Region of Wallonia:
A land of Opportunities
An introduction to Belgium

Mr. Geert CRIEL
Consul General of Belgium in Los Angeles

Chamber of Commerce of Los Angeles - Introduction to Wallonia
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 = 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
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
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 across the region

Density of road network - Km per square Km

- Belgium: 4.99
- Netherlands: 3.72
- Japan: 3.17
- Luxembourg: 2.01
- Germany: 1.85
- UK: 1.71
- Italy: 1.62
- France: 1.41
- Spain: 1.32
- USA: 0.68
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
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
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 Involvement of partners
- Partnership
- Competitiveness
- Added value for the region
- Synergies between the companies
Wallonia: The clusters

- Aeronautics & Space Industry
- Logistics
- Life Sciences
- Engineering & Advanced Materials
- Agro-food
- Environmental Technologies
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
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...
Step 3:
The World
• +100 offices
• +200 staff
• Local assistance
• Incentives
• Market studies

Step 2:
Wallonia
• 9 offices
• +250 staff
• Local assistance
• Staff training
• Access to clusters
• Incentives
• Access to capital
• Efficient access to local authorities

Step 1:
West Coast
• San Francisco
• Local and personal assistance
• Bridge between US and Belgium

In a few words…
Thank you!

Daoud GHALIMI
155 Montgomery Street – Suite 207
San Francisco, CA 94104
visit us: belgiantrade.org