

WALLONIA – BELGIUM

**ECONOMIC TRADE MISSION
TO GEORGIA 2017**

TBILISI

5-7 December 2017



WALLONIA - BELGIUM

TRADE MISSION TO GEORGIA 2017

Tbilissi

5-7/12/2017

**Wallonia Export-Investment Agency
and
Wallonia Brussels International**

AWEX – WALLONIA EXPORT-INVESTMENT AGENCY

Place Saintelette 2
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Website: www.wallonia-export.be and www.investinwallonia.be

CEO: Pascale Delcomminette



The Wallonia Export-Investment Agency (AWEX) is the agency of the Wallonia region of Belgium in charge of foreign trade promotion and foreign investment attraction. The agency has a worldwide network of 108 Economic and Trade Attachés.

AWEX has been ISO 9001 certified since April 2002.

As a foreign trade agency, the AWEX carries out a mission of promotion and information for the benefit of both Wallonia and the foreign business community.

Upon request, the AWEX assists buyers, decision-makers, importers and foreign prospects by:

- Providing economic data on Wallonia and its export potential
- Disseminating information on products and services from companies located in Wallonia
- Identifying companies in Wallonia for international partnerships
- Providing lists of exporters from Wallonia

As an export partner for Wallonia-based companies, the AWEX offers a wide range of export oriented services and activities:

- General and commercial information on foreign markets
- Market studies tailored to specific areas upon request
- Setting up and planning of marketing activities (international trade shows, economic missions, sector-based contact days...)
- Establishing contacts with international organizations
- Promoting Wallonia's export potential
- Financial support and export financing
- Training in international careers

As a foreign investment agency, the AWEX has an overall responsibility for the attraction of foreign investment in Wallonia. This includes seeking out and providing information to potential foreign investors. The Agency also offers a pro-active follow-up service to investors already established in Wallonia. In addition, it is in charge of identifying new foreign investors for the acquisition of industrial sites under restructuring.

WBI - WALLONIA BRUSSELS INTERNATIONAL

**Place Saintelette 2
B - 1080 BRUSSELS**

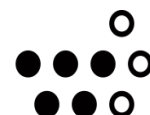
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F: +32 2 421 87 87

wbi@wbi.be

Website: www.wbi.be

CEO: Pascale Delcomminette



**Wallonie - Bruxelles
International.be**

Wallonie-Bruxelles International (WBI) is the agency responsible for the international relations of Wallonia and Brussels. It acts as an international policy instrument for Wallonia, the Wallonia-Brussels Federation and the French Community Commission of the Brussels Capital Region.

Under agreements with 70 countries and regions, WBI supports creators and entrepreneurs from Wallonia and Brussels. WBI promotes the constituent parts of Wallonia and Brussels as entities empowered to act on the international stage and defends the values and interests of each of the parties in a spirit of cooperation and mutual support.

Action is taken in the areas of:

- cooperation and development;
- human rights;
- culture;
- health and social affairs;
- the environment;
- exchanges for young people;
- education and training;
- higher education;
- scientific research.

Wallonie-Bruxelles International also acts through a network of delegations with diplomatic status in Algiers, Berlin, Bucharest, Dakar, Geneva, Hanoi, Kinshasa, the Hague, Paris, Beijing, Prague, Québec, Rabat, Santiago de Chile, Tunis, Warsaw and Brussels (Representation to the European Union).

ORGANISERS

BELGIUM

AWEX

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GEORGIA

Mr. Eric BLETARD

Trade Commissioner for Azerbaijan, Georgia, Turkey and
Turkmenistan

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PARTICIPANTS

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CMI ENVIRONMENT

COMPANY NAME:	CMI BALTEAU
COMPANY ADDRESS:	Rue de la Légende 63
CITY, ZIP CODE:	4141 Sprimont
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WEBSITE:	www.balteau.be
E-MAIL:	balteau@cmigroupe.com
DELEGATE & FUNCTION:	Pierre LAMBOTTE Business Development Director



COMPANY BACKGROUND

Founded in 1978, Balteau masters the design and construction of global turnkey solutions in the fields of drinking water and waste water. After belonging to the Dutch BAM Group since 2006, Balteau is a part of the CMI Group (July 2014). This 200 years old Belgian company operates on the five continents, with 4,700 employees and a turnover more than 1.2 billion euros.

ADDED VALUE

CMI Balteau develops the most suitable solutions for its clients by integrating the constraints of investment and operation costs, offering a complete service. CMI Balteau's developments can benefit from funding assistance, depending on the type of investment and on the part of the world where a project is to be deployed.

RANGE OF PRODUCTS

From design to start-up, electromechanical EPC contractor for:

- municipal drinking water / waste water pumping stations and treatment plants, including sludge treatment and odour/air treatment facilities
- small hydropower plants
- remote monitoring and control systems

The service covers design, project management, construction/assembling, commissioning, O&M training, financial structuring.

MAIN REFERENCES

Municipal drinking water and/or waste water companies, public or private.
National and international civil works contractors.
Industries and turnkey engineering companies.

CERTIFICATION

VCA** certified since July 2007 (in the field of safety)
ISO 9001:2015 certification since August 2009
ISO 14001:2015 certification since August 2017.



COMPANY NAME: CROSS-BORDER SOLUTIONS

COMPANY ADDRESS: Aarschotsesteenweg 339

CITY, ZIP CODE: 3012 Leuven

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info@cross-bordersolutions.be

DELEGATE: Koen JACOBS

FUNCTION: Managing Director



COMPANY BACKGROUND

CBS develops projects in different sectors like infrastructure, energy, telecommunications and healthcare. We specifically focus on the identification of financing opportunities and on the facilitation of secure export finance solutions for developing countries and emerging markets, mainly in Sub-Saharan Africa and in Central and South-East Asia.

CBS also provides general export services such as representation in export markets, set-up of distribution or agency, legal support and tender management.

Over the years CBS has developed an extensive partner network enabling it to rapidly gather accurate intelligence and efficiently deploy local activities in its export markets while at the same time relying on a reputable suppliers' network.

ADDED VALUE

CBS offers up-to-date information as to what possible export finance solutions Belgian /European companies may have at their disposal to finance their export transactions into Georgia. In some cases financial instruments offered at concessional terms and conditions can be facilitated.

RANGE OF PRODUCTS

Match-making, sourcing of supplies, and financial structuring

MAIN REFERENCES

CBS has structured financing transactions in several developing countries and emerging markets, both in Asia and Africa. A list of company references can be made available at request.



COMPANY NAME: ELYSIA-RAYTEST S.A.

COMPANY ADDRESS: Rue du Sart Tilman 375

CITY, ZIP CODE: 4031 Angleur

TELEPHONE NUMBER: +32 4 243 43 50

WEBSITE: www.elysia-raytest.com

E-MAIL: info@elysia-raytest.com;
alexander.yordanov@elysia-raytest.com

DELEGATE: Alexander YORDANOV

FUNCTION: 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. We work in close collaboration with radiopharmaceutical and cyclotron providers to develop new products and improve existing solutions.

ADDED VALUE

Our mission: 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 – Automated radiochemistry modules - Turn-key lab packages (e.g. QC-Cubicle)

MAIN REFERENCES

ELYSIA-RAYTEST has equipped more than 80 large PET centres all over the world and has over 600 installations in quality control (QC) labs. In 2015, Elysia-Raytest 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

Elysia-Raytest S.A. is certified ISO9001: 2008 by TÜV SÜD (certificate registration N°: 12 100 51082 TMS and a global quality system is deployed on both sites.

COMPANY NAME: SKYLANE OPTICS

COMPANY ADDRESS: Rue du Moulin 18

CITY, ZIP CODE: 5650 Fraire

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WEBSITE: www.skylaneoptics.com

E-MAIL: info@skylaneoptics.com;
arsen.sarkissian@skylaneoptics.com

DELEGATE: Arsen SARKISSIAN

FUNCTION: Key Account Manager



COMPANY BACKGROUND

SkyLaneOptics supplies a wide range of optical transceivers, passive products and products for the smart home. We offer a broad portfolio for companies related to access and to the metropolitan optical fiber market.

SkyLaneOptics covers the European and South American market with a strong network of partners and has offices in Belgium, Brazil and Sweden.

ADDED VALUE

SkyLaneOptics offers high quality and performance. The company provides a strong technical support and enables its' customers to build cost-optimized network solutions.

RANGE OF PRODUCTS

Optical transceivers (1G-10G-40G-100G), Mux Demux solutions, Cables

MAIN REFERENCES

Proximus, Tele2, Global Connect, BT, TTI

CERTIFICATION

TUV Riehnland, Tuv Sud

COMPANY NAME: OncoDNA

COMPANY ADDRESS: Rue Louis Breguet 01

CITY, ZIP CODE: 6041 Gosselies

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WEBSITE: www.oncodna.com

E-MAIL: ii@oncodna.com

DELEGATE: Iuliia ISHCHUK

FUNCTION: Medical Expert – Eastern Europe and Central Asia



COMPANY BACKGROUND

OncoDNA, The Cancer Theranostic Company, is the European leading oncology company providing solutions for cancer treatment and contributing to the knowledge applied to the fight against cancer. OncoDNA's team is fully dedicated to help oncologists worldwide developing services to enable better treatment choices and treatment efficacy monitoring.

ADDED VALUE

OncoSHARE is an innovative, interactive online interface for reporting results, sharing experience on drug efficacy and identifying which therapy might work best for each cancer case.

Used worldwide by over 13.000 people either affected by cancer or involved in the fight against cancer, OncoSHARE allows oncologists, patients, and medical and scientific experts to connect with each other, facilitating the sharing of integrated genomic information and therapeutic knowledge

RANGE OF PRODUCTS

OncoDEEP Cost-effective solution combining DNA and protein analysis of a solid tumor sample

OncoSTRAT&GO The complete solution integrating the analyses of solid and liquid biopsies

OncoSELECT Cancer-specific solution from a liquid biopsy sample

OncoTRACE Truly personalized monitoring solution from liquid biopsy sample

CERTIFICATION

ISO15189 CE-IVD marked



COMPANY NAME: T.D. WILLIAMSON
COMPANY ADDRESS: Rue du Travail, 6
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WEBSITE: www.tdwilliamson.com
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laurent.fabry@tdwilliamson.com;
pascal.lenartz@tdwilliamson.com
DELEGATE & FUNCTION: FABRY Laurent,
Global Strategic Account Director



LENARTZ Pascal,
Project Manager



COMPANY BACKGROUND

For over 90 years, TDW has served the pressurized pipeline industry throughout the world. Our mission is to optimize the throughput, integrity, safety and service life of pressurized piping systems. TDW, the world's most recognized name in pipeline equipment and services, delivers safe integrity solutions for onshore and offshore applications. TDW provides hot tapping & plugging, pipeline cleaning, geometry & MFL inspection, pigging and non-tethered plugging pig technology services for any pressurized pipeline system, anywhere in the world.

ADDED VALUE

TDW makes pipelines around the world safer and more efficient. We continually improve our products, services, and procedures to reduce risk to pipelines, personnel, and the environment.

RANGE OF PRODUCTS

Hot Tapping and Plugging Technology Opens Pathway for Safe, Efficient Projects
In-Line Isolation protects assets and avoids shutdown
Pipeline Integrity Solutions throughout the Pipeline Lifecycle
Integrated Pigging Solutions Extend Life of Pipelines, Optimize Product Flow

MAIN CUSTOMERS

BP, TOTAL, Shell, EXXONMOBIL, ConocoPhillips, Statoil, Pemex, Rosneft, Gazprom, ARAMCO, Sonatrach, PDVSA, CNPC, PDO, PTT, Enbridge, TransCanada, Eustream, GRT, Fluxys, Eon, Gasunie, Transco, Sakhalin Energy, BTC, CP, ATMOS, Columbia Gas, Questar, Engie-GRdF, National Grid, Electrabel, Subsea 7, Technip, Entrepouse, Oceaneering, Saipem, Fluor, CAT

CERTIFICATION

ISO 9001, OSHAS 18000, ISO 14000

COMPANY NAME: VESALE PHARMA

COMPANY ADDRESS: Rue Louis Allaert 9

POSTAL CODE: 5310

CITY: NOVILLE S/MEHAIGNE

TELEPHONE NUMBER: +32 81 56 00 06

WEBSITE: www.vesalepharma.com

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jean-pol.warzee@vesalepharma.com
johan.quintens@vesalepharma.com

DELEGATE: LIENART Jehan

FUNCTION: CEO



DELEGATE: WARZEE Jean-Pol

FUNCTION: Medical Director



DELEGATE: QUINTENS Johan

FUNCTION: CSO



COMPANY BACKGROUND

Started in 1996 as a medical sales outsourcing solution provider

- Sold the sales division to Pharmex/Celesio in 2007 to focus solely on Probiotics
- Launched first probiotic supplement in Belgium and first supplement containing L rhamnosus GG
- Markets large range probiotics in digestive, female health, pediatrics and immunity
- Awarded 4 quality labels in 2012 by the European Scientific Probiotic League

Vesale Pharma today

B2B Company specialized in microbiome and probiotics solutions

Staff 2017: 20 administrative/ research + 20 Reps

20 Researchers working on Vésale R&D Projects

Scientific committee with international opinion leaders in metabolic diseases and immunity

Sales in 20 Countries Worldwide

4 International Offices

- International Office in Luxembourg
- Representation Office in India – End 2016
- Commercial Office in Brazil – Mid 2016
- R&D Spin-Off in USA (Texas- Houston) – 04/2017

ADDED VALUE

- Understand consumer at each life stage
- Most effective strain (combination) in the most convenient galenic form
- Own strains or most documented strains
- Protection pioneer; packaging, coating, micro-encapsulation

RANGE OF PRODUCTS

To develop Probiotic Solutions for all life stages at the Forefront of Research & to offer Probiotic products with the same Quality as Pharmaceuticals

Three products groups: Pediatrics/Children health, Female Health, Metabolic

MAIN REFERENCES

Six brands/Umbrella brands:

- | | | |
|---------------|------------|-----------|
| • Bacilac | • Vinalac | • Cibalax |
| • Bactobuccal | • Lactogyn | • Regyn |

PATENTS

- Intelicaps, microencapsulation technology
- Bf lactis ves002 for obesity and metabolic syndrome
- Probiotic oil solution formulation
- Probiotic product combination for treatment of oral candidiasis
- Vaginal applicator containing hydrogel and probiotics, for menopausal women
- Sonicated L crispatus for use in urogenital infections

The First, the Last

The 2017 AWEX trade mission to Georgia takes place during the 18-th Tbilisi International Film Festival (4-10/12/2017). On this occasion we'll screen, with the support of Wallonia Brussels International (WBI), a Belgian French-speaking production *The First, the Last*.

Director: Bouli Lanners.

Screenplay: Bouli Lanners

Cinematographer: Jean-Paul de Zaetijd

Music: Pascal Humbert.

Cast: Bouli Lanners, Albert Dupontel, Michael Lonsdale, Suzanne Clément, Max Von Sydow, David Murgia.



The First, the Last (Les Premiers, les Derniers)

As inseparable bounty hunters Cochise and Gilou travel through endless windswept flatlands looking for a stolen phone containing sensitive information, their path crosses that of Esther and Willy, a couple on the run.

This Belgian-French drama film is written, directed by and starring Bouli Lanners. It was shown in the Panorama section at the 66th Berlin International Film Festival. At Berlin, it won the Prize of the Ecumenical Jury and the Europa Cinemas Label. It received eight nominations at the 7th Magritte Awards, winning five, including Best Film and Best Director for Lanners.



Bouli Lanners

Bouli Lanners (b. 1965, Moresnet-Chapelle, Belgium) graduated from Académie Royale des Beaux-Arts in Liège and acted in numerous films prior to his 1995 debut as a director. His writer-director feature *The Giants* (Les géants, 2011) was presented in Cannes' Directors' Fortnight and won a Magritte (Belgian national award) for Best Film. His latest attempt at direction, *The First, the Last*, screened at this year's Berlin IFF in Panorama.

Venue: Rustaveli Cinema,
l'avenue Rustaveli, 5
hall 5

Date and time: 6 December 2017 at 19:00

AWEX – WALLONIA EXPORT- INVESTMENT AGENCY

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#WALmissionGEO

BELGIUM

