

# BELGIUM - WALLONIA

## ECONOMIC TRADE MISSION TO ROMANIA 2018



*12-13 November 2018*

*Cluj-Napoca*

*Bucharest*

## WALLONIA EXPORT-INVESTMENT AGENCY

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[www.investinwallonia.be](http://www.investinwallonia.be) [www.wallonia.be](http://www.wallonia.be)



AWEX, partner of the international economic development of Wallonia.

The Wallonia Export-Investment Agency (AWEX) is in charge of the development and management of Wallonia's international economic relations.

With regards to foreign trade, the Agency has a promotion and information mission with regard to both the international and Walloon business community.

Intended for purchasers, decision-makers, importers and foreign prospects, the Agency can, on request:

- pass on economic data regarding Wallonia and its export potential;
- provide information on the products and services of Walloon businesses;
- seek Walloon businesses for the conclusion of international partnerships;
- distribute lists of Walloon exporters.

Vis-a-vis Walloon businesses, the Agency is their comprehensive international partner, providing a range of services and activities covering the entire export process:

- General and commercial information on foreign markets;
- Production of individual market studies on request;
- Organisation of commercial canvassing operations (participation in international shows, organisation of economic missions, sector-based contact days, etc.);
- Contacts with international organisations;
- Promotion of Wallonia and its export potential;
- Financial support and funding for exports;
- Training and raising awareness of international professions.

With regards to foreign investment, the Agency provides general expertise in the areas of promotion, prospecting and informing potential investors. It also ensures active monitoring of investors based in Wallonia, as well a mission to find foreign buyers for Walloon industrial sites in the process of restructuring.

AWEX is also competent for the strengthening of the Wallonia brand image overseas.

AWEX has a workforce of more than 400 people and about one hundred offices overseas.

## ORGANISERS

### **BELGIUM**

#### **AWEX**

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### **ROMANIA**

##### **Anne DEFOURNY**

AWEX Trade Commissioner  
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**COMPANY NAME:** BRASSERIE LA BINCHOISE  
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**DELEGATE & FUNCTION:** Jacqmin Pierre-Yves,  
Export Director



## COMPANY BACKGROUND

Belgian Craft Brewery since 1836

## ADDED VALUE

La Binchoise is an artisanal Belgian brewery founded in 1836.

We are brewing several ranges of beers: Blonde, Brown, Triple, Amber, Organic, fruity and Barley beers (aged in Armagnac or Whisky casks)

Our experience and a very strict selection of ingredients allow us to create unique recipes such as high fermentation beers with secondary fermentation in the bottles.

## RANGE OF PRODUCTS

Blond, Dark, Triple, Organic and Fruity beers

## MAIN REFERENCES

Gold Medal in Brussels Beer challenge for our XO beer



**CMI ENVIRONMENT**

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**COMPANY NAME:** CMI ENVIRONMENT

**ADDRESS:** Avenue Greiner 1

**POSTCODE, CITY:** 4100 Seraing

**TELEPHONE NUMBER:** +32 43 30 24 28

**WEBSITE:** [www.cmigroupe.com](http://www.cmigroupe.com)

**E-MAIL:** [laszlo.orban@cmigroupe.com](mailto:laszlo.orban@cmigroupe.com);

**DELEGATE & FUNCTION:** Laszlo ORBAN,  
Director



### ACTIVITIES

As the Hungarian subsidiary of the Group CMI (Belgium) and part of the division CMI ENVIRONMENT we offer turn-key installations for corrosive, harmful and odorous gas treatment (ventilation systems, gas scrubbers, bio filters, industrial tanks made of thermoplastics).

In our 2500 m<sup>2</sup> factory hall we have all the modern conditions to manufacture thermoplastics installation according to European standards.

Water treatment installations are offered as well by our company. CMI Environment Hungary has technicians with over 30 years experience in water treatment field.



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**COMPANY NAME:** ELYSIA

**ADDRESS:** Rue du Sart Tilman 375

**POSTCODE, CITY:** 4031 Angleur

**TELEPHONE NUMBER:** +32 4 243 43 50

**WEBSITE:** [www.elysia-raytest.com](http://www.elysia-raytest.com)

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[alexander.yordanov@elysia-raytest.com](mailto:alexander.yordanov@elysia-raytest.com)

**DELEGATE:** Alexander Yordanov  
Sales Manager, Southeastern Europe



#### COMPANY BACKGROUND

Elysia provides LIMS, chromatography and quality control systems to the pharmaceutical, agrochemical and nuclear/PET industries.

We design, manufacture, sell and service instruments used in the measurement of radioactivity and quality control. Close collaboration with radiopharmaceutical and cyclotron providers to develop new products and improve existing solutions.

#### ADDED VALUE

Our mission is to make the measurement of radioactivity and quality control of radiopharmaceuticals easier, faster and safer. Radiopharmaceuticals should be affordable and accessible world-wide. We help our customers to accelerate their R&D and to validate QC methods for existing and new molecules.

#### RANGE OF PRODUCTS

Radio HPLC - radio TLC – gas chromatography – radio detectors – multichannel analysers - dose calibrator - osmometer – endotoxin determination - turn-key lab packages (QC-Cubicle)

#### MAIN REFERENCES

ELYSIA-RAYTEST has equipped more than 80 large PET centers world-wide and has over 600 installations in QC labs. In 2015 Elysia and IBA announced the signature of a collaboration contract which shows that our products and services are well known and appreciated by mayor players in the PET and cyclotron business.

#### CERTIFICATION

The Elysia-raytest GmbH is certified ISO9001: 2008 by TÜV SÜD (certificate registration N°: 12 100 51082 TMS. The Elysia S.A. is not certified ISO but a global quality system is deployed on both sites.



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**COMPANY NAME:** GLOBAL DESIGN TECHNOLOGY (GDTECH)

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**DELEGATE:** Joseph MARRA,  
Technical Business Development Officer



## ACTIVITIES

GDTEch is an engineering office of 180 people created more than 25 years ago skilled in:

- Design & Drawing (Catia, Pro-Engineer, SolidWorks, Autocad, ...)
- Structural Analysis (Mechanics, Vehicles, Defense, Construction ...)
- Computational Fluid Analysis (Valves, Heat Transfer, Aerodynamics, Filters, ...)
- Acoustics Analysis (Noise propagation &/or attenuation, ...)
- Tailored made solutions (LED lighting and horticultural solutions, industrial protections, handling tools, etc.)

GDTEch has particular fields of expertise such as Aeronautics, Energy, Defense, and Crash of vehicles against roadside safety or anti-intrusion equipment. GDTEch is available worldwide to collaborate as a strong and long-term partner with customers for their calculation needs.

GDTEch is skilled for the calculation of crashes of vehicles vs. roadside safety hardware such as safety barrier (standards: EN1317, MASH or RU: GOST) made of steel or concrete or vs. poles (for lighting or for signs following EN12767 or MASH or any other impacted structure).

GDTEch is also skilled for the calculation of crashes of vehicles vs. anti-intrusion bollards (standards PAS68, ASTM, IWA or equivalent) or any other impacted structure. Calculation is made with Finite Element Simulation programs before or instead of performing real crash tests.

GDTEch is also participating in the crash testing and certification process to get the necessary accreditation allowing the sale of the product by the customer in the targeted country. Its calculation can also be made with Finite Element Simulation programs before or instead of performing real blast or impact qualification tests.



**COMPANY NAME:** ION BEAM APPLICATIONS

**ADDRESS:** Chemin du Cyclotron 3

**POSTCODE, CITY:** Louvain-la-Neuve, 1348

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**DELEGATES:**

Andrew Dike, Sales Manager – Europe

Florin Vasile, Sales Manager - MENA



#### COMPANY BACKGROUND

IBA is the world leader in cutting-edge technology as applied to radiotherapy treatment and the diagnosis of cancer. With unique expertise in the field of innovative proton therapy technology, we design equipment of unrivalled precision for the world of oncology. Proton therapy is considered to be the most advanced form of radiotherapy in the fight against cancer. The unique dose deposition that proton therapy offers enables the tumor to be targeted more effectively than other treatments. Compared to photon radiotherapy, protons deposit almost all their energy within a controlled zone and, in the vast majority of cases, limit the amount of the dose deposited in the healthy tissue surrounding the tumor. The use of protons consequently offers the potential to reduce the secondary effects of the treatment.

#### ADDED VALUE

We care for the welfare of patients, our employees, the Company, the planet and our shareholders alike, because it is they who make it possible for us to fulfill our mission to Protect, Enhance and Save Lives.

#### RANGE OF PRODUCTS

Proton Therapy Solutions in the form of multi-room or compact single room systems.

#### MAIN REFERENCES

IBA has a large installed base in the world of Proton Therapy centers. A detailed list can be found here: <https://iba-worldwide.com/proton-therapy/proton-therapy-centers>

#### CERTIFICATION

IBA is ISO 13485 certified



## INTERNATIONAL RECOVER COMPANY.

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**COMPANY NAME:** IRC GROUP

**ADDRESS :** rue Pavé du Gosson 353

**POSTCODE, CITY:** 4420 Saint-Nicolas

**TELEPHONE NUMBER:** +32 4 234 15 00

**WEBSITE:** [www.recover.eu](http://www.recover.eu)

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[vinciane.jocqueau@recover.eu](mailto:vinciane.jocqueau@recover.eu)

**DELEGATES:** JOCQUEAU Vinciane,  
CEO



KINABLE Stéphane,  
CEO



### ACTIVITIES :

The department INTERNATIONAL RECOVER COMPANY® of IRC GROUP is a debt collection service, conform with the Belgian law of 2002.

From our different offices in Europe we recover hundreds of thousands of unpaid bills in the world, for European companies to companies and consumers. We recover these unpaid bills by sending letters and sms, by phone-calls and visits.

We can speak and write in different languages (French, Dutch, German, English, Italian, Spanish, Portuguese, Romanian, Hungarian, Polish, Czech...) to obtain the better solution for our customers as for the debtors. We always recover bills in line with the Laws and the human dignity and Privacy of the debtors.



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<b>COMPANY NAME:</b>	<b>INFORMATIONS, RESEARCH &amp; CONSULTING - IRC GROUP</b>
<b>ADDRESS:</b>	Square Arthur Masson
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<b>DELEGATES:</b>	JOCQUEAU Vinciane, CEO



KINABLE Stéphane,  
CEO



## COMPANY BACKGROUND

In 2000, IRC GROUP created an IT department. The aims were to find solutions for the year 2000 possible bugs, for the switch to Euro, for the new needs with the arrival of the internet. These objectives have since evolved. Today, in the age of hyper-connectivity and digitalization, Informations, Research & Consulting® remains a research and development structure resolutely turned towards the future.

## ADDED VALUE

We offer French-speaking IT companies a unique service: a local multilingual intermediary giving them access to international IT teams that can meet their qualitative and quantitative needs. On the other hand, we offer international IT companies innovative and financially interesting projects.

## RANGE OF PRODUCTS

The ICT sector is wide. Our range of offers and requests must be as well.

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**COMPANY NAME:** LE CHALET  
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**DELEGATE:**

Jean-Marc SERVAIS, CEO



Mohamed DIALLO, Commercial Director



## COMPANY BACKGROUND

LE CHALET was founded in 1988 and has reoriented its activities in the probiotics and food supplements sector for several years. It has acquired more and more market share across Europe and the rest of the world. Over the last two years, LE CHALET has conquered the Scandinavian markets, the Middle East and is committed to a major development with the distribution of its products in Russia and Asian countries.

### ADDED VALUE

- Human origin of bacterial strains,
- No additives, colorants or preservatives,
- Bacteria active at 37° (characteristic of a stable bacteria),
- Vegetal capsules,
- 2 years' shelf life,
- Storage at ambient temperature, no refrigerator needed,
- Identification number of bacterial strains, good traceability,
- SAN probiotics have an excellent effect on diseases that, in principle, have no intestinal infection origin.

### RANGE OF PRODUCTS

Probiotics are a wide range of different combinations and bacterial formulas, studied and developed in order to prevent and treat dysfunctions of the digestive system. Each product, of different dosage and combination, intervenes specifically for given diseases and daily dysfunctions (see the catalog for details).

### MAIN REFERENCES

Our products are distributed in France (nearly 300 stores), Spain, Sweden, Germany, the Middle East, Caucasus and Central Asia.

### CERTIFICATION

AFSCA (Belgian Federal Agency for food safety); AFSSA (French Agency for food safety); AESAN (Spanish Agency for food safety)



**COMPANY NAME:** **MENART**

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**POSTCODE, CITY:** 7370 Dour

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**DELEGATE:** Gilles GODISSART,  
Business Developer



### COMPANY BACKGROUND

Ménart is a family company founded in 1961. Historically linked to the agricultural world in composting effluents and in the valorisation of livestock by-products, Ménart has specialised in the valorisation of organic waste (household waste, green waste, palms, cane sugar, manure, etc.) among others. Its expertise is now recognized in more than sixty countries around the world. Ménart has also developed tractor power take-off machines for road maintenance.

### ADDED VALUE

Ménart is a “full liner” in organic waste recovery machines (manure, garbage, green waste) which declines its lines in diesel and electric version, but also in tractor power take-off. Our range enables manufacturers and farmers to recycle their waste while maximizing the output of their tractor.

### RANGE OF PRODUCTS

- High speed shredder
- H102-H121-P145-P160
- Windrows turner
- Tractor PTO: SP-30/SP-40/SP-45/SP-50/SP-60
- Self-propelled: SPM36/SPM47/SPM58/SPM63/SPM73
- Screen
- Stationary screen: TS
- Mobile screen: TR 1535/TR 1950/TR 1960
- Semi mobile compact screen: TSC 1535/TSC 1950/TSC 1960
- Road maintenance
- EXCAROTOR
- DMO (mechanical weeder)
- Road side scraper

### MAIN REFERENCES

UK: Veolia, Shanks UK, Greenways, Envar,  
Bulgaria: City of Bourgas (Bulgaria)  
France : Communauté de communes de Béziers (France), la Ferme du Rafidin, RECYDEM  
Vietnam: Sonadezi, Soc Trang, ...  
Poland: Newkom  
Pakistan: Lahor Compost

### CERTIFICATION

ISO 9001



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**COMPANY NAME:** **TELEMIS**

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**DELEGATE:** ODOBERT Yves,  
Regional Business Development  
Manager



### ACTIVITIES

Telemis develops and commercializes medical imaging software, as well as related products and services. Our own highly qualified team of R&D engineers is specialized in informatics, image processing and telecom. The company focuses on medical image management exclusively and operates as an independent PACS vendor.

Telemis clearly includes these developments in a broader context—multimedia—with its MACS concept. MACS stands for Multimedia Archive and Communication System. It is a platform that manages and distributes DICOM and non-DICOM images within the hospital. It can be considered as complementary to an existing PACS that handles DICOM only, or the full solution for all medical imaging (nuclear medicine, radiotherapy, cardiology, operating theatre, endoscopic imaging, dermatology, etc.).

**AWEX – WALLONIA EXPORT and INVESTMENT AGENCY**

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