



Signing Ceremony in London on Wednesday 11 May 2022

Press releases

1. BROUWERIJ DE HALVE MAAN – JAMES CLAY AND SONS

Since 1978 James Clay&sons has been importing specialty beers in the UK market. Over the years, the family business has become one of the leading players in the importation of beverages in the British market. It started with Ian Clay, who wanted to share his passion and knowledge of beers in the market. Today, his son James Clay continues the beer business in the same philosophy with a passionate team around him. Today, James Clay&Sons and De Halve Maan Brewery celebrate their partnership with a new importation agreement to improve their cooperation on the importation and distribution of the Brugse Zot beers. After 15 years of cooperation, both companies reinforce their partnership with the strong ambition to develop the further growth of these Belgian beers in the British market.

Importation and distribution agreement between James Clay and Sons (importer) and De Halve Maan Brewery for the UK market, where the importer is appointed as primary importer. The contract covers the importation of the following beers: Brugse Zot, Sportzot, Straffe Hendrik and Blanche de Bruges for a period of 5 years.

2. CARFIL QUALITY – IPS PRODUCT SUPPLIES LTD

Carfil Quality, a Belgian SME active in the life science world since 1980 enters into a partnership with IPS (International Product Supplies limited) to market their own produced Carfil Nesting Cups in the United Kingdom. This is the first collaboration agreement for the commercialisation of the Carfil Nesting Cup.

The Carfil Quality range (www.carfil.eu) includes diets, bedding, cage enrichment, research animals (spf rabbits and mini pigs from a barrier), housing, identification, anaesthetic materials, disinfection with H2O2 and cleaning products. Lifescienceequipment.be, a sister company, is a good example that circular economy is also possible in the life science sector. This website offers new, second-hand or refurbished equipment.

In 2020, Carfil invested in a production machine that makes it possible to produce on a larger scale and in multiple variants (4 - 6 - 8 - 10 - 12 gr). The Carfil Nesting cups are made of new kraft paper. At this moment the cups are being exported to about ten countries in and outside of Europe. The United Kingdom is next to France and Germany one of the bigger countries with a flourishing life science sector. For the other countries, Carfil continues to distribute the cups themselves.



3. LAPAUW INTERNATIONAL – LAPAUW UK

Lapauw International and Laundry Engineering Services Ltd are delighted to announce the creation of Lapauw UK.

The new company will bring together Lapauw International, a global supplier of laundry equipment and machinery, and Laundry Engineering Services Ltd, a specialist industrial and commercial laundry engineering services company.

This new venture will further underpin the Lapauw name in the UK and Ireland and provide existing and new customers with a localized service and engineering support team

Paul Haden, Managing Director of LES Ltd commented,

‘The creation of Lapauw UK and the opportunity to partner Lapauw International is an exciting prospect for LES Ltd, we look forward to working with Lapauw International in the UK and to developing our relationship further over the coming years’

Philippe D’heygere, President Lapauw International NV

‘We are delighted to be able to partner with LES Ltd in the UK.

The combination of a top quality service company with top quality laundry machines from Lapauw will benefit all our existing and future clients in the UK and Ireland’

4. THE ENERGY TECHNOLOGY CLUB – THE ENERGY INDUSTRIES COUNCIL

In terms of energy, Belgium and the United Kingdom have been interconnected for a long time. The Bacton – Zeebrugge gas interconnector (1998) and the Nemo link (2019) are testimony to that. Last month a new MoU for a new electricity interconnection has been signed between the two countries, part of a shared vision to develop the North Sea as a (Western) European power hub. This MoU is a perfect impetus to takes things further.

Stuart Broadley, CEO of the EIC, said: “We are delighted to enter into this key partnership with the Energy Technology Club and Agoria, and to take a key role in the this Belgian Economic Mission to the UK. This partnership will allow us to deepen the already strong energy ties between Belgium and the UK and will encourage further growth for businesses, encourage the establishing of new export markets and enhance diversification within energy supply chain companies.”

Pieter-Jan Provoost, Director of the Energy Technology Club, adds : “Both our organizations help our members to internationalize by pointing out relevant business opportunities in the global energy industry. With the energy transition in full swing it is the perfect time for our organizations to start internationalizing ourselves as well. Only in this way we can better help our members continue to grow in an increasingly competitive and complex energy landscape.”

About the EIC



The EIC is the UK's leading Trade Association for the energy sector, providing dedicated services to help members understand, identify and pursue business opportunities globally as well as working with all governments to ensure that the supply chain is represented in policy decisions. Established in 1943, the EIC is a not-for-profit organisation with a membership of over 700 companies who deliver goods and services to the energy industries worldwide.

About the Energy Technology Club

"Inspiration, information, facilitation." These are the three keywords that define the focus of the Energy Technology Club, an initiative of Agoria, the Belgian federation for the technology industry. The Club is a unique community of about 130 top players from the Belgian energy technology sector. Our Club brings energy companies and project developers into contact with the ground-breaking, innovative technologies and solutions from its members and provides the latter with global market insights and connections to help improve their chances for successful business development.

5. OVINTO – THE UNIVERSITY OF HULL – LAMPADA DIGITAL SOLUTIONS

"This MoU will allow us to offer an additional service to our customers they are actively looking for. Scope 3 emissions are becoming an important subject, and a potential accelerator to choose for rail freight transport instead of road transport, as rail deliveries reduce the carbon footprint by 76% percent per ton kilometer.", says Frederick Ronse of Ovinto.

"We are happy to work with Ovinto as a commercial partner to bring our product to market and to allow an expansion towards mainland Europe. ", says Barrie Louw of the Logistics Institute, University of Hull.

Andy Parkinson, CEO of Lampada Digital who have been leading the development of the software said, "Reducing transport emissions is a key part of how the world will achieve Net Zero. The expansion of the Rail Energy Emissions Calculator into Europe could play a pivotal role in how the Rail industry reduces its climate impact at scale..."

Ovinto is an add-on SaaS platform, filling the gaps of existing software for rail & intermodal freight. One of the gaps identified by rail freight actors is the need to compute their scope 3 emissions – i.e. the exact emissions per ton product caused by the delivery to their customers.

The University of Hull have developed a Rail Energy and Emission Calculator (REEC) with funding support from the Department of Transport, through the "First of a kind" program, managed by Innovate UK. It takes into account delivery specificities such as trajectory topology, track speed limits, locomotive specification etc. to allow a very precise computation of exact emission of any rail freight transport in Great Britain.



6. BOPRO – BRE (BUILDING RESEARCH ESTABLISHMENT)

Bopro, market leader in Belgium in sustainable and Regenerative Circular Economy minded real estate advising and project management, is reinforcing its relations with the BRE (British Research Establishment). Stefaan Martel, CEO accompanied by Steven Beckers, Circularity Expert, signed an agreement with the prestigious BRE for BREEAM certifications on yet another important framework for a commercial real estate international portfolio. Bopro has record quality certifications achievements in BREEAM Communities, BREEAM In-Use and BREEAM New Construction.

7. EDPO (EUROPEAN DATA PROTECTION OFFICE) –BLCC (BELGIAN-LUXEMBOURG CHAMBER OF COMMERCE)

European Data Protection Office (EDPO) and the Belgian-Luxembourg Chamber of Commerce (BLCC) sign a Memorandum of Understanding (MoU) to raise awareness about the EU GDPR's forgotten obligation.

The MoU aims to foster close collaboration between EDPO and the BLCC regarding the obligation for UK companies to appoint a Data Protection Representative.

If UK companies offer products or services in the EU, or if they monitor the behavior of individuals in the EU (for example by using cookies), they must appoint a GDPR Representative in the EU, who acts as a point of contact for EU individuals and data protection authorities. As the capital of Europe and close to decision-makers, Brussels is the preferred place for your Representative.

This obligation is a potentially huge blind spot for many companies that could put them in the sights of the EU data protection authorities. As the failure to appoint a Representative could lead to a fine of up to EUR 10,000 or 2 % of the company's total worldwide annual turnover, it's urgent that UK companies be made aware of this forgotten obligation.

The MoU's purpose is to raise awareness on the importance of the GDPR and the Representative by setting up seminars, trainings and exchanging advice and expertise.

8. GREENWIN – CAMBRIDGE CLEANTECH

The purpose of this Memorandum is to provide the framework for future collaboration between GreenWin, the Walloon Innovation cluster and Cambridge cleantech

This MoU aims to:

3.1. Fostering innovation through support to collaborative R&D&I projects building between the Partners members (whatever the funding scheme) and the Partners themselves. Collaboration between the Partners will contribute to the implementation of the smart specialisation regional strategies. It will also contribute to enhance synergies between local policies regarding research and



innovation and boost opportunities for the Partners members, which will set up a positive environment for their activities.

3.2. Developing and sustaining a relationship to support the development of the cleantech industries and their respective communities. Collaboration between GreenWin and Cambridge CleanTech aims at commercial development of their industrial members through, inter alia, commercialisation of new products, services and processes from the R&I projects. Thereby, Partners allow their members to reinforce their international market position.

3.3. Internationalising the activities of the Partners members, including international missions, other Partner delegations hosting, participation in the Other Partner's events...

9. MILLÉSIME CHOCOLAT – THE HOUSE OF SARUNDS

Millésime Chocolat poursuit son ascension à l'international

Si depuis le lancement de la marque, Millésime Chocolat a su se faire une place sur le marché à l'international parmi les plus grands chocolatiers Bean to Bar, l'entreprise ne compte pas s'arrêter en si bon chemin. C'est dans la cadre de la mission princière qui se déroule au Royaume-Uni que la manufacture liégeoise Millésime Chocolat signera ce 11 mai 2022 un nouveau contrat The House of Sarunds, un importateur et distributeur, qui lui permettra de s'ouvrir à de nouveaux marchés.

Aujourd'hui, plus de 80 % du chiffre d'affaires de la manufacture Millésime Chocolat est réalisé à l'export notamment au Japon, à Hong-kong, à Taiwan, en Allemagne, au Luxembourg, au Danemark, aux Pays-Bas, en France, en Tchéquie, en Espagne, en Italie, au Canada, aux États-Unis et maintenant au Royaume-Uni. Millésime Chocolat fait incontestablement partie des grands exportateurs du savoir-faire belge. Sans compter que la marque n'a jamais cessé d'être récompensée et primée à l'international.

« Quand j'ai lancé Millésime Chocolat, je ne m'étais jamais imaginé que ça prendrait une telle ampleur au fur et à mesure des années. Signer ce contrat avec ce nouvel importateur/distributeur est pour nous une véritable aubaine. Cela va nous permettre de nous faire une place sur un nouveau marché et qui sait de fournir du chocolat à la reine d'Angleterre. Le succès de notre marque repose avant tout sur le travail de toute une équipe qui chaque jour s'investit à mes côtés pour faire rayonner notre savoir-faire », souligne Jean-Christophe Hubert, artisan chocolatier et fondateur de Millésime Chocolat.

Ce nouveau contrat signé avec importateur et distributeur basé au Royaume-Uni, The House of Sarunds, leur ouvre de nouvelles portes sur le marché. The House of Sarunds est considéré comme le plus grand fournisseur de chocolats et de confiseries de qualité supérieure aux commerces de détail indépendants et aux services de la restauration au Royaume-Uni. Au-delà des milliers de revendeurs qu'il fournit, l'entreprise fait également partie des fournisseurs de Buckingham Palace.

Fondé il y a plus de 25 ans par Peter Martin, The House of Sarunds n'a jamais cessé de se développer et aujourd'hui l'entreprise occupe plus d'une soixantaine d'employés.



À propos de Millésime Chocolat

Millésime Chocolat est une manufacture belge artisanale de chocolat bio Bean to Bar, de la fève à la tablette.

Issu d'un terroir, d'une zone géographique bien précise, leur chocolat est millésimé et donc produit en quantité limitée.

À l'image de ce que l'on peut faire avec le vin, le cœur de leur démarche est de travailler exclusivement des fèves issues de plantations et de terroirs d'exception, pour mettre en valeur leurs caractéristiques. Ils ne mélangent ni les récoltes, ni les régions, ni les millésimes et l'ensemble de leur production est certifié bio.

La manufacture maîtrise entièrement le processus de transformation des fèves de cacao brutes, depuis la torréfaction jusqu'à la confection des produits finis dans le respect des processus de fabrication d'antan.

Pour de plus amples informations : www.millesime-chocolat.be

À propos de Jean-Christophe Hubert

Historien de l'art, épicurien dans l'âme, mais avant tout passionné de chocolat, c'est tout naturellement que Jean-Christophe Hubert se lance dans l'aventure du « Bean to Bar » en créant Millésime Chocolat en octobre 2017.

Après avoir suivi des cours de chocolatier-confiseur, il poursuit son cursus à la découverte du monde du chocolat au CIRAD (centre consacré à la recherche agronomique pour le développement en analyse sensorielle du chocolat et en expertise du cacao) à Montpellier et au Fine Cacao and Chocolate Institute de New-York.

Plongé dans le monde du Bean to Bar, de la fève à la tablette, Jean-Christophe Hubert se prend au jeu et va même plus loin... Tout comme dans l'univers viticole, il travaille exclusivement avec des fèves de cacao issues de plantations et de terroirs d'exception sans mélanger les récoltes ni les millésimes. Il produit son chocolat dans le respect des savoirs ancestraux et des processus de fabrication d'antan. Des piliers et des valeurs clairement défendus par la marque Millésime Chocolat.

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