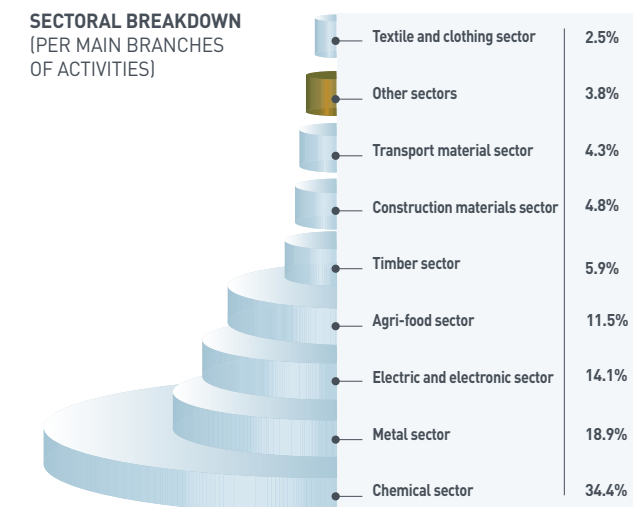
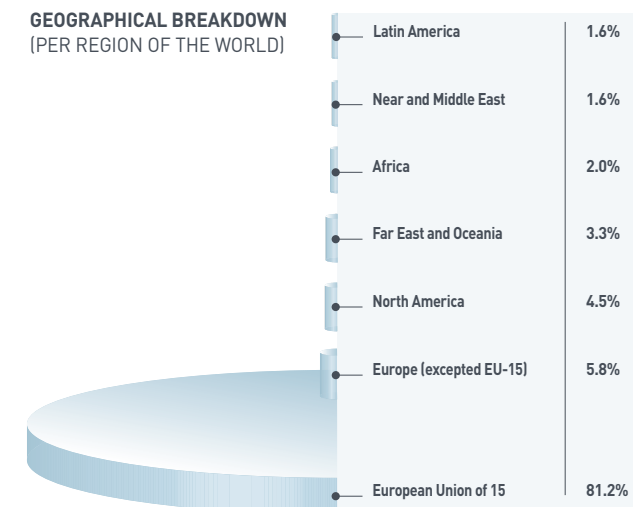


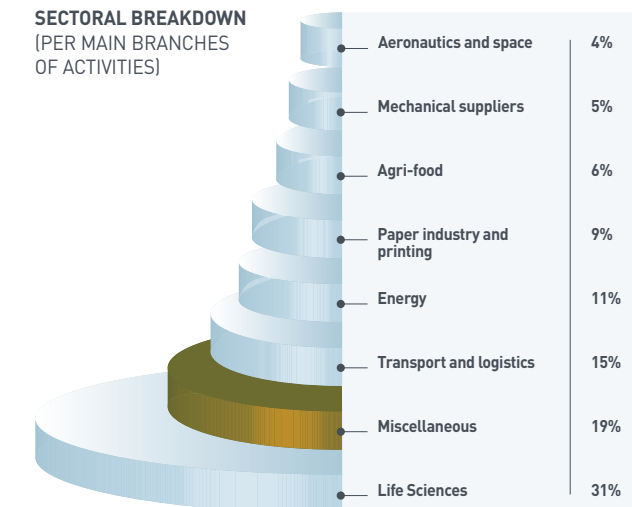
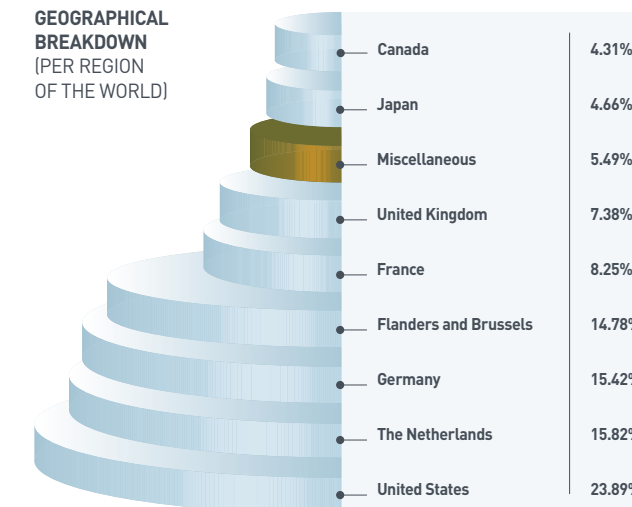
THE EXPORTS

Average annual growth rate over 10 years : 9.8% (1996-2006)
Average share of exports in turnover : 65%



THE FOREIGN INVESTMENT

Average annual growth rate (2000-2006) on the basis of :
- Number of files : 9%
- Amount of capital invested : 70%
- Number of jobs created : 15%



CREATE > EXCHANGE > GROW



WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY (AWEX)

HEAD OFFICE AND PROMOTION OF FOREIGN TRADE

Place Saintelette 2
B - 1080 Brussels
Belgium
T 0032 2 421 82 11
F 0032 2 421 87 87
info@awex.be
www.wallonia-export.be
www.wallonia-international.be

PROMOTION OF FOREIGN INVESTMENT

Avenue Materne 115
B - 5100 Jambes (Namur)
Belgium
T 0032 81 33 28 50
F 0032 81 33 28 69
investinwallonia@investinwallonia.be
www.investinwallonia.be

THE WALLONIA FOREIGN TRADE AND INVESTMENT AGENCY

A PARTNER FOR WALLONIA'S INTERNATIONAL ECONOMIC DEVELOPMENT

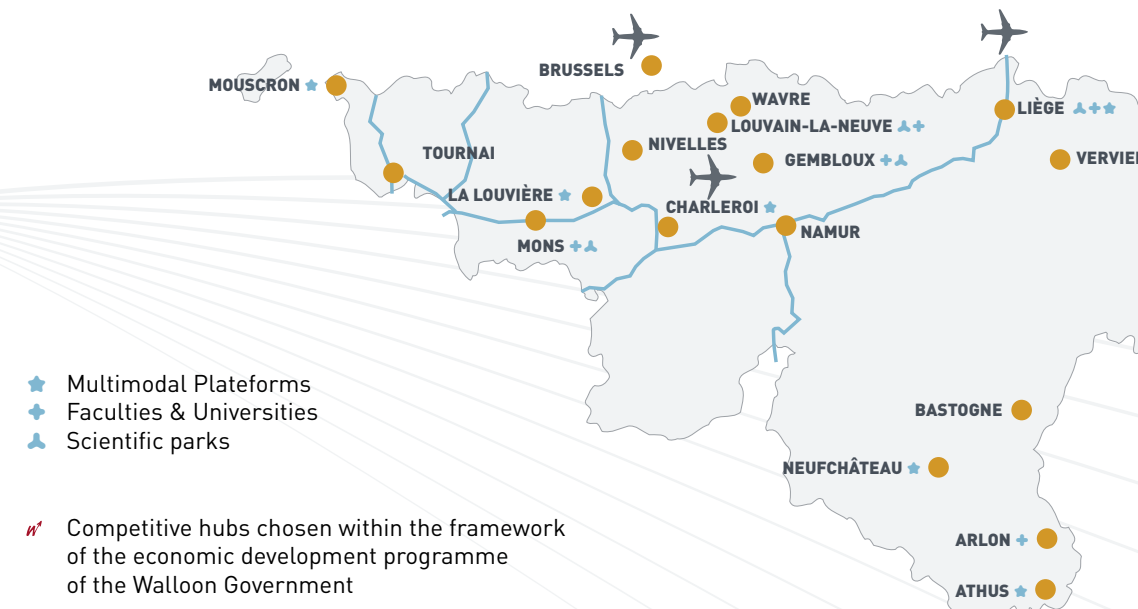


POPULATION AND GEOGRAPHICAL LOCATION

- Surface area : 16,844 km²
- Population : 3.4 million inhabitants
- Population density : 201 inhabitants/km²
- Main cities: Namur (capital), Charleroi, Liège, Mons, Tournai, Verviers, Wavre, Arlon, Nivelles
- The densest multimodal communication infrastructure in the world, at the heart of Europe

EDUCATION, TRAINING AND RESEARCH

- 3 academies
- 300 research centres
- 9 university centres
- 6 scientific parks (410 companies)
- 130 higher institutes of education



INDUSTRIAL SECTORS

- Chemicals
- Metal industry
- Glass
- Equipment goods
- Agri-food

TECHNOLOGICAL SECTORS

- Aeronautics and space
- Mechanical engineering
- Life Sciences
- ICT - Telecommunications
- Food ingredients
- New materials
- Automotive suppliers

SERVICES

- Logistics and transport
- Environment
- CRM

1 TO SUPPORT WALLOON EXPORTS ABROAD

A promotion and information mission among foreign and Walloon companies.



On behalf of foreign buyers, prescribers, importers and prospects, on request, the Agency can:

- + Transmit economic data on Wallonia and on its exporting potential.
- + Provide information on the products and services available among Walloon companies.
- + Find Walloon companies for the conclusion of international partnerships.
- + Disseminate lists of Walloon exporter.

For Walloon companies, the Agency is their full-service partner abroad and offers them a vast range of services and activities covering the entire exporting process:

- + General and commercial information on foreign markets.
- + Drawing up of individual market studies on request.
- + Organisation of commercial prospection campaigns (participation in international fairs, organisation of economic missions, sectoral contact days...).
- + Contacts with the international organisations.
- + Financial support and funding of exports.
- + Training and heightening of awareness in preparation for an international career.

2 TO PROSPECT FOREIGN INVESTORS

The promotion, prospection and information of potential investors; active support to investors established in Wallonia; search for foreign buyers for the Walloon industrial sites undergoing regeneration.

On behalf of foreign companies, the Agency can :

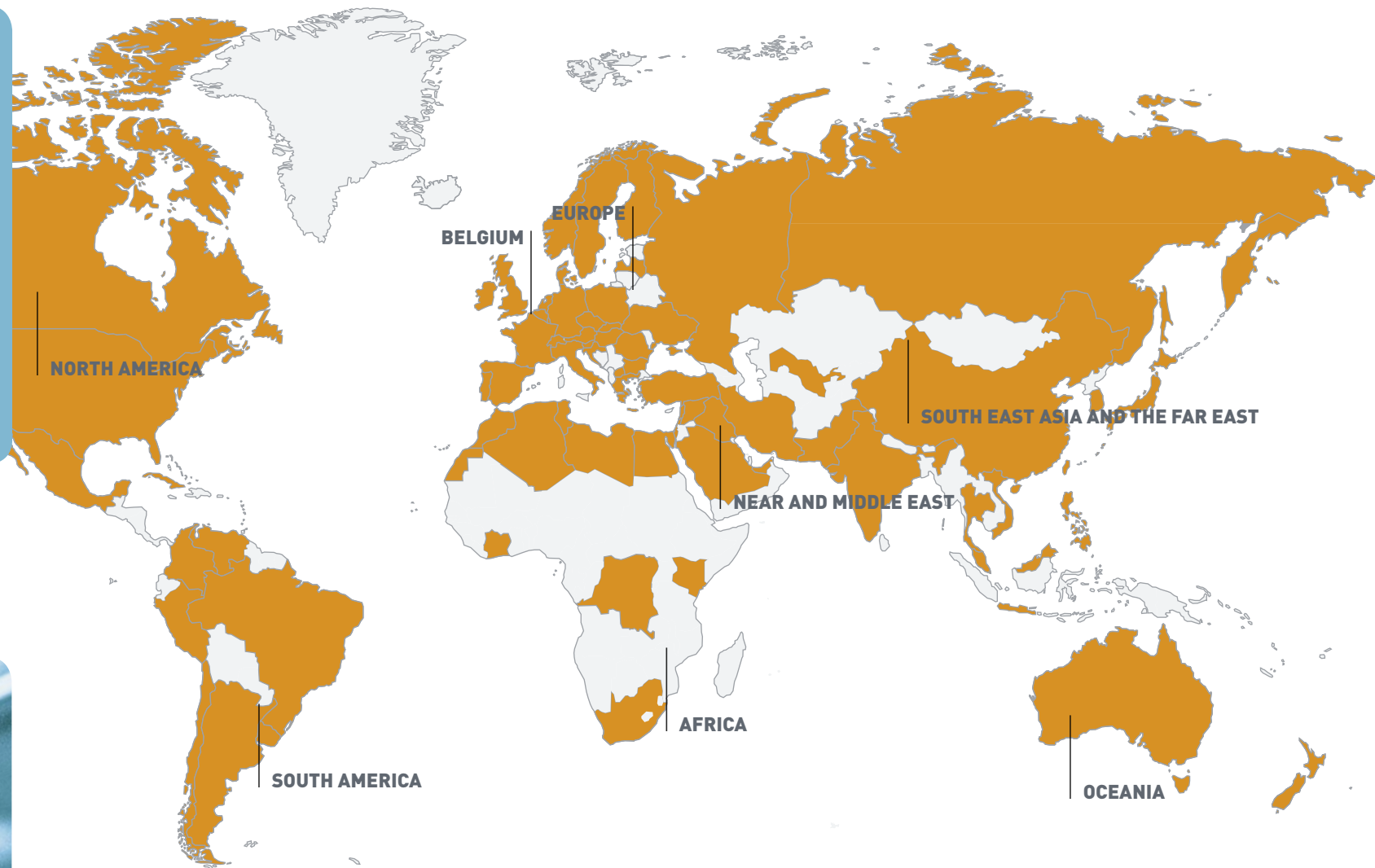
- + Demonstrate why Wallonia is the ideal base for development.
- + Provide grants and adapted solutions.
- + Facilitate relations between the company and the public authorities in charge of examining the projects.
- + Help the investor with the entire set-up process.
- + Explain the regional business location policy and the legal regulations governing business set-ups.
- + Act as a coordinator to obtain funding and investment grants in Wallonia.
- + Explain the very attractive tax policy operated in Wallonia.
- + Develop made-to-measure simulations (funding, human resources, buildings, etc.).
- + Nurture contacts with the public and private players that can prove useful for business development.
- + Prepare visits and study meetings.
- + Participate in the development of business in the Walloon Region.

3 TO PROMOTE WALLONIA ABROAD

- + Global international visibility campaign on the advantages of Wallonia as a location for business.
- + Sectoral promotion of the Walloon economy.
- + Publication of economic newsletters for foreign companies.
- + Organisation of promotional campaigns combining the cultural and economic aspects.

IN SHORT...

- + Staff : 450 persons (200 of which abroad).
- + Head office: Brussels (Namur for foreign investment).
- + 6 regional centres in Belgium (advisory and local offices).
- + 105 Economic and Commercial Attachés on 5 continents.
- + 1 subsidiary : SOFINEX (fund management for the financing of international projects).
- + Number of Walloon companies supported per annum : around 2,300.
- + Certified ISO 9001 (2000) since April 2002.



A PLANETARY ECONOMIC AND COMMERCIAL NETWORK: 105 POSTS WORLDWIDE

Roles of the Economic and Commercial Attachés

- + Dissemination of information to foreign audiences and Walloon companies.
- + Representation within the local economic networks and environments.
- + Promotion of Wallonia and of its companies.
- + Commercial prospection.
- + Organisation of programmes of individual meetings and B2B meetings.
- + Commercial assistance.
- + Search for partnerships and business opportunities.
- + Help with the prospection of potential investors.

← NORTH AMERICA

CANADA :	Montreal, Toronto
MEXICO :	Mexico
UNITED STATES :	Atlanta, Chicago, Houston, New York, San Francisco, Washington

← SOUTH AMERICA

ARGENTINA :	Buenos Aires
BRAZIL :	Sao Paulo
CHILE :	Santiago
COLOMBIA :	Santa Fe de Bogota
CUBA :	Havana
PERU :	Lima
URUGUAY :	Montevideo
VENEZUELA :	Caracas

← EUROPE

AUSTRIA :	Vienna
BULGARIA :	Sofia
CROATIA :	Zagreb
CZECH REPUBLIC :	Prague
DENMARK :	Copenhagen
FINLAND :	Helsinki
FRANCE :	Lille, Lyon, Montpellier, Nantes, Paris, Strasbourg
GERMANY :	Aachen, Berlin, Cologne, Hamburg, Munich, Stuttgart
GREECE :	Athens
HUNGARY :	Budapest
IRELAND :	Dublin
ITALY :	Milan, Padua, Rome
LATVIA :	Riga
LUXEMBOURG (GD of) :	Luxembourg
NETHERLANDS :	The Hague
NORWAY :	Oslo
POLAND :	Warsaw
PORTUGAL :	Lisbon
ROMANIA :	Bucharest
RUSSIA :	Moscow, Saint-Petersburg
SERBIA :	Belgrade
SLOVAKIA :	Bratislava
SLOVENIA :	Ljubljana
SPAIN :	Barcelona, Madrid, Valencia
SWEDEN :	Stockholm
SWITZERLAND :	Geneva
TURKEY :	Ankara
UKRAINE :	Kiev
UNITED KINGDOM :	Birmingham, London, Edinburgh

← AFRICA

ALGERIA :	Algiers
CONGO (D.R.) :	Kinshasa
EGYPT :	Cairo
IVORY COAST :	Abidjan
KENYA :	Nairobi
KUWAIT :	Kuwait
LEBANON :	Beirut
LIBYA :	Tripoli
MOROCCO :	Casablanca

SOUTH AFRICA :	Johannesburg
SYRIA :	Damascus
TUNISIA :	Tunis

← NEAR AND MIDDLE EAST

IRAN :	Tehran
IRAQ :	Baghdad
ISRAEL :	Tel Aviv
KUWAIT :	Kuwait-City
LEBANON :	Beirut
SAUDI ARABIA :	Riyadh
SYRIA :	Damascus
UNITED ARAB EMIRATES :	Abu Dhabi, Dubai

← SOUTH EAST ASIA AND THE FAR EAST

CHINA :	Beijing, Hong-Kong, Guangzhou, Shanghai
INDIA :	New Delhi, Bangalore, Mumbai
INDONESIA :	Jakarta
JAPAN :	Osaka, Tokyo
MALAYSIA :	Kuala Lumpur
PAKISTAN :	Islamabad
PHILIPPINES :	Manila
SINGAPORE :	Singapore
SOUTH KOREA :	Seoul
TAIWAN :	Taipei
THAILAND :	Bangkok
UZBEKISTAN :	Tashkent
VIETNAM :	Ho Chi Minh-City

← OCEANIA

AUSTRALIA :	Sydney
NEW-ZEALAND :	Auckland

← INTERNATIONAL ORGANISATIONS

EUROPEAN UNION :	Brussels (MEWE)
CERN :	Geneva
UNIDO :	Vienna
WORLD BANK GROUP :	Washington
ASIAN DEVELOPMENT BANK :	Manila
AFRICAN DEVELOPMENT BANK :	Tunis