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Dear CanCham BeLux members and friends,

It is a pleasure for me to introduce the 4th edition of our members’ brochure, which offers a full overview of our current membership.

I thank all of our members for their ongoing support of CanCham BeLux.

The events and seminars we organized in 2015 resulted in a number of new protector, corporate and individual members in Belgium, Luxembourg and Canada.

The mission to Western Canada in October 2015 with HRH Princess Astrid was particularly instrumental in demonstrating the value of CanCham BeLux to many of the participants. During this mission we were also able to meet a number of chambers of commerce, which led to several new MoUs. Such MoUs have already proven to be of great help to our members who seek to increase their connections with Canadian counterparts.

We were honoured to welcome several of the participants to the mission as new members on the gala evening we organized on 22 January 2016 to celebrate the 70th anniversary of our Chamber (established on 21 April 1945). They were in the company of up to 160 other people, amongst whom many who have been loyal members of CanCham BeLux for several years.

We intend to continue our efforts to increase contacts between our three countries in the years to come.

JP Tanghe
Chairman
Established in 1945

Our mission:

- **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 also international markets.

Our partners:

CanCham BeLux is working with partners such as the Embassy of Canada, the General Delegation of Québec in Brussels, Flanders Investment and Trade, the Walloon Agency for Export and Foreign Investment, Brussels Invest & Export, Brussels Enterprises Commerce and Industry, the Chamber of Commerce and Industry of Luxembourg, the Federation of Belgian Chambers of Commerce and other experts and lawyers affiliated or not to CanCham BeLux.

These partnerships offer to the members useful links for legal, economic and investment information, research for grants or other public financial support, and for finding partners in various fields.

Our events:

**Networking** is the key goal of the events organized by CanCham BeLux for its members and partners through high-level professional meetings with the business community and public sector.

- Luncheon - conferences
- **Visits and presentations** of member-companies
- Sector / multi-sector technical **seminars**
- **Information sessions** in partnership with experts (ex. lawyers, consultants, academics, public officers etc.)
- **Other B to B networking meetings** (e.g. Annual Winter Cocktail etc.)

Our website [www.canchambelux.org](http://www.canchambelux.org), and e-newsletters inform the members about the current events of CanCham BeLux, its members and its partners.
La Délégation générale du Québec à Bruxelles, au cœur du renforcement des liens économiques entre le Québec, le Belgique et le Luxembourg depuis 1972.

The Québec Government Office in Brussels, at the heart of strengthening economic ties between Québec, Belgium and Luxembourg since 1972.

Communiquez avec nous pour en savoir plus sur les atouts du Québec ainsi que sur les possibilités de partenariats d’affaires.

Contact us for information on Québec’s assets and to learn about business opportunities.

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H.E. Mr. Didier Reynders  
Federal Deputy Prime Minister &  
Minister of Foreign Affairs and European Affairs  
at the Gala dinner organised on January 22, 2016  
on the occasion of the 70th anniversary of CanCham BeLux
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Flanders Investment & Trade (FIT) is the investment and trade promotion agency of Flanders. We guide, support and stimulate Flemish companies as they take their business to the world and welcome foreign businesses interested in investing in the region.

You want to discover the State of the Art products of Flanders?
Well, we can help you to get in touch with the expertise from Flanders via
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• A wide range of seminars, group business trips and collective stands at trade fairs
• Grants for prospecting and business trips, participation to trade fairs, equipment goods, technical translations and renting office space abroad.

You are interested to export your product to Canada?
We try to make it easy for you:
• Get in touch with one of our provincial offices with all your questions.
• Join us during one of our trade events in Flanders or Canada.
• Look for grants to make your Canadian adventure even more interesting.
• Find some facts and figures and download one of our interesting brochures on our website.

Do you need help setting up or expanding in Flanders?
FIT provides expert confidential advice free of charge on all aspects involved in establishing or expanding operations in Flanders. In addition to personal assistance on major issues, we maintain a comprehensive database of up-to-date national, regional and local economic information. This can be invaluable for comparing office rents, labour costs, tax levels and other key factors.

FIT provides potential direct investors with both general and specific information on site selection, overview of all benefits, grants and incentives, decision-makers, legal aspects of setting up locally, business opportunities and integration into local community life.

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Who we are
Law Square is an independent Belgian law firm with more than 40 lawyers who provide the full range of business law services for national and international clients, in both the public and private sectors.

How we can add value
We work together with legal advisors within our network of experts in Canada to provide tailor-made advice and services to companies. We assist companies with the setting up or acquisition of businesses, cross-border corporate matters and investments.

More specifically, we advise companies on:
- Deal structuring
- Due diligence
- Financing
- Contract drafting
- Corporate governance matters
- Data protection and privacy
- IP/IT matters
- Real estate matters
- Public and administrative law

Canada Desk
Law Square’s Canada Desk is headed by Canadian native Jane Murphy, Counsel at Law Square and Vice-President of CanCham Belux, and provides legal assistance and advice dedicated to Canadian companies in Belgium, as well as to Belgian companies investing or doing business in Canada.

Jane has developed a vast network in Belgium and has in-depth legal knowledge and a deep understanding of cultural differences.

Jane’s unique background enables her to see things from both sides of the Atlantic and help clients find their way through the maze of laws and business requirements that can be daunting for companies that enter unknown territories.

Jane Murphy
M&A, corporate law and structuring, business contracts
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www.lawsquare.be
The Wallonia Foreign Trade and Investment Agency (AWEX) is the Wallonia Region of Belgium’s governmental agency charged with promoting foreign trade and attracting foreign investment. The agency has a worldwide network of 107 economic and trade representatives.

AWEX has been certified ISO 9001 since April 2002.
As a foreign trade agency, AWEX carries out a mission focused on promoting and informing the public of the many benefits of both Wallonia and its foreign business community. AWEX assists buyers, decision-makers, importers and foreign prospects by providing information on Wallonia’s export potential. As an export partner for Wallonia-based companies, AWEX offers a wide range of export-oriented services and activities (market surveys, organisation of trade missions, trade show pavilions, export incentives, etc.).

As an investment promotion agency, AWEX has an overall responsibility for the attraction of foreign investments in Wallonia. This includes seeking out and providing information to potential foreign investors: search of real estate, information on the cash and R&D grants available in the Region, availability and cost of personnel, employment incentives and attractive fiscal measures. The Agency also offers a pro-active follow-up service to investors already established in Wallonia.
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Brussels Invest & Export is the foreign trade and investment agency of the Brussels-Capital Region. It aims to promote the internationalization of the Brussels economy.

Brussels is not only the Belgian and European capital, home of NATO and EU headquarters, but it is also a large business centre at the heart of the European market.

Brussels Invest & Export assists Brussels companies operating in foreign markets. Almost 90 economic and trade commissioners across all continents provide free guidance to SMEs, target potential local prospects and partners, organise matchmaking visits... Concrete initiatives in Brussels and abroad include trade missions, contact days, buyers’ invitations and collective stands at international trade fairs.

Brussels exporters are listed in a database, www.brussels-exporters.be, which can be accessed by all foreign companies searching for partners.

Another mission of Brussels Invest & Export is to attract foreign companies to Brussels and to provide them with support, should they decide to locate their business in the Region.

To enable investors to assess the benefits of establishing in the capital, Brussels Invest & Export offers them a « Welcome Package » which includes equipped office space at no cost for a three-month period.

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Trade4U is a mobile application for tablets and smartphones (iOS and Android) that offers a set of services in order for Belgian companies to simplify the first stages of business development on the international stage. Nearly 500 sources worldwide are consulted on a daily basis, of which 24 are specific for Canada, to filter out the most interesting opportunities. In 2015 14,891 business opportunities (tenders and international projects) were distributed, i.e. an increase of 25% compared to 2014.

Moreover, registered companies receive the latest economic and regulatory information in the field of foreign trade.

Trade4U also offers the possibility to create consortia which is important given the fact that Belgian companies, with the Belgian economic fabric consisting mainly of SMEs, cannot always reply to specifications of major international institutions by themselves.

Subscribers can also participate for free in two annual seminars organised by the Belgian Foreign Trade Agency.

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

For more information contact:
Anne Leroy  +32 2 206 35 38  anne.leroy@abh-ace.be
Whether you are a young start-up company, an experienced player or in search of new markets, the “Espace Entreprises” of the Luxembourg Chamber of Commerce provides free service, individual advice and information. Whether in legal, administrative, economic and social fields or within the context of the creation, takeover or transfer of a company, “Espace Entreprises” fully assists people who, through their initiative, contribute to the expansion of the economy.

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OUR PARTNERS IN CANADA

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:

www.belgiumconnect.com

www.eu-canada.com

www.businesssurrey.com
What is the Surrey Board of Trade?

The Surrey Board of Trade represents 6,000 member contacts, and over 60,000 employees, representing 2,100 businesses. The purpose of the organization, on behalf of its members, is to advocate at all levels of government, facilitate networking opportunities, and provide cost-saving benefits and marketing opportunities. We are a not-for-profit organization with a common goal of furthering the interests of businesses in our region. We have demonstrated, through our projects and initiatives, a commitment to enhancing the local economy. Our membership is comprised of individuals in various sectors of the economy. The Surrey Board of Trade, also known as the Surrey Chamber of Commerce, owns both names.

The Surrey Board of Trade meets the following five mandatory Pillars of which a Board of Trade/Chamber of Commerce must adhere to, to be effective, meaningful and sustainable in Surrey, British Columbia and in Canada:

- Membership Programs/Services
- Organization/Administration
- Policy/Advocacy
- Governance
- Strategic Planning

The Surrey Board of Trade, through its operational performance, brings in new ideas for the benefit of our members, to elevate our profile and to engage our members. The Surrey Board of Trade attracts business to Surrey, and supports business in Surrey. We provide businesses and organizations with economic opportunity, workplace development and education, international trade, government advocacy and business connections. We believe that transportation and education are the two economic foundations of building our city.

International:

The Surrey International Trade Centre promotes business opportunities around the world to build global business opportunities for local businesses. The Surrey Board of Trade has successfully formed a network with Consulate Offices, Chambers of Commerce and other international organizations to work together towards the goals of Surrey’s International Trade Centre. The Surrey Board of Trade has more than a dozen Memorandum of Understandings signed with various International Consulates, Embassies, Associations and Chambers with three such MOU’s signed with Belgium partners.

For all your International Trade related question please contact Luke Arathoon, luke@businessinsurrey.com
THE BELGIAN CANADIAN BUSINESS CHAMBER (BCBC) IS BASED IN TORONTO AND WORKS TO FOSTER CONTACTS AND RELATIONSHIPS FOR OUR MEMBERS WHO SHARE AN INTEREST IN DEVELOPING BUSINESS AND TRADE OPPORTUNITIES BETWEEN CANADA AND BELGIUM.
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Antwerp World Diamond Centre oversees the full spectrum of commercial interests for the Belgian diamond industry. Nearly 85% of all rough diamonds mined in the world are traded in Antwerp, making Belgium the most important gateway to the world for Canadian diamonds.

IDEAL PARTNERS
Canada is now the 3rd largest producer of rough diamonds in the world, and its future is bright. Two new mines - Ghacho Kué and the Renard Mine - will start production in 2017. Together they will increase Canadian diamond output by 50%. A large share of these Canadian diamonds will more than likely end up in Antwerp to be sold to traders and polishing factories.

NATURAL AFFINITY, SHARED VALUES
Canadian diamond miners respect the interests of indigenous populations and practice environmental stewardship and CSR. Antwerp conducts strict compliance controls and is the most transparent diamond trade market. These shared values make Belgium and Canada natural trade partners.

AWDC is making every effort to strengthen its cherished trade relations with Canadian diamond miners. AWDC is confident that we will build a brilliant future, together.
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David Brulotte, directeur, développement des affaires
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