

Laurie Goodall
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# Alternative Markets Unlocked: Flanders your gateway to the EU



# FLANDERS INVESTMENT & TRADE

A regional development agency with HQ in Brussels and local offices across the world, including London

Help Flemish companies exporting across the world

Support UK companies with the EU expansion endeavours by establishing themselves in Flanders







Oriane Yehoshua, Investment Advisor

Taiana De Ruyck-Soares, Project Manager (Maternity Cover)

Astrid Geeraerts, Head of Investment





### **Speakers Today:**

Sultan Demir, Logistics Expert, Flanders Investment & Trade

Faye Hamann, Operations Director, Sample Logistics

Justin Atkin, UK & Ireland Port Representative, Port of Antwerp-Bruges







# Thank you for listening today!

Any questions, please email one of our team:

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FLANDERS
INVESTMENT
& TRADE



# Flanders:

Your business solution for European logistics & distribution

# Distance to market Europe's logistics hub



international ports

Port of Antwerp-Bruges North Sea Port Ghent Port of Ostend



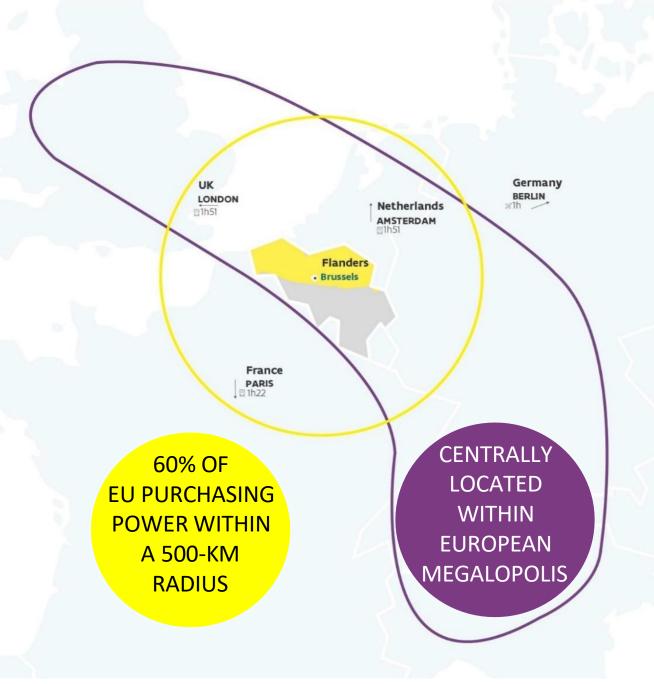
656

European distribution centers



4 international airports

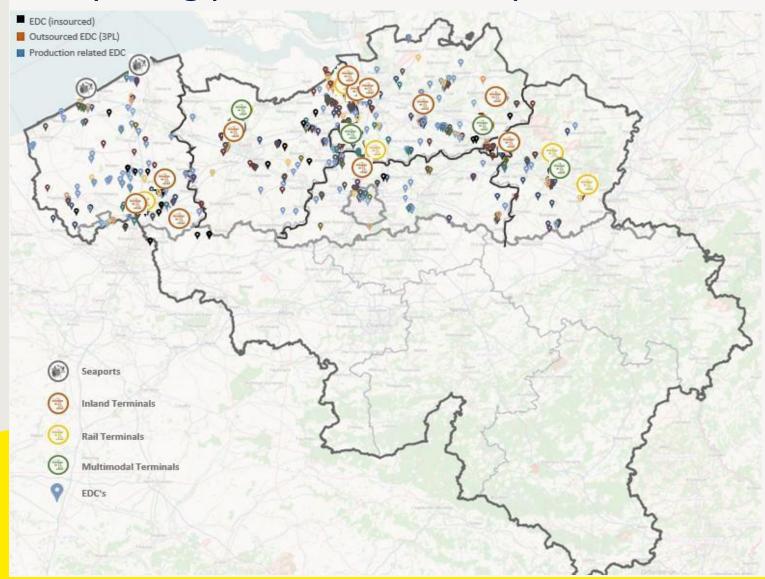
Brussels Airport | Ostend-Bruges Airport Antwerp Airport | Kortrijk-Wevelgem Airport



# Flanders' infrastructure connects your business to the world



# **Expertise & know-how in European distribution**Preparing products for European markets



European Distribution Centers (EDCs) everywhere

The highest density of EDCs in Europe: 5 EDC/100 km<sup>2</sup>

# **Logistics powerhouse** 650+ European Distribution Centers

















SUMITOMO WAREHOUSE

















































KUEHNE+NAGEL







Atlas Copco





















**GIGLS** 





Samsonite





















### 5 scenarios for setting up logistics



#### **Scenario 1**

Market intelligence & representation office



#### Scenario 2

Storage of stock of goods



#### **Scenario 3**

Value-added logistics & services



#### **Scenario 4**

European
distribution center
& regional
warehouse



#### **Scenario 5**

Fully fledged
European hub:
holding, regional
HQ & treasury

# Choosing the right setup







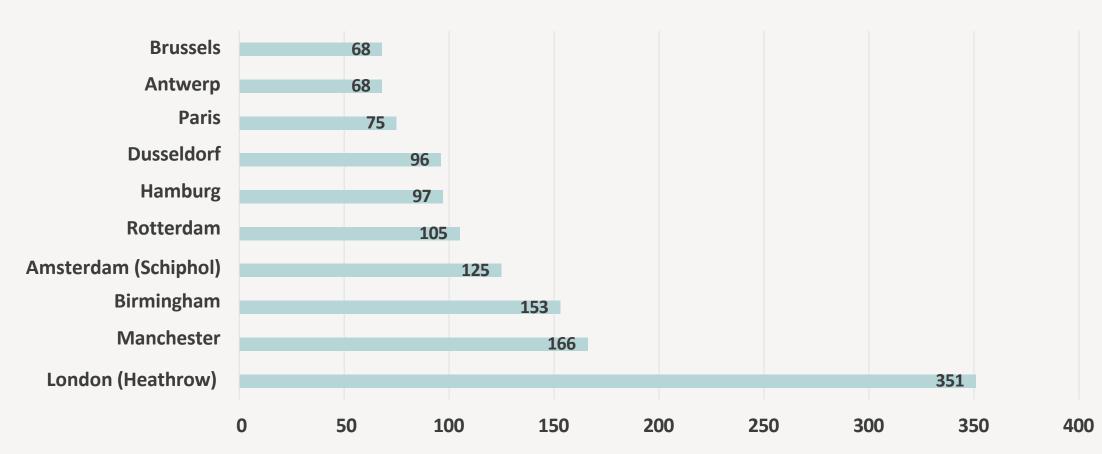
Own warehouse

Local 3PL Partnership

Hybrid model

### **Competitive warehousing solutions**





# Local 3PL Partnership Your industry

#### **Fashion & E-commerce Logistics**



### Pharma & Healthcare Logistics



Non limitative list

#### **FMCG & Retail Logistics**



#### **Perishables & Frozen Food Logistics**



#### **Automotive Logistics**



#### **Chemicals Logistics**



# **Bonded warehouses**Streamlining cross-border trade

Secure storage facilities where imported goods can be stored without paying import duties & taxes until the final destination of the goods is known.

#### **Key features**

- Usual forms of handling
- Unlimited storage period
- License required
- Types:

Public bonded warehouse: type I, type II & type III Private bonded warehouse



# Fiscal representation Optimise your VAT flow

Appointing a local 3PL (or a customs agent) as a fiscal representative to manage tax reporting & payments for businesses established outside of Belgium that wish to conduct business within Belgium.

#### **Key features**

- Simplified VAT compliance & No VAT prefinancing,
- Time savings & resource efficiency,
- Focus on core business activities,
- Smooth international trade:
  - Cross border delivery: Import in EU via Belgium followed by an intra-community delivery
  - Domestic delivery: Import in EU via Belgium with Belgium as the final destination



# VAT at import: deferral scheme License ET 14000 for usual importers

A Belgian customs authorization allowing businesses to defer the payment of VAT at import to the periodic VAT return.

#### **Key features**

- No pre-financing of VAT at customs
- Improved cash flow
- Reduction of administrative burden
- Faster customs clearance
- Valid for an unlimited time

# Flanders: Tap into a solid logistics potential

Efficient customs & Trade facilitation

Highly integrated infrastructure

Competitively priced international shipments

Expertise & know how in European distribution

Proximity & access to target markets

Competitive real estate prices

Advanced warehousing & logistics facilities

Industry specialization

### **Expanding into Europe?**

Start with Flanders – and let Flanders Investment & Trade support your journey!

#### **Our services**

- Comprehensive business support: Guidance on infrastructure, site selection, legal and logistics settle tailored to your needs.
- Valuable connections & community: Build relationships with key industry figures and become part of Flanders' vibrant logistics network.
- Confidential & cost-free assistance: All support is delivered in confidence and entirely free
  of charge.

# THANKYOU

Ms. Sultan Demir

Deputy Director Inward Investment

Government of Flanders
FLANDERS INVESTMENT & TRADE

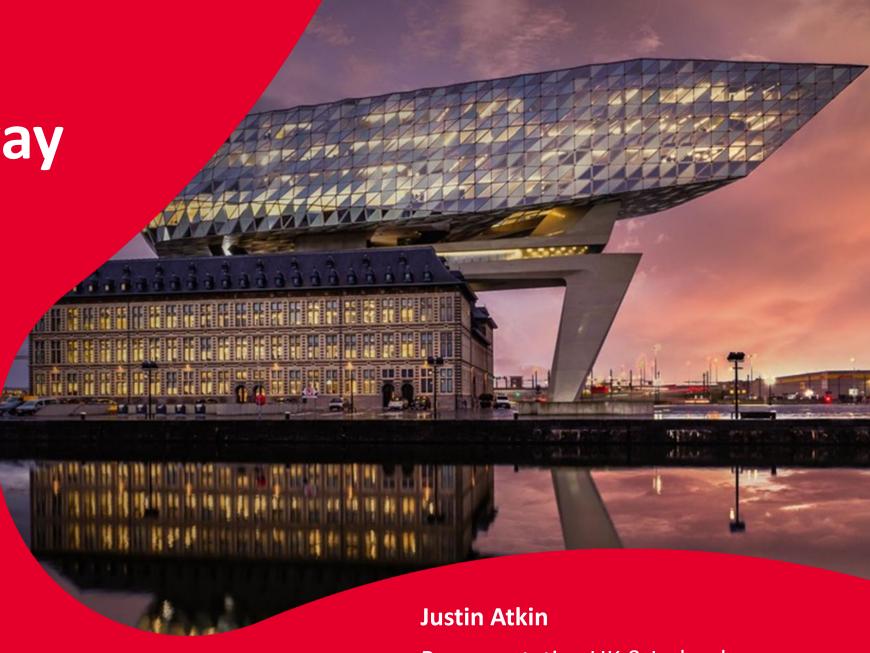
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Flanders: The EU Gateway



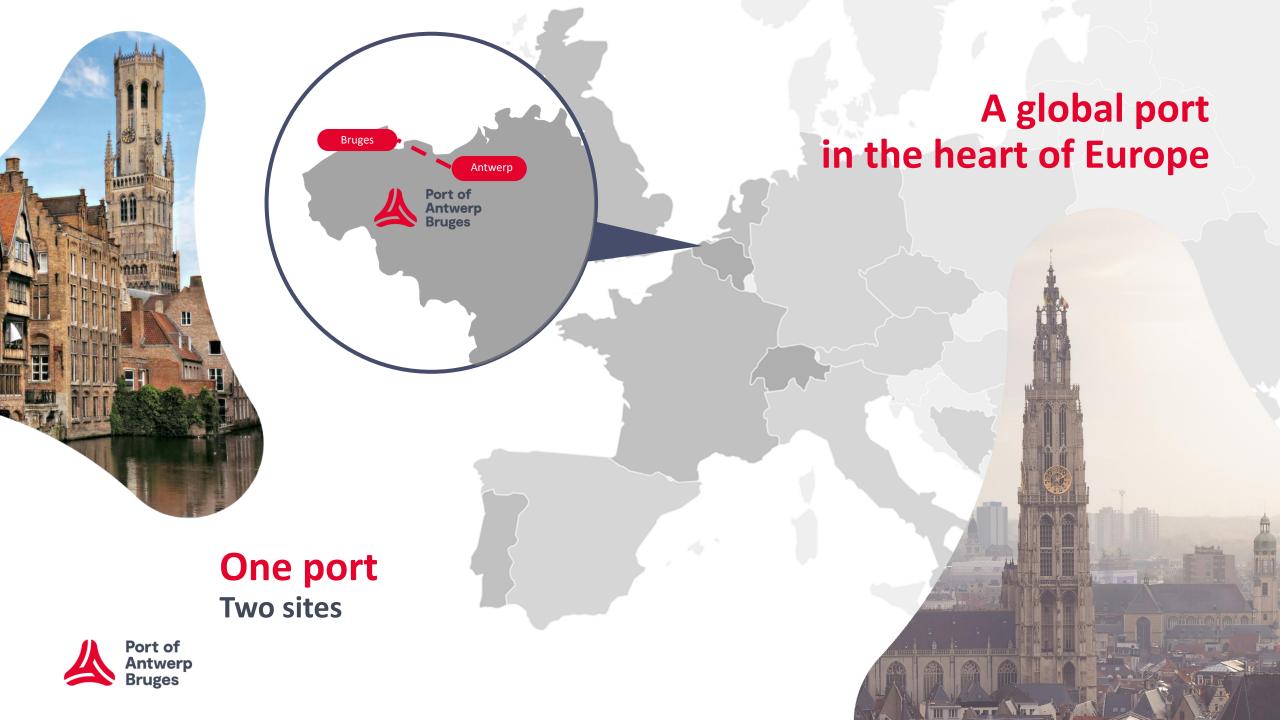


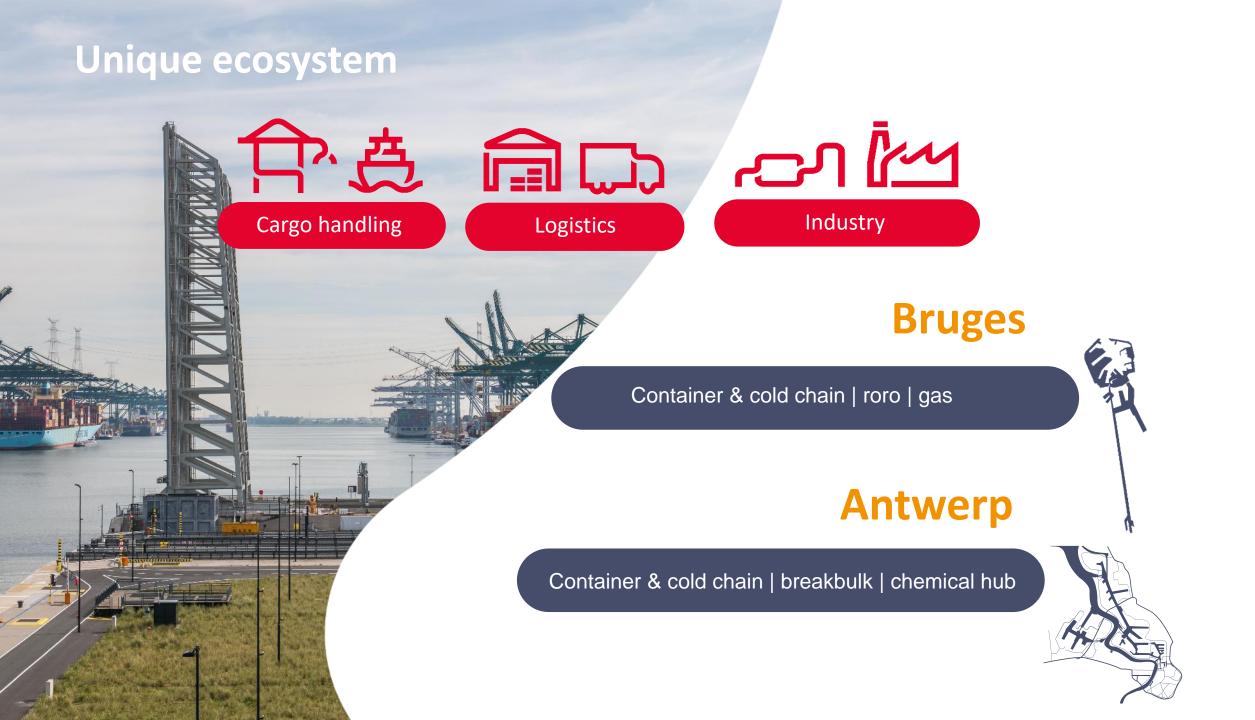
Representative UK & Ireland

Who are we?













#### **Transport**

Cargo



20,195 seagoing vessels pa



Main chemistry hub in Europe

15% of the EU gas market



60k barges pa



Largest car handling port in Europe

3.2 million new cars pa



42k loaded cargo trains pa



Largest container port in Europe



1,000 km pipelines



187 cruise vessels 1 million passenger movements pa

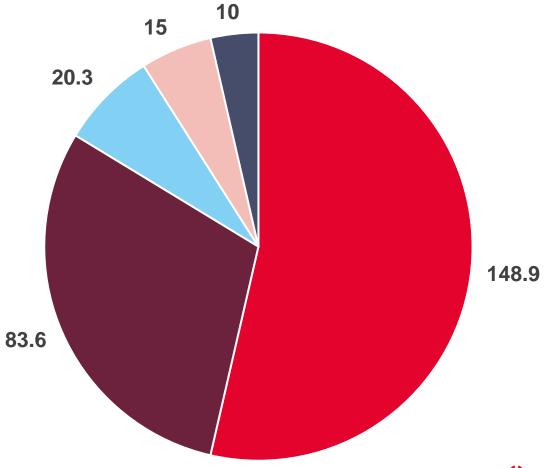


Expertise in **breakbulk** 











Integrated supply chain

offer

cold chain

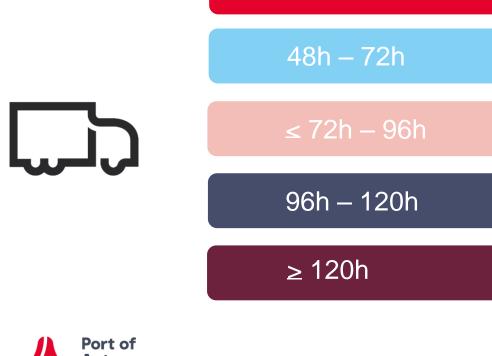




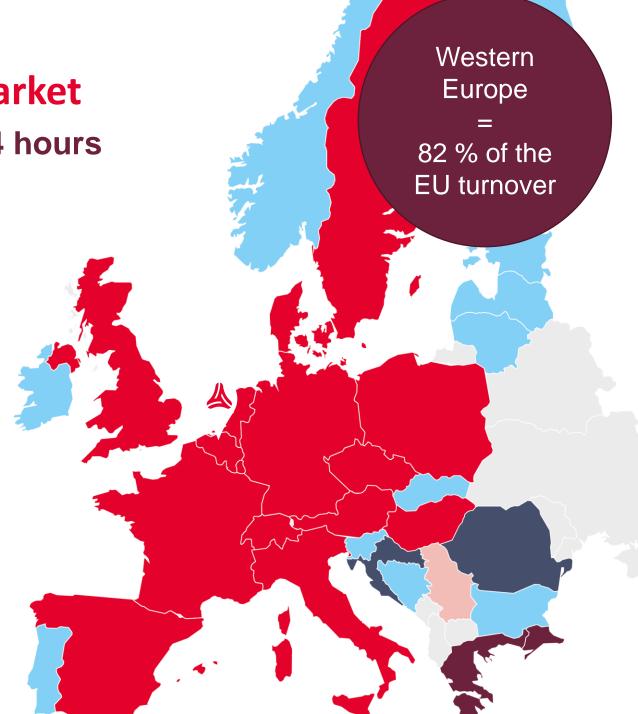


Main markets can be served within 24 hours

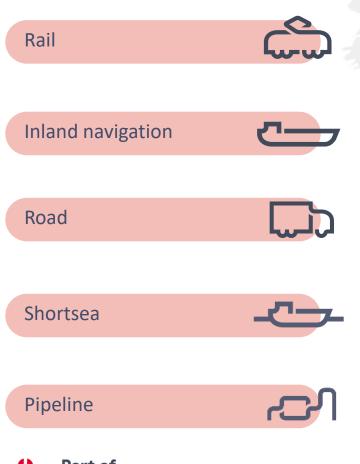


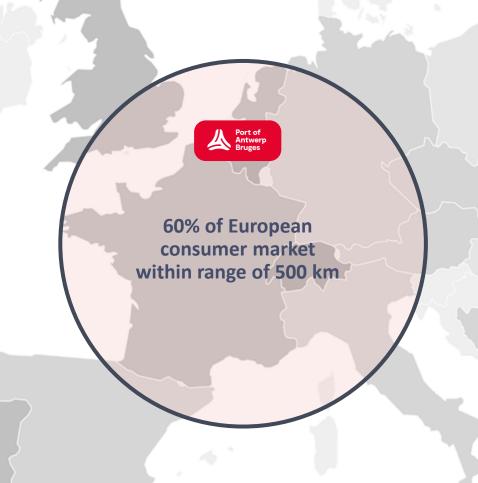






# Multimodal gateway to the European hinterland











Dublin (containers, RoRo and LoLo)	Cork (containers, RoRo and LoLo)	Rosslare (RoRo)
BG Freight → Antwerp	CLdN → Bruges	Finnlines → Bruges
CLdN → Bruges	CMA CGM → Antwerp	
CMA CGM → Antwerp/Bruges	Eucon → Antwerp	
Cosco → Antwerp	MSC → Antwerp	
Eucon → Antwerp	BG Freight → Antwerp	
Evergreen → Antwerp	Grimaldi → Antwerp/Bruges	
MSC → Antwerp		
X-press feeders → Antwerp/Bruges		
OOCL → Antwerp		

### **Location in the heart of Europe**

#### Closer to the fresh markets





#### **Perishables**

Distance to consumption centres (in km)

	Till	ANT-BRU	HAM	RTM
F	Rungis	366	903	456
	Chateau Renard	490	1023	620
	Bordeaux	938	1475	1028
	Perpignan	1220	1580	1311
NL .	Venlo	151	409	191
	Barendrecht	86	501	9,2
	Amsterdam	160	468	77
D	Duisburg	179	378	223
	Keulen	222	413	282
	Ludwigshafen	424	570	502
	Frankfurt	413	489	475
	München	780	769	842
СН	Basel	623	811	725

### **Connect Ireland and Europe with Routescanner**



**Transparancy** 

**Connectivity** 

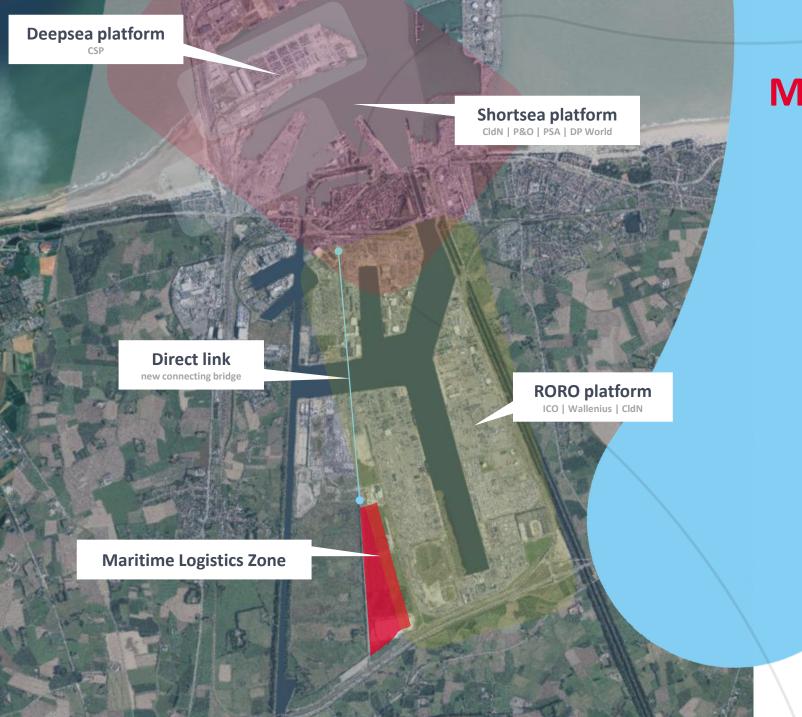
**Sustainability** 

**Access to markets in Europe** 

Plan your route | Port of Antwerp-Bruges







# **Maritime Logistics Zone**

Benefit from Maritime
Logistics Zone's prime location
for connectivity to the UK,
Ireland, and continental
Europe.

Enablers, requirements and actions

Green Shipping Corridors



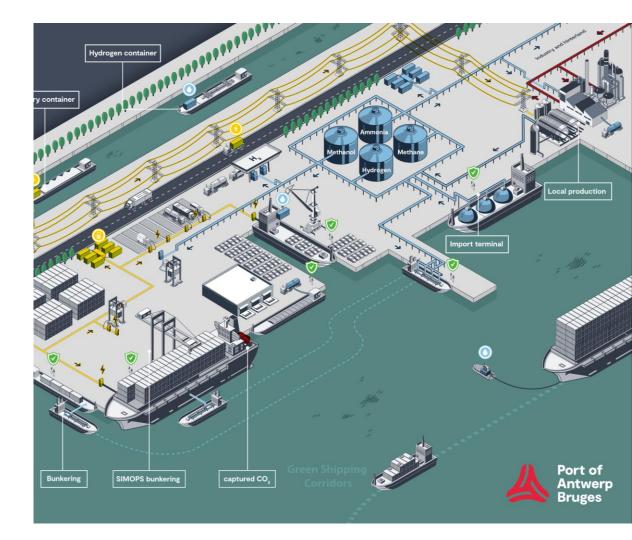
Port of

**Antwerp** Bruges



### **Building blocks of a Green Shipping Corridor**

- 1. Start with a definition and scoping
- 2. Cross-value-chain collaboration
- 3. Geographical and logistical scoping
- 4. A viable fuel pathway
- 5. Customer demand
- 6. Policy and regulation
- 7. Learning while doing





### **Green Shipping Corridors (GSC)**

Stepping stone for the adoptation of alternative fuels

- → Antwerp-Bruges to Montreal one of the **first GSC's** worldwide
- → Belgium-Sweden corridor for ammonia powered vessels (DFDS)
- → EU Network **methanol** powered feeder vessels (X-Press Feeders)
- → Exploring potential new corridors, with ships sailing on zero and low carbon fuels







Faye Hamann, Operations Director Sample Logistics

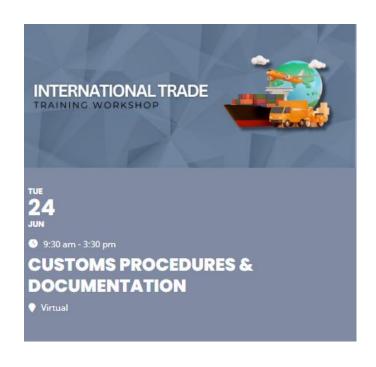
# Have we missed any questions?





# **Upcoming Events**







# Thank you





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