

14 Chambers based in Belgium

19 Chambers based abroad

131 countries covered

> 5,000 members

> 400 activities per year

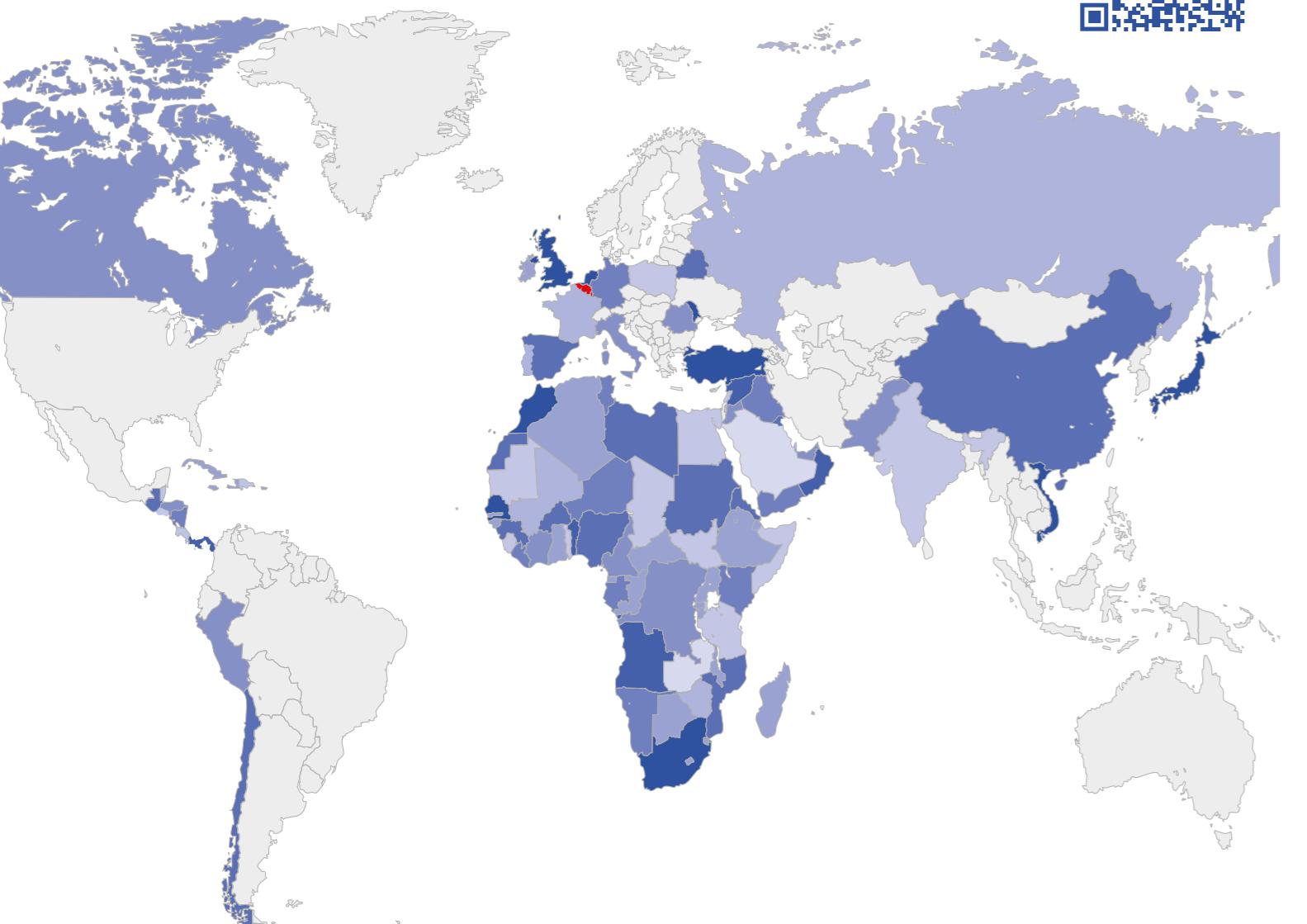
> 20,000 participants



#### ACCREDITATION

To guarantee that the Belgian-Luxembourg Chambers of Commerce abroad offer high-quality services, comply with strict good-governance standards and exercise their mission in a spirit of collaboration, the Federation of Belgian Chambers of Commerce and the Luxembourg Chamber of Commerce have put in place an accreditation programme. Only Chambers that meet the criteria of the accreditation programme can join the BLCCA network and use the accreditation logo.

#### BLCCA COUNTRY DETAILS



#### ICC – World Chambers Federation

- The voice of business on the global scene
- Connects 12,000 Chambers of Commerce across the world

#### EUROCHAMBRES

- Represents the interests of 20 million European businesses with the EU decision makers in Brussels
- Brings together 1,700 national, regional and local Chambers of Commerce in 43 European countries

#### Conférence Permanente des Chambres Consulaires Africaines et Francophones

- Unites 600 Chambers in Africa, Belgium, France, Luxembourg and Canada
- Contributes to the private-sector development in Africa through joint projects, exchanges and coaching programmes

#### Federation of Belgian Chambers of Commerce

- Association of Belgian Chambers of Commerce in Belgium and abroad
- 28,000 members, accounting for 60% of private-sector employment and 90% of exports
- 13 local Chambers of Commerce and Industry in Belgium:
  - Defending the interests of their members
  - Striving for an environment that encourages entrepreneurship as a source of social and economic well-being
  - Supporting companies at every stage of their lifecycle: start-up, growth, international expansion etc.
  - Using peer learning as a tool to help members grow and develop

Federation of Belgian Chambers of Commerce

✉ blcca@belgianchambers.be  
🌐 www.belgianchambers.be  
LinkedIn: Belgian Chambers  
Twitter: @BelgianChambers

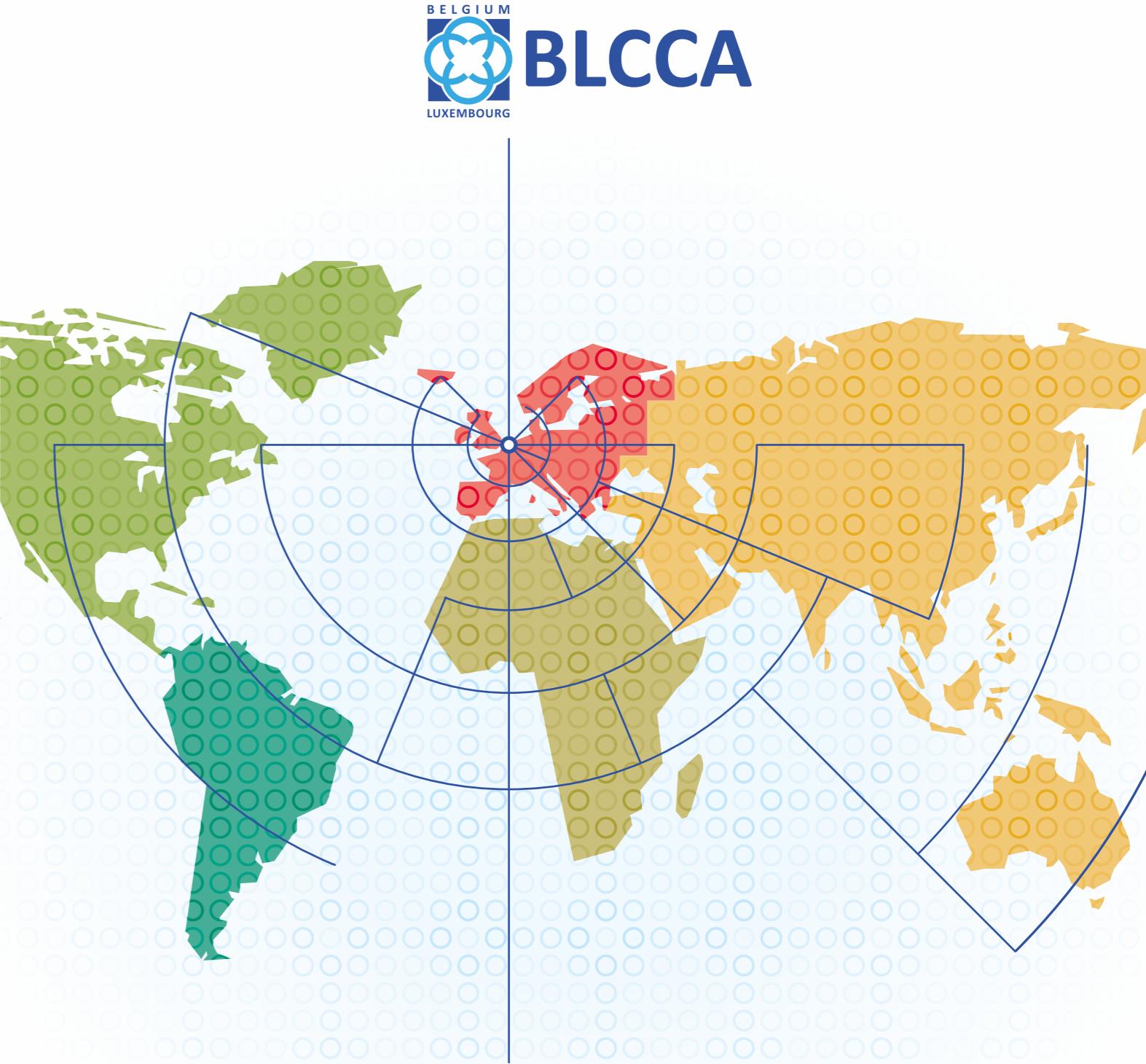


#### Luxembourg Chamber of Commerce

- Professional Chamber and public institution encompassing all sectors of business in Luxembourg other than agriculture and crafts
- 90,000 affiliated members, accounting for 75% of total employment and representing 80% of GDP
- Missions:
  - Joining the legislative process by preparing opinion statements
  - Promoting the spirit of enterprise and the creation and development of businesses
  - Promoting foreign economic and commercial relations
  - Fostering a system of education and training that meets the needs of businesses

Luxembourg Chamber of Commerce

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# Conquer the world

with the Belgian-Luxembourg Chambers of Commerce abroad

## WE KNOW WHAT IT MEANS TO BE IN BUSINESS

The Belgian-Luxembourg Chambers of Commerce abroad (BLCCA) are **private** business organisations. They are made up of business people and entrepreneurs who know what it means to **run a business**, hire staff, find clients, deal with public administrations, work with agents and so on. They have to prove themselves every day. Their experience is essential to newcomers on the market looking for **tips and advice**, but it also serves long-established entrepreneurs who want to compare their experiences with those of their **peers**.

The BLCCA work hand in hand with the Chambers of Commerce in Belgium (Beci, CCI, Voka) and Luxembourg. They both offer you a **sounding board**, help you with practical issues when exploring new markets and support you when you expand your business abroad.

The BLCCA complement the network of official representatives of Belgium and Luxembourg abroad. Together with our **federal and regional diplomats** who maintain excellent contacts with foreign public authorities and help you with your partner search, they put Belgium and Luxembourg on the map.

The BLCCA come in all shapes and sizes. Some are larger than others. Some focus more on services, others on seminars and events. Don't hesitate to contact us to find out what a specific BLCCA can do for you.



## MATCHMAKING

To make it abroad you need a business partner: an agent, a distributor, a supplier, an importer, a customs agent... Every BLCCA maintains an extensive network to help you get in touch with potential partners.

### BLCCA services:

- CONNECTS matchmaking platform
- Trade missions
- Group stands at trade shows
- Networking events

*The group stand of the Portuguese-Belgian-Luxembourg Chamber of Commerce at Alimentaria & Horexo 2019 helped us get in touch with key contacts to develop our activities on the Portuguese market.*  
Jordan Doutreluigne, Sales Manager at Mydibel

**Become a member**  
and let us help develop your business abroad



## PRACTICAL SUPPORT

Your job is to explore the market, to find new opportunities, to sell. The BLCCA can help you stay focused on your job and make your trip abroad a lot easier, because they know the country and its customs.

### BLCCA services:

- Assistance with visa procedures
- Translations
- Support during business trips
- Business centre facilities
- Domiciliation services

*The Belgian-Luxembourg Chamber of Commerce in Barcelona helped us solve a tricky power supply issue, allowing us to keep our production up and running and continue to grow.*  
Brigitte Kerremans, Eco Sistema Teblick

*The Pakistan Belgium Luxembourg Business Forum arranged a meeting with the deputy chairman of the Senate, who promised to facilitate business operations and speed up the processing of business visas upon arrival.*  
Sameer Hamid Dodhy, The Indus Basin Company



## KNOWLEDGE SHARING

What are the normal payment conditions? How does this new environmental legislation impact my business? How can I protect my intellectual property rights? Can I discuss politics with my business partner? Being successful abroad starts with a good understanding of the local political, economic, social and cultural environment. The BLCCA can help you in many ways.

### BLCCA services:

- Information and advice
- Seminars and workshops
- Cultural training

*The Chambre de Commerce Franco-Belge network helps us meet with other entrepreneurs and exchange experiences. The seminars on current French-Belgian topics are also very interesting.*  
Patrick Declerck, Managing Director of Decomo

*The Deutsch-Belgisch-Luxemburgische Handelskammer helped us establish our German GmbH and find a local employee, a bank and a fiscal accounting partner. The Chamber also takes care of our payroll administration. It's truly a one-stop shop.*  
Alexandre de Vits, Managing Director of Dock Marine Europe



## BUSINESS DEVELOPMENT

What started with a simple export transaction might become a regular trade flow and could eventually lead to your own subsidiary abroad. What form should this presence abroad take? Where can you find competent staff members? How do you structure your contractual relations? Boost your business abroad with the help of the BLCCA.

### BLCCA services:

- Company registration
- Staff recruitment
- Payroll services
- VAT recovery
- HR and tax consulting

*The Nippon Export Award of the Belgian-Luxembourg Chamber of Commerce in Japan promotes and rewards companies that are developing business between Belgium and Japan. We were honoured to be the laureate in 2014, which was very inspiring for our employees and customers.*  
Jérôme Chouchan, President of Godiva Japan Inc.

*Since we launched in the UK, the Chamber's Club House facilities have surpassed our expectations. They are absolutely superb and have driven a premium perception of our company in the UK, especially with some of our bigger blue-chip customers.*  
Patrick Lynch, VP Business Development UK & IRL at Sentiance



## VISIBILITY

Your company might be well known and established in Belgium or Luxembourg, but what about its reputation in the new market you are tapping into? Wouldn't it be nice if someone could give you that little push to get your name out there as well? Why not contact the local BLCCA to see what they can do for you?

### BLCCA services:

- Business awards
- Belgian weeks
- Chamber magazine, newsletter and website
- Sponsorships

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