

Excellencies,
Ambassadors,
Members of the diplomatic and consular corps,
Dames en heren hoogwaardigheidsbekleders,
De heer Voorzitter en leden van de Raad van Bestuur van MBZ- port of Zeebrugge,
Dames en heren,
Geachte genodigden,

Van harte dank voor uw zeer gewaardeerde aanwezigheid hier vandaag bij de officiële opening van de Seabridge site te Zeebrugge.

Ladies and gentlemen, official representatives of coffee producing countries, we feel very honored with your presence today at the official opening of our Seabridge site here in the Port of Zeebrugge.

Collectively, 15 coffee producing countries are officially represented here, responsible for more than 75.000.000 bags of yearly green coffee production, the equivalent of 62,50% of coffee grown worldwide.

We thank you for your genuine interest in the new developments of our company and the support we can always count on through your offices whenever required for.

Allow me before all to officially welcome our guests of today Dr Nestor Osorio, the Executive Director of the International Coffee Organization and Mr. Joachim Coens, the President and Managing Director of the Port of Zeebrugge.

As most of us are certainly more familiar with the port of Zeebrugge and Mr. Joachim Coens than with the International Coffee Organization, I am sure you will feel no harm in highlighting first the function and presence of Dr. Osorio at this venue.

The International Coffee Organization (ICO) is the main intergovernmental organization for coffee, bringing together producing and consuming countries to tackle the challenges facing the world coffee sector through international cooperation.

The ICO was set up in London in 1963 under the auspices of the United Nations because of the great economic importance of coffee.

Its 77 members include 45 coffee exporting and 32 importing countries.

ICO exporting members account for over 97% of world coffee production and its importing members are responsible for around 80% of world coffee consumption.

The ICO is generally represented by its Executive Director who effectively manages the International Coffee Organization.

Dr. Nestor Osorio has been Executive Director of the International Coffee Organization since March 2002 (new function).

Dr. Osorio, let me thank you for having been willing to accept our invitation to be present today for the official inauguration of Seabridge here in the Port of Zeebrugge and for your willingness, later today, in sharing some thoughts and observations about the significance of sustainable, qualitative and innovative concepts throughout the whole coffee supply chain.

Your presence here today, is seen as recognizance of Efico, Seabridge and the Port of Zeebrugge for the implementation of their well-defined strategy in developing a sustainable, innovative and qualitative "value chain" which will contribute to differentiate their respective business models.

Seabridge is an ambitious project, fully and solely dedicated to green coffee handling, its highly qualitative storage, its quality enhancement and distribution.

The Seabridge concept is so far unique in the world.

The warehouse is a solid construction with state-of-the-art machinery and laboratory equipment.

In-house developed software and database management assure an integrated track-and-trace system which could be integrated in our client's IT infrastructure if they would wish so.

Product quality, food hygiene and security are being assured through a temperature and humidity management system combined with a unique air-filtering system which neutralizes or eliminates bacteria and moulds to prevent contamination between coffee lots while they are being handled and stored.

At the same time further scientific research is being done about different conditions of storage which may possibly affect or enhance the green coffee quality in general and on this site in particular, during the period of its storage.

Not to forget that all transports within the warehouse are being done solely with electric powered forklifts to avoid quality deterioration of coffee by exhaust particles.

And this brings us to the sustainable aspect of this project.

While in November 2009, Seabridge received a Green Building certificate from the European Commission for aiming to improve the energy efficiency and expanding the integration of renewable energies in non-residential buildings in Europe on a voluntary basis.

In April 2010, Seabridge was awarded by the European commission as one of the "ambitious projects" in the category "Special Acknowledgements".

Besides the prior mentioned highly efficient system to cool and warm, ventilate and sterilize air to create ideal climate conditions for green coffee storage in a state-of-the-art building, the European Commission recognized the energy excellence of Seabridge which is mainly attributed to two factors.

The appropriate construction materials with high insulation values far above the legal requirements, which lowers energy demand by 30% less than imposed by law.

And the on-site green energy production generated by 4600 photovoltaic modules installed on Seabridge's roof surface of 20000 m², leading to an efficiency improvement of 43% to provide the total building (warehouse as well as offices) of solar energy with a peak value of 1 MW. These 2 measures result in a total energy efficiency increase of 73% compared to the Belgian Building Code.

Excess of energy production is injected in the electricity net. Extra needs of electricity are supplied from "certified" alternative energy sources.

Additional alternative electricity will be generated in the near term by windmills to be constructed in partnership with the Port of Zeebrugge, allowing the expansion of our activities on this site to be assured within the same sustainable business model.

I would also like to highlight our efforts undertaken in regards to waste management.

Seabridge of course reduces waste to a minimum but also assures its partners that waste generated with the transport of coffee, such as cardboard, craft paper etc. be recycled appropriately.

Used coffee bags are equally recycled to new materials, coffee roasters are even invited to turn in their used bags for such a reconditioning without extra cost.

But let us not forget that the Seabridge site is also a nice example of a very sustainable logistic flow of goods.

Two on-site railroad tracks assure that most of the cargo can be delivered by train at Seabridge.

Seabridge today is also a railroad terminal with a dedicated daily service contributing to a substantial increase of economic activity in this region, allowing more than 33 wagons or approximately 100 TEU's containers to be parked / handled on-site.

As from mid October we can be assured that more than 95% of the incoming cargo will find its way to Seabridge by train, while more than 50% of the outgoing cargo will also leave Seabridge by train. The remaining being dispatched per truck to more than 300 coffee roasters throughout Europe which are not all rail connected.

It can conservatively be estimated that for the 12 months ahead about 8000 containers will be transported by train to and from Seabridge and will therefore not be a source of congestion on local, national and international roads.

I take this opportunity to explicitly express our company's appreciation to the Port of Zeebrugge, the Belgian Railroad Company and its subsidiaries as well as to all those individuals within their respective organizations for having made this possible in such a short time.

In 2009, Seabridge was the biggest investment in the logistical sector in Flanders, contributing to positioning the region as a center for smart, innovative logistics generating substantial added value in a sustainable business model.

The Flemish Government endorsed Seabridge's innovative concept.

We were therefore granted a subsidy totaling about € 2.000.000 which was of substantial help in contributing to convince the financial sector to co-finance this € 30.000.000 investment during the worst times of modern economic history.

Our company's gratitude towards the Flemish Government, presided by Minister-President Kris Peeters should therefore be duly recorded.

Dear guests, Efico is very much aware of the changes in its sector of activity, covering issues starting in the coffee farm and ending in the coffee cup so to speak.

It is the coffee trader's duty and socio-economic function to provide the different actors of the coffee chain, in producing and consuming countries, with answers to their questions and solutions to their problems.

In this particular case when the coffee supply chain is being thoroughly analyzed as a value chain of distinct economic activities in an extremely transparent and price-driven market, Efico and Seabridge make the difference by generating substantial added value throughout the green coffee supply chain for their business partners in producing and consuming countries, through the development and implementation of sustainable innovative concepts which will contribute to the coffee quality and ultimately benefit coffee consumption through a satisfied consumer.

This new substantial investment aims at securing the position of our group of companies in the coffee market for many years ahead, while it enlarges the scope of our historic activities as a third party service provider in the green coffee sector where we are active as a trusted, reputable partner for 84 years now (or four generations).

Touching the company history I now take the opportunity to pay a tribute to a very particular person within our group of companies and family history.

In 1992 (17 years ago) Mr. Emiel Aldeweireldt was asked by my father Pierre Installé to join Efico's board of directors as its first independent member to contribute to a more professional management of a then very traditionally managed coffee trading company where two young colleagues, Michel Germanès and myself, were being prepared for taking up further, complementary responsibilities.

Since then Emiel Aldeweireld has always been present in good and lesser days to stand with the company and its founding family, active during board meetings which he has rarely missed but equally present - be it more informally - to bridge the characters and cement the vision of the father and his son whom, both hard-headed entrepreneurs, were looking at our green coffee business, sharing the same values but adapting differently to its fast changing environment.

Throughout the years Emiel took up different mandates within our group of companies, not to forget the last one - Seabridge - of which he is a founding father.

Earlier this year, after having dedicated quite some time and energy to our green coffee business, Emiel was found willing to pass on the torch of the company to the younger generation.

Emiel, our family, my colleagues and myself have been privileged for having you amongst us for so many years.

Seeking an occasion to express our appreciation was in fact not that difficult to find.

It turned out to be this official venue where we are celebrating the last development of our group of companies, here in Zeebrugge.

A port you know well from the time you fulfilled your military duty in the marine and throughout the years of your activities as a commander senior rank in the Belgian navy.

Seabridge is also the first place, where about one year ago a very special present was remitted as a sign of recognition to the Port of Zeebrugge for having given us the chance to develop our new strategy on a location to secure the future growth of our company.

May I kindly ask you to step forward to receive a similar "very limited edition" green coffee bean as a symbol of our highest appreciation for your relentless support throughout these 17 years.

Patrick F. Installé
Chairman EFICO NV/SA
Managing Director SEABRIDGE NV/SA