
BELGIAN COMPANIES - MULTI-SECTORAL TRADE MISSION
INDIVIDUAL MEETINGS
BEWLEY'S HOTEL, DUBLIN 4
MAY 20th - 21st 2015

ALPHATRONICS - Alphatronics is a Belgian manufacturer of access control solutions. We work with an installation partner network which enables us to provide a complete range of products and bring a full solution to the customer's specific situation. Alphatronics provides automatic barriers and access control solutions for private and public car parks, waste collection centres, logistics sites, campgrounds, offices / banks, sport clubs, museums, sports or recreation resorts, residential care centres, hospitals, shopping centres...

- *Alphatronics is looking for security/ parking equipment installers and gates/ barriers or access control companies as well as end customers active in the retail/ waste/ logistics sectors...*
- More information on the company can be found on their website -> www.alphatronics.be

ANICUR - Anicur is an innovative veterinary pharmaceutical company with full international coverage. All farm animals and companion animals are covered in the research and development of products to improve their health and wellbeing. Anicur contributes to the best solution for your pet's health with new specialist products. Anicur was founded in 2011 and is located in Belgium. The company is focused on research and development, regulatory affairs, production and marketing and sales management of animal health products. Anicur works together with outstanding laboratories in the field of research and development, production, packaging and storage capacity. This gives rise to ultra-modern manufacturing with processes supported by full traceability systems. In all of this, quality is the highest priority. The quality of production meets the GMP (Good Manufacturing Practice) standard.

- *Anicur is looking for a local distributor or agent who is familiar with the market consisting of horse stables*
- More information on the company can be found on their website -> www.anicur.com

ASEPTIC TECHNOLOGIES - Aseptic Technologies developed and manufactures innovative aseptic production equipment for the Pharmaceutical industry. Its equipment are designed to provide safer & easier sterility assurance for liquid aseptic filling operations. The vials are provided clean, closed & sterile (ready-to-fill) to users, to eliminate all preparation steps from the process. The filling is performed by a special needle piercing the stopper in place. Then, the stopper is immediately heat-resealed by a laser to restore a complete closure integrity. The benefits of the technology are multiple: a better sterility assurance to the patient, a reduced investments, a better safety during whole supply chain and a strong operating cost reduction. The technology is widely used in the Regenerative Medicine since it offers uncompromised closure integrity even during storage at cryogenic temperature (-196°C).

- *Aseptic Technologies is looking for biotech companies developing advanced injectable therapies (ie. Immunotherapy, Cell-based therapies, anti-cancer drugs)*
- More information on the company can be found on their website -> www.aseptictech.com

BHC - BHC is an IT Services company based in Mons (Wallonia - Belgium - Europe) that integrate and develop Odoo, which is the fastest evolving business software in the world. Odoo has a complete suite of business applications covering all business needs, from website/Ecommerce down to manufacturing, inventory and accounting, all seamlessly integrated. This business software is used by 2.000.000 users worldwide ranging from very small companies (1 user) to very large ones (300 000 users). · Odoo offers a full suite of business apps that fits the needs of large companies, but it's built to empower smaller companies to adopt it quickly and easily through a smooth, friendly user experience. · Odoo is flexible and fully integrated in order to cover the needs of very complex companies. · Odoo is open source - it is actively maintained by a large base of developers to meet

evolving customer needs and provide new, innovative applications to help companies worldwide grow their business. · BHC also develop a Mobile App in order to access your ERP directly from your mobile devices (IOS and Android).

- *BHC is looking to partner with IT Service Companies, Management Consultant Companies as well as direct clients on the Irish market*
- More information on the company can be found on their website -> www.bhc.be

BIERHANDEL TRUYEN - We are a small family business that represent the **Westmalle Trappist Beers**.

- *Bierhandel Truyen is looking for craft/ speciality beer importers*
- More information on the beer represented by Bierhandel Truyen can be found on the following website -> www.trappistwestmalle.be/en/Page/brouwerij.aspx

CALIBRA POULTRY - Calibra Poultry NV is a Belgian **cutting plant specialized in fresh calibrated chicken fillets**. The company is part of the feed mill group Vanden Avenne. In order to guarantee our customer the highest quality, we choose to work exclusively with a selection of approved slaughterhouses that meet the most stringent quality and hygiene standards, meeting BRC approval. We currently supply wholesalers and distributors in the whole of Europe. Due to changing market trends in Europe **Calibra Poultry NV have introduced an exciting new range of cooked and further processed products**. These products include cooked chicken breast meat, reformed battered and breaded products and whole muscle coated chicken. These products are designed for Catering, Foodservice and Fast Food customers. All products are Hallal and BRC approved.

- *Calibra Poultry is looking for wholesalers and distributors who supply to the catering/ foodservice and fast food sectors*
- More information on the company can be found on their website -> www.calibra.be

CAMP'S PRESERVES – Camp's Preserves is an authentic Belgian company, producer of **mustard, piccalilli and pickled vegetables like onions, pickles and capers**, which give that little extra flavour to every dish. Our secret? Honest flavour, the result of the authentic, natural recipes by Camp's Preserves who celebrate their 110th anniversary.

- *Camp's Preserves is looking for importers/ distributors and direct clients in the retail sector*
- More information on the company can be found on their website -> www.vancamps.be

CONFISERIE TREFIN - Trefin-Belgium, est.1929, is a family-owned **manufacturer of hard boiled & filled candies, toffees and chocolates**. Available in consumer packaging or bulk. Our production is HACCP, ACS, BRC & IFS certified, contains no colourings, no alcohol, no GMO's and we only use the best Belgian chocolate based on 100% cocoa-butter. TREFIN exports to over 50 countries, worldwide. Retailers selling the Confiserie Trefin products are amongst others, Waitrose, Delhaize.

- *Confiserie Trefin is looking for direct clients in the retail sector as well as importers/ distributors*
- More information on the company can be found on their website -> www.trefin.com

DELIVA - 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

- *Deliva is looking for catering companies and companies active in food production for retailers/ catering business/ out of home market*
- More information on the company can be found on their website -> www.deliva.be

DIDAK INJECTION - Didak Injection is a major injection moulding company of plastic products, producing custom moulded products upon specification and at the other hand produces plastic crates for the fresh produce sector: crates for mushrooms, vegetables in general as well as meat, fish and poultry crates.

- *Didak Injection is looking for agents or importers as well as direct customers*
- More information on the company can be found on their website -> www.didak.be

EURO-SERRE - Euro-Serre NV is European market leader since 25 years as manufacturer of hobby greenhouses, conservatories, verandas and winter gardens. The first constructions we built had but a single goal: to protect young plants from the elements. These days our constructions are used for many more purposes, the advantages of a "house of glass" have attracted many people during recent decades. That's why our constructions are now available in all shapes, sizes and colours. Because not only plants thrive under glass protection, people wishing to taste the summer in the autumn and spring are also won over by the idea.

- *Euro-Serre is looking for importers/ distributors as well as garden centres that sell bigger constructions like sheds, greenhouses, carports and playhouses. Preferably the Irish partner has a delivery and installation service.*
- More information on the company can be found on their website -> www.euroserre.com

GALACTIC - For more than 20 years, Galactic is regarded as being one of the world's leaders in biotechnology serving the food, feed, personal & health care, and industrial markets. Based on our valuable experience in lactic acid fermentation and the development of many other derivatives, we continuously create sustainable, innovative and health-friendly solutions in the field of food safety, nutrition and green chemistry. Building tight links with our distributors and customers helps us to pursue an innovative and solution oriented approach. Galactic is the result of teamwork between financial partners having a strong belief in the project, successful researchers and visionary people striving for excellence. Our shareholders include Finasucre, one of the world's largest producers of sugar, and Compagnie du Bois Sauvage, a holding company listed on the NYSE Euronext.

- *Galactic is looking for food ingredient distributors as well as ingredient blenders and large food producing companies currently using or intending to use lactic acid, lactates or their derivatives.*
- More information on the company can be found on their website -> www.lactic.com

GONDELLA - The Gondella group is a Belgian owned manufacturer of a complete shelving system with a full range of accessories. It produces all metal items from steel sheet and special tubes up to the finished products (finishing by epoxy powder coating, with a choice of more than 100 RAL-colours). The system is then completed with other items like plastic ticket rails, glass, hooks and wire bins produced by subcontractors according to the Gondella design and quality standards. The group has a work force of about 200 people, mainly factory workers, and reaches a consolidated turnover level of over 20 million Euros. The main part of this turnover is reached by export. Its most important customers are shop-fitters and chain stores, both in Belgium and its neighbouring countries, as well as in countries further afield. The Gondella system is now simultaneously produced in its Belgian factory, to serve the West-European and overseas markets, and in a Czech factory to serve the expanding markets of the Central and East European market.

- *Gondella is looking for shop fitters or distributors of metal shelving systems*

- More information on the company can be found on their website -> www.gondella.com

HERBAFROST - Herbafrrost nv is a leading Belgian producer of a complete range of IQF frozen culinary herbs. Every season we harvest around 6000 tons of fresh herbs, conventional as well as organic. Herbafrrost has 2 production sites, in Hulshout and Diksmuide-Vladslo. Our production fields are located in the immediate vicinity of our sites, allowing our herbs to be processed immediately after harvesting in order to preserve their flavour, texture and vitamins. 85% of our herbs are exported. Our clients are situated in the food industry (70%) as well as in the catering business (30%). We pack our products in 10kg cartons, standard catering bags of 250g and 1kg and retail bags of 75g and 100g. We also pack under private label for several customers. Thanks to our experience and pursuit of perfection, we have obtained the quality certificates BRC and IFS.

- Herbafrrost is looking for importers/ distributors and direct clients - companies active in catering looking for or who can use IQF frozen culinary herbs
- More information on the company can be found on their website -> www.herbafrrost.be

HTMS – HIGH TECH METAL SEALS - HTMS is a Belgian company specialized in the development and production of high tech metal seals. HTMS metal seals solve problems for the most severe applications, where the use of conventional sealing products is excluded due to temperature, pressure, radiation, permeability, fatigue, corrosion, required low fugitive emissions ... HTMS' main products are metal O-rings, metal C-rings, Oysterseals® and Commaseals®. Sizes from 0.79 to 12.70 mm section and diameters up to +3 m Materials: Inconel 718/625, Elgiloy, Nimonic In-house plating capabilities include silver, nickel, gold and tin, PTFE coating HTMS is ISO 9001, ISO 14001 and EN 9100 certified.

- HTMS is looking for OEM's active in the following sectors: oil & gas (on-/ offshore), (petro) chemicals, aerospace, compressors, turbines, heat exchangers...
- More information on the company can be found on their website -> www.htms.be

HYDROGENICS - Hydrogenics Europe N.V. has over 60 years of experience designing, manufacturing, building and installing industrial and commercial Hydrogen Systems around the globe. Our OnSite Generation business segment, is based on water electrolysis technology which involves the decomposition of water into oxygen and hydrogen gas by passing an electric current through a liquid electrolyte. The resultant hydrogen gas is then captured and used for industrial gas applications, hydrogen fuelling applications, and is used to store renewable and surplus energy in the form of hydrogen gas. We offer world leading expertise for a range of applications, including: Hydrogen generators for Industrial processes and Fuelling stations · Hydrogenics is pioneering "Power-to-Gas" the world's most innovative way to store and transport energy. Hydrogenics Corporate headquarters are located in Mississauga, Canada with operations in Germany and 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 (stock symbol HYGS) and the TSX (stock symbol HYG).

- Hydrogenics is looking for government agencies covering renewable energy interests and who are confronted with the curtailment issues and/ or electrical grid stability issues.
- More information on the company can be found on their website -> www.hydrogenics.com

JOHN MARTIN – John Martin represents several craft beers. On the occasion of this trade mission the company will focus on their 'Waterloo' and 'Martin's Pale Ale and IPA' beers. At the beginning of the twentieth century, Englishman John Martin left his homeland to settle in Antwerp and set up the brewery that still bears his name to date. He first started brewing Martin's IPA and then Martin's Pale Ale. Today, just over a century later, the brewery once again offers these two special beers, which are still produced in the purest English tradition. The brewery, now with the founder's grandson Anthony at the helm, is the only one in Belgium to brew such range of pale ale beers. John Martin: the English spirit and Belgian brewing know-how since 1909! Anthony Martin decided to acquire the Waterloo brand in order to restore the nobility of the Waterloo Beer, from the battlefield to the bars. Martin intends to preserve the flagship beer of Brabant, and promote the art of regional

microbreweries, in true appreciation of this original and quality craft beer, which will also serve as guarantee of its durability and its growing reputation among fans of fines and exclusive beers.

- *John Martin is looking for craft/speciality beer importers*
- More information on the company and craft beers can be found on the following website -> www.waterloo-brewery.com/en/ - www.martinsbeers.be/en/

NIXXIS - Nixxis is the **publisher of Nixxis Contact Suite (NCS), a multichannel solution for Call, Contact and Service Centres.** With 80.000 delivered seats, NCS is a real alternative for innovating companies: A Cloud offering that starts at just 40€/agent/month, exclusive functionalities like multi-wave campaigns, real multimedia queues (voice-chat-email-social media's), auto-ready, unlimited multiple sessions and a quality of service that guarantees answers within committed timeframes.

- *Nixxis is looking for BPO's / outsourced call centre services and suppliers/ importers of enterprise telephony systems*
- More information on the company can be found on their website -> www.nixxis.com

RENSON - RENSON® **creates innovative concepts and products for a healthy and comfortable indoor environment in homes and buildings, with minimal energy use and an attractive design.** Family owned business since 1909 and now in its 4th generation, evolved from a metal processing company to a knowledge-based company. From Products to concepts in the 3 business units, **ventilators & louvres, architectural design or wall cladding & sun protection.** Renson has over 650 employees, spread all over the world from California to Shanghai and from Sweden to Dubai. Total turnover in 2014 was over €125m. In what does Renson distinguish itself? In creating of added value: Innovation / Communication / Concepts: total solutions

- *Renson is looking for ° architects/builders in architectural design and/ or specializing in contemporary houses ° specialists in acoustic ventilation ° indoor architects for their Argenta range*
- More information on the company can be found on their website -> www.renson.eu

SAWMILL BARTHEL PAULS - On the new plant in Courtil/Gouvy, the sawmill Barthel Pauls has constructed a new 20 MW power plant, a pellets-production line and increased his kiln drying capacity up to 100,000m³. The circular saw line guarantees a high precision sawing quality and is able to saw until 7.2m. A new planning plant will be in function end of the year. Our round wood is mainly coming from the high plateau of the Ardennes (500 – 600 m alt). We saw mainly Spruce, and more and more frequently Douglas and Larch. We are **specialised in construction timber C18 or C24 fresh or kiln dried, scaffold boards, packaging and garden products, battens etc.** In addition to the standard sizes, our force is that *we can adapt our products and sizes to your need and your quality claims.* 75 % of our production is exported.

- *Sawmill Barthel Pauls is looking for importers, bigger softwood traders, scaffold boards traders, DIY companies*
- More information on the company can be found on their website -> www.pauls.be

STONEASY - Stoneasy introduces the future of **door-to-door procurement for natural stone.** In 2014 more than 90 customers from around the world have taken delivery of over 700 containers using our online platform. We offer an all-in-one service comprising of live pricing, simplified ordering, easy tracking of shipments and all logistics backed by an experienced support staff. Not only do we guarantee you a premium quality product but we equally avoid you from losing time on tedious administrative procedures while still reaping the (cost) benefits of direct import.

- *Stoneasy is looking for wholesalers / commercial landscapers / direct importer of natural stones, active in construction industry with an important part of its business in (imported) natural stones.*
- More information on the company can be found on their website -> www.stoneasy.com

TUMAG - Tumag is a specialist in the field of development, engineering and manufacturing of 2K and Multi-cavity moulds for injection moulding, as well In-Moul-Labeling (IML) tools. Tumag has been operating since 1978 in this sector and thus has more than 35 years of experience. Tumag bvba offers mould and tooling solutions for a wide range of clients operating in diverse markets. The company produces precision components for Cartamundi, moulds for thin-starters for fluorescent lamps, for example, Philips or for parts of the production at Soudal. Also, Janssen Pharmaceutica, Bosch, Duracell and Agfa Gevaert belong to the customer portfolio. Tumag is ISO certified. In addition to developing and producing moulds Tumag also specializes in the creation of precision components, prototypes and spare parts to carry out repairs. We are in total active in seven sectors, the focus however is on medical and pharmaceutical applications, the packaging industry and on technical high-end products. Today we work with 35 permanent employees. Tumag has invested, the last four years, around 1.6 million € on upgrading of the infrastructure and machinery.

- *Tumag is looking for injection moulders and OEM's/ direct clients who need technical injection moulded parts, with focus on companies active in medical/ pharmaceutical application, packaging industry and technical high end products;*
- More information on the company can be found on their website -> www.tumag.be

VAN HERCK - Anne-Lore by Van Herck is specialised in textiles for care institutions, a Belgian producer of nursing articles for people who have a tendency to take off their clothes and for avoiding picking and smearing behaviour. We have pyjamas, sleeping bags, nursing blankets... in a lightweight, flame-retardant material with a high tear resistance. Therefore we use our Close-up® zipper. The wearer cannot open the fastener himself, the carer has the key ready to hand. In addition we produce cost-saving, flame retardant bed linen that consists of a quilt, a fitted sheet and a pillow cover. For patients with severe disposition to tearing we offer a specific range of products, such as: anti tear quilts, sheets, Bermuda and T-shirt... The material is very strong, cost saving, permanent flame retardant and comfortable. We will be pleased to help you with fitting up your residents, patients and your beds.

- *Van Herck is looking for resellers/ medical wholesalers/ suppliers who are active on the market of elderly care homes, homes for people with disability, psychiatric care, home care*
- More information on the company can be found on their website -> www.van-herck.be

WOLLUX - Wollux is your partner in visual communication. As a screen and digital printing company (textile/PVC) we deliver high quality products such as banners, flags, inflatables, roll-ups, carpets, tents, parasols, etc... With our screen print line we can make large quantities of your marketing or event products. With our digital printers we can deliver high end quality in short delivery time, starting from 1 pc. Our aim is to inspire, help and satisfy our customers through innovative solutions and state of the art products.

- *Wollux is looking for the following direct clients: FMCG companies, breweries, automotive brands, construction companies, event agencies, marketing agencies*
- More information on the company can be found on their website -> www.wollux.com