



BelgianGames

@ GDC 2024

Moscone Center
BOOTH N2801
North Hall

March 18 - 22, 2024

San Francisco, California





BELGIAN TAX SHELTER FOR VIDEO GAMES, TAX CREDIT FOR PRIVATE INVESTORS !

What are the advantages of Tax Shelter for video games production in Belgium ?

- The system is open to Belgian productions as well as eligible European or International co-productions working with Belgian producers (game development studios, no limitation on shareholding).
- The net investment return on average is +/- 25 % of the total production budget (limited to +/- 1 million grant).
- Production expenses (as long as they are normally taxed) are eligible in the entire European Economic Area.
- Grant paid upfront at the beginning of the production (once the Tax Shelter work agreement and Investors contract are signed).
- Producers (game development studios) keep 100% of their revenues and full ownership of the IP. Tax Shelter Investors take no part in the game production's development or decision-making.

What are the possibilities for European and International studios ?

- Coproduction with Belgian studios (with double grants from both countries or just from Belgium, limited to 50 % public funding of the total budget).
- Subcontracting with Belgian studios can be used to lower the production costs, but it requires negotiation between the studio and its client.
- Opening a subsidiary in BELGIUM to benefit of the Tax Shelter grant and at the same time benefit of our skilled workforce.

More info : taxshelter@walga.be
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WALLONIA EXPORT & INVESTMENT AGENCY

The Wallonia Export & Investment Agency (AWEX) is the institution in charge of the development and management of Wallonia's domestic and international economic relations.

Through a personalized, innovative, and sustainable approach, AWEX supports Walloon companies - regardless of their size, sector, or target market - in every step of their international endeavors. This includes exports, technological partnerships, and development abroad.

The agency's vast network of connections ensures the best advisors are always by your side. Our local anchors and agents abroad are capable of providing unparalleled insight to take your company to the next level. In addition, our connections will help establish your business in the global marketplace and promote it throughout the world. Training, incentives, and international financing are also available.

AWEX is also committed to strengthening Wallonia's position as the premier gateway for international investors seeking success in the heart of Europe. We work closely with them to inform, convince, and advise at every stage of their development.

Feel free to get in touch with one of our local or international agents via our websites listed above. In our network of more than 400 employees in nearly 100 countries around the world, there is always someone ready and willing to support you in your approach.

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FLANDERS INVESTMENT & TRADE

The Flanders Investment & Trade agency promotes sustainable international business, in the interest of both Flanders-based companies and overseas enterprises.

Whatever sector you are involved in, Flanders Investment & Trade will help you establish contact with the Flemish companies you are looking for. This includes not only products or services you may be sourcing, but also various types of business relationships, from joint ventures to technology transfers.

At another level Flanders Investment & Trade enhances Flanders' position as the gateway to Europe for inward investors. The agency identifies, informs, advises and supports overseas enterprises by establishing production and research facilities, contact centers, headquarters, logistics operations and the like in Flanders, the northern region of Belgium.

This broad focus on international entrepreneurship, involving outward trade as well as inward investments, requires not only a thorough knowledge of Flemish economy, but also an extensive network outside of Flanders.

We have just that for you. Do visit our website and discover our worldwide network. With over 75 offices we are bound to be conveniently located near you, wherever you are.

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Nina Vanspauwen, Trade & Investment Advisor
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HUB BRUSSELS

The Brussels Business Support Agency offers a range of solutions and advice free of charge to Brussels-based start-ups and scale-ups as well as services focusing on strategy, finance, clustering and internationalization.

One of the missions of hub.brussels is to facilitate the internationalization of Brussels' economy by helping Brussels businesses compete in global markets. More than 90 economic and commercial advisors located on every continent provide free support to SMEs, approach potential local prospects and partners, organise networking events; and more.

Concrete initiatives in Brussels and abroad include trade missions, networking days, invitations for decision-makers, and the organization of shared exhibits at international trade fairs. hub.brussels also works to attract foreign investors to Brussels providing them with assistance in establishing their business in Europe's capital.

A Welcome Package is available to potential investors, providing them with fully equipped office space for three months and a wide range of services so they can experience the advantages of setting up businesses in Brussels.

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In attendance at GDC-San Francisco



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List of our partners

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AGENCE DU NUMERIQUE & DIGITAL WALLONIA

The Agence du Numerique is the public service body responsible for monitoring technological innovation and habits relating to digital technology, advising the Walloon Government and its departments on this area, and leading or coordinating operational or communication measures to support Wallonia's digital transformation by drawing on the Digital Wallonia strategy approved in December 2015.

What is Digital Wallonia?

A strategy. Adopted by the Walloon Government, it sets the priorities and goals for public policies and the support framework for private initiatives to promote the digital transformation.

A platform. Governed collaboratively by the Walloon digital ecosystem, it provides services and support to public and private players engaged in implementing the digital strategy.

A brand. Championed by all those involved in Wallonia's digital transformation, it guarantees their visibility and unites the initiatives implemented within the framework of the digital strategy.

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FLEGA - Flemish Games Association

FLEGA is the trade federation of the Flemish videogame developers. FLEGA supports the Flemish game development ecosystem and brings together all Flemish individuals and companies active in the Flemish game development ecosystem (such as developers, service providers, educational organizations, researchers, local publishers...).

FLEGA proactively defends and promotes the interests of its members. FLEGA also advises its members and encourages them to share information and knowledge. FLEGA represents its members when it comes to communication with government and other non-videogame businesses or international organizations.

FLEGA cooperates with the other regional developer federations in Belgium as well as with Video Games Federation Belgium and is a member of the European Games Developer Federation.

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INFOPOLE TIC

INFOPOLE is the business network that brings together and animates the community of Walloon digital players in order to accelerate their growth and innovation through partnership.

Creator of opportunities, stimulator of cross-sector innovation, the cluster is a major player in the following key technologies and ecosystems: Data Analytics / Big Data, IoT / Machine Learning, Cybersecurity, Embedded Systems / Internet of Things, Software and Apps. mobiles, Cloud, Digital Simulation, Industry 4.0, e-health, Smart Energy, Smart Mobility, Smart Cities, Smart Farming,...

Through its network of more than 130 members, INFOPOLE can help you to find the ideal partner whatever your IT project.

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infopole@infopole.be - www.infopole.be

LinkedIn : Infopole Cluster TIC
Twitter : @infopoletic
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CONTACT :
Charlie Feron
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TWIST

TWIST (Technologies from Wallonia for Image, Sound and Text) is a business network of companies and a community platform that promotes innovation and growth in digital industries in southern Belgium, and mainly in digital sectors of Image and Sound.

In 12 years, TWIST has built a solid network of some 110 members (representing 4,500 direct jobs and a turnover of 1 billion euros), 80% of which are SMEs, 5 television channels, 6 universities & research centers, and 3 investment funds. TWIST is also supported by its public authorities and is an official partner of Digital Wallonia, the digital strategy adopted by the Government of Wallonia.

In this context, TWIST has developed a strong expertise in the “live sport & entertainment” industry (Sport & e-sport, Entertainment TV, Museum, Attractions/Theme parks, Live show, Live music, cinema).

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www.twist-cluster.com

CONTACT :
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WALGA

WALGA - Wallonia Games Association - is the official video game trade association in Wallonia (french speaking region of Belgium) representing companies, start-ups, freelancers, education and training centers, Esport stakeholders... of the local ecosystem.

Our missions :

We promote the activities of our members, including creation of new video games and IP's, but also serious gaming, gamification, game studies and Esport in Wallonia.

We group individuals and companies active in or connected to the video games industry in Wallonia in 4 local clusters (Mons, Charleroi, Namur and Liège) and act as a central hub.. We foster an active network of professionals and students through events and meetings organized by third parties, partners or directly by us. Meet & Build (<https://meetand-build.eu>) is our major annual event offering international and business meetings as well as conferences for game developers.

We represent our members in communication with the government, non-gaming businesses, and international organizations. We partner with associations of other Belgian regions and work under a common brand Belgian Games to promote internationally our members' activities with the support of Awex (Walloon trade and investment organization).

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In attendance at GDC-San Francisco:

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Instagram : [@walga_be](https://www.instagram.com/@walga_be) | LinkedIn : [Walga.be](https://www.linkedin.com/company/Walga.be)



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APPTWEAK



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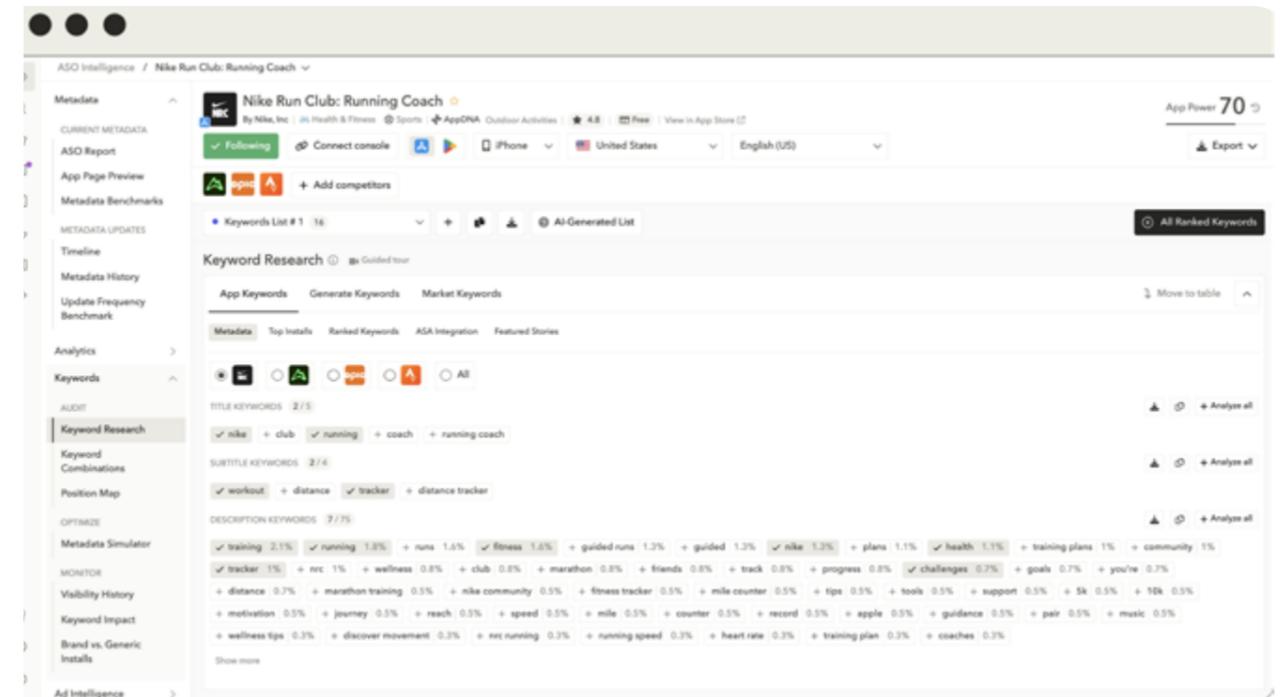
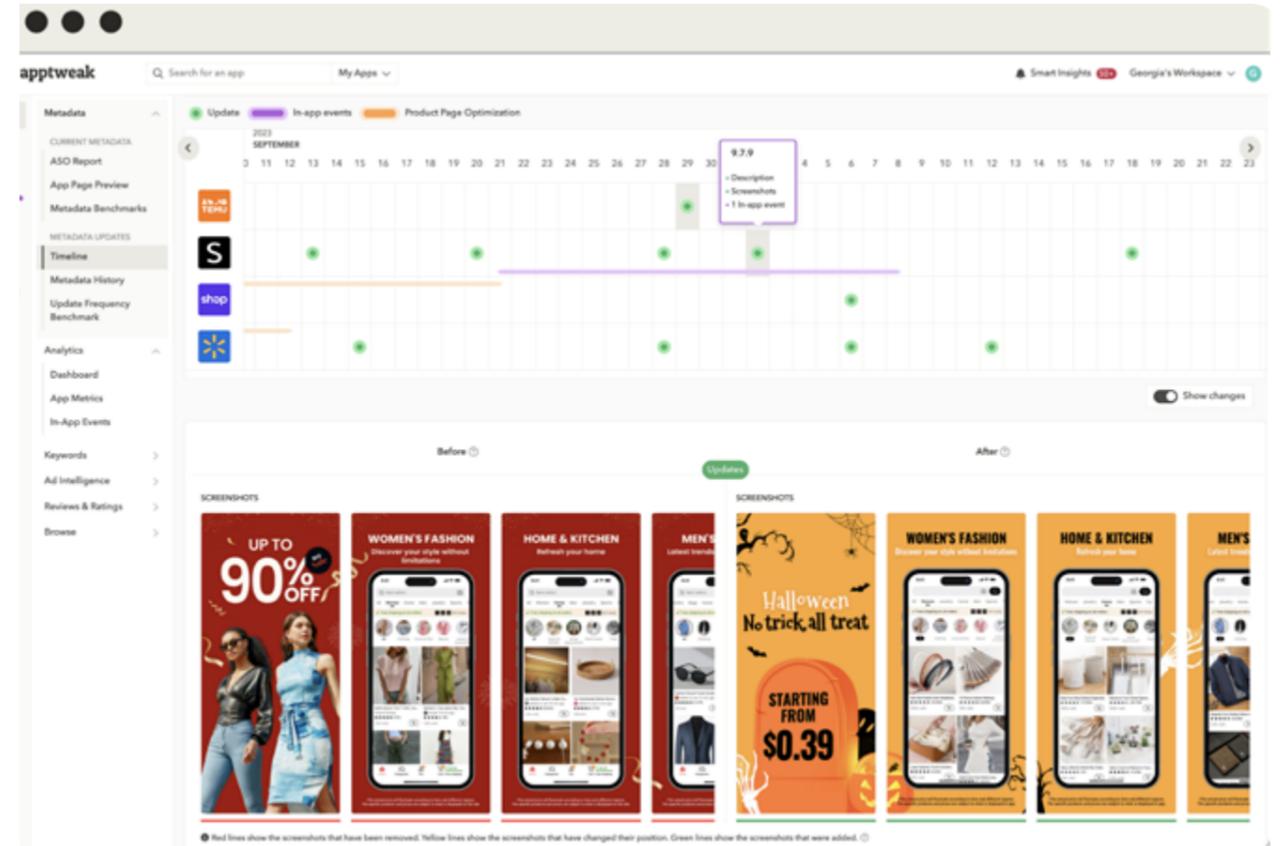
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AppTweak is an App Store Marketing & Intelligence Platform powered by AI, enabling mobile leaders to optimize their app's organic and paid performance in the app stores.

AppTweak has been awarded twice as App Data Platform and ranked four times in Deloitte's Belgium Fast 50.



BRIGANTI BV



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In attendance at GDC-San Francisco:

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Karel Crombecq, Briganti CEO - info@briganti.be

Briganti is a Belgian studio focused on the development of digital products, and creator of Dungeon Alchemist. Dungeon Alchemist is an AI-powered map making application that allows anyone to create high-quality maps for roleplaying games, fast!



COGNITION EUROPE



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Cognition is developing the Adventure-exploration game “Lunar Strike”, a high-quality video game designed to raise awareness about technological revolutions and innovation as crucial elements of human evolution.



CRAZY GAMES



Ketelmakerij 20
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<http://www.maxflow.be>

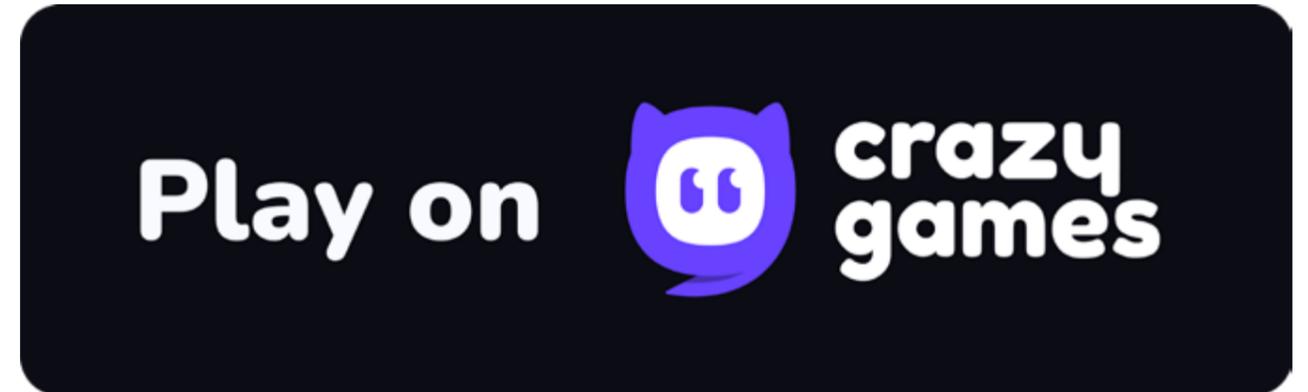
In attendance at GDC-San Francisco:

Rafael Morgan - VP Marketing & Partnership

Nahee Lee - Partnership Manager

Everton Dalagnol - Game Developer Relations Manager

Contact: developer-relations@crazygames.com



CrazyGames is leading the web games revolution. With 30 millions of monthly users, we're already part of gaming pop culture for the latest generation. The instant gameplay immersion of the web is unrivaled. Share a link, and you're good to go. Got a game? Let's connect at GDC!

CYBERNETIC WALRUS



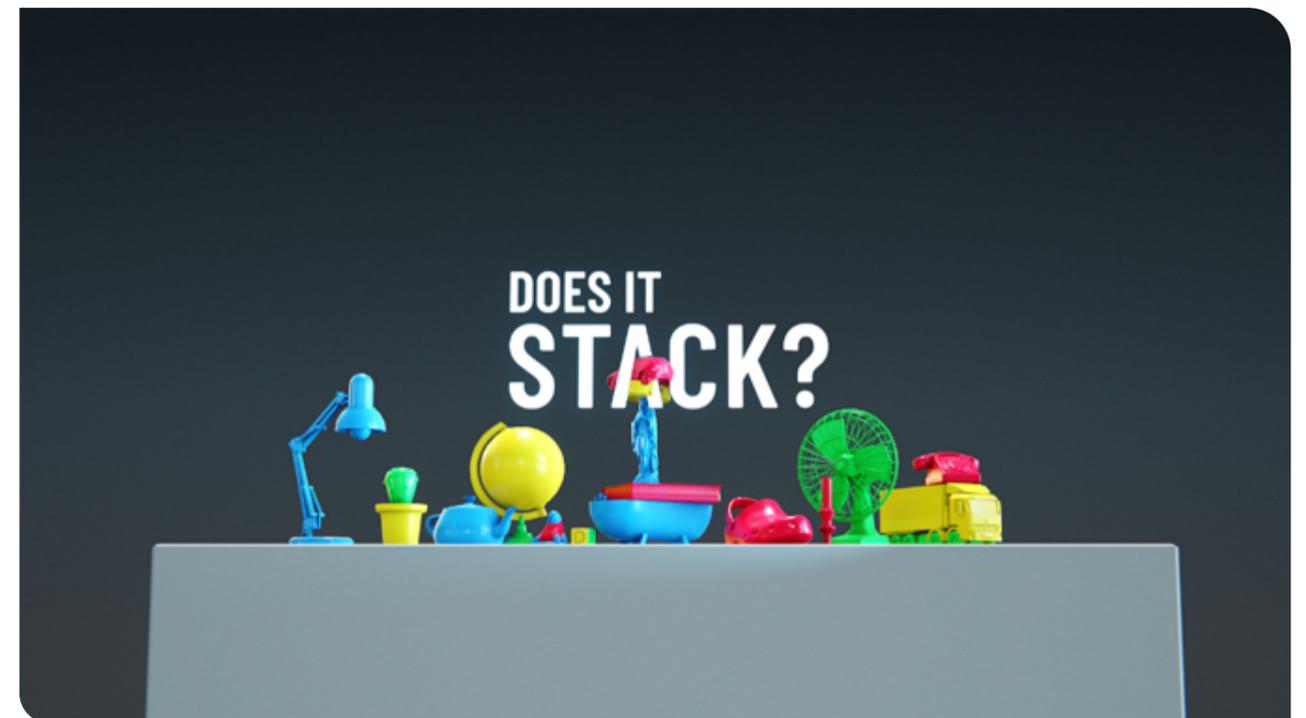
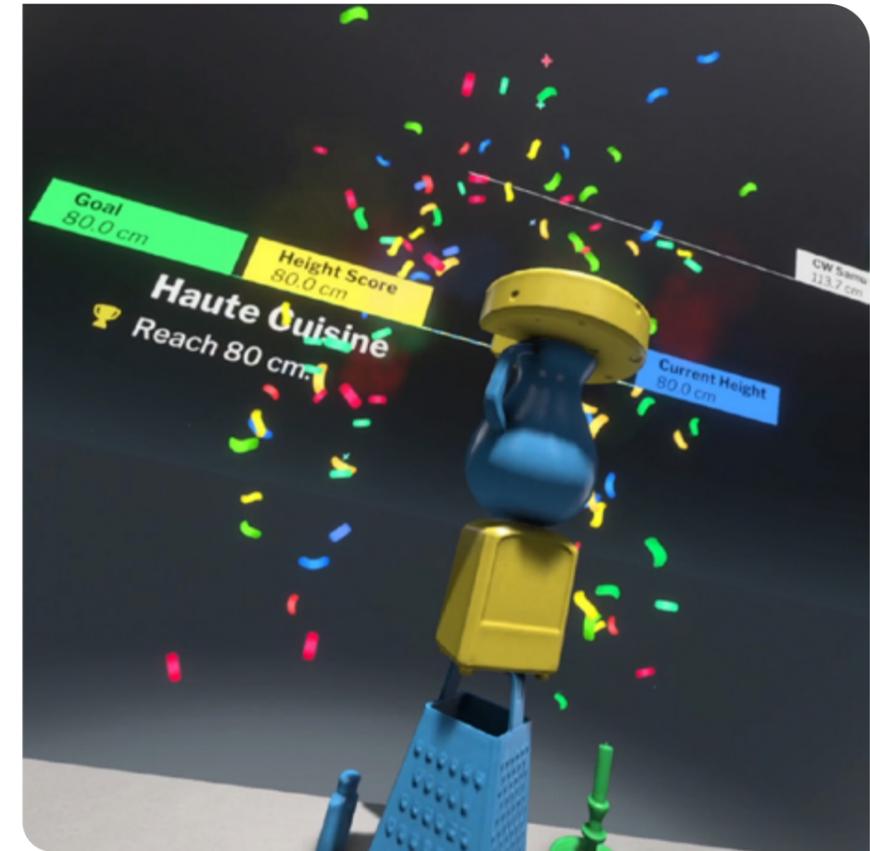
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In attendance at GDC-San Francisco:

Mike Coeck - CEO

We are the walrus! Since 2016 we've been making jaw-dropping PC and console games as well as exhilarating VR and AR experiences. After lightning-fast racing game Antigraviator and strategy deckbuilder Rise of Humanity, we're back with Does It Stack! It's a simple but ridiculously fun stacking puzzle game in VR. Ever put cheese in a bathtub on a bike? Now's the time!



CYBORN



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In attendance at GDC-San Francisco:

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Cyborn is a full-cycle game production studio located in Antwerp, Belgium. Established in 1998, as a movie production company, and later evolved into a full-cycle game development studio. Our recent work consists of providing services for collaborating with various clients such as Guerilla, Firesprite, and Vertigo, we've also created our own award-winning Sci-Fi action-adventure VR game, Hubris.



DEMUTE STUDIO



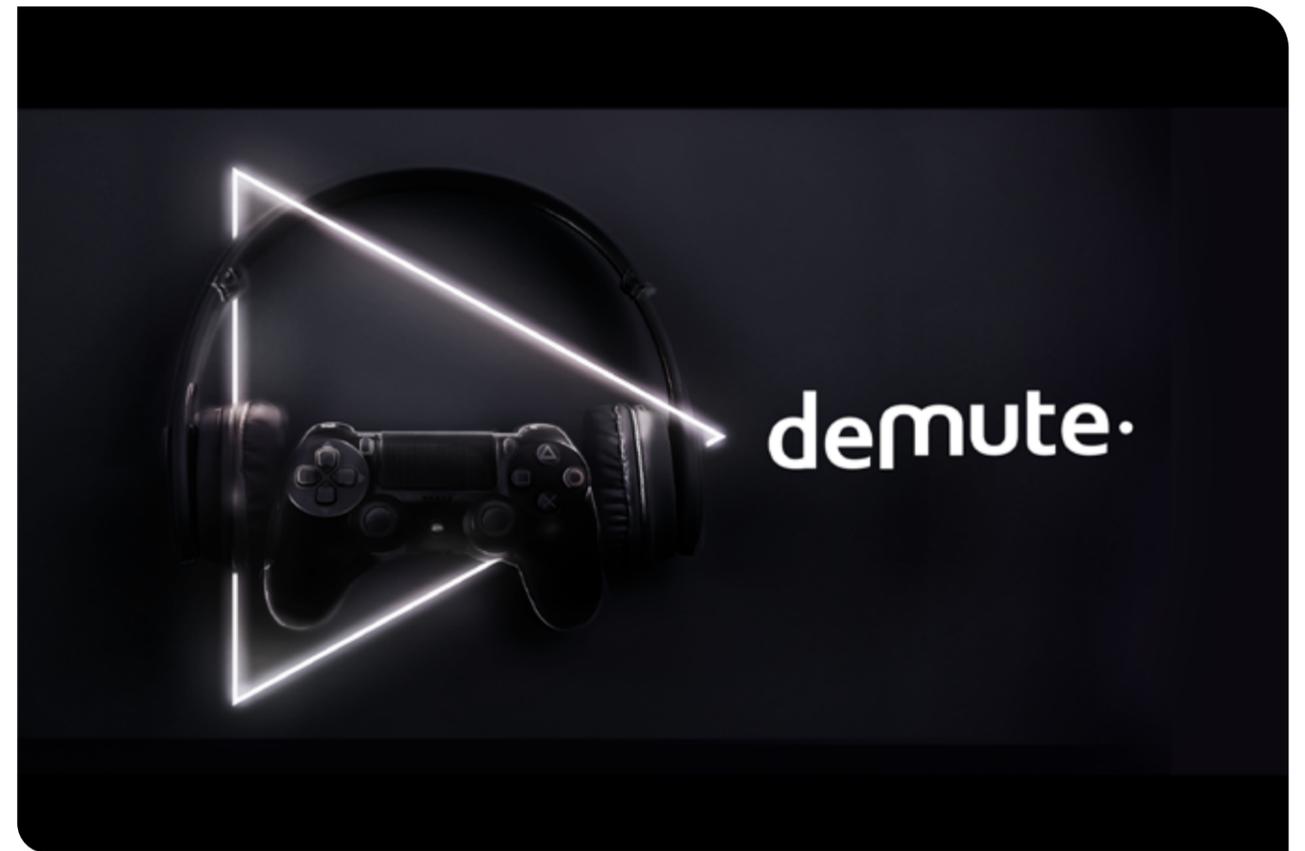
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In attendance at GDC-San Francisco:

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Demute is a co-development company which focuses on sound creation for video games. Thanks to our team of sound designers and developers, we manage every step of game audio creation from sound creation to in-engine programming.



ESPRITS PRODUCTION



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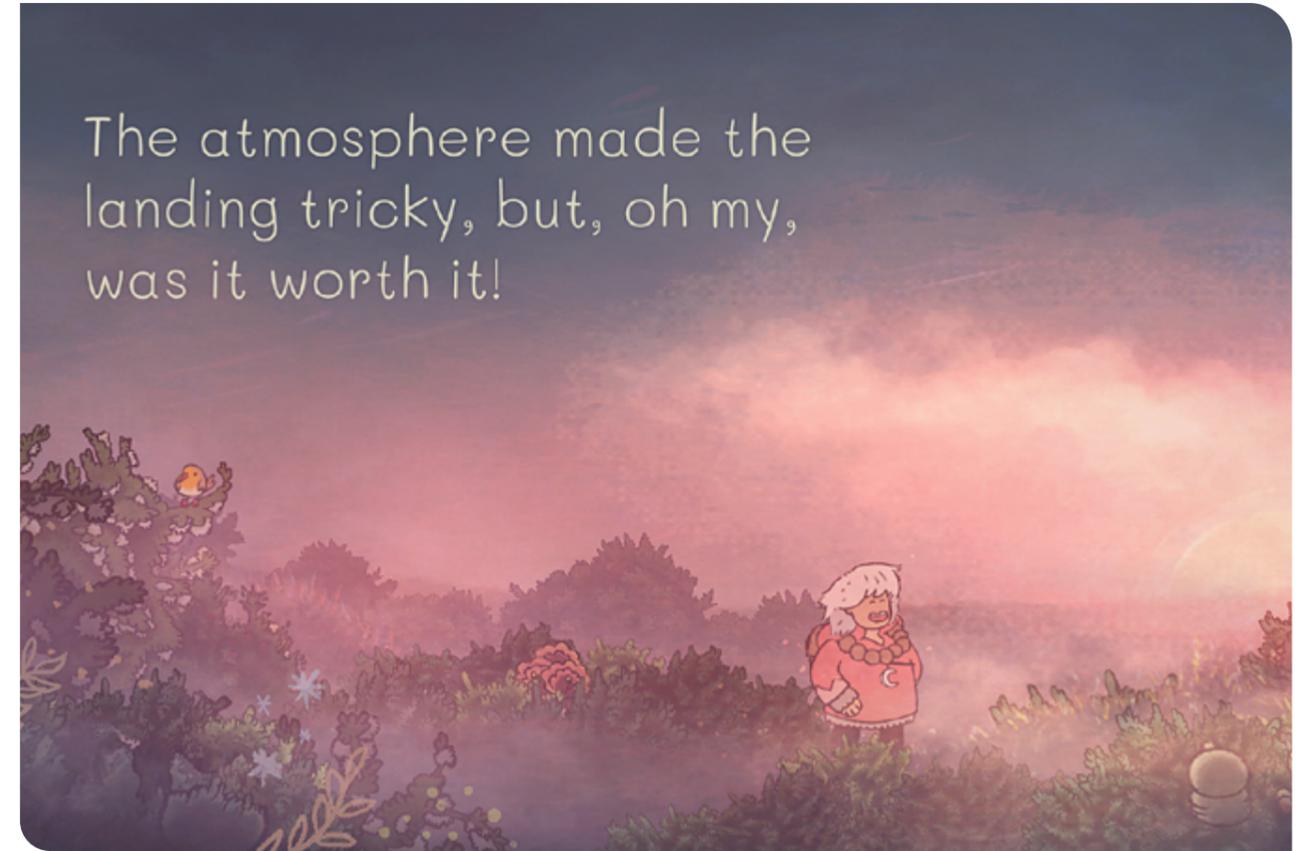
In attendance at GDC-San Francisco:

Adrien Fernandez - CEO
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Martin Pierlot - Art Director
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Esprits Productions is a Belgian indie transmedia studio, regrouping a large part of the former team of Abrakam Entertainment (Faeria, Roguebook,...). We are using our experience working together to build games and stories that gather parents and children around digital media while carrying messages of hope towards a better future.

After releasing a podcast in 2022, we are now enriching the Esprits IP with our narrative game The Storyteller.»



FIRE FALCOM



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In attendance at GDC-San Francisco:

Gauthier Billot - Co-founder
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Nicolas de Kerchove - Business developer
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Fire Falcom, a video game development company based in La Louvière, Belgium, specializes in porting video games to different platforms: Fire Falcom has expertise in adapting video games originally designed for PC and consoles to mobile platforms such as smartphones and tablets.



FISHING CACTUS



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In attendance at GDC-San Francisco:

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Laurent GRUMIAUX - Executive producer
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We are from rainy Belgium, Mons, Wallonia. Belgians may be known for not having a government but we have awesome beers and chocolate. At Fishing Cactus, it also happens that 25 of us craft games with their heart. Games which are, we hope, more than forgettable escapism, games leaving you with a feeling of change. Games we like, games you like, even if you are no beer fan.



MARACAS STUDIO



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In attendance at GDC-San Francisco:

Fabrice Daniel - CEO
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David Bailly - Creative Director
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At Maracas, we're committed to the creation of unique games with the ambition of touching the hearts of a large community of gamers and inspiring a whole generation of developers. It starts with increasing our team by the end of 2024 and securing funding for our two ongoing development projects. We aim to move towards more macro-level goals such as establishing our brand and expanding our team to 50 and a portfolio of 10 projects by 2030.



MYRON SOFTWARE



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In attendance at GDC-San Francisco:

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Myron Games is a game development company specializing in VR games. Our first title Deisim is a big hit on the Meta Quest store and we are currently working on Underworld Overseer. A VR game that lets you play as the villain, build your dungeon, and manage your monsters against waves of adventurers.



N-ZONE



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N-Zone is a Belgian video game studio.

We are looking for a distributor, marketing agency or publisher for our video games for consoles and PC. We are specialists in video game treasure hunts.

We work on our own intellectual property and also as a co-producer, for example Smurf, Sandbox, etc.

We have 20 full-time employees dedicated to game design and development.

Don't hesitate to contact us for a partnership.



PONG STUDIO



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In attendance at GDC-San Francisco:

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Discover Pong Studio, Belgium's fresh face in game localization. Eager to redefine gaming with our expertise in translation, adaptation, and dubbing, we're gearing up to launch groundbreaking projects. We seek collaborations across all localization facets. Join us at Gamescom 2023. Be part of our journey as we innovate the gaming industry together, tackling localization challenges. Intrigued? Let's connect. ☐☐ #PongStudiovgl #GDC2024»

SKEMMI



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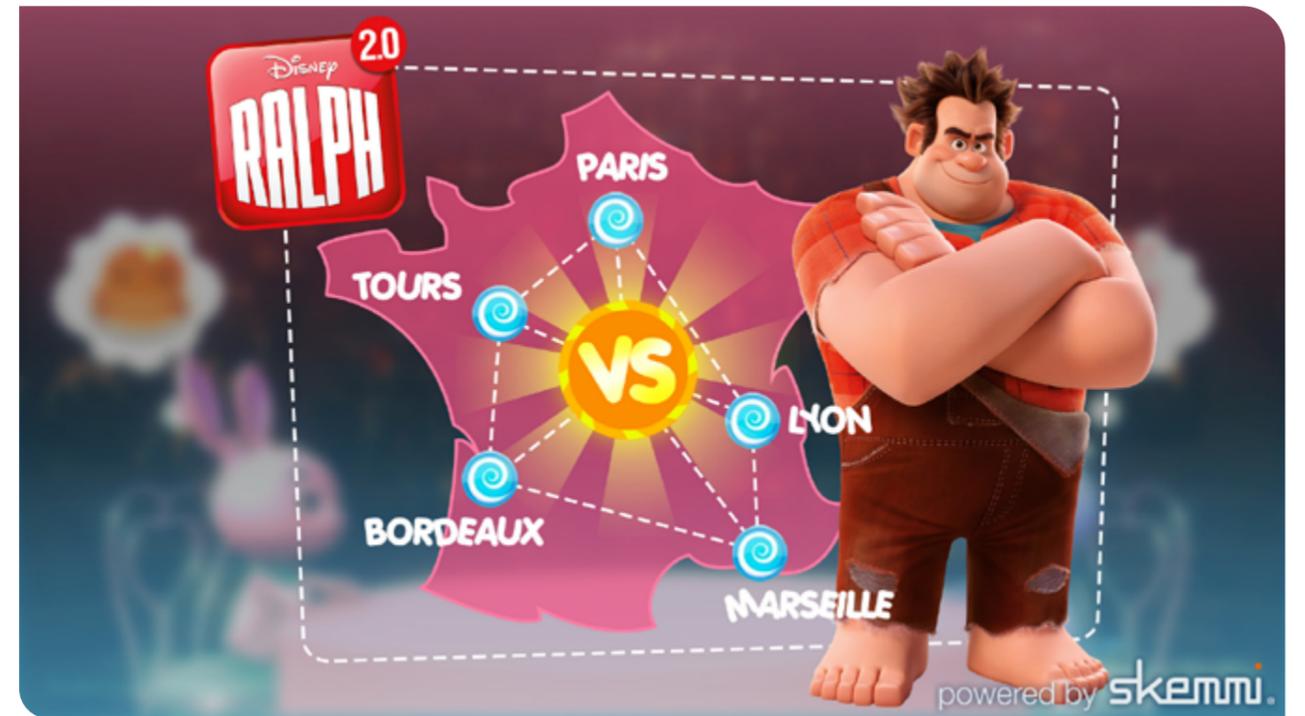
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In attendance at GDC-San Francisco:

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SKEMMI supercharges cinema, transforming movie scenes into epic crowd-controlled video games — wave your hands and become part of the movie extended universe, making every cinema visit a legendary, interactive battle.

We craft gesture-based crowd gaming experiences for movies. Creating excitement by allowing audiences to actively engage with exclusive content storyline.



SPARKERS DATA COMPANY



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In attendance at GDC-San Francisco:

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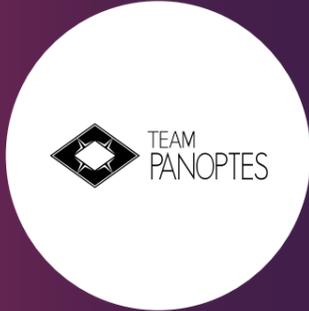
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Sparkers is the gaming industry's preferred data companion. We deliver market insights, sales tracking and live streaming audiences measurement to the world's largest publishers and distributors. Alongside a global team of market and software specialists, our industry-leading platform continuously evolves to collect, clean, enrich, and securely deliver data to our clients and partners.

Sparkers is known worldwide for its expertise in managing and analyzing video game sales data and manages GSD (a Game Sales Data co-op) on behalf of the industry.

TEAM PANOPTES



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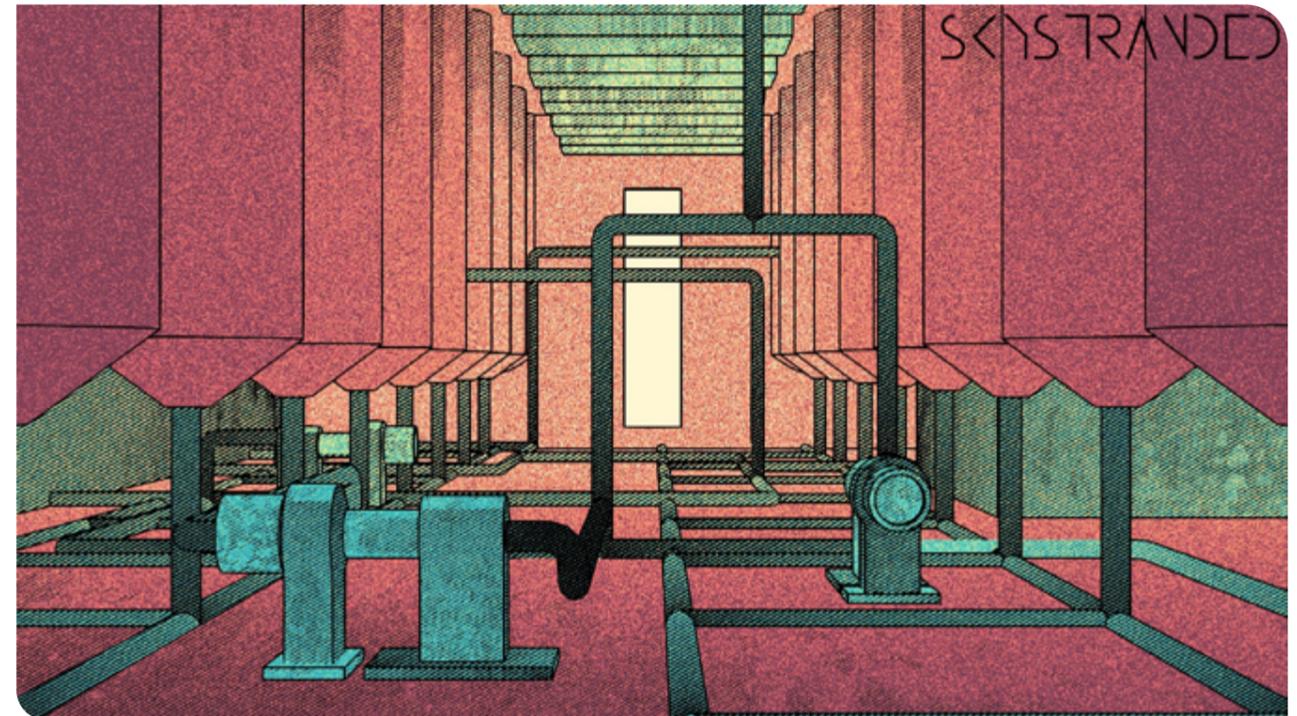
In attendance at GDC-San Francisco:

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Team Panoptes is a Brussels-based video game studio making exciting and innovative VR titles.

Our first title Panoptic is an award-winning asymmetrical game of cat-and-mouse. Our second game, Silhouette, explored original shadow-based hand-tracking gameplay on Quest. We are now developing Skystranded, a movement-based roguelite inspired by urban exploration.



TRIANGLE FACTORY



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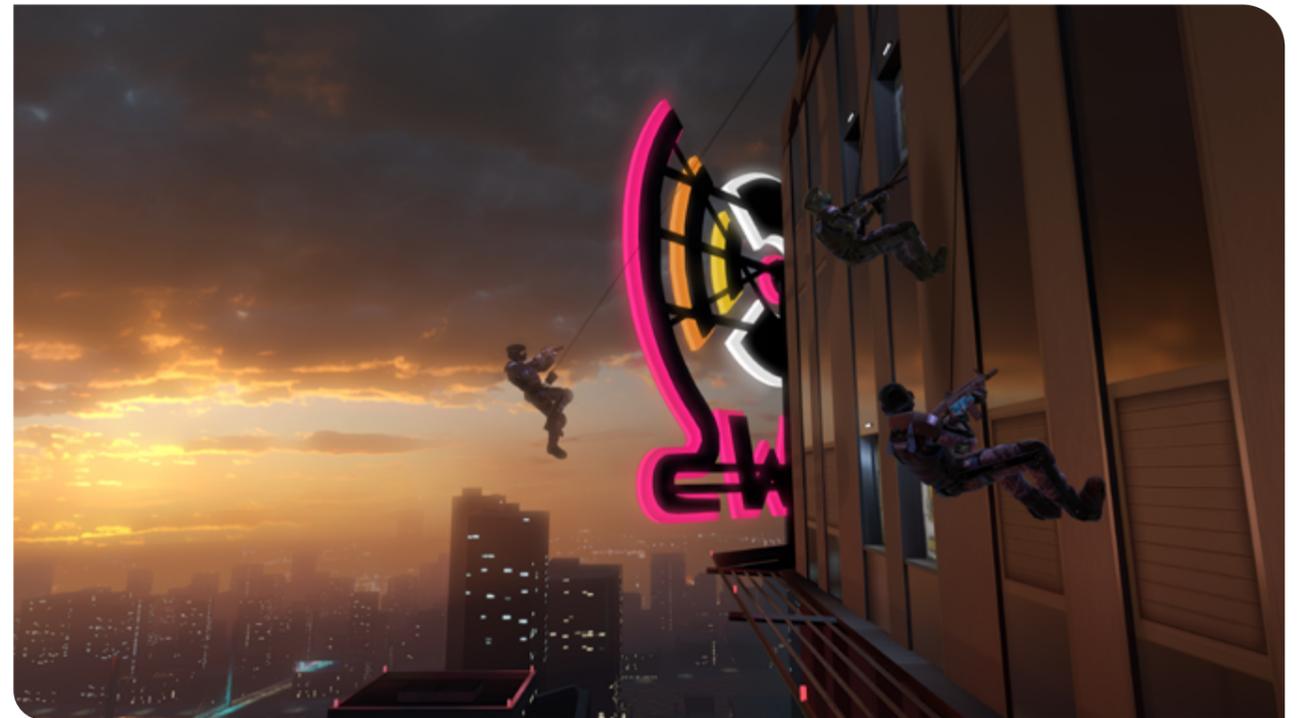
In attendance at GDC-San Francisco:

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Jeroen Dessaux - Creative Director
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Triangle Factory is the developer behind Breachers and Hyper Dash, two top selling multiplayer VR games. Triangle Factory produces XR content with a strong focus on the FPS shooter genre for both in-home and location-based entertainment.

Triangle Factory is an award-winning game developer with a strong focus on XR (Virtual and Augmented Reality).



WILD BISHOP



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Wild Bishop is active in the creation, production and sale of video games, real-time applications and virtual worlds via the most popular engine in the industry «Unreal Engine». The company also provides training, coaching, art and development services for third parties.

Wild Bishop has just released in early access «JudgeBall», a 3vs3 competitive online sport game that mix brutal handbrawl gameplay and MOBA genre.





Wallonia.be

EXPORT
INVESTMENT

