



BELGIAN ECONOMIC MISSION

23 > 30 June 2018

ARGENTINA URUGUAY



PARTICIPANTS
BROCHURE

PUBLICATION DATE: 24 APRIL 2018

This publication contains information on all participants who have registered before its publication date.

The profiles of all participants and companies, including the ones who have registered at a later date, are however published on the website of the mission

www.belgianeconomicmission.be and on the app of the mission "Belgian Economic Mission" in the App Store and Google Play.

Besides this participants brochure, other publications, such as economic studies, useful information guide, etc. are also available on the above-mentioned website and app.

23 > 30 June 2018

BELGIAN ECONOMIC MISSION

ARGENTINA URUGUAY



Organized by the regional agencies for the promotion of Foreign Trade & Investment
(Brussels Invest & Export by *hub.brussels*, Flanders Investment & Trade (FIT), Wallonia Export-Investment Agency),
FPS Foreign Affairs and the Belgian Foreign Trade Agency.



BELGIAN ECONOMIC MISSION

CALENDAR 2018



MOROCCO

25 > 30 November 2018

CALENDAR 2019



MEXICO

17 > 23 February 2019



CHINA

18 > 22 November 2019

(The dates are subject to change)

HRH PRINCESS ASTRID OF BELGIUM

REPRESENTATIVE OF HIS MAJESTY THE KING



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Her Royal Highness Princess Astrid, Princess of Belgium, was born in Brussels on 5 June 1962. She is the second child of King Albert II and Queen Paola.

After her secondary education in Brussels, Princess Astrid studied art history for a year in Leiden in the Netherlands. She completed her education in Geneva, at the Institute of European Studies and in Michigan in the United States.

In Brussels on 22 September 1984, Princess Astrid married Lorenz, Archduke of Austria-Este, who became Prince of Belgium in 1995.

The couple has five children, all born in Belgium: Amedeo (21 February 1986), Maria Laura (26 August 1988), Joachim (9 December 1991), Luisa Maria (11 October 1995) and Laetitia Maria (23 April 2003).

Princess Astrid has always shown particular concern for those in society who risk falling through the net. She supports initiatives that assist the disadvantaged, in particular single

mothers and people lacking in education and skills.

In late June 2009, the International Paralympic Committee (IPC) Governing Board ratified the appointment of Princess Astrid as a member of the IPC Honorary Board.

In January 2010, the charity Action Damien/Damiaanactie announced that Princess Astrid had agreed to take over from HM Queen Fabiola as Honorary President of the organisation.

As Honorary President of the Queen Elisabeth Medical Foundation (QEMF) and the King Baudouin Foundation's Scientific and Medical Funds, Princess Astrid lends her support to fundamental medical research. She is involved in the fight against epidemics and pandemics, including from 2007 until 2015 as Special Representative of the Roll Back Malaria (RBM) Partnership. The Princess is also committed to championing the victims of violence, most notably in efforts to combat antipersonnel mines.

On 20 June 2013, the Secretariat of the Ottawa Anti-Personnel Mine Ban Convention announced that Princess Astrid - as Special Envoy of the Convention - would be part of a working group tasked with promoting the treaty at a diplomatic level in states that had not yet joined.

Princess Astrid joined the Belgian Armed Forces on 22 May 1997. She is a colonel in the Medical Unit.

The Princess is involved in the public activities of the Royal Family.

Princess Astrid represented the King at his request during the trade missions to Angola & South Africa and to India in 2013, to the Kingdom of Saudi Arabia & the Sultanate of Oman, to Colombia & Peru and to Malaysia & Singapore in 2014, to Qatar & the United Arab Emirates and to Western Canada in 2015, to Indonesia and to the United States of America-Texas in 2016 and to the Republic of Korea and to the Republic of Côte d'Ivoire in 2017.

HE DIDIER REYNERS

DEPUTY PRIME MINISTER
MINISTER OF FOREIGN AFFAIRS AND EUROPEAN AFFAIRS,
IN CHARGE OF BELIRIS AND FEDERAL CULTURAL INSTITUTIONS



Born in Liège on August 6th, 1958

Married - 4 children

GOVERNMENT POSITIONS

- Minister of Finance (1999 - 2011)
- Chairman of the Eurogroup (January - December 2001)
- President of the Ecofin (July - December 2001 / July 2010 - December 2010)
- Member of the G7 in 2001
- Chairman of the G10, which is the meeting of the main creditor States, in 2002
- Minister in charge of the Belgian Buildings Agency (2003 - 2011)
- Deputy Prime Minister since 18 July 2004
- Minister of Institutional Reforms (2004 - 2011)
- Minister in charge of the National Lottery, the Federal Holding and Investment Company (FHIC) and the insurance companies (2007 - 2011)
- Minister of Foreign Affairs, Foreign Trade and European Affairs (2011 - 2014)
- Minister of Foreign Affairs and European Affairs, in charge of Beliris and Federal Cultural Institutions since 11 October 2014

ACADEMICAL FUNCTIONS

- Lecturer / Visiting Professor at the Hautes Etudes commerciales de Liège (1989-2004)
- Visiting Professor – HEC Management School of the University of Liège (2005-2017)
- Staff member of the Public Law Department at the University of Liège
- Visiting Lecturer at the Louvain School of Management – Université catholique de Louvain (2007 – to this day)
- Lecturer at the Université libre de Bruxelles (2017- to this day)

POLITICAL ACTIVITIES

- Chief of staff of the Deputy Prime Minister, Minister of Justice and Institutional Reforms, Jean Gol (1987 - 1988)
- Member of the Liège Town Council (1988 - 2012)
- Leader of the MR Group of the Liège Town Council (1995 - 2012)
- Deputy Chairman of the MR (1992 - 2004)
- Member of Parliament since 1992
- Chairman of the PRL-FDF Group (1995 - 1999)

- Chairman of the Provincial and District MR Federation (1995-2004)
- Member of the Bureau and Deputy Chairman of the Liberal International (2005 - 2011)
- Chairman of the Mouvement Réformateur (2004 - 2011)
- Member and Leader of the MR Group of the Uccle Town Council (since 3 December 2012)
- Chairman of the Brussels MR Federation (since 12 January 2013)

PROFESSIONAL ACTIVITIES

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

HE KRIS PEETERS

FEDERAL DEPUTY PRIME MINISTER AND
MINISTER OF EMPLOYMENT, ECONOMY AND CONSUMER AFFAIRS
IN CHARGE OF FOREIGN TRADE



Born on May 18th, 1962. Married.

POLITICAL CAREER

- **2014 -**
Deputy Prime Minister, federal Government (Belgium)
- **2014 -**
Minister of Employment, Economy and Consumer Affairs, in charge of Foreign Trade, federal Government (Belgium)
- **2009 - 2014**
Minister-President, Government of Flanders (Belgium)
- **2009 - 2014**
Minister for Economy, Foreign Policy, Agriculture and Rural Policy, Government of Flanders (Belgium)
- **2007 - 2009**
Minister-President, Government of Flanders (Belgium)
- **2007 - 2009**
Minister for Institutional Reform, Administrative Affairs, Foreign Policy, Media, Tourism, Ports, Agriculture, Sea

Fisheries and Rural Policy, Government of Flanders (Belgium)

- **2004 - 2007**
Minister for Public Works, Energy, Environment and Nature, Government of Flanders (Belgium)

PROFESSIONAL EXPERIENCE

- **1999 - 2004**
Managing Director, UNIZO (Organisation of Self-Employed and SMEs)
- **1994 - 1999**
Secretary General, UNIZO, Brussels
- **1991 - 1994**
Director Research Department, UNIZO, Brussels
- **1989 - 1991**
Lecturer, Limburg University Centre, Hasselt
- **1988 - 1991**
Counsellor fiscal matters, UNIZO, Brussels
- **1986 - 1988**
Lawyer, Storme, Leroy, Van Parys and Doolaee, Ghent

EDUCATION

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

HONORARY TITLES

- **2008**
Honorary Degree, Moscow State Institute of International Relations
- **2005**
Honorary Managing Director, UNIZO
- **2005**
Honorary Secretary-General, FVIB (Federation of self-employed professionals)
- **2005**
Honorary President, FBS (Flanders Business School)

HE PIERRE-YVES JEHOLET

VICE-PRESIDENT AND MINISTER OF ECONOMY, INDUSTRY,
RESEARCH, INNOVATION, DIGITAL TECHNOLOGY, EMPLOYMENT
AND TRAINING OF THE WALLOON GOVERNMENT



Born in Verviers on October 6th, 1968

Married, 2 children

EDUCATION

- Msc in Communication (UCL, Louvain-la-Neuve).
- Bachelor in Law (ULiège).
- Secondary school - Collège Marie-Thérèse in Herve (Mathematics-Languages).

PROFESSIONAL ACTIVITIES

- Vice-President and Minister of Economy, Industry, Research, Innovation, Digital technology, Employment and Training of the Walloon Government since 28th July 2017;
- MR (liberal political party) President of Verviers district federation since October 2008;
- Town councillor in Herve.

PREVIOUS POLITICAL ACTIVITIES

- Minority Leader (MR) – Walloon Parliament – from 22nd October 2014 to 27th July 2017;
- Walloon and community Deputy from 23rd June 2009 to 27th July 2017;
- Federal Deputy from 26th June 2007 to 23rd June 2009;
- Walloon Deputy from 29th June 2004 to 26th June 2007;
- French community Deputy from 6th July 2004 to 26th June 2007;
- President of the parliamentary committee “Culture, youth, audiovisual media, press and cinema aid”;
- Federal Deputy from 14th July 2003 to 29th June 2004;
- MR spokesman from January 2008 to February 2011;
- Mayor of Herve from 3rd December 2012 to 27th July 2017.

PREVIOUS PROFESSIONAL ACTIVITIES

- Deputy chief of staff and spokesman to the Minister of Finance from July 1999 to July 2003;
- Editor-in-chief in charge of communication at « Réseau Radio Ciel » from January 1993 to December 1995;
- Press Officer to the PRL-FDF political group President at the House of Representatives from January 1996 to July 1999.

HE PHILIPPE MUYTERS

FLEMISH MINISTER FOR WORK, ECONOMY,
INNOVATION AND SPORT



Born in Antwerp on December 6th, 1961

Married to Anne Donckers

EDUCATION

- Master of Business Economics, Antwerp University, graduated magna cum laude, 1984

EMPLOYMENT HISTORY

• 2009 - 2014

Flemish Minister for Finance, Budget, Work, Town and Country Planning and Sport

• 2000 - 2009

Managing Director Flanders' Chamber of Commerce and Industry (VOKA)

• 1997 - 2000

Chief Executive Officer Vlaams-Economisch Verbond

• 1992 - 1997

Administrator-general Sociaal-Economische Raad van Vlaanderen (SERV)

• 1989 - 1992

Chief Executive Officer Dynamic (Seghers Group) and Member of the board of Directors Seghers Engineering

• 1985 - 1989

Economical Advisor Research Department Vlaams Economisch Verbond

INTERESTS

- Trainer, coach and player in the football team Amber, reading, traveling and hiking

HE PIETER DE CREM

FEDERAL SECRETARY OF STATE FOR FOREIGN TRADE



Born on July 22nd, 1962 in Aalter

Married to Caroline Bergez and father of Constantijn, Alicia and Victoria

EDUCATION

- Master of Arts, Romanic Philology at KU Leuven – Katholieke Universiteit Leuven
- Master of European and International Law at VUB – Vrije Universiteit Brussel
- Alumnus of Harvard Business School – Advanced Management Program

PROFESSIONAL EXPERTISE

- Special Envoy of the Federal Government for the research project MYRRHA of the Belgian Nuclear Research Center (2017 -)
- Secretary of State for Foreign Trade (Oct 2014 -)
- Deputy Prime Minister (March 2013 – Oct 2014)
- Minister of Defence (Dec 2007 – Oct 2014)
- Member of the OSCE Parliamentary Assembly
- Commander in the Order of Leopold

- Chairman of the Commission for the Interior at the House of Representatives between 10 June 2007 and 21 December 2007
- Chairman of CD&V parliamentary party at the House of Representatives between 31 May 2003 and 21 December 2007
- CD&V Member of Parliament of the constituency for Oost-Vlaanderen (East-Flanders) since 2003, re-elected in 2007
- CVP Member of Parliament of the constituency for Ghent-Eeklo, 1995, re-elected in 1999
- Mayor of Aalter since 1995, re-elected in 2000, 2006, and 2012
- Advisor in “De fabrieken van de Gebroeders De Beukelaar”, 1993-1994
- Assistant in Roularta Media Group, 1987-1989
- Attaché at the private office of Minister of Defence Leo Delcroix, 1992-1993
- Attaché at the private office of Prime Minister Wilfried Martens, 1989-1992
- Chairman of the youth CVP (Christelijke Volkspartij – Christian People’s Party) section Ghent-Eeklo, 1989-1995

LANGUAGE PROFICIENCY

- Pieter De Crem is a Dutch native speaker. He speaks and writes fluently in French, English, German, Spanish, Italian and Portuguese. He also has a basic knowledge of Russian.

HE CÉCILE JODOGNE

SECRETARY OF STATE OF THE BRUSSELS-CAPITAL REGION
FOR FOREIGN TRADE & INVESTMENT AND FIREFIGHTING AND
EMERGENCY MEDICAL ASSISTANCE

MINISTER OF THE FRENCH COMMUNITY COMMISSION
IN CHARGE OF CIVIL SERVICE AND HEALTH POLICY



Born on April 1st 1964 in Leuven

- Master's degree in Geographic sciences (UCL)
- Master's degree in Economic sciences (UCL)
- Secretary of State for the Brussels-Capital Region, in charge of Foreign Trade and Firefighting and Emergency Medical Assistance
- Minister, Member of the Board of the French Community Commission (COCOF), in charge of Civil Service and Health Policy
- Deputy Mayor of Schaerbeek (Brussels)

PROFESSIONAL CAREER

• **1989 - 1991**

Research and Teaching Assistant at Catholic University of Louvain-la-Neuve (UCL)

• **1992 - 1995**

Advisor for the Secretary of State for the Brussels-Capital Region in charge of Monuments and Sites.

• **1995 - 2000**

Director – Cabinet of Deputy Mayor of Schaerbeek Bernard Clerfayt

• **2001 - 2006**

Local Councillor – Schaerbeek

• **2001 - 2003**

Project & Communication Manager at M-Brussels Village (the Brussels ICT Business Centre)

• **2004 - 2006**

Director of « Maison Autrique », the first striking building designed by Victor Horta

• **Since 2006**

Deputy Mayor in charge of spatial planning, urbanism, environment, tourism and property

• **2008 - December 2011**

Mayor of Schaerbeek

• **Since 2008**

Teaching assistant at University of Brussels (ULB) – architecture faculty

• **2009 - 2014**

Member of the Parliament of the Brussels-Capital Region

• **Since 2014**

Secretary of State for the Brussels-Capital Region, in charge of Foreign Trade & Investment, Firefighting and Emergency Medical Assistance

Minister, Member of the Board of the French Community Commission (COCOF), in charge of Civil Service and Health Policy

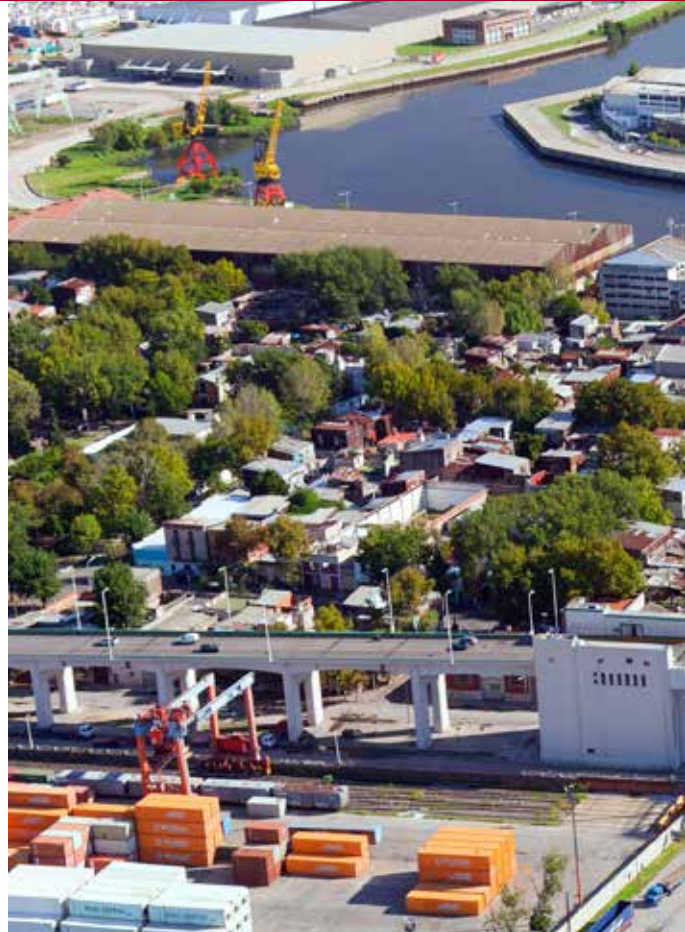




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ARGENTINA URUGUAY





COMPANIES



AMB ECOSTERYL

AMB Ecosteryl is a private Belgian company founded in 1947, which is specialized in the manufacture of environmentally friendly machines for the treatment of medical waste. Ecosteryl is a clean technology for the treatment of hospital waste, combining in a continuous-flow process a powerful shredding with dry microwave core-heating of waste.

Ecosteryl treatment of contaminated medical waste is done without any polluted discharge; there is no need to use water, steam, chemical products or gas, only energy is required during the entire process.



**Andrew
CANTILLO ESCOBAR**
Business Developer

Once treated through the system, hazardous medical waste falls into the same category as household rubbish, hereby cancelling out any risk of contamination.

AMB Ecosteryl provides a safe solution to service providers (collection and treatment of medical waste) and medium-large hospitals.

Avenue Nicolas Copernic 1
7000 Mons
T: +32 65 82 26 82
sales@ecosteryl.com
www.ecosteryl.com



AMBITUS

Ambitus provides tailor-made business development services to Belgian SME's and family offices that either want to enter or further develop the South American market. Amongst others, we typically focus on energy efficiency and renewable energy generation, telecommunications, real estate investment and infrastructure and technology.



**Ralph
HENDRIXX**
Managing Director



**Pierre
WINKELMOLEN**
Director

Meershoven 43
3740 Bilzen
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ralph.hendrixx@ambitus-bb.com
www.ambitus-bb.com



ARTDYNAMIK

ARTDYNAMIK is intended to promote art, fashion and culture in a wide sense. To this end, we organize several events that put the focus either on a particular culture, or on artists of all disciplines. We are working for the democratisation of art and fashion by enabling Belgian artists to express themselves. In addition, we also promote social exchanges. In each event we organize, the artist can immediately get in touch with the public. Since May 2017, one of the strong concepts of the non-profit

organization, ART TRUC TROC, has been exported to Buenos Aires with a first edition that caught the attention of the majority of the national media. ART & SWAP's mission is to strengthen cultural ties between Argentina and Belgium by inviting each year Belgian and Argentinean artists to exhibit their works in an original setting. ART & SWAP 2018 will take place in June at the same time of the Belgian economic mission in Buenos Aires.



**Helena
HEUKESHOVEN**
Director Of Art&Swap

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tructroc.be/fr

ART&SWAP

ARTEMIS MEDICAL

ARTEMIS is a Belgian company with more than 20 years of experience in providing services and products for patients who need it. Thanks to their experience, the group has created the NATEEN® brand in 2009 to provide high-quality incontinence products for healthcare providers so they can offer the best quality products to their patients improving their quality of life.

Taking into account the costs of health, ARTEMIS seeks to offer its customers the highest quality products and services at the most affordable prices and always looking for innovations to better meet the needs of its customers.



**Gustavo
OLIVEIRA MASSAGLI**
Sales Director of Latin
America

NATEEN® products are distributed daily to millions of people through our intelligent chain of distributors around the world.

Avenue Georges Lemaître 9
1348 Louvain-La-Neuve
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info@nateen.com

www.artemis-medical.com



ÁRTER ARCHITECTS

ÁRTER Architects is a multidisciplinary practice consisting of architects + town planners + landscape architects + interior designers + historians, located in the heart of Brussels, Belgium.

Since its foundation in 1990, this group of about 35 people under the combined leadership of Patrick Vonck + Johan Van Dessel + Marc Gemoets, realised numerous key projects around the globe.

The synergetic ÁRTER structure stimulates a solid response to the ever more complex evolution of urban renewal and allows cityscape to be re-evaluated according its past, present and future. If needed, a cooperative approach to our projects is given, as we already provide for our African missions.



**Patrick
VONCK**
Chief Executive Officer



**Simon
CLAEYS**
Environmental
Director

As a 'G30' player – association gathering the 30 major architectural offices of the capital of Europe – and an ecobuild.brussels committee member, ÁRTER does not only play an important role on a national level but also has a great international expertise to offer, for project development in all its departments : architecture + restoration + town planning + environment + research.

Organized around these 5 poles, ÁRTER guarantees a project-specific and durable conceptualisation for each of its extended and all-round client base, both in the private as public sector.

Rue de l'Étuve 30
1000 Brussels
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info@arter.be
www.arterarchitects.com



ASTEL-MEDICA

Astel Medica, spin-off of the University of Liège, founded in 2000, is a Belgian pharmaceutical company located in Liège. Leader in the Belgian probiotics market, Astel Medica produces and markets a range of products in various therapeutic areas such as gastroenterology, immunity, gynaecology, rheumatology, cardiovascular diseases and paediatrics.

As leader and pioneer in the sector of probiotics in Belgium, Astel Medica is known for its research and development department but especially for its scientific background including more than 100 scientific publications on its strains and clinical studies from protocol to publication.



**Thouria
LOUHADI**
CEO

Rue du Zoning 5
4557 Soheit-Tinlot
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astel@astel-medica.com
www.astel-medica.com



ARGENTINA URUGUAY

AURAXIS

AURAXIS is a railway operator specialized in the restructuring and management of freight railways. We manage rail operations, from the transport of general or specialized cargo (mining products, bulk, petroleum products...), as well as the rehabilitation and maintenance of rail infrastructure, management of workshops for the maintenance of rolling stock, implementation of modern signalling technologies. Our company offer technical assistance and support services for the acquisition of railway equipment. In addition, we specialize in:

- Design and implementation of operational management and high-tech safety systems;
- Design and management of railway academies for the training of the operating staff of freight railway, tramways and light rail systems, as well as, the definition of general safety rules and operating procedures.

In Uruguay, we set up and manage the Uruguayan Railway Training Center.



**Stéphane
JAUMOT**
Managing Director

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Building K
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www.auraxis.be

auraxis

BARCO

Barco is a global technology leader that develops networked visualization solutions for the entertainment, enterprise and healthcare markets. Our solutions help people to enjoy compelling entertainment experiences; they foster knowledge sharing and smart decision making in organizations and help hospitals provide their patients with the best possible healthcare.

- Display Technology: high resolution medical grade displays, tiled LCD video walls;
- Projection Technology: laser projectors for digital cinema, events, virtual reality, Simulation, meeting rooms and rear-projection video-walls;
- Connectivity Platforms and Image Processing.



**Francisco
FANDINO FINEAU**
Country Manager
Barco Colombia

President Kennedypark 35
8500 Kortrijk
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francisco.fandino@barco.com
www.barco.com



BELFIUS BANK

Belfius is the only integrated bank and insurance company that is 100% Belgian and present everywhere in Belgium. It is a solid financial group wholly owned by the Belgian federal state, and aims to be a sustainable and profitable financial player, supporting all segments of the Belgian economy. Belfius is the undisputed number 1 for the Public and Social Sector, a leading and trusted partner for enterprises, from SME to large corporations, and serving over 3 million individuals through its physical distribution networks and best-in-class digital and mobile solutions. Belfius strives to reach the highest customer satisfaction and put sustainability and social commitment at the core of its values.



Peter VERMEIREN
Director Corporate
Banking Brussels -
Brabant

As a strong challenger on the Belgian market, Belfius Corporate Banking is active in 1 out of 4 Mid & Large Corp companies (turnover > € 10 million) in Belgium, a figure even as high as 1 out of 2 among Large Corps, and very important player in Debt Capital Markets. It has achieved impressive, profitable growth in recent years respecting a predefined risk framework. Belfius Corporate Banking is convinced to keep up the same pace thanks to its Belgian identity, local decision centers, differentiated product and service range, and its competitive advantage in B2G related matters due to a deep knowledge of Public Finance. It will be able to leverage equipment rates even further thanks to trade & export finance, financial markets, international payments and factoring, and by implementing new initiatives in e.g. digitization, Equity Capital Markets and Wealth Management.

Pachecolaan 44
1000 Brussels
T: +32 2 222 11 11
www.belfius.be



BELGIAN CORPORATION FOR INTERNATIONAL INVESTMENT (BMI-SBI)

BMI/SBI is an investment company whose objective is the medium to long-term co-financing of foreign investments by Belgian companies worldwide. The Federal Investment & Participation company (SFPI/FPIM) is the majority shareholder together with the National Bank of Belgium and private shareholders such as BNP Paribas Fortis, ING and Electrabel.

Created in 1971 BMI/SBI has invested in over 300 projects in more than 50 countries. BMI/SBI's activities are oriented towards the creation and financing of foreign subsidiaries or joint ventures by Belgian companies, both greenfield projects as well as acquisitions or the development of existing companies.



**Barbara
REYPPENS**
Senior Investment
Officer

BMI/SBI offers flexible, attractive financing packages as well as services/added value based on its long-time experience in foreign investment. Minority equity participations and/or quasi-equity can be offered on a term between 5 to 10 years and with financing amounts ranging between € 500,000 to € 5 million.

Avenue de Tervuren 168
1150 Brussels
T: +32 2 776 01 00
info@bmi-sbi.be
www.bmi-sbi.be



BIOTEC INTERNATIONAL

BIOTEC was founded in Belgium in 1984 with the aim of developing conceptual, technological and methodological tools appropriate to the tropics to generate biogas and organic fertilizer from agricultural, agro-industrial and urban effluents and waste.

BIOTEC mission is the organic matter management (carbon + nutrients) to generate renewable energy without negative impact on environment (watersheds, soils and atmosphere) and, to improve soil fertility.

BIOTEC is an engineering company including design, works supervision, inoculation and commissioning. In many cases BIOTEC acts as general contractor for projects implementation (turnkey construction and assembling).



**Philippe
CONIL**
CEO

BIOTEC started its worldwide operations in Colombia in 1986 and expanded its activities to Central America, to Peru, to the North of Argentina, to Malaysia, to Indonesia and more recently to Africa (Nigeria, Ghana and Gabon).

BIOTEC has so far realized more than 150 feasibility studies and 40 projects, some of them being the firsts of their kinds in the world. The total volume of biodigesters built by BIOTEC is more than 380,000 m³ capacity, producing more than 300,000 m³ of biogas per day.

Rue Louis De Geer 6
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T: +32 10 39 22 02
belgique@bio-tec.net
www.bio-tec.net



BNP PARIBAS FORTIS

BNP Paribas Fortis (www.bnpparibasfortis.com) offers the Belgian market a comprehensive package of financial services for private individuals, the self-employed, professionals, SMEs and public organizations. In the insurance sector, BNP Paribas Fortis works closely with Belgian market leader AG Insurance. The bank also provides wealthy individuals, corporations and public and financial institutions with custom solutions for which it can draw on BNP Paribas' know-how and international network.

BNP Paribas Group has been operating in Latin America since 1914 when it opened a representative office in Argentina. Today, BNP Paribas is present in 6 Latin American countries: Argentina, Brazil, Colombia, Chile, Mexico and Peru. In Argentina, the bank is active in the field of Corporate & Investment Banking.



**Herwig
VAN CAMP**
Head of Corporate
Coverage Belgium



**Tullio
LANARI**
Country Head BNP
Paribas Argentina



**Linde
VERHEYDEN**
Director Public Affairs

Montagne du Parc 3
1000 Brussels
T: +32 2 565 91 51
www.bnpparibasfortis.com



**BNP PARIBAS
FORTIS**

BREWERY L. HUYGHE

Brouwerij L. Huyghe is a specialty Belgian beer brewery based in Melle, Belgium. It is family owned, fourth generation. We specialize in ales and are worldwide renown for Delirium Tremens (Pink Elephant). We brew also Guillotine, Averbode, Mongozo, Floris and Campus.



**Stefaan
NAEYAERT**
Export Manager

Brusselsesteenweg 282
9090 Melle
T: +32 9 252 15 01
stef@delirium.be
www.delirium.be



BREWERY VAN EECKE

We are an 11 generation family brewery since 1572. Proud creators of the world's favorite gastronomic ale: Poperings Hommel. Watou's Witbier - Cuvée Watou and Kapittel, a range of Abbey beers with secondary fermentation complete the assortment.



**Kris
WALGRAEVE**
Export

Diksmuidseweg 404
8904 Boezinge
T: +32 475 62 36 06
kris@leroybreweries.be
www.leroybreweries.be



BUZON PEDESTAL INTERNATIONAL

Buzon Pedestal International is the leading manufacturer of "Buzon DPH®" screwjack pedestals, which are made of polypropylene and can be adjusted millimetre by millimetre from 25 to 1070 mm.

These pedestals can bear loads of over 1,000 kg/pedestal and are specially designed for the construction of roof terraces, pedestrian areas, walkways, roof gardens, platforms, elevated technical platforms, inverted roof... and can be used with any type of decking material, such as natural stone, cement, granite, wooden tiles or slates and industrial gratings.



**Laurent
BUZON**
Administrator



**Pierre
BRISBOIS**
Sales Representative

The slope corrector "PH5" and the pedestal "DPH-5" have been specially developed to compensate the slope of a roof from 0 to 5% (or 0 to 5 cm) and to ensure a perfectly level terrace. Buzon pedestal can resist to UV and temperatures from -20°C to +90°C.

It is possible to fix a wood batten holder on the top of our Buzon DPH pedestals, for any kind of wood decking, wall Deck, wood structure...

Prolongement de l'Abbaye 134
4040 Herstal
T: +32 4 248 39 84
info@bpi.be
www.buzon-world.com



CERTI-FED

Since its recapitalization in 2015 (€ 25 million), Certi-Fed, subsidiary of SFPI-FPIM, is active in the co-financing of business ventures by Belgian private companies abroad in cooperation with the Belgian Corporation for International Investment (SBI-BMI).

Certi-Fed has already provided subordinated loans / equity to 10 Belgian SMEs for an amount of € 20 million in order to help them to expand their activities abroad.

Certi-Fed can offer financial products like equity, quasi-equity and medium- and long-term loans to Belgian SMEs (up to € 5 million).



**Denis
RUNDAY**
Chief Executive Officer

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CE+T POWER

Our daily mission at CE+T Power is to provide power solutions to keep the world going. To do this, we offer the most economical, energy efficient, flexible and reliable power conversion solutions.

Our complete range of power converters includes inverters (DC to AC), UPS (securing AC loads thanks to batteries) and a new "power routing" solution (inverter, rectifier and UPS all-in-one). These solutions can secure your loads from few kW to MWs with a flexible and modular approach to meet your changing needs.



**Felipe
PINAN DIAZ**
Area Sales Manager
– Spain, Portugal,
Central America and
South America

Founded in 1934, CE+T Power has been specializing in power electronics since the 1960s and invented the modular inverter in the end of the 1980s. CE+T Power offers solutions for the telecom, datacentre, industry, power utilities, transport and renewable energy markets... We have offices in Belgium, the United States, the United Kingdom, Russia, China, India, Malaysia and Turkey and a network of partners worldwide to provide our customers with the best services.

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CREDENDO

Credendo is a European trade credit insurance group that covers your risks worldwide. We are active in all segments of trade credit insurance: from tailor-made risk cover to easier access to trade financing.

- Belgian export credit agency services: promoting Belgian exports, imports and investments abroad with medium- and long-term trade credit and political risk insurance, financial guarantees and direct financing.
- Whole turnover short-term credit insurance: providing flexible insurance policies with approved credit limits and a risk period of less than 2 years, worldwide, even in complex risk environments.
- Single risk: covering your single contract or single buyer risks up to 7 years in more than 160 countries.
- Excess of loss: covering exceptional and unforeseeable risks of your turnover receivables.
- Top-up cover: adding capacity to the credit limits of a short-term trade credit insurance policy.
- Surety: issuing contractual and legal bonds.



**Mireille
JANSSENS**
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CULLEN INTERNATIONAL

Cullen International tracks, analyses and benchmarks regulation in 4 sectors - telecommunications, media, digital economy, and postal - covering developments across Europe, Americas, the Middle East and North Africa. Our cross-sectoral Competition Law service complements our regulatory expertise, following cases at EU and national levels.

For over 30 years, we have been providing comprehensive, neutral, unbiased, timely information that is trusted by industry and official institutions alike. We are widely recognized as the leading regulatory

intelligence provider in the field. We provide what you need to know about regulation and case law in a clear, straightforward and concise manner. Our services consist of a unique range of alerts, reports, benchmarks and enquiry services that are complemented by our training portfolio. Our outstanding database contains over 25 years of source documents linked to expert analysis. We are also regularly selected to carry out important research and studies for the European Commission and other organizations and we are frequently sought out to chair or make presentations at industry events.



**Ana Carolina
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Senior Analyst,
Americas

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DE EIK

De Eik is a Belgian family-owned investment company. It was founded in 1970 by the Van Waeyenberge family, known for its entrepreneurial activities.

The investment company has stakes in companies in a variety of sectors, such as food, agriculture, trade, services, logistics and media. De Eik opts to take a direct minority or majority interest in mature,

medium-sized companies aiming to achieve sustainable, profitable and international growth. The company prefers to work in partnerships with a view to further developing the companies' activities over multiple generations. De Eik continues to actively search for new investment opportunities. In this connection, we are always interested to hear from owners, entrepreneurs or their representatives about companies that meet our criteria.



**Piet
VAN WAEYENBERGE**
Honorary Chairman

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DE SMET ENGINEERS & CONTRACTORS

De Smet Engineers & Contractors (DSEC) is a general contractor (EPC Contractor), specializing in the agro-industrial field where it is a fully-integrated world class provider of management, engineering, procurement and construction services. It brings a compelling business that combines excellence in execution, safety, cost containment, experience and reliability with particular care towards energy saving and sustainability.

DSEC provides the industry (sugar industry - oils, fats & feed Meal - bio-based industry & chemistry - agro-chemistry) with general contracting services from project management (EPCM) or "For and on Behalf" operations to full turnkey construction (EPC).



Fernando BOUGAIN
President of De Smet Contractors de Argentina (DSCA)



Patrick ADAM
Commercial Director of De Smet Contractors de Argentina (DSCA) and Executive Director of the Corn Bioethanol Chamber

DSEC has established 2 operating offices in Argentina to provide the Argentinean market with the full range of design and project management services in the fields of agro-industry, port facilities and power generation.

De Smet Contractors de Argentina can be contacted in Buenos Aires:
T: (011) 4719 6581 / (011) 4737 0353 – Mr. Martin MURGUIONDO.

Commercial*: Mr. Patrick ADAM.

*Commercial Director also for projects in Bolivia, Uruguay, Paraguay and Chile.

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DINA CONSULTING & TRADING

DiNa is a small company but very dedicated. We work close with Geodis for freight forwarding worldwide. We also offer on board courier. DiNa participates in many economic missions and we offer to companies that can not participate our network to promote their products.

If Belgian companies can not participate in a mission and DiNa is represented, DiNa is prepared to promote these companies and their products and make the first contact with possible buyers or sellers.

There will be only paid a commission fee if there are any positive results.



**Dirk
CEULEMANS**
CEO

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DINA
CONSULTING & TRADING

DREDGING INTERNATIONAL

The dredging, environmental and marine engineering group DEME is an international market leader for complex marine engineering works.

Building on more than 140 years of experience and know-how, DEME has organically moved into several related sectors, such as the financing of marine engineering and environmental projects, executing complex EPC related 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 silts, the harvesting of marine resources...



**Wouter
BORGHUIS**
Deputy Area Director
Americas



**Laurent
CLOSSET**
Resident Manager
Argentina

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 Group has 4,900 employees worldwide and achieved a turnover of € 2.37 billion in 2017.

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**Dredging
International**
Marine & Waterway Solutions

DUFINA

Dufina, industrial meat products, traditional quality.

Dufina is a Belgian meat company with a rich history. Since 1950, we have been known for the craftsmanship of our cured, cooked and dried meats, ranging from smoked pork belly and Cobourg ham to cooked hams and sausages.

Flexible customised production, with worldwide distribution.

All our meats are available in wholesale and consumer packaging and can come in our packaging or as a private label. Dufina supplies worldwide to distribution centers, wholesalers, restaurant chains and supermarkets, as well as to colleagues in the food industry.



**Vincent
DUPONSELLE**
CEO



**Ann
VANTOMME**
Administration

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EQUILOG SERVICES

EquiLog Services is specialized in the worldwide shipping of horses by airfreight. We offer our clients bespoke transport arrangement services by managing every aspect of the journey full of complex procedures, carefully and professionally, from road and airport transfers to ferry crossings and customs. Our services include pre-export quarantine and in-flight grooming to taking your horses to their final destination. From family pets and competition horses to special breeds, we will cater for all your and your horse's needs.



**Els
BRUSSELAERS**
Manager

EquiLog Services has the necessary know-how to get your horses to their destination safely, legally and on time. But we are not just providing logistics services. We are horse lovers too. Rest assured: we truly care for your horses and give them the VIP treatment they deserve.

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EUROPEAN HORSE CENTER – MONT-LE-SOIE

Mont-le-Soie... a performant equine reproductive center!

The European Equine Centre 'Mont-le-Soie' is a state-of-the-art equestrian resort located in Southern Belgium.

Beyond veterinary research devoted to equine performance, Mont-le-Soie also offers full equine reproduction service: management of stallions (semen collection, freezing, semen banking, shipping services, reproductive health follow-ups), and insemination of mares with fresh and frozen semen.

We constantly improve all techniques and tools required for modern equine reproduction.



**Didier
SERTEYN**
Chief Executive Officer

The owners of the best Belgian and European stallions are constantly working with our team, which guarantees the traceability of the semen. The staff is nationally and internationally recognised for their professional services.

We handle all administrative aspects related to import and export shipments of the semen. The 'Mont-le-Soie' Equine Centre recently received the agreement for production and export of equine semen to Argentina.

Contact for South America: Dr. Alain HARVENGT
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EUROPOWER GENERATORS

EUROPOWER Generators started in 1990 in Limburg, Belgium, with the production of generators. Since then, the company has moved 3 times and currently occupies 9,000 m² on a site of 27,000 m² in Nieuwerkerken. Thanks to our continuous interest in satisfying our customers, in the broadest sense of the word and to offer them quality products, we have managed to make our company at this moment the most important manufacturer of small generator sets and motor-welding machines in the Benelux.



**Lucas
HEYLANDS**
Managing Director

A direct consequence of our desire to satisfy our customers is that EUROPOWER Generators responds directly to the needs of the market. We always pursue superior quality, which is why we have invested in the market, in customers, in personnel, in the continuous improvement of the product and its complete manufacturing process.

EUROPOWER Generators is the first European manufacturer of groups.

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EXTENSE PHARMA

Established in Belgium, Extense Pharma is specialized since 10 years in research and development, production and distribution of health supporting products such as nutritional supplements, dietetic products, products for wellness and for the medical sector. Our products have been developed to be healthy, safe, efficient, convenient, easy-to-use and tasty.

Our products are a way to prolong health and a good quality of life and well-being.



**Christel
WULLAERT**
CEO



**Isabelle
GROMMET**
Marketing Manager

We are a proactive and innovative partner able to create ready to use, tasty and healthy food and snacks meeting the most stringent specifications according to each specific country regulations.

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FEDERAL HOLDING AND INVESTMENT COMPANY (SFPI-FPIM)

The Federal Holding and Investment Company (SFPI-FPIM) centrally manages the federal government's shareholdings, cooperates with the government on specific projects and pursues its own investment policy in the interests of the Belgian economy.

The core business of the SFPI-FPIM, on the one hand as an investment company and on the other hand as a holding company, is as follows:

- Investing in companies with an attractive social value in one of the priority sectors, which the SFPI-FPIM has set itself as an objective;

- Acquiring equity in companies that are of strategic importance as far as federal policy is concerned, either making use of their own funds or by using funds that the state provides per project. In the latter case, the SFPI-FPIM acts "on a delegated assignment".

For the 2017 business year, SFPI-FPIM will be approximatively at a balance sheet total of about € 2.3 billion with around € 15 billion assets managed under delegated assignments on top. SFPI-FPIM will have made a profit of around € 110 million over 2017.



**Koenraad
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Chief Executive Officer

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sfpi  **fpim**
SOCIÉTÉ FÉDÉRALE DE PARTICIPATIONS ET D'INVESTISSEMENT
FÉDÉRALE PARTICIPATIEF - EN INVESTERINGSMAATSCHAPPIJ

FLANDERS CARGO ALLIANCE

Flanders Cargo Alliance is an organization acting as a logistic platform, created by 8 Flemish companies active at all Belgian ports and airports. Each company within the organization has its own specialties, allowing the organization to offer logistic solutions from A to Z. Services of our members include import/export formalities such as customs, veterinary, laboratory, health inspection. Storage dry/cool/freeze. Roadtransport of dry/chilled/frozen/aircargo/containers/containers genset. 3 of our

members are important players in perishable and frozen airfreight/ seafreight in Flanders, more specific in fresh fruits and vegetables and frozen fish, shrimps, vegetables and meat. Shipping lines from South America to Antwerp are operating. In wintertime a daily part-load chilled service goes from Belgium to United Kingdom. Daily connections to all Europe in full, partload and door to door services.



**Marc
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FYTEKO

Fyteko is a young innovative company developing and producing advanced plant biostimulants. Our mission is to address the key challenges that many areas of the world are facing due to climate change. Even in an environment of increasingly scarce resources we know that we can make a difference in countering the adverse effects of events such as droughts and heat.

As part of an extensive R&D network, Fyteko works with professional researchers and biotechnology experts to find new sustainable solutions to guarantee and increase yields in full respect of agriculture values and practices.



**Guillaume
WEGRIA**
Chief Executive
Manager

Our first product range focuses on activating the plant natural osmoprotectants metabolism, enabling crops to cope and recover better after a drought or heat stress event. We developed 2 final products: NURSPRAY® and NURSEED®: Nurspray is a preventive foliar spray biostimulant (EC) whereas Nurseed is a seed-coating formulation that will protect the seedling as from its germination.

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G.I.S. EUROPE

GIS International takes over your non-core or non-strategic purchasing (MRO, C-Class category or “tail-spend”) while at the same time simplifying your supply chain processes of direct and indirect materials and services.

As procurement experts we offer our Integrated Supply programme by reducing your costs and your inventory which is part of the service and financially owned by GIS. Please visit our webpage and have a look on our technology applications as iMinds, e-VMI and e-Procurement www.gisinternational.net.



**Marc
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CEO

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GLOBAL WATER ENGINEERING

Global Water Engineering or GWE is a group of companies specialized in industrial wastewater 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.

GWE is a world market leader in the fields of anaerobic wastewater treatment & digestion of biomass.



**Garcia
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GSK VACCINES

GSK – one of the world's leading research-based pharmaceutical and healthcare companies – is committed to improving the quality of human life by enabling people to do more, feel better and live longer.

GSK is one of the world's leading vaccine companies, involved in vaccine research, development and production. GSK has 14 vaccines in development and our broad portfolio of 41 vaccines prevents illnesses

such as hepatitis A, hepatitis B, diphtheria, tetanus, whooping cough, measles, mumps, rubella, polio, typhoid, influenza and bacterial meningitis. Globally, GSK has more than 16 000 people (including 9.000 in Belgium) working to deliver more than 2 (2.3) million vaccines every day, to people in 166 countries.

For further information, please visit www.gsk.com.



**Pascal
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Director External
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H.ESSERS

Leading logistics service provider H.Essers is a family business established in 1928 by Henri Essers. Today, the company is active throughout Europe and beyond, providing personalized and integrated transport and logistics solutions for sectors such as chemicals, pharmaceuticals/healthcare and high value goods.

The company currently has over 975,000 m² of warehouse space, a fleet of 1,460 vehicles, 3,050 trailers, 200 Safeboxes and 900 Isotanks and employs 6,270 people. H.Essers has 71 branches in 17 countries worldwide. Over the last years, the family business has undergone significant expansion through strong organic growth and a number of strategic acquisitions. In 2017, the company recorded a turnover of € 646 million.



**Noël
ESSERS**
Honorary Chairman



**Gert
BERVOETS**
CEO

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HAELVOET

For more than 80 years Haelvoet creates furniture to heal, to care and to meet.

We produce comfortable, elegant and durable furniture for hospitals, residential care centers and other healthcare facilities. You can rely on us for both hospital furniture (electric or hydraulic hospital beds, stretchers, cots, bedside tables, examination tables...) as well as nursing home furniture (electric or hydraulic high-low beds, chairs and tables, seats, recliner chairs...).



**Pieter
VERKEST**
International Sales
Manager

We care for people. That is why we pay maximum attention to design, quality and ergonomics during the development of our furniture. Product development is done with a clear understanding of the needs, a thorough knowledge of the challenges and a deep respect for both the patient and the caregiver.

By doing so, we create an environment that cares about people.

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HYDROGENICS EUROPE

Hydrogenics is the worldwide leader in designing, manufacturing, building and installing industrial and commercial hydrogen generation, fuel cells and MW-scale energy storage solutions. With over 60 years of experience, Hydrogenics is helping to accelerate a global “power shift” for a cleaner energy future.

We offer world-leading expertise for a range of applications, including:

- PEM and alkaline hydrogen generators for industrial processes and fueling stations;
- Hydrogen fuel cells for electric vehicles, such as urban transit buses, commercial fleets, utility vehicles and electric lift trucks;



**Filip
SMEETS**
General Manager

- Fuel cell installations for freestanding electrical power plants, critical power and UPS systems (uninterruptible power supply);
- “Power-to-Gas” the world’s most innovative way to store and transport energy.

Hydrogenics is headquartered in Mississauga, Canada with manufacturing facilities located in Germany and in Belgium. We have other corporate and sales offices and hydrogen installations, operating in several countries around the world.

Hydrogenics Corporation is a publicly listed company on the NASDAQ (HYGS) and the TSX (HYG).

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HYDROGENICS
SHIFT POWER | ENERGIZE YOUR WORLD

IBA

IBA is a medical technology company founded in 1986 as a spin-off of the "Cyclotron Research Center" of the Catholic University of Louvain-la-Neuve (UCL) in Belgium.

The company is active in the fields of proton therapy against cancer, dosimetry, radio-pharmacy solutions, and industrial sterilization and ionization.

IBA's main focus is to improve cancer diagnosis and treatment. With more than 25 years of experience in proton therapy, which is considered the most advanced form of radiotherapy available today for localized cancer treatment, IBA is the market leader in this treatment modality

and has designed and equipped the majority of clinically operating proton therapy centers around the world. Thanks to continued innovation in partnership with renowned clinical institutions, IBA is committed to continue developing state-of-the-art proton therapy solutions and making proton therapy the most accurate cancer treatment available worldwide.

IBA employs about 1,500 people in 40 locations worldwide and is listed on the pan-European stock exchange NYSE EURONEXT (IBA: Reuters IBAB.BR and Bloomberg IBAB.BB). More information on IBA's profile and activities can be found at: www.iba-worldwide.com.



**Sabine
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ICT ASSYST

ICT ASSYST's mission is to help organizations rethink, reconsider and manage the security of its critical data, network and systems.

The digital transformation, the evolution of technology (AI, IoT, BYOD, BITCOINS, GDPR) and communication means the constant need for organization's stakeholders to have a quick access to its data to maintain business continuity and increases the potential risks of data loss and critically impacts company's security requirements against malicious actions.



**Didier
UMUHIRE**
Managing Director

Guaranteeing this access, while maintaining a constantly evolving security level, is our job in order to allow you to focus on your core business.

Our strategy focusses on listening to our clients and providing high-quality solutions, coupled with experience in the domain of business solutions. We offer our clientele a high-level of added value in its corporate strategic thinking in order to reach their objectives.

We believe that the secret of a dynamic and secure future can be found in the delivery of customized solutions, support and services.

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JAN DE NUL

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.



**Jan
VAN DEN DRIESCHE**
Regional Area
Manager



**Pieter Jan
DE NUL**
Area Manager



**Bob
MICHTA**
project manager

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.

Specialized services for the offshore oil and gas industries and the renewable energy industry are also key part of the services provided by JDN Group (e.g. dredging of shore approaches, the design and installation of wind farm jackets & gravity base foundations, the ballasting and scour protection for offshore windmills, the installation of cables).

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ARGENTINA URUGUAY

JOHN MARTIN

The Belgian based family company John Martin is for more than a century specialized in the production and the distribution of beers: "The Finest Beer Selection" allowing our partners to have access easily and directly to all styles of beers. Today Anthony Martin's Finest Selection is continuously innovating in brewing, marketing and distribution respecting its tradition, developing win-win long-term partnerships

across the world. From strong bottom fermentation lagers (with the famous Gordon brand), English-style ales (Martin's Pale and IPA), Lambic beers (Timmermans, the world's oldest spontaneous fermentation brewery, winner of WBA 2015), Scotch beers, mix fermentations from Bruges (Bourgogne des Flandres), farm beers (Waterloo), Abbey beers (Dominus) and much more!



**Jonathan
MARTIN**
Export Manager

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KATOEN NATIE

Katoen Natie's mission is to create maximum added value by providing full service logistics and engineering solutions to a key number of customers all over the world. We develop and deliver smarter logistics and engineering solutions, tailored to each customer's specific situation. Our services range from offering warehousing solutions to designing, building and operating on-site and multi-customer platforms.

Our in-house knowledge in terms of logistics, engineering and IT makes us most creative, responsive and fast when it comes to our customers' specific needs. To this end, we decentralized our activities. We organized our business units to serve specific industries, globally, be it with the assistance of local operations. This structure allows for flexible communication with our customers and fast decision-making by our managers.



**Karl
HUTS**
president of the board
Terminal Cuenca del
Plata

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LABORATORIA QUALIPHAR

Qualiphar-Gifrer is a 100% family-owned Belgian-French pharmaceutical group. Founded in 1937, Qualiphar focused initially exclusively on the production of healthcare products (self-care medication included). In the 70's, Qualiphar started with far-reaching diversifications towards contract manufacturing and logistics. In 2000, Qualiphar took over the French company Gifrer, a pharmaceutical company founded in 1912, concept designer of unit-doses. In 2003 Gifrer fully acquired a company with extensive expertise in Herbal Extracts.

The international breakthrough has been realized in 2006 with the foundation of an export department.



**Jan-Karl
VERLINDEN**
Export Manager Southern
Europe, Africa, South
America

Today the group has around 400 employees and is reaching an annual turnover of € 80 million.

Our aim is to export our products and know-how worldwide, through strategic long-term distribution agreements, preferably on an exclusive basis.

Healthcare products

Specialized in the development, production and marketing of a wide range of Over The Counter (OTC) products (non-prescription drugs, medical devices, food supplements, biocides, cosmetics), covering almost all OTC segments.

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Qualiphar



LIÈGE SPACE CENTER (CSL)

The Centre Spatial de Liège is a research center created by the University of Liège, dedicated to space instrumentation. The CSL has a dual role: as a university research institute and as world-renowned testing centre. The CSL is structured around 3 programmes: space environment testing, requiring the creation of extreme temperature and vacuum conditions (including the design and production of testing equipment for space systems), design and development of space instruments and technology partnerships with local and European industries. It has designed, created and tested over 20 instruments which were or are still

operational in space. In particular, the CSL Signal Processing Laboratory has 30 years of experience in the field of SAR image processing, including SAR focusing, interferometry, polarimetry and interferometric polarimetry. It has had a pioneer role by developing, starting in 1992 the first InSAR/DInSAR processor in Belgium. This development stimulated interest and collaborations with many scientific users (exploiting the InSAR/DInSAR/PolInSAR output data), industrial partners and academic entities (know-how transfer, tailor-made training programmes).



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ARGENTINA URUGUAY

LUBRIOR

Lubrior is a Belgian company that manufactures and distributes fresh, innovating and healthy finished products. We have branches in different parts of the world, especially in Belgium and in the Netherlands for the distribution of our products in Europe.

We answer the demand of producers from different countries that seek new flavors and experiences and we inform demanding consumers used to quality.



**Bertrand
KABEYA KALOMBO**
Administrator



**Onya Naomie
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MADYSANO

Madysano is established in Brussels and provides services and has a purchase centre for popular consumer goods (food, household goods, furniture, fashion items) produced in Belgium, which are exported to a network of stores developed in West Africa. In this framework, it is seeking new export opportunities to Africa. Madysano is also in search of partners to develop an import business on the European market for products manufactured in West Africa. In this context, it already has partnership ties with local companies with which it is likely to conclude contracts in the following areas: diamonds, cocoa, fruit and veg, art objects and crafts (sculptures, leather goods...).



**Mohamed Moustapha
SANO**
Manager & Partner

The manager and partner of Madysano, Mr. Mohamed SANO, has developed a network of companies in West Africa, which form part of a family group of businesses. A number of these companies are currently active in Côte d'Ivoire, Senegal, Mali, Guinea, Liberia and Sierra Leone in the following fields: import/export of popular consumer goods; transport activities, by sea, air and land; storage of consumer goods in Conakry, project for the construction of refrigerated hangars in Conakry aimed at accommodating containers with food products; construction company and real estate services.

We do exploration / market research of export products for the countries we are concerned with.

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ARGENTINA URUGUAY

MANUCHAR

Manuchar is a global trading and logistics company (we provide services to groups and third parties) of basic products (chemical products, steel, metals, plastics...) for which maritime and local logistics play an important role. The annual turnover amounts to € 1,230 million.

Manuchar operates in more than 50 countries and in around 140 locations and has its own infrastructure and employees (2,000+). Its supply units are strategically located and have a total area of 380,000 m². Manuchar Argentina and Paraná Servicios Logísticos develop their activities in distribution, complete management and JIT supply of chemical products from their facilities (10,000 m²) in the port of Del Guazu (Province of Entre Rios) and another warehouse near Buenos Aires.



**Héctor
DEAMBROSI**
General Manager
Manuchar Argentina
and Paraná Servicios
Logísticos



**Stefan
VAN LOOCK**
Region Manager North & South
America and Member of the
Executive Committee

The experience, dedication and technical know-how of Manuchar Argentina make us the ideal partner for international companies that want to have a logistics and/or sales representative in Argentina.

Mission of Manuchar

Manuchar supplies basic products in emerging markets. We offer the most efficient and reliable supply and supply chain solutions in the world. We keep your production going. Anytime. Anywhere.

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Manuchar
Your partner in emerging markets

MEVOCO

Mevoco is an independent, Belgian producer of medium-voltage components specialized in the design and production of load-break switches and circuit breakers.

Our design activities focus on compliance with international standards, typically IEC62271-1 and IEC 62271-100. We assure that our components get relevant certificates from accredited testing and certification bodies, typically KEMA.



**Erwin
DEBUTTE**
Sales & business
development

Our manufacturing is 100% integrated. We control all process steps for manufacturing our medium voltage components, with in line tests of critical parts during the final assembly in our Belgian facilities.

Our customers are medium voltage secondary substation specialists with competence to design and build complete switchgear equipment.

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MITHRA PHARMACEUTICALS

Mithra (Euronext: MITRA) is dedicated to providing innovation and choice in women's health, with a particular focus on fertility, contraception and menopause. Mithra's goal is to develop new and improved products that meet women's needs for better safety and convenience. Its two lead development candidates - a fifth generation oral contraceptive, Estelle®, and a next generation hormone therapy, Donesta®- are built on Mithra's unique natural estrogen platform, E4 (Estradiol). Mithra also

develops, manufactures and markets complex therapeutics and offers partners a complete spectrum of research, development and specialist manufacturing at its Mithra CDMO. Mithra was founded in 1999 as a spin-off of the University of Liège by Mr. François Fornieri and Prof. Dr. Jean-Michel Foidart and is headquartered in Liège, Belgium. Further information can be found at: www.mithra.com



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mithra
PHARMACEUTICALS

MONFORT

Monfort is a Belgian company based in Sorée. Created in 1981, Monfort is specialized in the import-export of farm implements and civil engineering as well as trucks.

Thanks to its wide experience, Monfort can provide revalued material with a very good quality/price ratio, as well as new material perfectly adapted to the customer's specifications. Official distributor in Wallonia of Dal-Bo, Joskin and JCB, Monfort is a reference among Walloon SMEs with a turnover of about € 10 million and supplies equipment throughout the Benelux countries as well as in other European countries and other continents. This makes it an international company.



**Bertrand
KABEYA KALOMBO**
Representative Africa

Why us?

- We accompany projects at the request of our customers but with conditions in order to protect the environment and human lives;
- We believe we meet local needs and raise the standard of farmers' jobs as actors of development and inclusive economic growth;
- We accompany our customers in the implementation of agricultural mechanization for small farmers.

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MULTITEL

Multitel is an innovation centre, in the form of non-profit organization, recognized by the public authorities in Belgium. Our funding sources come from regional research (ERDF), European research (FP6, FP7 and H2020) and industrial revenues (consulting, training, contract research, licenses...). Multitel created several spin-offs: IT-Optics, ACIC and Smartwear. Multitel has the strong support from the Catholic University of Louvain and the University of Mons which enables the centre to accelerate the transfer of the research results to companies in order to improve their competitiveness. Thanks to the diversification of the research activities in the railway sector, Multitel has become a global

leader in the area since 2007. Today, with a multidisciplinary team of 70 employees, Multitel has expertise in 5 activities: Computer Vision, Signal and Embedded systems, Applied Photonics, Network Engineering and Railway Certification. Each department has its exclusive technologies and a strong experience of working with the industry, both in public- and private-funded projects. These combined areas of expertise lead Multitel to be particularly active in Industry 4.0 and Smartcities technologies with an emphasis on IoT specific sensors, telecommunication and Cybersecurity.



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NAUTADUTILH

NautaDutilh is an international law firm practising Belgian, Dutch, Luxembourg and EU law. The firm was founded in 1724 and is one of the largest in the Benelux with over 400 lawyers, notaries and tax advisors, based in Amsterdam, Brussels, London, Luxembourg, New York and Rotterdam. NautaDutilh boasts an excellent international reputation and track record. We have worked on many of the highest-profile deals, both public and private, in Belgium and the Netherlands, supported by our offices in the key financial centres of London and New York.

NautaDutilh Belgium

Founded in 1994, the Brussels office has become an important player on the Belgian legal market, with the ability to handle the most complex cases. Our Brussels office has grown to include around 65 lawyers who



**Dirk
VAN GERVEN**
Managing Partner
Brussels Office

represent top Belgian and multinational clients in several practice areas: Banking & Finance, Corporate, M&A, Capital Markets, Employment & Pensions, IP & IT, Litigation & Arbitration - Restructuring & Insolvency, Public Law & Regulatory, Real Estate & Infrastructure and Taxation. We focus on 7 key sectors (Private Equity, Financial Institutions, Real Estate, Infrastructure & PPP, Energy & Natural Resources, Life Sciences, BeTech and Professional Services), enabling us to offer our clients tailor-made solutions based on thorough knowledge of their market.

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OTN SYSTEMS

OTN Systems is a leading supplier of mission-critical telecommunications solutions to industrial customers for nearly 30 years. Our passion for translating what truly matters has propelled us into the forefront in specific verticals such as power utilities, metros, railways and oil and gas. By working closely with numerous customers over nearly 30 years, OTN Systems has acquired the necessary expertise worldwide.

OTN Systems has built a solid reputation deploying cost-effective and reliable communication networks. Thanks to the unique product portfolio, a highly skilled workforce and a partner network that extends to every corner of the world, OTN Systems has successfully delivered operational telecommunication networks to more than 500 satisfied customers in 75 countries around the world.



**Mark
PAUWELS**
Director of Sales
LATAM/IBERIA

The company's product line XTran is a flexible, state-of-the-art product allowing customers to go full packet. Its underlying MPLS-TP technology avoids the complexity of generic telecom solutions developed for service providers. XTran secures reliable operations in harsh environments while its management system (TXCare) supports an intuitive and simple handling. XTran makes MPLS for Operational Telecom easy.

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PATTYN PACKING LINES

Based on more than 40 years of experience and know-how, the Pattyn Group offers food related and non-food processing companies high performance packaging machines and complete lines to pack, weigh fill or count products for industrial use.

The application consists of opening a carton, placing a bag (starting from tubular film on a roll, sealing and cutting it to a bag, fill it, close the bag and close the carton for weights between 5-30 kg. For bigger cartons and weights we have our XL-line.



**Frans
MORTIER**
Exportmanager

Starting as a Belgian family company, today the Pattyn Group has more than 290 employees and supports more than 900 customers worldwide in different industries. It is still private owned and managed by the third generation of the family.

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PATTYN®

PHARMACEUTICAL LABORATORIES TRENKER

The Pharmaceutical Laboratories Trenker were founded in 1933 by Rodolphe Henry Trenker under the vision of producing and distributing high-quality pharmaceuticals, food supplements and medical devices. From the beginning, Trenker Laboratories have kept their independency from any group.

The Pharmaceutical Laboratories Trenker provide a full service expertise. The company is present at every step of the process. The production, Quality Control and Quality Assurance departments meet the European GMP standards (Good Manufacturing Practices) applicable in the pharmaceutical industry.



**Yannick
TOUSSAINT**
Export Sales Manager

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PRAXIS

Praxis Private Office is an independent office for a select number of families. We help our client families to structure their assets and develop investment strategies, today and for the next generations. We are a team of professionals, based in Antwerp and Buenos Aires, with a wide range of experience in family governance, investing, strategy consulting and consolidated reporting.



**Antoine
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Founding Partner and
Chairman

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PRIMORIS

Primoris Belgium is a specialized laboratory for pesticide residue and contaminant analysis in the agri-food industry, contributing to the enhancement of food safety, product quality and sustainability. Primoris Belgium supports customers from all over the globe with high-, western European quality analysis. Primoris Belgium is part of the Primoris Holding, together with three other laboratories, a certification body and Ciboris, an independent non-profit organization that, by providing knowledge, supports the value chain of the stakeholders of the Primoris Holding in order to enhance food safety, product quality and sustainability.

The goal of Primoris Belgium, as well as the other companies in the Primoris Holding, is to support the food and feed sector in all quality, food safety and risk related issues. With our extra focus on support, a team of customer care members and market managers is always happy to support our customers whenever needed.

The cooperation between all companies in the Primoris Holding supports you not only with analyses but in a much broader perspective concerning all quality, food safety and risk related issues in your company, with your products and in your market.



**Bernard
VAN NEVEL**
Business Developer



**Hugo
VAN USEN**
International market
manager

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PRIMORIS

YOUR RELIABILITY IN FOOD ANALYSIS

PROTEA BIOPHARMA

Protea Biopharma is a biopharma company focusing on the development of improved diagnostics and therapeutics for infectious and chronic diseases. The company developed an extensive end hands-on experience in the field of innate immunity and anti-viral pathways. Besides chronic fatigue syndrome and myalgic encephalomyelitis (CFS/ME) our research activities have extended to other immune conditions (inflammatory and auto-immune diseases). In addition to anti-viral discovery, the company has engaged in drug discovery programmes to look for potent anti-viral molecules one of which is a RNase-L modulating lead compound entering clinical phase I studies to make ideal additions to

combination anti-viral therapies. The company also developed a unique and proprietary drug discovery platform to find active molecules to treat conditions and diseases derived from an aberrant interplay between cell-membrane associated prions (PrPc) and mitochondria. In this way the company has been able to add a new biological principal of disease to its research to better understand and treat: Alzheimer disease, Parkinson, ALS, neuromuscular and associated diseases and other conditions such as cancer and aging. Lead compounds and use/license of our drug discovery platform technology can always be discussed under confidentiality.



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DE MEIRLEIR**
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R.E.D. LABORATORIES

Your partner of choice for specialty tests

R.E.D. Laboratories develops and performs specialty tests for chronic immune disorders, intestinal dysfunctions, tick-borne diseases (Lyme disease, tick-borne encephalitis...) and multifactorial afflictions such as autism and chronic fatigue syndrome (CFS). We are continuously developing new tests according to the specific needs of health care providers. Our focus is to offer tests that are either rarely or not available elsewhere. We are collaborating with national and international universities and we are involved in several international groups aiming to advance knowledge in biological markers of autism and CFS.



**Tatjana
MIJATOVIC**
Chief Scientific Officer
and Lab Responsible

In order to offer the most relevant and useful testing possible, we at R.E.D. Laboratories leverage the collective knowledge of prominent physicians, with whom we maintain close collaborations. By collaborating with us, they can contribute to this scientific knowledge base and promote the development of laboratory diagnostics that will benefit their patients.

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REVATIS

REVATIS... innovating concepts for research & development and for the improvement of equine welfare!

REVATIS is a Belgian company that focusses on equine regenerative medicine and cell therapy. This branch of health care is rapidly evolving in the equine industry.

REVATIS offers a global approach based on the combination of growth factors, scaffolds and regenerative stem cells collected by a minimally invasive, safe and painless procedure.

The REVATIS's R&D team has developed a unique and innovative technology to isolate and harvest autologous pluripotent mesenchymal stem cells derived from muscular tissues (through a microbiopsy). These high-quality stem cells are cultured under GMP conditions and

are available for immediate autologous therapeutic use or can be stored in biobanking (freezing) for later use. They promote tissue repair as well as they reduce inflammation and pain.

In horses, mesenchymal stem cells have demonstrated efficacy in tendinopathies and degenerative joint diseases. Other pathologies such as ophthalmological and reproductive diseases, wounds, laminitis, nerve degeneration and chronic inflammation may benefit from stem cell treatment as well. REVATIS also provides researchers with a selection of mesenchymal stem cells and other cell lines of equine, canine, and porcine origin for the use in research & development.

Contact for South America: Dr. Alain HARVENGT alain.harvengt@hotmail.com



**Didier
SERTEYN**
Chief Executive Officer

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ARGENTINA URUGUAY

SCHREDER

Present in more than 35 countries around the world, Schröder is leader in the outdoor lighting market. We offer innovative and intelligent solutions to ensure the safety, comfort and sustainability of public spaces.

Initiators of the LED & Smart City revolution, we provide efficient, intelligent, elegant and sustainable solutions for the well-being of rural and urban communities around the world. We help our customers reduce their operating costs, find new sources of income and connect their citizens to public infrastructure.

Among many others, San José in Silicon Valley, the Grand Place in Brussels, the Champs Elysées in the Bund in Shanghai and the Olympic esplanade in Rio de Janeiro are some recent examples of our technological know-how.



**Mathilde
PRETE CAPASSO TORRE**
Government Affairs
and Branding



**François
LOVENS**
Chief Regional Officer
SAM



**Ricardo
LUCCHESI**
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SCK•CEN (BELGIAN NUCLEAR RESEARCH CENTER)

SCK•CEN is one of the largest research institutions in Belgium. Every day, more than 740 employees dedicate themselves to developing peaceful applications of nuclear technologies and radioactivity. Our developments have already resulted in a long list of innovative and forward-looking applications for the medical world, industry and the energy sector. We are renowned for our expertise world-wide.

In the course of our work, there are three main research topics:

- The safety of nuclear installations;
- The well-considered management of radioactive waste;
- Human and environmental protection against ionising radiation.



**Derrick
GOSSELIN**
President Board of
Governors



**Hamid
AÏT ABDERRAHIM**
Deputy Director-
General International
Relations & Director
MYRRHA project



**Marc
SCIBETTA**
Deputy Institutes
Director Nuclear
Materials Sciences

SCK•CEN collaborates with numerous research partners both at home and abroad. The work performed by SCK•CEN has a direct effect upon various aspects of our daily life. Besides our work as a research centre, we also organize training courses and education via our Academy and offer specialist services including consultancy.

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SECO BELGIUM

Through certification, technical inspection services and advisory, we, SECO, contribute to improve safety, reduce risk and optimize solutions for our clients in their construction projects – buildings and infrastructure. For 80 years owners, investors, architects, engineers, developers and property managers have been relying on our expert services to acquire, develop, construct, maintain and manage infrastructure and real estate property. We have grown from operating in the Benelux region to offering customer support worldwide.

The expertise of the company comes from being involved in just about a 1,000 construction projects at any given point in time. Our engineers

have been adding value to major civil works in the energy sector and port infrastructure in Uruguay, Chile and Argentina over the past decades and the company strives to continue and extend our support to the construction sector in South America, acting as an efficient independent knowledge center. The intervention of SECO gives access to long term insurance schemes in the form of umbrella project policies covering defects which are hidden at the time of the acceptance of the works, but may show up in a later stage. Such schemes have proven to constitute a major relief for the financing of our clients' investments.



**Wim
VAN ALBOOM**
International Deputy
Director

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SECUTEC

After having successfully established Secutec as a trusted security partner, Geert Baudewijns, CEO/Founder of Secutec is now conquering the world.

Secutec achieves this by establishing strong links between security vendors and distributors on the one hand and our customer on the other hand.

But Secutec is much more than simply a go-between. We add significant value to the products of our security vendors by offering specialized complementary services.

These cover every aspect of the security spectrum, from installation to screening and monitoring to problem analysis and solving.

Our dedicated and rapid response support team who makes this all happen.



**Geert
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CEO/Founder

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SKYLANE OPTICS

Skylane Optics is a leading provider of fiber optical transceivers. Skylane Optics offers an extensive portfolio for the enterprise, access and metropolitan segments of the fiber optical market. Skylane Optics is headquartered in Fraire, Belgium where also the logistics center and the high-tech laboratory is located. We are covering the European market with a strong partner network and have offices in Sweden to support customers locally. The offerings provided by Skylane Optics are characterized by high-quality and high-performance. In combination with our strong technical support, we enable our customers to build cost optimized network solutions solving existing and future capacity needs.

Skylane optics has opened a production line in Brasil and is now active in South and North America.



**Philippe
BOLLE**
CEO



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Sales Director CALA

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SLAUTSKY JORGE ARCHITECTS

The Atelier d'architecture Jorge Slautsky is an architect's office active for more than 25 years in Belgium and some other countries constructing and renovating urban buildings of different scales. Mr. Jorge Slautsky is a Belgian architect born in Buenos Aires, Argentina, graduated from the Buenos Aires University in 1977 and with post-graduate studies and research works in architecture in Israel, Spain, Holland, Germany, Belgium, Norway and Argentina. Mr. Slautsky and his Atelier has been designing and constructing buildings within the urban structures mainly in Belgian cities the last 25 years. Important buildings were created the last years like multi-storey apartment constructions running from 10 to 60 housing units, retail buildings from 2,000 m² to 10,000 m², social housing public buildings among others.



**Jorge
SLAUTSKY**
Architect

Architect Slautsky will join SOCATRA, an important construction company in Brussels. With SOCATRA, Mr. Slautsky has developed the last 6 years important projects: low-energy apartments (REIGERSVLIET)/ a passive construction for the BERCOM GROUP (offices, retail and housing) 2,400 m²/100 apartments in 2 heavy transformation of unused office buildings from the sixties into low energy apartments. During this visit in Argentina, architect and contractor are able to explain the methods used for boarding this type of urban intervention.

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SMAPPEE

Smappee develops innovative solutions that foster sustainable energy consumption. Its smart monitors analyse the use of solar energy, gas, water and electricity – they were the first ones to track electricity consumption down to appliance level for all important devices. Users get insights via itemized bills and discover their energy consumption, energy guzzlers, standby power... in real-time, at anytime and anywhere via the Smappee app. The Smappee Switch and partnerships with third party IOT solutions empower consumers to turn their house into a smarter and better home. The professional version offers SMEs and multi-sites real-time data on one or multiple sites using the same easy installation

and user-friendly app as the consumer version. Smappee envisions to change its users' energy habits by making saving energy fun and to reduce their energy consumption without compromising on comfort. This ensures that both the user and the environment benefit from Smappee's efficiency solutions. The company was founded in 2012 by Hans Delabie and Stefan Grosjean, advocate for renewable energy and energy efficiency, international expert in Smart Grids and Energy Management and founder of Energy ICT – now part of Honeywell. Smappee has been award-winning ever since. Smappee is headquartered in Kortrijk, Belgium, and offers its solutions in 92 countries worldwide.



**Johan
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SOCATRA

SOCATRA is a general company founded in 1967. The company is active in the field of construction, renovation and civil engineering. It has many references both in the private domain and in public tendering. In addition to its extensive experience in new construction, particularly in the residential sector and prestigious offices (embassy, bank, law firm...), the company has accumulated significant know-how in the field of renovation and particularly in complex operations of transformation or extension of buildings into occupied sites (hospitals, schools, large

social housing projects). SOCATRA is also active in the field of hotels or shops/retail. The company benefits from synergies with its related companies in the field of private real estate development and promotion or PPP (public-private partnership). The company has a significant share of its turnover obtained through tenders and/or design-build competitions with an architect's office. The company has approximately 150 employees (with its own teams on site for the structural work) and an average turnover of nearly € 40 million.



**Claudia
DE CESCO**
Chief Executive Officer



**Alexandre
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Chief Executive Officer

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SOLVAY

Solvay is an advanced materials and specialty chemicals company, committed to developing chemistry that address key societal challenges. Solvay innovates and partners with customers worldwide in many diverse end markets. Its products are used in planes, cars, batteries, smart and medical devices, as well as in mineral and oil and gas extraction, enhancing efficiency and sustainability. Its lightweighting materials promote cleaner mobility, its formulations optimize the use of

resources and its performance chemicals improve air and water quality. Solvay is headquartered in Brussels with around 24,500 employees in 61 countries. Net sales were € 10.1 billion in 2017, with 90% from activities where Solvay ranks among the world's top 3 leaders, resulting in an EBITDA margin of 22%. Solvay SA (SOLB.BE) is listed on Euronext Brussels and Paris.



Daniela MANIQUE
President GBU Coatis
– Vice-President of
Solvay Group



Marcelo PERRACINI
Government & Public
Affairs Director -
South America



Laurent MOUTHUY
Chief Financial Officer
LATAM



Paulo GARBELOTTO
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STOOPEN EN MEEÛS

Stoopen & Meeûs is a Belgian family business established in 1894. This makes us one of the oldest companies in Antwerp. For this, the International Chamber of Commerce commended us in 2016 with a Lifetime Achievement Award.

Our core business is pigments and dyes in powder. We supply to different industries in more than 80 countries under the brand name "Dragon Pigments", well-known in the market since 1902. With our industrial mixing equipment we are able to produce bespoke pigment blends.



**Koen
MOENECLAEY**
Export Manager

About 10 years' ago, we started our own line of mineral paints for the professional market. These exclusive, decorative products have meanwhile become a top brand and interior artists love to work with them not only for their high quality but also because of our extensive technical support.

As a service provider we also carry out toll mixing operations of different kinds of powders, carefully following our customers' formulations.

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since 1894 by

**STOOPEN
& meeûs**

TELEMIS

Telemis is a fast-growing company active in the field of medical equipment and specialized in PACS (Picture Archiving & Communication System) solutions. This system enables you to view the images and share them with other health centers.

Telemis offers innovative solutions with the MACS (Multimedia Archive & Communication System) system. This new system is aimed at all other clinical departments (ophthalmology, dermatology, cardiology, surgery,

emergencies, pathological anatomy...) and accepts all image and video formats. Within this framework, Telemis provides a global offer that meets the individual needs of each service. To this day, thanks to Telemis PACS/MACS, 221 sites have adopted a filmless environment in Belgium, France, Italy, Switzerland, Latvia and the United Arab Emirates. Telemis supports health institutions and private physicians in allowing patients to receive the highest quality care.



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THE BELGIAN CENTRE FOR ARBITRATION AND MEDIATION (CEPANI)

More and more, conflicting parties are turning to arbitration for the resolution of their disputes. Indeed, arbitration offers a number of indispensable advantages: it is fast, confidential and cost-efficient.

As the Belgian Centre for Arbitration and Mediation, CEPANI helps its clients solve their commercial conflicts in a safe and efficient manner. We commit to providing parties in dispute with the right legal and administrative framework, to ensure a swift handling of the case.



**Dirk
VAN GERVEN**
Vice President

CEPANI offers parties who wish to initiate a dispute resolution procedure all the necessary support. The Centre provides the parties with a set of Arbitration Rules – updated as recently as January 1, 2013 – meant to establish a clear legal context for the management of the proceedings.

Founded in 1969, CEPANI is the main centre for arbitration in Belgium and has also expanded its activities with other methods of dispute resolution. At the heart of Brussels, home to several institutions of the European Union as well as many other international companies and organizations, CEPANI provides its services in both a national and an international context.

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THE BELGIAN CHOCOLATE GROUP

Founded in 1956, the Belgian Chocolate Group is a well-established supplier and exporter of high-quality chocolates at attractive prices. We have 3 modern production sites near the port of Antwerp and our well-established brands can be found in over 90 countries worldwide. We offer a wide range of products including: chocolate seashells, flavoured pralines, truffles, chocolate bars, no sugar added chocolate bars, mini bars, individually flow packed products and we are BRC & IFS certified. We do in private label and brands.



**Marc
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Managing Director



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THE CHALO COMPANY

Chalo is a Belgian brand that brings Funky Feel Good Food & Beverages to the market! We want to inspire our community to eat healthier and discover ingredients and recipes from other cultures.

As our first product line, we serve you the real authentic recipe of the Indian Chai. We have developed 7 different flavors: Masala, Vanilla, Cardamom, Lemongrass, Chini Chai Masala, Organic Slow Masala and Turmeric Chai. Our instant premix range is all natural and vegan and received the Award for the Best Specialty Beverage by the worldwide Specialty Coffee Association at World of Coffee'17 in Budapest.

We do business in a fair and sustainable way by donating a part of the revenue to the charity in Kolkata, India and making sure that your order is delivered as green and as fast as possible.



**Peter
GOETHALS**
CFO & Co-founder



**Gita
VAN DEN BOER**
Co-founder & CEO

Our sister company Beanworks is specialized in trading organic non-GMO pulses, seeds, grains and superfoods. In this business, we import commodities from origin, reclean, pack and distribute them worldwide. We ensure high-quality products, regular supply and competitive pricing at all times. We are Organic, BRC and Kosher certified. This we do with a low threshold in a not smart-assy but funky rebellious way.

In a synergy of both companies, our second product line was developed. Chalo is launching a range of snacks with 4 varieties of salty peas based of pulses and 4 varieties of sweet chunks made out of nuts and bakery seeds. The 6 rebellious blends are a mix of organic pulses, grains, seeds and superfoods!

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THE CLAY AND PAINT FACTORY

The Clay and Paint Factory produces various clays and paints in Wandre, Belgium.

We sell our products from the brands Cernit, Darwi, H Dupont, Arasilk and Schjerning all over the world. Thanks to our large range, you will surely find interesting products for your work area!

Our Cernit polymer clay is very appreciated for its flexibility and its large range of colors and effects. We are also very proud of our Darwi air-drying clay, which is perfect for all types of sculpting works. Our Darwi paints include a large range such as cold ceramic Armerina paints,

window color Paint & Peel, glass paints, frosted-effect glass paints, textile and leather paints and of course a wide choice of acrylic paints. Many of our paints are available in markers for an easy use.

H Dupont and Arasilk include different types of dyes, for vegetal or animal fibers such as cotton or silk. All accessories and auxiliaries for dyeing are available in our catalogue, including fabrics.

The high-firing porcelain paints from the Schjerning brand are lead or lead-free colors, mostly for professional use.



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THT

THT is a company member of Prayon Group specialized in the production of lactic acid bacteria (*Lactobacillus* sp., *Bifidobacterium* sp., *Lactococcus* sp., *Streptococcus* sp., *Bacillus* sp.) which are used for:

- Probiotics: live microorganisms in freeze-dried form uses as health ingredients for intestinal balance, immune enhancement, to protect against uro-genital tract infections in women and even as growth factor in feed;
- Meat starter cultures: for acidification and/or aromatization of dry fermented sausages and sourdough bread making;
- Bio protective cultures: to fight against common spoilage, as well as against *Listeria monocytogenes*.



**Mauro
DIAZ**
Sales & Marketing
Manager

Our mission is to provide our customers with high-quality products with our R&D focusing on improving stability in standard temperature and humidity conditions, current example, we are producing new probiotic generation strains as *Bacillus* sp., adapted to weather conditions of South Hemisphere.

We are able to supply lactic acid bacteria in bulk or in finished products such as capsules in blister packs. We can provide small or large volumes with the same high-level standards of quality, speed and affordable prices.

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TROTEC

Trotec gives your food by-products a second life. Trotec, where food becomes feed.

Trotec transforms all vegetable-based food products into high-quality basic ingredients for animal feed.



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**Krist
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UNITED PETFOOD PRODUCERS

United Petfood is the specialist in high-quality dry dog and cat food, dog biscuits and snacks under private label. The Belgian family business has 20 years of experience available for your house brand.

The factories are completely dedicated to the production of extruded dry pet food products and biscuits. Thanks to our high technology fully automated factory we are flexible in production.

United Petfood is an exclusive private label manufacturer. This ensures that your products are always our priority. The fact that we have clients in all European countries, Russia, China, Japan and US proves that this formula works universally.



**Gert
COOREMAN**
Sales Director Asia,
Pacific and South &
Central America

United Petfood strives for a partnership with its clients by offering a complete solution package. After developing the animal feed we also help with packaging, storage and dispatch.

Together your input and our excellent flexibility, our exceptional support will ensure a new success formula.

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V.D.B. FROZEN FOOD PRODUCTION

VDB is a Belgian industrial ice cream and waffle producer, both our or your brand (private label).

Keen on big runs but our flexibility enables us to deal with smaller volumes as well. In the ice cream business, we are specialized in cups (styrofoam), tubs and magnum types. We offer high-end market Belgian pearl sugar waffles and Brussels waffles. We also trade in Italian ice, all products with added value.



**Hans
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VÉSALE PHARMA

Since 2008, Vésale Pharma, based in Eghezée (Belgium), is dedicated to R&D on probiotic solutions and microbiotic applications. As a pioneer company in this field, Vésale Pharma dedicates 23% of its turnover in R&D every year and is developing applied and fundamental researches in the fields of probiotic health products and technology, as well as on applied metabolomics and phagotherapy. Vésale Pharma works on with major Belgian and international universities or institutes as e.g. the Institute Pasteur of Lille (France). In December 2016, an important Research Protocol was also signed with the Texas A&M University in College Station (USA). This was followed by the foundation of a R&D

subsidiary last November 2017 in College Station. Vésale Pharma products are sold in around 20 countries worldwide through a network of agents and distributors. A commercial office was opened by the company in 2016 in Sao Paulo (Brasil); as well as a Representation Office in New Delhi (India). A new pilot production unit was also inaugurated in Ghlin (Belgium) in June 2016. In 2017, the company launched its pediatric range in China and signed an exclusive distribution contract in Morocco and in India. Vésale Pharma also holds 6 world patents, including the patent Intelicaps®, a world unique revolutionary technology of probiotics micro-encapsulation.



**Jehan
LIENART**
CEO & Executive
Chairman



**Eric
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Corporate & Strategy
Director - Spokesman



**Johan
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VONDELMOLEN

VONDELMOLEN is one of the 3 big leaders in Europe for gingerbread / honeycake and world leader in these organic products. We offer a wide range of recipes: with or without honey, fruits, nuts, Belgian chocolate... We work with our own brand Vondelmolen, with assigned brands, different dimensions and packaging. Vondelmolen products are Halal certified too and can be vegan and/or vegetarian. It is a versatile product with multiple characteristics: it is tasty, nutritious, natural and easy to use. Ideal for a healthy breakfast (combined with butter / ham / cheese / ham / smoked salmon) or as a snack for all ages (for children, at school, for work or for sports activities).



**Jan
BORMS**
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WATERLEAU GROUP

Water and wastewater treatment, air treatment, biogas from organic waste, sludge treatment.

Design & build as well as operation & maintenance.



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PORTS AND AIRPORTS



NORTH SEA PORT

North Sea Port, located in Western Europe, is the 60 kilometres long cross-border port area stretching from Vlissingen in the Netherlands to Ghent in Belgium.

North Sea Port is strategically located accessible to global shipping via the North Sea. The port is a hub for production and distribution of all kinds of cargo categories and products, both for imports and for exports. Moreover, it is a transshipment port between seagoing and inland navigation. The port is located at the crossroads of European main roads and is linked by rail with the whole of Europe.

North Sea Port's goal is to manage, operate and develop the port area. It aims to enhance the position of the port and industrial complex in the region in the short and long term, both nationally and internationally.

A few important company objectives: ensuring effective, safe and efficient handling of shipping traffic; taking responsibility for nautical and maritime safety and order in the region; promoting the development, construction, management and operation of the port area.



**Daan
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CEO



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HIGHER EDUCATION INSTITUTIONS



SMART CITY INSTITUTE

The Smart City Institute (SCI) is an academic institute dedicated to the thematic of Smart Cities. It is based on an original partnership between private companies (Belfius, Proximus, Schröder, Strategy& and Vinci Energies), a university and its management school (HEC Liège, University of Liège) and Wallonia. This institute aims at stimulating research, teaching, innovation and entrepreneurship in the field of the "Smart City". The SCI approaches the topic from a managerial perspective (not a technical one) while collaborating with other disciplines (necessary multidisciplinary approach).

The mission of the Smart City Institute is to "contribute to the general development of Smart Cities by training future managers, developing

research, entrepreneurship and innovation as well as facilitating sustainable value creation between actors of smart ecosystems thanks to networking and thanks to an access to multidisciplinary skills and to the most innovative technologies".

To tackle its mission, the Smart City Institute is developing 3 complementary activities (3 pillars of the SCI): research, teaching and entrepreneurship. These activities are supported by cross-disciplinary activities of awareness.

A real national and international perspective has been given to the activities led by the Smart City Institute since its beginning.



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UMONS - UNIVERSITY OF MONS

The University of Mons (UMONS) is the result of the recent association (in 2009) of the University of Mons-Hainaut and the Polytechnic Faculty of Mons.

We offer 1st, 2nd and 3rd study cycles programmes of high-quality, as well as scientific research activities of high-level.

Located between Paris and Brussels, Mons is the main administrative and legal center of its province. Mons is a rich historical city and it has a strong taste for cultural activities. The city has been elected as the European Capital of Culture in 2015.



**Marc
FRERE**
Full Professor - Head
of Energy Institute

The University of Mons is composed of 7 faculties and 3 institutes and it delivers study programmes of “Bachelier”, “Master” and “Doctorate” levels in the following areas: psychology and educational sciences, business and economics, engineering, sciences, medical sciences, pharmaceutical sciences, architecture and urbanism, translation and interpretation, linguistic sciences, human and social sciences, law.

To meet this important mission, UMONS strives to develop high-level research activities through its 700 researchers belonging to 100 specific departments organized in 10 main thematic research institutes.

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FEDERATIONS, CHAMBERS OF COMMERCE AND PRIVATE & PUBLIC ORGANIZATIONS

BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE IN ARGENTINA

The Belgian-Luxembourg Chamber of Commerce in Argentina is one of the oldest Chamber of Commerce in Argentina. It was founded in 1917. Our main goal is to support Belgian and Luxembourg companies, providing information about Argentina, sharing knowledge and experience of our members to companies who want to make business in or with Argentina. We organize different kind of events, always thinking what could be interesting for our members or Belgian and Luxembourg companies, or those related to those two countries.

We also give all kind of support to every member who ask for it. Our network is very extend, not only because we exist for so many years, but

also because we work closely with almost all the bi-national Chambers of Commerce in Argentina.

In 2014 the European Chamber in Argentina (ECA) was created, we are one of the founders. The CCBL is an active member of the board and our director is the co-CEO. The ECA gives our Chamber an extra visibility in Argentina and allows us to create contacts with the other European Chambers in Latin America. The ECA works also with the European Commission and is part of the EEN programme. It allow us to give our members an extra source of information, contacts and meetings with high-level members of the European Commission or Parliament.



**Jean-Pierre
SMEETS**
President



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Director

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FEDERATION OF ENTERPRISES IN BELGIUM (FEB)

The Federation of Enterprises in Belgium (FEB) is the only multisector employer organization representing companies in Belgium's three regions. FEB represents more than 50,000 companies, accounting for 75% of employment in the private sector and 80% of exports of Belgium. FEB promotes and defends the interests of those companies in nearly 150 Belgian, European and international bodies, with a view to creating

an optimum business and investment environment. FEB's activities are underpinned by its thorough knowledge of the sector – thanks to the expertise of its member federations – and on key values such as the social market economy, sustainable development, business ethics, good governance, dialogue and self-regulation.



**Pieter
TIMMERMANS**
CEO



**Benoit
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FITA

FITA non-profit agency promotes the Flemish know-how worldwide in waterborne infrastructure upon request of the private sector federations such as the Flemish Building Confederation (VCB), the association of consulting engineers (ORI) and the Flemish Environmental Experts (Vlamex).

Nevertheless, FITA's core business today is to render public expertise to the private sector. FITA has been providing (technical) assistance to its beneficiary consulting companies through working contracts based on daily performances. FITA experts have been recruited recently to

conduct additional studies and provide technical assistance in preparing engineering specifications for the development of a new set of Post-Panamax locks for the expansion of the Panama Canal.

On the occasion of this Princely economic mission we aim to promote the cutting-edge technologies, world-class engineering and design capabilities and unrivaled project management expertise to port development and inland navigation projects of our diverse contracting companies and consultants.



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VOKA – FLEMISH BRABANT CHAMBER OF COMMERCE AND INDUSTRY

There are 6 Chambers of Commerce and Industry (CCI) in Flanders. All are private institutions and consequently membership is not compulsory. Together with the Flemish Employers Association, these 6 Chambers form the Voka alliance (politically independent) which unites more than 18,000 businesses from all sectors within the Flemish region. This alliance represents the largest Flemish network of enterprises: 65% of the private employment and 66% of the added value produced in Flanders. Voka supports the economic development of this region by lobbying, networking and offering tailor-made services to small, medium and large businesses. Voka is also part of the global network of Chambers of Commerce and Industry, the oldest and largest business network worldwide.



**Sabine
SOETENS**
Director Services &
Projects

The regional Voka Chamber of Commerce Flemish Brabant serves over 2,400 companies from various industries and sizes in the region Flemish Brabant, surrounding Brussels. The main business sectors that stress the economic importance of this region are: logistics (Brussels Airport being the second largest economic pole of Belgium), health, high-tech and creativity, besides B2B services sector, ICT and media. We help our member companies in finding business partners, offering international counselling, setting up business clubs about foreign regions, organizing training on various international topics, welcoming foreign delegations and organizing B2B trade missions.

Our Chamber welcomes trade and cooperation requests from valuable business partners in Argentina.

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VOKA – LIMBURG CHAMBER OF COMMERCE AND INDUSTRY

Voka - Limburg Chamber of Commerce and Industry endeavors to be the most accessible and influential professional network for Limburg entrepreneurs and its members. Backed by the entire Voka organization, we aim to be a neutral, private and representative player in encouraging and supporting free enterprise.

Facts and figures:

- Founded in 1860;
- + 3,000 members;
- € 7,214,000 turnover;
- + 2,300 yearly references in various media;
- 75% of the added value in Limburg;
- + 200 seminars and events;
- 75% of the employment in Limburg;
- More than 52 employees;
- 17 mandates in local and regional organizations;
- 3,400 followers on Twitter;
- 4,000 likes on Facebook.



**Johann
LETEN**
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VOKA – WAASLAND CHAMBER OF COMMERCE AND INDUSTRY

The Antwerp-Waasland Chamber of Commerce and Industry is with its 3,000 members the economical driver behind the important Antwerp region. The Chamber is an independent, politically neutral interprofessional organization and covers multiple sectors. Companies are united purely by a sense of entrepreneurship. The Chamber contributes to furthering economic development of our region by lobbying, networking and offering specific services to our companies.

Our Chamber became a reference in the field of supporting economic development in South America; with several projects from capacity building of Chambers, to EU training and exporting our PLATO best practice in countries such as Paraguay, Argentina, Chile, Uruguay and Peru; to welcoming chambers from the region in the context of the All-Invest programme. We also have pro-active business clubs in South America for our members.



**Dirk
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ARGENTINA URUGUAY

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HE Peter MADDENS

Ambassador
of Belgium

ECONOMIC AND COMMERCIAL REPRESENTATIONS IN BUENOS AIRES

For further details on Belgian products, services, know-how and techniques, please get in touch with the:

Economic and Commercial Representation for the Walloon and the Brussels-Capital Region

WALLONIA EXPORT-INVESTMENT AGENCY (AWEX)

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ECONOMIC AND COMMERCIAL REPRESENTATIONS IN MONTEVIDEO

Economic and Commercial Representation for the Flemish Region, the Walloon Region and the Brussels-Capital Region

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**Jimena
VILLAR BOUCHACOURT**
Economic and
Commercial Attaché

BELGIAN FOREIGN TRADE AGENCY

The Belgian Foreign Trade Agency (BFTA) operates at the service of the three Regional authorities for export promotion: Flanders Investment & Trade, Brussel Invest & Export and Wallonia Export-Investment Agency, as well as at the service of the Federal Public Service Foreign Affairs.

The activities of the BFTA were stipulated by the Cooperation Agreement of May 24th 2002 between the Federal Government and the Regions. The Agency organizes joint economic missions at the request of its partners and contributes since 2015, upon approval of the Board of Directors, to

the logistical organization and the economic aspects of the State Visits. The BFTA also runs an information centre and sends out international business opportunities for the Regions to companies through the mobile application Trade4U. The database containing Belgian exporters is always updated thanks to the regular exchanges with the Regions.

Finally, the BFTA offers also information on foreign markets: from studies within the framework of economic missions to national and international statistics and legal advice on regulations regarding foreign trade.



**Fabienne
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Director General



**Pascaline
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BRUSSELS INVEST & EXPORT *by hub.brussels*

Brussels Invest & Export is the Departement of hub.brussels - the Brussels agency for business support - that is responsible for Foreign Trade and Investment of the Brussels-Capital Region.

The aim of Brussels Invest & Export is to facilitate the internationalisation of Brussels' economy by helping Brussels businesses compete in global markets. More than 90 economic and commercial attachés located on every continent provide free support to SMEs, approach potential local prospects and partners, organize networking events... Concrete initiatives in Brussels and abroad include trade missions, networking

days, invitations for decision-makers, and the organization of shared exhibits at international trade fairs. In addition, Brussels Invest & Export also works to attract foreign investors to Brussels, providing them with assistance in establishing their business in Europe's capital. A "Welcome Package" is available to potential investors, providing them with fully equipped office space for three months and a wide range of services so that they can experience the advantages of setting up business operations in Brussels.



Bénédicte WILDERS
Chief Executive
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CINEMA AND AUDIOVISUAL CENTRE OF THE WALLONIA-BRUSSELS FEDERATION

The Centre du Cinéma et de l'Audiovisuel (CCA) is the film fund for the French-speaking part of Belgium.

Its main mission is to support the creation and promotion of audiovisual works of the southern part of Belgium. The fund is also in charge of the negotiation and conclusion of coproduction agreements in the field of cinema and television.

It provides supports for cultural projects (selective and automatic, subsidies and advances on revenue) for different types and formats

(feature-length and short fiction, documentary, animation - television fiction and documentary – experimental, web) and at different stages (scriptwriting, development, production, completion, promotion, distribution).

Its annual budget is about € 28 million including € 10 million for selective support. Each year, the CCA supports about 20 to 25 feature films, which are mainly international coproductions. To get support from the CCA, the project has to be submitted by a Belgian-based production company and meet particular cultural criteria.



**Emmanuel
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Director Dpt
Production

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FEDERAL PUBLIC SERVICE (FPS) FINANCE FISCAL DEPARTMENT FOR FOREIGN INVESTMENTS

Within the Federal Public Service Finance, the Fiscal Department for Foreign Investments assists foreign investors and investors already established in Belgium on tax matters.

This team of experts was established in 1997 and is placed under the direct authority of the Chairman of the Management Committee.

This public service works free of charge and on a flexible, non-bureaucratic and investor oriented basis. The Department handles the projects disclosed to her in a strictly confidential way. The officials remain subjected to a strict obligation of professional secrecy.



**Bart
ADAMS**
International Tax
Expert

"Invest in Belgium, increase your profit", with that mission statement we would like to keep promoting Belgium with foreign investors. We inform them of the attractive tax regimes Belgium has to offer with regard to foreign investments and assist them in their contact with Belgian tax administrations. The ultimate objective is creating jobs and economic expansion in Belgium.

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Federal
Public Service
FINANCE

FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS OFFICE OF THE FEDERAL MINISTER OF FOREIGN AFFAIRS

The office of Didier Reynders, Deputy Prime Minister and Minister of Foreign Affairs and European Affairs, supports the Minister in developing and implementing foreign policy action to defend Belgian interests abroad.

Deputy Prime Minister Didier Reynders attaches great importance to the economic dimension of Belgian foreign policy. Under Minister

Reynders' direction, Belgian diplomacy prioritizes economic cooperation in Belgium's bilateral relations, defends Belgium's economic interests at the multilateral level, and promotes the international attractiveness of Belgium.



**David
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Spokesman - Director
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**Skander
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FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS OFFICE OF THE FEDERAL SECRETARY OF STATE FOR FOREIGN TRADE

The office of Pieter De Crem, Secretary of State for Foreign Trade, develops export policy and strategy to assist Belgian companies abroad.

The Belgian economy is among the most open, export-oriented economies in the world and relies heavily on unrestricted, free and mutual beneficial trade. With his policy, Pieter De Crem wants to foster trade to and from Belgium, and contribute to a healthy and sustainable economic growth.

As former Minister of Defence (2007 – 2014) and Deputy Prime Minister (2013 – 2014), Pieter De Crem has a profound knowledge of global trends and developments. He is a strong advocate of economic missions chaired by HRH Princess Astrid, as they have clearly demonstrated their usefulness, both for the participating countries and the countries visited.



**Ludwig
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**Erik
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FEDERAL PUBLIC SERVICE (FPS) FOREIGN AFFAIRS FOREIGN TRADE & DEVELOPMENT COOPERATION

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

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

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



**Anick
VAN CALSTER**
Director General of
Bilateral Affairs



**Mattias
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FLANDERS INVESTMENT & TRADE (FIT) GOVERNMENT OF FLANDERS

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

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

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

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

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

Do visit our website and discover our worldwide network.



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**FLANDERS
INVESTMENT
& TRADE**



Flanders
State of the Art

GOVERNMENT OF FLANDERS (BELGIUM)

CABINET OF THE MINISTER-PRESIDENT AND MINISTER FOR FOREIGN POLICY AND IMMOVABLE HERITAGE

Flanders is the autonomous northern region of Belgium with Brussels as its capital.

It is the gateway to Europe.

For many centuries, Flanders has been at the crossroads of European development, with scientists, painters, entrepreneurs and politicians shaping the future of our continent, combining revolutionary techniques with state-of-the-art talent and know-how.

Today, in the same spirit of combining innovative know-how with natural talent and craftsmanship, we continue to shape our region within a modern and dynamic Europe.



**Pascal
WALRAVE**
Counsellor International
Business Development

Moreover, the government of Flanders wants to assume by 2020 a leading position among the best performing European regions.

Enhancing the international interaction with emerging as well as mature markets is one of the cornerstones of this ambitious plan.

Via its elaborated network abroad of investment and trade promotion offices, and in strong cooperation with the federal Belgian authorities, the government of Flanders seeks and showcases business opportunities in a great variety of sectors.

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GOVERNMENT OF FLANDERS (BELGIUM) CABINET OF THE MINISTER FOR WORK, ECONOMY, INNOVATION AND SPORT

"Together we can achieve more", this is the motto Flemish minister Philippe Muyters takes to heart with regard to his policies of Work, Economy, Innovation and Sports.

Its location in the heart of Europe and the presence of lively cities such as Brussels, Ghent and the world port of Antwerp, have endowed Flanders with an open view to the world. It has led to its most important strength: Flanders is a dazzling meeting place of various people, cultures and industries.

More specifically, Flanders has a long and fruitful tradition of innovative cooperation between universities, research institutes and the industry.

Through his new cluster policy, Flemish minister Muyters wants to give a new impetus to this tradition, by intensifying cooperation between different innovative players in various sectors. Flanders aims to do this on the basis of a true triple-helix of public authorities, knowledge institutions and companies. Every Euro the Government of Flanders invests in R&D must produce a multiplier effect in the form of additional private investment. After all, companies that share knowledge and work together with knowledge institutions not only spread the risk, but often also achieve better results.



**Thomas
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GOVERNMENT OF THE BRUSSELS-CAPITAL REGION

CABINET OF SECRETARY OF STATE CÉCILE JODOGNE

Brussels, capital of Belgium, is an international city like no other. As the decision-making heart of Europe, it has become an international capital, where global opinion leaders meet to influence and do business, yet it remains small enough to allow its inhabitants to enjoy all the advantages of a human-size city.

The Brussels-Capital Region accounts for approximately 20 % of Belgium's GDP. At least 85 % of the Region's economy consists of service activities.



**Isabelle
LAVERGE**
Advisor Foreign Trade



**Jérôme
DE MOT**
Head of
Communication

Aside from being a top business location in general, the Brussels-Capital Region is home to thriving ICT, energy & environment, education, construction & infrastructure, consultancy and financial sectors.

Due to its central geographical location and unique status as the capital of Europe, Brussels is one of the world's largest centers for international organizations, NGOs, industry associations, interest groups and diplomatic missions.

For foreign investors, Brussels is the place to be to run a business with a European focus at a reasonable cost.

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BRUSSELS CAPITAL REGION

GOVERNMENT OF WALLONIA – OFFICE OF MINISTER PIERRE-YVES JEHOLET VICE-PRESIDENT AND MINISTER OF ECONOMY, INDUSTRY, RESEARCH, INNOVATION, NEW TECHNOLOGIES, EMPLOYMENT AND TRAINING OF THE WALLOON GOVERNMENT

The Office of Minister Jeholet is in charge of the economic and industrial development of Wallonia, scientific research, the digitalization of the Walloon economy as well as the employment and training policy of the Region. The cornerstone of the regional economic strategy revolves around six competitiveness clusters. The clusters are based on alliances and cooperation between small, medium and large enterprises, universities and research centres involved in the following sectors: transport and logistics, healthcare, mechanical engineering, aeronautics and space, agri-food and cleantech.

Wallonia is located in the heart of Europe, at the crossroads of major roads, rivers, rail and air routes. The Region benefits from a highly skilled labour force and an extensive area for the development of new economic activities. The Office of Minister Jeholet relies on the Wallonia Export-Investment Agency (AWEX) for the promotion of exports and attraction of foreign investments.



**Brice
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Wallonia.be

OFFICE OF KRIS PEETERS, VICE PRIME MINISTER AND MINISTER FOR WORK, ECONOMIC AFFAIRS AND CONSUMER AFFAIRS, RESPONSIBLE FOR FOREIGN TRADE

The office of Kris Peeters, Vice Prime Minister and Minister for Work, Economic Affairs and Consumer Affairs, responsible for Foreign Trade, supports the Minister in shaping and implementing policy to improve the functioning of the labour market and the competitiveness of the Belgian Economy, including its international dimension.

Given the open nature of the Belgian economy, Vice Prime Minister Peeters is a staunch defender of free and fair international trade. Being responsible for Foreign Trade in the Belgian Government and through his Economy portfolio, he defends the Belgian economic interests at the EU and global level, amongst others via the Trade Defense Instruments of the EU. As Minister of Work, M. Peeters promotes the social dialogue: exchanging best practices in this field, for example with Argentina, can help foster and support future labour market reforms in both countries.



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WALLONIA EXPORT- INVESTMENT AGENCY (AWEX) - WALLONIA REGION

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.

As a foreign trade agency, AWEX carries out a mission of promotion and information to the benefit of both Wallonia and foreign business community. AWEX assists buyers, importers and foreign prospects by providing information on Wallonia's export potential. As an export partner for Wallonia-based companies, AWEX provides a wide range of export-oriented services (market surveys, organization of trade missions, participation in trade shows, export incentives...).

In addition, AWEX brings assistance to Walloon exporting companies in order to identify the most interesting funding and supports them, with

SOFINEX, in their international operations. AWEX also encourages companies and consultants to work with international financial institutions.

As a foreign investment agency, AWEX is the one-stop shop for foreign investors interested in investing in Wallonia. AWEX assistance to potential foreign investors includes site location services, information on grants, labour and social legislation, fiscal incentives. The Agency also offers a pro-active follow-up service to investors established in Wallonia. Outside Belgium, AWEX relies on a network of more than 100 trade and economic representatives covering some 120 markets and over 20 international organizations.



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WALLONIA-BRUSSELS ARCHITECTURES (WBA)

Wallonia-Brussels Architectures (WBA) is a service designed to promote the international development and recognition of architects and related professions (planners, landscape designers, photographers...) working in Brussels and in Wallonia.

WBA sets out to promote and bring to the fore the know-how of our architects abroad and to accompany and support creators from Wallonia and Brussels with their export projects.

To do so, WBA brokers ties between the architects and international contacts; organizes their presence at trade fairs and exhibitions abroad;

invites decision-makers and the international press to meet our talents, develops promotional supports: brochures, exhibition catalogues, CD-ROMs...; provides information on the financial subsidies (strategic plan, legal and specialist advice, websites...), the opportunities abroad (competitions, partnerships...); organizes seminars, individual or collective briefings, training modules on international development.

WBA is an initiative by Wallonia-Brussels International (WBI) and the Wallonia-Brussels Federation. It works in close cooperation with the Walloon Export and Foreign Investments Agency (AWEX) and Brussels Invest & Export.



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WALLONIA-BRUSSELS INTERNATIONAL (WBI)

Wallonie-Bruxelles International (WBI) is the public body in charge of international relations of Wallonia and the French-speaking Community of Belgium. The relations with foreign partners proceed on a bilateral (ability to sign treaties) or multilateral level (representation within international organizations such as the OECD, the Council of the EU, the Council of Europe and specialized organizations of the UNO (ILO, UNIDO, UNESCO...)).

The main objective of the Research & Innovation Unit of WBI is to promote partnerships and build networks between research and innovation actors of Wallonia-Brussels and other countries. By stimulating international cooperation in an open innovation approach, the Unit creates synergies in the internationalization of academia, research centers and companies of Wallonia-Brussels. The Unit is notably coordinating the WBI network of Scientific Liaison Officer as well as the Research & Innovation Platform, a multi-stakeholder initiative that brings together the main actors of Wallonia-Brussels in the fields of science, technology and creativity.



**Pascale
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WEBSITE: WWW.BELGIANECONOMICMISSION.BE APP: “BELGIAN ECONOMIC MISSION”

Need to contact an organizer? Looking for the latest program? Wondering who the participants are? Interested to learn more about Belgium or maybe looking for some pictures or a press release?

A dedicated website has been created for finding anything you need to know about the Belgian Economic Mission to Argentina & Uruguay, whether you are a participant, a journalist, a local partner or just interested to know what happens during this mission. A variety of documents and information are gathered in one place for your convenience.



Rose DONCK
Deputy Director
Head of Department
State Visits - Trade
Missions

An app version of the website is now also available in the App Store and Google Play!

Moreover, if you are a participant or an organizer and would like to share information on the website, please contact Rose Donck for further assistance.

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CARLSON WAGONLIT TRAVEL – CWT MEETINGS & EVENTS

Logistical organization of the mission provided by:

CWT Meetings & Events Belgium is a part of the Belgian and global leader in travel retailing and management.

They represent various segments of the travel industry: (business travel, meetings & incentives and wholesaling).

Present in more than 150 countries, CWT is a global leader in travel management and serves companies of all sizes, as well as government institutions and non-governmental organizations. By leveraging both the expertise of its people and leading-edge technology, CWT helps clients derive the greatest value from their travel programs in terms of savings, service and security, and provides best-in-class service and assistance to travelers.

CWT Meetings & Events Belgium is a full service agency, delivering measurable value for some of the world's most well-known brands and creating memorable attendee experiences!

They truly help you in delivering inspiring events and business results with focus on cost control without losing creativity.

CWT Meetings & Events is one of the largest agencies specializing in the organization of trade missions, Meetings, incentives, congresses and events.



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HOTELS OF THE MISSION



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ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE



ECONOMIC PROFILE OF BELGIUM, THE HEART OF EUROPE

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

Belgium has a population of 11.5 million inhabitants (2017 est.) and is one of the most densely populated countries in Europe. Brussels is called the 'Capital of Europe' because it is host to the headquarters of the European Commission, the Council of Ministers and the European Parliament. Other major international organizations, such as NATO, are also located in Belgium's capital. Brussels ranks as the world's number three city in the world (after London and Washington, D.C.) in terms of the number of accredited journalists and fourth in terms of the number of international meetings and seminars held.

With a surface area of 30,500 km², Belgium is one of the smallest member states of the European Union. Nevertheless, it is a significant

player in the world economy. GDP (Gross Domestic Product) reached €422.7 billion in 2016 and €437.2 billion in 2017. Despite the financial and economic turmoil that has plagued Europe in the recent past, Belgium's GDP kept increasing (+1.5% in 2016 and +1.7% in 2017). Belgium also remains a high income country, with a GDP per capita of €38,500 in 2017 (Source: Eurostat).

Belgium boasts an exceptional higher education and training system, with excellent math and science education, top-notch management schools and a strong propensity for on-the-job training. These elements contribute to an overall high capacity to innovate.

According to the World Trade Organization (WTO), Belgium was the 11th exporter and 14th importer of goods worldwide in 2017 with a share of 2.4% and 2.2% respectively. Belgium's own goods market is characterized by high levels of competition and an environment that facilitates new

business creation. Business operations are also distinguished by high levels of sophistication and professional management.

In 2017, Belgium also ranked as the 13th exporter and 12th importer of services worldwide with a share of 2.2% and 2.3% respectively.

The Global Enabling Trade Index of the World Economic Forum, which is published every two years, put Belgium in 10th place in its 2016 index, describing it as “one of the most open economies globally”. The index also praises Belgium for its great maritime connectivity with the rest of the world (10th place); its efficient and transparent border administration procedures that make the clearance of goods particularly quick (13th) and its good operating environment for businesses (13th), which can be attributed mainly to its strong intellectual property rights protection (15th) and a well-developed financial sector (14th).

TRADE RELATIONS WITH ARGENTINA AND URUGUAY

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

BELGIAN EXPORTS TO ARGENTINA

2014	12 month	€ 441.3 million
2015	12 month	€ 559.3 million
2016	12 month	€ 496.8 million
2017	12 month	€ 640.2 million

BELGIAN EXPORTS TO URUGUAY

2014	12 month	€ 87.6 million
2015	12 month	€ 87.7 million
2016	12 month	€ 126.4 million
2017	12 month	€ 107.8 million

BELGIAN IMPORTS FROM ARGENTINA

2014	12 month	€ 217.5 million
2015	12 month	€ 312.9 million
2016	12 month	€ 351.2 million
2017	12 month	€ 345.6 million

BELGIAN IMPORTS FROM URUGUAY

2014	12 month	€ 22.2 million
2015	12 month	€ 16.6 million
2016	12 month	€ 14.3 million
2017	12 month	€ 18.2 million

