



**Region of Wallonia:
A land of
Opportunities**



An introduction to Belgium

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Consul General of Belgium
in Los Angeles



Belgium: A Big Country!

Belgium

- Almost 11 million inhabitants
Size of Maryland
- Top 20 economy, Top 10 exporter,
Top 5 destination for FDI
FDI in Belgium: \$64 billion (2010)
- Economic performance: above the
Eurozone average





Belgium: Trade & Investment Relations with the U.S.

- U.S.–Belgian trade: \$ 43 billion (2011)
- U.S. investment stock in Belgium:
\$ 74 billion (2010)
1,500 major American companies
Yearly output of \$ 20 billion; 130,000 jobs
- Belgian investment stock in the U.S.:
\$ 43 billion (2010)
15th investor in the U.S.; 180,000 jobs





Belgium: Major Reasons for its Success

- High productivity, skills and R&D
Access to world class infrastructure and logistics
Targeted tax incentives and double taxation treaties
- Central position in Europe
140 million consumers in a radius of 300 miles
- Brussels: Capital of Europe
- Quality of Life





Belgium: A Federal Country

- Brussels
- Flanders
- Wallonia





An introduction to Wallonia

Daoud GHALIMI

Investment Project Manager

Belgian Trade Commission In San Francisco



Wallonia: General overlook

Area of 6,600 sq. miles

3.4 million inhabitants

Immediate vicinity of European and MNO's HQ

Immediate vicinity of major capitals

Dense communication infrastructures

French, English, Dutch,
German, Italian, Spanish widely spoken

Multicultural population





Wallonia: Economy

Wallonia = 106.3 GDP/hab. in PPS (UE 15=100)

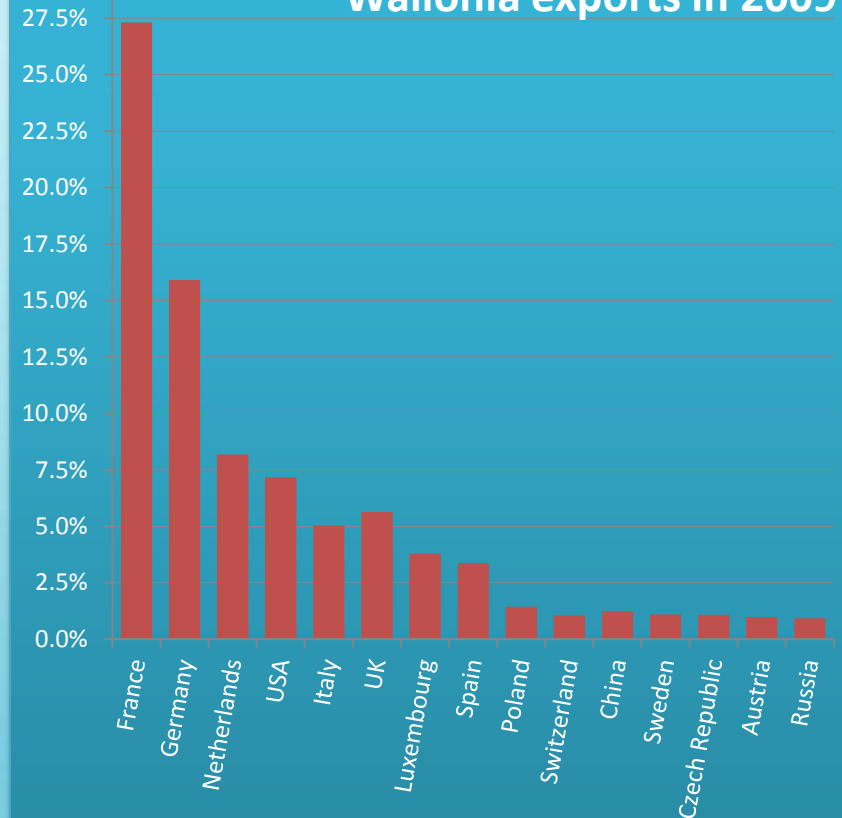
67% of the Walloon companies global turnover is export

In 2009: \$62bn of export

Worldwide known products

Diversity of the offer

Wallonia exports in 2009





Wallonia: US Investments

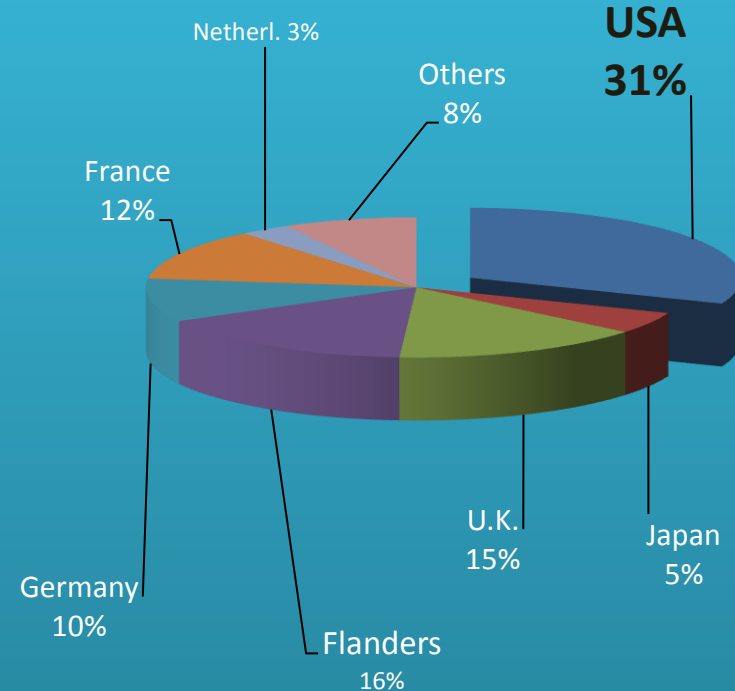
US: 1st investor in Wallonia!

In 2010: 1 investor out of 3 in the US

2006 – 2011: US Investments = \$ 2.2 bn !

1 job out of 3 relies on US investments

Foreign Investments in Wallonia





WHY INVEST IN WALLONIA ?



Wallonia: The people

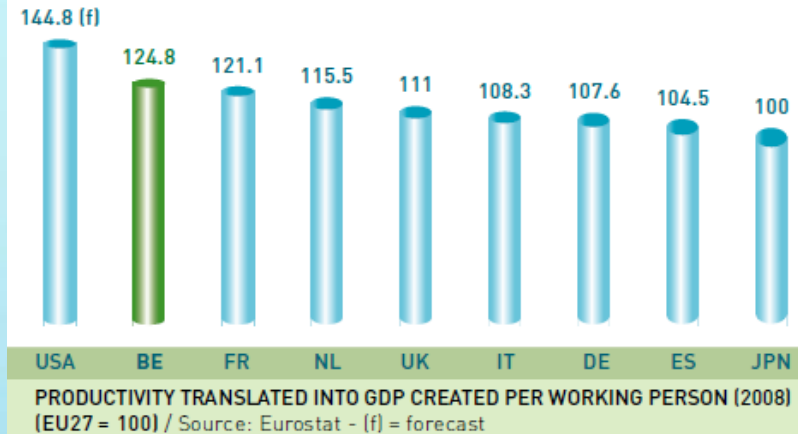
High productivity

Strong entrepreneurial mind

Diversity in manpower

Educated and skilled

Trained and multilingual





Wallonia: Sterling infrastructure

The infrastructure

Road: Highest concentration of highways in the World

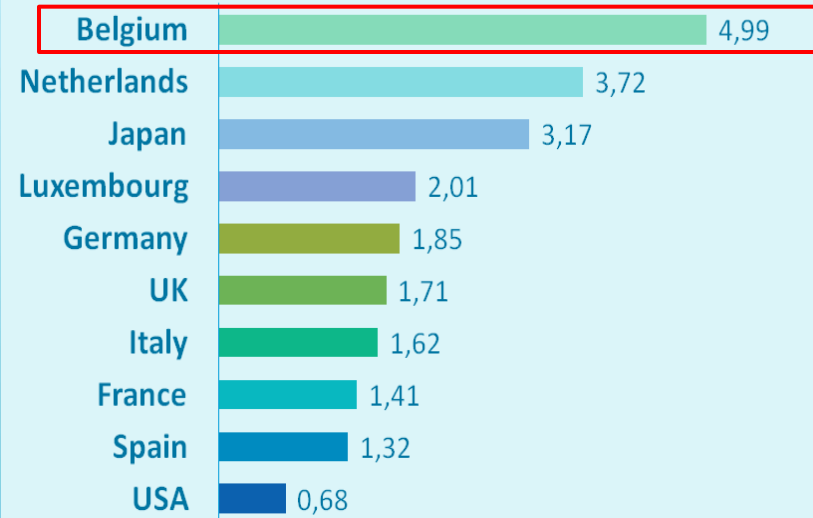
Rail: HSR connects main European cities and airports

Waterways: 4 fluvial ports

Air: 2 international airports

Multimodal platforms: 6 accross the region

Density of road network - Km per square Km





Wallonia: Sterling infrastructures

Access to:

#1 Logistics region in Europe

The market: 400 million Europeans

60 million European consumers within a 4 hour drive

66% of Europe in less than a day by truck

24/7 cargo airport connects Europe & US





Wallonia : Real Estate Market

4000 acres available in industrial and research parks

Leasing/buying cheaper than the neighboring countries

Low: \$4/sq ft High: \$5.4/sq ft

Flexible local urban planning departments

Proximity with major infrastructures



Wallonia: Research and innovation

9 universities, 6 Science Parks

130 higher education institutions

300 research centres

11.000 researchers



Wallonia: Research and innovation

78% of Belgium's biotech revenue

70 innovative life sciences companies

Wallonia's academic institutions are commercially focused & research driven

Highest density of life sciences employees in the world

2nd exporter in the World per capita

Additional assistance of the Biowin cluster



Wallonia: The clusters

Association of enterprises

Common interest

Free Involment of partners

Partnership

Competitivity

Added value for the region

Synergies between the companies



Wallonia: The clusters



- Aeronautics & Space Industry



- Agro-food



- Engineering & Advance Materials



- Life Sciences



- Logistics



- Environmental Technologies



Wallonia: Fiscality

Real Corporate tax = Effective 25%

Ruling that can foresee the future tax level

Notional interest deduction

Dividend withholding tax exemption

Attractive tax system for expats

No double taxation between US/Wallonia



Wallonia: Financial incentives

Up to 70% in subsidies for basic research

Up to 70% advance loan for applied research

Up to 75% in subsidies for studies

Up to 75% tax exemption in recruitment, quality control, export

Up to \$130,000/employee through 5 years

Up to 5 years of property tax exemption



BTC: Your local assistance

In the US

How we can help:

Find distributors and partners locally

Building property selection

Access to local networks and connections;
federal and regional authorities

Access to capital and incentives or grants

Incubators

Temporary offices

Shared working spaces

In Belgium

How we can help:

Organization of onsite visits

Assistance for incentives and grants requests

Day by day assistance

Search of best incentives

Long term partner

Experienced management can deal with local
authorities

One week response from the local
authorities: grants and incentives



Meaning...

Our collaboration can go further...

Need for local contacts, distributors?

Beyond the US and beyond Belgium

**450 employees at your service
(including over 100 offices over the world)**



BTC: a worldwide network...





In a few words...





Thank you !



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