



BELGIUM: FLANDERS | WALLONIA

MULTISECTORAL TRADE MISSION TO
BULGARIA, SOFIA

NOVEMBER 4 - 6, 2015

ORGANISERS

Koning Albert II-laan 37
B - 1030 Brussels
T +32 2 504 87 11
info@fitagency.be
www.flanderstrade.com

**FLANDERS
INVESTMENT &
TRADE**

Claire Tillekaerts, CEO

Activities:

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

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

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

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The Agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centers, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

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

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

WALLONIA EXPORT - INVESTMENT AGENCY (AWEX)

Place Sainctelette 2
B - 1080 Brussels
T +32 2 421 82 11
F +32 2 421 87 87
mail@awex.be
www.awex.be and www.wallonia.be



Pascale Delcomminette, CEO

Activities:

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

As a foreign trade agency, AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community, through the provision of on-request services to buyers, decision-makers, importers and foreign prospects.

As an export partner for Wallonia-based companies, AWEX offers a wide range of export-oriented services and activities: general and commercial information on foreign markets, tailored market studies, marketing and promotion activities, financial support and training.

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 organisations.

WALLONIA EXPORT & INVESTMENT AGENCY - SOFIA



Anne DEFOURNY
Economic and Commercial Counsellor
Julio Curie Street, 19
Bat. 1, fl. 12, app. 22
Sofia 1113
Bulgaria
T + 359 2 979 74 35
M + 359 88 5005654
sofia@awex-wallonia.com



Rossitsa IVANOVA
Commercial Assistant



Ivaylo TCHORBOV
Commercial Assistant

FLANDERS INVESTMENT & TRADE - BRUSSELS



Bart VAN DEN BOSSCHE
Area Manager Central & Eastern Europe
T +32 2 504 87 09
bart.vandenbossche@fitagency.be

PARTICIPANTS

PARTICIPANTS

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Uitbreidingsstraat 84/003
B - 2600 Berchem
M +32 497 47 70 71
F +32 3 211 06 85
office@acats.be
www.acats.be



Francois VAN LEUVEN
Managing partner

Company description:

Started in 1998 as IT consultancy company, we have done projects for many big companies in Belgium, Netherlands, Norway, Ireland, ... mainly in Oracle database services.

We are now part of a " Business Alliance" with our partners in Belgium, Sofia and Moscow, to present a full package of services in IT domain:

- Full hosting services with guaranteed minimal speed and SLA, database as a service, cloud services. Platform as a service, software as a service through private cloud or general cloud services (official Oracle cloud reseller).
- Remote database support with no strings attached, very flexible solution
- Nearshore development for all Europe and CIS countries at most competitive rates, specialists in Java, .Net, Apex, mobile development and others
- Experts in all domains available in any country, on site or remote
- Also we are representing several e-Healthcare and telemedicine projects from US and Europe.
- We also act as bridge between Europe and Russia for business development and introduction of B2B products

A-LAW INTERNATIONAL LAW FIRM

Vlaamse Kaai 76
B - 2000 Antwerpen
T +32 3 232 68 88
F +32 3 232 69 43
www.a-law.eu
p.leers@a-law.eu



A-LAW INTERNATIONAL LAW FIRM



Patricia LEERS
Attorney at Law



Denitsa GEORGIEVA
Legal Counsel Bulgaria

Company description:

A-Law Attorneys is an independent Belgian law firm providing national, European and international legal services. A-Law Attorneys offers its legal services to private individuals, small and medium enterprises, as well as large corporations active in the most diverse sectors, such as, trade, distribution, licensing and franchising, transport and logistics, services, technology, (petro)chemicals, pharmaceuticals, logistics, media, energy, real estate and construction etc. **The law firm specializes in comprehensive legal guidance and advising on trade and investment projects (M&A, JV, Private-Public Partnership), migration and employment, recoveries, logistics, insurance, real estate and construction, and public procurement while serving its clients in their own language.**

A-Law is a multi-disciplinary team of Belgian and Foreign Law Professionals with knowledge of the legal systems from Belgium, The Netherlands, France, Germany, Austria, UK, Spain, Portugal, Italy, Poland, **Bulgaria**, the Czech Republic, Slovakia, Serbia, Croatia, Hungary, Romania, Moldova, Turkey, Brazil, China, Colombia, Peru, Chili, Russia and CIS, Georgia, South Africa, the United States, Lebanon, Vietnam ...active in our offices.

A-Law in-house expertise is available through Foreign Law Desks, own branch offices and an A-Law licensee network.

A-Law has been nominated two consecutive years for the Belgian legal Awards, a prize which rewards Belgium's best law firms and attorneys and acts as premier legal partner of Jiangsu Chamber of Commerce, Benelux.

For further info please surf to www.a-law.eu

Predikherenstraat 20 A
B - 8750 Wingene
T +32 51 65 50 33
F +32 51 65 72 17
www.allaert-nurseries.be
info@allaert-nurseries.be



Charlotte ALLAERT
Owner

Company description:

Allaert Nurseries is a leading Belgian bare root nursery who is specialized in the cultivation of young forest and hedging plants, conifers and flowering shrubs, in bare root.

The plants are produced, in our nursery, from seeds or cuttings and are between 1 and 4 years old when delivered to our clients.

90% of our production is exported across Europe or even further, destined for plantations, forestation, cultivation, gardencenters.

Chemin de la Foliette, 4 Bte 2
B - 5000 Namur
T + 32 81 58 26 11
F + 32 81 58 26 12
www.bcgeol.be
benoit.andre@bcgeol.be



Benoit ANDRE
Director

Company description:

Established in 1999, the Bureau Conseil en Géologie (BCG) is an engineering and consulting office specialized in the fields of environmental geology, hydrogeology, geophysics and geotechnic.

With geophysical tools and high tech measuring devices, BCG can quickly answer to requests from private individuals, companies and public service organizations.

We operate in the construction, mining or quarrying projects, spatial planning and water production and protection. BCG implements and uses the geophysical prospecting methods for soil and subsoil investigation.

Study types: water catchment area implantation and protection, road infrastructures and fluvial preliminary design, ore studies.

CARTAMUNDI TURNHOUT

Visbeekstraat 22
B - 2300 Turnhout
T +32 14 42 02 01
www.cartamundi.com
bert.synaeve@cartamundi.com



Bert SYNAEVE
International Key Account Manager Loyalty

Company description:

Cartamundi was established in 1970 as a joint-venture combining the playing card activities of Brepols, Van Genechten and Biermans and is therefore able to boast of 200 years of experience in the production and sale of playing cards and cards for games.

Cartamundi has its own retail collection with licensed cards (such as Disney®, James Bond®, Harry Potter®, Fifa®, etc.), but is also known for its promotional card collections and Fun.Gage! loyalty incentive programs (e.g. Pixar Delhaize and WWF Delhaize), casino cards, collector cards (e.g. Pokémon, Magic The gathering, Yu-Gi- Oh! ®) and cards for games (such as Uno®, Monopoly®)

CLAYTON OF BELGIUM

Rijksweg 30
B - 2880 Bornem
T +32 3 890 57 00
F +32 3 890 57 01
www.clayton.be
stefaan.janssens@clayton.be



Stefaan JANSENS
Export Manager

Company description:

"MAKING STEAM IS SIMPLE. MAKING STEAM WITH MAXIMUM EFFICIENCY IS CLAYTON'S SPECIALITY"

Clayton is a manufacturer of the highest efficiency steam boiler available on the market. Steam is used in different industries and applications going from hotel, laundry, food & beverages over textile to even petroleum and energy. Steam is used for sterilization, heating, cleaning,

See also www.clayton.be

Clayton is a manufacturer of steam boilers with a capacity between 100 and 20.000 kg/hour and for steam pressures from 4 to 150 barg.

The Clayton Steam Generator represents one of the most significant advances in steam production technology and the design eliminates the need to contain large volumes of water - as is the case with the common fire tube type boiler from BOSCH, VIESMANN, and many others.

Slingerweg 4
B - 3600 Genk
T +32 89 62 93 00
F +32 89 30 89 19
www.deliva.be
info@deliva.be



Delicious Vacuum Prepared Food



Herman SCHEPERS
CEO

Company description:

Deliva has a large experience and knowledge on the 'Vacuum Food Technology'.

Selected high ingredients are prepared according to a balanced recipe. The cooking process takes place in an airtight film for food preparation in this special vacuum cooking technique. There is no influence of oxygen and an absolute restriction of fat. This process is carried out at a responsible reduced temperature and will be closed down with a shock-cooling to 4 °C.

This way we can guarantee long preservation (without any preservatives) & a constant high quality.

Due to the preparation in airtight film for food, the meal components remain fresh for at least 21 days after production without the use of any preservatives.

This work system provides a high degree of operational flexibility in the manufacturing and assembly kitchen:

- ° Easy adjustability in the menu
- ° Quick response to any fluctuation in the daily required quantities
- ° No additional stress for the employees in the event of unexpected circumstances
- ° A clear financial follow-up of the power supply

ECOBETON WATER TECHNOLOGIES

Hasseltsesteenweg 119
B - 3800 Sint-Truiden
T +32 11 68 00 92
F +32 11 68 39 32
www.ecobeton.be
chris.steppe@ecobeton.be



Christian STEPPE
Export Manager

Company description:

Initially a producer of precast concrete products, we have been specializing for more than 35 years in biological water purification, and more specifically in Small Wastewater Treatment Systems (our main business is 4, 5 and 6 PE), and are a manufacturer of high quality concrete tanks.

We are n°1 in Belgium, with over 14.500 SWTS installations delivered, and known for our high quality products. Our purification systems are CE 12566-3 certified and tested.

We use the very best and most recent purification technologies and we follow the latest developments in solutions for domestic (individual) water purification.

Waverstraat 21
B - 9310 Moorsel
T +32 53 72 98 98
F +32 53 72 98 50
www.entrematic.com
robert.pankert@entrematic.com



Robert PANKERT
Sales Manager East-Europe

Company description:

Entrematic is the world leader in high speed door technology. Founded in 1987, the DYNACO brand has acquired an extensive expertise in high performance doors with a worldwide presence (Europe, USA, Russia, Japan, China, Vietnam and Brazil). A network of certified partners ensures an optimal service to the customers.

With over 150.000 DYNACO doors installed, Entrematic offers specific solutions for different industries such as agriculture, automotive, carwash, chemical industry, cleanroom, cold storage, conveyors, cosmetics, electronics industry, food processing, greenhouse, healthcare, logistics, pharmaceutical industry, public transport, pulp and paper industry, retail, sheltered workshops, steel industry, sustainable industries, waste disposal,

The heart of Entrematic is its R&D department, where skilled engineers are constantly looking for new products and further product developments.

Koning Albert II-laan 20 Bus 2
B - 1000 Brussel
T +32 2 553 74 04
F +32 2 553 71 45
www.fita-npa.org
wim.vanrompay@mow.vlaanderen.be



Wim VAN ROMPAY
FITA Area Manager

Company description:

Under the auspices of the Flemish Ministry of Public Works and Mobility and The Environment, Nature and Energy Ministry, FITA agency promotes the know how in these areas worldwide upon request of the private sector federations such as the Flemish Building Confederation (VCB), the association of consulting engineers (ORI), 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. Experts in waste management have also been nominated to environmental projects in Central and Eastern – Europe.

Another major responsibility is the organisation of business events and sectorial trade missions. FITA trade missions can save you time and expense in identifying and developing profitable relationships with compatible foreign companies and local public authorities. FITA sectorial trade missions will allow you to present your knowledge and expertise directly to qualified prospects through a series of presentations and networking events.

Stokerijstraat 79
B - 2110 Wijnegem
T +32 3 353 33 99
F +32 3 353 32 52
www.frisomat.com
info@frisomat.com



Innovators in steel buildings



Ben PEINEN
European Export Affiliate Manager

Company description:

Frisomat is a Belgian vertically integrated company that takes care of the development, production and assembly of industrial Frisomat building concepts. Since 1978 are Frisomat buildings fabricated from galvanised, cold rolled steel profiles. A wide range of applications are covered by the Frisomat concept; from logistic centers, offices, warehouses and production facilities to aviation buildings and sport facilities.

Frisomat Bulgaria is an affiliate company which is based in Sofia and disposes of more than 500 reference projects. A seamless cooperation between Frisomat Bulgaria and Frisomat Belgium safeguards a smooth project transition from design to erection, based on Belgian quality standards.

Industrielaan 8
B - 8501 Kortrijk
T +32 56 36 39 70
F +32 56 35 57 70
www.metakor.com
jean-pierredispersyn@metakor.be



Jean Pierre DISPERSYN
Sales & Marketing

Company description:

Metakor, settled in Kortrijk-Belgium, is the only Belgian and one of the leading European designers and manufacturers of decorative furniture fittings as well in rustic, traditional, contemporary as in timeless style. As a matter of fact, in traditional style, Metakor is market leader in Western Europe.

The company philosophy is based on excellent quality combined with competitive prices. Metakor constantly develops new ranges based on exclusive designs realised by an international designers team.

From die casting and steel treatment over plating and lacquering, Metakor ships about 30.000 knobs and handles per day from its plant in Kortrijk.

Pleispark 49
B - 9051 Sint-Denijs-Westrem
M +32 485 04 94 15
www.ptm-group.eu
info@ptm-group.eu



Pieter VAGENENDE
Managing Director

Company description:

PTM Group is an international holding with 5 legal entities:

PTM Engineering (telecom engineering consultancy department), PTM Architecture (architectural department) and PTM Safety & Environmental (environment and sustainable development department) in Belgium; PTM Muhendislik, our telecom engineering consultancy office based in Turkey; and TrikaalTech, our back office in India, a fast growing Indian engineering company in which we hold 25% stake.

PTM Group BVBA is a service provider for engineering and construction of infrastructure for telecom networks.

We are active in the expansion of infrastructural projects. We're a healthy, fast growing, multi-professional company, which also develops international activities.

Our services: telecom engineering consultancy, telecom construction services, architectural services, project management, CAD services on large scale.

STEINZEUG - KERAMO

Paalsteenstraat 36
B - 3500 Hasselt
T +32 11 21 02 32
F +32 11 21 09 44
www.steinzeug-keramo.com
h.soldatos@steinzeug-keramo.com
emil.dimitrov@wienerberger.com



Haris SOLDATOS
Area Sales&Marketing
Director



Emil DIMITROV
Expert Business
Development

Company description:

With two production sites in Germany (Frechen and Bad Schmiedeberg) plus one in Belgium (Hasselt) Steinzeug-Keramo, a company of the Wienerberger AG, is Europe's largest manufacturer of vitrified clay pipes and fittings for sewage systems. At all plants, production runs continuously, 24 hours a day, making vitrified clay pipe systems for worldwide distribution and manipulation. In order to ensure safety, reliability and economic efficiency in sewage disposal, we manufacture top-quality, high-performance vitrified clay pipes and fittings using the latest processes and technology.

Needless to say, we comply with the requirements for turning out eco-friendly, sustainable products: from obtaining the natural raw material clay, through its processing at highly automated production plants, the professional installation of the end product, vitrified clay pipes, their life span of over a hundred years, all the way up to its 100% recyclability.

Our service concept, which is applicable worldwide, starts with comprehensive advice and construction advisory services and extends itself to every aspect of our business partnership.

Rozenstraat 4
B - 9810 Eke
T +32 9 385 68 81
F +32 9 385 58 69
www.zinga.eu
zingametall@zinga.be



Christian VERBRUGGHE
Director

Company description:

ZINGAMETALL is a private company that develops, produces and commercialises a unique zinc-rich metal coating, called ZINGA, to protect old, new & galvanised steel structures from rusting. ZINGA (99.995% pure zinc) offers a galvanic protection with the same protecting capacity comparable to hDG (HOT DIP galvanisation), applicable on-site or in a workshop, by brush, roller or spray equipment. ZINGA contains 96% of ATOMISED zinc in its dry layer, is environmental friendly, non-toxic and has an unlimited shelf life. ZINGA has the unique feature to reload existing hDG structures on-site.

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

FLANDERS INVESTMENT & TRADE

Koning Albert II-laan 37 • 1030 BRUSSELS • BELGIUM
T +32 2 504 87 11 • info@fitagency.com
www.flandersinvestmentandtrade.com
twitter.com/FlandersTrade • twitter.com/InvestFlanders
linkedin.com/groups

WALLONIA EXPORT & INVESTMENT (AWEX)

Place Saintelette 2 • 1080 BRUSSELS • BELGIUM
T +32 2 421 82 11
mail@awex.be
www.awex.be • www.wallonia.be

**FLANDERS
INVESTMENT
& TRADE**

