

Netherlands Economic Mission to Vietnam and the Philippines

23 - 28 October 2016





The Netherlands

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Foreword



It is a great privilege for me to lead this economic mission to Vietnam and the Philippines. The Dutch delegation represents more than 30 companies and knowledge institutions from a wide range of sectors, from aviation to agri-food and from renewable energy to maritime infrastructure.

The relationship between the Netherlands and Vietnam has shifted from a development partnership towards deeper economic cooperation. As we expand our trading and investment ties with Vietnam in various sectors, the Netherlands will give priority to promoting sustainability and inclusiveness. This approach has become the basis for a full-fledged campaign called 'Tomorrow is Green'. Our countries' economic cooperation has crystallised in Strategic Partnerships on water and climate adaptation (2010) and on agriculture and food security (2014), and in an EU-Vietnam Free Trade Agreement. We value Vietnam's strategic regional position as a member of both the Trans-Pacific Partnership (TPP) and the Association of South East Asian Nations (ASEAN).

The Philippines is seen as the new 'tiger' in the Asia-Pacific region. With an average growth rate of 7%, it is outpacing its neighbouring countries. Thanks to its young, educated, English-speaking workforce, the Philippines presents ample opportunities for Dutch businesses. And when it comes to doing business, the Dutch have a good reputation in the Philippines. We look forward to deepening our economic relations with this rapidly growing economy.

Clearly both these countries, with their impressive economic growth rates, growing middle class and rising living standards, are invaluable trading partners for the Netherlands. As the Philippines takes over as chair of ASEAN in 2017, this association of 10 states has an important task to fulfil in advancing regional economic, political and cultural integration.

I look forward to leading this formidable business delegation and to promoting Dutch innovation, trade and development, to the mutual benefit of all parties. Following the recent elections in Vietnam and the Philippines, this is a timely opportunity to meet with my counterparts to discuss ways of strengthening our bilateral ties.

Thank you for participating in this mission. I wish the delegation a successful and enjoyable trip.

Marten van den Berg
Vice-Minister for Foreign Trade

The Netherlands

The Netherlands



Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |
3. Eindhoven | 4. Enschede | 5. Flushing | 6. Groningen |
7. The Hague | 8. 's Hertogenbosch | 9. Leeuwarden |
10. Maastricht | 11. Rotterdam | 12. Utrecht | 13. Zwolle

Introducing the Netherlands

Joining forces to create sustainable solutions for the most liveable world, now and in the future.

How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive,

pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land. The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



Building with nature
An innovative method for coastal protection

Worldwide ranking

- 1st** Best performing European healthcare system (2013, Euro Health Consumer Index)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 2nd** Number of broadband connections per 100 inhabitants (39.4%)
- 2nd** Density of road network
- 2nd** Export of agricultural products (103.3 billion US Dollar)
- 2nd** Quality of Water Transportation (9.04)
- 2nd** Logistics performance Index (4.05)
- 4th** Largest seaport in the world (Port of Rotterdam), largest in Europe
- 6th** Exporter of goods (555 billion US Dollar)
- 7th** Foreign direct investment in the Netherlands (From Europe)
- 8th** Import of commercial services (119 billion US Dollar)
- 9th** Dutch investments abroad (976 billion US Dollar)
- 9th** Importer of goods (501 billion US Dollar)
- 9th** Export of commercial services (134 billion US Dollar)

Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba, Curacao and St. Martin. The overseas island of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km²
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 16.915.195 (April 2015)
- **Number of inhabitants per km²** 500 (April 2015)
- **Monetary unit** Euro
- **Languages** Dutch, Frisian

Sources: Holland Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School



The Netherlands teams up with its Vietnamese and Philippine partners

Creating a sustainable future together

Although oceans apart, the Netherlands maintains lasting relationships with its Vietnamese and Philippine partners and is keen to continue doing so for the years to come.

In recent decades, our bilateral relationship with Vietnam and the Philippines, characterised by openness, creativity and reciprocity, has resulted in joint initiatives which contributed to our mutual socio-economic development. Thanks to our shared interests in fields like water, agriculture and logistics, the Dutch have always found common ground with their Asian partners. While always on the look-out for new cooperation opportunities, we are proud to boast a 43-year relationship with Vietnam and celebrate 65 years of diplomatic relations with the Philippines this year.

Working with our Vietnamese partners to pursue their ambitions

The Dutch visit to Vietnam builds on several economic and political missions to and from both countries in recent years. Joint attention and efforts to build a more intensive relationship have not come out of the blue. Vietnam and the Netherlands, both being delta countries, share common objectives and challenges which can be approached more effectively if we work together. The Dutch are therefore very eager to build strategic partnerships to overcome water challenges.

In this field, the use of Dutch expertise in developing the 2013 Mekong Delta Plan acts as an inspiring example. Furthermore, the Vietnamese ambitions in agriculture, logistics, and especially aviation, motivate the Dutch to overcome the common challenges faced by our countries and support the Vietnamese ambition to become a regional hub for both passenger and cargo airlines.

Commonly addressing our challenges to secure further growth for the Philippines

The same open and interactive approach applies to the relationship with our Philippine partners. In recent years, the Philippines proved a strong economic performer despite a global slowdown. For the coming years, the prospects remain good. The Netherlands encourages this development and aims to guarantee the good economic forecasts by tackling environmental and economic challenges jointly. Whether we focus on water supply, sanitation, flood management, building up the transport network or stimulating the Philippine's ambitious programme to increase domestic crop production in order to attain food security, the Dutch are more than willing to team up with their Philippine partners. This economic visit serves to show once again that the open, flexible and creative character of both our countries results in new and innovative approaches that contribute to sustainable development.

Where synergy leads to growth

Altogether, this economic mission looks to strengthen the bonds with the Philippines and Vietnam further. By combining ideas and smart approaches, we aim to exploit the natural synergy that is needed to improve agricultural processes, water management and logistics. Let's strive toward finding new ways and opportunities that continue to strengthen our partnerships to the mutual benefit of our sustainable growth.



Company Profiles



2DO

2DO is the leading Dutch independent consultancy firm specialized in business development in ASEAN countries, especially in Vietnam. With head office in The Hague, two offices in Vietnam and partners network in ASEAN countries, 2DO has been serving 250 clients in:

- Business Development
- Financial Services
- Sector Development & Technology Transfer
- Business Support & Events Management

2DO assists its clients to achieve business goals more efficiently with its extensive network of reliable experts, contacts and expertise both in ASEAN as well as in Europe.

2DO enjoys excellent relations with local authorities and businesses in ASEAN and in Europe. It possesses actual understanding of the local social-economic circumstances, cultures and ethical values, which are valuable assets in minimizing time, costs and risks for your business in ASEAN or in Europe.

During the past ten years, 2DO has developed more than 50 investment projects for clients in diverse fields such as agriculture and food, medical devices, maritime, electronics, textile and garments, mechanics, oil and gas, packaging materials, logistics & distribution, furniture & handicrafts. By the end of 2015 the (bilateral and multilateral) donors have approved grants and subsidies for 40 projects. The total investment capital of our clients in ASEAN exceeds € 1,8 bill.

In essence, 2DO knows how to find and to connect the best of two worlds.



Hanh Do
CEO



Hai Nguyen
Director, VCT Co Ltd

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AB Consult / Solveigh

AB Consult is a network of international and independent consultants specialized in financial professional services (tax, legal, audit, accountancy, Human resource, and business consultancy).

We provide business solutions to multinationals, medium and small size companies in alliance with our business partners globally. We distinguish ourselves by focusing on the Asian market with our tailor-made service offering. Our clients appreciate us because we deliver high quality service with an affordable, fixed price arrangement in combination with the cultural sensitivity and flexibility characterized by each of our AB Consultants.

For Asian companies doing business in Europe/the Netherlands, we offer tailor made services to set up and enhance your growth in the Dutch/European market.

For Dutch/European companies doing business in Vietnam, we offer personalized finance & business set-up solutions. Through our networks in Vietnam, and South East Asia, we are well-equipped to work with you in starting and growing your business in this exciting part of the world.

Solveigh is an independent consultancy firm driven by entrepreneurial professionals. We are specialized in international mergers and acquisitions and business development. We distinguish ourselves by strategically acting in the most challenging cross border market bridging the gap between the West-Netherlands/Europe- and the East -Asiapac including Greater China and the ASEAN countries - for M&A and international business development transactions.

Within our business development practice, we focus on supporting companies in cross border business development and cooperation. Our services include supporting companies with their international sourcing and trading activities and strategy, as well as assisting companies in originating of large and/or complex projects.

Agriprom

Agriprom bringing you complete integrated farming solutions based on more than 25 years of International dairy farming expertise. With branch offices over 10 different countries and a global network of distributors we can create the best possible solution for your dairy farm; new or existing.



Saidah Van Lierop
 Business Development Manager
 Asia

The philosophy of Agriprom is the “total cow comfort” concept.

This means that product and know-how go hand in hand to optimize the conditions for the cow so that she will return the favour and produce the maximum for the investor. For the medium or large scale dairy farms or investors we could be the partner for turnkey projects, this means from design, towards the first milking time, and beyond.

Our Integrated solutions:

- Herd Management
- Manure treatment Solutions
- Cow Comfort Solutions & Barn equipment
- Liners & clusters

Our veterinary/hygiene products cover a broad range:

- Rapid tests for milk (e.g. somatic cell count, ketosis, antibiotics, diarrhea),
- Udder health (e.g. Wet Wipes, Sanofam, Peppermint spray)
- Hoof care (e.g. hoof liquids, paste and bandages)
- Feed supplements (e.g. Digestar probiotic range, Silage inoculants)

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Avans University of Applied Sciences

Avans University of Applied Sciences is one of the leading universities in the Netherlands. Avans is located in the province of Brabant, in the south of the Netherlands. Because of the proximity to the German and Belgian market, this is an excellent location. That's why international companies choose our region, e.g. for logistical reasons. Our region is known for its open, multicultural, business-oriented environment. Businesses cooperate closely with universities and government institutions. Avans encourages international partnerships. Many of our students work and study in an international business environment. Ranked as number one University of applied sciences, we deliver highly qualified young professionals and are dedicated to conduct top research on international sustainable business.



Eric Pardon
 Director AMIB



Frans Stel
 Professor International Business, ESB



Arthur van Baalen
 Lecturer AMBM, Researcher

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Products and Services Offered

- Training and research of
- International Alliance Business Skills
- International and innovative entrepreneurship
- Best sustainable strategy and innovative business practices

Unique Selling Points

- We have a very experienced team, consisting of teachers, researchers and trainers on international business management and Sustainable Strategy and Innovation
- In-depth market and segment knowledge of Europe and the Netherlands

Profile of Commercial Contacts Wanted

- Universities of Applied Science in Vietnam

AMIB: Avans Academy of Marketing and International Business

ESB: Avans center of Expertise Sustainable Business

AMBM: Avans Marketing and Business Management



Aweta G&P

AWETA: Company dedicated to the development of turnkey solutions for sorting and packing of fruits, vegetables, flowers, and fish. With more than 50 years of experience, presence in 5 continents and installations in over 60 countries.

Technological innovation drives our success. Our optical high definition sorting systems makes it possible to grade products by both external and internal quality. Our new solutions to track the fruit; Tracking & Tracing are the most advanced on the market and our R & D department continuously searches for the best technological advances seeking new solutions and ways to improve our technology to always be able to give the best to our customers.



Rin Alleblas
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BAM International

BAM International is a subsidiary of Royal BAM Group, one of Europe's largest contracting companies active in construction, property, civil engineering, public-private partnerships, mechanical and electrical contracting and engineering in 30 countries across the globe, with an annual turnover of €7 billion. BAM International deploys the contracting activities of Royal BAM Group outside Europe.

BAM International's area office Asia Pacific is situated in Jakarta, Indonesia. We have extensive experience in marine work, general building, infrastructure and industrial projects.

Building projects

Some of the projects recently completed in the area include a large iron ore jetty for Vale in Lumut, Malaysia, a fishery harbour in Dikkowita, Sri Lanka and in Indonesia a cement plant for Holcim in Tuban, the Amcor packaging plant in Pasuruan and two hotels (GTV in Cikarang and Margo in Depok). We are currently constructing Unilever's Indonesian head office in Jakarta, as part of a history of state-of-the art embassy and office buildings that were completed by BAM such as Menara Palma Tower, Bellagio Mansions, TMT Tower and Tempo Scan Tower.

CSR projects

Leaving something more behind than what the contract states, that's the philosophy behind the Corporate Social Responsibility activities of BAM project teams. At the Indonesian Amcor project for example, the team chose to do something for the children of a local school by renovating the building.



Tom van Breda
Area Director Asia Pacific

BAM International

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Sophie Housley
Programme Officer

Basic Water Needs

Founded and based in the Netherlands, **Basic Water Needs (BWN)** works together with numerous NGOs, Ministries of Health and many other public and private partners in Africa, Asia and Latin America in the fields of household water treatment and safe storage (HWTS) and WASH.

Products and Services Offered

BWN is widely recognized for its impact in developing, producing and distributing water purification and conservation products in order to create access to safe drinking water. Over the last 10 years, BWN has supplied our innovative Dutch-designed 'Tulip technology' water filters to more than 2,000,000 people worldwide, offering safe and durable drinking water products that are simple to use and last for thousands of litres. Although our product is largely developed for households, it is also used in emergency situations and in offices/schools.

Unique Selling Points

- Interdisciplinary team of professionals with a variety of experience including: engineering, business development, international development, gender issues, human rights and Fairtrade.
- With this combination of people and skills we are able to tackle the whole chain of HWTS, from product design to last-mile distribution.

USP's of the Tulip Water Filter

- Due to our price/quality focus, the Tulip Water Filter is around 4 to 10 times cheaper per liter than competition and it is also often cheaper in terms of one-off investment.
- Simple design and ease of use.
- Sustainability – replacement candles ensure the longevity of the product. Emphasis on self-supply e.g. USP for project partnerships.
- Recognised as trustworthy, reliable product in the sector.

Profile of Commercial Contacts Wanted

BWN seeks partnerships with distributors/partners that have extensive local networks with sub-agents and NGOs.

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Bas van Bemmelen
Director



Walter Jacobs
Regional Business Manager

Boskalis International

With its roots in the Netherlands, **Boskalis** has over 100 years' experience in hydraulic engineering, coastal protection and land reclamation. Our head office is located in Papendrecht and we have an extensive network of branches around the world. We operate in 75 countries and across six continents, with a versatile fleet of 1,000 vessels and floating equipment. Boskalis has more than 8,200 experts who are driven by a passion for their work and an entrepreneurial spirit.

Traditionally, dredging has been Boskalis' core activity. Our services include the construction and maintenance of ports and waterways, land reclamation, coastal defense and riverbank protection.

Today we also offer a wide variety of maritime services and contracting to the offshore energy sector under the brands Boskalis, Dockwise, Fairmount and VBMS. These include the development, construction, transport, installation, inspection, repair & maintenance (IRM) and decommissioning of oil and LNG import/export facilities, offshore platforms, pipelines and cables and offshore wind farms.

We provide towage services, emergency response and salvage through SMIT. Together with our strategic partners in harbor towage (Keppel Smit Towage in Asia, Saam Smit Towage in the Americas and the joint venture KOTUG SMIT Towage in Northwest Europe) and terminal services (Smit Lamnalco), we cover more than 90 ports in over 35 countries around the world.

Our main clients are oil, gas and wind energy companies, port operators, governments, shipping companies, international project developers, mining companies and related EPC (sub) contractors and insurance companies.

Boskalis International

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City of Oss

Oss has existed for thousands of years. The fertile banks of the River Maas gave rise to a flourishing agricultural community and trading centre, and produce from Oss has been exported throughout the world for 500 years. Oss later developed into a successful industrial town and now has a population of 85,000. Companies based in Oss specialise in agrifood, logistics and life sciences and it's thanks to Oss that the world has become acquainted with smoked sausage, margarine and the contraceptive pill.

Vietnam is also familiar with products from Oss. In the 1970s Vietnam was supplied with food aid from the USA. Most of the meat was 'Made in Holland', and therefore made in Oss: millions of sausages and tins of meat.

In September 2013 the City of Oss and the Vietnamese province of An Giang signed a Memorandum of Understanding, which has resulted in us working closely together on trade, pharmaceuticals, culture and education. Distribution and logistics are also high on the agenda aiming on allowing Vietnamese products to reach Europe efficiently and in excellent condition – properly packaged and transported quickly and safely. Oss, which is located in North Brabant in the Netherlands, is with its inland terminal as an extended gate for Rotterdam's largest container terminal ECT, the food port to the rest of Europe. And vice versa – products from Brabant and the rest of Europe are exported just as efficiently to Vietnam and to the rest of Asia.



Gé Wagemakers

Deputy Mayor & Alderman on Port Affairs



Christian Heerings

Accountmanager Economic Affairs

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Damen Shipyards Gorinchem

Damen Shipyards Group operates 32 shipbuilding and repair yards, employing 9,000 people worldwide. Damen has delivered over 6,000 vessels in more than 100 countries and delivers some 180 vessels annually to customers worldwide. Based on its unique, standardised ship- design concept Damen is able to guarantee consistent quality and fast delivery.

Damen's focus on standardisation, modular construction and keeping vessels in stock leads to short delivery times, low 'total cost of ownership', high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology.

Damen offers a wide range of products, including tugs, workboats, naval and patrol vessels, high speed craft, cargo vessels, dredgers, vessels for the offshore industry, ferries, pontoons and superyachts.

For nearly all vessel types Damen offers a broad range of services, including maintenance, spare parts delivery, training and the transfer of (shipbuilding) know-how. Damen also offers a variety of marine components, such as nozzles, rudders, anchors, anchor chains and steel works.

In addition to ship design and shipbuilding, Damen Shiprepair & Conversion has a worldwide network of 15 repair and conversion yards with dry docks ranging up to 420 x 80 metres. Conversion projects range from adapting vessels to today's requirements and regulations to the complete conversion of large offshore structures. DSC completes around 1,500 repair and maintenance jobs annually.

The Damen Shipyards Group has been active in Vietnam since 1994 and started local shipbuilding activities in 2002. During the past 14 years with our five Vietnamese partner shipyards more than 250 ships have been built for both the domestic market and export. Currently there are more than 50 ships under construction.



Gijs Menno Busser

Sales Manager Asia Pacific

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Dijkma

The Dijkma Company has been specialized in the worldwide import and export market for over 40 years. We can offer you good quality new and used tractors. During the past years we have established good business contacts in a worldwide network of customers and suppliers of all kind of goods, demanded by our customers. We can ship containers, Ro/Ro, etc. to any country in the world. Dijkma Import - Export was established to supply economically new, used and refurbished quality farm tractors abroad to diverse worldwide customers. We try to be flexible to facilitate the always changing demands of the modern agricultural sector.

As well as supplying machinery, we have solutions for customers requiring a single machine delivered to a remote location, and also for a big company requiring

a fleet of specialized equipment to suit a specific project delivered on a work site, ready to be used. Our aim is to supply the most suitable machinery for a specific job. agricultural machinery and machinery to suit many other sectors. As well as supplying the machinery, we deliver to port, we strip down for container loading, include shipping, operator and parts manuals in many languages, spare parts, repaired parts and consumables.

We can provide special machinery technique for individual customer needs.



Jan van Dijk
Sales Manager



Leon van Dijk
Sales Manager

Dijkma

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EKRO

EKRO in The Netherlands is the world's largest and most modern veal production facility, slaughtering and processing annually over 400.000 heads in bone-in and boneless cuts and kitchen-ready products. EKRO exports to over 60 countries worldwide, supplying retail, foodservice and industry in any desired quantity, quality, specification and packaging, chilled or frozen. Approximately 80% of production is Premium Dutch Milkfed Veal, 20% is Premium Dutch Grainfed Veal, each with its own characteristics and following the changing market's needs and trends

EKRO is member of the Dutch based VanDrie Group, the world's largest integrated veal production chain. Control over the full production ensures a consistent, safe and high quality product and full tracking and tracing. Besides implementation of VanDrie Group's food safety program, Safety Guard, which exceeds EU-standards, EKRO is ISO22000 certified and boasts BRC and IFS controls. Food safety and animal welfare are not just words to EKRO, but guarantees.

Please find more information on www.ekro.com and www.vandriegrup.com.



Paul Beltman
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EKRO

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European Veterinary Laboratory (EVL)

The **European Veterinary Laboratory (EVL)** in the Netherlands is one of the most highly regarded veterinary diagnostic companies in Europe.

For many years veterinarians and laboratories have turned to EVL as the source for reliable unmatched service and support. EVL helps you to break the costly effect of undetected animal diseases (which can harm also the human population) by offering the widest selection of platforms available.

Our products have been ranked best in class by the WHO and are sold in 49 countries in the world including Russia, USA, China, Iraq and all European countries. The consistent quality has led to many research and development requests from for example the Research Centre European Vaccines, funded by the European Union and the Benelux, the Belgium and Russian Government.

Products and Services Offered

- One Step (RIMA)
- SRE (Small Rapid ELISA)
- ELISA
- Clinical trials
- IFA Slide
- PCR
- Pet products

We can also assist you in enhancing your product and develop vaccines either on license for outright sale both on a joint or contracted basis.

Unique Selling Points

- Experts on development and veterinary advise
- 38 years experience in production development of rapid assays
- 3D Cad design development new diagnostic tools
- Owner of 690 monoclonal and polyclonal antibodies in human and veterinary of pathology and infectious diseases
- In-depth market and segment knowledge



Jan Paul van Herwijnen
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Exact Dynamics

Established in 1990 **Exact Dynamics'** mission is to world wide (Europe, USA & Canada, Japan) provide the severely disabled suffering from physical limitations in their upper extremities with high quality solutions to improve their ability to manipulate and to make them more independent as well. Exact Dynamics is developing and producing power wheelchair mountable robotic manipulators (iARM) and dynamic arm supporting systems (DAS). Including the after sales support and the maintenance of the sold products.

www.exactdynamics.com
www.assistive.nl
www.reharo.co.jp

Company's additional Philippine mission

Is to search for (new) business opportunities in the market segments of the food and the solar energy systems.

Products and Services Offered and the Unique Selling Points

Western Healthy and Good Food (especially Dutch Food)

- Meets high quality
- Is easy to prepare
- Is tasteful
- Can easily be combined

Solar Energy Systems

- Competitive prices
- Competitive ROI-periods for high quality and turnkey PV-installation services on commercial sites.
- Turnkey realization of solar farms with clear contracts

Profile of Commercial Contacts Wanted

To investigate the new business opportunities we want to search for all the 'blocks on the road' to do the mentioned businesses in the Philippines.



Harry Stuyt
CEO



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F. Wellink Lekkerkerk

F. Wellink Lekkerkerk is a company with almost 40 years of experience in processing pork products for the sausage snack and ready meal industry. Wellink has started in 1979 and over the years we proved that quality, efficiency, process control and a large industrial production are the right ingredients for a profitable business relationship. With this formula we created the biggest pork head processing company in Europe and produce more than 30 million pork heads a year. We recently received our accreditation for direct export to China. Our products are well used in markets like Asia (such as the Philippines, Hong Kong, Thailand, Taiwan), Africa, the Caribbean and all over Europe.



Dirk van der Meeren
Senior Sales Manager

Wellink is the biggest pork head deboning plant in Europe and is part of the Teeuwissen Group. Teeuwissen is an international player in the collection, processing and trading of meat by-products. Teeuwissen coordinates a raw material stream of meat and meat by-products from all animal species, for market segments such as human consumption, casings, pet food, feed and pharmaceutical ingredients. Teeuwissen is part of the Saria Group, one of the leading specialists in the recycling of animal, vegetable and agricultural waste products.

Wellink is always looking for new partners in the sausage, snack and ready meal industry and we are looking forward to meet you.

F. Wellink Lekkerkerk

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www.wellink.com



Ina Enting
Coordinator Holland Pig,
Director DMFC Vietnam



Le Hong Van
Project manager

Holland Pig
(Operated by DMFC Vietnam)
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District 1, HCMC

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Holland Pig

Holland Pig is a group of Dutch companies commercially active in the Vietnamese pork chain. We cooperate to offer an integrated solution to the business demands of Vietnamese companies, associations and governmental organizations. Holland Pig has been established to support the development of the pig sector in Vietnam. The added value of Holland Pig is that our total production concept will lead to higher outputs for your company. Whether you are in need of a sustainable breeding, feeding, housing, health or slaughter solution, through combining the high quality products and know-how of our members you can implement complete (turn-key) pig projects.

- Holland Pig comprises Netherlands' strongest companies in pig business, matching the Vietnamese demand:
- De Heus, leading producer and exporter of a complete range of feeds, concentrates and premixes.
 - Fancom, a global leader in the development of automation systems combining climate control, feeding systems, biometrics and data management for pig and poultry farms.
 - Nedap Agri, manufacturing and selling electronic feeding systems for pregnant sows based on electronic identification, using ear tags (Nedap Velos).
 - Sonac, a brand name of Vion Ingredients, supplier of reliable and high-quality animal-based proteins, fats and minerals.
 - VDL Agrotech, manufacturer and supplier of equipment for the poultry and pig sector comprising feeding systems, drinking systems, climate control systems, heating, cooling and complete prefabricated buildings.

Contact the Holland Pig group and you will be lead to the essential companies(s) meeting your specific requirements in the development of the Vietnamese pork chain.



Joost Vrancken Peeters
(Kneppelhout & Korthals)
Partner



Marcus Collins
(DFDL)
Partner

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DFDL
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Kneppelhout & Korthals / DFDL

Kneppelhout & Korthals is a full-service Dutch law firm, established in 1979, with a special focus on both inbound and outbound investments from Asia.

DFDL, an international law firm with over 120 legal and tax advisors, has its roots in emerging markets in Asia with 13 offices in 9 countries, including most ASEAN countries and Bangladesh.

The 2 firms have entered into a cooperation agreement. Marcus will be working from the Kneppelhout offices when in Europe, as well as an Indonesian DFDL lawyer, Anindya Pratidina.

With the growing importance of ASEAN especially for Dutch and other European businesses and the increased investment from companies in China and ASEAN in the Netherlands and Europe, DFDL and Kneppelhout are well positioned to advise businesses from Europe and Asia on their proposed activities in Asia and Europe.

Products offered

M&A, international trade, logistics, insurance, intellectual property, IT, labour, immigration, real estate, EU competition, anti-trust, customs, dispute resolution, (project) finance and (renewable) energy, mining and infrastructure.

Unique selling points

- Comprehensive knowledge
- Practical experience
- Competitive, flexible fee arrangements
- Professional, efficient attitude
- Native speaking lawyers
- Extensive international network

Profile of commercial contacts wanted

- European companies which intend to or already have set up business operations in the ASEAN area and China, and companies in Asia which intend to or already have set up business operations in Europe.
- M&A advisory firms



Niels de Hart
Commercial Director

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LubriDutch

LubriDutch is a Dutch oil Company located in Utrecht The Netherlands and is the founder and owner of the international oil brand **Booster**, a brand with a wide product range that includes lubricants, greases, additives and coolant products. With several blending partners in the Benelux, LubriDutch produces the products always based on domestic virgin base oil, original specifications and always new packaging. LubriDutch works with distributors, agents and other business partners all over the world to sale and distribute their products.

Products and Services Offered

- Lubricants
- Greases
- additives

Unique Selling Points

- We guarantee the highest possible quality for a competitive price.
- Due to our close cooperation with several blending facilities in the Benelux, we are able to be a very flexible and cooperative business partner.
- We make the marketing plan together with our distributors because every distributor, market and country is different.
- We do not only want to supply, we want to work together with our clients as a team.

Profile of Commercial Contacts Wanted

- Importing distributors of lubricants.



Koen Toonen

Branch Director/Trainer & Senior Consultant - MDF Asia

MDF Training & Consultancy

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MDF Asia (Vietnam office)

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MDF Training & Consultancy

MDF Training & Consultancy is a global training & consultancy agency with over 30 years of experience in international co-operation. We enable projects & programmes, professionals, organisations, partnerships & networks to achieve sustainable results and results that matter for a better world. We do this because we are convinced that people who continue to develop themselves are best equipped to make a sustainable difference towards more equitable societies.

With this spirit and focus we warmly invite you to call upon our services, including open-entry and tailor-made training courses, advisory, coaching, evaluations and facilitation. You are most welcome at one of our 8 regional offices or head office in the Netherlands, or we visit you. Wherever, and whenever, we can add value to your activities.

MDF's training and consultancy services focus on four main areas:

Results-Oriented Programmes

MDF's assistance to the management of projects and programmes focuses on achieving sustainable results. Crucial for a results-focus is to systematically learn and to strengthen evidence-based decision-making, which simultaneously makes governments and non-profit organisations more accountable.

Competent Professionals

We believe results are created through skilled, motivated and inspired professionals. More than any other organisation, MDF focuses on boosting leadership and staff qualities that are important for the international context in which our clients operate.

Learning Organisations

MDF facilitates organisational learning aiming to improve our clients' effectiveness, relevance and social impact on society. We furthermore galvanise the effectiveness and efficiency of internal processes, using the talents of people and the strengths of our clients' values and culture.

High-Performing Partnerships

Organisations are not islands and are best understood when valued within their external context. MDF therefore helps organisations to understand the dynamics on the institutional level and supports clients when dealing with multi-stakeholder processes.



Remco Smorenburg

Partner, Tax & structuring lawyer

Norton Rose Fulbright

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Norton Rose Fulbright

Norton Rose Fulbright is a global law firm based in more than 50 cities across Europe, the United States, Canada, Latin America, Asia, Australia, Africa, the Middle East and Central Asia. We are recognized for our industry focus and are strong across all the key industry sectors: energy, financial institutions, food & agriculture, infrastructure, life sciences & health-care, technology & innovation and transport.

Legal products & services offered in the Netherlands:

- Banking and finance
- Business ethics and anti-corruption
- Corporate, M&A and securities (including notary)
- Dispute resolution and litigation
- Employment and labour
- Financial services
- Fintech
- Private equity
- Project finance
- Real estate
- Regulation and investigations
- Restructuring and insolvency
- Shipping and aviation finance
- Structured trade and commodity finance
- Tax

Its favorable tax climate, robust and flexible legal system, outstanding infrastructure (road/rail/air & IT) and access to over 250 million consumers within a 1000km range, make the Netherlands a hub for international trade and business and the gateway to Europe.

Our office in Amsterdam provides a broad corporate and commercial service and has worked on some of the highest profile financings and other inbound and outbound business transactions for domestic and international clients.

Our lawyers stand out for thinking alongside the client's business to achieve the best results. Our biggest strength is our global coverage and in-depth local knowledge of our areas of expertise.

Law around the world

Nortonrosefulbright.com



Martijn Enter
CEO



Nguyen Thanh Vu
Customer Support Officer Vietnam

NovoLanguage

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NovoLanguage

NovoLanguage is a fast growing language learning company based in the Netherlands, Vietnam and Indonesia. Working in close collaboration with leading European Universities, we use proven language learning technologies to provide tailor-made English courses to the business market. Using our mobile and unique speech technology, your employees can develop their language communication skills through speaking with a virtual conversation partner, at their assessed level. In addition to increasing language skills, our courseware enables you to increase your upselling power and improve international customer satisfaction. NovoLanguage customers include leading hotel groups, language training organizations and universities. What sets us apart from others is our high level of quality and the ability to provide interactive learning in a scalable way. We look forward to working in the exciting and fast-growing Vietnamese market of language learning.



Erik Frens
Director

Partners Network

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Partners Network

Partners Network adds value to the chain by supplying to retail, wholesale and processing industry with an international professional team in several countries. They are active in global distribution from our dedicated slaughterhouse, fishing vessel or fruit orchard to the importing country. Each load/container is a project and they handle it with care, their advice includes a view on the multiple choices of origins they can offer you. Their approach is open with the goal to heighten volumes and service grade. Due to the various markets in their portfolio they are able to cluster volume, quality and therefore they are very competitive.

Considering the above Partners Network seeks contact with processors, distributors and wholesalers which they can supply with pork, chicken and fish products with the specifications and in time deliveries to your needs. Please meet their Director Erik Frens.



PMJ

PMJ...Duck Processing Technology

PMJ Duck Processing Technology is the global authority for automated duck processing machines used in slaughterhouses up to speeds of 6000 ducks an hour. Our automated machines are available for live bird arrival, killing, scalding, plucking, waxing, evisceration, chilling and weighing. Also automated machines are available for meat and gibleet processing. With our automated machines the duck processing companies will save significant personnel costs and provide a constant high quality end product and yield on by-products.



Henk Darwinkel
Sales Director

PMJ...Duck Processing Technology

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Royal Joh. Enschedé

Royal Joh. Enschedé

Royal Joh. Enschedé is an independent banknote printer, accredited to deliver banknotes for more than 70 countries. It is one of the leaders in the world market of postage stamp production. Furthermore, Joh. Enschedé excels in other security print like tax stamps, visa stickers, permits, diplomas and bespoke special projects.



Michiel Raasveld
Director Sales & Marketing

Joh. Enschedé optimally combines authentic craftsmanship, knowledge and experience with new technology and innovative thinking. The company cooperates with the very best specialised suppliers of security inks, substrates and features. The result is the best security print solution for every customer. Joh. Enschedé also advises its customers on critical issues such as design and origination, and protection against counterfeiting.

Profitability and long-term continuity are the basis to meet its responsibilities to its stakeholders such as clients, employees, shareholders, suppliers and society.

In short Royal Joh. Enschedé mission statement says it all: 'Quality, Security, Trust'

Royal Joh. Enschedé

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Henry Oude Maatman
Coordinator International Cooperation, School of Education



Patrick Sins
Professor Progressive Education, School of Education

Saxion University of Applied Sciences

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Saxion University of Applied Sciences

Saxion University of Applied Sciences is located in the east of the Netherlands on three campuses, in the lively cities of Deventer, Enschede and Apeldoorn. Our university has a population of approximately 27,000 students, including 3,500 international students. We offer Bachelor and Master programmes covering more than 30 different study routes. English-language international programmes are available for a wide variety of disciplines, ranging from business studies to technical subjects.

Since Saxion's international programmes are accredited both nationally and internationally, our degrees are recognised worldwide. Obtaining your Bachelor or Master degree at Saxion will enable you to seek employment either in your home country or in many other countries across the globe. At present, students participating in our programmes come from over 80 countries, including from Indonesia, India, China, Brazil, Korea, Japan and Vietnam.

Education at Saxion

Education at Saxion is centred on helping students to develop professional competence. As a student you are very much responsible for your own approach to studying, although of course our tutors and lecturers are always available to help and advise you. Most of our teaching staff have many years of industry experience in professional organisations.

As a University of Applied Sciences, Saxion places great value on practical skills and applied research. Therefore, you will be involved in various forms of learning during your studies and will often work in small teams on real-life projects.

Saxion & Living Technology

The interaction between technology and society is at the core of Living Technology. At Saxion, we strive to embed this concept in our programmes and research. Driven by concerns from society, government bodies and local businesses, our students and researchers work on new solutions for real-life problems. You will learn to use the technological developments in your field of study successfully.



Tessa Rijn
CEO of TaskHero



Edith van Donkersgoed
Marketing

TaskHero

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TaskHero

TaskHero is an employment agency that operates in the Netherlands. Our main activities comprise delivering staff to companies who can use extra help. TaskHero can deliver staff for all kind of jobs. Examples are servants for restaurants, promoters for brands and chauffeurs for both private and business events. The motto of TaskHero is: A Hero for every Task.

TaskHero works very flexible. This means we work with a lot of different types of Heroes. These Heroes can work at different times for different jobs and at different locations. TaskHero can help a company out with extra staff, as well on very short term as on long term.

The companies we help are growing businesses that can't keep up with their own growth. This is where TaskHero jumps in.

Unique Selling Points

- The Heroes can communicate their availability at www.taskhero.nl. At this platform companies can see who are available to work. They can choose their own Hero.
- TaskHero gives Heroes new experiences and lets these young adults discover what they are interested in and lets them learn what their strengths and weaknesses are.
- Working for TaskHero is very flexible: based on their availability Heroes receive invitations for jobs. This means Heroes can work whenever it suits them and when they're busy studying they can decline the job. This makes working easier for busy students/scholars.
- TaskHero can deliver staff on very short notice at the platform www.taskhero.nl.
- The companies that need extra help can communicate all their wishes and comments at www.taskhero.nl.

During our time in Vietnam and the Philippines we hope to find contacts that can support TaskHero with the website www.taskhero.nl. That is why we want to invest in finding a partner company to cooperate with.



Driek Storms
Sales Manager Asia

Vion Food International

Vion Food Group is one of the largest producers of fresh meat (beef and pork), derived products for industry, retail and foodservice, produced in the Netherlands and Germany, with a global presence and sales offices worldwide.

Vion Food Group is farmers owned and has a full control of its supply chain. Fresh pork and beef of Vion Food Group is produced according to the highest global standards and also accepted on all relevant global food markets. Vion Food Group is the trusted partner and supplier of major industry, foodservice and retail companies worldwide.

Every day, approximately 100 million people around the globe consume Vion Food's meat, representing a huge responsibility for consumer's health and food safety. Vion Food Group guarantees the safety of its products by operating within modern integrated meat supply chains and ensures an efficient, fully traceable meat production process in which food safety, product integrity and sustainability are key values. Focusing on a proactive partnership with farmers and customers, Vion Food Group believes in sharing knowledge and experience as well as transparency and collaboration. Innovation starts with customer and client needs.

Vion Food International

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Vion Food International Pacific

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Pepijn van Dijk
Director VSO Nederland



Tau van Ngo
Director NWC Consulting

VSO Nederland

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Netherlands Knowledge Xchange

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VSO Nederland / NKX

NKX (Netherlands Knowledge Xchange) brings experts from The Netherlands on a cost basis to Vietnam for knowledge transfer, capacity building and sustainable development. NKX aims to help entrepreneurs to improve and build profitable businesses and contribute to the sustainable development of their communities.

NKX is an initiative of local partner NWC Consulting and VSO The Netherlands a Dutch Non Governmental Organization (NGO), active with many consultants and experts in many countries all over the world.

Products and Services Offered

NKX is offering consultancy, project management and change management to:

Improve business

- Based on the European standard ISO 9001 this program will help your company get an official ISO certificate to prove that your company has a clear view on quality and is in control of and continuously improving its main production process

Accelerate sales

- When quality management is up to standard one can start thinking about exporting to the European Union. This program will help you develop your business plan, do market research, set up a branding strategy, approach potential customers and follow up on orders.

Unique Selling Points

High quality professional expertise from The Netherlands on a cost basis

Profile of Commercial Contacts Wanted

Netherlands Knowledge Xchange (NKX) is searching for:

Medium Sized Companies

- 20 – 100 employees
- having the ambition to export and therefore want to improve:
 - Their sales process
 - Their quality assurance process

Business organisations that want to offer programs to their members to increase sales and improve quality



Wim Joosten
COO

Wind Energy Solutions

It is the goal of **Wind Energy Solutions** to remain the global market leader in the growing market for midsize wind turbines. To achieve this, Wind Energy Solutions will continue to develop specific technology based on its WES50, WES80, WES100, and WES250 wind turbines. Developments and refinements can be made to suit specific grids, markets and/or regions.

Our partnerships with our dealer channel are key to establishing WES, and wind-power itself, in specific markets and/or regions. Now having the necessary experience and knowledge, WES is focusing on Hybrid energy systems, using wind, water, sun and storage technologies. Producing energy where you need it makes more sense than transporting it over long distances and using wind turbines to do this is known as distributed wind power.

We have a specific focus to further develop our solutions for isolated grids that use diesel to generate electricity. These grids can be found on islands, in mountains and on other remote places around the world. It is our ambition to use our management system to solve complex energy issues in isolated grids of up to 4 megawatt.

More and more, our solutions include 'water'. In partnership, we provide water treatment and water desalination systems with 'wind' as the dominant energy source. We also provide energy for cooling or freezing systems.

Unique Selling Points

- More than 1000 wind turbines installed worldwide
- Over 30 years proven technology
- Grid connected and off-grid expertise
- Broad experience in hybrid energy systems
- Delivering solutions not just products

Profile of Commercial Contacts Wanted

- Sales & distribution partners – finding leads, developing business
- Project developers – developing renewable energy projects

Wind Energy Solutions

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Test centre:

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Ivo Bastings
General Director



Alain Ong
Regional Director - Hydrorock

Y-Consultancy / Hydrorock International

Y-consultancy - as necessary as water. Y? Because we will take you a step further to the next level and beyond. We assist decision makers in developing and implementing sound strategies and action plans to successfully address the issues that really matter in Water Resources Management. Take urban floods. The only way out is to use the 'fourth' dimension: underground, under the existing infrastructure. With our partners we have developed Hydrorock. Hydrorock is the game changer in IWRM!

Hydrorock is a 100% natural and sustainable product that has the ability to retain 95% of its volume in water and releases it to the soil and environment. It has an extreme long lifetime and does not need any maintenance. It is extremely simple to use and does exactly what it should do: during heavy rainfall it stores water underground. This water infiltrates into the soil, fills up groundwater tables and is used for crops, water supply or any other water demand.

Hydrorock is used under parking lots, pavement, roads or just in greenbelts in urban areas as it has load bearing capabilities. Hydrorock reduces both chances of floods and impact of droughts.

Beside Western Europe, Australia and China have discovered and embraced Hydrorock. Following some mind-boggling results in large cities with heavy downpours like Xiamen en Qingdao, Hydrorock is now an integral part of the nation wide Sponge City project. We offer extremely successful drainage and water retention solutions that significantly reduce the potential of floods and droughts. Are the Philippines next?

Y-Consultancy

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Dutch Aviation Vietnam Cluster



Geert Boosten
Head of Aviation Department

The Amsterdam University of Applied Sciences

The Amsterdam University of Applied Sciences has over 80 bachelor and professional master programs and 43.000 students. The Aviation Academy is the aggregate of education and applied research in aviation. Our education and research staff consists of 85 professionals with a broad experience in airport and airline operations as well as aircraft engineering and maintenance. The Aviation Academy is a member of an international network of Aviation Universities in Europa, USA and Mexico (ATAERA).

The education and research covers the operational readiness of the aircraft (the aircraft as a technical entity) as well as how the aircraft is used to transport people and goods from A to B including the infrastructure needs. Each student understands the interrelationship between engineering, operations, business model and regulations. The aviation industry is an integral partner in our activities, both in developing our curriculum, providing lectures and internships as well in our applied research.

The Aviation Academy offers:

Aviation engineering bachelor program with three main graduation tracks:

- Airport and airline operations and air transport development
- Aircraft maintenance (MRO) and flight operations
- Pilot and ATC-controller program in cooperation with flight school and Dutch ATC

Aviation Operations professional master program (as from 2017/2018)

Applied research on:

- Airport and air space capacity development
- MRO
- Human factors

Training for professionals

- Masterclasses
- Conferences

We are expanding our network and partnerships and are constantly looking forward to expand the network and to link our areas of expertise to those of our partners.

Amsterdam University of Applied Sciences, Aviation Academy

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Wim Ovaa
Managing Director

Ciconia Aviation Services

Ciconia Aviation Services core expertise is in the domain of aviation safety regulations. International regulations (e.g. ICAO) and European regulations as issued by the European Aviation Safety Agency (EASA). This regulatory knowledge is offered by means of training services, advisory/consultancy services and by means of IT applications.

In addition, Ciconia Aviation is widely recognized as expert leader in the field of Ramp Inspections, the so-called SAFA (Safety Assessment of Foreign Aircraft) Ramp Checks. Many European and non-European National Aviation Authorities (NAAs) have their inspectors trained by Ciconia. For this purpose Ciconia has an EASA Ramp Inspection Training Organization (RITO) approval (ref. NL-RITO-401/3 d.d. 30-March-2015).

The client portfolio is diverse and consists of NAAs, regulators (e.g. ICAO, EASA, ASSI), airlines, aircraft maintenance organizations and aircraft leasing companies. We serve customers on a global basis and recently have supported organizations in Asia, Europe, Africa and the Russian Federation.

Products and Services Offered

- Scheduled and on-demand training courses offered at customer location
- Support and advise on obtaining EASA organizational approvals and how an organization remains in compliance
- Regulatory support for NAAs including drafting of national regulations which are in compliance with ICAO and EU/EASA regulations
- Setting up and implementation of a national Ramp Inspection programme

Clients appreciate Ciconia for their in-depth regulatory knowledge, international outlook, tailor made solutions and for speaking the language of both the aviation industry and regulators/Aviation Authorities. Through building long-lasting relationships with our customers, and be the intermediary between the regulator and the regulated, we provide state-of-the-art and reliable regulatory services.

Profile of Commercial Contacts Wanted

- The National Aviation Authority
- Airlines
- Aircraft Maintenance Organisations
- Aircraft/Component production Organisations
- Continuing Airworthiness Management Organisations

Ciconia Aviation Services

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Hans Offerman
Managing Director



Henk Waltman
Director

MovingDot

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MovingDot

MovingDot is a consultancy firm which assists in all aspects of Air Traffic Management affairs. Founded in 2010 with now a team of 12 analysts/experts supported by some 8 former air traffic controllers as operational expert. We have our background firmly grounded in the operational, technological and senior management side of air traffic control.

The core expertise of MovingDot focuses on connecting the worlds of policy making and that of operational reality. Two worlds that are intricately connected and in many cases heavily interrelated, but each has its own set of definitions and interpretation. Our people will effortlessly operate between these worlds, providing a pragmatic approach and realistic solutions.

MovingDot is specialized in air traffic control operations, airspace and route design, airspace management, design of ATM procedures (including PANS OPS), tower development, safety assessment and SMS implementation.

The corresponding business and change processes are thoroughly understood, not only from a technical point of view, but also from an organisational point of view. This enables MovingDot to support implementation of new processes and procedures in ATM-related organisations on a strategic, tactical and operational level.

Customers of MovingDot are internationally operating organisations; air navigation service providers, airports and governmental departments & agencies.

Some examples: ATC The Netherlands (LVNL), Deutsche Flugsicherung (DFS), skyguide of Switzerland, the FABEC Project office, Administration de Navigation Aérienne (ANA), Dutch Caribbean ANSP (DC-ANSP), Ministry of Infrastructure and the Environment (NL), Polish ANS Agency (PANSAs), Schiphol airport and Lelystad airport.

MovingDot is associate member of CANSO.



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NACO (Netherlands Airport Consultants)

NACO, Netherlands Airport Consultants, is a world-leading independent airport consultancy and engineering firm with over 65 years of experience in the aviation and air transport industry. Since 1949, NACO has provided integrated and full-service planning, design and development services to over 600 airports in more than 100 countries around the globe.

As aviation business branch company of Royal HaskoningDHV, NACO is one of the few consultants in the world that is specialized in every aspect of airport planning and design. NACO's products & services extend to all aspects of airport development, from business consultancy to project implementation.

Airport infrastructure and facilities

NACO is a global leader in strategic airport infrastructure development, master planning, buildings and airport facilities design, including functional layout and architectural design. NACO excels in design and optimization of operational processes and flows, like: airport process simulation for airside and airplane movements, passenger, baggage and cargo handling systems, airport signage and information systems, aircraft departure and arrival routes.

Airport-related projects

Multi-disciplinary airport-related projects such as environmental impact studies, noise abatement, multi-modal ground transport studies, AirportCity development, land reclamation and water management.

NACO has rendered consultancy services for large hub airports as well as for small and regional airports. In Asia, NACO is engaged in projects on more than 60 airports. Some world-wide examples: Danang, Amsterdam-Schiphol, Moscow Sheremetyevo, Pulkovo St. Petersburg, Vladivostok, Athens, Bangkok, Beijing Capital and new Beijing International, Mexico City green field, Istanbul, Jakarta, Jeddah, Kuala Lumpur, Kuwait and many others.

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Royal HaskoningDHV

Royal HaskoningDHV is a leading independent, international engineering consultancy service provider with roots established in the Netherlands, the United Kingdom and South Africa.

Our 6,500 professionals provide consultancy services worldwide from 100 offices in 35 countries in the fields of aviation, buildings, industry, energy and mining; infrastructure, maritime and waterways, planning and strategy, rivers, deltas and coasts; transport and asset management and water technology.

A first choice consultancy for major world challenges, our experts provide sustainable and pragmatic solutions for pit-to-port, food security and water scarcity, the development of mega-cities, sustainable infrastructure, energy resources and supply.

Working together we can achieve more. At Royal HaskoningDHV we embrace this philosophy. With an overarching aim to enhance society together, we work closely with clients, stakeholders, industry, and academic leaders, to ensure projects are delivered on time and within budget, while providing a better, brighter, sustainable future.

Today Royal HaskoningDHV is recognized as one of the leading international consultants in Vietnam based on 30 years local presence and a unique track record of key strategic projects in Vietnam and the Asia Pacific region (Cambodia, Laos, Myanmar, Malaysia).



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Stratagem Strategic Research

Stratagem Strategic Research provides strategic research and project management in the areas of aviation, aerospace, transport and logistics. Stratagem often plays the role of initiator and innovator in projects, developing and implementing new concepts, services and products. We are used to coordinate innovation processes with one or many stakeholders. The company is result oriented, providing evidence and background for strategic decisions both for the government and the private sector.

Stratagem has a staff of experienced people, used to working in international projects all over the world. Our track record can be found in North America, Asia, and various countries in Europe. We provide strategy and policy engineering, resulting in successful technology and economic clusters. Stratagem has expanded its activities into training and competence development in the areas of logistics, maintenance/repair and overhaul. Aircraft Maintenance College 66 (or AMC66) is a maintenance training organization for aircraft mechanics located at Maastricht-Airport. We support international organisations and educational centres with trainings which meet EASA Part-66/147 training standards. Together with our local partner we can provide Part-66 approved examinations.

Tailor-made trainings are organized to support MRO organisations, some examples are: 'Composite awareness Courses', 'Boeing 787 patch repair training' and 'Human Factors'. Because the Aircraft Maintenance College 66 is located at close proximity of the maintenance companies in Maastricht-Airport.

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