

# Our main benefits

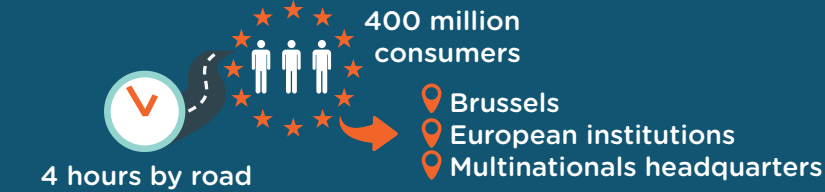
# 6

- Ultra-fast **connection**
- Ideal **weather** condition  
Low **earthquake** risk
- Numerous **plots** of land available
- **Low** operating **costs**
- A highly-qualified **workforce**
- Advantageous **taxation**



## 5 more good reasons to invest in Wallonia

Located at the centre of economic Europe :



Favourable business environment :



R&D Culture :



Economy open to the world :



Quality of life :



INVEST IN WALLONIA  
Namur Office Park  
Avenue des Dessus de Lèves, 6  
B-5101 Loyers (Namur) - Belgium  
Tel. : +32 81 33 28 50  
www.investinwallonia.be

## Feel inspired



## DATA CENTRES choose Wallonia !

digital  
wallonia  
.be

Wallonia.be  
EXPORT  
INVESTMENT

# They chose Wallonia



"We opened our St. Ghislain data center in October 2010. It was the first Google designed, owned and operated data center outside the US. We chose St. Ghislain because of the **available infrastructure** including land, power, industrial canal water, and **fibre connectivity**. The **central location** in the **heart of Europe**, and the local technical university added to the appeal.

To-date, Google has spent a total of EUR 775 million on the construction and operation of the data center in St. Ghislain.

The vast majority of the construction and operations have taken place in Belgium, and 60% of those employed in the data center are from Belgium. **Wallonia is a good business environment for Google**, and we look forward to being here for many years to come. "

Andrew Hyland

Community Relations Manager, Data Centers, Europe



«ENGIE Cofely has decided to base its first commercial data centre in Gembloux, at the heart of Wallonia. Our objective is to offer our customer a green, agile data centre connected to the main European platforms. This investment of over 32 million euros gives companies all the flexibility they need.


In this period of growing digitalisation, ENGIE Cofely believes in the development potential of Wallonia in the IT sector and is proud to be able to contribute to it.»

Nicolas Coppée

Data Center Manager



# The 6 main benefits of Wallonia !

**Ideal weather**  
conditions, low earthquake risk

- **Average annual temperatures** : between 8 and 10 degrees.
- **High annual rainfall** : between 800 and 1300 mm/year.
- **High hydrological density.**
- **Moderate seismic activity.**
- **No business interruption in the event of a crisis.**


**A highly-qualified workforce**

A skills ecosystem working for the investor.

- **Education** : 6 universities and 19 higher education establishments. 13.9% of our graduates come from scientific or engineering courses.
- **Training** : new Data Center Engineering master developed in partnership between HELHa and Google.
- **Research** : 22 research centres including Cetic (computing), Multitel (ICT) and SIRRIS (technology industry).
- **A breadth of skills available to you** : servers, cooling systems, hardware, software, cloud, security, maintenance infrastructure, consultancy/training.

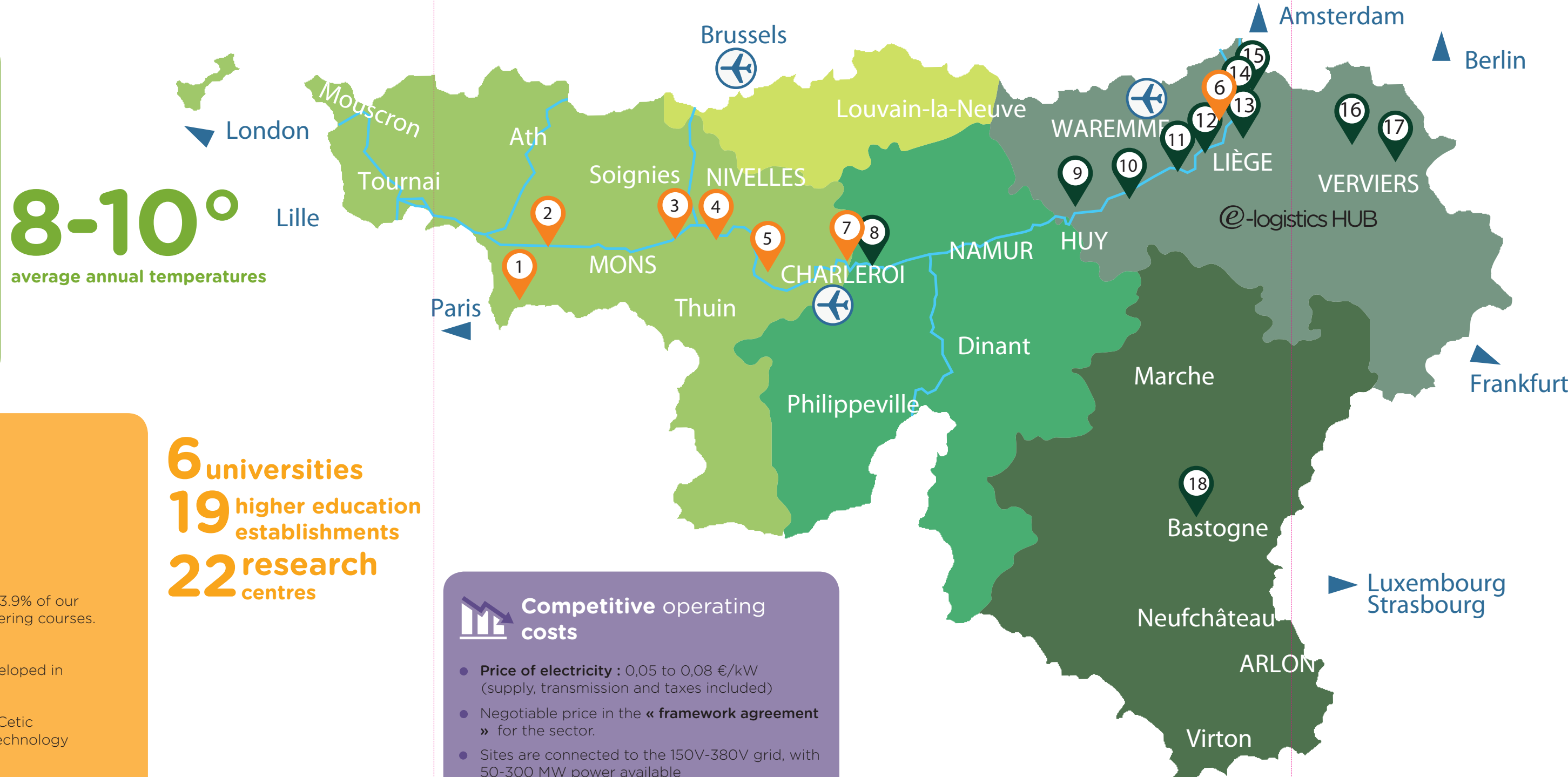
**6 universities**  
**19 higher education establishments**  
**22 research centres**

**20% taxes**  
after tax deduction

**Advantageous taxation**

- **Notional interest deduction** : advantageous taxation scheme used to lower corporate tax from 34% to 20%.
- **Labour tax cuts**
- **Work premium** for night work and on team work.
- **Expatriate status**: expatriate allowance, refund of expenses, foreign expenditure refunded.

> Contact us for more information about these subsidies.




**Competitive operating costs**

- **Price of electricity** : 0,05 to 0,08 €/kW (supply, transmission and taxes included)
- Negotiable price in the « **framework agreement** » for the sector.
- Sites are connected to the 150V-380V grid, with 50-300 MW power available

**PWC 2015 Study: highly competitive positioning in Western Europe.**

0,05 to 0,08 €/kW


**Ultra-fast connection**

- Belgium (Wallonia is in its southern part) is ranked 3rd in the EU for the quality of its connectivity.<sup>1</sup>
- **Latency between Wallonia and the capitals of neighbouring countries is barely 5 milliseconds at destination!**
- **On average latency is 6 times faster than regions in northern Europe.**
- Several Fiber Optics network providers for each site proposed.
- Due to its proximity to Brussels, Wallonia benefits from the connectivity of the BNIX high-speed hub.

<sup>1</sup> According to the European Commission's Digital Economy and Society Index 2017 (DESI)

**<5 milliseconds of latency on average**

**18 sites available**

**Numerous plots of land available**

Very modest property investments (see map).

- The main data centres in Wallonia are all **Tier 3 or Tier 3+.**

**Sites available**

**>30ha**

- ① Dour [70ha]
- ② Saint-Ghislain [75ha]
- ③ La Louvière [100ha]
- ④ Senefte [72ha]
- ⑤ Charleroi Airport 1 & 2 [30+30ha]
- ⑥ Chertal [191ha]
- ⑦ Ecopole [150ha]

**<20ha**

- ⑧ Auvelais [20ha]
- ⑨ Villers-le-Bouillet [13ha]
- ⑩ Engis [12+2ha]
- ⑪ Seraing [6ha]
- ⑫ Val-Benoît [1.600m²]
- ⑬ Cheratte [na]
- ⑭ Oupeye [20ha]
- ⑮ Visé [15ha]
- ⑯ Welkenraedt [10ha]
- ⑰ Eupen [20ha]
- ⑱ Bastogne [13,1 ha]

**Very modest property [Price per m²]**

- Luxembourg - 20 to 70€
- Liège - 45 to 90€
- Hainaut - 15 to 60€
- Brabant wallon - 75 to 125€
- Namur - 45 to 90€

## Digital competitiveness:

### Competitiveness

As a conclusion, compared to France, Germany, UK, Ireland and The Netherlands, Wallonia has more affordable (approx. 0,05 Euros / kWh under certain conditions) and available power supply. Furthermore, Wallonia has readily available and cheap (approx. 35 Euros / m2) land for hyperscale projects although very close to Brussels. For central European customers, compared to the Nordics, the latency is better in our region as we are in the heart of a dense redundant connectivity network.

Looking to explore our solutions? Please contact us!

**Digital stakeholders in Wallonia**

**Infopole ICT :**  
Cluster bringing together 130 members from the ICT sector

### Digital Wallonia :

The Digital Wallonia agency has launched its new 2019-2024 development Plan.

Measures include :

- > Support for Walloon companies to enable them to be competitive on the global stage.
- > New Masters qualification (university level) in cybersecurity of infrastructure and data protection.
- > «Open data» decree: accessibility of Walloon public service data to all for the creation of innovative applications.
- > 5G coverage of the region.
- > «Smart Region»: joint consultation by 5 major Walloon cities for the «Smart Cities» project.
- > Investment funds (W.I.N.G) for the creation of digital start-ups (subsidy of €50,000 to €200,000).
- > Creation of a collaborative platform to promote digital innovation.

more information : [www.digitalwallonia.be](http://www.digitalwallonia.be)



### Mapping of key skills :

