

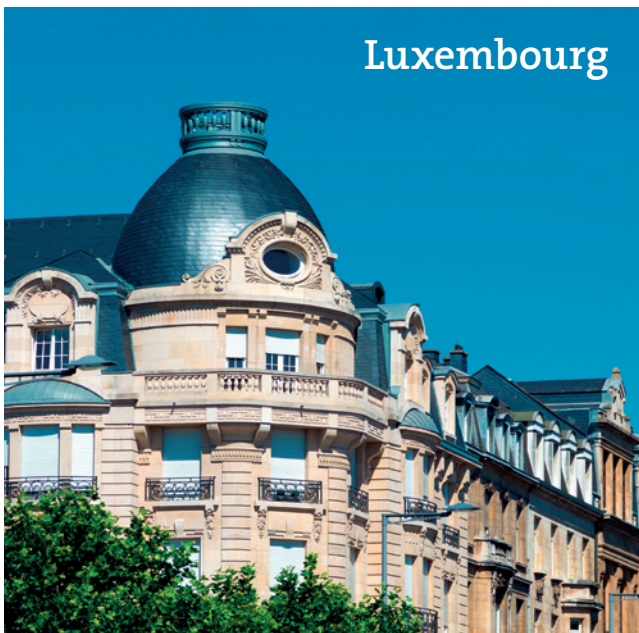


Luxembourg
trade mission to
SPAIN

9-11 June 2015



Luxembourg



A JOINT-VENTURE
FOR MUTUAL BENEFIT



Spain

ORGANISERS
AND OFFICIALS

CHAMBER OF COMMERCE of the Grand Duchy of Luxembourg



Carlo THELEN
Director General



Violaine MATHURIN
Advisor - International
Affairs

The Chamber of Commerce is a public institution encompassing all sectors of business (except agriculture and the skilled craft industry) representing the interests of all self-employed individuals, commercial companies, and branches of foreign companies established in Luxembourg. Today, the Chamber of Commerce has more than 50,000 affiliated members, representing 75% of total employment and 80% of GDP.

The 6 operational missions of the Chamber of Commerce are:

- Involvement in the legislative procedure
- Promoting 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
- Providing services to business and the general public
- Informing the public and stimulating debate as partner of the market economy (think tank and proposals of policy)



// Chamber of Commerce

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CLUSTER FOR LOGISTICS



Malik ZENITI
Cluster Manager

Logistics is one of the sectors that the Government aims to develop within the framework of its economic development policy and therefore encourages all initiatives that strengthen Luxembourg's position as intercontinental logistics hub in Europe. The Cluster for Logistics Luxembourg asbl fits perfectly into the Government logistics action plan. The Cluster's missions are the following:

- The Cluster serves all its members as a neutral coordination, information and communication platform.
- The Cluster represents the interests of all its members by expressing common positions in relation with the future development of Luxembourg as logistics hub.
- The Cluster drives its members to innovate and develop their logistics skills as a main factor of competitiveness.
- The Cluster acts to increase the recognition of logistics in Luxembourg and promotes Luxembourg as a logistics hub abroad. To reach these objectives, the Cluster has federated all institutional actors and private enterprises around different axes of competence.

The Cluster does not only focus on logistics companies but also welcomes enterprises making use of logistics services. The Cluster for Logistics brings together representatives from logistic companies, shippers, public research centres and institutions. They pursue the aim to strengthen Luxembourg's position as a major European logistics hub – especially for high added value services.

The Cluster for Logistics is member of the European Logistics Association along with thirty other national logistics associations from all quarters of Europe.

// Cluster for Logistics

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LUXEMBOURG EMBASSY IN MADRID



Jean GRAFF
Ambassador



Monique MARTINEZ
Director of FEHL

The Luxembourg Embassy in Madrid supports the interests of the Luxembourg business community in Spain and promotes trade and business between Spain and Luxembourg, working closely with the Foro Económico Hispano-Luxemburgués (FEHL) whose mission is to organise events such as seminars, conferences, and taking part in international trade fairs.

The Embassy and the FEHL are at the disposal of the business community to discuss all relevant economic matters and to provide assistance and advice.

// Luxembourg Embassy in Madrid

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MINISTRY OF THE ECONOMY



Vera SOARES
Chargée de mission

The Ministry of the Economy offers comprehensive information about Luxembourg as a business location as well as guidelines and tailor-made settlement support for companies interested in setting up in Luxembourg:

- information on cost, market entry and immigration, human resource and other framework regulations
- advice on financing and incentive opportunities
- practical help including visits to offices and industrial parks
- continuing support after setting-up

// Ministry of the Economy

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THE GOVERNMENT
OF THE GRAND DUCHY OF LUXEMBOURG
Ministry of the Economy

BUSINESS DELEGATION

CARGOLUX AIRLINES INTERNATIONAL S.A.



Niek VAN DER WEIDE
Executive VP Sales &
Marketing



Merce SABOYA
Country Manager Spain



Milagros MORALES
Manager Customer Service,
Spain

Cargolux, based in Luxembourg, is Europe's leading all-cargo airline with a modern and efficient fleet composed of 12 Boeing 747-8 freighters and 11 Boeing 747-400 freighters. The Cargolux worldwide network covers 90 destinations, some 70 of which are served on scheduled all-cargo flights. The company has more than 85 offices in over 50 countries, and operates an extensive global trucking network to more than 250 destinations as well as full and part-charter services. Cargolux offers direct all-cargo services between the Far East and Barcelona, and connects Madrid, Barcelona, Alicante, Valencia, Zaragoza and Bilbao to its global network via scheduled road-feeder services to Luxembourg. Cargolux also offers third-party maintenance at its modern two-bay maintenance hangar in Luxembourg. Cargolux employs over 1,500 staff worldwide.

// Cargolux Airlines International S.A.

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cargolux

you name it, we fly it!

CFL MULTIMODAL



Alain KRECKÉ
Chief Commercial Officer



Sébastien BIDEAU
Sales Manager

CFL multimodal: 12 companies – 1 pan-European intermodal hub

With more than 35 years of experience, CFL multimodal is Luxembourg's first intermodal operator and offers a complete range of efficient logistics services: combined and conventional rail freight transport, freight forwarding, wagon repair, customs clearance as well as logistics services. Whether it is a ready-made solution or a custom-made door-to-door service offering – CFL multimodal provides the perfect match for each customer's needs, thanks to a wide portfolio of services, close links to all stakeholders and a high-performing planning process. This ability to assemble the services of the entire logistics chain is a key competitive advantage. Evolving in a European and international environment, CFL multimodal strengthens its position thanks to a highly qualified, perfectly multilingual and multicultural workforce as well as innovative logistics infrastructures.

// CFL multimodal



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EUROPEAN RELOCATION SERVICES S.A.



**Sylvie
SCHMIT-VERBRUGGHEN**
Managing Director



Maria Cristina MARTIN
Founder and CEO
Olympic Advisors S.L.

With over 20 years in the service industry, European Relocation Services and Olympic Advisors are a leading full-service Relocation Services Provider to Luxembourg - Spain and abroad together with their worldwide partners. We are committed to providing customised relocation services of exceptional quality to each and every client always with the highest ethical standards and integrity, always providing solutions on a cost-effective basis. Our clients are our first priority, and we continuously strive to achieve their complete and total satisfaction with every aspect of our relocation services. We want each client to consider us a member of their team, mutually committed to ensure that their relocation is effective, problem free, and finally, successful. We are actively involved in the industry as members of Global Relocation Associations.

Please feel free to contact us – we will be delighted to answer all of your queries!



// **European Relocation
Services S.A.**

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JOST S.A.



Eric DEMONTY
Global Commercial Director

Since 1958, JostGroup grew with numerous purchases, mergers and inner developments in order to provide customers with high-quality service and deliver a competitive advantage.

Services in the areas of road transport, air and sea freight, logistics, and customs services make of JG a significant player in various sectors of the European and North African markets. 1,100 trucks and 2,600 conventional, refrigerated and dump trailers, container carriers and large range of technical trailers associated to intensive training and use of the latest technology allow JG to provide tailor-sized and advanced logistics projects in complete security and “green” way of working.

// Jost S.A.

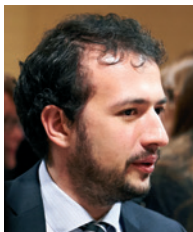
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LUXEMBOURG MARITIME CLUSTER



Paul MARCEUL
Manager

The Luxembourg Maritime Cluster (LMC) has been established in 2008 to promote the local maritime business community and is engaged in numerous activities such as business development, diffusion of knowledge on maritime affairs, business intelligence, networking and public affairs, establishment of cross-border and cross-sectorial cooperation.

As of today, fifty-six companies and private institutions actively participate in the initiative. They operate from Luxembourg covering all aspects and dimensions of the maritime business: merchant marine, dredging activities, banking, financial and consulting services (audit, law, insurance and reinsurance, P&I, ship brokerage, classification, training, strategic consulting), railway and port logistics, marine telecommunications and surveillance services, environment-friendly ship technology, marine biology and equipment.

In the long run, the LMC pursues the objective to establish Luxembourg as a significant shipping location comparable to other European maritime centres with regards to the number of controlled ships, the breadth and reputation of the maritime expertise. The LMC is co-animating the European Network of Maritime Clusters (ENMC).



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TRANSALLIANCE



Francis CASTELIN
Managing Director -
International Division



Thibault MOURICHOUX
Branch Manager Spain

TRANSALLIANCE is a major International operator in the Transport and Logistics sector. With its Head Office based in Luxembourg, Transalliance today employs almost 4,000 people, operates a fleet of around 6,300 vehicles and manages some 760,000 m² of warehouse space.

The Transalliance Group stands as an industry reference constantly adapting to changes, both economic and ecological, to be better able to respond to the evolving requirements of its customers.

Transalliance operating system is based on a series of Business Units that cover the whole range of services offered in the International logistics and transport sector. Transalliance's range of services for Transport and Logistics includes freight management, multimodal transports, palletised freight distribution and Transalliance Overseas a latest addition with services that encompass Air and Ocean freight, customs administration and formalities as well as logistics and distribution.

// Transalliance

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TRANSALLIANCE
Sharing your ambitions



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The Chamber of Commerce of the Grand Duchy of Luxembourg is proud to present the Luxembourg Companies at the Trade Mission to Spain and hopes that numerous fruitful business contacts will be established with local companies. The Chamber of Commerce is a service provider to all those concerned with any commercial, financial or industrial activity in Luxembourg. For enquiries, please feel free to contact the International Affairs of the Chamber of Commerce.

Chamber of Commerce of the Grand Duchy of Luxembourg

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Company profiles in this brochure were provided by the International Affairs of the Chamber of Commerce of the Grand Duchy of Luxembourg.

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