

- Wallonia is a welcoming and successful region that has taken control of its future and welcomes you with open arms!
- Wallonia is located in the backyard of the capital of Europe, at the heart of a market of 400 million consumers, where businesses can set up and develop in a favourable setting.
- A place of innovation and competitiveness where men and women can develop their abilities, deploy their skills and flourish professionally.
 - A highly attractive and competitive region offering businesses smart tax regulations and a broad system of financial assistance customised to meet their requirements.
 - A quality area open and welcoming to the world where authorities promote creativity and initiative; a land of warmth, friendliness, culture and traditions.

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Editor's Note

Dear Reader,

Following the successful economic mission to India led by Princess Astrid at the end of 2013, the past year has again witnessed numerous business contacts between India and Belgium. Since several years already, Belgium is one of the top 3 trading partners of India within the European Union. The ongoing reciprocal interest of companies from both our countries in developing mutual business is highlighted, for instance, by the fruitful steel delegation from Wallonia that visited India in November 2014, and by the forthcoming CII mission to Belgium in the first half of 2015.

The past year has also seen federal elections in both India and Belgium, and the subsequent coming to power – in both countries – of new governments that are largely in favour of stimulating increased trade and investments, and in developing business-friendly environments. This should be seen as good news for both Indian and Belgian companies.

When it comes to investing in Europe, Belgium – in addition to its natural geographical edge – boasts a number of key fiscal incentives. These include a wide array of measures in R&D and innovation, which you will find described further in this newsletter. The ease of setting up a business in Wallonia, Belgium, is also highlighted in this issue.

Beyond the field of business, 2015 also promises to be a busy year in the cultural domain. The region of Wallonia is indeed preparing to welcome two major events. Exactly 200 years ago, in June 1815, Napoleon Bonaparte was defeated during the notorious battle of Waterloo, which lies about 30 km south of Brussels. In June 2015, a number of attractions are foreseen on the exact premises of this defeat, including a large-scale renactment of the battle. In addition, the bustling city of Mons, in the West of Wallonia, has been chosen as Cultural Capital of Europe for 2015. More information on these events is given in the following pages.

I wish you an excellent read. Both my colleague from Mumbai and myself are at your disposal for any question you may have regarding information contained in this newsletter.

Sincerely yours,

Christophe Van Overstraeten First Secretary – Trade & Investment Wallonia-Brussels Economic Representation Embassy of Belgium, New Delhi



Building on strong existing ties between India and Belgium

Ambassador Jan Luykx took charge of the Embassy of Belgium in New Delhi last August. After previous stays in India as a Delhi University student and as First Secretary, he returned with a strong knowledge of the local environment already at hand. We met Ambassador Luykx to discuss his impressions about Indo-Belgian ties in the areas of trade, education and tourism, among others.

ow does it feel to be back in India?

"Twenty-three years after my previous stay in Delhi, as First Secretary, it is a pleasure to be back in India again. In addition to the many personal affinities I have with this fascinating country, I believe these are very exciting times to be here – especially given the new impetus that India seems to have found, both at the political and economic levels."

Where do current trade relations stand between India and Belgium?

"Our two countries have a history of close ties, both politically and economically. In terms of trade, Belgium is actually the second largest trading partner of India in the European Union – after Germany. If we include all trading partners worldwide, then India ranks 17th among the exporters to Belgium, and 10th among Belgium's client countries. This makes

India one of the major trading partners of Belgium in Asia. Trade between our two countries is largely dominated by diamonds, although there are a vast number of other sectors in which we see our trade relations developing."

"Trade interactions between our countries are also apparent in the large number of companies that have set up business in the other country. To date, some 160 Belgian companies have established business interests in

India, and about 80 Indian companies in Belgium. In addition to its excellent geographical position, our country provides proximity to Brussels — where the majority of EU regulations are being defined. As a matter of fact, our capital is the world's 2nd largest center for lobbying, and hosts the 2nd largest concentration of journalists."

How do you see trade between India and Belgium developing in the coming years?

"I would say that trade between our two countries can only continue to increase given the growth path and improved 'brand image' of the Indian economy and the fact that Belgium – being a country with a small population – largely lives on foreign trade. In fact, the total value of Belgian imports and exports taken together largely exceed

Trade between our two countries can only continue to increase

our country's GDP, which highlights the open character of our economy." "New opportunities for joint business projects continue to arise and one of our aims at the Embassy is to assist our companies in establishing strong business partnerships with their local counterparts. Our trade commissioners inform Belgian and Indian companies and assist them in getting to know each other better. As such, we regularly organize seminars in which we highlight the assets of Belgium as an investment location. Similarly, our trade sections guide Belgian companies with a strong interest to develop business in India and act as a facilitator. For instance, Belgian companies have a wide array of advanced technologies available for large-scale projects such as the cleaning of the Ganga River and the development of smart cities."

In what other areas are ties prevalent between our countries? "Education is another area that comes to my mind. About 400 Indian

students enroll each year in Belgian universities and an increasing number of Indians are considering our country as a destination for studying. They are attracted by the variety of courses that are given in English as well as by the quality of our universities and MBA programs, and the relatively low cost of studying in Belgium, especially in comparison with Anglo-Saxon countries. In addition, India and Belgium have put in place a number of academic exchanges between scholars and students. The first time I came to India was actually as a student, back in the early eighties..."

"Another area in which we see an increased collaboration is the film industry. Rajkumar Hirani partly shot his latest movie 'PK' in the historical city of Bruges and we are already receiving similar requests from movie directors to shoot in Belgium. In addition to beautiful landscapes and ancient cities, our country offers efficient assistance in rapidly obtaining all equipment, crew, facilities, and shooting permissions required for making a movie."

How popular is Belgium as a destination for tourism?

"As those of you who have seen 'PK' will have noticed, Belgium has quite a number of scenic places to visit. We welcome about 50,000 Indian tourists each year, which is an equivalent figure to the number



of Belgians visiting India. Tourism to our country is facilitated by the daily, direct Jet Airways flights from Delhi and Mumbai to Brussels. In addition, special events are currently being held in Belgium to commemorate the centenary of the First World War, in which many Indian soldiers also took part. The Menin Gate arch, which was built as a war memorial to honour the British and Commonwealth soldiers who died during that war, also lists the names of numerous Indian soldiers. On a happier note, the last months of 2013 and first months of 2014 also saw the large-scale Europalia India arts festival in Belgium drawing numerous visitors. During more than 4 months, a large number of Indian works of art - including paintings, sculptures, photographs, but also dance and theatre - were on display in Belgium."

JAN LUYKX - PROFILE

After obtaining a special baccalaureate in philosophy at Louvain University, Jan Luykx completed his studies with a master in philosophy at Delhi University in 1983. He started his career at the Ministry of Foreign Affairs in 1985. Three years later, in July 1988, he returned to New Delhi as First Secretary, responsible for the Economic Section.

Subsequent postings saw Jan Luykx work as Deputy Head of Mission at the Embassy of Belgium in Copenhagen, as Deputy Spokesman of the Belgian Ministry of Foreign Affairs, and as Counsellor at the Permanent Representation of Belgium to the EU.

From August 1999 on, he was successively Deputy Head of Cabinet of the Minister of Foreign Trade, of the Minister of Foreign Affairs, and then Minister Counsellor at the Embassy of Belgium in Washington before moving to Poland for his first posting as Ambassador.

After a spell as Head of Cabinet for the Minister for Development cooperation, Jan Luykx was Ambassador of Belgium to Switzerland from September 2011 till June 2014.



Numerous companies, including in the life sciences sector, choose to install their distribution centre in Wallonia, Belgium.

Mastering the life sciences supply chain

Biolog Europe is a growing player in the field of biologistics. It helps companies established in Wallonia, Belgium, to optimize every step of their life sciences supply chain. The expert know-how of this agency, combined with the geographical edge of Wallonia and its advanced logistics facilities, make the region an ideal location for setting up activities in biologistics.

elgium accounts for 16% of the European turnover in biotechnologies. While Wallonia, the Southern French-speaking region of Belgium, is home to a large number of R&D centres, it also stands out for the presence of numerous activities related to the supply chain. Five European Distribution Centres have been established over the past few years in Wallonia for the biologistics sector alone. The industrial sector benefits from the presence

BIOLOG EUROPE-IN SHORT

- Agency with the mission to develop the life sciences industry in Belgium
- Supports life science companies in each aspect of their supply chain
- Perfect understanding of a company's individual needs

of world leaders such as Baxter, GSK, IBA, Johnson & Johnson, Pfizer, and UCB, but is also swarming with young

enterprises, often arising from university research, which have become worldwide references in specialized niche markets.

Absolute excellence is the only acceptable norm

Biologistics is a common term used for the whole of the life sciences supply chain. Wallonia is positioning itself at the forefront of biologistics at a global level. This position has been achieved by combining an attractive framework for

investment and reaping the benefits of its know-how in R&D.

Within this environment, Biolog Europe develops production, distribution, and logistics activities dedicated to biotechnologies, the pharmaceutical

In biologistics, Wallonia is a long way out in front

industry, and medical devices. One of its roles is to help companies present in Wallonia to perform better in the areas of supply chain as well as with their international development. Biolog Europe — as well as the other Walloon players in this sector — understands the specific needs of the medical sector, anticipates its extreme demands, and supplies a service where absolute excellence is the only acceptable norm.

Biolog Europe also assists potential investors with reports, case studies, and the organization of visits, for instance, in order to make their

GOOD DISTRIBUTION PRACTICES

Since September 2013, all players active in the life sciences supply chain are obliged to apply exemplary distribution practices. These so-called Good Distribution Practices (GDPs) aim to ensure faultless traceability and to guarantee that the product arrives at the final patient in perfect condition. Part of the GDPs deal with transport and storage conditions, in order to avoid any possibility of contamination for example.

Biolog Europe has made a specialty of this issue and puts its experience at the disposal of companies operating in the life sciences sector. Based on permanent monitoring of topics related to GDPs, Biolog Europe is able to guide companies committed to a GDP approach.

investment projects as concrete and as smooth as possible. Among various



The right product must be delivered at the right time, to the right person, in the right dose.

projects, the company is in the process of establishing a knowledge centre in subjects specific to the life sciences supply chain in order to position Wallonia as a worldwide centre of excellence.

From sourcing to return logistics

Biologistics goes largely beyond the simple transport of substances, medicines or samples. It covers numerous activities, ranging from sourcing, production, and quality control to packaging, distribution, and return logistics. Its domain of activity extends to traditional medicines, but also to vaccines, blood products, biomarkers, stem cell derivatives, diagnostic kits, and medical equipment, among others.

The underlying objective is to have the right product at the right time, delivered to the right person in the right dose. This involves a precise control of a number of elements, including the product itself, the production

and storage environment, climatic conditions and other outside influences, as well as faultless traceability. This protects the end-user patient against any counterfeits or degradation of the therapeutic quality of the product. A growing part of biologistics also involves surveillance techniques and temperature control. In overall terms, biologistics has to be flexible, adaptable and secure, because it is designed around the specific needs of the end-user: the patient. In each of these areas, companies active in Belgium and the rest of Europe can call upon Biolog Europe's expertise and advice.



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Wallonia, a fiscally attractive location for R&D

The region of Wallonia, Belgium, has developed into a dynamic center for R&D companies through major investments in infrastructure and education. Ongoing efforts from government authorities to improve the business environment in the region have allowed companies to increase their competitiveness through lower costs and easier access to facilities and qualified workforce. Furthermore, R&D companies have been largely benefiting from the financial support offered by Wallonia in the form of financial subsidies, advances and tax reductions for research and development. This article takes a look at some of these.



allonia has a large number of networks and business incubators with links to universities and research centers. These offer a high-tech business environment focused on R&D, access to available office spaces and laboratories, as well as cooperation opportunities with universities and other companies. In addition, Wallonia offers various kinds of financial support to SMEs as well as large companies. These incentives can broadly be classified into 3 categories:

From hiring researchers to patenting an innovation, Belgium offers numerous incentives at all stages of the R&D cycle.

research & development linked subsidies, patent linked subsidies, and subsidies for hiring researchers.

Acquiring external know-how to implement a research project

Subsidies for this purpose are designed to help SMEs in acquiring external know-how to implement a research project.



- The Technical Feasibility Study makes it possible to develop a product or a new service. This financial aid covers between 40 and 75% of expenses incurred by external service providers.
- The Software Feasibility Study makes it possible to introduce new industrial software. This financial aid covers 40 to 75% of expenses linked to external service providers entrusted with the study.
- A Feasibility Study For The Purpose Of Technological Transfer

makes it possible to evaluate the interest of purchasing a technology that the company does not yet have. This financial aid covers 75% of the expenses linked to external service providers. It is available for a maximum of 3 years with a ceiling limit of € 200,000.

• Strategic Marketing Advice

makes it possible to evaluate the chances of success of a product, a procedure or a new service. This financial aid covers 75% of expenses linked to external service providers. It is spread over a maximum period of 3 years and a ceiling is set at € 200,000.

Conducting a research & development project

Subsidies under this head are available

R&D IN WALLONIA – A FEW FIGURES

- Over 300 public and private research centers
- 20 competence centers
- 9 universities
- Over 11,000 researchers
- Almost 200 spin-offs in a few years

to both SMEs and large companies.

In the case of SMEs, the *Company Subsidy* scheme offers an opportunity to conduct basic industrial research. This subsidy covers 50% of the basic research costs. The *Recoverable Advance* scheme allows SMEs to conduct applied research or to pursue a technological development. This financial aid covers between 50 and 75% of admissible research costs.

Large companies can avail subsidy for this purpose under the *Enterprise Subsidy* scheme, which enables them to conduct basic industrial research. This financial aid covers 50% of research costs. The *Recoverable Advance* scheme also applies to large companies, but covers between 40 and 55% of admissible research costs

Creating a new entity on the basis of a technology developed within the company

The *First Enterprise* Spin Out aid can be availed when a company does not

exploit a technology as it lies outside its core business. This aid makes it possible to assign a person to the development of a product, a procedure or innovative service, exploiting the technology in question with a view to creating a new company. In the case of SMEs, this aid covers 80% of costs over a maximum of 2 years. Large companies can also avail this financial aid, which covers 50% of the entrepreneur's

wage costs over a maximum of 2 years. An amount of € 20,000 per annum is made available to cover the managerial costs.

Preparing an application for European funding or to obtain the EUREKA label

The *Horizon Europe* Subsidy provides funding to SMEs to cover costs generated by the preparation, registration or negotiation of the application before the European authorities. This aid makes it possible to cover between € 3,500 and € 7,000 of the staffing costs, between € 350 and € 700 of secretarial costs and between € 7,000 and €12,000 of admissible costs generated by the project.

Protecting your innovation

The **Patent Registration of Extension Subsidy** covers the registration of the patent application by an SME



and the costs of searching for existing patents. This financial aid varies between 35 and 70% of the registration costs incurred (fees and other costs of patent attorneys, etc.) when patenting an innovation, depending on the size of the company and whether the patent is the result of industrial research or experimental development. This also includes all costs incurred for national validation. There has been a particularly sharp increase in the number of researchers employed by private companies over the last few years. This increase is supported by the significant efforts of the government in recent years, for instance the partial withholding tax exemption for researchers of 80% (75% before 2013). This partial withholding tax exemption is also valid in other sectors, particularly universities.

Reinforcing the potential for innovation

• First Enterprise is an aid

measure designed to help fund the recruitment and training of a young researcher who will conduct research within a university, equivalent establishment or an approved research center. In case of SMEs, this financial aid covers between 20% and a maximum of 80% of the costs of employing the young researcher. For large companies, this financial aid covers 50% of the costs of employing the young researcher. This aid also

young researcher. This aid also allows the body within which the research is performed to receive € 5,000 per half year.

• First Enterprise Doctor is the subsidy to recruit a doctor for the purpose of conducting a research project. Through this financial aid, SMEs can cover 50% of the costs of financing the beneficiary for 2 years and large companies can cover 25% of the costs of employing the researcher over a 2 year period.

 Research Project Manager (RPM):

this aid is designed to support a company wishing to recruit a Research Project Manager with a view to conducting an industrial research project. This financial aid, which can last between 6 months and 2 years, makes it possible to cover between 60 and 70% of the salary of this RPM.

PART OF A BROAD SET OF INCENTIVES

These R&D and patent deduction incentives are part of a broad set of measures that makes Belgium attractive for companies. Other incentives include the Notional Interest Deduction and the advance ruling practice. Contact one of the AWEX offices in India for additional information:

newdelhi@awex.in, mumbai@awex.in.

Latest investment news from Wallonia

Wallonia – the Southern, French-speaking part of Belgium – continues to attract large and small companies alike. Over the past months, a number of significant investments were again made by international groups from a variety of business sectors. Below is a brief description of a selection of them.

GC Glass Europe – New Technovation Center

The Technovation Center was opened on 5 November in Gosselies, near Charleroi, in the presence of His Majesty, King Philippe. The new AGC Glass Europe research and innovation center represents an investment of €30 million and 250 jobs. The history of AGC Glass Europe in Wallonia dates back to 1961, when two large Belgian glass manufacturers decided to join together to form Glaverbel. This company was bought by the Japanese group Asahi Glass in 1981. AGC Glass Europe, the European branch of AGC Glass, develops, manufactures, transforms and markets glass products used in construction, manufacturing specialized industries.

The engineers, researchers and technicians working in the new center are developing increasingly high-performing glass. The work of the Group's researchers makes it possible to constantly extend the range of functions of glass (comfort, energy management, health and safety and aesthetics) by giving it revolutionary properties. (wallonia.be)

New bimodal platform in Hainaut province

The logistics port of Vaulx, near Tournai (Hainaut province), has been given an economic boost by the inauguration of a bimodal platform to load and unload goods transported by boat. The project is funded by the company Dufour,

which currently transports 560.000 : tons of goods a year and plans on doubling this amount in five years' time. Vaulx's logistics port on the Scheldt now has six warehouses spread over 8.000 m², a 13.000 m² handling zone, parking and a reception area. A second phase to the expansion project will create a further handling and storage zone of 18.000 m². The new port area is part of a plan to create a river highway in Wallonia, linking it to France and the rest of Northern Europe, as part of the Seine-Scheldt project.

(Sarah Crew)



- Excellent location at the heart of Europe
- Rapid access to main European markets
- Attractive financial incentives
- Qualitative and affordable real estate
- Creative and productive workforce

Mapei invests in Wallonia

Mapei is a global leader in adhesives, sealants and chemical products for building. The Italian multinational has just announced its decision to increase the capacity of its Mapei Benelux SA subsidiary,

located in Grâce-Hollogne, in the Liège region. The project represents an investment of over €4 million and aims to double the existing storage capacity with a new warehouse and build



new offices, a showroom and a laboratory. The project also includes the modernization of the existing buildings, particularly those used for loading and unloading materials.

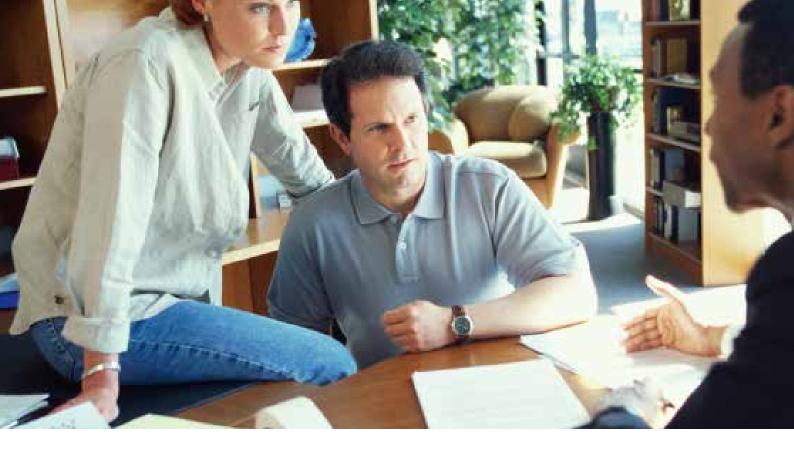
"This investment is a clear signal that the Group wants to strengthen further its already strong position in Belgium and Luxembourg", confirmed Doctor Giorgio Squinzi, CEO of the Mapei

Group. "We are determined to give Mapei Benelux every possible advantage so that it can best serve our clients and fully exploit the potential of our wide range of products and innovative solutions". (wallonia.be)

For additional information on recent investments and the benefits of investing

in Wallonia, please visit

http://www.wallonia.be/en/invest.



How to establish your company in Wallonia, Belgium?

Belgium is an ideal gateway to Europe, and therefore an attractive place to invest. Although small in size, it is home to a multilingual and skilled population with high purchasing power. Setting up a business in Belgium is quick and simple, with administration simplified as much as possible. This article briefly describes the process of incorporating a subsidiary in Wallonia, Belgium.

elgium guarantees all foreigners (companies or individuals) the freedom to set up a subsidiary in the country. A subsidiary – or domestic enterprise – is a judicial entity separate from its foreign mother company, which must meet a

Belgium is one of the fastest places in Europe to establish a business

number of requirements. Foreign companies are treated at par with national companies for all legal obligations and available incentives. Foreign capital may be brought into the country without restriction. Income and operating profits may be repatriated without limit.

A company form to suit your business

To set up your subsidiary in Belgium, a registered office or a virtual office is mandatory, as well as a bank account at a Belgian bank. As an investor, you must first decide about the legal form of the company you want to incorporate. There are mainly two types of companies in Belgium:

• The "SPRL" (private limited liability company), for which a minimum capital of 18.550 euros is required.

Each issued share must be 20% paid in upon incorporation, with a minimum of 6.200 euros. An SPRL can be incorporated by a single shareholder (the company is then called "SPRLU"). In that case, the incorporation capital must be paid up to the extent of 12.400 euros. Shares can be transferred only with the approval of at least half of the shareholders holding at least three/quarters of the capital.

 The "SA" (public limited liability company), which requires a minimum capital of 61.500 euros for incorporation. Each issued share must be at least 25% paid in upon incorporation, with a minimum of 61.500 euros. Minimum two shareholders are required for incorporating an SA. The shares of an SA are freely transferable unless there are any limitations in the articles of association.

In both cases, the capital can be paid by contributions in cash or in kind, for which an economic valuation provided by a certified accountant is required. The paid up amount is not a cost, but a part of the newly incorporated company's capital, which can be used to run the business. No local partner is required for a foreign company to settle in Belgium and start activities.

The notary – your incorporation partner

An SA or an SPRL must be incorporated before a Belgian public notary. Before going to a notary, certain formalities must be completed. Your company must first open a bank account in Belgium, into which the amount of the capital will be paid. Shareholders will then receive a certificate from the bank. Funds will be released for operations once the bank has received a certificate from the notary confirming the incorporation of the company.

Business plan – trace your course

In parallel, it is important that you draw up a three-year business plan giving a summary or short presentation of planned activities. The business plan must indicate the potential of your product or service in the market. the field of activity, the innovation or originality of the product, its development stage, and the financial implications. This document should also include a financial plan, which will serve as a basis for future applications for capital finance and any bank loans. Your company must also have a consultant or lawyer draw up the company's articles of incorporation. These articles comprise information such as the paid-up capital, the number and details of shareholders and directors, the statutory seat (i.e. an address where the company will be registered), a financial plan covering the three first years of activity, the

corporate purpose of the company, its name, the number of shares representing the capital, as well as a certificate delivered by a Belgian bank, certifying that at least the minimum paid-up capital has been transferred into a blocked bank account, opened on behalf of the new company.

Management aptitude certificate

In order to file a company with the Belgian Trade Register (Belgian companies databank, also known as "BCE"), the company manager must prove basic knowledge of corporate

No local partner is required for an Indian company to start activities in Belgium

management. Such proof can be given by presenting a copy of a college or university degree or of a professional experience of 3 to 5 years. The manager can also sit an exam with the Ministry of Economy, SMEs, Independent Professions and Energy for a management aptitude certificate or prove his entrepreneurial skills through a third person.

Incorporation and official notification

Once the above formalities have been completed, the articles of incorporation and the business plan will be validated and authenticated by the notary. The solicitor will then file the articles of incorporation with the Belgian Trade Register. An excerpt of the articles of incorporation will be sent by the solicitor to the clerk's office of the commercial court, which will grant your company its unique enterprise number. With the help of this number, the solicitor will take care of the company's registration with the BCE. The solicitor will also contact the services of the Belgian Official Gazette for publishing the articles of incorporation.

Shareholders do not need to be physically present when the company is set up before the notary. The

company can be incorporated with a proxy chosen by the shareholders. This proxy can sign the articles of association on your behalf.

Once all information has been provided, the company can be incorporated in one week. It will then have to be registered with the Belgian Trade Register and the tax authorities (VAT if required). It can take up to one month to finalize the registration. The cost towards incorporating a subsidiary in Belgium would be around 3.250 euros excluding VAT, provided the minimum of capital is incorporated.

This amount includes fees towards notary, tax and legal assistance, assistance to set up the financial plan, coordination, bank account opening, and registration of company with the BCE and VAT. Translation fees (if any) are not included.







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Celebrating the bicentenary of the Battle of Waterloo

On 18 June, 1815, Napoleon Bonaparte famously lost the Battle of Waterloo, in Central Belgium. This defeat would end 20 years of warfare and shape geopolitics in Europe for many years to come. Precisely 200 years later, this battle will be re-enacted on a large scale, on the very same battlefield. We take a look at the events planned in Waterloo for June 2015.

eal size re-enactement of the battle

To commemorate the bicentenary of the battle, the non-profit organization "Bataille de Waterloo 1815" is planning an impressive reconstruction next June, which will feature 5000 re-enactors, 300 horses and 100 canons.

Two different phases of the battle will be entirely re-enacted. The first re-enactment, on 19 June, will highlight the French Attack on

KEY FIGURES OF WATERLOO 2015

- 4-day event
- 5000 re-enactors
- 300 horses
- 100 canons

the British troops. The French army, with more than 70,000 strong in 1815 and with arms at the ready, set off to attack the hill where the British troops were positioned, enthusiastically shouting "Long live the Emperor". At the top of the hill, the French troops were met by the Belgo-Dutch army that was keeping the British army, lying in ambush behind the ridge, out of sight. Hard fighting followed until the British troops emerged and fired at close range on the Imperial Guard.

The second re-enactment, 20 June, will showcase the Allied Counterattack. That phase of the battle was concentrated around Hougoumont, a fortified farm that had been strengthened by the British as they feared a French attack. The fighting resulted in a

For centuries,
Belgium's strategic
geographical
position meant that
its territory saw
numerous battles.
Today, this strategic
location is an asset
for the companies
established there.

blood bath, with thousands dead and wounded. Under fire from the British, the French Guard attempted a final attack, which ended in failure. Napoleon then fled to Paris, leaving the victors, Wellington and Blücher, to celebrate their victory together in the Belle Alliance Farm.

Daily life in the bivouacs

In addition to the battle re-

enactment, the event will also foresee a life-size depiction of life in the bivouacs, as it was for the troops 200 years ago. The bivouacs will offer a spectacular insight into the logistical organization which, in so many battles, has proven decisively important. The bivouacs will provide a unique glimpse behind the scenes of

HISTORICAL BACKGROUND

After the failure of his Russian campaign, Napoleon was forced to abdicate and was sent into exile on the island of Elba in 1814. Though Europe believed they had seen the end of him, it appeared they underestimated his pride. Napoleon was back in France on 1 March, 1815, and embarked on a frantic journey to regain power. Upon his return to power, many States that had opposed him formed the Seventh Coalition and mobilized their armies. The 1st of March marked the start of Napoleon's 100 days campaign, which ended at Waterloo with his final defeat.

A few days before the Battle of Waterloo, two large forces (led by the Duke of Wellington, who commanded a Britishled alliance, and field marshal Blücher, who commanded the Prussian army) assembled near the north-eastern border of France. Napoleon decided to attack these with the aim of destroying them before they could coordinate an invasion of France. On 18 June, 1815, the French Army, under the command of Napoleon, was however defeated by the armies of the Seventh Coalition. In total, some 300.000 men took part in the battle. The coalition forces subsequently entered France and restored King Louis XVIII to the French throne. Napoleon abdicated and was this time sent to the more remote island of St. Helena, where he died in 1821.

The Battle of Waterloo is considered one of the most important battles of modern times. It marked the end of 20 years of interminable wars in Europe.

the daily life of the regiments as they waited to go into battle, showing the way in which the troops lived to the rhythm of artillery exercises, how the weapons were maintained, how meals were prepared and served, as well as the changing of the watch guards, the care of the wounded and the training of young recruits. Specific scenes will also highlight how the army staff discussed decisive tactics.

Visit Napoleon's last headquarters

Plenty of opportunities will also be made available to visitors to explore historical sites around the battlefield, which covers an area of 2.500 hectares. Famous sites include the Lion's Mound, the Wellington Museum, Napoleon's last general headquarters, as well as a unique circular building providing a panoramic view of the battlefield on a 110-metre long and 12-metre high canvas. The site is protected by a unique conservation law and welcomes

Waterloo 2015 is a unique and not-to-be missed commemoration event.

tens of thousands of visitors each year. Customized tours can be arranged through the Society of Guides 1815, which was founded in 1983. These enthusiastic guides are willing to share their knowledge and passion in more than 10 languages, seven days a week.

BE PART OF THIS HISTORICAL EVENT

You too can be a part of the grandiose reconstruction of an event which continues to speak to the collective imagination. A number of packages are on offer to help you make the most of your visit. In addition to front line action, these packages also include access to designated areas and meals.

For information and reservations, please visit www.waterloo2015.org

Packages can be found in the "Hospitality" section.





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Mons 2015 – European Capital of Culture

The coming year will see a number of important cultural events in Wallonia. An event not to be missed is surely Mons 2015. Throughout the year, one of the two European Capitals of Culture will bustle with artistic events, fashion shows, theatre, dance, and musical performances. CNN even voted Mons as one of the "10 top destinations to visit in 2015".1



ore than two million visitors
During the year-long

"Mons 2015" European Capital of Culture programme, the city of Mons expects to receive some two million visitors. The opening ceremony on 24 January, 2015 is likely to be attended by 100,000 people. With more than 100 events planned involving 4,000 Belgian and international artists, the celebration will involve many different actors in various plays, concerts, exhibitions including the international Van Gogh exhibition - as well as fashion shows, theatre, dance and musical performances. The event will not be

> In addition to Mons 2015, the city is also worth a visit for its 3 UNESCO Heritage Sites.

restricted solely to Mons, as the city has signed partnership agreements with 17 towns and cities both at home and abroad, as well as with 22 culture and tourism institutions.

University city with a cultural heritage

Located 70 km south-west of Brussels, the Belgian city of Mons, one of the key towns in the province of

MONS 2015 - IN SHORT

- Twelve-month long event
- More than 1,000 cultural and artistic happenings
- Highlights include a new Van Gogh exhibit
- Five new museums to be unveiled
- Two million visitors expected

Hainaut in Wallonia, is an important administrative, judicial and university city. Situated on the country's border with France, less than 100 km from Lille and just a stone's throw from the English Channel, the medieval city is home to 93,000 inhabitants. Located between the airports of Brussels, Lille and Charleroi, Mons also benefits from a very dense motorway network. Three of its defining elements of cultural heritage are UNESCO listed, namely its baroque belfry, the Neolithic mines at Spiennes, and the Doudou festival, which brings the city to life each Trinity Sunday to celebrate Saint George's victory over

the dragon.

The European Capitals of Culture initiative

A "European Capital of Culture" is a city designated by the European Union for a period of one calendar year during which it organizes a series

of cultural events with a strong European dimension.

This initiative was developed in 1985. It is designed to highlight the richness and diversity of cultures in Europe, celebrate the cultural features Europeans share, increase European citizens' sense of belonging to a common cultural area, and foster the contribution of culture to the development of cities.

In addition to this, experience has shown that the event is an excellent opportunity for regenerating cities, raising their international profile, enhancing the image of cities in the eyes of their own inhabitants, breathing new life into a city's culture, and boosting tourism.

To date, more than 50 cities across the European Union have been designated as European Capitals of Culture.

FOR MORE INFORMATION

www.mons2015.eu/en www.belgiumtheplaceto.be/mons.php www.visitmons.be

A Cleantech Welcome Office to facilitate your business development

In January 2014, the Wallonia region of Belgium opened a new Welcome Office for Cleantech companies. This office provides foreign companies with the necessary infrastructure and business environment to get their European development going. An expert is permanently present to provide administrative support and facilitate networking. This new facility comes in addition to the existing India Welcome Office in Liège, which has been available to Indian companies since several years.

rom waste management to renewable energy

The Cleantech Welcome Office is located in Tournai, in the West of Belgium. It is open to any company active in the field of clean technologies. This includes areas such as renewable energy, 'green chemistry', water and waste management, environmental services, as well as sustainable building technologies.

Wallonia, the Southern Frenchspeaking region of Belgium, boasts a number of assets to foster developments within the Cleantech sector. These include a wide availability of biomass resources, a world-class system for waste collection, management and recycling, several advanced research centres as well as numerous innovative companies. In addition, the sector can count on strong support from public authorities, as well as on the expert backing of two clusters.

Equipped office space

The aim of the Welcome Office is to make life easier for foreign investors in Wallonia. A Welcome Office is more than an incubator. It provides a platform to facilitate projects, stimulate networking and accelerate business. It is a welcoming structure for foreign companies wishing to test Wallonia as an investment market that can be used as an ideal hub for their European strategy. In addition to fully equipped office space, the Welcome Office comes with professional



The Cleantech Welcome Office provides free office space for up to 6 months.

WELCOME OFFICE

- Ready-to-use office
- Modern telecommunication features
- Permanent presence of expert for assistance
- Networking support
- Free for up to 6 months

support in your everyday needs. A bilingual (French and English) expert is permanently present to assist you in logistics and administrative matters, business advice, translation services,

fiscal and social aspects, and networking with all relevant public or private partners.

This office space is provided free of charge for foreign companies, for a period of up to 6 months, depending on the complexity of the project. If the project develops favourably and a company is ready to invest in Wallonia, the Welcome Office can also help in finding public or private funding, in introducing the applicable subsidy demands, and in identifying an appropriate location for the investment. Companies from India – from any business sector – can also that from the services of the India

benefit from the services of the India Welcome Office based in Liège, in Eastern Belgium.

FOR ADDITIONAL INFORMATION, CONTACT:

Philippe, Wanderpepen Cleantech Welcome Office Manager pwanderpepen@investinwallonia.be

Life in Belgium – a rich cultural history

Mrs. Renu Sharma is the Deputy Chief of Mission at the Embassy of India to Belgium, Luxembourg and the European Union. Beyond her demanding job as a diplomat, she kindly agreed to share some of her thoughts about life in Belgium. Mrs. Sharma also highlights the positive overall business environment and old bonds between India and Belgium.

hat were your first impressions of Belgium when you joined the Embassy in November 2012?

"Having lived in Paris for some time in the recent past and having travelled around Europe, I have always been fascinated by the rich cultural history of this continent as demonstrated by the master-pieces contained in the traditional artistic museums and the general way of life of the people. However, what impressed me the most when I reached Belgium was the knowledge of the Belgians about India and the reverence for my country. One of my first responsibilities upon reaching Belgium was to participate in the Armistice Day ceremony at the Menin Gate in Ypres Salient. I was deeply impressed by the initiatives taken by the Government of Belgium and the people of this country to commemorate the martyrdom of the brave Indian soldiers during the First World War. This was the most unique gesture that I had seen in Europe till then."

What do you like and dislike about Belgium as an Indian?

"Coming from a land of over 1.25 billion people, social empathy, inclusivity and discipline have always appealed to me. Belgium, not only has rich cultural and literary traditions, but it is the genuine friendliness and compassion of the people of this country that has impressed me the most. Secondly, the Belgian food, including its quirky restaurants, has made life so very interesting for me.

"However, I don't quite like the Brussels weather, especially during winters. It is in stark contrast to the sunshine that I am used to in India. In



Brussels, life can become a tad gloomy at times in the winter. In addition,

"Belgium is India's second largest trading partner in the European Union."

Europeans have a very self-sufficient and independent way of leading their daily lives. Being a diplomat with late evening social responsibilities, managing daily chores at home without assistance can be tough for Indians..."

How do you view the environment for business in Belgium?

"The environment in Belgium conducive for mutually beneficial business bilateral trade, commerce and investment between our two countries. We have a thriving trade of raw and polished diamonds between merchants at Antwerp in Belgium and Surat and Mumbai in India. Belgium is India's second largest trading partner in the European Union. In 2013, bilateral trade between India and Belgium stood at € 12.05 billion with major items of Indian exports to Belgium being gems and jewelry, chemicals and chemical products, base metals and articles, as well as mineral products and textiles. The major items of Indian imports from Belgium were gems and jewelry, chemicals and chemical products, machinery and mechanical appliances, base metals and articles, as well as plastic products."

"Belgium is also the 21st largest investor in India and the 10th largest from the EU. Cumulative FDI inflows from Belgium into India amounted to US\$ 770.6 million from April 2000 to June 2014. Several Indian companies, particularly in the IT and software sector, have established base in Belgium to cater to the Belgian as well as European markets. One such recent example is the collaboration in the telecom sector between Tech

Mahindra and Base Telecom."



"We have a significant diaspora in Belgium that has closely bonded with the local community."

ABOUT MRS. RENU SHARMA

Mrs. Sharma graduated in Political Science from the Jawaharlal Nehru University, New Delhi, and obtained a diplôme in Public Administration from IIAP (ENA), France. She is a laureate of the 'Fondation Nationale d'Enterprise et Performance', Paris and part of the Aspen Global Leadership Network as Fellow of 'India Leadership Initiative'.

Sharma joined the Indian Administrative Service (IAS) in the year 1988 and has worked in diverse sectors such as finance, taxation, industry, education and district administration. Between 1988 and 2012, she has served as Sub Divisional Magistrate for New Delhi; Secretary to the New Delhi Municipal Corporation; District Magistrate for Daman, UT of Daman & Diu; Secretary to the Chief Minister of Delhi; Joint Secretary in the Ministry of Commerce & Industry, Government of India, amongst other assignments. Prior to joining the Embassy of India in Brussels, she served as Commissioner & Secretary, Finance & General Administration Departments, Government of Mizoram, India.

What advice would you give to businessmen wanting to do business in Belgium?

"Businessmen in both countries are aware of the mutual benefits of bilateral trade between the two countries as demonstrated by the impressive trade statistics. My advice is only to continue the momentum.

The Embassy of India in Brussels is always there to assist businessmen of both India and Belgium to facilitate an increase in bilateral trade and investment."

What advice would you give to fellow Indians who are coming to live in Belgium as expatriates?

"Simple, just enjoy this beautiful country and intermingle with its warm and nice people. And yes, of course, buy diamonds from Antwerp without forgetting to eat some delicious chocolates!"

In what ways do you think Belgium and India can learn from each other's cultures?

"Both have extremely rich cultural heritage and old bonds of friendship. We have a significant diaspora in Belgium that has closely bonded with the local Belgian community and they live as friends. People of both countries have shared business interest and have prospered through mutual trust and cooperation. The shared cultures of the countries have manifested themselves in the

kindness and empathy engrained in its people. It is, therefore, not a surprise that Indian culture showcased through the Europalia-India Festival in Belgium last year was hugely appreciated by the people of Belgium."



CERAN's learning facility is based in Spa, in the East of Belgium, in lush green surroundings.

Easier integration through a rapid command of languages

Life in a foreign country is always easier when you know one of the languages of the host country.

Facilitating the integration of foreigners is exactly what CERAN aims to achieve. Its Total Immersion course enables students to rapidly acquire a good command of French or 10 other languages. Akhilesh Gupta, Director Manufacturing & Engineering at Heidelberg Cement in Brussels, talks about his learning experience at CERAN.

hy did you come to CERAN?
"I am responsible for cement-related projects and operations

in Northern Europe, the Benelux, the UK, Mediterranean countries and Africa. As we are doing business in many French-speaking countries, it was necessary for me to get a quick knowledge

of the language, having had no prior taste of French. CERAN offers intensive courses, which was a good fit for my needs. Several of my colleagues had earlier taken CERAN's Total Immersion course. My company's HR Department had a good reference of CERAN from the past. Moreover, I learnt about CERAN through some external business associates as well. They all spoke positively about their course."

How was your experience of the course itself?

"I was totally lost on the first day and I was about to give up! But then, while revising in the evening and starting again the next day, I realized that it was actually working. In the beginning, I thought French was the most difficult language in the world! But then I corrected myself and I learned the lessons at home. My two small daughters, who speak English and Hindi, picked up French so well (and fast) that I said to myself: 'the

problem is within my own self, nothing to do with the language, you just have to be determined to take up the challenge and give it a shot'." "CERAN provides an excellent platform to learn language, from a business perspective as well as from a social point of view. We have formal classes in the daytime and then a 'social event' in the evening. It doesn't stop even on the dining tables from breakfast till supper! For a newcomer, to communicate

and express your thoughts completely in a different language from day one can be difficult. At many instances, you will feel helpless because you are

"We have formal classes in the daytime and then a social event in the evening. It doesn't stop even on the dining tables – from breakfast till supper!"

not able to follow but I guess this is part of the exercise. When you find all the participants on the similar level,



you feel a bit relaxed that you are not the only one who's lost..."

How was your experience of the course itself?

"I work in an international environment and globalization is

ABOUT CERAN

CERAN offers intensive residential language courses in complete immersion. These courses are for learners of any level, from total beginners to those at ease in the target language. CERAN's practically-oriented immersion course considerably up speeds students' command of the language. CERAN designs the course material in a user-friendly manner. It includes one-to-one lessons, workshops, acoustic and linguistic labs, as well as social events to give you a touch of various aspects of the language.

www.ceran.com/en

becoming more and more a reality for professionals today. The world is getting smaller by the day. I strongly feel that knowledge of the local language helps you integrate faster in a new environment. Your acceptability increases several folds if you show affinity towards the local language. I still remember the first time I landed in China and I greeted my counterpart 'Nǐ hǎo' (i.e. 'Hello' in Chinese) and I could see a big smile on his face. Even though this was the only phrase I knew in Chinese, it made a difference!" "Knowledge of French has definitely increased my participation and understanding during business meetings in Belgium and Frenchspeaking Africa. And it has made my life easier on the social side. The more I learn, the better I feel confident and

of course this increases my interest in the language too."

What would you recommend to fellow Indians?

"The Total Immersion course at CERAN has helped me to know French

better but I would strongly recommend others to take at least a two-week course at once (one week is just not enough). Availability of time definitely is a problem in my position but as they say: 'nothing comes for free in this world'. We just have to make the priorities clear! The other recommendation would be to learn the basics of the language before going to CERAN, to avoid going there completely raw. And I would suggest to repeat the course

on a yearly basis. This definitely helps to strengthen the knowledge and level of the language. In the end, I would only say that 'C'est difficile mais c'est certainement possible!' (it's difficult but certainly possible!)."



Akhilesh Gupta
Graduated as a Mechanical Engineer
from Nagpur University.

A century-old cricket club in the heart of Belgium

The Belgian football team is enjoying growing support worldwide. But that doesn't mean there isn't room for other sports in Belgium. Cricket, for example, has been played in Belgium since 1885. Prateek Gupta, member of the Royal Brussels Cricket Club (RBCC), talks about his passion for the club, of which a growing number of Indians are members.

come from the Northern part of India and have been playing cricket ever since I could walk. About two years ago, my company proposed a move for me to Belgium, which seemed a great opportunity for my career, though I was almost certain that I wouldn't be able to play any cricket there. I started working in Belgium and as it happened, I met a guy in an expats meeting group who made me aware of the existence of cricket in Belgium. It was the piece of information that gave me hope to meet more like-minded people and build a social group to play and hang out with. I started googling 'cricket in Belgium' and discovered the Royal Brussels Cricket Club (RBCC). I contacted them and got a positive and friendly response. It wouldn't be an exaggeration to say that this was the day that changed my life in Belgium."

Numerous facilities, friendly environment

"RBCC is one of the best clubs I have ever played for, with great facilities and amazing people, with a good mix of race, nationalities and idiosyncrasies. The lush green grass field with an artificial pitch, nice club house with all necessary logistics, neatly arranged nets for practice, and friendly people gives you a feel of quality and fun. The club is open to all nationalities and skill levels, and everybody gets a fair chance of proving oneself. Based on one's skills, one gets promoted to play league games but that's just the competitive side of the club. Being a social club it also offers you the opportunity to play friendly and fun cricket where everybody gets a chance to enjoy the game in a great



"The Royal Brussels Cricket Club has become kind of a family for me."

environment and loads of positive energy."

"Soon after joining the club, my idea of a fun weekend was to play or watch the game at the club followed by barbecue and chit-chat over drinks with friends and family. It is easy to mingle with people there and they become part of your life away from

The Brussels Cricket Club, the oldest club in Belgium, was founded in 1885, becoming the Royal Brussels Cricket Club 75 years later. It can be traced back to 1885 in an original document, now in the MCC museum at Lord's.

your country. The RBCC has become kind of a family for me, we all usually hang out together, play and travel together. The club organizes cricket tours to places like Paris (France) and Kent (UK). On the social side, the club also organizes some events such as Ladies Day, Sixes Day and Family Day, when everyone can

come to the club and have a great day socializing."

No matter whether you like cricket or not, whether you are good at it or not, you can always come down at our club to release all the stress in the company of amazing people. We do have some very talented players who are ready to help you improve your

game as well as very experienced club members who can advise you on any front. Making fun of each other, helping each other out, going out together becomes a day-to-day thing and makes your life easier in a distant land. With myriads of fun memories

floating around my head to sum up my experience with RBCC, I would say it made my survival as an expat easier and more enjoyable. I am pretty sure I will always be connected with all of my clubmates even when I part my ways."

www.rbcc.be



Ashok's Indian Cuisine – in central Brussels

Belgium offers a variety of Indian restaurants to satisfy your taste buds away from home. An excellent choice is Ashok's, located right across the road from the Indian Embassy in Brussels.

shok's Indian Cuisine is reminiscent of India in many ways. The décor is sober with well-chosen Indian artefacts and is very welcoming. Its owner, Ashok John Alexander, makes you feel at home immediately. Ashok is pleased to meet and greet each of his customers and converse with them

This year, Ashok's
Brussels was
mentioned in the
renowned Gault &
Millau guide

for a while. He likes to learn from his clients' experiences and believes that whatever they were able to achieve, he can too with a little motivation and effort.

Sent from Mumbai

Ashok was sent from Mumbai to Belgium by his father to study hotel management. His father wanted to give him the opportunity to study abroad and to discover a new culture. The greatest surprise for him was the cold weather. Coming from a warm country, he assumed there was a curfew as the Belgians deserted the streets at the first snow...

He spent his first year learning French to be able to follow the hotel management classes. During his free time as a student, he worked at a bar. After graduating, love held him back in Belgium and he managed a nightclub before taking over one bar, and then a second one. But he always had the dream of opening and running his own restaurant, a place where customers would feel good, where they would eat well and would be well taken care of. And he ended up doing so. He also takes great pride in training his staff to work with the same philosophy of putting the consumer on a pedestal.

Specialties from North and South India

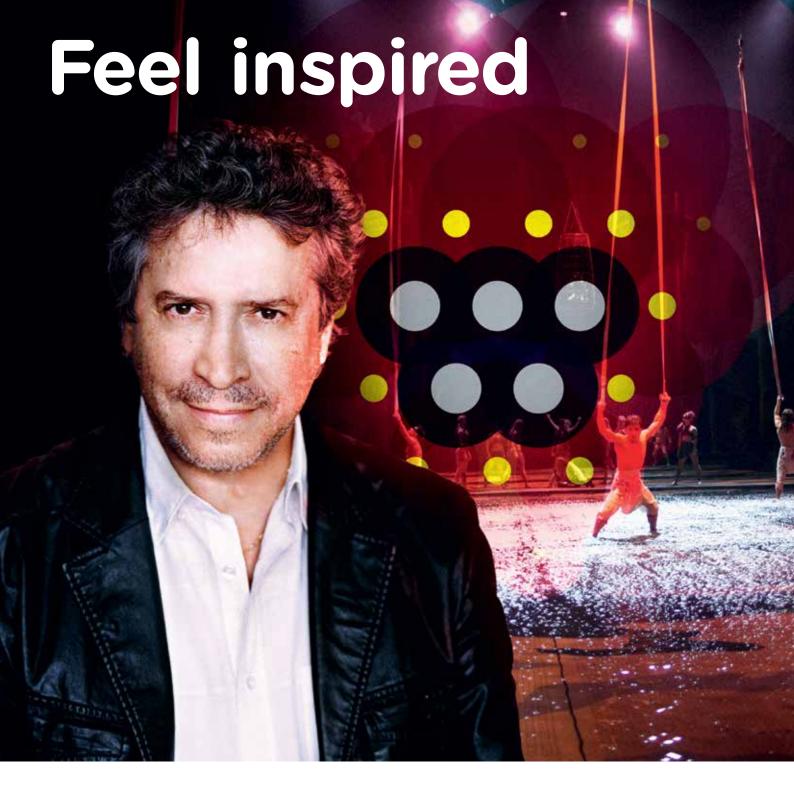
Regarding the current menu, your mouth could only water at the sight of the wide varieties of options: vegetarian and non-vegetarian, both from the North and South of India. Additionally one can also enjoy a Kingfisher beer or some Grover wine with the meals. Never short of ideas,

Ashok even seems to overflow with them. One of his latest challenges was to produce Raaja, a cardamom liqueur, which turned out to be absolutely delicious on the rocks or in a cocktail. He hopes to soon produce other flavours too. Ashok is grateful to the SOWALFIN – the Walloon financial partner for SMEs, for the help he has received to develop and produce this new product.

Ashok does not have one but two restaurants in Belgium. The second one is located in Jurbize, near Mons (about 70 km from the capital) and can accommodate up to 70 clients. During the summer, a terrace can also welcome the clientele. This year, Ashok's Brussels restaurant was mentioned in the Gault & Millau, a renowned gastronomic guide.

ASHOK'S INDIAN CUISINE

192 Chaussée de Vleurgat, 1050 Brussels www.ashoks.be



The world is my stage, #Wallonia is my home

FRANCO DRAGONE

Franco Dragone dazzles the planet with his amazing shows. Along with thousands of other Walloon entrepreneurs, artists, actors, writers, designers and creators spreading their Belgian creativity and innovation capacity all over the world. Wallonia is in the World.

