



SUPPORT FOR INTERNATIONALISATION



Wallonia.be

EXPORT
INVESTMENT

The Wallonia Export & Investment Agency helps you

A complete partner for any Walloon company internationally, the Wallonia Export & Investment Agency provides its support through all stages of the export process. The Wallonia Export & Investment Agency fulfils these support missions through personalised support (particularly through its regional centres and its network of Economic and Cultural Advisors abroad) and prospecting services through an action programme and financial aids.

This brochure presents all the financial measures on offer to Walloon exporters (including the cultural and tourism industries) designed to simplify, offer greater clarification and faster payment of subsidies by applying the confidence principle.

The Wallonia Export & Investment Agency, SOFINEX and EXPLORT, the activities and programmes of which are described in this document, are already wishing you every success with your international development projects.



"I am a sales and marketing director of an SME that employs 30 people in the IT sector. My company already benefited from aid from the Wallonia Export & Investment Agency, 10 years ago. We have therefore been able to export our services throughout Europe. Over the last 3 years, we have noticed a significant reduction in our turnover from exports. So we decided to refocus our activities on hosting and data security services for companies. The Wallonia Export & Investment Agency has continued to support us. It covered half the costs of producing a video animation demonstrating, in more practical terms to our customers, the added-value provided by our services which can sometimes be somewhat abstract. The Wallonia Export & Investment Agency also gave us the freedom to put everything into a trade show and a computing conference in Germany and Spain, in which we decided to participate. The first orders are encouraging."

GÉRARD - AGED 55

SALES ENGINEER

EXPORT MANAGER FOR A

WALLOON SME SPECIALISING IN IT

They benefited from the support of the Wallonia Export & Investment Agency



"I am a project manager for a large Walloon-based engineering consultancy, a leader in Western Europe and America. We target public authorities and large financial donors. The Wallonia Export & Investment Agency supported us in our strategy to break into the CIE markets, which were unknown to us until then. Through its financial support, it reduced our prospecting budget. SOFINEX also financed the feasibility study for a project to construct a waste water treatment plant. We were therefore able to secure a first client in Central Europe."

ANNE - AGED 45

CIVIL ENGINEER, PROJECT MANAGER AT AN ENGINEERING CONSULTANCY - INTERNATIONALLY RENOWNED LEAD CONTRACTOR



"A trained biologist, I am a manager of a very small start-up created in 2014 in the field of biotechnologies. I had no experience of selling abroad. The Wallonia Export & Investment Agency helped me to structure my international approach by providing personalised "export" consultancy services to determine my target markets. I was then able to take advantage of the services of the Wallonia Export & Investment Agency incubator in Philadelphia for a few months to improve my knowledge of the American market and expand my business network. I have since signed my first partnership contracts in North America."

MAXIME - AGED 30

BIOLOGY GRADUATE, FOUNDER OF A BIOTECHNOLOGIES START-UP IN 2014



"I am an artisan chocolate maker. I have successfully manufactured and sold my products in Belgium for several years. I was tempted by neighbouring countries but I didn't know where to start. The Wallonia Export & Investment Agency provided valuable consultancy services, which not only helped me to find a distribution network, but also to adapt my brand image and packaging to international requirements. I was also able to print promotional brochures and introduce myself through advertisements in foreign trade publications specialising in edible products. I am about to exhibit for the first time, in France at a food fair, with the help of the Wallonia Export & Investment Agency of course!"

LAURA - AGED 30 - ARTISAN CHOCOLATE MAKER - SELF-EMPLOYED



A few definitions

Company

Any entity, independent of its legal structure, which conducts an economic activity.

SME (Small and Medium Sized Enterprise) and Large Enterprise

An SME, in the European sense of the term, satisfies both of the following two criteria:

- employs fewer than 250 people;
- either has an annual turnover that does not exceed 50 million EUR, or an annual balance sheet total that does not exceed 43 million EUR.

If one of these two criteria is not met, the undertaking is a Large Enterprise.

The workforce and the financial amounts are calculated according to specific thresholds that determine whether the enterprise is autonomous, a partner or linked enterprise [with respect to any parent companies, subsidiary(ies), sister company(ies) and public investors or venture capital].

This data is calculated in accordance with the procedures set out in Annex I of Commission Regulation (EU) No 651/2014 of 17 June 2014 declaring certain categories of aid compatible with the internal market in application of Articles 107 and 108 of the Treaty



Starter

The "starter" is a company registered with the Crossroads Bank for Enterprises (CBE) for fewer than five years at the time of submitting the subsidy application.

Micro-enterprise

A micro-enterprise is a financially autonomous company that employs fewer than 10 people and with an annual turnover or balance sheet total that does not exceed 2 million EUR.

De minimis regulation

The European Commission's de minimis regulation authorises the payment of aid as long as the aid received under this regulation does not exceed the upper limit of 200,000 EUR over a period of three financial years for the company, corresponding to the current financial year and the two previous financial years.

Compliance with the de minimis upper limit is calculated in accordance with the procedures set out in Commission Regulation (EU) No 1407/2013 of 18 December 2013 on the application of Articles 107 and 108 of the Treaty of the Functioning of the European Union to de minimis aid.

Business vouchers

Business vouchers allow Walloon companies to pay for the services of certified service providers so they can promote their growth. They are grouped together into an electronic wallet which acts as a digitised payment method. These simplified cheques can be accessed in a virtual one-stop shop:

www.cheques-entreprises.be.

The available checks include the "Export consultancy" and "Export booster" cheques from AWEX. They allow Walloon SMEs to receive international support from coaches, consultants, designers and language trainers.

Wallonia Export & Investment Agency

FINANCIAL INCENTIVES

Eligibility conditions for subsidies

Subsidies are reserved for the development of internationally-focused activities. The applicant is a company established (place of business) in the Walloon Region.

Its international project should, if successful, generate added value for the Walloon economy, particularly in terms of creating and retaining jobs in the Walloon region or in terms of developing the production of goods or services based in the Walloon Region or even in terms of innovation.

Research and development, intellectual property, turnover, jobs and direct investments in Wallonia, and their respective progression, are taken into account in the ongoing evaluation of the added value in Wallonia.

The added value generated by the aid applicant is considered first.

The added value for Walloon subcontractors is considered second.

Strengths

- A simplified offer for greater flexibility and clarity.
- A simplified reimbursement procedure, faster subsidy payments by applying the confidence principle.
- 50% more aid for "starters".
- More transparent assistance through the application of fixed amounts for business development trips and sales representative offices outside the EU.
- Stronger, personalised international support.

Easy INTERNATIONALISATION



Support

CONSULTANCY

OBJECTIVE

Get support from Specialists in Foreign Trade, or Export Design in order to develop your presence abroad.

WALLONIA EXPORT- INVESTMENT AGENCY ASSISTANCE

For Walloon SMEs eligible for subsidies:

- 50% of the certified service provider's fees (maximum 750 EUR/day).

MAXIMUM

- Maximum 25,000 EUR over 3 years per SME.
- ⊙ Maximum 37,500 EUR over 3 years for "starters".



COMMUNICATION

support

OBJECTIVE

To produce "paper" or digital brochures, videos, 3D animations and virtual visits, advertisements on foreign web portals or in "paper" or digital professional trade publications that are published and distributed abroad, to increase your international visibility.

WALLONIA EXPORT & INVESTMENT AGENCY ASSISTANCE

For Walloon companies eligible for subsidies:

- 50% of the costs of designing and producing of such promotional materials (including translation).

MAXIMUM

- Maximum 10,000 EUR over 3 years per company.
- ⊙ Maximum 15,000 EUR over 3 years for "starters".



Support

TRADE FAIRS ABROAD

OBJECTIVE

To take part in trade fairs and exhibitions abroad.

WALLONIA EXPORT & INVESTMENT AGENCY ASSISTANCE

For Walloon companies eligible for subsidies:

- 50% of the costs of hiring and constructing an exhibition stand of a maximum of 50 m², invoiced by the organiser of the foreign trade fair or exhibition (maximum subsidy of 200 EUR/m²).
- **Bonus** for the first time that an **SME** participates in a trade fair or exhibition outside Belgium: 50% of the costs of hiring the exhibition surface area and constructing a stand + 50% of the accommodation expenses for a company representative (fixed amount).

MAXIMUM

- Maximum 50,000 EUR over 3 years per company.
- ⊙ Maximum 75,000 EUR over 3 years for "starters".

Other support offered by the Wallonia Export & Investment Agency

- Export Booster

- Export administration secretaries.



Support MOBILITY OUTSIDE THE EU

OBJECTIVE

To explore new markets outside the European Union to create a distribution network or build partnerships. To invite foreign purchasers to Belgium.

To produce a pre-feasibility study for conducting a project outside the EU.

WALLONIA EXPORT & INVESTMENT AGENCY ASSISTANCE

- 50% of the fixed rate costs of travel abroad and/or invitation(s) to Belgium from Walloon companies eligible for subsidies.

MAXIMUM

- Maximum 4 trips by a company representative + 3 invitations for foreign purchasers.
- Maximum 6 trips + 3 invitations for foreign decision-makers + exceptional development expenditure for continuing the project (maximum 25,000 EUR in subsidies per project)

⊙ For "starters": the "new market" criterion does not apply.



Support OFFICE OF COMMERCIAL REPRESENTATION OUTSIDE THE EU

OBJECTIVE

To provide your company with a foothold in a market outside the EU within an incubator or by opening an individual or collective sales representative office.

WALLONIA EXPOR & INVESTMENT AGENCY ASSISTANCE

- 50% of the fixed charges for opening and operating the office of commercial representation of the Walloon company eligible for subsidies.

and

- 50% of the additional fixed costs related to occupying an office within a Wallonia Export-Investment Agency incubator.

MAXIMUM

- Maximum 2 sales representative offices per company in different zones covered over 3 years.

- Incubators.

Sofinex

SOFINEX, the Société wallonne de Financement de l'Exportation et de l'Internationalisation des Entreprises, supports companies (VSE, SME and Large Enterprises) with the aim of increasing or diversifying their exports or even financing their foreign projects.

With a wide range of financial instruments such as guarantees on bank loans, equity investments, financing and subsidies, SOFINEX is intended to be a preferred partner for Walloon companies that want easier access to bank credit and are seeking a financial partner for their foreign investments. SOFINEX enables companies to propose more competitive offers via the "Emerging countries" fund and the SME Instrument. In addition, SOFINEX supports Walloon exporters in obtaining projects funded by the International Finance and Development Organisations.

CONSULTANCY SUPPORT

"EXPORT CONSULTANCY" BUSINESS VOUCHER



Objective

Get support from certified Specialists in Foreign Trade, or Export Design in order to develop your presence abroad.

Beneficiary

Any Walloon SME in the European sense of the term) that is eligible to receive aid from The Wallonia Export & Investment Agency (AWEX) developing business internationally.

Assistance and duration

The Wallonia Export & Investment Agency covers 50% of the experts' fees excluding VAT (maximum 750 EUR per day). The list of certified consultants and their profiles can be viewed on The Wallonia Export & Investment Agency website.

The Wallonia Export & Investment Agency's assistance amounts to a maximum of 25,000 EUR over 3 years per SME.

Ⓢ It is a maximum of 37,500 over three years for "starters". The missions of the Foreign Trade Specialists can cover:

- the development of an export strategy;
- the setting up or restructuring of an export service;
- the conducting of commercial market and prospecting studies;
- the acquisition of techniques for participating in international tenders and funding;
- the search for partners and the conclusion of international partnerships.

The mission of the Export Design Specialists can cover:

- the development of the company's brand image and its products/services in the export market;
- the development of an export guide;
- the adaptation of the design of existing products/services to the specific aspects of foreign markets.

The total consultancy cost must be less than the sum of the applicant's own capital and debts payable after more than one year.

"Consultancy" support is de minimis aid under the Regulation (EU) No 1407/2013.

Precondition for awarding

The application must be submitted before the start of the consultancy services on the business voucher website.

Information and contacts

Financial Incentives
(T) +32 2 421.85.32
(T) +32 2 421.82.41

BUSINESS VOUCHER EXPORT BOOSTER



Objective

To boost your internationalisation with the aid of coaches, experts and language trainers.

Beneficiary

Any Walloon SME in the European sense of the term that is eligible to receive aid from The Wallonia Export & Investment Agency, developing business internationally.
The services offered by experts conducting business internationally are reserved solely for micro-businesses.

Assistance and duration

The Wallonia Export & Investment Agency covers 50% of the fees of the service providers for SMEs.

⊙ This contribution is 80% for "starters". The list of certified service providers and their profiles can be viewed on The Wallonia Export & Investment Agency website:

1. export coaches (export coaching);
2. international business experts (export auditing; development of international strategic plans; legal, logistical or regulatory analyses);
3. export web marketers (auditing and advising within the framework of creating an export-oriented Web strategy);
4. language trainers (training provided to export sales managers);

The Wallonia Export & Investment Agency's assistance amounts to a maximum of 20,000 EUR over 3 years per company.

Competence	Daily ceiling permitted for the calculation of an authorised budget	Maximum days authorised per project	Intervention ceiling per "starter" project	Intervention ceiling per SME project
Export coaching	1,000 EUR	5	4,000 EUR	2,500 EUR
IME Expertise	750 EUR	3	1,800 EUR	1,125 EUR
Export webmarketing	750 EUR	3	1,800 EUR	1,125 EUR
Language training	-	-	1,800 EUR	1,125 EUR

The company can choose its missions. It is free to set the number of days for requested services for each project, without surpassing the authorised ceilings. The Export Booster is a de minimis aid within the meaning of Regulation (EU) no. 1407/2013.

Precondition for awarding

The application must be submitted before the start of the provider's services on the business voucher website.

Information and contacts

Financial Incentives

(T) +32 2 421.82.41

(T) +32 2 421.85.32



COMMUNICATION SUPPORT



Objective

To produce "paper" or digital brochures, videos, 3D animations and interactive virtual visits, advertisements on foreign web portals, in "paper" periodical professional trade publications that are published and distributed abroad or digital publications to increase your international visibility.

Beneficiary

Any Walloon company eligible for subsidies.

Assistance and duration

The Wallonia Export & Investment Agency covers 50% of the costs excluding VAT for the design and production of such promotional materials (including translation).

The Wallonia Export & Investment Agency's assistance amounts to a maximum of 10,000 EUR over 3 years per company.

Ⓢ This is a maximum of 15,000 EUR over 3 years for "starters".

"Communication" support is de minimis aid under Regulation (EU) No 1407/2013.

Precondition for awarding

The application must be submitted to the Wallonia Export & Investment Agency before the promotional material is produced, supported by its purchase order, a description of the company's international project, a mock-up for the brochures and advertisements and a synopsis for the videos.

Information and contacts

Financial Incentives
(T) +32 2 421.87.02

EXPORT ADMINISTRATION SECRETARIES



Objective	Obtain technical services from the Export Administration Secretaries (SIEX)
Beneficiaries	Any Walloon SME eligible for subsidies.
General mission	<p>To assist companies with the series of logistics and administration tasks involved in exporting.</p> <p>Export Administration Secretaries recognised and subsidised by the Wallonia Export & Investment Agency offer services and/or provide information in the following two areas:</p> <p>"Traditional" assistance:</p> <ul style="list-style-type: none">• administrative export formalities (customs, transport, insurance, etc.);• foreign regulations (legislation, entry duties, standards, etc.);• information on finance and e-commerce;• the drafting of sales contracts and exclusivity contracts;• adjudication and approval procedures for standards and certifications;• technical seminars on the subject of exporting; <p>"Technical" translations:</p> <ul style="list-style-type: none">• specialised translation services for technical and sales documents.
Assistance	<p>"Traditional" assistance:</p> <p>the services offered by the Export Administration Secretaries are, generally, free for companies.</p> <p>"Technical" translations:</p> <p>The Wallonia Export & Investment Agency provides assistance through the Export Administration Secretaries: at 50% of the translation fees excluding VAT, up to 1,500 EUR per company and per year. Translations where the cost is less than 50 EUR excluding VAT are not included.</p>
Information and contacts	<p>The list of Export Administration Secretaries recognised by the Wallonia Export & Investment Agency can be viewed on the Wallonia Export & Investment Agency website.</p> <p>Financial Incentives (T) +32 2 421.85.21</p>

SUPPORT TO PARTICIPATE IN TRADE FAIRS AND EXHIBITIONS ABROAD



Objective	Participate in an individual capacity in professional and international trade fairs and exhibitions held abroad.
Beneficiary	<p>Any Walloon company eligible for subsidies.</p> <p>The "SME BONUS" (see below) is reserved for SMEs, in the European sense of the term, taking part in a trade fair or exhibition abroad for the first time.</p>
Assistance and duration	<p>The Wallonia Export & Investment Agency covers 50% of the costs (excluding VAT) of hiring an exhibition stand of a maximum of 50 m², invoiced by the trade fair or exhibition organiser abroad. The Wallonia Export & Investment Agency's assistance is limited to 200 EUR/m².</p> <p>For trade fairs and exhibitions taking place outside the EU, it is possible to ask for the Wallonia Export & Investment Agency's assistance for travel and accommodation expenses.</p> <p>This will be awarded under the conditions for "Mobility" support and included in the total number of permitted trips.</p> <p>A "bonus" (SME BONUS) is given to Walloon SMEs participating in their first trade fair or exhibition outside Belgium.</p> <p>The Wallonia Export & Investment Agency covers 50% of the registration fees for the event, the costs of hiring the exhibition surface area, the assembly, dismantling and construction of the stand, the cost of sending the exhibition equipment, as well as travel and accommodation expenses for a sales representative sent to site from Belgium or a neighbouring country of Belgium for the entire duration of the event (fixed amount) (the list of fixed amounts is available on the Wallonia Export & Investment Agency website).</p> <p>The Wallonia Export & Investment Agency's assistance amounts to a maximum of 50,000 EUR over 3 years per company.</p> <p>⊙ This is a maximum of 75,000 EUR over 3 years for "starters".</p> <p>The "Participation in trade fairs and exhibitions abroad" support is de minimis aid under Regulation (EU) no 1407/2013.</p>
Precondition for awarding	<p>The application must be submitted to the Wallonia Export & Investment Agency before the event begins, supported by a description of the company's international project, the copy of the reservation or hire document for the space and for the "SME BONUS", the budget for other eligible expenses, so as to calculate the amount of the promised assistance.</p> <p>An advance may potentially be given after notification of the decision to grant the subsidy before the trade fair opens.</p>
Information and contacts	Financial Incentives (T) +32 2 421.85.30 (T) +32 2 421.85.75 (T) +32 2 421.83.92

MOBILITY SUPPORT OUTSIDE THE EU



Objective

To explore new markets outside the European Union or build partnerships.
To invite your known or potential trading partners from these markets to Belgium.
A market is considered new when it represents less than 10% of the company's total exports.
⊙ This criteria does not apply for "starters".

Beneficiary

Any Walloon company eligible for subsidies.

Assistance and duration

For Walloon companies eligible for subsidies, the Wallonia Export & Investment Agency covers a fixed 50% of the costs for Walloon companies (the fixed amounts applicable per country are available on the Wallonia Export & Investment Agency website) for travel abroad and/or invitation(s) to Belgium as well as 50% of the exceptional development expenditure for continuing the project.

The Wallonia Export & Investment Agency's maximum assistance, per country, is:

- 4 trips by a company representative + 3 invitations for foreign prospects
- 6 trips + 3 invitations for foreign decision-makers + exceptional development expenditure for continuing the project (maximum 25,000 EUR in subsidies per project)

"Mobility" support is de minimis aid under the Regulation (EU) no 1407/2013.

Precondition for awarding

The application, supported by a description of the company's international project, must be submitted to the Wallonia Export & Investment Agency prior to the trip, invitation or project launch.

An advance may potentially be given after notification of the decision to grant the subsidy.

Information and contacts

Financial Incentives
(T) +32 2 421.85.75
(T) +32 2 421.85.75

SALES REPRESENTATIVE OFFICE SUPPORT



Objective	Ensure your company's foothold in a market outside the European Union within an incubator or by opening an individual or collective commercial representative office.
Beneficiary	Any Walloon company eligible for subsidies.
Assistance and duration	<p>The Wallonia Export & Investment Agency provides flexible assistance depending on exporters' needs: an individual sales representative office, a collective sales representative office and an incubator.</p> <p>Individual sales representative office: The Wallonia Export & Investment Agency's subsidy covers 50% of the opening and operating costs borne by the company for the representative office for one year (compulsory over 12 consecutive months). This is considered as a single fixed amount for ease (the list of fixed amounts is available on the Wallonia Export & Investment Agency website).</p> <p>The collective commercial representative office: This involves a minimum of 3 SMEs, in the European sense of the term, opening a representative office together and sharing the management costs of this office. The Wallonia Export & Investment Agency's subsidy covers 50% of the opening and operating costs borne by the company for the office for one year (compulsory over 12 consecutive months). This is considered as a single fixed amount (the list of fixed amounts is available on the Wallonia Export & Investment Agency website). Eligible costs are determined in proportion to the applicant's contribution to the costs in relation to all the companies that use the collective office.</p> <p>Incubator: In addition to the initial aid, including the basic services provided by the incubator the Wallonia Export & Investment Agency offers Walloon companies a fixed subsidy covering 50% of additional costs for the period of 3 to 12 consecutive months that the company is actually present in the incubator. For 12 consecutive months of occupation in an incubator, the "Individual commercial representative office" amount applies. The amount of own capital and the debts over more than one year on the part of the applicant must be higher than the fixed amount established for admissible costs. The Wallonia Export & Investment Agency can only provide financial support for the opening of 2 representative offices (individual or collective) per company, in different zones covered (outside the EU) over a 3-year period. "Commercial representative office" support is de minimis aid within the meaning of Regulation (EU) No 1407/2013.</p>
Precondition for awarding	<p>The application, supported by a description of the company's international project, must be submitted to the Wallonia Export & Investment Agency before the office is opened.</p> <p>The applicant may not have had a permanent structure in the country or countries covered by the commercial representation office for more or less five years. An advance may potentially be given after notification of the decision to grant the subsidy.</p>
Information and contacts	<p>Financial Incentives (T) +32 2 421.85.75 (T) +32 2 421.85.75</p>



INCUBATORS



Objectives

- To boost the company's business development.
- To enable it to have a business development office and a framework for facilitating its expansion outside the EU.
- To help it to develop business relationships, establish strategic partnerships or monitor technology.
- To prepare it to establish a thriving business in the country.

General description

The provision - within a business incubator, a technology centre or university - of a furnished and equipped office and a range of professional services:

- free of charge (receptionist, reception, messaging service, meeting rooms, cafeteria...);
- at **particularly favourable rates** (legal advice, specialist marketing assistance, networking, interns, etc.).

Such incubators can have a multi-sectoral or specialist aspect (life sciences, ICT, etc.). The list of incubators and their location appears on the Wallonia Export & Investment Agency website.

Duration

3 to 12 consecutive months.

Beneficiary

Any Walloon company eligible for subsidies.

Assistance

In addition to the initial aid, including the basic services provided by the incubator, the Wallonia Export & Investment Agency offers (to companies that satisfy the rules for granting aid) a subsidy covering **50% of additional costs** borne by the company for the actual occupation of the office within the incubator.

These **additional costs** are considered as a **single fixed amount** under the conditions laid down for the financial incentive: **Sales representative office support outside the European Union**. The "incubator" amounts differ depending on the geographic areas and are available on the Wallonia Export & Investment Agency website.

The "incubators" amount includes the remuneration of the company's representative sent from Belgium, the remuneration of any local staff (secretary or assistant), office rent, if not already partially covered by the Wallonia Export & Investment Agency, under an agreement with the incubator, assignment expenses within the area covered by the office including possible participation in trade fairs and exhibitions, return trips to Belgium for the representative to consult with the Walloon company he represents.

For 12 consecutive months of occupation of an incubator, the "Sales representative office" amount applies.

Precondition for awarding

The application, supported by a description of the company's international project, must be submitted to the Wallonia Export & Investment Agency **before** occupying an office within the incubator.

Information and contacts

Americas
(T) +32 2 421.85.86
Asia-Pacific
(T) +32 2 421.84.40

Financial Incentives
(T) +32 2 421.85.75
(T) +32 2 421.85.75

The Société de Financement de l'Exportation et de l'Internationalisation des Entreprises wallonnes (SOFINEX) supports companies during their international operations, whether these are short-term commercial operations or long-term investments. The financial instruments it offers to Walloon companies include guarantees on bank loans, financing, capital investments and even donations.

SOFINEX does not have sectoral or geographic exclusivity. In the context of the cooperation programmes, specific agreements have been concluded with international bodies, that then affect specific countries or zones.

1. SUPPORTING EXPORTS

Emerging countries fund: SOFINEX can finance up to 35 % of the value of Walloon goods and services for projects in around 30 countries where related aid is permitted.

SME Instrument: SOFINEX, together with FINEXPO, may fund 80.01% of the value of the Walloon goods and services for the first export of an innovative product to one of the beneficiary countries of public development aid.

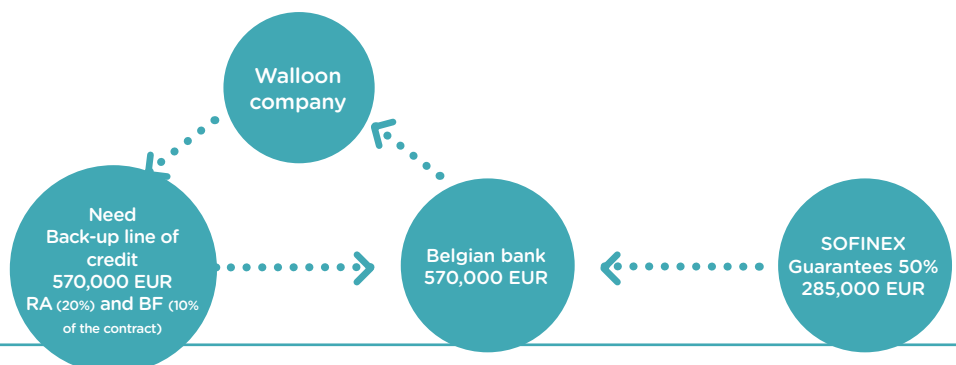
IDO (International Development Organisations) support SOFINEX can finance up to 60% (maximum 75,000 EUR) of the fees for the consultants that Walloon companies use to approach the International Development Organisations.

PSG support (Project Specific Grants support): SOFINEX acts by making donations for the completion of a "pilot project" at the request of an International Development Organisation.

2. FINANCIAL PARTICIPATION

Guarantee: to facilitate Walloon companies' access to bank loans as part of financing their needs related to commercial export activities and/or as part of financing their investments abroad. Maximum 75% and maximum 1,500,000 euros in assistance to SMEs and 5,000,000 for large businesses.

ILLUSTRATION OF THE GRANTING OF SOFINEX GUARANTEES AS PART OF AN EXPORT OPERATION



EXPORT FINANCING



Direct financing

SOFINEX can intervene in the form of loans or even minority shareholdings within the framework of financing investment or location projects abroad or the growth of export sales (BFR) for Walloon companies.

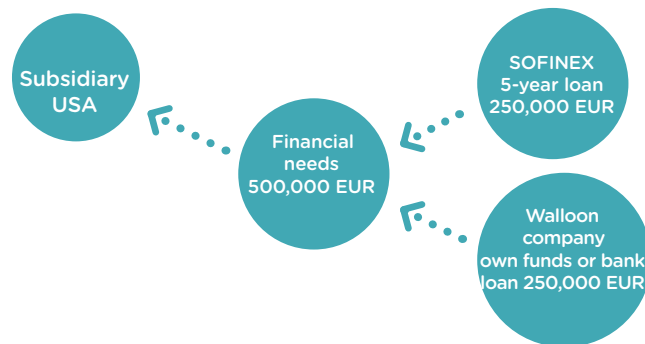
Financing for SMEs

SOFINEX can intervene in equity or quasi-equity (all forms of loans) in the foreign investment operations of Walloon companies with up to 50% of project-related needs and an upper limit of 1 million EUR per company.

Financing for large enterprises

SOFINEX can intervene, according to the same criteria as for SME financing, for large enterprises that wish to invest abroad with a maximum upper limit of 1 million EUR per company.

EXAMPLE OF DIRECT INTERVENTION BY A CAPITAL INCREASE IN THE AMERICAN SUBSIDIARY OF A WALLOON COMPANY



Information and contacts

SOFINEX
in Liège
Av. Maurice Destenay, 13
4000 Liège
(T) +32 4 230.56.77
info@sofinex.be
www.sofinex.be

AWEX-SOFINEX
IN Brussels
(T) +32 2 421.83.59

Objective

Facilitate, stimulate and diversify your exports. It gives companies practical and financially advantageous aid. With this programme, they can take advantage of the services of multilingual and mobile students or graduates, specially trained in foreign trade techniques and ready to support them with the application of their international development strategy.

General description

EXPLORT is a training and internship programme in international trade conducted by the Wallonia Export & Investment Agency in partnership with the FOREM - Management & Commerce Skills Centre.

Conditions and assistance

Compulsory prior company internship (4 to 6 weeks).
Internship abroad of up to 12 months.
Zone: all countries, depending on the company's project (1 country per assignment).
 General information: a company can only take on one "EXPLORT" intern at a time and a maximum of two interns per calendar year.
EXPLORT Grant: 350 to 550 EUR per week (maximum 12 weeks), depending on the country. This bursary is a fixed amount included in the costs of the trainee's mission.
Cost for the company: 500 EUR of the return journey to the target company is paid entirely by the company.
 The Wallonia Export & Investment Agency covers 50% of the travel costs after 500 EUR.
 50% paid by the Wallonia Export & Investment Agency which is:

- for an intermediate trip (return) during the assignment (train or airplane).

or

- for vehicle hire with an upper limit for assistance of 400 EUR.

Beneficiary and preconditions for awarding

Beneficiary : any Walloon manufacturer or service provider developing an international project and meeting the eligibility criteria

To access the EXPLORT programme, your company must:

- be eligible for Wallonia Export & Investment Agency aid;
- have the human and logistical resources required to support the trainee during the preparation (company) and completion of the mission abroad;
- cover the travel costs of the trainees to the country(ies) targeted by the project.

Information and contacts

www.explor.be

EXPLORT Division
 BluePoint Liège
 Boulevard E. de Laveleye, 191
 4020 Liège
 (T) +32 4 229.22.90

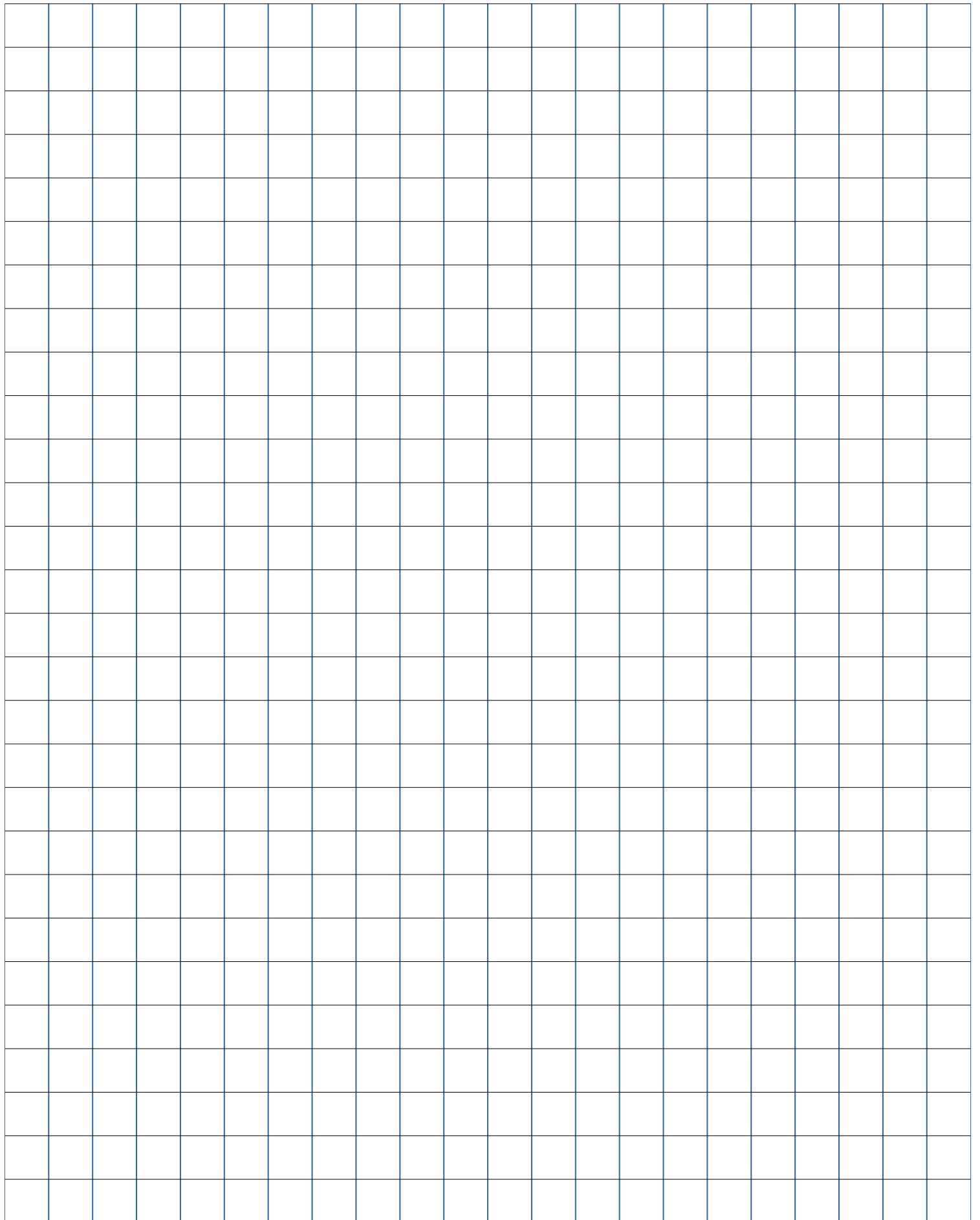
Coordination
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FEDERATIONS, PROFESSIONAL GROUPS AND SIMILAR ORGANISATIONS

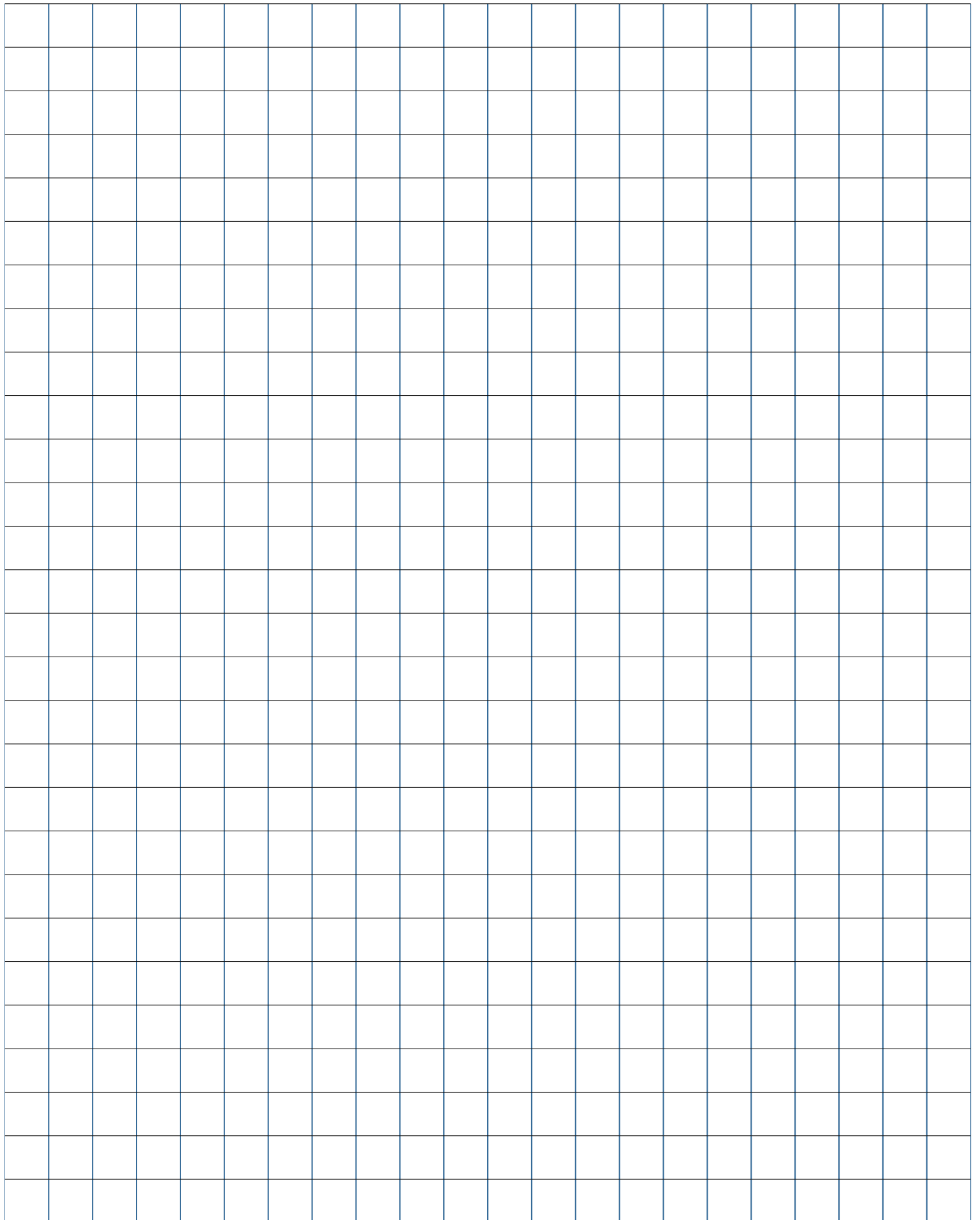


Objective	To help any professional organisation in its mission to promote and defend the interests of its Walloon member entrepreneurs abroad, and this, independently of the financial incentives granted individually to the Walloon companies.
Beneficiaries	Federations, professional groups, recognised associations within traditional industries, agricultural sectors (livestock, horticulture and arboriculture), tourism and cultural industries and activities.
General mission	Provide financial support to professional groups and federations, clusters, organisations, exporters clubs, etc. based on an annual action programme abroad , such as missions and participation in trade fairs abroad, inviting foreign decision-makers to Wallonia and communication supports designed for international distribution.
Assistance	Financial aid of up to 50% of the eligible budget for the annual action programme. For bi-regional or tri-regional groups, calculations are made proportionally to the number of Walloon members or participants.
Information and contacts	Financial Incentives Directorate (T) +32 2 421.85.21

Notes



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