



AUSTRIA CONNECT BENELUX 2022

1<sup>st</sup> networking conference for Austrian subsidiaries in Benelux and newcomers

8 and 9 June 2022

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Austrian  
Embassy  
Brussels



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## PREFACE

### Welcome to AUSTRIA CONNECT BENELUX - ReFocus in Brussels

We are happy to welcome you to the first edition of **AUSTRIA CONNECT BENELUX** here in Brussels with more than 70 participants, among them Austrian subsidiaries in Belgium, Luxembourg and the Netherlands but also Austrian companies interested in the Benelux market.

This conference is supported by ReFocus Austria. It is Austria's largest global outreach programme to support Austrian businesses abroad and a key component of the Austrian federal government's economic comeback plan after the Covid-19 pandemic.

Our programme is dedicated to the three topics of DIGITALIZATION AND INNOVATION, THE BIG CHALLENGE: ENERGY IN THE 21ST CENTURY and THE EUROPEAN RECOVERY AND RESILIENCE PLAN.

Although the three Benelux countries are smaller by area than Austria, their 30 million inhabitants generate a GDP of 1,460 billion euros, that is 3.5 times as much as Austria with 9 million inhabitants.

With an export share of 3.9%, Benelux is Austria's sixth most important export market after France and ahead of Poland. With a share of 4.3%, Benelux is Austria's fifth most important import market. 300 Austrian companies have subsidiaries in this region and over 4,000 Austrian companies are doing business with Benelux. The most important export products are machinery and equipment, pharmaceutical products, vehicles, electrical machines and plastics.

In addition, in the service trade, Benelux is Austria's third most important export market after Germany and Switzerland, and Austria's second most important import market after Germany.

One of the main targets of the AUSTRIA CONNECT event is to strengthen Austria's economic ties in Benelux even further by establishing flourishing contacts and networks. We want to provide you with insight information on some of the latest economic issues. As we all know: Together we are stronger.

We wish you an exciting and interesting conference.

Michael Spalek  
Commercial Counsellor

## PREFACE

### ReFocus - AUSTRIA CONNECT BENELUX 2022

Austria and Belgium are closely connected and enjoy strong ties in numerous fields: history, art and culture, politics and economy. A common history, a common historical legacy of the Habsburg era and a deep conviction of our common European vocation are evident and form a solid basis for our understanding.

Developments over the last decade, beginning with the global financial crisis, followed by the migration crisis, the Covid-19 pandemic, the war in Ukraine and climate change will continue challenging the global system and the European project.

Austrians, Belgians and Europeans have to adapt, have to innovate, have to develop – and have to change in order to preserve our business model, our European Way of Life.

Recent developments made it obvious that Europe needs to be more autonomous: this does not mean that we isolate ourselves and cut economic ties. Quite the contrary: we have to remain open to trade, we have to enhance economic opportunities, but we have to realize where disadvantageous dependencies exist – and react accordingly.

In this regard, Belgium as well as BENELUX as a whole can be an even stronger partner for Austria. An excellent university landscape, research and innovation, strategic location with ports, first-class infrastructure and know-how in logistics offer many opportunities to strengthen our supply chains.

I am confident that **ReFocus Austria / AUSTRIA CONNECT BENELUX** will make a significant contribution to enhancing and strengthening the relations between Austria and Belgium: and the Benelux area.

We are stronger together – with this I wish you a successful conference and many fruitful encounters.

Elisabeth Kornfeind

Austrian Ambassador to the Kingdom of Belgium and to NATO

# PROGRAM

WEDNESDAY 8 JUNE 2022	
20.00-22.30	<b>OPENING COCKTAIL - AUSTRIA CONNECT BENELUX 2022 - ReFocus</b> Residence of the Austrian Ambassador to the Kingdom of Belgium and to NATO H.E. Elisabeth <b>KORNFEIND</b>
THURSDAY 9 JUNE 2022	
08.30-09.00	<b>ARRIVAL AND REGISTRATION</b>
09.00-09.30	<b>OPENING CEREMONY &amp; OPENING STATEMENTS</b> Moderation: Michael <b>SPALEK</b>   Austrian Commercial Counsellor for Benelux  H.E. Elisabeth <b>KORNFEIND</b>   Austrian Ambassador to the Kingdom of Belgium and to NATO H.E. Astrid <b>HARZ</b>   Austrian Ambassador to the Kingdom of the Netherlands H.E. Melitta <b>SCHUBERT</b>   Austrian Ambassador to the Grand Duchy of Luxembourg  Michael <b>OTTER</b>   Director General of ADVANTAGE AUSTRIA  Philipp <b>GADY</b>   Vice President of the Austrian Federal Economic Chamber
09.30-10.00	<b>KEYNOTE:</b> <b>THE BIG CHALLENGE: ENERGY IN THE 21ST CENTURY – IMPACTS OF CLIMATE CHANGE AND THE NEW STRATEGIC SITUATION IN EUROPE</b>  Nancy <b>MAHIEU</b>   Director General for Energy, Belgian Federal Public Service Economy
10.00-10.30	<b>ROUND TABLE:</b> <b>EFFECTS AND POSSIBLE SOLUTIONS REGARDING THE ENERGY CRISIS FROM BUSINESS POINT OF VIEW</b>  CEOs of Austrian subsidiaries in Benelux:  Alex <b>GAMBROUDES</b>   Kronospan Luxembourg SA (Luxembourg) Andreas <b>OLTHOFF</b>   CERATIZIT SA (Luxembourg) Caroline <b>VAN DE VELDE</b>   Wienerberger Belgium NV (Belgium)  <b>Moderation:</b> Michael <b>OTTER</b>   Director General of ADVANTAGE AUSTRIA
10.30-10.45	<b>COFFEE BREAK</b>

10.45-11.15

**KEYNOTE:**

**WHAT CAN THE RECOVERY AND RESILIENCE FUND DO FOR YOUR BUSINESS?**

Hubert **COTTOGNI** | Director & Head of Mandate Management at European Investment Fund

11.15-11.30

**PRESENTATION:**

**RECOVER.MAP – VISUALIZATION TOOL FOR EU RECOVERY AND RESILIENCE FUND**

Veronika **MÖLLER** | Head of EU Representation Austrian Federal Economic Chamber

11.30-11.45

**COFFEE BREAK**

11.45-12.15

**KEYNOTE:**

**DIGITALIZATION AND INNOVATION DRIVER CORONA: HOW DID THE CRISIS DRIVE INNOVATIONS AND WHAT WILL REMAIN OF IT?**

Carlo **THELEN** | CEO of Luxembourg Chamber of Commerce

12.15-12.45

**ROUND TABLE:**

**WHAT EFFECTS WILL INNOVATION AND DIGITALIZATION HAVE ON THE COMPANY STRATEGY IN THE COMING YEARS?**

CEOs of Austrian subsidiaries in Benelux:

Hans **DE SUTTER** | TGW Systems BV (Netherlands)

Patrick **D'HAESE** | MED-EL Medical Electronics (Belgium)

Michael **GESCHKE** | Hödlmayr Logistics Belgium NV (Belgium)

**Moderation:** Gernot **SCHWENDTNER** | weGrow International BV (Netherlands)

12.45-13.15

**PRESENTATION OF SPONSORS**

13.15-15.30

**NETWORKING LUNCH**

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A global leader in passionate and innovative engineering

**ANDRITZ** is a globally leading supplier of plants, equipment, and services for hydropower stations, the pulp and paper industry, the metalworking and steel industries, and for solid/liquid separation in the municipal and industrial sectors as well as for animal feed and biomass pelleting.

Other important business segments include automation and service business.

The publicly listed technology group is headquartered in Graz, Austria, and has a staff of approximately 27,100 employees.

ANDRITZ operates more than 280 sites in over 40 countries.



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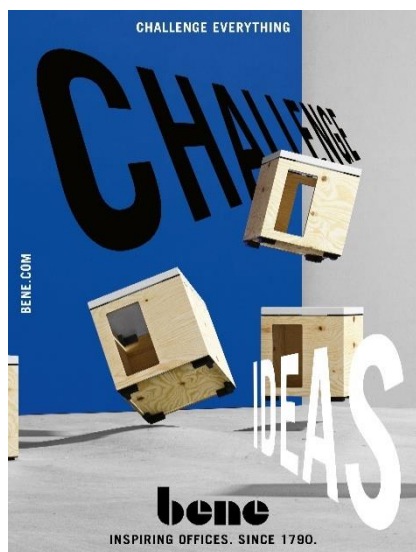
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The international office expert **Bene** is a specialist in the design and furnishing of modern office and working environments.

Bene defines the office as a living space, and its concepts, products and services turn this philosophy into a reality.

The Bene Group is a globally active company with its head office and production facilities in Waidhofen an der Ybbs, Austria.

Development, design, and production, along with consulting and sales, are thereby united under one Austrian roof.

As a significant market player in Europe, Bene stands for innovative concepts, inspiring offices, and high-quality design. Bene develops and produces customised solutions for all company sizes – from one-person companies to SMEs and global corporations.

Bene's head office and factory are located in Waidhofen an der Ybbs in Lower Austria.

The office building, designed by Laurids Örtner, and the assembly hall are a key contribution by Bene to corporate culture. Today Bene is a major European player with a sizeable number of subsidiaries.



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**CONTAINEX**, Europe's leading provider of mobile space systems, supplies construction, industry, trade, commerce and the municipal sector with high-quality space modules and offers on-site consultation.

### **Quality meets experience**

Six European supply plants, more than 35 years of experience and production in accordance with the strict "Green technology" environmental and quality standards - that's CONTAINEX! Around a third of the annual production is supplied to the construction industry across Europe. Together with numerous trading partners, CONTAINEX also maintains a large container rental fleet, ensuring prompt availability and fast delivery.

### **Service with a capital S**

Customer and service orientation are the focus at Austrian family-owned company CONTAINEX. That is why the company advises the customers in their native language - and personally on site. A logistics department of their very own and more than 250 depots throughout Europe also ensure short delivery times and prompt delivery direct to the premises.



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### **Standard meets flexibility**

Continuity in product development guarantees the long-term availability of spare parts from small parts to entire wall panels. In addition, thanks to the flexible “modular system”, the modules can both fulfil complex configurations and be reconfigured easily and quickly.

### **Versatile in use and equipment**

CONTAINEX space modules are available in different sizes and with various equipment options and can be used in a variety of ways: as offices and sanitary facilities on construction sites, in operation and at events, as residential modules, additional classrooms, sports clubs or as temporary office space during renovations. The modules are also used as sales areas or storage space in a variety of industries.

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The reliable partner for cables, plastic pipes and synthetic foams

In its three business divisions Eupen Cable, Eupen Pipe and Eupen Foam, **Kabelwerk Eupen** AG develops and produces high-quality cables, plastic pipes and synthetic foams.

With decades of experience, the company ranks among the leading manufacturers in Europe in the three aforementioned areas. The Eupen Cable division is successfully producing high-quality power and communication cables for more than 110 years and supplies its products in over 70 countries. Eupen Pipe is offering a broad product range of temperature resistant PVC and Polyethylene pipes for gas, water and waste water applications, and cable protection as well. Eupen Foam is supplying synthetic foams in blocks or as tailor-made finished products primarily to the bedding and furniture industry but also to the packaging industry and for medical and other industrial applications.

The company's local virtues have become the global strengths. "Made in EUPEN" stands for quality, safety, seriousness, reliability and timely deliveries. These traditional values are highly appreciated around the world. The ability to meet and fulfill customer demands and expectations without compromise makes Kabelwerk Eupen AG a reliable longterm partner for numerous national and international companies.

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**MED-EL Medical Electronics**, a leader in implantable hearing solutions, is driven by a mission to overcome hearing loss as a barrier to communication. The Austrian-based, privately owned business was co-founded by industry pioneers Ingeborg and Erwin Hochmair, whose ground-breaking research led to the development of the world's first micro-electronic multi-channel cochlear implant (CI), which was successfully implanted in 1977 and was the basis for what is known as the modern CI today. This laid the foundation for the successful growth of the company in 1990, when they hired their first employees. To date, MED-EL has grown to more than 2,300 employees from around 80 nations and 30 locations worldwide.

The company offers the widest range of implantable and non-implantable solutions to treat all types of hearing loss, enabling people in 134 countries enjoy the gift of hearing with the help of a MED-EL device. MED-EL's hearing solutions include cochlear and middle ear implant systems, a combined Electric Acoustic Stimulation hearing implant system, auditory brainstem implants as well as surgical and non-surgical bone conduction devices.



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Founded in 1955 in Styria, Austria, **Nunner Logistics** is now headquartered in the Netherlands. Nunner is a leading provider of logistics services. The company offers an integrated portfolio of logistics services covering the entire supply chain from source to end consumer.

Nunner designs, develops, integrates, markets and operates advanced logistics solutions used by customers - in all sectors of industry and commerce - to create a transparent, cost-efficient and reliable supply chain and distribution system. Nunner is committed to providing its customers with excellence that enables them to gain and maintain a competitive advantage in the marketplace.

Nunner's corporate headquarters are located in Helmond, Netherlands. Facilities can be found in Austria, Germany, Russia, Switzerland, Spain, Czech Republic, Lithuania, Estonia, Poland, Romania, Slovenia and the Netherlands.

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**Jet Import** is one of the Benelux area's leading distributors of premium beverages and snacks, such as Red Bull, Fever-Tree, Copperhead Gin, Sol, Desperados, Armand de Brignac and Fulfil.

The flexibility of the organisational structure, the drive of the sales team and the sales-driven marketing approach are the defining factors behind the successful brand strategy.

Jet Import looks forward to collaborating with you in launching innovative, new trends and responding optimally to developments on the market and fulfilling the demands of your target group.

Jet Import remains a company with a constant drive for expansion. It goes without saying that the words that best describe the approach are high-quality, progressive, high-performance and daring: an approach that demands a great deal of flexibility and passion from the employees.

Jet Import is proud to be certified as 'CO2 Neutral Company'.



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**TGW** is an internationally leading provider of intralogistics solutions. As a systems integrator, the company takes over planning, production, implementation and maintenance of highly automated distribution centres – including everything from mechatronics to robotics to the control system and software. Today, over 4,000 employees in Europe, Asia and North America excel with expertise and outstanding solution-oriented dedication.

In June 2016, TGW Logistics Group opened its Benelux office in Oud-Gastel (Roosendaal) in the Netherlands. TGW Systems BV is located in the logistics hotspot of West-North Brabant and serves both the Belgian and Dutch markets, attracting employees from both countries with this location.

TGW has a vision of what it wants to achieve, how it will get there and the related milestones it needs to accomplish along the way. Guiding it on this journey is the corporate culture and the values that, when combined with the people, defines the company's DNA. TGW is driven by the philosophy, "Focusing on people – Learning and Growing". Based on this philosophy, the aim at TGW is to create an open, respectful and appreciative business environment where personal efforts to achieve business results and personal growth are equally encouraged.

# **SPEAKERS**

**KEYNOTE AND ROUND TABLE**



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**Hubert Cottogni** is Head of the Mandate Management Department, as well as a Director for the **European Investment Fund** (EIF).

He is responsible for originating and managing national/regional and centralised mandates from EU member states, the European Commission and European Investment Bank. Hubert also structures and manages funds of funds throughout Europe and beyond, aiming to leverage public funding with private resources.

In parallel, Hubert serves on the Board of several regulated funds such as EFSE, GGF, ENEF and TII.

Prior to this position, he was a Director of Telekom Austria in Vienna, where he spent over six years as Head of Strategy and Business Development and later as Director of Mergers and Acquisitions.

He also spent more than 12 years working as a Senior Banker in institutions such as EIB and Creditanstalt AG.

Hubert holds an MBA degree from the University of Innsbruck and an executive degree from INSEAD.



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**Nancy Mahieu** is Director General for Energy at the **Belgian Federal Public Service Economy**.

She did her master's degree in International Politics at the University Ghent and her postgraduate study in European Public Administration at the College of Europe in Bruges.

At the beginning of her career, Nancy was the assistant to spokesperson of Minister for Economy W. Claes. Later she worked as policy advisor for international energy matters at the Federal Ministry of Economy. From 2001 till 2003, Nancy was advisor for international energy and climate change matters to the State Secretary for Energy and Climate Change, O. Deleuze. Three years after that she was employed as special advisor for international energy policy to the Director General for Energy at the Federal Public Service Economy. Nancy's career has taken her to the head of Unit of European and International Energy, Federal Public Service Economy. Later she became director for General Policy Coordination and International Affairs, Federal Public Service Economy. Since 2013, Nancy is Director General for Energy, Federal Public Service Economy.

Her IEA-related functions are currently the Belgian Representative to the Governing Board since 2010. In addition, she is the Belgian Representative to the Standing Group on Global Dialogue since 2003. She is also a team member of In Depth Review of Ireland since 1998. From 2003 till 2009 Nancy was the Belgian representative to SLT.

Nancy is married and has a daughter.



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**Veronika Möller** is Head of **EU Representation of the Austrian Federal Economic Chamber**, representing the interests of more than 500,000 Austrian businesses at EU level.

Previous to her current position, Veronika was a political advisor to Member of European Parliament Elisabeth Köstinger in the field of environmental and climate policy, public health and food security in Brussels.

She then went on to become Government and Regulatory Affairs Manager Europe at Red Bull headquarters in Salzburg.

Veronika studied law and international development in Paris and Vienna, with distinction in European, International and Technology Law.

She holds a full master's degree in law and is a graduate of the High Impact Leadership training at the University of Cambridge.



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After obtaining a Master of Science in Economics at the Catholic University of Louvain in Belgium, **Carlo Thelen** joined the **Luxembourg Chamber of Commerce** in 1996 as an Economic Adviser. In August 2003, he joined the Executive Committee of the Chamber of Commerce and in January 2004, he became Director of International Affairs. In January 2014, he was nominated Director General. Until 2019, he was also Chief Economist of the Chamber of Commerce, each year preparing and presenting the opinion on the state budget. Carlo is also the author of a notable expert blog that highlights current important socio-economic questions, as well as articles and strategic papers published by the Chamber of Commerce. He also represents the Chamber of Commerce in different working groups and councils in Luxembourg institutions and organisations, is in charge of strategic papers, studies, surveys and statistics, research and innovation, documentation, and literature on economics, and regularly gives advice and consultations on these subjects. In addition to his economic expertise, Carlo has extensive experience in commercial and economic advocacy as he regularly participates in economic missions abroad where he promotes the Luxembourg economy and businesses.

His mandates include:

Member of the Board of Directors of the House of Startups S.A. / Member of the Board of Directors of the House of Training / Member of the Board of Directors of the Société Nationale de Crédit et d'Investissement (SNCI) / Member of the Board of Directors of the Société de la Bourse de Luxembourg S.A. / Member of the Board of Directors of LuxExpo The Box S.A.

Secretary General of the Oeuvre Nationale de Secours Grande-Duchesse Charlotte / Member of the Institut Grand-Ducal – Section des Sciences Morales et Politiques / President of the Cluster for Logistics Asbl / Member of the Board of Directors of Luxembourg's economic think tank, Fondation IDEA Asbl





## ADVANTAGE AUSTRIA

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Since September 2017, **Michael Otter** is Director General of **ADVANTAGE AUSTRIA**, Austria's official trade promotion organization at the Austrian Federal Economic Chamber.

ADVANTAGE AUSTRIA, with around 100 offices in 70 countries, provides a broad range of intelligence and business development services for both Austrian companies and their international business partners.

The service centers are attached to Austria's diplomatic and consular missions but are independently operated and financed.

Prior to his appointment in 2017, Michael was Austrian Trade Commissioner to Japan and the Republic of Korea and Deputy Trade Commissioner in the USA, Japan and UAE. From September 2016 to September 2017, Michael served as Deputy Director General and Chief Strategy Officer of ADVANTAGE AUSTRIA.

Michael graduated from the Vienna University of Economics and Business.



**weGrow International BV**  
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**Gernot Schwendtner** knows very well that growing internationally can hurt, being there as an entrepreneur, Country Manager & VP Marketing - also at companies that failed in their expansion.

In the past, Gernot also built up a venture builder for an Austrian media company and launched many new and innovative businesses over the years.

Now as Co-Founder & CEO of **weGrow International** he and his team have already helped 300+ startups and scaleups at the forefront of innovation - such as WeTransfer, ParkBee, Channable - and many others to succeed in their global expansion with his sustainable growth mindset, sharing all secret learnings and developing new expansion frameworks.

Next to being a passionate builder at heart, Gernot's superpower is enabling Tech Founders to expand in Europe and the whole world by transferring know-how and coaching and working closely hands-on with entrepreneurs.

WeGrow is co-hosting the Born Global Academy with the Austrian Federal Economic Chamber in Austria - with the goal to coach ten ambitious Austrian startups towards a ready-to-execute international expansion plan.



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**Hans De Sutter** is Managing Director, and founder of **TGW Systems** in the Benelux. He is also member of the TGW Northern Hub Board of directors.

TGW is a leading and fast-growing automation company in internal logistics with headquarters based in Marchtrenk, Upper Austria. The company is targetting an order intake of over 1 billion euros and has more than 4.000 employees worldwide.

The Benelux division was officially founded by Hans De Sutter in 2016 and has been growing since then towards an organisation with 150 employees and a “last year” order intake of over 200 million euros.

In the Benelux, his teams are currently able to design, build and maintain projects of all sizes from 10 up to 120 million euros. TGW customers are active in fashion and sportswear, groceries and general merchandize.

In the past five years, TGW Benelux has been selling projects to a diversity of clients like bol.com, Picnic, TVH, Fource Logistics, Puma, Upfresh and many others.

In the ten years before TGW, Hans did a similar start-up for the French System Integrator Savoye, based in Bourgondy.

Throughout his career, business development and starting up businesses have always been present, mainly in technology related companies and this goes back to his educational background in Electronics and Sales & Marketing.



**MED-EL Medical Electronics**  
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**Patrick D'Haese** has been Corporate Director of Awareness and Public Affairs for **MED-EL** Worldwide Headquarters since February 2013.

He has over twenty-nine years of experience in the healthcare industry, with specific expertise in the field of active implantable devices.

During his career, Patrick has held various global and European industry positions allowing him to develop and understand a multitude of perspectives on issues associated with hearing loss, ageing and public health.

Furthermore, he is also Chairman of the Board of Hear-it aisbl, Member of the Board of Advisors of the Hearing Health Forum EU, Advisor to NextGenics and visiting professor at the Vrije Universiteit Brussels (VUB).

Patrick holds degrees in speech and language pathology, audiology, business administration and a PhD in Medical Sciences.

Over the years, he has lectured around the world and published widely on hearing related topics and public health.



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**Alex Gambroudes** is Commercial Director of **Kronospan Luxembourg S.A.** and Director of Kronospan Energy S.A, both based at the production site in Sanem, Luxembourg.

Having started his working career in April 1996, as a graduate trainee with Kronospan in the United Kingdom, Alex held various commercial positions within the company, which culminated in the role of Commercial Director for the UK business before his move to take up his present role in the factory in Luxembourg.

Alex has not always worked for Kronospan, he has worked in similar roles for HG Hagesan (UK) Ltd, the UK division of a Dutch manufacturer of commercial and domestic cleaning products, Balta Industries, a manufacturer of carpets based in Belgium and most recently as CEO of the Bergs Timber AB's UK businesses which included a distribution business, specialising in the import and wholesale of timber and timber products in the UK and incorporated a group of logistics businesses, including the ownership and operation of a UK port and vessels.

He has also held voluntary positions as Director of the Wood Panel Industries Federation in the UK and as Non-Executive Board Member of Mid-Wales Housing Association (2018-2019).

Alex holds a BA (Hons) degree from Heriot Watt University in Edinburgh (1994) and an Executive MBA from Cranfield University, School of Management (2009).



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**Michael Geschke** was born in Berlin in 1974 and moved to Vienna when he was 11.

His father was a diplomat for the UN in Austria and other countries, so he moved around over the years.

Michael is married and father of three children.

In 1999, after graduating from Webster University in Vienna and the US, he started his career in the family business **Hödlmayr**.

The journey he took over the last 23 years at Hödlmayr entailed different areas:

- Trainee in Austria
- Assistant to the Owner
- Operations and Prokurist Poland
- Prokurist CLS Hungary
- Marketing and Sales Manager Hödlmayr International AG
- Managing Director: 2002 (Building up of the Romanian Facility)
- Regional Managing Director: 2008 (Romania, Ukraine), 2014 (Belgium and Netherlands)
- Since 1 July 2021: Senior Vice President Business Development Hödlmayr International AG



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**Andreas Olthoff** has been Managing Director of **CERATIZIT Luxembourg S.à r.l.** since 2018 and actively worked in the CERATIZIT Group's Hard Material Solutions division.

Andreas gained his first management experience at ACTUANT Inc. From 2002 till 2006, he was at the supervisory board of Heinrich Kopp GmbH before becoming Managing Director of CERATIZIT Deutschland GmbH in 2007. After that he had several positions at CERATIZIT as president in Latrobe, Pennsylvania, or Business Unit Manager & Managing Director in Austria. Then he changed position and was Managing Director at Klenk GmbH. But he was loyal to CERATIZIT and after 2 years he became again Business Unit Manager & Managing Director in Kempten, Germany for CERATIZIT. Since 2018, he is Managing Director of CERATIZIT Luxembourg S.à r.l.

At the beginning of his education, Andreas studied Business Administration at the University of Applied Sciences Münster. Then he did two additional studies at the same university, Economy and Mechanical Engineering.

Prior to his move to Luxembourg, Andreas held various leadership positions within the Group's Cutting Tool division in Europe and the USA.



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**Caroline Van de Velde** is CEO of **Wienerberger Belgium** at Wienerberger Group.

Her responsibilities are:

External representation of Wienerberger and coordination of the work of the Board members / Overall strategy of Wienerberger Belgium in line with group strategy / Business performance responsibility / Business Development / Organisational Development / Business Cases / Investment proposals to Corporate Board / Negotiations Unions / Public affairs

Beforehand Caroline was CFO of Wienerberger Belgium (2004-2018) at Wienerberger Group. From 2000 till 2004, she was the European group controller at Koramic Roof Tiles & Finance manager roof tiles Belgium at Koramic Group. Three years before that Caroline was Deputy of group CFO Koramic Building Products. Before that she was controller (1993-1997) at Barry-Callebaut (plant: Cacao Goemaere: production of industrial chocolate) and group controlling (1990-1993) at Verbeke Textile Group. At the beginning of her career, she was Senior Auditor (1986-1990) at KPMG: scope multinationals.

Her Board membership mandates are:

Managing Director Wienerberger NV and affiliates / Director Belgian Brick Federation (BBF) / Director Belgian Building Material Producers (BMP) / Director Leembank / Member Oikonomos (CFOs in West-Flanders) / Member Board of Directors Voka



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**ANDRITZ** is a globally leading supplier of plants, equipment, and services for hydropower stations, the pulp and paper industry, the metalworking and steel industries, and for solid/liquid separation in the municipal and industrial sectors as well as for animal feed and biomass pelleting.

Other important business segments include automation and service business.

The publicly listed technology group is headquartered in Graz, Austria, and has a staff of approximately 27,100 employees.

ANDRITZ operates more than 280 sites in over 40 countries. A true global leader in passionate and innovative engineering.

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**ARGE Sicherheit & Wirtschaft**



**WIRTSCHAFTSKAMMER ÖSTERREICH**  
**ARGE Industrielle Kooperation & Luftfahrttechnologie**

The **Austrian Federal Economic Chamber -  
Department for Crisis Response and**

**Resilience** is responsible for countering all kinds of crisis scenarios having an impact on the domestic economy, to include pandemics, extended cyber-attacks, blackouts and internal and international conflicts.

Attached to the department are two working groups, one for national security and defence companies and one for industrial cooperation and aviation technology.

The department as well as the working groups are also responsible for the representation of the interests of the Austrian security & defence and aviation industries towards International and European institutions and on a national basis.



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© Austrian National Tourist Office

The **Austrian National Tourist Office** (ANTO) is Austria's national tourism organisation. Since 1955, the main objective of this association has been the promotion of Austria as a holiday destination. The Austrian National Tourist Office's central goal is to secure and expand Austria's competitiveness in cooperation with all Austrian tourism partners. By doing so, ANTO contributes essentially to increasing Austria's market share in international tourism.

Core competencies of the Austrian National Tourist Office: Development of the brand "Holidays in Austria": This brand differentiates Austria from other holiday destinations and conveys the emotional added value of a stay in Austria; opening up the internationally most promising markets through innovative and modern marketing; partnering Austrian tourism businesses and acting as an essential platform for tourism networking.

The tourist industry profits from ANTO's always up-to-date expert knowledge.

The range of activities include above-the-line advertising for Austria, media cooperation, the production of brochures, the organization of fairs and sales, cooperation with local tour operators, travel agents and trainings for the travel agency and event sector.



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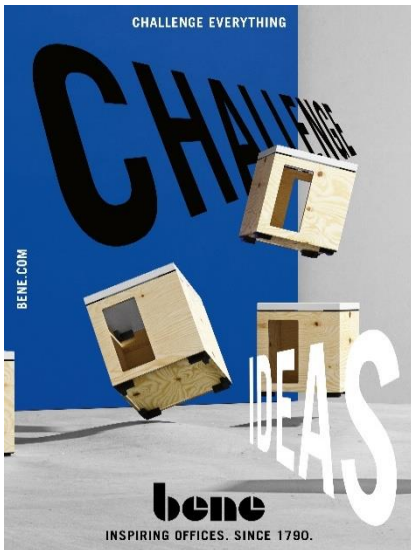
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The international office expert **Bene** is a specialist in the design and furnishing of modern office and working environments.

Bene defines the office as a living space, and its concepts, products and services turn this philosophy into a reality.

The Bene Group is a globally active company with its head office and production facilities in Waidhofen an der Ybbs, Austria.

Development, design, and production, along with consulting and sales, are thereby united under one Austrian roof.

As a significant market player in Europe, Bene stands for innovative concepts, inspiring offices, and high-quality design. Bene develops and produces customised solutions for all company sizes – from one-person companies to SMEs and global corporations.

Bene's head office and factory are located in Waidhofen an der Ybbs in Lower Austria.

The office building, designed by Laurids Ortner, and the assembly hall are a key contribution by Bene to corporate culture. Today Bene is a major European player with a sizeable number of subsidiaries.

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© Berger Fahrzeugtechnik

Behind **BERGER ecotrail** stands the ambition and passion of top-class motor racing in the person of entrepreneur Gerhard Berger.

Uncompromisingly light and safe, it brings the success factors and perfectionism of racing into the transport of goods.

The effect: an optimum level of energy saving, load maximisation and load securing.



© Berger Fahrzeugtechnik

Over the decades, know-how in the field of payload optimization began to build up constantly at Berger.

The highlight was the development of the BERGER ecotrail semi-trailer, which combines the highest possible lightness with maximum stability due to the type of construction. At under 4.7 tons, it is the lightest in its class on the market.

For the new production plant, the company has oriented themselves to the latest manufacturing standards.

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© Cairn Legal

**CAIRN LEGAL**, located in Brussels, is a law firm of 14 lawyers specialized in most areas of business law, both in litigation procedures and in legal advice and assistance. The following legal areas dominate its practice: company law, banking law, credit and over indebtedness law, distribution law, commercial practices and competition law, consumer law, real property law, labour law, bankruptcy and insolvency law, new technologies law and intellectual rights.

CAIRN LEGAL is able to handle projects in French, Dutch, English and German. Its clients originate from the national as well as the international market.

CAIRN LEGAL is also member of different networks such as CBBL (Cross-Border-Business Lawyers), DIRO (Das europäische Kanzlei-Netzwerk) and League of Lawyers.

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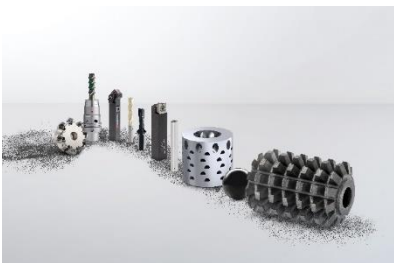
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**CERATIZIT** – with passion and a pioneering spirit for hard materials

For over 100 years, CERATIZIT has been a pioneer in developing exceptional hard material solutions for machining and wear protection. As part of the Austrian Plansee Group, the private company, with registered offices in Mamer, Luxembourg, develops and produces highly specialised cutting tools, indexable inserts, rods made from hard materials and wear parts.

CERATIZIT is the global market leader in various application segments and successfully develops new carbide, cermet and ceramic grades, such as for wood and stone working. With more than 8,000 employees at more than 30 production facilities and a sales network with over 50 branches, CERATIZIT is a global player in the carbide industry. The company's international network includes subsidiary Stadler Metalle and joint venture CB-CERATIZIT. The technology leader is continually investing in research and development and holds more than 1,000 patents.





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**CONTAINEX**, Europe's leading provider of mobile space systems, supplies construction, industry, trade, commerce and the municipal sector with high-quality space modules and offers on-site consultation.

### **Quality meets experience**

Six European supply plants, more than 35 years of experience and production in accordance with the strict "Green technology" environmental and quality standards - that's CONTAINEX! Around a third of the annual production is supplied to the construction industry across Europe. Together with numerous trading partners, CONTAINEX also maintains a large container rental fleet, ensuring prompt availability and fast delivery.

### **Service with a capital S**

Customer and service orientation are the focus at Austrian family-owned company CONTAINEX. That is why the company advises the customers in their native language - and personally on site. A logistics department of their very own and more than 250 depots throughout Europe also ensure short delivery times and prompt delivery direct to the premises.



© Containex

### **Standard meets flexibility**

Continuity in product development guarantees the long-term availability of spare parts from small parts to entire wall panels. In addition, thanks to the flexible “modular system”, the modules can both fulfil complex configurations and be reconfigured easily and quickly.

### **Versatile in use and equipment**

CONTAINEX space modules are available in different sizes and with various equipment options and can be used in a variety of ways: as offices and sanitary facilities on construction sites, in operation and at events, as residential modules, additional classrooms, sports clubs or as temporary office space during renovations. The modules are also used as sales areas or storage space in a variety of industries.

## PARTICIPANTS



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© Kurt Ryslavy



© Kurt Ryslavy

**Kurt Ryslavy** is Austrian and has lived in Brussels, land of surrealism, since 1987. The originality of his approach comes from the fact that he combines his commercial activity with his artistic project.

He managed to introduce very good Austrian wine producers in Belgium step by step. Two wine estates played an important role in this: Bründlmayer and Kracher. He took the best wines from these domains to Belgium's major restaurants, where he amazed the sommeliers with the quality. This opened the doors to the wider public and accelerated the wine trade. Today, there are some 250 different Austrian wines from 30 winemakers in Ryslavy's catalogue. Fine names such as Hirtzberger, Pichler, Tement, Krutzler... from all regions of Austria. By the way, Ryslavy calls Austria a wine region like Burgundy, albeit with a continental climate and the blessed natural protection by the Alps.

Ryslavy's wine philosophy is clear: he wants to offer inexpensive wines that have a good structure, excel in finesse and showcase their terroir. Wines that can keep their alcohol content under control and are not made for their power or commercial strengths.

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**DGA Interel Belgium** provides advice, connects people and develops impactful communications and public affairs strategies.

The company is by your side for long-term support, when an idea is conceived, or when a crisis breaks out.

The goal is to build, enhance and protect the reputation and boost the customers position on the market.

DGA Interel Belgium services include:

- Government relations
- Public affairs
- Corporate communication
- Reputation building
- Crisis communication
- Internal communication



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As quality, technology and market leader in ropeway engineering, **Doppelmayr/Garaventa** operates production plants as well as sales and service centers in 50 countries worldwide.

To date, the ropeway expert has built more than 15,400 installations for customers in 96 nations.

Flexibility, know-how and pioneering spirit make Doppelmayr/Garaventa ideally equipped to meet all the challenges of traditional and new markets.

Innovative transport systems from Doppelmayr/Garaventa continually set new standards. Top comfort and safety define the installations – in summer and winter tourism regions as well as in the urban transit sector.

The innovative ropeway systems from Doppelmayr/Garaventa offer a host of benefits in the urban environment. They cross residential areas, rivers and existing infrastructure with ease and glide over every traffic hindrance. As well as lending themselves perfectly to integration into urban planning concepts, ropeway solutions offer infinite scope for creativity.

## PARTICIPANTS



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Based in Vienna and founded by Joseph I. of Austria in 1707, **Dorotheum** is central Europe's largest auction house as well as the premier auction house in the German-speaking region and a global leader in its industry.

It is home to some 700 auctions per year, the most important of which take place in its stately premises in the heart of Vienna during quarterly international 'auction weeks'.

Dorotheum's staff boasts over 100 specialists across more than 40 categories.

Dorotheum's name is synonymous with tradition, highly specialised knowledge, experience and internationalism.

The auction house unites such segments of the arts as old master paintings and contemporary art with antiques ranging from Jugendstil, glass and porcelain, silver, and sculpture to furniture, design, jewellery and watches.

The Dorotheum's large-scale digital strategy already proved its worth last year. Thanks to live bidding, the major auction weeks became international events. With this tool, interested parties are connected to the auction room from a terminal device and can place their bids live. Bidders from 90 countries took part in the approximately 700 auctions and bought a total of 100,000 objects.

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**Ekelmans advocaten** is an independent law firm in the Netherlands with an international focus. Clients value the open, long-term relationship, the professional expertise and the strategic advice. Ekelmans can draw on a wealth of experience and expertise; clients have been benefitting from this for over a century.

### **Insurance & Corporate**

The Corporate practice group supports corporate clients with contracts, M&A, employment law, appeals in cassation and litigation. In the Insurance practice, the company works closely with national and international insurance companies.

### **International + German Desk**

The cases in which the lawyers defend the clients' interests are often international in nature, for example involving Dutch or international companies with cross-border issues or international clients and law firms that come to the law firm for advice on cases with a Dutch connection. Ekelmans Advocaten has a dedicated German Desk for German-speaking companies with specialized lawyers. Ekelmans Advocaten offer their clients access to two active global networks of highly reputable law firms: Legalink and Insurance Law Global.





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The **EU Representation of the Austrian Federal Economic Chamber** acts as the voice of the Austrian economy in Brussels.

The tasks include relevant foresighting, agenda setting, early warning as well as reputation building and constructive positioning. This includes for example the monitoring and implementation of engagement strategies and stakeholder management as well as building alliances.

The EU Representation of the Austrian Federal Economic Chamber offers a proactive, efficient and coordinated representation of the interests of Austrian companies and ensures relevant information for them.

Finally, within the framework of knowledge management, communications and PR, the office increases EU affinity and knowledge of elected business representatives and employees of the Austrian Federal Economic Chamber.

The EU Representation of the Austrian Federal Economic Chamber was founded in 1989 – even before Austria joined the EU in 1995. It is part of the diplomatic Representation which considerably facilitates the work with the EU institutions.



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*We're the European  
Investment Fund*

We make it easier for small  
businesses to access finance.

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The **European Investment Fund** (EIF) is part of the European Investment Bank Group.

Its central mission is to support Europe's micro, small and medium-sized businesses (SMEs) by helping them to access finance.

The EIF designs and deploys financial instruments in the form of venture capital, private equity, and portfolio guarantees which specifically target this market segment.

In this role, the EIF pursues EU policy objectives in support of innovation and digitalisation, competitiveness and growth, climate action and environmental sustainability, social impact, skills and human capital.

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**Flanders Investment & Trade (FIT)** is the Flemish Agency for International Enterprise. It guides, supports and stimulates Flemish companies as they take their business to the world and welcomes foreign businesses interested in investing in the region.

Flanders Investment & Trade offers information and advice: on a company's chances to go international, on foreign markets and sectors, on international market approach strategies. In this respect, the International Enterprise advisers are the first point of contact; they offer customised guidance. FIT also boasts a vast foreign network, a wide range of seminars, group business trips and collective stands at trade fairs. The agency also organises meetings with foreign investors and individual on-the-spot site visits. Grants for prospecting and business trips, participation to trade fairs abroad, equipment goods, technical translations and renting office space abroad.

Flanders Investment & Trade provides expert confidential advice free of charge on all financial, technical and practical aspects involved in establishing or expanding operations in Flanders. In addition to personal assistance on major issues, the agency maintains a comprehensive database of up-to-date national, regional and local economic information.

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Flora Miranda is a visual artist and fashion designer based in Antwerp and Vienna. After graduating with a master's degree at the Royal Academy of Fine Arts in Antwerp, she freelanced for Iris Van Herpen. Since 2018, she has presented her creations during Haute Couture Week in Paris.

Her work addresses the numerical self, questions the systems of the virtual world and portrays the identity of the digital generation. As an artist, she has visions of the digital world and uses them to develop new work processes, materials and forms. Data has been the focus of her work for eight years. The book "Einstein's Veil" by Anton Zeilinger changed her view of the world in 2013. She began to see the reality built purely from data. Whatever data is supposed to be. In 2017, she founded 'IT Pieces', a company that helps organisations to communicate and visualise their data.

Flora's work is strongly picked up by the international art world, leading to exhibition participations (HEK Basel, MAK Vienna, PDC Los Angeles), museum purchases (MKG Hamburg) and awards (Good Design Award).



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Because accessing the right data in the right place at the right time is essential to investors and fund managers, **Fundsquare** provides information and regulatory services that streamline, standardize, and facilitate cross-border investment fund distribution. Driven by cost mutualisation and innovative data management enabled by state-of-the-art technology, Fundsquare supports high operational effectiveness and synchronisation of activities across the entire distribution chain.

The flexible and responsive infrastructure allows for the transmission and collection of information in a cost-effective manner using superior data quality, thereby mitigating risk, and improving time-to-market for their clients.

Fundsquare's mission is to deliver to the fund industry a more efficient and standardised infrastructure for the exchange of information and related transaction messages through cost mutualisation and quality management using state-of-the-art technology.

The company aims to become a unique, single, and worldwide market infrastructure, facilitating cross-border fund distribution between all stakeholders with superior data quality.

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**Hödlmayr International AG** is a family-owned, internationally active company with "vehicle logistics" as its core competence.

The company specialises in the complete supply chain from vehicle acceptance ex-works or entry port up to delivery to the vehicle retailer or fleet owner. In addition to the management of large transport fleets in Europe, the group has a European network of logistics centres in which vehicles are prepared for local and regional markets. For many years, Hödlmayr has developed an expertise in electric vehicle logistics.

Some milestones:

- Storage & maintenance of 4.000+ e-Tron EVs in Belgium
- Long term partner for the distribution of Tesla vehicles in Europe (15.000+ vehicles moved per year)
- Key in-house supplier in the Austrian Magna plant producing the Jaguar I-Pace – outbound management and multimodal transports
- Preferred partner for the distribution of the MG brand over complete Europe since 2019
- Distribution in Austria, Belgium, Netherlands and Germany for the Maxus brand
- Support in new launches of several electric models in EU



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**Hoerbiger** is active throughout the world in the energy sector, the process industry, the automotive industry, the mechanical engineering sector, in safety engineering, and in the electrical industry. In 2019, its 6,700 employees achieved sales of 1.149 billion euros in 123 locations across 47 countries. Hoerbiger's products and services are used in reciprocating compressors, gas flow control units, vehicle transmissions, rotating union, explosion protection, gas-powered engines, and in automobile hydraulics.

Employees are encouraged to develop their full potential and demonstrate initiative: people and success go hand in hand at Hoerbiger.

The Hoerbiger Benelux subsidiary delivers repairs, engineered solutions, upgrades, reliability and energy efficiency programs focusing on the performance defining components of reciprocating compressors. The customers can be found in the oil & gas industry (refineries, E&P and transportation) as much as in the process industry and industrial gases.

The company proudly serves all Benelux countries and the Rhine-Ruhr region in Germany with both workshop support and the field service team.

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Since 1972, **Interfisc** offers international HR & payroll solutions in the Netherlands, Belgium, Germany, France, the United Kingdom and Italy. The firm does this from the offices in the Netherlands and Belgium, with an international team of around 45 committed and caring employees.

Employers are expected to fully know and apply the laws and regulations regarding staff matters. This is not always realistic, especially in the case of cross-border employment of staff. In that case, one should be able to rely on a strong partner who has all knowledge available in-house.

Interfisc gladly handles all HR & payroll obligations abroad while offering a single point of contact in either English, German, French or Dutch. Creating a payslip seems easy but involves quite a lot in practice. Especially in the case of cross-border employment. The 5 pillar-model shows how employment law, social security, taxes, employee benefits and health & safety in combination with each other impact the creation of a payslip.



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In its three business divisions Eupen Cable, Eupen Pipe and Eupen Foam, **Kabelwerk Eupen** AG develops and produces high-quality cables, plastic pipes and synthetic foams. With decades of experience, the company ranks among the leading manufacturers in Europe in the three aforementioned areas.

The Eupen Cable division is successfully producing high-quality power and communication cables for more than 110 years and supplies its products in over 70 countries. Eupen Pipe is offering a broad product range of temperature resistant PVC and Polyethylene pipes for gas, water and waste water applications, and cable protection as well. Eupen Foam is supplying synthetic foams in blocks or as tailor-made finished products primarily to the bedding and furniture industry but also to the packaging industry and for medical and other industrial applications.

The local virtues have become the company's global strengths. "Made in EUPEN" stands for quality, safety, seriousness, reliability and timely deliveries. These traditional values are highly appreciated around the world. The ability to meet and fulfill customer demands and expectations without compromise makes Kabelwerk Eupen AG a reliable longterm partner for numerous national and international companies.



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**KNAPP** is an international technology company with its headquarters based in Styria, Austria.

The company develops and manufactures intelligent warehouse systems using the latest solutions in digitalization, software, automation and robotics.

At KNAPP, innovation, internationality and team spirit are highly valued. The company has more than 6,000 employees worldwide, each bringing their individual backgrounds, qualifications and points of view to the table, but what unites them all is the passion they feel for their work.

Providing first-class service within long-term collaborations makes KNAPP the strong partner behind the success of their customers.

In the Benelux, KNAPP is represented with a strong and growing team of nearly 100 people currently. Their customers include the food retailer SPAR, the pharmaceutical wholesaler Alliance Healthcare, fashion giants like PVH (Calvin Klein, Tommy Hilfiger), Skechers and NIKE, pure e-commerce players such as Zalando and Wehkamp as well as many others.

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**Kocks & Partners** is a boutique law firm, situated in the financial heart of Belgium, specializing in business law (including corporate law / Merger & Acquisition, distribution law, international commercial litigation, insolvency law, custom & taxation, product liability, insurance law and employment law), with an emphasis on cross-border transactions.

The young and highly skilled legal team regularly deals with cases governed by foreign laws and is at ease with comparative legal thinking and creative entrepreneurship. All the lawyers benefit from a strong academic background and have both a special comparative approach to law and an extensive knowledge of private international law, based on combinations of university studies, work experience in the relevant country, and a multilingual background.

It is in this regard, which is of utmost importance, that the clients can rely on the privileged understanding of business-oriented legal engineering, the multidisciplinary approach and the prospective, innovative and value-added advice and solutions. The company has established an excellent network with renowned chambers of commerce abroad. Kocks & Partners encourages their lawyers to publish textbooks and articles in the field of the core products as well as to appear as speakers at conferences on international law issues.

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Established in 1897 as an Austrian family business, **Kronospan** is now one of the leading global wood-based panel manufacturers. The company operates 47 technically advanced manufacturing and distribution sites worldwide, producing over 27 million m<sup>3</sup> of wood-based panels and serving customers in 125 countries.

The main activities are in the forest product sector. The core activity is the manufacture of particleboards, MDF and OSB and related value added products: laminate flooring, melamine-faced boards, worktops, etc...

Vertical integration enables Kronospan to lead the way in both cost and innovation. The company has invested in developing a vertically integrated supply chain that allows it to constantly improve upon and perfect every aspect of the products.

Green initiatives and the circular economy are core to both the current business and the future development. Wood is both renewable, reusable and CO<sub>2</sub> passive. Where possible Kronospan uses recycled wood in the processes and uses photovoltaic, wind and combined heat and power plants to generate green energy. The wood expert continues to invest in new, more efficient equipment and machinery.

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The **Lower Austrian Liaison Office in Brussels** (NÖVBB) represents Lower Austrian interests in the decision-making processes of the EU.

NÖVBB promotes the interests of Lower Austria in Brussels - alone or in partnership with as many allied regions and partners as possible.

The information management of the Lower Austrian Liaison Office has two central tasks:

- Relevant information reaches the Office of the Lower Austrian Provincial Government as well as the general public quickly and comprehensibly.
- NÖVBB communicates the nature and function of the EU to the Lower Austrian public.

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© Luxembourg Chamber of Commerce

Established in 1841, the **Luxembourg Chamber of Commerce** is the official voice of companies and SMEs in the Grand Duchy.

It aims to promote the socio-economic development of the country and is committed to a competitive and innovative entrepreneurial framework.

Its plenary assembly, made up of 25 elected members from various sectors of the economy, is presided over by Luc Frieden.

The Executive Committee of the Luxembourg Chamber of Commerce is presided over by Carlo Thelen (CEO) and composed of the following members: Marc Wagener (COO, Entrepreneurship), Anne-Sophie Theissen (Legal Affairs), Cindy Tereba (International Affairs), Muriel Morbé (Training), Christel Chatelain (Economic Affairs).

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**MED-EL Medical Electronics**, a leader in implantable hearing solutions, is driven by a mission to overcome hearing loss as a barrier to communication. The Austrian-based, privately owned business was co-founded by industry pioneers Ingeborg and Erwin Hochmair, whose ground-breaking research led to the development of the world's first micro-electronic multi-channel cochlear implant (CI), which was successfully implanted in 1977 and was the basis for what is known as the modern CI today. This laid the foundation for the successful growth of the company in 1990, when they hired their first employees. To date, MED-EL has grown to more than 2,300 employees from around 80 nations and 30 locations worldwide.

The company offers the widest range of implantable and non-implantable solutions to treat all types of hearing loss, enabling people in 134 countries enjoy the gift of hearing with the help of a MED-EL device. MED-EL's hearing solutions include cochlear and middle ear implant systems, a combined Electric Acoustic Stimulation hearing implant system, auditory brainstem implants as well as surgical and non-surgical bone conduction devices.

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Founded in 1955 in Styria, Austria, **Nunner Logistics** is now headquartered in the Netherlands. Nunner is a leading provider of logistics services. The company offers an integrated portfolio of logistics services covering the entire supply chain from source to end consumer.

Nunner designs, develops, integrates, markets and operates advanced logistics solutions used by customers - in all sectors of industry and commerce - to create a transparent, cost-efficient and reliable supply chain and distribution system. Nunner is committed to providing its customers with excellence that enables them to gain and maintain a competitive advantage in the marketplace.

Nunner's corporate headquarters are located in Helmond, Netherlands. Facilities can be found in Austria, Germany, Russia, Switzerland, Spain, Czech Republic, Lithuania, Estonia, Poland, Romania, Slovenia and the Netherlands.



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ÖkoFEN is a specialist in pellet boilers and one of the leading suppliers of different solutions for various application areas based on renewable energy sources.

ÖkoFEN offers a broad range from economical and convenient pellet heating systems to space-saving pellet tanks.

Whether it be for family homes, municipalities or industry, ÖkoFEN is the right address for everything to do with heating with wood pellets!



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The law firm **Orbius** offers companies, individuals and governments a wide range of legal services since 2003.

Orbius provides solutions for specific legal issues in the field of commercial law, corporate law and civil law in general.

The team of Orbius consists of lawyers with multidisciplinary knowledge who provides services in at least four languages.



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Founded in 1953, **Oesterreichs Energie**, the Association of Austrian Electricity Companies, represents more than 140 member companies. The membership is voluntary.

With just around 20,000 employees, the member companies generate more than 90% of Austria's electricity with a power plant fleet with more than 27.500 MW and an annual output of around 70 TWh of which around 75% is derived from renewable sources.

An important function of Oesterreichs Energie is to fulfil its responsibilities on the employer side in its capacity as a collective agreement partner.

The collective agreements for the workers and employees of the electricity companies regulate the wages, salaries and labour conditions.

In addition, Oesterreichs Energie plays an active role in the development of European energy policy – through the liaison office in Brussels, delegation of experts to European committees and the contribution to discussions on European legislative acts and drafts.



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The **Rail & Sea Logistics Group** was founded by Robert Greisberger in Austria in 1997. Due to the new logistical challenges posed by the fall of the Iron Curtain and the enlargement process of the European Union, a new market for innovative transport companies emerged in the heart of Europe in the mid-1990s.

For more than 20 years, Rail & Sea Logistics GmbH has now been impressing with innovations that simplify the transport market on Europe's rails. From the JPT loading system patent in the late 1990s to today's GPS tracking system for every single rail freight, innovative strength was, is and remains Rail & Sea's strength.

## Range of services:

### Rail logistics all over Europe

Rail & Sea adapts rail logistics professionally to customer specific requirements

### Railway undertaking

Rail & Sea organises trains with own locomotives

### Railports/Terminals

Rail & Sea connects railways with road transport and terminals to cover the entire supply chain

### Industrial rail-sidings

Rail & Sea operates industrial rail sidings for customers

### EDI services

Rail & Sea provides innovative IT solutions for efficient EDI order processing

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© Jet Import

**Jet Import** is one of the Benelux area's leading distributors of premium beverages and snacks, such as Red Bull, Fever-Tree, Copperhead Gin, Sol, Desperados, Armand de Brignac and Fulfil.

The flexibility of the organisational structure, the drive of the sales team and the sales-driven marketing approach are the defining factors behind the successful brand strategy.

Jet Import looks forward to collaborating with interested companies in launching innovative, new trends and responding optimally to developments on the market and fulfilling the demands of the target group.

Jet Import remains a company with a constant drive for expansion. It goes without saying that the words that best describe the approach are high-quality, progressive, high-performance and daring: an approach that demands a great deal of flexibility and passion from the employees.

Jet Import is proud to be certified as 'CO2 Neutral Company'.

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**Schoenherr** is a leading full-service law firm in Central Europe. Operating in a rapidly evolving environment, Schoenherr is a dynamic and innovative firm with an effective blend of experienced lawyers and young talent. As one of the first international law firms to move into CEE/SEE, it has grown to be one of the largest firms in the region. With 15 offices and several country desks, the comprehensive coverage of the region means the company can offer solutions that perfectly fit the given industry, jurisdiction and company. Schoenherr complies with the respective local legal standards and conduct rules in all countries; therefore, the local firm name may vary from jurisdiction to jurisdiction.

**Legal services provided:**

- banking, finance & capital markets
- business to consumer protection
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- corporate investigations & crisis management
- corporate/m&a
- dispute resolution
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- insolvency & restructuring
- insurance
- ip & unfair commercial practices
- labour & employment
- real estate & construction
- regulatory
- start-up & venture capital services
- tax
- technology & digitalisation

## PARTICIPANTS



# Stroomop

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**Stroomop** promotes environmentally friendly heating with pellets and wood.

The company informs builders and renovators about sustainable solutions for pellet boilers, pellet stoves, wood-burning stoves, combination stoves and wood-burning cookers.

Stroomop is importer of the brands RIKA, Animo, Pertinger, BlueBurn, ÖkoFEN and Primato.

It has more than ten years of expertise in CO<sub>2</sub>-neutral heating and works together with a broad network of dealers and installers throughout Belgium.

# PARTICIPANTS



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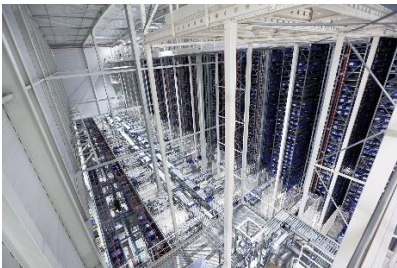
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**TGW** is an internationally leading provider of intralogistics solutions. As a systems integrator, the company takes over planning, production, implementation and maintenance of highly automated distribution centres – including everything from mechatronics to robotics to the control system and software. Today, over 4,000 employees in Europe, Asia and North America excel with expertise and outstanding solution-oriented dedication.



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In June 2016, TGW Logistics Group opened its Benelux office in Oud-Gastel (Roosendaal) in the Netherlands. TGW Systems BV is located in the logistics hotspot of West-North Brabant and serves both the Belgian and Dutch markets, attracting employees from both countries with this location.



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TGW has a vision of what it wants to achieve, how it will get there and the related milestones it needs to accomplish along the way. Guiding it on this journey is the corporate culture and the values that, when combined with the people, defines the company's DNA. TGW is driven by the philosophy "Focusing on people – Learning and Growing". Based on this philosophy, the aim at TGW is to create an open, respectful and appreciative business environment where personal efforts to achieve business results and personal growth are equally encouraged.



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In its business segments, the **voestalpine** Group is a globally leading steel and technology group with a unique combination of materials and processing expertise. voestalpine Group has around 500 group companies and locations in more than 50 countries on all five continents.

The group is organized into a total of four divisions:

- Steel Division
- High Performance Metals Division
- Metal Engineering Division
- Metal Forming Division



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As an innovative, leading global steel and technology Group, voestalpine is a major partner to the automotive and consumer goods, aerospace, and oil & gas industries with our product and system solutions. It is also global market leader in rail infrastructure systems, tool steel, and special sections.

Another cornerstone of their identity is their commitment to the global climate goals. They conduct research into alternative production methods to help achieve climate neutrality, and are working at full speed to design technologies for decarbonizing and reducing CO2 emissions over the long term.



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Founded in 2018, **weGrow International** helps tech startups achieve fast and sustainable international growth.

Headquartered in Amsterdam, the fast-growing team focuses on Europe and the USA, with a strong footprint in all German-speaking markets, France, Benelux, UK and the Nordics.

It is estimated that only 20% of promising ventures succeed when going international – weGrow wants to beat the odds and help teams take to global heights.

Providing a network of over 100 market and industry experts, next to a select core team of experienced growth advisors and consultants, the company helps founders structure, accelerate and enable growth ambitions – focusing on scouting the best international talent, raising vital capital and developing growth mindsets to execute global market rollouts.



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**Wienerberger** Group is a global player in the production and provision of building materials and system solutions. It was founded in Vienna in 1819 and now has 215 plants in 28 countries.

The group is the world's largest producer of bricks and number one in the European clay roof tile market.

Wienerberger has 11 production sites in Belgium and employs approx. 1,200 people there.

Branches of Wienerberger Belgium are:

- Wienerberger Building Solutions (producing energy-efficient and sustainable building material solutions)
- Pipelife (producing a complete range of plastic pipe systems, fittings and intelligent custom solutions)
- Preflex (producing pre-wired tubes for electrical installations)
- Steinzeug-Keramo (producing pipes, inspection wells, fittings and accessories for sustainable water and wastewater management)
- Struxua (precast walls and concrete elements)

The goal is to provide sustainable building solutions for the home of tomorrow.



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**ZG Lighting Benelux** is part of the Zumtobel Group, an international lighting group headquartered in Dornbirn, Austria, with sales offices in over 90 countries and 13 factories on four continents. Under the Thorn and Zumtobel brands, the company offers a comprehensive portfolio of innovative lighting solutions and related services. Zumtobel is known worldwide for quality, reliability and ease of use. The company can draw on more than 70 years of expertise and is proud to be known as a trusted advisor.

Lighting offers much more than just clarity, visibility and safety. It can provide insight and inspiration, but also comfort, confidence and guidance. At its best, lighting benefits people, places and the environment in equal measure. It is therefore the mission to create lighting with just the right impact by balancing quality, innovation and sustainability.

The right light can create the ideal atmosphere at any time of day or night. When light is adapted to the capabilities of a specific building and tailored to the needs of the people who use it, it becomes a real experience.

in cooperation with