industry of oil, gas and renewable energy. These core marine activities are further enhanced by Jan De Nul Group's in-house civil and environmental capabilities offering clients a complete package solution.

Our professional and innovative solutions are trusted across the industry. Whether it concerns the construction of the new locks in the Panama Canal or a new port complex in Western Australia, together with our customers, we build for further economic development.

Will go to:



Tanzania



Mozambique

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kensyle2@gmail.com



Samuel ANDRISSE
General Manager



Sector: Import/ Export - Business Opportunity

Kensyle is a company specialized in intermediation and Business Opportunity, an essential link to all companies and businessmen looking for business opportunities in Mozambique.

Our main business is:

To create a link between investors, medium and large companies interested on investing in Mozambique with local partners.

Due to our solid knowledge of Mozambican market and our extensive network, we are able to:

- Organize for our clients, strategic meetings with the Mozambican's authorities but also with local businessmen;
- Assist in the entire process to establishing the company in Mozambique:
 - Opening the company;
 - Prospection assistance;
 - Study with the clients the strategies to business development in Mozambique.
- Assist on the contract's negotiations;
- Advise our clients on the new investment opportunities and prosperous areas of activities.

Our vision is to promote investment and business development in Mozambique, creating links between investors, companies and local authorities.

We offer a quality service and an effective and sustainable support throughout all the process of the project and we are able to work in French, English, Portuguese but also in Mozambican languages.

Will go to:



Mozambique

LANCASTER

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Steven LAENEN
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Kathy APERS
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Sector: Transport and logistics

We are a Belgian freight forwarder, specialized in handling logistics of various cargo to East- and West-Africa from origins worldwide.

Through our worldwide network we can offer a full range of logistic activities such as custom clearance, stuffing, stripping, documentation, multimodal transport by road/air/rail and sea and warehousing.

Will go to:



Tanzania



Mozambique

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Amaury LUYCKX
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Sector: Logistics - Project Cargo and Commodities

POLYTRA is an international logistics service provider, specialized in transport engineering, freight forwarding and customs agencies, with HQ in Belgium and subsidiaries in Africa.

Polytra distinguishes itself with its very personal and client focused approach. From daily transport to 'mission impossible', we consider every job as an exciting challenge. We don't take no for an answer. Even when it comes to special goods or remote and challenging destinations, you can count on our expertise to get it there, on time, every time.

Polytra Group is divided in 3 departments: Africa, Projects and Industry.

- Polytra Africa is responsible for several subsidiaries in Africa (D.R. Congo, Tanzania, South Africa and Zambia) mainly focusing on transports of mining equipment and products;
- Polytra Industry is focusing on freight forwarding of large volumes worldwide and offers major companies the possibility to outsource their logistics department. Our main clients are BASF, Solvay, Ineos and Inovyn;
- Polytra Projects is an expert in feasibility studies, budgeting and actual door-to-door transportation of turnkey industrial plants, dams, bridges, etc.

Polytra is ISO and AEO certified and is member of Africa Logistics Network.

Will go to:



Tanzania

Mozambique

PORT OF ANTWERP INTERNATIONAL (PAI)

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www.portofantwerp.com



Tessa MAJOR
Senior Consultant
tessa.major@portofantwerp.com



Sector: Port

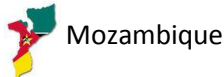
The Port of Antwerp aims to create stronger commercial links between worldwide maritime regions and Antwerp. For this purpose, the Antwerp Port Authority has opted to develop activities beyond Europe. This worldwide policy has been shaped by the subsidiary Port of Antwerp International (PAI). The ambition is to develop a structural presence in the world through an active cooperation with overseas ports and terminals.

As international centre of port excellence, the Port of Antwerp experiences an extensive demand for effective consultancy, advice and management support for port related projects all over the world. As such PAI is actively sharing know-how and expertise of built in the Port of Antwerp and developing commercial links between the overseas maritime community and the Port of Antwerp. So PAI endeavors to strengthen the position of the Port of Antwerp in the world by developing port projects, in particular in strategic growth regions in order to generate additional traffic towards the Port of Antwerp and create added value for our partners.

PAI looks for a deeper involvement in management support which can result in a financial participation.

APEC - Antwerp/Flanders Port Training Center on the other hand focusses on creating "Port Friendship through Port Knowledge" and has been doing so for almost 40 years by organizing a wide variety of port related training courses.

Will go to:



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info@robema.be
www.robema.be



Gerd CLAES
Commercial Manager



Sector: Transport & Logistics

ROBEMA NV is an independent privately held company and is operating as an international freight forwarder and shipbroker ideally located in one of the world's biggest ports.

Over the years we have built a very strong reputation in shipping, forwarding, distribution and international logistics. Our services include air & ocean freight, breakbulk, heavy lift, out of gauge projects and RORO with a specialized team for project cargo.

Robema is a recognized member of the Belgian Forwarders Association.

Will go to:



Mozambique

ROSIER BOREALIS

Route du Grandmetz, 11A
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www.rosier.eu



Bassim KHOUYA
Sales Manager
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Sector: Agriculture/Chemical

Rosier is a mineral fertilizer manufacturer based in Moustier (Belgium) since 1880 and is established in more than 100 countries. Rosier offers environmentally-friendly products that provide users with the best economical yield they can get. Rosier is able to cater for all nutritional needs of any plant under any climate.

The ROSAFERT® range primarily comprises simple and compound PK and NPK granulated fertilizers; Specialty fertilizers from the ROSALIQ® and ROSASOL® ranges are essentially designed for the greenhouse, foliar complementary nutrition or fertirrigation markets.

ROSIER is listed on the Brussels Euronext Stock Market and is part of the Borealis Group chemical division.

Will go to:



Mozambique

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Patrick DELANGHE
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Sector: Vessel communication

We help our customers saving lives at sea.

Our new flagship product family the SAIT 3000 range is a next generation MF & HF Transmitter that dramatically reduces the cost of ownership of our customers, improves the safety conditions of the operators and contributes to a reduction of the energy consumption

We address growing markets that will exceed 160 M € by 2017 and we are well positioned becoming the leading supplier in this industry.

Our transmitters are used in mission critical communications such as maritime (GMDSS), aviation (ATC) and defense applications (Ground to ground) for more than 30 years.

Over all these years we did also develop a complete solution portfolio in Maritime such as VTS solutions for Harbor or Coastal applications, but also complete MRCC systems that can be integrated with our new transmitters.

We have been merged recently with Securitas SA a strong leader in security services. Our R&D facilities are located in Belgium (Zellik) and we do have more than 55 references world-wide especially on the African continent.

Our team has a strong interest in continuing the business in Mozambique and developing the business in Tanzania together with local partners.

Will go to:



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Ernest SHEKA
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Sector: Satellite Communication – Company Networking, Broadcasting, e-Learning

SatADSL is a Belgian company based in Brussels. It was created in 2010 to offer professional and cost-effective satellite Internet services in Europe, the Middle East and Africa (EMEA). By 2016, the company has brought more than 2,000 remote sites in this region online. SatADSL also designs specialized solutions for the specific requirements of customers in such various markets as banking, transferring money, microfinance, oil and gas, non-governmental organisations, radio and television broadcasting, distribution and retail, Internet cafés, military and public administrations, etc... Being established in the heart of Europe in Brussels offers the advantage to be close to a tier 1 network and professional datacentres for server hosting. SatADSL works with various satellite service providers (e.g. SES, AVANTI and EUTELSAT) and satellite technology providers (e.g. Newtec) for deploying an independent network. The company also collaborates with the European Space Agency (ESA) for R&D support.

Will go to:



Tanzania



Mozambique

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www.sbe.be



Steven VERCAUTEREN

International Business Development
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Sector: Engineering Consultant in Marine infrastructure

SBE is an engineering consultant with more than 25 years of experience and references throughout the world. Over the last couple of years our business has more than doubled and we are employing more than 120 motivated engineers & CAD designers who made us a major player on the Belgian market.

Our core business units include:

- Port & hydraulic engineering;
- Civil engineering & infrastructure;
- Geotechnics;
- Industrial constructions & buildings;
- Electro mechanics.

We became internationally renowned by the engineering design of the largest locks in the world, i.e. locks in the Port of Antwerp (Belgium), Port of Sevilla (Spain), Panama,...

Port development is also an area we are successfully focusing on worldwide, with references in Belgium, Nigeria, Haiti, Vietnam, etc.

Will go to:



Tanzania



Mozambique

T.D. WILLIAMSON

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thomas.Poinsu@tdwilliamson.com
www.tdwilliamson.com



Thomas POINSU
Commercial manager Southern
and Eastern Africa
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Sector: Oil & Gas

T.D. Williamson provides:

- Hot Tapping & Plugging /STOPPLE® products and services;
- In Line Inspection services/and pipeline integrity surveys (MFL/DEF/ID/OD/KALIPER® and base line inspections);
- Pipeline cleaning products (Foam pigs through engineered pigs);
- Piggability studies;
- Pipeline Engineering studies and GAP analysis;
- Offshore and subsea isolation and hot tapping services.

TDW has performed more than 400,000 line interventions to date.

Will go to:



Tanzania



Mozambique

Rue de Milmort, 690
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Daniel GRANCHO
Director
daniel.grancho@tess-geie.eu

Sector: Second-hand clothes collection and sorting

TESS GEIE is an European Interest Grouping with 5 members. Two members are from Belgium Oxfam Solidarity and Terre Asbl.

All the members are social-based economy companies with core activities in the textile collection and valorization.

Second hand clothe collected and sorted by the grouping is about 44.000 tons/year.

We do export in West African market the following second hand categories:

- Summer mix and winter mix (from big bales, 450 kg to small ones: 45-55 kg);
- Sorted and categorized second hand clothes: children rummage, household, men and women categories, bags, shoes, coats, etc.

We do work with local sorting plant, based too on Social Economy values, in Burkina Faso and Senegal.

We are audited on the good respect of the European definition of the Social Economy.

Some of our members are ISO14001 certified.

All plants are complying with the local rules regarding the environment.

Will go to:



Tanzania



Mozambique

TPF CONTRACTING

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www.tpf.eu



Marc GUNSBURG
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Sector: General contractors and Consultancy

As a general contractor or as a subcontractor, the company engineers and builds industrial plants on a turnkey basis in diverse fields: oil and gas, mineral treatment, mines, environment and industry, cement plants.

Mainly oil and gas for storage facilities, LPG bottling plants, gas separation and treatment plants, global rehabilitation projects, fire-fighting plants...

Will go to:



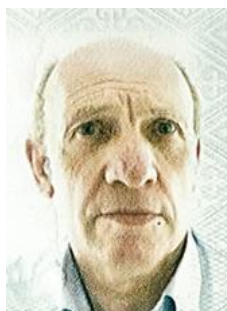
Tanzania



Mozambique

TECHNIQUES SPECIALES A L'EXPORT (TSE)

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www.tse-belgique.com



Roland GUEUBEL
Managing Director
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Sector: Construction & Infrastructure

The company “Techniques Spéciales à l’Export s.a.” began operations in Africa in 1988 (28 years). Since the beginning, the company has worked in several African countries (19) in the areas of construction, electrical and hydraulical infrastructure. In addition to our experience and technical skills, we comply with the IDB and UE tender procedures and are also able to structure financial solution for our clients:

- Electrical Infrastructure: Power generation (thermal and hydro plants), Electricity transportation & Network, Rural & Urban power distribution, ...
- Hydraulical Infrastructure: Captation station in rivers, Treatment plants, Tanks & pumping stations, Piping and Network (till home link), ...
- Construction, Civil works & earthwork : Private and industrial buildings, specific concrete elements, unpaved roads, ...
- Technical Buying House: Technical equipment for educational & medical sectors.

Will go to:



Mozambique

VANDEN AVENNE

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www.vda-ooigem.be



Thomas VANDEN AVENNE
General Manager



Sector: Agro industry - compound feed - meat production

Vanden Avenne is a Belgian agro industrial group, founded in 1889 and still family owned. We are active in dry and cold storage of feed and foodstuffs, production of animal feed, livestock farming and meat processing. We export our consumer meat products around the globe, and operate dedicated halal plants to serve our Muslim customers. Our vertically integrated structure insures the best food safety and meat quality.

Will go to:



Tanzania



Mozambique

VYNCKE - XANT

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www.vyncke.com / www.xant.com



Alexander VAN HEUVERSWYN

Sales Manager

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Sector: Energy, FMCG / AGRI / Renewables

VYNCKE designs and builds green and clean energy plants burning biomass to produce thermal energy from 1 – 100 MWth and electrical power from 0.5 – 15 MWe. The energy comes individually or in any combination of steam, hot water, thermal oil and hot gas ... with or without electrical power generation. The VYNCKE biomass fired solutions are mainly used to generate energy (steam, hot water, thermal oil and hot gas) for an industrial process.

Today we have 4000 references worldwide, CARGILL, UNILEVER, ENGIE, KAPA OIL, PG BISON are only a few of them.

XANT manufactures midsized wind turbines (100kW & 330kW) XANT turbines are designed with rural electrification applications in mind and we have a special focus on remote/harsh areas.

- The containerized transport: one turbine fits in one container, hence minimized transport costs;
 - The possibility to erect without a crane allows for easy (=low cost) installation in those far-off regions with limited infrastructure;
 - The possibility to lower the turbine, if installed in a cyclone/hurricane prone area
- The JEEP (Just-Enough-Essential-Parts) approach is of the essence to make sure turbines stay operational when deployed in remote sites.

The XANT wind turbines are ideal fuel saving devices in combination with a diesel genset or “battery-saving” devices in combination with other renewable energy sources.

Will go to:



Tanzania



Mozambique

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Chantal OTTEVAERE
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Michel OLIVIER
Managing Director
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Sector: Consultancy

YFAC is a specialized structure in the Management, the Financial Aspects and the Organization of Financing for international projects

The company brings its support and organization in the fields of specific missions covering:

- Feasibility studies, negotiation and setting-up of commercial contracts at the highest level with private customers and government authorities;
- Financial, commercial, technical-commercial, legal juridical and fiscal aspects of the agreement and documentation;
- Operational leadership, management of projects, up to large scale industrial, health and environmental projects from the initial contacts and conception to complete implementation.
- Organizing of financing: commercial credits, soft loans, international financing, interest super subsidy, project finance, etc.

YFAC's sectors of interest are concentrated in the:

- Environmental fields:
 - Solar energy;
 - Water projects: drinking water and waste water treatment plants (city, hospitals, compounds, specific industry).
- Health sector:
 - Hospitals, hospital equipment.
- Industrial plants:
 - General galvanizing plant and equipment;
 - Industrial Lines for High Performing Wires.

Will go to:



Tanzania

ZENTREPRENEUR

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ZENTREPRENEUR leert
ontwikkelt
en verbindt

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Sector: Education

We develop & finance communication hubs for businesses and non-Profit organizations, in the East African country, Tanzania.

Product description:

A plug and play solar powered communications hub via satellite connections, in the East African country, Tanzania. The hub can be configured with Wi-Fi water filtering system, a Wi-Fi water irrigation device and Wi-Fi for tablet schools. A cost effective community hub that can be remotely controlled.

The communication hub proved to be the best options for:

- Eco tourism and lodging facilities for connectivity, water filtering;
- Agriculture, water irrigation for a greenhouse surrounding the project site;
- Schools, for online courses.

Will go to:



Tanzania

ZINGAMETALL

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Christian VERBRUGGHE

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Sector: Surface treatment

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 atomized 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.

See our website for the references.

Will go to:



Tanzania



Mozambique

