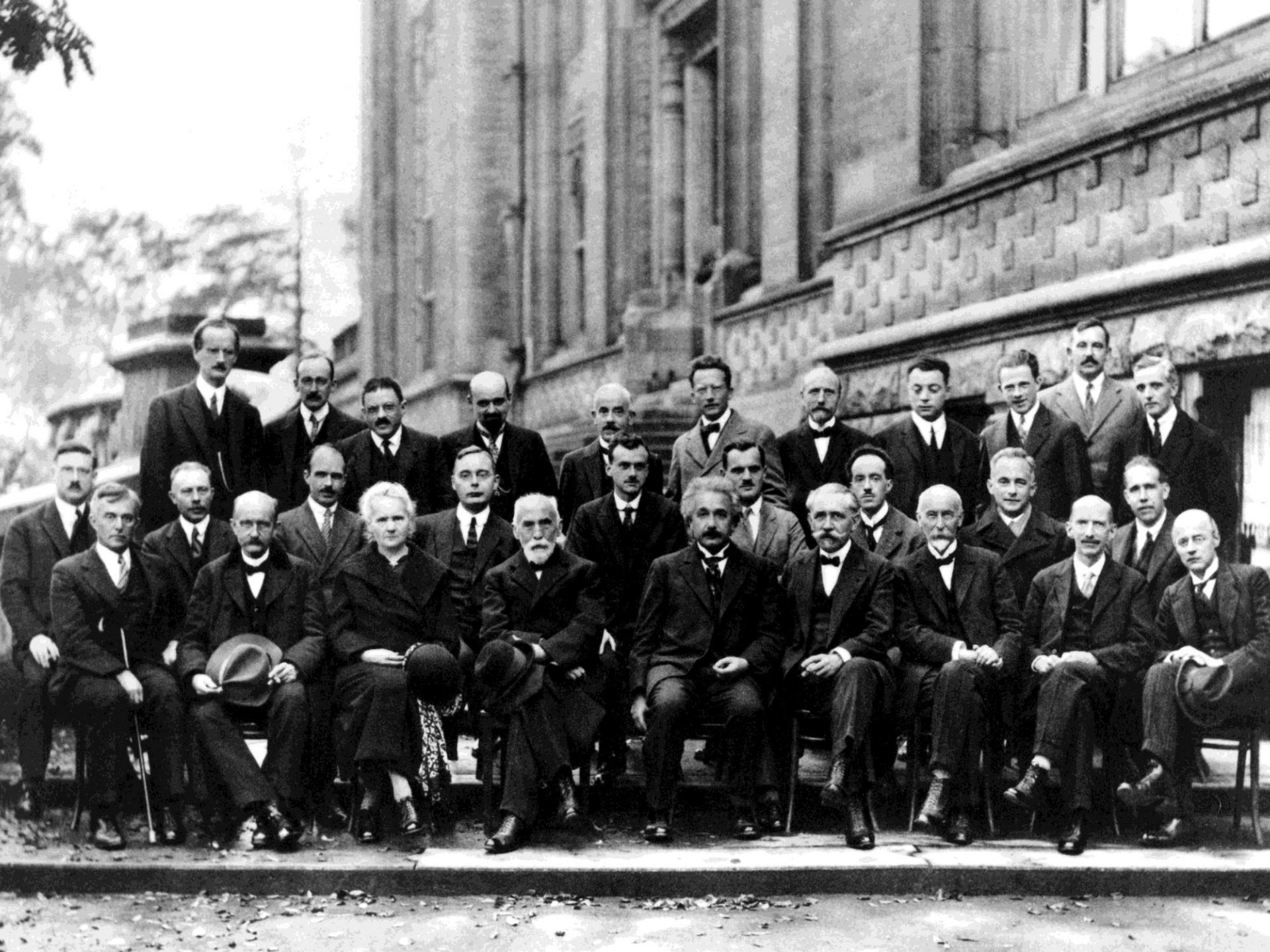


{ a brief introduction }



vision x innovation x entrepreneurship

= progress

{ innovation }

for people who like to think



This

is our first event

help !

create something special

Relationships

Talent

betrokkenheid van het personeel

Effectiviteit

Interactief leiderschap

Evenwicht

Ecosysteem van borrelende ideeën en enthousiaste doeners

Charisma

Doorbreken

Winst

Innovatieve ideeën stimuleren

Creaktief

Daadkracht

Foundation

Decision makers

Market share

Focus

Impact

Overvloed

Eigen enthousiasme overbrengen op de werknemers

Spiritual Leadership

Business Matching EMEA

CFO

Conversion

Globalisation

Personality

Customer Value

Groei zit in het duurzaam integreren van bestaande en nieuwe media

'Do more with less'

{ 2009 }

growth through entrepreneurship

why grow?

{1776}

Adam Smith made the point...

“It is in the progressive state, while the society is advancing to the further acquisition, rather than when it has acquired its full complement of riches, that the condition of the great body of the people seems to be the **happiest** and the most comfortable.”

“It is hard in the stationary, and **miserable** in  
the declining state.”

compared to The Netherlands, Denmark and  
Switzerland

Belgium = {  
lower per-capita GDP  
slower economic growth  
Lower Global Competitiveness

we got wealthy through

FDI , **entrepreneurship** & export

but all are in **decline**

**structural** fault lines:

8.2%

unemployment rate Belgium

1/3

3

3<sup>rd</sup> most expensive public sector ion the world (Petercam, OECD)

72.7%

tax wedge single, childless male in Belgium (VKW Metena)

8%

wage cost per production unit increased 8% compared to weighted average of Germany, France and the Netherlands in last 2 decades

1/4

proportion of entrepreneurs who intend to stop within 5 years (UNIZO)

2.85%

People involved in starting a business or managing a new company (GEM), EU average is 5.85%

thanks

just do it

“Do not wait for someone to recruit you. Create your own job.  
Start a business....”

Guillaume Vanderstighelen, co-founder Duval Guillaume

# free up the idea

“Don’t be secretive about your idea. Ideas need to be free. All ideas will be copied. It’s execution that matters.”

Sebastien de Halleux, co-founder & coo Playfish

define the **value**

“Finding core value starts with scarcity.”

Sacha Vekeman, co-founder Mobiya

do not start **alone**

“Management experience is not the same as entrepreneurial  
experience”

James Thompson, director Wharton Societal Wealth Program

**cash** is king

“Cash flow, cash flow – manage it hard. Someone who owes you money is running their business on your cash.”

Neil Watson, co-founder Digital Planet (South Africa)

# innovate

“Ideas are our raw materials, but even more important are the people who work with these ideas.”

Hans Broun, joint ceo Studio 100

# internationalise

“The know-how which we accumulated is being projected on to other countries, adapted to the local legislation”

Luc Desender, ceo Electrawinds

choose **growth** markets

“You can only grow if there is enough demand for your product”

Luc Desender, ceo Electrawinds

take the **money**

“If capital is offered take as much as you can... Don’t delay, think big,  
much bigger.”

Peter Grogard, ceo Septentrio

# governance

“You need to structure yourself, organise yourself, to make sustainable growth possible. Otherwise your company simply cannot outlive you.”

Luc De Bruyckere, chairman VOKA and Ter Beke

{ grow }

it's urgent

## The panel

Jurgen Ingels - Clear2Pay

Jeroen Meens – Cynex

Maarten Vandenbroucke – Gatewing

Inge Geerdens – CVWarehouse

Trees Loncke – Agro2000

Sacha Vekeman – Mobiya

Sven Bally – Colibricard

Steven Coppens - Gimv