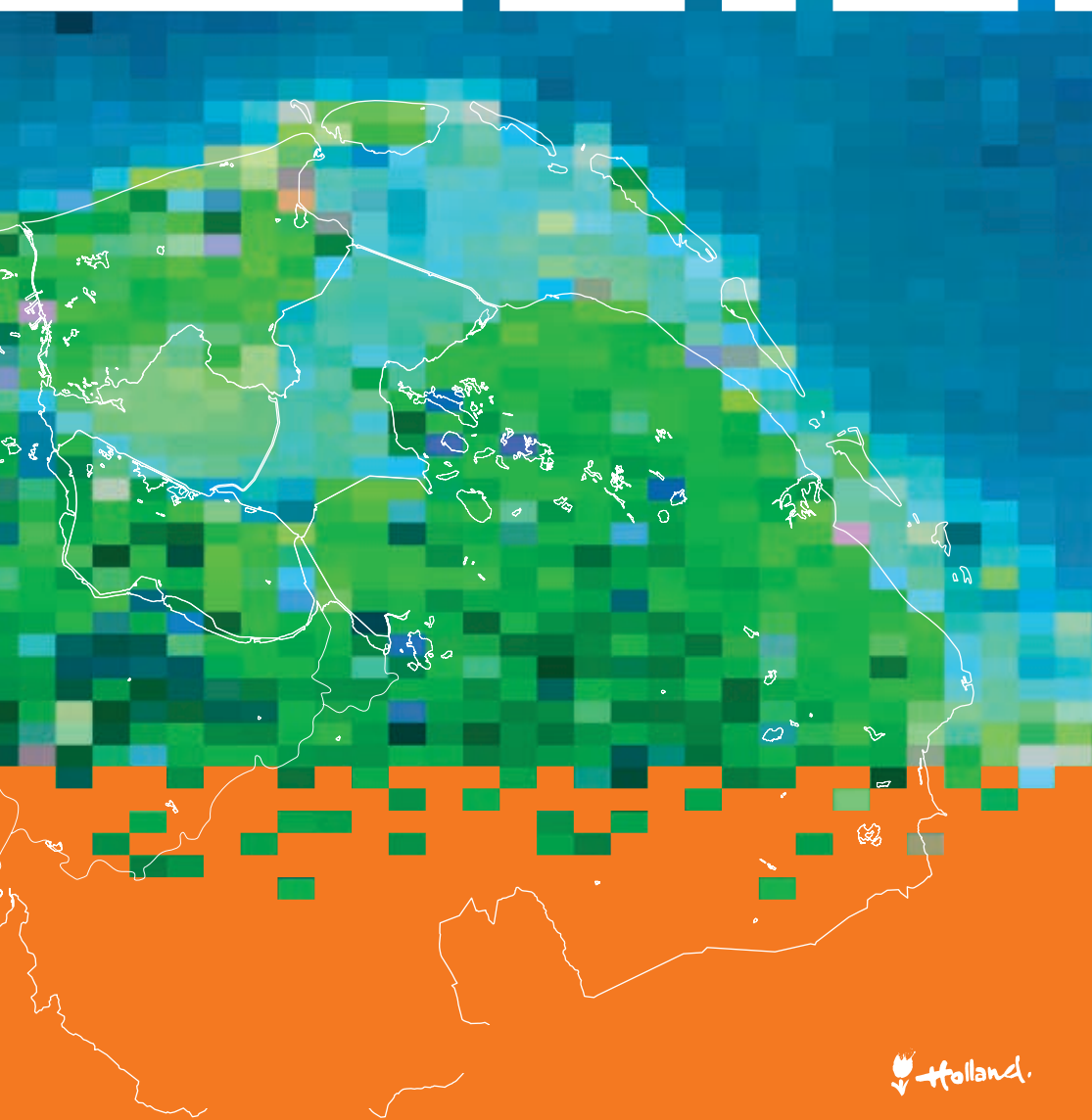


15 – 20 November 2015

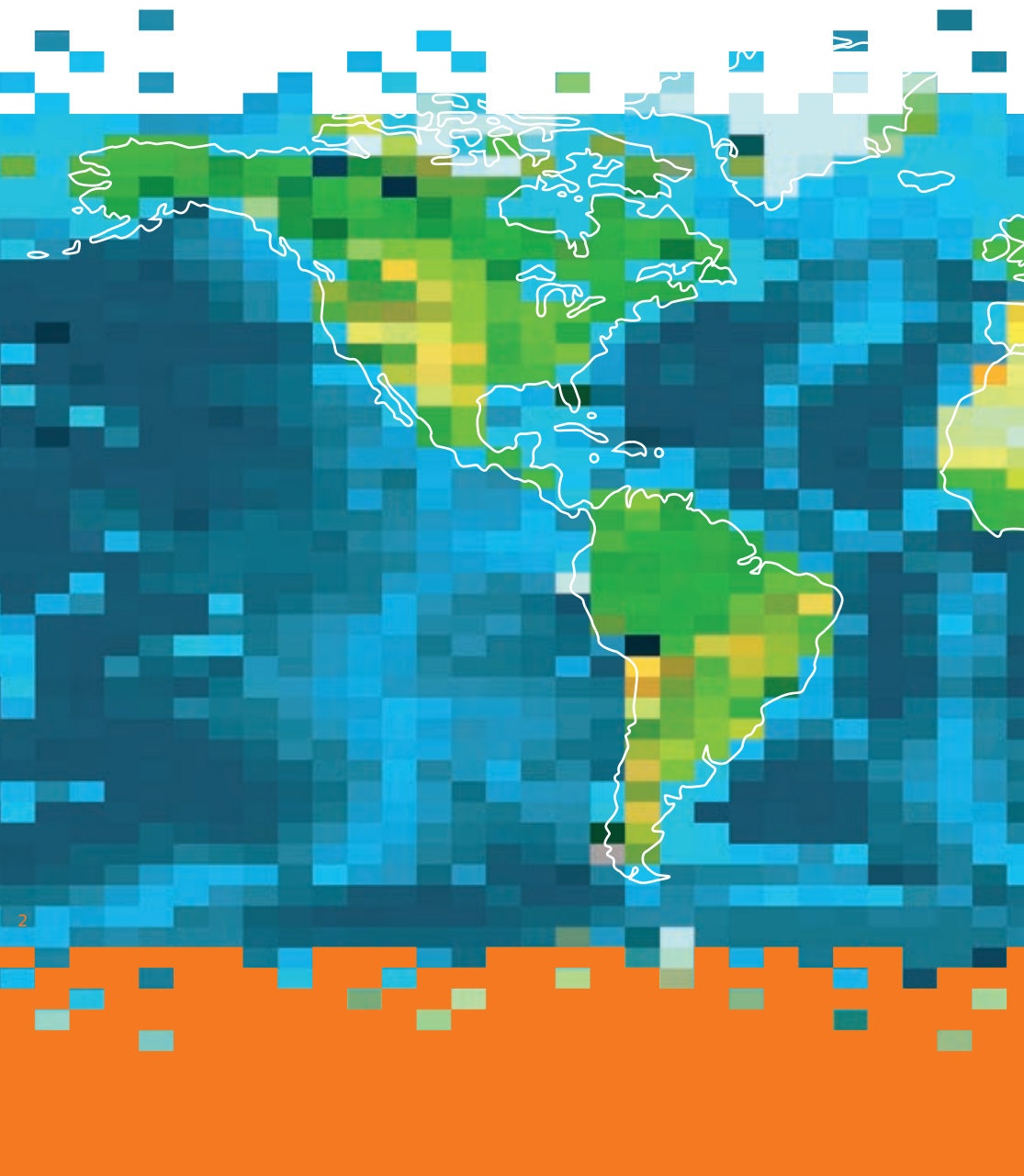
Netherlands Economic Mission to South Africa

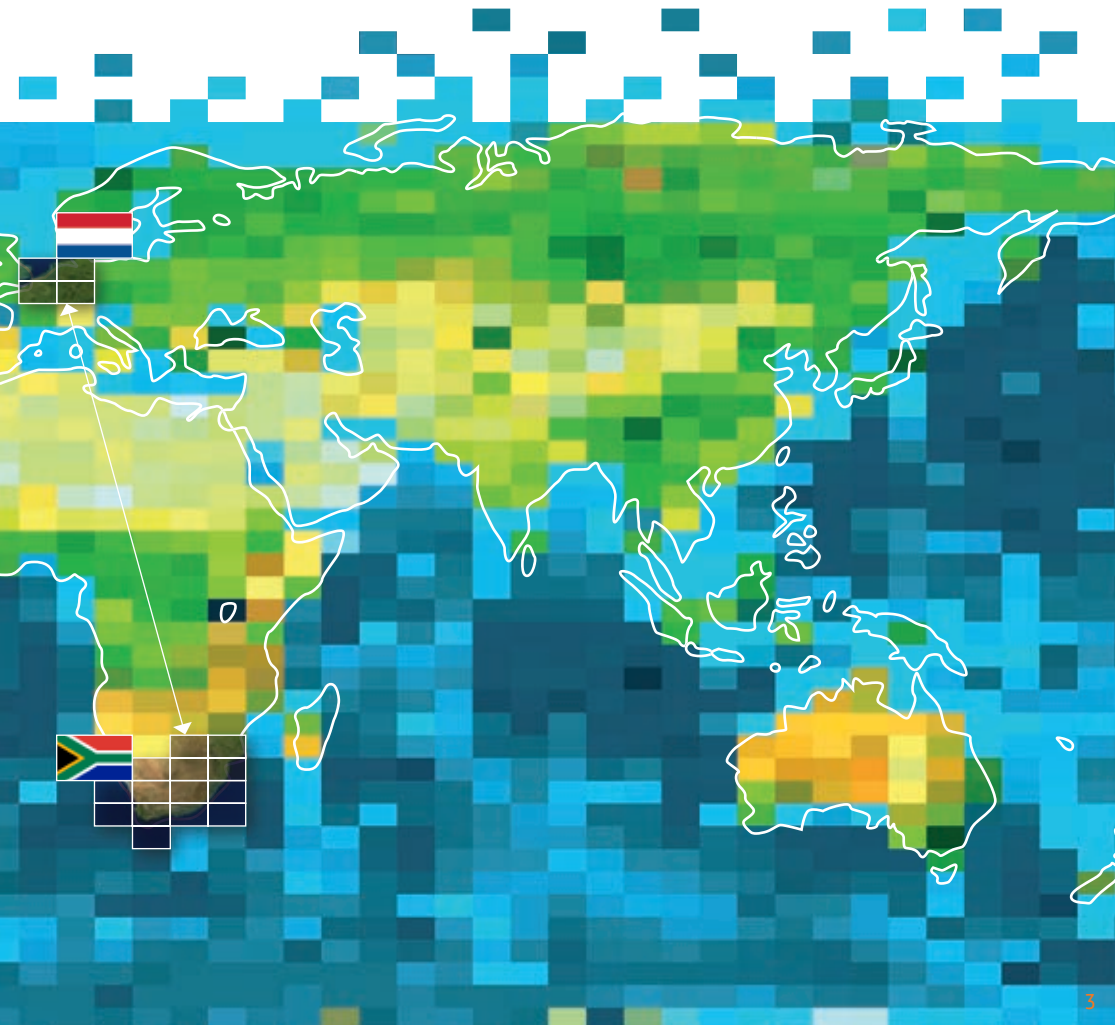


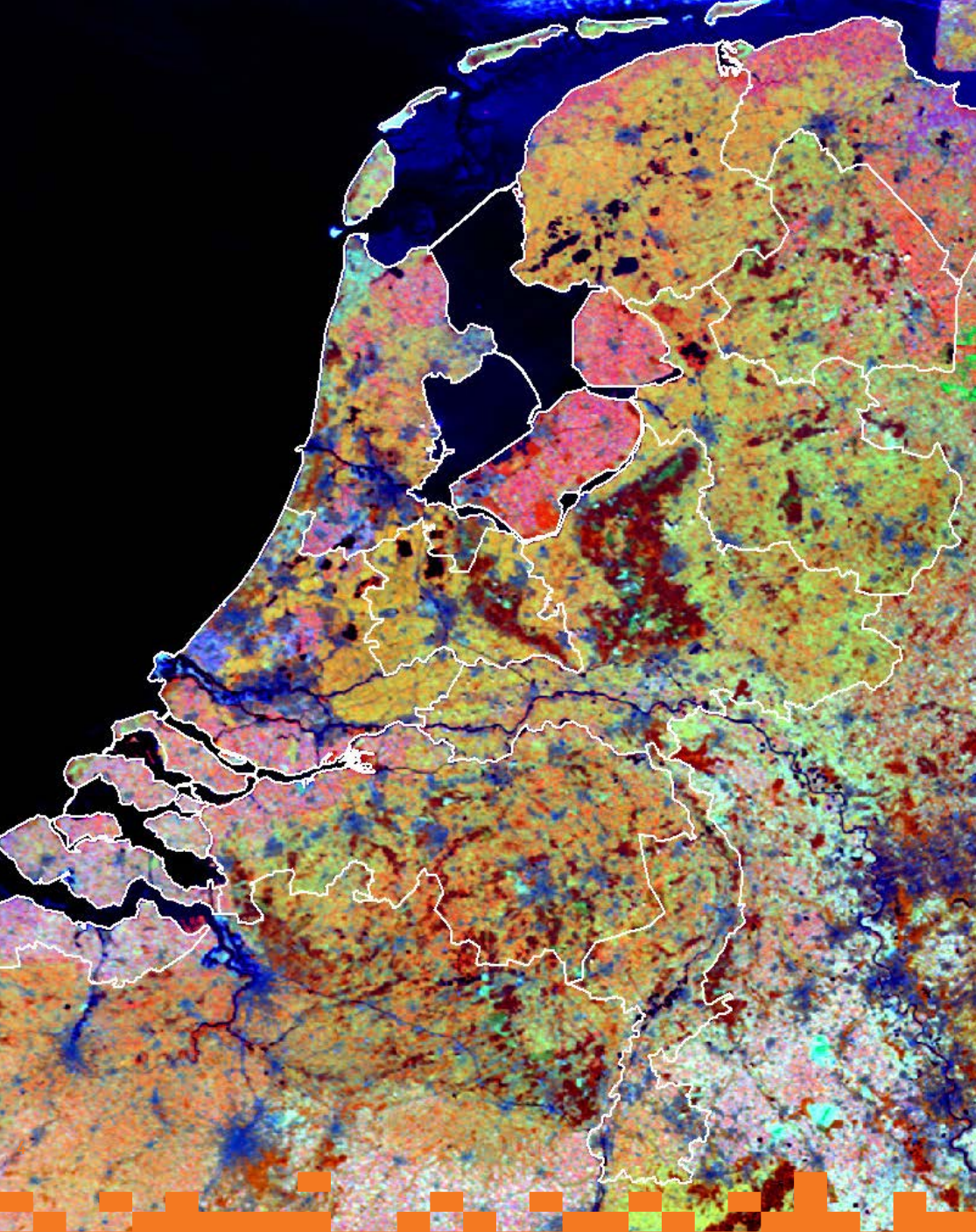
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Netherlands Economic Mission to South Africa

SOUTH-AFRICA AND THE NETHERLANDS

Partners in Sustainable Development







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THE NETHERLANDS



Foreword



I am delighted to lead this official visit to South Africa. I am joined by Minister Sharon Dijksma for Agriculture and over 70 companies, making this the largest trade mission to sub-Saharan Africa in Dutch history. The firms accompanying me on this visit operate in four of the leading economic sectors on which our economic partnership is focused: agri-food and horticulture, water, transport and logistics, and life sciences and health.

The longstanding relationship between South Africa and the Netherlands is a strong one, encompassing politics, business and culture. In the recent past, the Netherlands was a partner for South Africans in their quest for equality. Now, we have transformed our relationship into a fully fledged economic partnership that benefits both our countries. I look forward to continuing our close cooperation in the future on many topics of mutual interest, including science and technology, migration and trade and investment.

South Africa is the Netherlands' most important market in sub-Saharan Africa. We are South Africa's eighth-biggest trading partner, we are a major foreign investor, and we are the second-biggest market for the country's agricultural exports. More than 350 Dutch businesses operate on the South African market, both multinationals and small and medium-sized enterprises. Together they generate more than 100,000 jobs for the South African economy.

Dutch businesses are seeking long-term partnerships. They have tremendous innovative capacity and want to work together with South African businesses to boost productivity and create jobs. This trade mission is an excellent opportunity to assist our companies in doing business in and with South Africa and bring our countries even closer together as business partners. At the same time, it is a chance

for me and my colleague, the Minister for Agriculture, to meet with our South African counterparts to discuss ways of further strengthening our bilateral relations. I am looking forward to our visit, in particular to the events in the House and Garden of the Future. Here, South African and Dutch entrepreneurs, government and knowledge institutions will collaborate and co-create innovative and sustainable solutions that will help us seize opportunities and address challenges in South Africa and the Netherlands.

I am confident that the Dutch business delegation will forge new contacts and explore new opportunities in South Africa, to the mutual benefit of our countries. I wish all delegation members a pleasant and successful visit.

Mark Rutte
Prime Minister of the Netherlands

THE NETHERLANDS.

Partners in Sustainable Development

Changing currents

Today, economic growth is a hot topic, and for a good reason. Stimulation of inclusive economic growth remains a shared global challenge. Combined with massive urbanisation flows and increasing consequences of climate change, countries' economic, environmental and social development are put to test. Living in metropolitan conurbations requires new ways of thinking in order to maintain a comfortable lifestyle. To secure the sustainable urban development, countries are increasingly looking for intelligent solutions to safeguard the welfare and wellbeing of their citizens.

Water shaped the Dutch DNA

There are few nations anywhere in the world that can link their economic and social development and their success so clearly and distinctly to their physical environment as the Dutch. Located in a low-lying delta at the confluence of three major rivers, the Netherlands presented a challenging and risk-laden environment in which to settle and grow what would become one of Europe's strongest economies. However, the Dutch took on this mega-challenge and, for centuries now, have succeeded in creating a thriving nation in this vulnerable and sometimes inhospitable landscape.

An integrated approach

The Dutch, to a very great extent, formed their physical landscape and, in return, this process of tackling mega-projects that demanded thinking and working together on a grand scale, is what formed the essence of the Dutch character today. Through mastering the threats that water presented, from both sea and rivers, the Dutch, in a sense, defined themselves. Their character is typified by holistic thinking, collaborative and cooperative working, pragmatism and future-proofing. By working with nature, as opposed to against it, the Dutch succeeded in creating sustainable solutions for the growth of their economy. Where land was scarce – it was created; ingeniously reclaimed from the sea through grand feats of engineering and defended by networks of dykes and pumps, powered initially by wind energy. The windmills were the ingenious machines that helped drain the land; and land is a valuable commodity if you have one of the most densely populated countries on the planet. Creative solutions were also needed in order to live in harmony in dense

urban conurbations. Solutions that not only focus on practical issues such as waste-disposal, drinking water, air quality, and habitation, but also on issues such as governance, tolerance and a fair society. These solutions, borne out of necessity, have made the Dutch experts in a number of areas, allowing them to export and share their knowledge and expertise throughout the world.

The explorative mind-set that the Dutch DNA embodies is a result of thinking-up intelligent, out-of-the-box solutions for large-scale challenges. The Dutch way of working is driven by inclusivity, cross-fertilisation, integration, and looking at 'the bigger picture'. The pragmatic, purposeful solutions they arrive at are visible throughout all its economic sectors innovations, which secure the future of their land and its people. They live in a sustainable urban delta.

Co-creating intelligent solutions worldwide

Being a model sustainable urban delta, the Netherlands provides real-world solutions for countries' urgent challenges. To face today's urgent global challenges, we can build upon the Dutch long-term experience, combining it with local short-term innovations to help foster a sustainable urban development. The cooperation between the government, private sector and knowledge institutions still provides the stable base for the integrated solutions that keep the Dutch sustainable urban delta a prosperous and lively place to live. In the Netherlands, it is believed that sharing knowledge creates value. We listen, but we prefer a dialogue in order to co-create an international climate for growth.



Facts and 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 km ²
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



Company profiles



Agri & Food/Horticulture



AltroNova



Ted Scheffers
Director

P: +31 174 254 360
E: Ted@altrnova.com

AltroNova is an Innovative, International operating Enterprise in Vegetable Seeds, exclusive quality seeds. AltroNova collaborate with independent breeders which are selected on knowledge and professional competence.

We operate in the following vegetable seeds:

- tomato
- pepper sweet
- pepper hot
- melon
- watermelon
- cucumber
- squash
- eggplant



Hen van Veen
MVA

P: +31 174 254 360

AltroNova works distinctive and innovative. We are continuously searching for improvements in order to get the best possible product. Quality, innovation en knowledge are the three key elements with which AltroNova stands out in the market.

From the main office in Westland (The Netherlands) – The Knowledge Centre of Vegetable Seed Industry – Expertise and Experience be combined. These combined forces has the goal to develop high quality products. AltroNova uses the broad International network that has been built over the years.

During the mission we want to meet local parties and explore possibilities in South Afrika. We are looking for a sales agent who can represent AltroNova.



Rob Alleblas
Technical Sales
Consultant

M: +31 6 55 41 40 94

E: r.alleblas@bosmanvanzaal.com

With headquarters in The Netherlands Bosman Van Zaal provides superior services for the design and supply of modern Greenhouse facilities all over the world. Together with the Bosman Van Zaal subsidiaries in Kenya and Ethiopia, and representation in other countries like Rwanda and South-Africa, Bosman Van Zaal provides a fresh and innovative approach to the implementation of modern greenhouse technology taking local circumstances into account. Our goal is to exceed the expectations of every client by offering outstanding customer service, increased flexibility and greater value, thus optimizing system functionality and improving operation efficiency. Our subsidiaries are distinguished by their functional and technical expertise combined with their hands-on experience, thereby ensuring that our clients receive the most effective and professional service, before and after project completion, day and night.



Roland Siemons
Director

M: +31 6 45 61 67 34
E: Siemons@CleanFuels.nl



Marcel de Berg
Sustainable
Project Finance

M: +31 6 18 13 96 79
E: marcel@nulpunt.nl

Clean Fuels for a sustainable energy economy:

We are a technology firm with a focus on the production of sustainable energy carriers made of biomass. Our Intellectual Property and Know-How is continually being developed further, based on decades of practical experience as well as on engineering science. Clean Fuels is being co-financed with an Innovatiekrediet of the Dutch Ministry of Economy.

Core technologies, specifically offered for South African - Dutch collaboration:

- Charcoal making technology (Condensing Retort™)
- Improved raw material use: from pellets and nut shells to wood pieces
- Increased yields
- Clean emissions
- Tri-generation: charcoal + surplus heat + surplus electricity
- Highest product quality for demanding high-value markets
- Capacity 1000-1500 t/yr, modular expandable for medium to large industries

Clean Fuels seeks collaboration partners who are interested in establishing charcoal production projects, combined with 'green' electric power generation (rural electrification).

Clean Fuels supplies technologies and provides assistance with charcoal exports to high-value strong-currency customers.

South African partners should have access to biomass resources: wood, agro-industrial residues.

Interests for the South African partner include:

- Creation of added value to otherwise wasted or undervalued residues
- Entrance to export markets for high-quality high-value charcoals
- Job creation

Sectors of interest: paper & pulp, timber, forestry, cane sugar, nuts & seeds, vegetable oils, etc.



Britt van Heteren
Shareholder

M: +31 6 48 27 30 32
E: b.vanheteren@cloutwijck.nl



Willem-Jan Hak
Shareholder

M: +31 6 28 28 78 28
E: wj.hak@hak-partners.nl

Cloutwijck Group, operating worldwide, is specialized in the realization of turnkey nurseries for planting material, high-density orchards for fruit and ornamental trees as well as in advisory services and trading of nursery products.

It's Cloutwijck Nurseries produces a wide range of ornamental and fruit trees. Types of fruit trees offered include stone, soft and pit fruit. It has strategic alliances and participations (a.o. in Croatia, Rumania, Russian Federation, Ukraine, Kazakhstan, P.R. China and Ethiopia). Services include modern nursery and high-density orchard design, introduction of new varieties, nursing techniques, crop optimization, business development, financing, training and more.

It's Q Solution, provides practical and professional mechanization solutions in design and turnkey deliveries focusing on orchard and nursery systems, delivering related equipment and after sales maintenance and services.

With Ilan Bio International, Cloutwijck is involved in large-scale invitro plant breeding and propagation establishing highly efficient laboratories for the multiplication and acclimatization of uniform, disease-free, elite tissue culture plants. Focus is on producing micro tubers (potatoes) and rootstocks (fruit) through our Temporary Immersion System (T.I.S.).

Looking for

- Clients and partners to innovate and exchange knowhow on planting material, technology and equipment;
- Ways to cooperate in virus-free propagation and basic plant material program with fruit tree and seed potato producers;



**Herbert
Stolker**
Consultant

M: +31 6 27 01 11 91
E: H.Stolker@dlvplant.nl

The services of DLV Plant-GreenQ are focused on delivering the total package in terms of horticultural expertise. Trainings, Consultancy and International Projects are the main divisions of the company and its staff are prepared to support the stages the investors are going through during the construction and exploitation of greenhouses.

Business activities

GreenQ - DLV Plant adjusts the characteristics of the services to the identified demand and requirements of the client and his location. Our services are provided to investors and entrepreneurs in the greenhouse industry, governments, suppliers of horticultural goods, growers and all others on the periphery of the greenhouse sector. To secure quality and identification we provide the following services to the worldwide horticultural market: Education, Consultancy and International Projects.

Improvement Centre

Our Improvement Centre in Bleiswijk is a state-of-the-art greenhouse facility, which exists exclusively for the development and presentation of new growing concepts and technical installations. Jointly with our business partners various trials are executed and the newly generated knowledge is then transferred by the consultants to their clients and through trainings. Part of the Improvement Centre is devoted to an educational centre for students and trainees from all over the world. In this centre the practical work makes the training as close as possible to the reality of actual greenhouses.



Gert Mulder
Director

M: +31 6 51 59 53 51
E: mulder@groentenfruihuis.nl

Fresh Produce Centre is the industry association and centre of expertise in the Netherlands, for fruits and vegetables, with a global outreach. Fresh Produce Centre is a network of almost 400 members. They are importer, exporter, wholesaler or a producer association. The association supports member companies in international trade, access to European markets and informs them with data about food safety, phytosanitary issues, customs and precompetitive market intelligence. Fresh Produce Centre focuses primarily on four key fields of knowledge.

Nutrition and Health: about influencing the society and its people to add more fruits and vegetables to their daily business and lifestyle.

Food Safety: inform our members of any changes in, in regulations about residue levels or labelling requirements. Furthermore we gather numerous data from the entire sector to obtain understanding of whether, proposed amendments to standards set by law are feasible or not.

Market Issues and Statistics: the fruit and vegetable knowledge centre for data analysis in the areas of production, trade, retail and consumers. Fresh Produce Centre actively contributes to market expansion, removing trade barriers and gaining market access.

Logistics and ICT: facilitates sector-specific developments in which the Netherlands retains and continues to develop its unique position as a logistical hub for fruit and vegetables. Fresh Produce Centre cooperates globally with similar associations to facilitate network opportunities and the development



Walter Goesten
Managing Director and Owner

M: +31 6 53 20 71 34
E: walter@goesten.nl

Harrie Goesten has more than 120 years of experience in the wholesale and import of fruit & vegetables and provides a wide range of products and related services. The strengths of the company are based on purchasing direct from reliable growers worldwide, the competitive price, the width of the assortment, the large number of products kept in stock and rapid delivery times.

The growing number of products supplied under the 'Heerlijke Gezondheid' ('Wonderful Health') private label has also led to a significant expansion of the company's possibilities. Harrie Goesten also has its own packaging line, which enables the company to meet customers' specific wishes.

Besides all the above, the fast and effective company operations, the structured management system, the experienced and enthusiastic sales team and the efficient order-processing have only one goal: to keep customers satisfied by listening carefully to what they want.

Harrie Goesten is ready for today's orders, tomorrow's demand and future deliveries!



**Frederike
Praasterink**
Member of the
Executive Board

M: +31 6 39 31 23 80
E: f.praasterink@has.nl

HAS University of Applied Sciences is the dynamic centre of the food and agribusiness. Through higher education, applied research and knowledge transfer we contribute to sustainable and innovative agribusiness, global food production and a healthy environment.

HAS University of Applied Sciences has 10 Bachelor programs (3 fully English-taught) for national and international students from a wide range of backgrounds. Our applied research programs are facilitated by our six Centres of Expertise on Food, Horticulture, Field crops, Animal Science, the Biobased economy and Nature & Living environment. Other assets:

- A professional, creative and enthusiastic team of staff members and management;
- Locations in 's-Hertogenbosch and Venlo (The Netherlands);
- Modern facilities and learning environment that stimulates innovation and creativity, and enhances personal development and employability;
- Our personal approach to talent-based learning promotes personal engagement and encourages lifelong learning;
- Entrepreneurial with strong linkages to the agribusiness and food industry, and the community through knowledge transfer and tailor-made courses for professionals;
- HAS International Projects office for international projects on technical support and capacity building;
- Commitment to building partnerships with (international) partner universities, industry and organizations to promote education and professional development, student exchange, applied research, capacity building and knowledge transfer.



Erik Takens
Managing
Director

M: +31 6 13 22 63 30
E: takens@henan-bv.com

Our key products are our starch jet cookers and enzymatic starch converters used in the paper and food industry to dissolve or convert starch quickly in water for further processing. Starch, steam, water and electricity is all what is required to operate our equipment in a factory to produce high quality starch or sugar solutions.

For the paper production we have a variety of jet cooking and conversion equipment in order to process native starch, wet end, surface sizing and coating starch in the most economical way with high product consistency. Especially our enzymatic conversion equipment is unique in the market and well known in Europe, Russia and North America.

For Africa, for food applications, we developed an in line enzymatic conversion technology allowing breweries and distilleries to produce malto-dextrins and maltose/glucose syrups for their process. By using our enzymatic conversion technology breweries and distilleries are able to use locally produced native starches (produced from corn, wheat or tapioca) instead of importing expensive syrups from abroad.

HENAN Process System has the capability to engineer and construct custom made equipment meeting the expectations of the customer without any compromise. All equipment is supplied including the necessary controls to operate the equipment locally or from a distance.

HENAN would be very interested to get in contact with Paper producers, Starch and/or Chemical suppliers, Breweries/Distilleries and agents representing these firms.



HORTIALLIANCE



Joep Hendricks
Managing
Director

M: +31 6 53 39 85 19
E: j.hendricks@hortialliance.com

HortiAlliance is a platform where leaders in the global horticultural field are cross-sharing R&D and market intelligence in order to drive meaningful innovation. They contribute to highly efficient production systems of horticultural crops.

Sustainability has never been an issue in our business; it is our nature. Reducing input while maximizing output is what horticulture is about. Today there is no room for wasting precious production resources and no profit margin left for post harvest and supply chain waste. This economic and environmental focus has always been around and is at the base of our sustainable business models.

The partners are:

Rijk Zwaan, Royal Philips, Wageningen University, Grodan, KUBO, Flier Systems, BVB Substrates, Fides, Dümme Orange, Flynth, Modiform, Koppert Biological Systems and Priva.

What We Strive for:

1. More, and more nutritious food;
2. Higher crop yields;
3. Less supply chain waste;
4. Efficient use of natural resources.

Through developing smart technology and better crop varieties. Together with our partners in horticulture and beyond. Through world-wide training and development of growers; from the largest integrated grower to small holders.

Our Invitation:

We seek collaboration with equal minds active in agriculture, water, energy, high-tech: Innovative researchers, companies, NGO's and governments. We can offer a deep insight into our industry's innovation nursery and expert networks.



André Koppert
Director

M: +31 6 30 05 70 50
E: andre@kgpgreenhouses.com



Marco van 't Hart
Sales manger

M: +31 6 51 35 76 15
E: marco@kgpscreening.com

With headquarters in the Netherlands KGP provides superior services for the design and supply of modern Greenhouse facilities all over the world. KGP provides a fresh and innovative approach to the implementation of modern greenhouse technology taking into account local circumstances. Our goal is to exceed the expectations of every client by offering outstanding customer service, increased flexibility, and greater value, thus optimizing system functionality and improving operation efficiency.

Services/product range:

- Greenhouses, manufactured by our company
- Screen systems manufactured by our company
- Heating systems engineered by our company
- Carbon Dioxide fertilization
- Combined heat and power installations
- High and middle voltage systems with transformers
- Irrigation systems
- Climate control by Priva computer type "Connex"
- Electro-techniques
- Artificial lighting systems
- Lettuce lines, equipment for packaging, sorting, internal transport, etcetera.
- Making of the business plan
- Finance from Poland with favourable conditions
- Support regarding selection of top and middle management
- Training of the top and middle management as well as the workers, if necessary in The Netherlands
- Own building teams.
- Qualified growers
- Cultivation support by means of regular visits of our consultants.
- Management training and support.



Philip Immerzeel
Area Manager
Africa

M: +31 6 55 39 82 06

P: +31 181 392 666

E: philip.immerzeel@ludvigsvensson.com

Innovative climate screen solutions for greenhouse cultivation.

Svensson is the world leader in climate control and energy efficiency through textile-based solutions.

Today our functional climate screens provides a variety of solutions from energy saving and solar reflection to blackout or weather protection, creating excellent conditions for better and greater production in greenhouses all over the world.

Svensson Climate Advice is the name of the service we provide so you can be sure you're getting the right climate screen for your crop and growing conditions. This tailor-made climate and screen advice includes recommendations on how to make the most of your new climate screen in everyday situations.

We have our own research and development, our own manufacturing and our own representatives.

With experience in varied and extreme climates worldwide we know how to make more out of your natural climate. Creating better climates for plants and businesses!



Nico van Vliet
Trade-partnership Manager
Benelux and
German speaking
countries

M: +31 6 23 03 43 17
E: nico.van.vliet@monsanto.com



Rolf Folkertsma
Global TD
Crop Lead for
Cucurbits

M: +31 6 22 30 11 62
E: rolf.folkertsma@monsanto.com

We are one of many groups with ambitious goals - growing enough food for a growing population, using resources more sustainably and overcoming the challenges nature throws our way. The demand for a wider variety of high-quality vegetables will continue to increase, causing an immediate need to harvest more nutritious food of high quality from each unit of land, water and energy. We are working with farmers, consumers, universities, government agencies and non-profit organizations around the world to meet these challenges by developing vegetables seeds that enable growers to produce tastier, more nutritious vegetables that help them conserve natural resources.

We are offering farmers a broad choice of products and services:

- high-yielding conventional and biotech seeds,
- advanced traits and technologies that enable more nutritious and durable crops,
- safe and effective crop protection solutions.

All our vegetable seeds in Europe are produced using conventional breeding.

De Ruiter is Monsanto's heated protected-culture vegetable seed brand offering crops seeds including tomato, cucumber and pepper. De Ruiter is also a leading supplier of rootstocks, which are used for the grafting of tomato and aubergine varieties.

Seminis is the brand for open-field and unheated-protected , which means products that are grown outdoors, in a hothouse, under plastic or netted structures, or other types of unheated greenhouse environments. Seminis offers cropseed like broccoli, cabbage, carrot, leek, cauliflower, fennel, cucumber etc



Jan Hak
Chairman

P: +31 183 403 399
E: j.hak@hak-partners.nl



Feico Mulder
SANEC-Manager
Cape Town
NAFTC
Representative

P: +27 82 450 8200
E: feico@sanec.co.za

NAFTC

Netherlands Agro, Food & Technology Centre (NAFTC) is a public private partnership representing Dutch enterprises and institutions in Agriculture, Food & Technology. NAFTC aims to facilitate business development for its members and has dedicated offices worldwide.

Partners

NAFTC is supported by the Netherlands Ministry of Economic Affairs and various business associations. It cooperates with research & development partners like Wageningen University, Universities of Applied Sciences as well as local organizations. As such, NAFTC built bridges to both the scientific and business communities worldwide. In South-Africa and other SADEC countries in Africa, NAFTC works together with SANEC providing support through offices in Cape Town, Johannesburg and its local network.

Mission

NAFTC Africa is the central platform for developing the African-Dutch agriculture and food sector. The mission of NAFTC is to promote and implement trade, cooperation and innovation in the field of agriculture and food by providing Dutch expertise, products and technology according to the specific local requirements. Consequently, the optimization and professionalization of the African agro-food sector results in a win-win situation for all NAFTC partners involved.

Integrated Chain Approach

Its collective African-Dutch business approach enables NAFTC to focus on the entire food chain from 'farm to fork' in an integrated manner. NAFTC covers all agro-food related sectors. In addition it acts as executing office for Foundation Metropolitan Food Security (MFS).



M: +31 6 13 96 11 32
E: evdk@rijkszwaan.nl

Edwin van der Klugt
Business
Manager Middle
East & Africa

Rijk Zwaan is a Dutch family-owned vegetable breeding company. Rijk Zwaan is number five in the global vegetable seed market with a turnover of 350 million euros and a market share of 8%.

Rijk Zwaan develops vegetable varieties and sells the seeds produced from them. It combines the huge genetic diversity that nature has to offer with continuous investment in R&D (approx. 30% of the annual turnover). This results in plant varieties with ever-better combinations of desired traits. Rijk Zwaan has more than 1,000 varieties in its assortment, across 25 different vegetable crops. Rijk Zwaan seeds are sold in more than 100 different countries through 27 locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, The Netherlands. In addition Rijk Zwaan has 30 foreign subsidiaries handling sales, R&D and seed production activities.

Rijk Zwaan employs around 2,500 people and they are the company's most important asset. The company culture is centred on involvement, team work and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service. Since the 1st July 2015 Rijk Zwaan has opened a subsidiary in South Africa.



Lisette Bakker
Programme manager Horti Business Platform

M: +31 6 83 17 21 74
lisettebakker@greenportholland.com



Harm Maters
Co-chairman Horti Business Platform / AVAG

M: +31 6 53 96 17 90
E: harm.maters@lotusagri.nl



Gijs Kok
Member Horti Business Platform / FloraHolland

M: +31 6 51 36 89 16
E: gijskok@floraholland.nl



Nico de Groot
Member Horti Business Platform

M: +31 6 53 40 56 84
E: nspdegroot1953@gmail.com

The RSA-NED Horti Business Platform is initiated by Greenport Holland, an independent organization set up by the private horticultural sector. Together with the Dutch government and the leading knowledge institutes on horticulture, we aim for innovation on sustainability, food safety and security, health and an efficient value chain. The unique strength of the Dutch horticultural sector is the combination of experienced and specialised businesses, a professional organisation and the collaboration in a global network. Therefor the Dutch sector is leading on successful completion of major, complex, multidisciplinary cluster projects in the horticulture sector in international markets. The activities are bringing together companies and organisations, stimulate projects and connecting the right stakeholders. In 2013 the collaboration between the Dutch horticultural sector and South Africa was established in the RSA-NED Horti Business Platform. A platform consisting of stakeholders in the private sector, knowledge institutes and government. Goal is to exchange knowledge in Horticulture with the focus on accelerating the development in South Africa in sustainability, productivity and efficient supply chain.

This informal network is supported by about 15 different stakeholders in the South African horticultural and 5 from the Netherlands (Wageningen University, Avag sectororganisation, FloraHolland, Dutch Embassy and the Dutch Horticultural Trade Board / Greenport Holland).



Life Sciences & Health



Godert van Heijst
Operational Director

P: +32 474 712 654
E: g.vanheijst@be-networks.be



Martijn Kamerman
Sales Director

P: +32 474 135 208
E: m.kamerman@be-networks.be

BE Networks is an independent distributor of Network- and System components founded in 2008. With offices in Zaventem/ Brussels - Belgium, Amsterdam - The Netherlands, Athens - Greece, and 2000m² warehouse space, BE Networks is a one of the bigger players in Europe in supplying Networks - and System components. BE Networks is member of the UNEDA(The United Network Equipment Dealer Association) and ASCDI.

BE Networks differentiates from other suppliers in keeping a large stock(€ 1.7 MIO), supplying next day, or even same day if needed, and we can give up to 90% discount on the original list price. Besides quick and low price delivery we help our customers with keeping their network homogene. Vendors produce a 'rat-race' by bringing out the latest hardware almost every quarter. BE Networks helps companies standardize on their current models. Next to selling hardware, we also buy back excess/unused hardware from companies. Our experience is that replaced equipment is usually stocked in a basement, waiting to be recycled or thrown away. Instead of recycling, we offer a fair value for the hardware. Leaving a small footprint, leaving a happy 'supplier', and we can make another company happy with a low priced quality refurbished product. People Planet Profit.

BE Networks only works with A-Brands like: Cisco, Juniper, HP, Alcatel.

We sell: switches, routers, IP phones, back-bone equipment, modules, servers, spareparts.

Customers: Douwe Egberts, KPN, Huntsman, Telindus, ProLocation(datacenter), etc.

Yearly revenue: € 9 MIO

Berenschot



Luc Steenhorst
Director

M: +31 6 21 23 41 46
E: l.steenhorst@berenschot.com



Adriaan Kraal
Senior
Healthcare
Consultant

M: +31 6 21 23 41 48
E: a.kraal@berenschot.com

Berenschot is a global management consulting firm that pioneered management consultancy in the Netherlands in 1938. We have 350 consultants and permanent offices in The Netherlands, Belgium, South Africa, Ghana, Curacao and Saint Martin. We are involved in healthcare projects on four continents.

Within Southern Africa we provide our services through our joint venture Mazars-Berenschot with offices in Johannesburg and Cape Town. Mazars-Berenschot combines the expertise and experience of the Berenschot Group and the Mazars Group (a global player in auditing, tax and advisory services). This joint venture enables us to organise and develop strong management solutions for clients in both the private and public sector.

We support our clients to realise their ambitions by offering and implementing customised advice. We do so by applying our knowledge of the top class Dutch healthcare system and always adjusting it to the local context.

Clients value working with us because we:

- Combine high level strategic consultancy with local implementation capacity
- Combine process management skills with content and technical knowledge
- Are sensitive to governance and stakeholder issues

Our services in healthcare are:

1. Providing strategic and policy advice
2. Developing business cases and arranging finance
3. (Turn-key) hospital realisation in complex environments: all phases from idea to becoming operational
4. Improving organisational performance



**Henny
Morshuis**
CEO

M: +31 6 12 79 28 75
E: hmorshuis@cinop.nl

Focus

CINOP Global focuses on improving TVET in Africa, Asia and Middle East. Within the CINOP Holding, a dedicated team of CINOP Global specialists is working for educational institutions and governmental authorities worldwide.

Where we are

CINOP Global carries out various projects concerning the improvement of TVET in countries like South Africa, Saudi Arabia, Ethiopia, Benin, Mozambique, Indonesia, Ghana, Uganda, Mali, Kenya, south Sudan, Nigeria and Bhutan.

We never work alone

To get the best results out of every project we work in close collaboration with international universities and colleges and training agencies

Activities

CINOP Global seeks to apply the best methods, instruments and knowledge available in the world. Our activities:

- Business management in education
- Institutional capacity building, including management training
- Setting up new teams for colleges and training centres
- Curriculum development
- Implementation of e-learning
- Developing national (TVET) qualification systems
- Design and implementation of training of trainers programmes



Guido Geerts
CEO

M: +31 6 22 21 50 64
E: ggeerts@delft.care



Florent Geerts
Product Manager

M: +31 6 39 67 25 69
E: info@delft.care

Delft Imaging Systems aims to strengthen healthcare globally with innovative and affordable diagnostic imaging equipment (mobile X-ray, CT, MR and ultrasound) and e-health software. Delft' integrated solutions for medical imaging are used in many countries worldwide and have proven to be reliable in a.o. Ghana, Rwanda, South Africa, Tanzania, The Gambia, Zambia, Zimbabwe, China, Pakistan, India, Syria, Egypt, Russia, Suriname, Brazil, US, UAE and other European countries.

Delft products and services include:

- Computer Aided Detection for TB (CAD4TB): Software that reads a PA chest X-ray and automatically indicates the likelihood of active TB.
- OneStopTB Clinic: A mobile clinic equipped with digital X-ray and CAD4TB software.
- Diagnostic Centres: Turn-key projects that include their design, build and servicing.
- Teleradiology: Communication of patient images via networks for storage and the at a distance provision of consultation.
- Baby Viewer: a hand-held and low-cost ultrasound device for imaging in remote areas, which lack skilled personnel.

Making a difference:

Though diagnostics should be equally accessible for everyone, developing countries are frequently under-resourced. Delft takes these poignant situations, and the specific approach these cases require, as a starting point for product development. Together with private and public partners, Delft develops unique health solutions that respond to the specific needs and desires of our customers around the globe.



Victor de Leeuw
Architect

P: +31 78 633 0660

E: victor.deleeuw@dutchhealtharchitect.nl

Dutch Health Architects (DHA) is a joint venture of the two leading architectural firms in the Netherlands specialized in healthcare architecture, De Jong Gortemaker Algra architects and engineers and EGM architects. Both boasting on more than 50 years of experience.

Dutch healthcare is well known for its innovative character; new concepts focusing on patient logistics and efficiency of workflows and processes combined with aspects of Healing Environment and the Planetree Philosophy.



Maurits Algra
Architect

P: +31 10 297 3030

E: maurits.algra@dutchhealtharchitect.nl

The experience and knowledge of DHA provides clients with the possibility to discuss the demands of their organizations with a partner who has a broad perspective on healthcare. It is DHA's challenge to define and fully understand the demands of its clients before the best possible 'answer' in designing a building is developed. It is not just implementing proven solutions, but generating intelligent concepts that facilitate the client's organization now and in the future.

Our field of work stretches from homes for the elderly and nursing homes to general hospitals and university hospitals. Apart from the healthcare designs for the international and domestic market, DHA is experienced in urban planning, designing buildings for governmental institutions, housing and office buildings.



Partner for Life



Len de Jong
CEO

P: +31 10 203 0639
E: len.de.jong@enraf-nonius.nl

Enraf-Nonius (1925) manufactures and supplies advanced high quality products for Rehabilitation and Physiotherapy. These products are distributed and supported by network of distributors in over 100 countries.

The company has a large research and engineering department for the continuous development of new products and cooperates closely with universities and leading Rehabilitation institutes.

Logistics has become a core activity for Enraf-Nonius. On a daily basis our staff handles numerous shipments to customers in The Netherlands, Europe and countries world-wide, with expertise, dedication and care. Thanks to our growing business and increasing demand of space an ultramodern logistic centre is situated in Echt, Limburg.

Enraf-Nonius stands for the highest quality, reliability and service, enabling health specialist to look after their patients and clients in the most effective and efficient way. Enraf-Nonius strives to contribute to a longer, healthier and happier life. Quality of life is our corporate social responsibility.

EN-Projects, a division of Enraf-Nonius, is specialised in Turn- Key integrated projects (Design- Build- Equip-Maintain-Train). With many years' experience and proven reliability, EN-Projects is a valued partner for Ministries of Health or private hospitals.

Finance for projects can come from many sources but includes:

- Obtaining direct grants from Government to Government
- Use of export promotion grants from Government to manufacturers
- Obtaining export credit facilities to underwrite project



Erik Peninga
Project Manager

P: +31 79 353 1173
E: epe@tfhc.nl

The Task Force Health Care (TFHC) is a public-private partnership with over 100 partners which was founded in 1996. The mission of the TFHC is “to improve healthcare internationally with the use of Dutch expertise”.

The TFHC network consists of partners from industry, knowledge institutes, NGO's, caregivers and the government, all active in the Dutch life sciences & health sector. The partners provide innovative and sustainable solutions to global (and local) healthcare challenges.

The TFHC regularly visits and welcomes decision makers, influencers and investors from the public- and private healthcare sector in order to provide support in developing and / or improving sustainable healthcare systems and infrastructures.



Luuk Jan Boon
Managing Director

P: +31 348 489 632
E: ljboon@iplussolutions.org

i+solutions is an independent international not-for-profit organization, specializing in pharmaceutical supply chain management for low and middle income countries. We offer high quality integrated supply chain and consultancy services for HIV/AIDS-, Malaria-, TB.-treatment and for Reproductive Health activities through Innovation, Information Technology, creativity and effective execution. Our services comprise:

- Procurement services for HIV/AIDS, Malaria, Tuberculosis and Reproductive Health
- Training and consultancy in supply chain management

We have been responsible for the procurement of around US\$2 billion worth of essential medicines and ready-to-use therapeutic food products.

We conduct supply-chain assessments and provide technical assistance when needed, applying specialized global practices to strengthen public and/or private structures. We play a key role in market dynamics initiatives in order to guarantee a healthy, universal and transparent market. Another key expertise is the design, implementation and/or strengthening of LMIS (logistics management information system) and ICT projects.

i+solutions strongly believes that education is key. Since 2005, i+solutions has been providing trainings in all aspects of pharmaceutical supply chain management.

We are looking forward to meeting: Ministry of Health of SA, International organizations (EU, World Bank, DFID,) and Private health care providers (Netcare, Lifehealthcare, Mediclinic) large-scale organizations interested in training and capacity building

INCISION



**Erik-Jan
Vlieger**
CEO

M: +31 6 55 39 26 78
E: vlieger@incisionacademy.com

INCISION makes 2D and 3D films of surgical procedures, and offers them in an online video-learning platform to (resident) surgeons. This INCISION Academy offers them the global standard of a surgical procedure in a practical, step-by-step manner. With the 3D films, shot from surgeon's viewpoint, combined with a clear description of the procedure, our courses are designed to maximally prepare surgeons for practical work in the OR. The INCISION Academy can be accessed anytime and anyplace, via smartphone, laptop or tablet. The 3Dfilms can be viewed with a simple, affordable INCISION 3Dviewer.

At this moment, the INCISION Academy is offered to (resident) surgeons, as a online training or reference guide, and in a number of countries is used as part of surgical training days. Furthermore, the INCISION educational material is very suitable for time and place independent Continuous Professional Development (CPD), and fits perfectly in a surgical training curriculum.

INCISION is interested to speak to the Ministry of Health (departments concerned with capacity planning in medical education, or with quality of care - both with regards to surgery), to heads of surgical and/or gynaecological departments of Academic Medical Centers, and medical professional bodies concerned with certification and accreditation of surgical personnel.



Robbert Starre
Managing Director

P: +31 73 687 1071
E: robbert@ocs-steelcase.nl

OCS+ Steelcase is an independent company that improves the lifestyle and efficiencies of organisations and their employees by creating integrated, flexible, and customised workspace concepts & solutions. We design successful workplace environment solutions that transform company culture and behaviour by encouraging collaboration, fostering creativity, promoting productivity, and inspiring innovation. As a one-stop shop, OCS+ Steelcase has a unique integrated approach that creates engaging workplaces through the integration of Architecture, Furniture and Technology.

Expertise. “Translating insights, innovation and identity into inspiring workplaces.”

At OCS+ Steelcase, the physical workspace (products) is not the only focus. We explore how a workspace relates to employee productivity, creativity and collaboration (research). Through the integration of these insights in architecture, office furniture and technology solutions, we create an environment that is tailored to the way the customer does business. This method, ‘The Changing Workplace’ introduces a integrated, inspirational, results-focused, sustainable and cost-effective approach, result your “Future Office”.

Need. Connecting People + Place + Technology

We are looking for partners and suppliers for our products, applications and insights, to make these even better. When people, place and technology are thoughtfully incorporated in design, the result can be more engaging.



Psychologen die Coaches & Gezondheids



**Hennie
Koelewijn**
CEO

P: +31 88 465 6000

E: h.koelewijn@pccnederland.nl

Since 1993 PCC is a certified organization in the mental health care sector. The policy of PCC in the last 15 years focused on strengthening the sector by specialized client treatments as well as doing applied research. Next to client treatment and applied research, PCC is also specialized in multidisciplinary cooperation, e.g. with a family doctor or specialists in hospitals, clinics etc. In 1997, PCC started educating behavioral scientists. Over the past couple of years PCC has trained more than 50 psychologists in mental health care and recently (2014) gave this program a new form, called PCC Academy. Meanwhile, over 25 psychologists have started the Academy. The program contains a total of 16 e-learning sessions combined with an optional working day at the office, one day a week. During this program attention will be paid to the use of the problem solving implementation method. This method is focused on increasing the self-regulating ability of the client. The main goal of the Academy is to improve the quality of the intervention as well as the individual process-, interaction- and communication skills of the psychologists.



Stephan Smit
Commercial
Manager

M: +31 6 14 44 61 48
E: sls@telecom.com

At Telecom we deliver the optimal fit for the hospitals' internal logistics process, a (Medical) Pneumatic Tube System. We do this by combining full control on development and design of our systems with full focus and dedication to the customers' business.

Telecom is founded in 1950 in Rotterdam, the Netherlands, and fully specialized in pneumatic tube systems around the world. With its own Dutch development, production and service department Telecom covers all disciplines from developing, designing, prototyping, manufacturing, installing and servicing your complete tube system.

- 100% dedicated focus on Pneumatic Tube Systems for more than 55 years.
- Over 35 years' specialism in Medical Tube Systems, in 40+ countries.
- Proven high quality player that works with professional distributors on a long-term relation.

Who are we looking for?

A new relation/distributor that has a proven track record in the Medical field in South Africa, working with Hospital Projects (Public, provincial and Private e.g. Netcare, Life and Mediclinic). A distributor that has a need to grow their business, and to provide their customers with a world class system - that requires your investment of acquiring knowledge: system design, technical training, local support, commercial approach etc. We offer you all support you need, during your start-up and continued during (y)our successes.



Transport & Logistics



Joep Bruijs
Senior Vice
President

P: +31 20 500 0000
E: joep.bruijs@dbschenker.com



**Pieter de
Greef**
Director Business
Development

P: +31 13 462 5461
E: pieter.degreef@dbschenker.com

DB Schenker Logistics Netherlands is your partner in international transport and logistics. We carry your goods quickly and efficiently within Europe by truck or train or worldwide by ship or plane. DB Schenker Logistics can draw on a history of more than 140 years and has been operating in the Netherlands since 1892. Whether your business is large or small, we offer customer-focused solutions. Our logistics operations comprise warehousing, value added services, distribution, spare parts, return logistics and supply chain management solutions.

DB Schenker has a global network geared toward customer service, quality and sustainability. This success is owed primarily to DB Schenker's 95,000 employees, all of whom place customer satisfaction and quality at the center of their work. With more than 2,000 locations in almost 140 countries, we connect all the major economic regions with each other. We are always close to you and your customers!

We offer:

- Transportation Services by land, ocean, air and multimodal solutions
- Warehousing and complementary services
- Customs documentation and fiscal representation
- In-depth market and segment knowledge specialized in automotive, electronics, healthcare, semicon & solar, and consumer goods
- Supply Chain Solutions
- Key Account Management setup

Profile of commercial contacts wanted:

We are looking for matchmaking with companies interested in expanding their business from South Africa to the Netherlands and vice versa and require reliable logistics services.



Rens Dullaart
Managing
Director/Owner

M: +31 6 51 19 31 98
E: rens@de-lart.com



**Thomas
Verheij**
Air Traffic
Management
Consultant

M: +31 6 12 86 42 54
E: info@de-lart.com

About de-l'Art ANS Consultancy

De l'Art ANS Consultancy is an aviation consultancy providing advisory and support services to the global aviation chain. We were founded in The Netherlands in 2008 and has since numerous projects and advisory services performed in Europe, Latin America and expands its business towards South Africa.

An increased demand for optimized and accountable services the aviation is under constant pressure to increase its performance, de l'Art ANS consultancies can support these customers with high end support and solutions.

Our customers include airports, authorities and air navigation service providers and we deliver the following consultancy services:

- Airport planning, optimization and infrastructure
For strategic developments of an airport, well balanced and performance oriented
- Certification, validation and verification
Helps organizations to comply to national and international regulations
- Program management
Integrated approach for complex ATM within the required quality standards
- CNS support commissioning and implementation of sustainable airport systems
From requirements towards commissioning of A-SMGCS, ADS,B, DME, ILS CatIII and many other?



Linda Sieval
Sales Manager

M: +31 6 30 26 69 07

E: linda.sieval@logfret.nl

Thanks to an excellent and loyal team of employees Logfret has grown in the past years into a reliable and strong worldwide operating logistic partner in the Netherlands. Our mission is to provide our customers with the best logistic solutions at the price, delivery time, accuracy and quality they are looking for.

Building Win-Win relations contains cultivating long term relationships. It means being prepared to invest in people and relations, but fair and not to any price. It also means being integer in what we proclaim and promise, because customers expect no-nonsense solutions without any unexpected surprises. That is why we, in line with 'Deliver More' aim to be flexible, innovative, creative and adaptable when ever necessary in order to design and implement the best solutions and always always create mutual cost-effectiveness.

It is our strong belief we can meet the expectations and create mutual added value on the long term for our customers, our future customers, our employees, our partners and our stakeholders.



Jeroen Bos
Business
Consultant

M: +31 6 41 28 04 54
E: jbos@mercator-novus.com



**Marcel
Biemond**
Business
Consultant

M: +31 6 41 28 04 89
E: mbiemond@mercator-novus.com

Mercator Novus is a Dutch-based consultancy firm specialized in strategy consulting, systemic change and business modelling. Our methodology is aimed at systematically identifying 'hidden values' and unlocking their potential. We facilitate our clients in all different phases of the development process, from coming up with a new business idea until financial closure and implementation.

During these processes we provide a.o.:

- Intelligence (who is interested in which value proposition)
- Business concept (offerings with superior value creation)
- Operating/ financial model (agreements needed for sustainable operations)
- Support to find necessary funding for whole development process

Being part of our DNA we work cross-industry as we believe in bringing proven concepts from one industry to another. Cross-industry but with focus industries in which we have extensive experience and network, like ports, (cool) logistics, horticulture and energy. From this way of working we are used to function as matchmaker between different parties, both public and private.

Recent projects:

- Co-founder and consultant to Flying Swans consortium (multi party integral solutions to emerging markets)
- Dryport in Ethiopia near Addis Abbaba
- Intermodal shortsea solution for UK retail with Rotterdam x-dock
- On-dock coldstore on deepsea terminal in Rotterdam, the Netherlands
- Shuttle Train between Valencia and the Netherlands for perishable cargo
- Multiple rail terminal solution on Maasvlakte in Rotterdam, the Netherlands



Jan Willem de Braal
Chief Operating Officer

M: +31 6 29 57 09 11
E: jwdebraal@niledutch.com

NileDutch is a major container shipping company founded in the Netherlands and with its headquarters in Rotterdam. NileDutch connects Africa, especially West Africa, with the rest of the world. We have numerous local offices in West Africa and elsewhere in the world to bring us close to the markets and appreciate local requirements. That has enabled us to build up excellent relationships with our customers and understand their needs. NileDutch carries all types of cargo from around the world to West Africa. Our main routes are: Europe - West Africa; Far East - West Africa; South Africa - West Africa; South America - South Africa - West Africa. Aside from our main routes, we operate an extensive feeder network from our hub ports (Pointe Noire and Luanda), providing efficient connections to smaller ports in the region. This network is used both to support our main routes, and for shipments within Africa. South Africa is in our worldwide network an important link, NileDutch has three offices in South Africa: Johannesburg, Durban and Cape Town. Although we are primarily a container carrier, we also accommodate our customers' needs for project and out-of-gauge cargo. NileDutch – the Africa connection .



Mark Agterdenbosch
General Manager
The Hague

P: +31 70 347 0781
E: mark.agterdenbosch@sanec.nl



Mark Reyneker
Project Manager
The Hague

P: +31 70 347 0781
E: mark.reyneker@sanec.nl



Sekgametsi Lethiba
Interim General Manager
Johannesburg

P: +27 11 568 12 34
E: sekga@sanec.co.za



Marlon Drent
Project Manager
Johannesburg

P: +27 11 568 12 34
E: marlon@sanec.co.za

The Southern African Netherlands Chamber of Commerce & Industry (SANEC) is the key partner for companies, organisations and entrepreneurs doing business or seeking to do business in and between the Netherlands, South Africa, the Benelux and the southern African region (SADC). SANEC is able to open doors and offer custom-made services to fit the individual needs in expanding your business or creating new business ventures.

SANEC offers a wide range of business services for their members in the field of:

- Market entry strategy
- Business support (e.g. project finance desk and BBBEE desk)
- Business set-up
- Trade and investment promotion
- Access and connecting to local business partners
- Networking opportunities (e.g. knowledge events, round tables and networking activities)
- Member to member benefit program

With a considerable presence in Johannesburg, Cape Town and the Hague, SANEC is ideally positioned to offer an extensive business network. This network and local knowledge is an invaluable resource to Dutch and Southern African business. SANEC facilitates cooperation and consultation with national and local governments and relevant (business) organisations, thus assisting in setting up public-private partnerships.

Joining SANEC will opens doors to more than 450 members, special events, and various business activities and empower you in reaching local partnerships! Please contact us if you wish to obtain more details or information.



Albert Bos
Director
STC-Group
Holding

P: +31 10 448 6024
E: bos@stc-r.nl



Mornay Beck
General Director
STC-SA

P: +27 21 418 5062
E: mornay@stc-sa.co.za

STC-Group, home base mainport Rotterdam, provides education, training, advice and applied research for the shipping, logistics and port related industry sectors. The basis of the STC-Group is the Shipping and Transport education institute which provides specialized education for these sectors. STC-Group provides vocational and professional education and courses for young people and adults who either want to work or who already work in the world of shipping and transport.

STC-Group offers a complete package of advice, research and tailor-made education and training in the Netherlands and many places in the world. In this framework the STC-Group simulators are often used.

STC-SA, member of the STC-Group, has steadily entrenched itself as a leading local supplier to the needs of the transport and logistics sector in the Southern African region since 2001. Particularly in the maritime transport sector, STC-SA has proven that its preferred technique of structured transfer of knowledge and skills through a programme of knowledge migration from Europe to Africa has strengthened not only the capacity of its local resources but also ensured that it has access to the most cutting-edge technology and training facilities to further enhance its services to clients and customers. With the backing support of the STC-Group across the globe, STC-SA offers tailor-made services, which encompasses all aspects of Human Resources Development, Consultancy, Technical Assistance and Research for the entire Transport and Logistics supply chain.



Adrian Young
Senior Aviation
Consultant

M: +31 6 46 63 61 41
E: adrian.young@to70.nl

To70 is one of the world's leading aviation consultancies providing research and advisory services to the global aviation community, from offices on 4 continents. At to70 we believe that society's demand for transport and mobility can be met in a safe, efficient, environmentally friendly and economically viable manner. Our services include:

Aviation Safety; Aiming for further improvement of the current safety levels and preventing incidents.

Aviation and the Environment; Studying the effects on Air traffic noise, safety risks, carbon accreditation and expert advice on solutions to improve the environmental performance and spatial planning around airports.

Aviation Policy; Protecting the environment in the vicinity of airports, promoting sustainable operations and enabling spatial developments.

Air Traffic Management; Expert advice and studies regarding the design of the airport and airspace, operational concepts and flight procedures.

Consultation and Communication; Supporting customers to convey a clear message to internal and external stakeholder

Airport Strategic Planning; Integrating sustainable operations in the environment, master planning, building height restrictions and operational studies.

Route Development; Providing multiple ways of support in the field of route development and support clients around the globe to be successful in developing both new and existing routes.



Etienne Louw
General Manager
- TomTom Africa

P: +27 82 453 5475
E: Etienne.Louw@tomtom.com



Antoine van der Laan
Traffic & Travel
Information
TomTom
International

P: +31 20 757 5000
E: Antoine.vanderLaan@tomtom.com

TomTom empowers movement. Every day millions of people around the world depend on TomTom to make smarter decisions. We design and develop innovative products that make it easy for people to keep moving towards their goals. Best known for being a global leader in navigation and mapping products, TomTom also creates GPS sports watches, as well as state-of-the-art fleet management solutions and industry-leading location-based products. Our business consists of four customer-facing business units: Consumer, Automotive, Licensing and Business Solutions.

TomTom South Africa falls under TomTom's Licensing Business Unit. Our Licensing business leverages our world-class map, traffic and navigation content and services. We also offer cloud-based products that allow developers easy access to create location-enabled applications for businesses and governments. We are the premium source of global mapping, traffic and geospatial data. We provide businesses and governments with innovative LBS technologies for seamless integration into location based applications. We are your trusted location content partner to reach operational excellence.

Our customers range from leading PND manufacturers, internet companies, mobile phone handset manufacturers and network operators as well as governments and enterprises.



Eric van Marle
VP Global Sales &
Marketing

M: +31 6 13 53 39 58

E: eric.vanmarle@transparent.eu



**Carolina van
der Ark**
Country Manager

P: +27 72 922 5440

E: carolina.vanderark@transparentsa.co.za

Through the use of proprietary and innovative software tools, Transparent creates value out of its client's raw data by discovering and recovering vendor overpayments, duplicate payments, tax credits, open credits and unclaimed property.

Transparent deploys continuously evolving technology, best-in-class service and international experts to optimize its clients' efficiency, processes and financial strength. We offer several other services, such as Benchmarking, Data Enrichment, Spend Cube and a Client Portal. Transparent does all the work. Combining Data Cleansing and Accounts Payable Analysis as one service, reduces the workload and brings the company extra money instead of costs. We work on a no recovery, no fee basis, we only charge a percentage of the recovered working capital received on the clients' bank account.

By continuously empowering our clients to achieve their maximum potential, Transparent has established its reputation as one of the fastest growing global data mining and recovery audit service providers in the industry. Transparent's achievements have been recognized by Deloitte twice, in the Technology Fast500™ EMEA (2013) and Technology Fast50™ (2011). Transparent was founded in 2000 and already processed over € 2.4 trillion in spend.

The workforce consists of over 120 employees based in offices globally, speaking 18 different languages and trained to optimize recoveries. Our clients include both listed and non-listed companies in the private and public sector.

Passionate People;
Superior Software;
Revolutionary Results!



Alix Visser
Sales
Representative

M: +31 6 22 98 40 03
E: alix-visser@vandenbosch.com



**Garry van
Niekerk**
Owner, Aspen
International
Services Ltd

P: +27 082 566 4628
E: gary@aspen.co.za

Van den Bosch Transporten is an international logistic services provider with over 50 years of experience. By road, rail and sea our 4000 specialized containers transport over 2.9 million ton of liquid and dry bulk products a year.

Our growing international network covers Western, Central & Eastern Europe and is extending into the Middle East and Africa as well. We believe in the potential of these new markets. That's why we have built a strong partner network on the African market and this is emphasized by the opening of our new office in Dubai in September 2015. Dubai lies at the crossroads of three continents and is the ideal location for us to develop our global transport activities with a focus on Europe, the Middle East and Africa.

Early 2016, we will expand our African activities with a tank cleaning station in Tema, Ghana. Volumes between Europe and Africa are growing because we are able to convince our customers to ship liquids in ISO tanks instead of in small quantities. That has advantages in terms of handling, heating and savings in packaging costs. With our own tank cleaning station in Tema, it is easier to link existing transport flows and we help local companies to switch over to bulk transport. These developments will form the basis for further development of our global deep sea transport activities.

Van den Bosch Transporten – To the Next Level.
More info: vandenbosch.com.



Water



Klaas Niewold
Director and
co-owner

M: +31 6 51 30 15 19
E: info@aquaesturope.com

AquaEst is an innovative and international operating development and trade company providing products and services for sustainable drinking water solutions. Our aim is to create and supply sustainable product solutions for the world shortage of drinking water.

We have a focus on purification and preservation of drinking water and are committed to providing simple and effective solutions at an affordable price, giving access to safe drinking water in developing, industrialising and industrialised countries. Our technology and products are mainly developed for:

1. Rainwater harvesting

Turning rainwater into high quality drinking water based on a unique, natural and sustainable silver and copper ionization-process. We provide knowledge, technology and products for end to end rainwater harvesting systems for

- Schools
- Small (rural) communities
- Households

2. Long-term preservation and protection of stored drinking water for various applications

- Household => (rooftop) watertanks
- Industrial => remote mining complexes, transport vessels, off shore oil platforms
- Humanitarian => schools, small villages, refugee camps
- Recreational => boats and motorhomes

We are looking for contacts with potential Clients/partners such as the Departments of Basic Education and Water, companies that manufacture watertanks, gutters etc. and companies in the field of engineering and installation who can execute projects in South Africa.



Xander Lamers
Sales & Operations Director

P: +31 40 290 7777
E: xander.lamers@bersonuv.com



Hans van Kamp
Local South-African agent

P: +27 21 887 8555
E: hans@winelandsuvt.co.za

Berson develops and manufactures water disinfection systems, using advanced ultraviolet (UV) light technology for the disinfection of specially Municipal drinking, waste and re-use water.

South Africa's growing; population, urbanisation and prosperity present many challenges for future water quality and quantity improvement. Our UV solution can contribute in providing safer drinking water for human consumption, and cleaning waste water streams improving the quality of South Africa's rivers and surrounding seas.

Our UV solutions are unique in being effective against ALL microbes, including Crypto and Giardia (resistant to Chlorine). Our UV reactors operate without the use of chemicals and leave behind no carcinogenic by-products. UV disinfection leaves no taste and odour behind in the treated water. Berson's UV reactors are specially developed to provide the most effective disinfection for Municipal water treatment with high level of flexibility against the lowest operating costs.

Even if local conditions dictate the use of chemical disinfectants; adding UV will improve the quality and reduce chemical (costs).

Our company is ISO9001 and 14001 certified. Our products have been validated according to world leading regulations such as the German DVGW, American USEPA and many other independent international test institutes.



Mark van der A
Commercial
Manager Area
Africa

P: +27 82 671 4102
E: mark.vd.a@boskalis.com

Royal Boskalis Westminster is a leading global maritime services company operating in the dredging, offshore energy and inland infra sectors. Through SMIT we are active in towage and salvage. We deliver innovative one-stop solutions to major maritime challenges.

Boskalis is active in projects in the energy, ports and infra markets. Our main clients include oil companies, port operators, governments, shipping companies, international project developers, insurance companies and mining companies.

Boskalis has around 15,600 employees, including our share in partner companies. We operate in over 75 countries across six continents. Our versatile fleet consists of over 1,100 vessels and equipment. The addition of SMIT Internationale at the beginning of 2010 expanded Boskalis' range of services. For nearly 170 years SMIT has been providing maritime services, including towage, salvage, transport and heavy lift. The company has earned an excellent reputation around the world.

Since 2011 we offer Terminal Services with the new Smit Lamnalco combination (50% share).

The acquisition in 2011 of civil constructor MNO Vervat complements our infra and earthmoving activities.

In November 2012 Boskalis announced its intended offer on Dockwise. In March 2013 the acquisition was completed. The combination of the two companies offers new strategic opportunities for accelerated growth of our offshore services for clients in the oil and gas sector.



Francesca Fondse
CEO

P: +27 83 739 9491

E: francescafondse@deangelus.co.za

De Angelus Estates South Africa is the world's first organization which combines organic principles of life, throughout various aspects of development. It is geared at combining Social Investment, Agro, Education, Residential, Conservation and Spirituality in one sustainable development hub. The project in process of being established.

Creating a global first, its retreat is focused entirely on spiritual health and healing.

To invest in one of the most scenic area's of SA, or own a residential stand within the Estates! Enquire at info@deangelus.co.za and <http://bit.ly/1O1gX6m>

We want to partner with realestate investors/venture capitalists and development banks /funds, and inhabitants to "live the spirit"!



Arthur Fedder
Senior Managing
Partner
International
Affairs

M: +31 6 22 54 85 99

E: fedder@zonnet.nl

De Angelus NL is to import and export, commencing October 2015. Contractual agreements are being concluded, Fair Trade clearance is being obtained for all suppliers and supply chains from South Africa.



**Michiel van
Haersma
Buma**

Chairman of
Delfland Water
Authority

M: +31 6 53 23 56 87

E: mvanhaersmabuma@hhdelfland.nl

Dutch Water Authorities (DWA) comprises of the 23 public regional water authorities in the Netherlands and their association, who promotes the interests at national and international levels. Regional water authorities are decentralised public authorities, responsible for flood protection, regional water management and treatment of urban wastewater. Dutch Water Authorities is your point of contact for expertise in regional water management. It can provide answers to a wide range of questions and requests about good governance, innovation and trade (www.dutchwaterauthorities.com)



**Keimpe
Sinnema**

Coordinator
South Africa,
Dutch Water
Authorities
Water Authority
Groot Salland

M: +31 6 54 92 89 32

E: ksinnema@wgs.nl

In the project Kingfisher DWA has a working relationship with the SA Catchment Management Agencies, based on sharing knowledge and learning from each other in the field of governance, IWRM, sanitation and transboundary water management. Dutch project partner is VNG international. Cooperation with other partners in the water sector is welcomed and realized in projects like the CoE in Durban, Hydronet Water Control Room, Rain for Africa, Jacana, Berg River project and capacity building initiatives.



**Otto Ferf
Jentink**

Regional Director
Southern Africa
and Latin
America at World
Waternet

M: +31 6 52 48 03 63

E: Otto.Ferf.Jentink@waternet.nl



**Rob
Uijterlinde**

Project leader
at Dutch Water
Authorities

M: +31 6 50 63 51 16

E: ruijterlinde@uvw.nl

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Maurits Voogt
Managing
Director

P: +31 317 729 001
E: maurits.voogt@eleaf.com

eLEAF is a high-tech company that supplies reliable, quantitative data on water and vegetation on any land surface to support sustainable water use, increase food production, and protect environmental systems. eLEAF derives this data using their proprietary PiMapping® Technology, which uses as input different types of data sources from different types of information providers. The most common used are satellite imagery and weather information. eLEAF is operating in the transition between consultancy, remote sensing science and operational applications for agricultural and water resources management.



**Ruben
Goudriaan**
Project Manager
FruitLook

P: +31 317 729 000
E: ruben.goudriaan@eleaf.com

PiMapping® data components are valuable for various end-users ranging from individual farmers and food processors to NGOs, water management authorities and governments. Each of these groups requires their own mix of data components tailor-made for their activities.

In South Africa eLEAF provides FruitLook (www.fruitlook.co.za) which is an open web portal for farmers in the Western Cape Province of South Africa. During the growth season weekly updates on crop growth and water use are provided via the website. FruitLook encourages efficient use of farm resources. Increases in water use efficiency of 10 to 30% have been achieved.



Marcus van der Vaart
Water and
Process
Technologist

P: +31 528 820 380
E: marcus.vandervaart@engeldot-water.com

Engeldot-Water is specialized in developing and manufacturing customized potable and wastewater systems. Our machines are manufactured using high quality certified components in order to protect water quality, water safety, the consumer and the environment. UV sterilization, ionization, deferrization, Reverse Osmosis (RO), thrombosis and online monitoring are just some of the techniques we use.

With our knowledge and skills we are able to produce potable water according to the World Health Organization (WHO) guidelines, guaranteeing clean and safe potable water in many areas varying from refugee camps to offshore platforms, events and the industrial and agricultural sector. With our MARPOL certified wastewater treatment technique we are able to treat domestic and communal wastewater to surface water that can directly be discharged.

Furthermore, we can provide all pumps, pump systems and piping, offering a complete solution for your water related inquiries.

Currently we are fine-tuning our techniques to treat manure of cows, calves and pigs. Finalizing this process will lead to a great cost reduction and will reduce environmental pollution in a significant way.



Leanne Reichard
International
Business Director

M: +31 6 11 64 74 60
E: Leanne.Reichard@hydrologic.com



Bas Boterman
Account Manager
HydroNET

M: +31 6 34 12 40 43
E: bas.boterman@hydrologic.com

The Dutch company HydroLogic has been active in South Africa since 2013 to develop innovative applications and dashboards which support water managers taking the right decisions at the right time to reduce drought and flood damage. These applications were developed within the framework of HydroNET: an award winning online platform which enables easy combination of all sorts of data into smart decision support applications and customized dashboards.

Over the last few years HydroLogic has developed solutions for renowned South African organisations like the Inkomati Catchment Management Agency, the South African Weather Service, Ethewkini Water and Sanitation and the Green Cape Government. Together with these organisations we have developed a range of application a like water control room dashboards, a satellite based water auditing application and disease forecast application for whine farmers (grape compass).

Recently, HydroLogic and the South African Weather service launched the Rainmap solution in South Africa. Thanks to this web based rainfall portal, every organisation in South Africa can now have access to the best available historical, current and predicted rainfall information. This service is targeted at a water managers, farmers, insurance companies mining and many more.

The interests for HydroNET grows and the number of commercial projects is increasing. Therefore, HydroLogic is looking for a reliable South-African web applications development partner that has a proven affinity with water related challenges.



NETHERLANDS
WATER PARTNERSHIP



**Paul van
Koppen**
Special Adviser
International

M: +31 6 52 32 02 16
E: p.vankoppen@nwp.nl



**Maaïke
Feltmann**
Project Officer
Africa

M: +31 6 40 15 12 94
E: m.feltmann@nwp.nl

Netherlands Water Partnership: Uniting Dutch Water Expertise

The Netherlands Water Partnership (NWP) is a comprehensive network that unites Dutch water expertise. The partnership, consisting of 200 members from private companies, government, knowledge institutes and NGOs, acts as a centre of information on water expertise, policy developments and market opportunities. But NWP is more than an information source; the organization also initiates, coordinates and executes projects for its members, such as trade missions, exhibitions and conferences.

To support the Dutch water sector in its ambition and plans for the South Africa water market, the NWP coordinates the South Africa country platform (through financial support by Partners voor Water). Members of this platform are informed about important thematic and commercial developments in the water sector in South Africa.

Similarly, NWP takes a facilitating and initiating role for the platform members in sector and market analysis, business development and match-making.

By putting our heads together as a network, we can achieve more in solving global water related challenges. A united voice is stronger than 200 individual voices. Moreover, by entering markets in clusters, offering expertise as a one-stop-shop, Dutch companies increase their world market share considerably. In the Netherlands as well as abroad, the NWP is the gateway to all you need to know about the Dutch Water Sector and its solutions to global water related challenges. Let's work together!



Stephan Bocken
CEO

P: +31 514 608 612
E: s.bocken@paques.nl

Paques is one of the world's leading companies in the field of development and construction of cost-effective purification systems for water and gases, based on innovative biotechnology. With over 1800 reference installations worldwide, Paques has helped companies and municipals to contribute to one of the major challenges of today: to reduce their water and carbon footprints and reclaim valuable resources. Paques' technologies are utilized all over the world in the most diverse sectors, varying from the water treatment sector, the metals and mining industry to the chemical and petrochemical, fermentation and pharmaceutical industries. Paques developed a strong position in the brewing and food industries and in the paper sector.



Aafko Scheringa
Global Account
Manager

M: +31 6 20 70 57 47
E: a.scheringa@paques.nl



**Anke
Mastenbroek**
Water Technology
Director

P: +27 60 967 3445
E: anke.mastenbroek@rhdhv.com



Vic Prins
Aviation Director

M: +31 6 52 01 85 08
E: vic.prins@rhdhv.com



**Gerard
Vermeulen**
Buildings

P: +27 12 367 5815
E: gerard.vermeulen@rhdhv.com



**Mauritz
Kruger**
Architect
(sustainable
and green
architecture
specialist)

M: +27 82 785 5481
E: mauritz.kruger@rhdhv.com

Royal HaskoningDHV is an independent, international engineering and project management consultancy with over 130 years of experience. We deliver innovative and sustainable consultancy services in the fields of aviation*, buildings, energy, industry, infrastructure, maritime, mining, transport, urban & rural planning and water. Our 7,000 staff work for public and private clients in over 130 countries.

With firm roots in South Africa since 1922, our 1,000 staff work from 17 offices providing engineering and consultancy services in programme management, master planning, conceptual and detailed design, detailed engineering, asset and operations management and environmental services for a wide range of public and private clients.

We have provided tailor-made solutions in water technology and management, aviation, transportation, rail, planning, maritime, energy, industry, mining, buildings and environmental expertise. Our projects include basic water and sanitation for the South African water industry; aviation projects, e.g. Cape Town Intl Airport, Johannesburg O.R. Tambo Intl Airport; layout and design plans for clean rooms, the food industry and healthcare.

Key clients include SANRAL, Eskom, Department of Transport, ACSA, Johannesburg Development Agency, Ekurhuleni Metro, City of Tshwane, Magalies Water, Johannesburg Roads Agency, ERWAT, Rand Water and Johannesburg Water.

We have a Level 2 Broad-based Black Economic Empowerment (B-BBEE) Status in South Africa.

*NACO Netherlands Airport Consultants and Intervistas



Bram Roelse
CEO

E: a.roelse@ihcmerwede.com



Martijn Schouten
Director sales

M: +31 6 51 57 23 93
E: m.schouten@ihcmerwede.com

Royal IHC (IHC) is focussed on the continuous development of design and construction activities for the specialist maritime sector. It is the global market leader for efficient dredging and mining vessels and equipment – with vast experience accumulated over decades – and a reliable supplier of innovative ships and supplies for offshore construction.

IHC has in-house expertise for engineering and manufacturing integrated standard and custom-built vessels, advanced equipment and also providing life-cycle support. This integrated systematic approach has helped to develop optimum product performance and long-term business partnerships.

The company's broad customer base includes dredging operators, oil and gas corporations, offshore contractors and government authorities.

IHC has over 3,000 employees based at various locations in The Netherlands, Brazil, China, Croatia, France, India, Malaysia, the Middle East, Nigeria, Singapore, Slovakia, South Africa, the United Kingdom and the United States.

Technological innovation will remain the company's underlying strength through its continuous investment in research and development. Moreover, it helps to safeguard a sustainable environment.



Wim van Vierssen
CEO

M: +31 6 5122 0227
E: wim.van.vierssen@kwrwater.nl



Niels Hartog
Senior scientific
researcher

M: +31 6 5343 6286
E: niels.hartog@kwrwater.nl

“Bridging science to practice” – that is the mission of KWR Watercycle Research Institute. Our researchers work at the interface of science, business and society. Their strength lies in their ability to translate scientific knowledge into practical and implementable solutions for end-user clients.

Summary of core business

KWR employs 180 top experts in the full range of relevant specialist areas, including water treatment, reuse, asset management, hydrogeology, hydro ecology, chemistry and microbiology. We develop new knowledge, services and products, and actively share and disseminate them.

Products and services offered

KWR has launched its Watershare® line of products and services so that selected knowledge institutes elsewhere in the world can benefit from the extensive expertise and experience. The goal is to support these partner knowledge institutions (Watershare® members) better serve their end-user clients, such as water utilities, municipalities and waterboards.

Unique selling points

Joint research programme Dutch Water Utilities, Focus on water cycle, Programme management for Dutch Top-sector on Water technology, Ample experience in European projects, Cutting-edge laboratories.

Profile of commercial contacts wanted

KWR is searching for end-user clients in the context of the international knowledge management model Watershare® in collaboration with the South African Water Research Commission (WRC). One of the areas for cooperation is the Mine Drainage Water related to Water Quality and Health.



Peter van den Hadelkamp
CEO

M: +31 6 22 91 67 86
E: peter@slamd.com.nl

Saving Lives And More, an ideal that has led to the development and foundation of SLAMD.com.

Unadulterated Dutch entrepreneurship and lucid intelligence have produced the SLAMD.com, a temporary flood defence. Compact and easy to set up, it could make a huge difference in the event of flooding or disasters. It enables a dam to be built by 2 people in just 1 hour, spanning 100 metres in length and with a partition boundary of 50 cm! What's more, the elasticity of the SLAMD.com means it can be installed on any surface. The material's high degree of flexibility ensures that bumps are easily covered.



Anna van den Hadelkamp
Sales

P: +31 34 874 8477
E: anna@slamd.com.nl

The SLAMD.com's unique properties render it suitable for a wide array of target groups. Obvious examples include district water boards, fire service, armed forces and disaster specialists. Nonetheless, farming businesses and private individuals are also benefiting from use of the SLAMD.com. By continuously expanding the number of sales outlets through importers worldwide, SLAMD.com is working towards optimum availability of the SLAMD.com.

The SLAMD.com was developed to be sustainable, being based on synthetic EPDM rubber, an ecologically responsible and recyclable material with unique properties and a maintenance-free lifespan in excess of 40 years. Furthermore, the SLAMD.com is resistant to UV, ozone, the majority of chemicals, acids and alkalis and is suitable for use in the most varied of weather conditions. The SLAMD.com is TÜV-certified in line with the PAS 1188-2:2009 standard.

SLAMD.com, a stable base that fights flooding with water.



Leon Stille
Business
Development
Manager

M: +31 6 52 77 90 11
E: leon.stille@tno.nl

TNO is an international Research and Technology Development institute. We are based in the Netherlands with offices in Qatar and Aruba. As an independent institute we are active on all economic sectors such as energy, healthy living, industrial innovation, defence, mobility, built environment, ICT. For these sectors we develop and enhance technology, provide services such as modelling and lab facilities as well as consultancy. Specifically for energy and water we are active on area's such as (renewable) technologies (biogas, gasification, solar, wind, geothermal energy and CO2 Capture) and water purification systems. We specialize in process and technology development from lab to pilot, consultancy, laboratory testing and optimization.



Hans Huis in 't Veld

Chairman
Topsector Water

P: +31 70 349 0144
E: hans@tswater.nl

The Top Sectors policy aims to strengthen the position of nine economic sectors in which the Netherlands has a leading position internationally. It sets out an integrated policy for each sector. The key basic components of this integrated approach are: research and innovation, human capital, regulatory framework and the international dimension. A Top Team with representatives from the 'Triple Helix' has been established for each Top Sector. The Triple Helix refers to the relationship between the business community, knowledge institutions and government. Water has been acknowledged by Dutch authorities as one of nine top sectors for further economic and industrial development.

The Top Sector Water focuses on securing water availability, the protection against extreme events (droughts and flooding), sustainable economic activities on water, including clean and smart vessels. The Dutch response to water challenges relies on a sophisticated set of technologies, dominated by engineering and construction expertise, and fuelled by a capacity to innovate. The water sector includes water technology (eco-engineering, water as a resource and water purification), delta technology (water management, water safety and nature-based solutions), and maritime technology (clean ships, effective infrastructure and smart and safe shipping). The Top Sector also devotes a lot of attention to cross-sector themes such as water & food, water-energy nexus and climate change.



Toine Ramaker
Resident Project
Manager VEI
Mozambique

P: +25 88 450 62 281 (Mozambique)
M: +31 6 13 71 79 54 (The Netherlands)
E: toine.ramaker@vitens.nl

VEI is an international water operator, helping water companies in developing and transition countries to improve their operational and financial performance in a sustainable way. To make progress in such areas as water safety, non-revenue water, financial and technical sustainability and asset management. VEI is a cooperation between the two largest water companies of the Netherlands: Vitens and Evides Water Company. Other participants are the water companies WML, Waterbedrijf Groningen and PWN. These Dutch Water Companies provide VEI with human capital: Dutch water experts who take their knowledge and share it with their colleagues abroad.



Leo Meijer
Resident Project
Manager VEI
South Africa

P: +27 76 054 6677 (South Africa)
M: +31 6 13 58 20 72 (The Netherlands)
E: Leo.Meijer@durban.gov.za

Vitens Evides International:

- helps local water companies to improve their water services delivery, water quality and continuity of water supply;
- supports local water companies to increase the access to safe water and good sanitation, by supporting them in attracting financial resources;
- helps in improving the financial sustainability of water utilities by reducing levels of non-revenue water and increasing the customer base;
- supports partner utilities in Asia and Africa within the context of climate change.



**Mariet
Verhoef
Cohen**
President

M: +31 6 53 75 30 18

E: president@womenforwater.org

WfWP is a unique organisation of women's organisations and networks, uniting women leadership. All member organisations are rooted in society and are active in the areas of water, sanitation, sustainable development and women's participation. WfWP positions women as active leaders, partners, experts and agents of change in water. WfWP links day-to-day practice to policy at national and international levels and vice-versa. The organisation is experienced, has a solid track record, has built a large and influential network throughout the world, and will contribute to implementing the Sustainable Development Goals with a focus on women and universal access to water for all, for all uses. Water is an entry point for empowering women, girls and their organisations. WfWP is inspired by a rights based approach. Main activities are project implementation, lobby and advocacy, and Knowledge exchange and learning.

The main objectives are:

- Advocate the link between women, water and sustainable development in policies and implementation;
- Position women as agents of change, leaders, professionals, experts and partners on equal footing with men in water and sustainable development programmes to achieve equitable access to water for all for all uses;
- Advocate for women's access to financial investments and instruments;
- Use and promote gender disaggregated indicators in the water sector.



Agnes Maenhout
Managing
director/CEO

M: +31 6 53 94 07 95
E: agnes.maenhout@
waterpleidingen.nl



Johan Oost
Project Officer
& Manager
Wetskills

M: +31 6 20 28 12 71
E: johan.oost@waterpleidingen.nl

World Water Academy (in Dutch: Wateropleidingen) is the leading training institute for employees in the Dutch water sector. Established in 1994 by the Dutch water sector to improve the quality of their employees with specific, practical knowledge on water issues, WWA built up a wide experience in capacity building and training. It develops and delivers practical and technical courses for a wide range of water related issues worldwide. The programmes are based on the needs of the water sector. Our products and services are delivered in a cost-effective way. Our surplus is used to develop new innovative programmes and courses, while updating existing ones. We have programmes in the specialisations of Water supply, Water distribution, Wastewater treatment, Water resource management, Flood protection and water didactics.

Our products and services are:

- Training need analyses
- Design and development of training programmes and seminars
- Practical curricula (accreditation, maintenance, quality assurance)
- Training of trainers
- Organising exams and quality assurance

AquaDactics is a South African NPC, actively supported by World Water Academy. Aquadactics provides products and services to facilitate the transfer of practical knowledge and skills of water professionals who want to be, are or were employed in the water sector in South Africa. Our customers are training providers like corporate training centres / academies of municipalities, CMA's in establishment, Regional training centres and technical universities.



Others



Justin Steer
Partner

P: +31 20 674 1646
E: justin.steer@allenoverly.com

Allen & Overy is known for its individual experts and their ability to join forces, across practice areas and borders, to get deals done and to find solutions in highly complex cases.

We believe that clients today are looking for a legal adviser who is also a long-term business partner. In today's world, legal risk management is an integral part of running a business, going well beyond transactions and disputes. We use our knowledge and experience to help our clients mitigate risks and navigate the pitfalls, on deal and off deal.

Our global span of 45 offices including Johannesburg and Casablanca with 4,949 people and 527 partners covers established and emerging economies in the West and East. What we share is deep-seated local knowledge and networks, a spirit of collaboration and the drive to exceed client expectations. Our office in Amsterdam includes 387 staff and 36 partners.

Our clients include leading Dutch and international companies, both listed and unlisted, financial institutions, asset and investment managers, private equity firms, major public institutions, and government organisations, as well as foreign investors seeking opportunities in the Netherlands.

Allen & Overy's office in Johannesburg provides clients with support—both in South Africa and across the wider sub-Saharan Africa region. The Johannesburg team offers clients a seamless service across sectors, combining a global presence and specialisation with a premium local team.



Bram Reinders
Director, Alliance Management

M: +31 6 29 58 79 42
E: Bram.Reinders@alliander.com

Every day, we transport electricity and gas to 3.3 million customers through our energy infrastructure.

In response to the rapidly changing energy landscape, we are building a future-proof and open network that can accommodate large and small energy providers. To obtain insight into society's energy ambitions, we consult with provinces, municipalities and businesses. We help them resolve their energy issues and develop complex energy infrastructures



Annet van Egmond
CEO

M: +31 6 51 25 53 36
E: annet@annetvanegmond.com

We are developing a sustainable solar light for the African market. Through our passion, experience and knowledge, we can make a difference. The off grid solar light is especially designed to be used by women and children, at home or underway, providing comfort and safety. Our light, powered by the sun, will light up Africa. Created in the best spirit of Dutch Design, with sustainability in mind, protecting Planet Earth. It's build with the latest solar charging technology, the most sustainable batteries and energy efficient, high-output LED lamps.

The solar light is unique, because:

- it is Dutch Design,
- provides safety and comfort to women and children
- it has a low acceptable price
- its portable; women can wear it on their clothes
- it can be fixed on almost any bottle
- it produces a clear light, to read, to work, to study, to cook
- it's made of sustainable parts
- its a decorative warm light, combined with a reading light
- it replaces the unhealthy and dangerous kerosene lamps

We want to find out if our product is viable in the African market and we want to know about the distribution possibilities, therefore we would like to meet importers and distributors, that have access to the people, even in remote area's. Furthermore we want to meet companies looking for a unique way to market their products in Africa through our solar light, reaching millions of people.

BLUE SEVEN



Paul Bart
Export Director

M: +31 6 31 74 46 87
E: p.bart@blueseven.com

The famous fashion brand Blue Seven has inspired consumers with stylish quality garments at fair prices for more than 40 years. Blue Seven is one of the most successful European brands on the international clothing market. Fashion for the whole family is what we can offer; childrens wear, womenswear and mens clothing. European designs presented in coordinated stories is the key to our and your succes. Available in over 40 countries, mainly Europe, the Middle East and Latin America.

From today Blue Seven is ready to spread its wings towards South Africa. We are searching for a partner willing to build the Blue Seven brand together with us.

Besides building our own brand, we could be the perfect partner to support you to build your brand. Private Labelling is an important part of our business. With own offices in Bandladesh, India, Pakistian and China we can be the perfect vendor for you. We would be pleased to develop your collections together with our knowledge of design and production. Looking forward to study the synergy between our both companies.



Bert van Elten
Managing
Director

P: +31 342 476 353
E: b.vanelten@eltomation.com

Eltomation is the world leader in the development and worldwide supply of Plants for the production of Wood Wool Cement Board (WWCB) and the new Large Wood Cement Wall Element for prefab construction. Wood Cement Boards are resistant against fire, rot, moisture, mould, insects, etc. and provide high thermal insulation and sound protection, thereby making these products very suitable for sustainable housing.

These products are used a.o. for prefab construction of durable and sustainable energy-efficient housing, fire- and sound protection and perfectly fit the large demand for “Affordable Housing” in the South African market, utilising the small diameter trees of e.g. poplar (available from the alien evasive clearing program) or pine from local plantations.

WWCB is being applied in Western Europe for almost 100 years and has a proven track record in many fields of sound- and fire protection, meanwhile providing the required thermal insulation for energy savings and CO₂ reduction. Our Plant for Large WWC Wall Elements provides for fast and efficient construction of single- and multi-story housing, schools, community centres, etc.

During this Mission we like to meet with potential clients, as well as municipalities, architects and universities involved in “green & energy-saving” construction and/or forestry. Furthermore, we wish to meet with local governmental decision makers in the field of Economic & Energy Efficient Sustainable Housing and fire prevention, in particular for the construction of mass Economic Housing.



Patrick Lammers
Chief Commercial Officer

M: +31 6 81 17 46 25
E: patrick.lammers@essent.nl



Parsia Tayebi
Project Lead Innovation

M: +31 6 21 17 91 94
E: parsia.tayebi@rwe.com

Essent is the largest energy supplier in the Netherlands and part of the RWE group, like sister company Powerhouse. RWE is one of Europe's five leading energy companies with 23 million customers and 60,000 employees. In the current energy transition, RWE puts a strong focus on innovation, with innovation hubs started up in 2014 in San Francisco, Tel Aviv, and Berlin.

Essent provides our private and business customers in the Netherlands and Belgium with gas, electricity and energy services. Essent (including its predecessors) has over 90 years' experience of generating, trading, transmitting and supplying electricity. We have also been in the business of supplying gas for 150 years.

RWE daughter Powerhouse, founded in 2004, was the first company in the Netherlands to offer entrepreneurs the option to buy and sell power themselves. In later years Powerhouse developed a strong position in the agricultural sector with its online energy platform. Powerhouse established itself more as an IT enterprise and energy broker than a classical energy company. The Powerhouse Energy Platform is an innovative approach to supplying your business energy needs. It provides businesses with 24/7 access to key energy trading markets, anywhere, anytime, including through the Powerhouse app. You're free to buy or sell electricity and gas at fifteen minute intervals, giving you hands on control over your business energy. Powerhouse is also active in the UK and Belgium and on 1 October 2015 Powerhouse opened an office in Madrid, Spain.



Peter van Harten
Partner Group
Director / Board
Member MAP

P: +31 88 472 4000
E: p.vanharten@isah.com



Frank Groot
Product Manager

P: +31 88 472 4000
E: f.groot@isah.com

MAP - Powered by Isah Business Software

The Manufacturing Accelerator Program (MAP) is a worldwide initiative in order to release the potential of the manufacturing industry. MAP is a three year program for manufacturing companies which consists of an integrated set of services and tools. With MAP enrolment, companies have a focus on what they can do to grow and increase their global competitiveness. It supports continuous and on-going improvements in the control of business processes and profitability.

MAP has been working actively with several industry associations and partners who share the vision for a vibrant manufacturing sector. In South Africa MAP collaborates with organizations like SACEEC, ISDA, IDC, SAGDA and many others. In many countries MAP has become the preferred solution for supplier development for manufacturing companies.

The program is funded by Isah Business Software. Isah is a Dutch software company that develops, sells, implements and maintains business software in all branches of the build to order manufacturing industry. Its software automates the administrative core processes for the complete life-cycle of a product including sales, engineering, production and maintenance. With extensive industry experience, Isah knows precisely what is needed to optimise efficiency and attain better results. It has grown to become an international software company with > 700 customers in more than twenty countries.



Monika Sanders
Managing partner

P: +31 70 322 9006
E: msanders@pmpsconsultants.nl

Founded in 1999, pmps export & investment services has its expertise in supporting Dutch companies aiming to enter foreign markets and assisting foreign companies with the objective to enter the Dutch or Benelux market. The services mainly cover making sound Market assessments, assisting in international Market development and Marketing.

Besides assisting individual companies, pmps works for Dutch and international export promotion organizations such as Ministries of Economic Affairs, economic development organizations and sector organizations, acting as their authorized trade representative office abroad.



Richard Zurba
Managing partner

P: +27 12 993 0159
E: zurcom@zurcom.net

pmps managed a broad range of in- and outbound collective trade development trips (appr. 45 since 2005) in various sectors, like renewable energy, medical/health, metal/industrial subcontracting services, construction and services (logistics, ICT).

pmps consultants is a member of the International Business Group (like Zurcom in South Africa), an association of private commercial consulting firms with offices in 19 countries, and sub-offices in another 20. IBG covers more than 100 country markets and has completed export assistance projects for over 30,000 different companies.

Since 1999, Zurcom International (Richard Zurba, Director) has assisted over 2,000 different firms from across a broad spectrum of industries with export related projects into and out of the SADC region. Activities of the office include assistance with locating distributors/buyers, trade missions, market research and joint venture creation assistance. Offices are in Tshwane (formerly Pretoria) and Durban, South Africa, with a sub-office in Mauritius. The office has seven full time employees and three part-time associates. Staff is multilingual in English, French, Portuguese and other languages.



Gerrit Reinders
DGA en
International
Sales

P: +27 78 171 2557

E: gert.reinders@kara-greenenergy.com

Kara Energy Systems is the producer of solid biomass combustion installations.

Generating heat and/or electricity yourself – bio-energy is financially rewarding more and more. After all, oil and gas prices continue to rise and their availability diminishes inevitably. KARA Energy Systems, a 100 years young, is a worldwide provider of tailor made and turn-key installations for the socially responsible generation of heat and/or electricity.

Kara Energy Systems has a wide product range to fore fill the wishes of our clients.

We produce the complete range for Biomass combustion. This includes shredders, fuel handling, filters, piping, waste handling and the chimney.

Our core business was the wood handling industry. Now we would like to come in contact with companies that use fossil fuels who are interested in getting a green footprint and safe on the fossil fuel bill.



Ekim Tan
Founder and
Managing
Director

M: +31 6 41 41 59 59
E: ekim@playthecity.eu



**Janine
Loubser**
Urban Planner

M: +31 6 12 50 10 27
E: janine@playthecity.eu

Play the City uses gaming to engage multiple stakeholders in resolving complex urban challenges. Changing the way we engage stakeholders, Play the City designs physical games as a method for collaborative decision making and conflict resolution. These can relate to large urban projects, refugee camps, violence prevention and other multi-stakeholder challenges societies face where gaming is used to seek consensus amongst conflicting interests. Play the City believes gaming is the real alternative to standard formats of public consultation in the 21st century. In the accessible environment of games, freed from the jargons, various ideas, plans and projects meet, conflict and collaborate towards negotiated outcomes.

Core activities include identifying and mapping stakeholders, conducting research through field surveys and, based on key findings, modelling the rules and roles of the game into a “game concept”. A game environment is designed and simulated consisting of a game play table and the necessary game pieces, props and visual support to create the space in which players will interact. All gaming sessions are recorded and analyzed afterwards, translating the outcomes into innovative strategies, recommendations and action plans.

We are looking for public as well as private partnerships through which our method can be implemented into the urban development and stakeholder participation process. Potential partners range from local to provincial municipalities, national government organisations, research institutions, knowledge think tanks, private developers, NGOs and other spatial planning service providers. Through successful results from our current projects in South Africa we are excited about the potentials that our method holds for optimising future planning processes.



Albert Elzinga
Senior Director

P: +31 88 792 3471
E: albert.elzinga@nl.pwc.com

PwC NL has organised its services from three different perspectives: Assurance, Tax & HRS and Advisory.

Assurance focuses on the audit of information and processes, and provides assurance thereon. The audit of annual financial statements is by far the largest part of our Assurance practice. We also provide assurance on processes and numerical (non-financial) information and we provide advice on accounting issues.

Tax & HRS assists companies, individuals and organisations with their tax strategies, planning and compliance, and provides a wide variety of specialist advisory services in the areas of remuneration structures, pension plans, cross-border staff exchanges and legal services.

Advisory focuses mainly on transformation processes arising, for instance, from strategic change or from improvement in business processes and systems. Advisory also provides services in the area of mergers and acquisitions, from strategy determination through to assistance with business (unit) integration or carve out, and also provides crisis management services to clients affected by fraud, disputes or inadequate cyber security.

PricewaterhouseCoopers Belastingadviseurs N.V. has a South Africa desk, which is located in our Rotterdam office. Albert Elzinga is heading this practice.

For more information on PwC's services, please visit our website www.pwc.nl.



Hans Osnabrugge
CEO

M: +31 6 81 56 86 65
E: Hans@talk360.com



Wouter van den Berg
CMO/CCO

M: +31 6 26 07 06 04
E: Wouter@talk360.com

Talk360 is the only app that makes international calling both affordable and accessible to all. No matter where you are, our rates to the country you are calling remain the same – just a few cents per minute.

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Our commission model is very generous and we prefer long and strong ties with our highly appreciated business partners.



Official Delegation

Ministry of General Affairs



Mark Rutte
Prime Minister

Prime Minister's Office
PO Box 20001
NL-2500 EA The Hague
P: +31 703564100
english.minaz.nl



Paul Huijts
Secretary General

Prime Minister's Office
PO Box 20001
NL-2500 EA The Hague
P: +31 703564414
E: p.huijts@minaz.nl



Stephan Schrover
Director General RVD

Prime Minister's Office
PO Box 20001
NL-2500 EA The Hague
P: +31 70356413
E: s.schrover@minaz.nl



Jack Twiss Quarles van Ufford
Foreign Policy and Defence
Advisor

Prime Minister's Office
PO Box 20001
NL-2500 EA The Hague
P: +31 703564391
E: j.twissquarles@minaz.nl



Asli Çetinel
Protocol Advisor PM

Prime Minister's Office
PO Box 20001
NL-2500 EA The Hague
P: +31 703564501
E: a.cetinel@minaz.nl

Ministry of Economic Affairs



Sharon Dijkma
Minister for Agriculture

Ministry of Economic Affairs
PO Box 20401
NL-2500 EK The Hague
www.government.nl/ministries/ez



Hans Hoogeveen
Director-General Agro and Nature

Ministry of Economic Affairs
PO Box 20401
NL-2500 EK The Hague
P: +31 70 3798861
E: j.p.hoogeveen@minez.nl



Thierry van Es
Spokesman Minister for Agriculture

Ministry of Economic Affairs
PO Box 20401
NL-2500 EK The Hague
P: +31 61 58 58 085
E: t.d.vanes@minez.nl



Ingrid Korving
Senior Policy Advisor

Ministry of Economic Affairs
PO Box 20401
NL-2500 EK The Hague
P: +31 61 86 09 961
E: i.korving@minez.nl

Ministry of Foreign Affairs



René van Hell
Director International
Enterprise

Ministry of Foreign Affairs
PO Box 20061
NL-2500 EB The Hague
P: +31 70 34 84 927
E: rene-van.hell@minbuza.nl
www.government.nl/ministries/bz



Michael Stibbe
Director Africa

Ministry of Foreign Affairs
PO Box 20061
NL-2500 EB The Hague
P: +31 70 34 85 164
E: michael.stibbe@minbuza.nl
www.government.nl/ministries/bz



Maarten Wammes
Senior Economic Policy
Advisor

Ministry of Foreign Affairs
PO Box 20061
NL-2500 EB The Hague
P: +31 70 34 84 292
E: maarten.wammes@minbuza.nl
www.government.nl/ministries/bz



Matthijs van Eeuwen
Senior Policy Advisor

Ministry of Foreign Affairs
PO Box 20061
NL-2500 EB The Hague
P: +31 70 34 84 292
E: matthijs-van.eeuwen@minbuza.nl
www.government.nl/ministries/bz

Ministry of Infrastructure and the Environment



Mark Frequin
Vice Minister for Transport and
Mobility

Ministry of Infrastructure and the Environment

PO Box 20901
NL-2500 EX The Hague
P: +31 70 45 66 547
E: postbusDGB@minienm.nl
www.government.nl/ministries/ienm



Henk Ovink
Vice Minister for International
Water Affairs and Special
Envoy for International Water
Affairs

Ministry of Infrastructure and the Environment

PO Box 20901
NL-2500 EX The Hague
P: +31 70 45 68 301
E: henk.ovink@minienm.nl
www.government.nl/ministries/ienm



Willem Heeren
Chairman of Export
Platform for Transport and
Infrastructure

Ministry of Infrastructure and the Environment

PO Box 20901
NL-2500 EX The Hague
M: +31 6 22 80 44 23
E: heerenic@gmail.com
www.government.nl/ministries/ienm



Eric Spaans
Senior Policy Advisor for
International Affairs

Ministry of Infrastructure and the Environment

PO Box 20901
NL-2500 EX The Hague
P: +31 70 45 66 008
E: eric.spaans@minienm.nl
www.government.nl/ministries/ienm

Netherlands Enterprise Agency



Hanneke Bogaerts
Project Manager Missions

Netherlands Enterprise Agency
PO Box 93144
NL-2509 AC The Hague
P: +31 88 60 21 253
E: hanneke.bogaerts@rvo.nl
www.hollandtrade.com



Daan Stoop
Holland Branding Policy
Advisor

Netherlands Enterprise Agency
PO Box 93144
NL-2509 AC The Hague
P: +31 88 60 21 481
E: daan.stoop@rvo.nl
www.hollandtrade.com



Anne Ligthelm
Program Manager Transition
Facility South Africa

Netherlands Enterprise Agency
PO Box 93144
NL-2509 AC The Hague
P: +31 88 602 1622
E: anne.ligthelm@rvo.nl
www.hollandtrade.com

CEO delegation Round Table Meeting South Africa



Damen Shipyards Cape Town

Sam Montsi
Chairman



Royal Philips

Juan van Dongen
CEO Philips Africa



FMO

Nanno Kleiterp
CEO



Shell South Africa

Bonang Mohale
Chairman of Shell South Africa
(Pty) Limited



Royal HaskoningDHV

Erik Oostwegel
Chairman of the Board of
Management



Royal Vopak

Frits Eulderink
COO



Heineken N.V.

Jean-François van Boxmeer
CEO



**Confederation of
Netherlands Industry and
Employers VNO-NCW**

Ab van der Touw
Vice President and Head of
CEO delegation



Royal IHC

Bram Roelse
CEO



**Confederation of
Netherlands Industry and
Employers VNO-NCW**

Mechteld Oomen
Deputy Director International
Economic Affairs

Contact details

Contact details Embassy



Marisa Gerards
Ambassador

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254510
F: +27 12 4254511
E: pre-cdp@minbuza.nl



Robert Jan Siegert
Deputy Head of Mission

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254513
F: +27 12 4254511
E: rj.siegert@minbuza.nl



Tineke Mulder
Head Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254552
F: +27 12 4254551
E: tineke.mulder@minbuza.nl



Niek Schelling
Counsellor Agriculture

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254572
F: +27 12 4254571
E: niek.schelling@minbuza.nl



Niek Bosmans
Senior Policy Advisor
Agriculture

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254570
F: +27 12 4254571
E: niek.bosmans@minbuza.nl

Contact details Embassy



Tim Kos
Senior Policy Officer Water and
Education
Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254553
F: +27 12 4254551
E: tim.kos@minbuza.nl



Deidre Batchelor
Senior Policy Officer
Health
Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254534
F: +27 12 4254551
E: deidre.batchelor@minbuza.nl



Khoa Bui
Policy Officer Transport &
Logistics
Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254646
F: +27 12 4254531
E: khoa.bui@minbuza.nl



Michelle Heuer
Policy Office Renewable
Energy
Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254577
F: +27 12 4254531
E: michelle.heuer@minbuza.nl



Teresa Bascerano
Trade, Information and
Marketing Officer
Economic Affairs

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254530
F: +27 12 4254531
E: teresa.bascerano@minbuza.nl



Marco Wijnands
Head of Operational
Management

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254613
F: +27 12 4254531
E: marco.wijnands@minbuza.nl



Alexander van der Kaa
Project Manager
House of the Future

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254666
F: +27 12 4254531
E: alexander-vander.kaa@minbuza.nl



Vera Wiedemeijer
Senior Communication &
Media

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254583
F: +27 12 4254531
E: vera.wiedemeijer@minbuza.nl



Daphne van Dam
Communication & Media

Embassy of the Kingdom of the Netherlands
210 Florence Rebeiro Avenue
New Muckleneuk, Pretoria
P: +27 12 4254578
F: +27 12 4254531
E: daphne-van.dam@minbuza.nl

Contact details Consulate General



Bonnie Horbach
Consul General

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 65
M: +27 82 550 00 15
E: bonnie.horbach@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl



Thessa Bos
Senior Policy Advisor

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 63
M: +27 79 494 11 56
E: thessa.bos@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl



Claude van Wyk
Junior Policy Advisor

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 68
M: +27 78 104 90 01
E: claude-van.wyk@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl



Rens Roelvink
Logistics

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 66
F: +27 76 738 20 92
E: rens.roelvink@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl



Choi Mi Chung
Garden of the Future
coordinator and
communications officer



Marieke van der Heiden
Office Manager



Walt van der Hoeven
Intern (Garden of the Future
coordinator)



Lisa Gaster
Intern (trade mission
programmes and communi-
cations)

Consulate General of the Kingdom of the Netherlands | Label Orange

100 Strand Street
8001 Cape Town
P: +27 21 427 13 81
F: +27 82 405 89 22
E: choimi@labelorange.com
www.labelorange.com
www.cocreatesa.nl

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 76
M: +27 72 786 70 80
E: marieke-vander.heiden@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 77
M: +27 79 159 82 96
E: walt-vander.hoeven@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl

Consulate General of the Kingdom of the Netherlands

100 Strand Street
8001 Cape Town
P: +27 21 427 13 70
M: +27 72 550 93 24
E: lisa.gaster@minbuza.nl
www.dutchembassy.co.za
www.cocreatesa.nl

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The Hague, Netherlands
www.hollandtrade.com

Production

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