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Dear CanCham BeLux members and friends,

This is the sixth edition of our members' brochure.

It comes in the middle of a very active year for our Chamber of Commerce.

As one of the most important events of 2018, we participated in the State Visit to Canada last March, with Their Majesties the King and Queen of the Belgians.

This State Visit to Ottawa, Toronto and Montreal offered us the opportunity to get better acquainted with existing business endeavours and various start-ups of Belgian companies in Canada. It also offered participants from the business and academic communities the chance to get to know each other better and to appreciate the added value of our Chamber for their projects in Canada or with Canadian partners.

We have followed up on the experiences of all participants with a meet & greet event and a survey on how CETA is appreciated by the business and academic societies. This survey is currently ongoing.

We plan to continue to try and convince our target audiences of the full benefits of CETA by means of more network events and seminars later this year.

We hope we may welcome you on these events.

I thank you for your ongoing support of CanCham BeLux.

JP Tanghe Chairman





STATE VISIT TO CANADA of Their Majesties the King and the Queen of the Belgians

Official signing ceremony

March 16, 2018 - Montréal

Mr. Pascal Henrard, President of the Cercle d'Affaires Belgique-Québec (CABQ), and Mr. JP Tanghe, Chairman of CanCham BeLux, signed a Memorandum of Understanding

The ceremony was hosted by Ms. Fabienne L'Hoost, Director General of the Belgian Foreign Trade Agency, and it was concluded by an official photo in presence of His Majesty The King of the Belgians.



Established in 1945

Our permanent objectives:

- Promotion and development of the economic relationship between Canada, Belgium and Luxembourg.
- Development of professional and relational networks of various economic operators active on the Canadian, Belgian, Luxembourg and international markets.

Elements for long term development as a reliable partner for you:

Attractiveness of our activities

Networking is the key goal of the events organized by CanCham BeLux for its members and partners through high-level professional meetings.

- ✓ type: conferences, seminars, info sessions, visits
- ✓ variety: large coverage of various economic sectors, presentation of future opportunities and technologies, sharing best practices, business cases, etc
- ✓ guest speakers: people from the economic or academic communities, official authorities, etc.

4 Good cooperation with the Regional and Federal authorities

- ✓ The Embassy of Canada in Belgium
- ✓ The General Delegation of Québec in Brussels
- ✓ AWEX (Wallonia), FIT (Flanders) and hub.Brussels
- ✓ The Belgian Foreign Trade Agency
- ✓ The Embassy of Belgium in Canada

Partnerships with other similar or complementary organizations

- ✓ The Federation of Belgian Chambers of Commerce
- ✓ Local Chambers of Commerce in Belgium, Luxembourg and Canada
- Clusters and other business organizations
- BLCCA Accreditation program (granted by the Federation of Belgian Chambers of Commerce and the Luxembourg Chamber of Commerce) as a quality label of our organization and its professional way of working

Canadä





Embassy of Canada @CanEmbBeLux

http://www.belgium.gc.ca



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And it's only the beginning. With the Comprehensive Economic and Trade Agreement between Canada and the European Union. it's a world of possibilities that is opening up to European and Québec companies.



WALLONIA EXPORT - INVESTMENT AGENCY Wallonia.be (AWEX)

EXPORT INVESTMENT

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 exportoriented services (market surveys, organisation of trade missions, participation in trade shows, export incentives, etc.).

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.

AWEX Brussels

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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, organise networking events, etc.

Concrete initiatives in Brussels and abroad include trade missions, networking days, invitations for decision-makers, and the organisation 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.

Contact

Brussels Invest & Export / hub.brussels Chaussée de Charleroi 112 B - 1060 Brussels T : + 32 2 800 40 00 Invest-export@hub.brussels http://invest-export.brussels/

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T + 1 604 770 3505

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Asco Industries Weiveldlaan 2 B-1930 Zaventem www.asco.be Aerospace industry

BARCO

Barco Beneluxpark 21 B-8500 Kortrijk www.barco.com Vizualization technology



Brussels Airlines Airport bld 26 box 0a.6 B-1831 Diegem www.brusselsairlines.com Airline



Arco Information Wayenborgstraat 24 B-2300 Mechelen www.arco.be Document management

Wallonia.be

EXPORT INVESTMENT

AWEX Place Sainctelette B-1080 Brussels www.awex.be Wallonia governmental agency

BOMBARDIER

Bombardier Transportation Belgium Vaartdijkstraat 5 B-8200 Brugge www.bombardier.com Transportation provider



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Esterline

Esterline President Kenedypark 35A B- 8500 Kortrijk www.esterline.com Aerospace & defense



Fluxys Avenue des Arts 31 B-1040 Brussels www.fluxys.com Operator gas industry



DHL Global Forwarding Belgium Building No. 720 B-1931 Zaventem

www.dhl.be Freight transportation/Logistics

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SNC-Lavalin Boulevard Louis Schmidt 2A B-1040 Brussels www.snclavalin.com Engineering & construction

OUR PARTNERS IN CANADA

OUR PROTECTOR MEMBERS

Building upon an atmosphere of mutual recognition and friendly relations, in order to offer to its members new services and opportunities, CanCham Belux signed Memorandums of Understanding with the following Canadian Chambers of Commerce:



EU CHAMBER OF COMMERCE

SUBBEY BOARD OF TRADE

www.belgiumconnect.com

www.eu-canada.com

www.businesssurrey.com

www. www.cciquebec.ca

CERCLE D'AFFAIRES BELGIQUE-QUÉBEC

Chambre de commerce

et d'industrie de Québec

www.cabq.ca





STATE VISIT TO CANADA of Their Majesties the King and the Queen of the Belgians

> **Belgian Business Networking Cocktail** organized by FEB- VBO and CanCham BeLux

> > March 12, 2018 - Ottawa

The Honourable François-Philippe Champagne Minister of International Trade of Canada H.E. Mr. Didier Reynders Deputy Prime Minister and Minister of Foreign Affairs H.E. Mr. Pieter De Krem Federal Secretary of State for Foreign Trade Mr. Bernard Gilliot, President of FEB Mr. JP Tanghe, President of CanCham BeLux



USEFUL BELGIAN OFFICIAL CONTACTS

Embassy of Belgium to Canada

360 Albert street 8th floor, suite 820 Ottawa (Ontario) K1R 7X7 Tel : (+1) 613 236-7267 Email: ottawa@diplobel.fed.be Ambassador : **H.E. Mr. Johan Verkammen**

Delegation of the French Community and Walloon Region

43, Rue de Buade - Office 520 Quebec (Quebec) G1R 4A2 Tel.: (+1) 418 692-4148 Email: walbru.quebec@dwb.qc.ca Delegate: **Mr. Benoît Rutten**

Consulate of Belgium in Montreal

999 de Maisonneuve West, Suite 1600 Montréal, QC H3A 3L4 Tel.: (+1) 514 849 7394 Email: montreal@diplobel.fed.be Consul general : **Mr. Hubert Roisin**

More information on: http://canada.diplomatie.belgium.be





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Embassy of Luxembourg in Washington (covering also Canada) 2200 Massachusetts Avenue N.W. Washington, D.C. 20008 Telephone: +1 202 265 4171 Fax: +1 202 328 8270 Email: luxembassy.was@mae.etat.lu Ambassador: H.E. Mrs. Sylvie Lucas

Luxembourg Trade and Investment Office in New York

The Luxembourg House 17 Beekman Place New York, NY 10022 Telephone: +1 212 888 6664 Email: newyork.cg@mae.etat.lu Executive Director: **Mrs. Jeanne Crauser**

Luxembourg Trade and Investment Office in San Francisco

1 Sansome Štreet, Suite 830 San Francisco, CA 94104 Telephone: +1 415 788 0816 Email: sanfrancisco.cg@mae.etat.lu Executive Director: **Mr. Pierre Franck**

Luxembourg Foreign Trade Counselor Toronto

Mrs. Ulrika Bettina Laurence 2291 Bridge Road, Oakville, ON L6L 2G8 Telephone: +1 905 484 1970 Email: luxembourg@bell.net

Luxembourg Foreign Trade Counselor Vancouver Mr. Scott Shepherd

c/o Northstar Trade Finance Inc 595 Burrard Street, Suite 833 Vancouver, BC V6M 1S6 Canada Telephone: +1 604 664 5828





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Agoria Diamant Building, Bd A. Reyers 80 B-1030 Brussel www.agoria.be Federation for the technology industry

Atmosphère & Bois Avenue Pierre Holoffe 13 B-1342 Limelette www.atmosphere-bois.com Wood industry

Mr. Mircea Baldean Founder & CEO MeetVive Inc www.meetvibe.com Internet of Things (IoT) platform

Mr. Thierry Barbier Managing Director Stratwex www.stratwex.com

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Axxess Partners Victor Lamoralstraat 11 B-8300 Knokke-Heist fa@axxesspartners.com Private investment

Banque Nationale du Canada 34 Avenue George V F-75008 Paris www.bnc.ca *Financial group*

Mr. Joe H. Beauduin

Managing Director Nanook Consulting www.nanook.be Business Coaching & Consulting

Mr. Jean-Marc Benker General Manager ProfilerConsulting www.profiler-consulting.com Human resources management





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Lawell units several law firms located in Europe and Canada anxious to develop their activities in a global framework while maintaining their identities, and their independence. Each is organized as a 'Business Law Boutique' and so as to promote the access of SMS Enterprises to justice and to quality legal support and services.

The Brussels' office represents Canadian entities doing business in Europe as well as European companies doing business in Canada, on a range of commercial matters. It also has leading practices in the areas of litigation, arbitration and mediation.

The firm, represented by Jean-Louis Lodomez, is also Member of the Board of the CanCham BeLux.



Its member's affiliation with the Paris and the Brussels Bars and the turnover realized with those countries led to the implementation in Brussels of a French Desk and a Canadian Deck.

Julie Lodomez

Contact office:

Avenue Marnix laan 28, B-1000 Brussels Téléphone + 32 2 736 40 90 Email: mail@lawell-lawyers.com www.lawell-lawyers.com www.lawellmcm.com



CANADA - EUROPEAN UNION COMPREHENSIVE ECONOMIC AND TRADE AGREEMENT



In a changing world, Canada remains a very important and substantial economic partner for Europe. As a long-term friend, Canada shares the same democratic values as Europe and has been very committed over the years to uphold them. CETA will offer new perspectives for a solid and healthy long-term economic cooperation with direct benefits not only for enterprises but also for citizens.

Over the past years, CanCham BeLux has organized a series of events, both on its own and in cooperation with other public and private institutions, to highlight the value, the meaning and the precise scope of this next-generation treaty.

In the context of CETA's implementation as from September 21st, 2017, we have started in May 2018 a series of surveys to enable CanCham Belux to measure the impact of CETA on the economic activities.

CanCham BeLux is convinced that CETA will be beneficial to both the European Union and Canada and we will continue to (1) promote the merits of this progressive free trade agreement, (2) share its insights with the business community and (3) encourage SME's to take advantage of its benefits.

Follow our events and participate in our surveys on

Website: www.canchambelux.org

Twitter: @CanChamBeLux



The Belgian Foreign Trade Agency (BFTA) operates at the service of three Regional bodies for export promotion: Flanders Investment & Trade, Brussels Invest & Export and the Wallonia Export-Investment Agency (AWEX), as well as at the service of the FPS Foreign Affairs.

The activities of the Agency were stipulated in the Cooperation Agreement of May 24th 2002 between the Federal Government and the Regions. The Agency organises joint economic missions at the request of its partners and contributes since 2015, with the approval of the Board of Directors, to the logistical organisation and the economic aspects of Belgian State Visits.

The BFTA also runs an information centre and diffuses 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.

Contact

Rue Montoyer 3 1000 Brussels <u>missions@abh-ace.be</u> <u>www.abh-ace.be</u> <u>www.belgianstatevisit.be</u> <u>www.belgianeconomicmission.be</u>



Trade4U is a mobile application for tablets and smartphones (iOS and Android) that was developed to send targeted international opportunities to the subscribed companies. More than 500 general to very specific sources are regularly checked to filter out the most interesting opportunities. In 2017, 17,045 business opportunities were disseminated.

In addition, Trade4U members receive the latest economic and legal information in the field of foreign trade.

Trade4U also offers the possibility to form consortia, given that the Belgian economy consists mainly of SMEs and that these businesses are not always strong enough to be able to respond on their own to tenders from large international institutions.

Moreover, subscribers can take part, free of charge, in two major annual seminars organised by the Belgian Foreign Trade Agency.

This platform is accessible for an annual contribution of EUR 150.

CONTACT www.abh-ace.be/fr/Trade4U_fr or www.abh-ace.be/nl/Trade4U_nl Trade4U@abh-ace.be



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Anita Huberman <mark>C</mark>hief Executive Officer Indra Bhan Chief Operating Officer

FOR MORE INFORMATION Indra Bhan at 604.581.7130 indra@businessinsurrey.com



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