



The CCBU at the Kyiv Chamber of Commerce and Industry

Monday April 15, 2019

- MediaCompass Ukraine organizing the 2nd Marine & Cargo Insurance Conference 2019 in Antwerp (Flanders) on May the 8th and 9th at the Radisson Blu Astrid Hotel
- Flanders' sea, road and air carriage & insurance, supply chain and further logistics presence in Kyiv
- Flanders' mobility, marine & cargo logistics and insurance presence in Odessa/Mykolaiv: September the 18th till the 21st 2019
- Triple/quadruple helix cluster study tours for business executives to Flanders for logistics, food, agriculture, horticulture, IT and tech, brain remain, aeronautics, space, cyber and defense security

Antwerp, the Marine & Cargo Insurance Hub of the World

Past:

- 16th century: “the Entrepôt of the (European) World Economy”
- Driving force Antwerp economic and demographic growth: South Germans traders in copper and silver, English merchants in woollen cloth, Italians in silks and spices and Portuguese in African and Asian spices
- Antwerp was a hyper-market for international buying, adding value and selling, e.g. finishing English cloths
- Antwerp (re-)exports English and Flemish cloths to Poland, Lithuania, Hungary and Western Ukraine
- Only 1 place in the world where 1 company issued >3 marine insurance policies every day: De ruysscher
- 20th century: Comité International Maritime based in Antwerp, as a result of the “Brussels Diplomatic Conferences on Maritime Law” (1897) organized for the harmonisation of maritime law and practice
- CMI: Hague/Visby Rules and SDRs (now legislative done by the United Nations’ IMO’s Legal Committee)

Present:

- the Antwerp seat of the global groups is consulted when it comes to precise marine insurance knowledge!



Antwerp, the Marine & Cargo Insurance Hub of the World

- Antwerp is a global player
- Anno 2019: challenges in the Belgian sector of the freight forwarders
- Legal challenge 1: customs compliance
- Antwerp is the marine & cargo centre of excellence in the global companies.
- Terminal liability in relation to megaships and congestion in the ports
- Legal challenge 2: merchant clause
- Legal challenge 3: demurrage/detention

Antwerp, the Marine & Cargo Insurance Hub of the World

- Insurance business is a people's business.
- Insurance is part of the business toolkit.
- Globalization with a network of local people.
- Liabilities and tailor made insurances for the Belgian freight forwarder.
- The freight forwarder as carrier: NVOCC, FIATA Multimodal Transport and House B/L.
- Brexit: local in the minds.
- Threats and opportunities.



Antwerp, the Marine & Cargo Insurance Hub of the World

- Risk management is prevention: protocols to screen all logistic contracts.
- Risks and eager sales people
- Risk management is a matter of culture and training.
- Damp grain
- North Sea vs Black Sea: different approach
- Nearshore windfarms renewable energy
- Marine and cargo insurance is a strategic priority for logistics operators.



Flanders, a European Power in Global Supply Chain

Sustainable – Digital – Agile

- Flanders Gateways: Brussels Airport, the seaports of Antwerp, Ghent, Zeebrugge and Ostend, gates to and from the world, create important economic added value, direct and indirect employment and attract major investments.
- Digitalization: a major driver of renewal enabled by new innovative or disruptive technologies like 3D printing, IoT, augmented reality, big data, robotics and AI, ...
- Sustainability at the core of the organization: a responsibility transformation that strikes at the very heart of the way we do business.
- Omni-channel: e-commerce changes the retail landscape. The online shopper chooses from a continuously growing supply and has little regard for where his product is coming from. A store or web shop offering deliveries matching consumer makes the difference.



Abriso, Flemish extrusion of PE foam, air bubble film and extruded polystyrene for the packaging and building industries

- Factories in Belgium, France, Romania, Poland and Ukraine (independent, paying off initial Flemish investment of some 10 years ago)
- 3/4 group turnover is production of protective packaging materials (e-commerce growth).
- Construction insulation represents 20% group sales (foam enclosures for construction).
- Ukraine: from 70/30 (underlays protection) construction/packaging at the start to 30/70 packaging/construction now
- Brovary (Kyiv region): production + warehouse (some 20 workers)
- Supply chain model: DDP deliveries raw materials Azerbaijan (Socal) & EXW production to wholesalers all over Ukraine



Ahlers, a 100 years old international logistics and maritime service provider in Ukraine

- Ahlers Maritime (vessels), Ahlers Agencies (liner and port agent), Ahlers Forwarding (door to door cargo) & Ahlers Logistics (warehouses)
- HQ in Antwerp, network in 20 countries in Eurasia and Africa, over a 1.000 workers
- 1992 St. Petersburg > Russia, Ukraine, Kazakhstan and Uzbekistan
- “Ahlers Trade Support”: Ahlers acts as “Importer of Record”.
- Kyiv: freight forwarding and customs clearance
- Kharkiv: warehousing and high value transport of raw tobacco and cigarettes Philip Morris
- Odessa: project cargo import and transport (cigarette factories)
- Ukraine: 120 workers (60 blue, 60 white collars), 10% total group turnover



Brussels Airlines, new, straight kid on the Ukrainian block

- The national airline of Belgium that offers the widest choice of flights to and from its base in Brussels airport (Flanders), with more than 90 European and African destinations and daily connections with New York (JFK), 5 times a week to Washington D.C and a weekly flight to Toronto (Canada).
- The airline was founded in 2006 as the spiritual successor of Sabena and has been since rewarded on several occasions for its punctuality and quality service, carrying annually nearly 6 million passengers
- One of the Lufthansa Group companies, that has around 3900 employees, and is partner in the Star Alliance
- From October 2018, Brussels Airlines connects Brussels 4 times a week with Kyiv
- Luggage included in the fare



Dhollandia, the European market leader for tail lifts in Ukraine

- Nr. 1 in Europe with more than 50.000 passenger, goods and special applications lifts per year, more than 750.000 since the start in 1968
- Standard cantilever, slider, fold-away, column, van lifts for all transport applications, in all types of materials, in various dimensions and for loading capacities from 150 kg to 32.000 kg
- Production facilities in 5 countries, network in more than 70 countries over 6 continents
- Vertical integration: +90% mechanical, hydraulic and electrical parts are made in-house
- In Ukraine > 10 years, despite small market (5/6.000 new trucks vs. 700.000 in EU)
- Brovary (Frisomat) building: mainly repairs
- Higher quality protective apparel (bullet proof clothing, workwear, ...)



Frisomat, Flemish cold-formed steel prefab buildings in Ukraine

- Designs, develops, manufactures, transports, assembles and services after-sales buildings of prefabricated cold-formed (galvanized) steel
- Cold-formed steel prefabs: 30% less steel, easy to transport and assemble and low maintenance/no painting, yet they are robust and sustainable
- Production plants in Belgium (85% export), Russia and Brazil and 20 subsidiaries
- 450 workers over 100 countries, 35.000 steel construction projects worldwide
- Ukraine started in 2004, some 25 workers (4/5th blue collars), over 100 buildings
- Warehouses, offices, hangars, conference hall Verkhovna Rada of Ukraine, ...
- Flemish for Flemish: Granex Cherkassy (potatoes, onions, carrots), Dhollandia (hydr. lifts)



Gosselin, a Flemish Eurasian removals specialist in Ukraine

- Since 1930, international moving/mobility, logistics and relocation services in 34 Eurasian countries
- Moving practically everything: households, excess baggage, pets, vehicles, works of art, ...
- In all countries an office offering full freight forwarding services for road, rail, air & sea and customs clearance, at the Antwerp HQ consolidating inland container terminal activities
- Allover 200.000 m² – 48 warehouses with handling, packing, distribution and unpacking
- Dutch origin Gosselin in Ukraine: 1994, rebranding some years ago, now 600 m² at “Rapid” (Chamber for JSC Kiev Production Company “Rapid”: EU cabotage international delivery)
- Top 3 in Ukraine, 6 workers for territory from Black Sea to Belarus, from Slovakia to Russia
- In Summer mostly families, outside Summer mostly corporate and diplomatic projects
- Complexity & innovation shift, e.g. “Gosselin” white 5-layer protective carton, digitalization



Jan De Nul, Flanders shaping water and land allover the world, Ukraine being important stake in it

- From large dredging and reclamation projects at the edge of water and land over complex offshore services for both fossil and renewable energy sectors to all possible civil and environmental works onshore
- One of the few majors, offering the world's most modern and most diverse fleet, supplying the dredging equipment to the shipyard, having the newest and most advanced technologies on board, investing continuous in innovative technology and in-house engineering, and still completely net debt-free and at a leading sector level of profitability (EBITDA margin of 21%)
- Turnover flirts with 2 billion euro, 72% is maritime, dredging and offshore, 24% civil and 4% environmental activities
- Ukraine: seaports and channels (public: "ProZorro")



Reynaers Ukraine (Aluminium), a Flemish importer, landmark producer and distributor in Ukraine

- Leading European specialist in development and marketing of innovative and sustainable aluminium solutions
- Windows, doors, curtain walls, sliding systems, sun screenings and conservatories
- Standard and tailor-made solutions for residential, commercial and industrial projects
- Over 2.200 workers in more than 40 countries
- Brovary (Kyiv region): 8.000 m² warehouse + 2.000 m² production (80 workers)
- Kyiv landmarks: Borispil International Airport, Olympic Stadium (Euro 2012), 34-story class A Parus (“sail”) Business Centre, 35-story office/16-story mall building Gulliver (UA highest)



SESVanderHave, Flemish sugar beet tradition becomes innovation in Ukraine

- Since 2005 French family enterprise owned, a global market leader in the sugar beet seed industry
- From developing new resistances and varieties through to the final blue sugar beet seed processing in the factory
- 600 workers worldwide, specialists, from lab assistants to machine operator, selling 360 varieties in more than 50 countries
- Start'Up priming to "activate" the seeds, for faster and more uniform field germination
- ALS technology is an effective alternative to weed control in sugar beet.
- In Brovary (Kyiv region) is one of the three high-tech beet processing factories, next to the one at the HQ in "sugar capital" Tienen (Flanders) and one in Russia.



Sioen Industries - Membrana, a Flemish world market leader in Ukraine

- Sioen Industries: coating, apparel and industrial applications
- The world market leader in coated technical textiles and technical apparel
- Over 5.000 workers and a revenue of over 500 million euro
- PVC and polyurethane coated fabrics applications (lower weight follows higher price)
- Tarpaulins, covers and curtains for trucks, railway cars, river barges, port and warehouse storage, construction, ...
- Higher quality protective apparel (bullet proof clothing, workwear, ...)
- Inflatable tents

Mission HKVO (Flanders Chamber of Commerce for Ukraine)

An association of Working & Paying Members

Creating

Added Economic and Social Value on an Enterprise Level

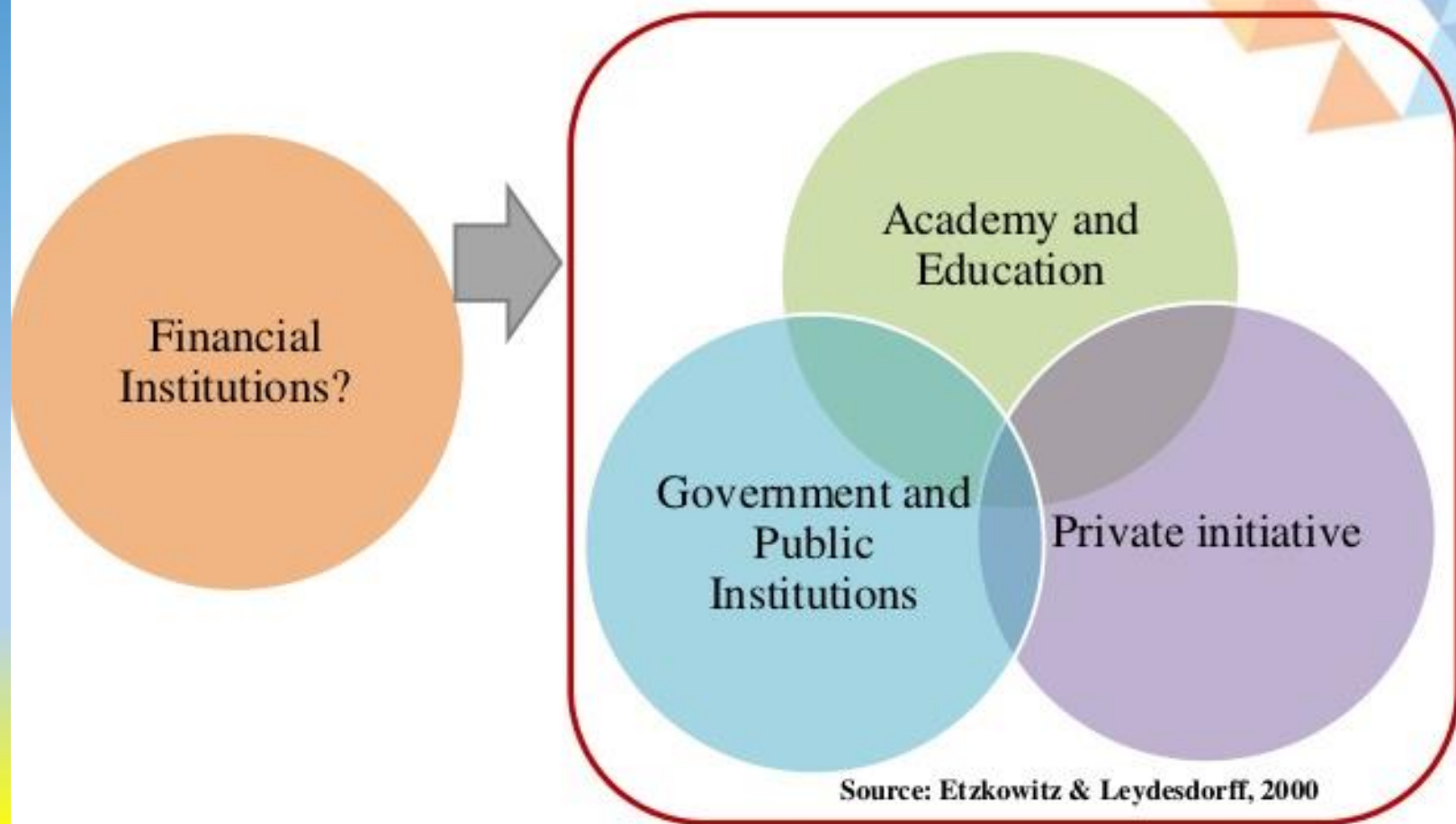
in a Reciprocal Manner

out of its Bilateral Pooling for Multilateral Quadruple or Triple Helix Clustering of various Industry Ecosystems

thereby Facilitating:

1. Information and detailed Roadmaps,
2. Net and (tailor made) Cluster Works,
3. Export, Import, Cross Trade and Investments,
4. Innovative, Sustainable, Ethical and Socially Responsible Entrepreneurship,
5. Advocacy of Members, also by Lobbying their Interests with Governments, Knowledge Centers and other Stakeholders.

Triple Helix Model





Imbix study tour Brussels: Modern concepts of competitiveness: business and broader systems EU/Belgium/Flanders November 6 - 10, 2017

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Legend Triple Helix

company
government body
knowledge center

CCBU Triple/Quadruple Helix Study Tours In 2019

- October 20/26 – Agriculture, Horticulture, Food & Logistics
- November 3/9 – Tech, Gaming, IOT, VR, AR, XR, AI & ML, Cyber Security & Brain Remain
- November 18/23 – Aeronautics, Space, Security & Defense Industries



CCBU Conferences & Missions Out Programme 2019

- April 15 KYIV – Logistics, Supply Chain, Marine & Cargo Insurance Presentation (Kyiv CCI): FLANDERS
- April 16/18 KYIV – Trees, Plants & Flowers (Conference & Flower Expo Ukraine): FLANDERS
- May 8/9 ANTWERP – 2nd Marine & Cargo Insurance Conference (Radisson Blu Astrid hotel): FLANDERS
- May 28 ROTTERDAM – 2nd annual Ukrainian Agro-Industrial & Food Forum (Mainport hotel): UKRAINE
- September 18/20 ODESSA – International Black Sea Transport Forum “Trans Expo Odessa”: FLANDERS
- October 8/11 KYIV – Security & Defence: Bilateral Pooling for Multilateral Competitiveness: BELGIUM
- November 8 BRUSSELS – Nearshoring Tech, IOT, VR, AR, XR, AI & ML & Cyber Security: UKRAINE



”The League of the Mixed Chambers of Commerce of the Smaller Eurasian Countries” For an effective, efficient and fair match.

- Leitmotiv: bilateral pooling aiming at multilateral quadruple and triple helix clustering leads to competitiveness and growth for all industries.
- Helix clustering creates a broader, more effective and more efficient network for the SME, with easier access to applied academic and R&D knowledge of universities and other centers, to competitor benchmarks and industry winners and government bodies that oil the interaction.
- Multilateral clustering is already in the mixed Chambers of Commerce BeNeLux – Ukraine and BeNeLux – Georgia & the Flemish - Kurdish Chamber of Commerce + the holding entrepreneurial association Jacaré, whereas all working Members of these associations are mutual.
- The payment of the membership fee of one association allows free membership of the other. Only one basic full membership fee of a couple of hundred euro's per year for targeted intelligence searching and intense networking in three different mixed Chambers of Commerce for different territories + access to the global trade and investment information of Jacaré, with affiliations in the USA, Brazil, Paraguay, Australia and Sri Lanka.
- The different mixed Chamber of Commerce network, pool and cluster but do not offer consultancy services. For legal, market, HR, office registration, web and all other advise, specialists daily in the business can be recommended. No consultancy by the mixed Chambers of Commerce: offering consultancy services by a non profit association is simply not fair to the experts who have to earn their income out of their taxed work. Nearshoring, local Ukrainian, Georgian or Kurdish advise is preferred by equal quality, over other.
- Board Directors of the 4 different associations are socio-economic professionals, often with a lifetime experience in worldwide industries, trade and services, who are solely acting as non remunerated volunteers. In no way they go for their own benefit.
- The matches they create however pay the operational cost of the associations. The Directors are C-suite: they go directly and only for the match.
- A broader network, first Flanders, then Belgium, to come to Belgium Luxembourg and The Netherlands in mutual approach for and with the smaller “trying-harder” Eurasian countries.



The HKVO/BUCC/CCBU “Chamber” CSR Policy

- The Chamber is a fully representative, bottom up organized mixed Chamber of Commerce of some 200 paying Members with regular input of General Assembly (25 working Members) and Board (8 Directors).
- The Chamber applies a strict CSR policy: NO direct and indirect private favors, NO political or religious interference, NO illegal or even competitively unfair services offered, NO new Members unless with a different focus and YES checks and balances in functions of President, Treasurer, Secretary and MD, Directors having defined tasks as parts of a mutual accountable college.
- Chamber has the one USP of TRANSPARENCY, a fully open attitude by putting Members, policy, rulings, year programs, expense and income statements and all subsidized actions and meetings on www.ukrcham.net , and the Chamber advocating the triple and quadruple helix clustering in different business ecosystems for which openness is crucial.
- The Chamber is not accredited by the Federation of Chambers of Commerce and Industry of Belgium and the Belgian - Luxembourg Chamber of Commerce Abroad: the Chamber is a Flanders, Belgium, Luxembourg + The Netherlands Chamber of Commerce (first Flanders mixed Chamber and first Benelux mixed Chamber).
- Accreditation is legally not mandatory in Belgium (and the Grand Duchy of Luxembourg being one union).
- Accreditation is only possible at the level of Belgium, not at the level of Flanders or the other Belgian regions, or at the level of the Benelux. The different names of the Chamber are legally protected in the whole of Belgium.
- Over 27 years, accreditation has never been asked for by working and paying Members, socio-economic professionals and enterprises.
- Remark: national and regional Chambers of Commerce and Industry are to be ICC recognized (UCCI?), no accreditation is hereby foreseen.