

Netherlands Economic Mission to the Republic of Indonesia

21 - 24 November 2016



The Netherlands

Foreword Prime Minister	4
Foreword Hans de Boer	5
Map of the Netherlands	8
Introducing the Netherlands	10
Indonesia and the Netherlands	12

Company Profiles

Climate & Waste Management

Asia Circulair Polymers Corporation	18	Foodcase International	44
CocoPallet International	19	Go-Tan	45
Delft University of Technology	20	HZPC Holland	46
Dordtech Engineering	21	Lentiz	47
Ecoxtinguish	22	Medel Business Park	48
FMO	23	Phiturion	49
Gesim Consultancy	24	Rabobank	50
Kneppelhout & Korthals	25	Topsector Horticulture & Starting Materials	51
Leiden University	26	Utrecht University	52
Marco Bruijnes Architects	27	Van der Hoeven Horticultural projects	53
Netherlands Institute for Sustainable Packaging	28	Van Hall Larenstein, University of Applied Sciences	54
Paqell	29	Wageningen University & Research	55
Partners for Resilience	30		
Quality Circular Polymers	31		
Royal Netherlands Meteorological Institute (KNMI)	32		
The Ocean Cleanup	33		
TNO	34		
University of Twente	35		
Yakamoz Energy Solutions & Nexta Technologies Europe	36		
Zestgroup	37		

Horticulture & Starting Materials

Aeres	40	Forbo Flooring	68
Bejo Zaden	41	Gain Healthcare	69
East-West Seed	42	Handicare Stairlifts	70
Erasmus University Rotterdam	43	INCISION	71

Jan Snel Flexibele Building Solutions	72	HZ University of Applied Sciences	104
Leiden University	73	Imotec	105
LINET Group SE	74	Indo-Ned Consultancy	106
Lybre	75	Indonesia Nederland Society	107
Nutricia Research	76	ING	108
Residentie Buitenzorg	77	Kneppelhout & Korthals	109
Royal HaskoningDHV	78	Logistic Hotspot Rivierenland	110
Royal Philips	79	Maritime by Holland	111
Task Force Health Care	80	Midl Logistics	112
Technomed	81	Naturalis Biodiversity Center	113
Zestgroup	82	Nazava Water Filters	114
ZorgDomein	83	Netherlands Water Partnership	115

Water & Maritime

Arcadis	86	Paques	116
Atradius Dutch State Business	87	PGGM	117
BCTN Group of Inland Terminals	88	Port of Rotterdam Authority	118
Berson UV	89	Province of Gelderland	119
Sustainable Building Development	90	Rabobank	120
Bureau Waardenburg	91	Royal BAM Group	121
Cadastre, Land Registry and Mapping Agency	92	Royal Boskalis Westminster	122
CDR International	93	Royal HaskoningDHV	123
CSR Netherlands	94	Royal IHC	124
Damen Schelde Naval Shipbuilding	95	STC-Group Holding	125
Damen Shipyards Gorinchem	96	Sweco Nederland	126
DCN Diving	97	The Ocean Cleanup	127
Deltares	98	Tideway	128
Dutch Water Authorities	99	Topsector Water	129
Ecoshape	100	Urban Design ANL	130
Engeldot-Water	101	UTS Verkroost	131
Experion Global	102	Van Hall Larenstein, University of Applied Sciences	132
Foundation Building with Nature / DataTransmissie	103	Van Oord Dredging and Marine Contractors	133
		Visser Duiven	134
		Wetlands International	135
		Witteveen+Bos	136

CEO Business Delegation	140
Official Delegation	146
Contact details Embassy	151

Foreword



Indonesia and the Netherlands: a promising relationship

Indonesia and the Netherlands share a long history, during which they developed solid economic, political, social and cultural ties. It is therefore an honour to lead this official visit to Indonesia, in the company of more than 100 Dutch firms that are active in four of our leading sectors: water &

maritime, climate & waste management, horticulture & starting materials, and life sciences & health.

Our shared history and culture are reflected in people-to-people contacts and in partnerships between universities, entrepreneurs and governments. Indonesia is a major player in Southeast Asia, as the world's 16th-largest economy, a G20 member and a bridge to ASEAN. For its part the Netherlands is a major investor in Indonesia and Indonesia's gateway to the EU.

We also face a number of common challenges. Both Indonesia and the Netherlands are contending with the reality of climate change and rising sea levels and the necessity of sustainable food production. We need to share knowledge and expertise on subjects like delta technology, maritime infrastructure, food security, waste management and e-health in order to find integrated solutions to these and other challenges.

It is a privilege and a pleasure to present to you a large Dutch delegation of businesspeople, headed by the president of the Confederation of Netherlands Industry and Employers (VNO-NCW), Hans de Boer. They are looking forward to exploring opportunities for strengthening commercial relations and exchanging knowledge and knowhow with their Indonesian counterparts. As representatives of the Dutch government, the Minister for Foreign Trade and Development Cooperation, the Minister of Infrastructure and the Environment, the Minister for the Environment and I look forward to deepening the relationship between our countries.

I wish all members of the delegation a successful and pleasant visit.

Mark Rutte

Prime Minister of the Netherlands

Foreword



Indonesia and the Netherlands maintain intensive economic relations. Currently, the Netherlands is the second trading partner of Indonesia within the European Union. The fast growing Indonesian economy has brought prosperity and opportunities to our countries, people and businesses. In 2013, our important bilateral economic relation was crowned by the 'Joint Declaration on a Comprehensive Partnership'. With the current economic mission, we intend to proceed

along this promising path.

The Netherlands has a relatively small surface and population. Our economy, however, is middle sized, efficient, entrepreneurial and innovative. We are pleased to serve as the Gateway to Europe for Indonesia through the Port of Rotterdam and Schiphol Airport. And with our knowhow and unique, innovative, high-quality products, Dutch businesses look forward to more cooperation with Indonesia to meet global challenges.

The current economic mission is led by prime minister Mark Rutte, in the company of minister Ploumen (Foreign Trade and Development Cooperation), minister Schultz van Haegen (Infrastructure and the Environment), Minister Dijksma (Environment), and a large business delegation. This delegation represents a variety of sectors that are relevant to the Indonesian economy, such as water & maritime, climate & waste management, life sciences & health, and horticulture & starting materials.

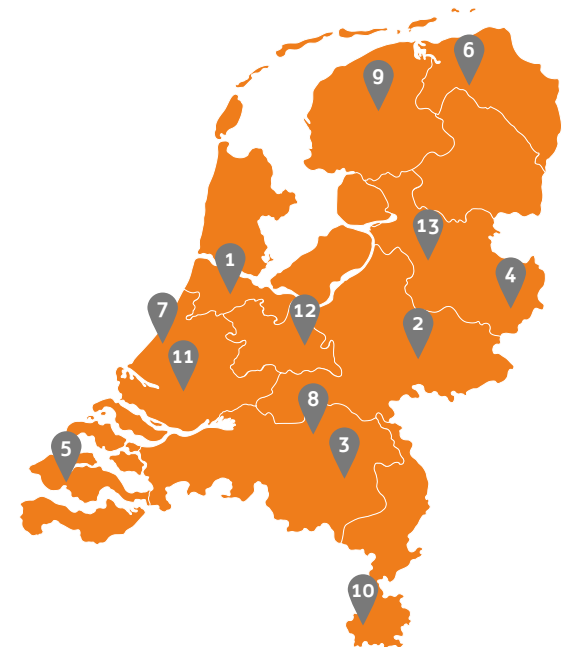
This economic mission is highly appreciated by the business community in the Netherlands and intends to take our long and intensive relationship to a next level. During the seminars, company visits, networking events, and all other activities, Indonesian and Dutch businesses will share their knowledge, expertise and ambitions. Let's find new windows of opportunity to further strengthen our Indonesian-Dutch economic relations.

Hans de Boer

President of the Confederation of Netherlands Industry and Employers VNO-NCW

The Netherlands

The Netherlands



Locations

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

Introducing the Netherlands

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

How do the Dutch make a difference?

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

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



Building with nature

An innovative method for coastal protection

Worldwide ranking

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

Facts & Figures

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

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



delta technology, maritime infrastructure and security, waste management and e-health, we can find innovative and low cost solutions that benefit not only the economy, but also society and the environment. The challenges of the 21st century – environmental damage and marine pollution – are shared concerns. In this field, the use of Dutch expertise in developing the Ocean Clean Up initiative serves as an inspiring example.

Join hands for future sustainable growth

Whether focusing on ship building, health systems or stimulating the ambitious Indonesian program to connect all Indonesian islands, the Dutch are ready and willing to join hands with our Indonesian partners. By sharing knowledge, new possibilities for cooperation will be unlocked. Let us aim for the strengthening of our already strong partnership to the benefit of sustainable future growth.



Indonesia and the Netherlands: creating a sustainable future together

Bound by strong ties

Although geographically far apart, Indonesia and the Netherlands share a long common history. Both nations find common bond in having strong economic, political, social and cultural ties. This mission to Indonesia builds on several economic and political visits to and from both countries in recent years, the latest being by President Joko Widodo to the Netherlands. It is hoped that this visit will serve to bring our strategic partnership to a new level that will accelerate the implementation of many joint initiatives.

Cooperation is key

We share common objectives and by working together we can approach and build upon the many new and distinct opportunities that come our way. The challenges of urbanization presents a great economic opportunity, if managed well. The high value natural resources of Indonesia present the right environment for high yield, high value horticulture, an area where the Netherlands holds a strong position. Through sharing of knowledge and expertise on matters like



Company Profiles



Climate & Waste Management



Arthur Bergmans
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Thei Kleuters
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Asia Circulair Polymers Corporation U.A.

We founded **ACP** with a clear belief to do things differently in South East Asia when it comes to plastics. We see a wonderful opportunity for the 6-8 million metric tons of used mismanaged plastic waste that is being generated every year, most of which is being landfilled, litter, burned, classic recycling or ending as plastic soup in our seas. We want to reduce this pile of waste by reusing it as an alternative to the expensive fossil based feedstock. By doing so, ACP strongly contributes to the circular economy and improves the environmental footprint by saving energy and reducing CO2 emissions. It also responds to the needs of consumers and brand owners who increasingly call for sustainable products.

Asia Circulair Polymers Corporation U.A.

ACP was founded in oktober 2015 by mr. Arthur Bergmans en mr. Thei Kleuters. ACP is the exclusive License holder of the QCP technology for South East Asia. The office of the ACP company is established in Maastricht the Netherlands and a branch office in Jakarta.

Keywords:

Circular, Sustainable, CO2 footprint, Up-cycling waste plastic, Biomass-Renewable energie.

Business Activites:

- Export/Sales licensing upcycle plastic waste technology South East Asia (vintu technology)
- Export and sales presorted HDPE/PP bales from Asia to Europe.
- Plan-development
- EPC Engineering/procurement/construction presorting-, recycling-, and biomass plants including the underlying infrastructure in South East ASIA.



Michiel Vos
Chief Technology Officer

CocoPallet International

CocoPallet International from Amsterdam developed price competitive sustainable export quality transport pallets made from the coconut waste. The CocoPallet is cost competitive as the available lignin between the fibres is used as a binder and have no need for synthetic resins and nails. The product is 100% bio based and fully biodegradable.

CocoPallets replace wooden pallets and prevent the cutting and transport of millions of trees and prevent heat treatments and fumigation.

Coco Pallet is a spin off from a research done by Wageningen University into the optimizing of the coconut supply chain As there is an imbalance in the demand for - and local availability of wood for the pallet industry. CocoPallet can solve several pains in the markets.

CocoPallet joins the trade mission to establish more contacts with exporting companies and research the coconut supply possibilities in Indonesia.

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Fiorenza Deon
Postdoc Researcher

Delft University of Technology

TU Delft (Delft University of Technology) is the oldest and largest technical university in the Netherlands. The high quality of our research and teaching is renowned. TU Delft cooperates with many other educational and research institutions, both in the Netherlands and abroad, and has numerous contacts and projects with governments, trade associations, industry, and small and medium-sized companies.

I work as exploration geologist and instructor within the GEOCAP project (Geothermal Capacity Building Project Netherlands-Indonesia). This project is funded by the Dutch Ministry of Foreign Affairs. Dutch universities (Delft, Utrecht, Twente), Indonesian universities (ITB Bandung, University of Indonesia and UGM) and companies (IF Technology and DNVGL) are involved. My task is to coordinate the activities for TU Delft which focus on research, education and outreach in Indonesia. In addition I conduct together with the Indonesian and Dutch partners of the GEOCAP consortium geological fieldwork targeting to geothermal exploration in order to estimate the geothermal potential of greenfield areas and to improve the power production of existing plants.

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Dordtech



Robin Verhoef
Managing Director

Dordtech Engineering

Providing Technology for and realizing green energy solutions

Dordtech is a specialised company on the field of renewable energy. This company based in the Netherlands has built up an extensive international track record with projects in the area of waste to energy conversion, biomass to energy conversion, bio-and natural gas CHP systems, vapour treatment and syn-gas energy conversion.

Dordtech provides the engineering and the realisation of the projects and is able to customize the outcome to specific demands all over the world. Dordtech has built up close relationships with engine, boiler/furnace and organic rankine cycle (ORC) / turbine manufacturers and is consulted frequently by those companies whenever a special project application needed.

Dordtech is one of the frontline innovators in the recent developments in syngas production and the use of these gasses as fuel for engines, to be converted into electrical energy.

Other technologies have been developed and implemented within the expertise of Dordtech resulting in higher levels of efficiency within projects such as Organic Rankine Cycles, Combined (small scale) Steam and power systems as well as Pyrolysis applications -where Dordtech is a partner within the European EUROSTAR development program-.

This company is owner driven by its directors Bert Eshuis (T.D.) and Robin Verhoef (M.D.) who both hold degrees in engineering. Projects are being developed and realized through Dordtech Engineering whereas Dordtech Maintenance covers maintenance and long term performance support.

The total team of 18 FTE-comprise high skilled and highly educated engineers in chemical, electrical, software and mechanical discipline. Reliability, flexibility and client satisfaction are the keywords for this steady growing organisation.

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EcoXtinguish

The company **EcoXtinguish** is established in 2014 by two engineers Steven Bakker and Bart de Jonge. With great emphasis on safety and taking into consideration the future global treats we are facing in clean drinking water shortness and environmental pollution they have developed the first series of firefighting products which are now certified according to the EN norms and ready for sales.

What the company does

We develop, produce and sell products in the field of firefighting who have competitive strengths against the competition. We also offer fire safety engineering and fire brigade training true our strong partnerships and are able to manage with our partners turnkey projects in fire safety.

Values

Develop products which are in line with newest regulations, are environment friendly as possible and have an added value for our customers.

Being a company who wants to build sustainable business and run the business on the basis of good Governance.

EcoXtinguish is competitive because of his new ecological products which have the following Unic Selling Points:

- Very fast extinguishing , 6 time faster than water.
- No Re ignition, once the fire is extinguished it will not reignite.
- 100% Biodegradable in 28 days.
- Non Toxic on Bacteria, Fish, Daphanids and Algae.
- No costly cleaning-up operation.
- Significant water saving because of the fast extinguishing.
- No reigniting.
- Can be used with salt or fresh water and fits on all equipment.
- Not harmful for people, Animals and nature.

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FMO

Entrepreneurial
Development
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FMO

FMO is the Dutch development bank. As a leading impact investor FMO supports sustainable private sector growth in developing countries and emerging markets by investing in ambitious projects and entrepreneurs. FMO believes that a strong private sector leads to economic and social development, and has a 45-year proven track record of empowering people to employ their skills and improve their quality of life. FMO focuses on three sectors that have high development impact: financial institutions, energy, and agribusiness, food & water. With a committed portfolio of EUR 8.9 billion spanning over 85 countries, FMO is one of the larger bilateral private sector developments banks globally.



Gabriel de Jonge
President Director

Gesim Consultancy

Gesim Consultancy is an independent global operating Engineering Consultant with a focus on Renewable Energy & Environment, Waste2Energy, Infrastructure & Ports and Sustainable Agriculture.

We offer tailor made sustainable solutions based on expertise, know-how and proven technology. Our professional services range from feasibility studies, master planning, engineering consultancy, tender procedures up to project management. This including project financing and services with respect to Public Private Partnership and Special Purpose Companies. Furthermore the professionals of Gesim Consultancy are guiding and assisting Dutch companies in doing business in the high potential Indonesian market.

With our successful presence in Indonesia for more than 20 years we have established a strong network, have extensive knowledge of the business culture and are a very experienced reliable partner with a proven track record.

Our clients range from global operating private enterprises, middle market companies, state owned enterprises up to ministries and other governmental institutions.

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Kneppelhout & Korthals

Imagine, obtaining first hand legal advice on doing business in Indonesia by simply dialing a Rotterdam telephone number! This is for real.

In cooperation with ASEAN law firm DFDL, Rotterdam based law firm Kneppelhout Korthals has obtained a significant presence in Asia, in particular also in Indonesia.

DFDL is an award winning international law and tax advisory firm which focuses on emerging markets in Asia. With more than 120 legal and tax advisors, DFDL has its roots in emerging markets in Asia with 13 offices in 9 countries, including most ASEAN countries and Bangladesh.

Marc Padberg is a seasoned commercial Lawyer, with expertise in most of the legal issues relating to Joint Ventures and other Partnerships, International Trade, Logistics (Sea, Air & Road), Maritime and Off Shore respectively Port Operations.

Marcus Collins is a Dutch national and has worked as a lawyer in SE Asia during the past 26 years. He started his career in SE Asia in Jakarta and subsequently worked in Thailand, established a Myanmar office and since 2014 is again heading the Indonesia business unit for DFDL. DFDL's affiliate in Jakarta is Mataram Partners.

Marcus will be working from the Kneppelhout offices when in Europe alongside an Indonesian associate Adindya Pratidina.



Carel Stolker

Rector Magnificus and President



Arnold Tukker

Scientific director Institute of Environmental Sciences (CML), Leiden University, Senior Researcher, TNO

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Leiden University

Leiden University (founded in 1575) is one of Europe's foremost international research universities. The University has approximately 26,000 Bachelor and Master students (from 110 countries) and 5,500 staff members. The University offers 44 bachelor's and 78 master's programmes, and highly diverse PhD tracks as well as various interdisciplinary minors. The University's motto is: Praesidium Libertatis, Bastion of Liberty.

Leiden University strives for an internationally recognised position as a top-ranking research-intensive university within Europe. Leiden has a leading position in a great many fields, including natural sciences, life sciences (the so-called Red Biotech), environment, medicine, arts, social sciences, law and humanities.

Leiden University is a member of the League of European Research Universities (LERU), an alliance of leading research universities in Europe. The University also works closely with other partners such as Leiden's Bio Science Park. With over 70 specialist businesses, this is the Netherlands' largest knowledge cluster in the field of life sciences.

Leiden University is renowned throughout the world for its expertise on Asia. 2017 will be the Leiden Asia Year. The aim of the Leiden Asia Year is to put Leiden firmly on the international map as one of the world's leading knowledge hubs on Asia, covering research, teaching, collections and expertise. In September 2017 the University will open its new Asian Library. The opening of the Asian Library will be one of the key events of the Leiden Asia Year 2017.

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Marco Bruijnes Architects

Marco Bruijnes Architects is an architecture design company, working for many clients in the Netherlands since 2001. Over the last years we are expanding our field of work to other countries in Europe, as well as Indonesia, Curacao and Bonaire. Our activities in the Netherlands comprise architectural design and construction drawings. The client portfolio is diverse, comprising Dutch, foreign based and international enterprises, middle market companies and private persons.

Products and Services Offered:

- architecture design
- restoration plans for heritage buildings
- real estate development
- construction drawings and technical specifications
- construction supervision

Unique Selling Points of Marco Bruijnes Architects:

- Advising companies in the Netherlands on investing in Dutch and Indonesian heritage building projects.
- Heritage redevelopment plans in which we combine historic architectural quality with modern standards of functionality and comfort.
- In-depth knowledge on historical architecture, restoring architectural details and use of material.
- We have a very experienced design team, consisting of Dutch professionals, working together with Indonesian partners;
- In-depth market and segment knowledge on sustainability and energy smart building design.



Hester Klein Lankhorst
Director

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Netherlands Institute for Sustainable Packaging

Sustainable packaging in a circular economy

The Netherlands Institute for Sustainable Packaging, in Dutch 'Kennisinstituut Duurzaam Verpakken' (KIDV), was founded in order to establish a circular economy for packaging, by developing and sharing fact-based knowledge with all partners in the packaging chain. This is vital while 'closing the loop' asks for cooperation by all parties, leading to new business opportunities, less dependency on raw materials and environmental gains. The board of the KIDV represents Dutch municipalities, producers and the national government by the ministries of Economic Affairs and Infrastructure and Environment.

Services and products

- The KIDV carries out a scientific research program in collaboration with five universities. Research takes place in four work-packages: Environmental Impact Assessment, Design tools, Collecting & Recycling Efficiency and Optimizing Plastic Packaging Loop.
- The KIDV developed a method for sector innovation plans for sustainable packaging, which the KIDV also assesses, with the support of a scientific committee. By now more than 80% of the packaging on the Dutch market is covered by a sector innovation plan.
- The KIDV carries out research-projects and pilots on an ongoing basis, which provides all partners in the packaging chain specific and customized action perspectives. Examples are the current research project in order to close the loop for plastics, research on the reduction of (plastic) bags and on the possibilities of separate collection of beverage cartons.
- The KIDV actively shares fact-based knowledge, amongst others via its website, including a web-library, in (inter)national publications, factsheets, guidelines, newsletters and presentations in national and international congresses and fora.

Unique selling points

- *Bringing knowledge as a basis for action.*
The developed knowledge on sustainable packaging leads to specific and customized action perspectives for all parties involved, and is brought into action while the KIDV-board consists of decision-makers of municipalities, producers and the national government.
- *Broadly sharing fact-based knowledge.*
Both nationally and internationally, for the benefit of many parties as possible.



Joost Timmerman
Managing Director



Dudy Christian
Representative Paqell Indonesia /
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Paqell

Paqell is a Dutch joint venture of Shell International and Paques established in 2011 to continue the Shell/Paques partnership on biological desulphurisation in the oil & gas sector existing since 1995. Paqell uses the sustainable biological THIOPAQ O&G technology which was originally marketed by Paques for the treatment of biogas produced by the anaerobic digestion of waste water. The THIOPAQ O&G process removes H₂S from gas streams and recovers it as elemental sulphur preventing SO₂ emission to air. The focus is on natural gas, associated gas, refinery gas, acid gas and various off gases from tar/oil sand operations. The technology is a safe, stable and cost-effective alternative for Claus/SCOT and redox processes. Biological purification is the most sustainable process for desulphurisation of gas streams. Clients include Pertamina, Exxon, Shell, Santos, CNPC, Frames, Technip, Schlumberger and Jacobs. Worldwide there are over 200 THIOPAQ units installed for both biogas and natural gas in Europe, USA, Mexico, China, Taiwan, Indonesia, Japan and South Korea. In Australia and the Middle East we have plants under construction.

We would like to meet companies with a requirement to remove H₂S in the production of sour natural gas, associated gas or acid gas in refineries and potential partner companies who can assist us with sales and service in Indonesia. We are also looking for fertilizer companies and other partners who are interested in the biosulfur which is produced in the THIOPAQ O&G process and which can be used as a raw material for fertilizers.

Partners for Resilience

Partners for Resilience is an alliance of five Netherlands-based humanitarian, development and environmental organisations: CARE Nederland, Cordaid, the Netherlands Red Cross (lead), The Red Cross Red Crescent Climate Centre, and Wetlands International. They focus on reducing disaster risks and strengthening resilience of vulnerable communities in a number of selected countries in the Global South.



Heleen van der Beek
Operational Manager Health and Resilient Communities

In their approach, implemented through their network of more than fifty civil society organisations in their working countries, they combine their expertise and networks in the field of disaster risk reduction, taking the effects of climate change and the role of ecosystems into account. This approach is referred to as Integrated Risk Management (IRM). A key area of work is their engagement in dialogues with stakeholders to ensure that disaster risk is properly considered in policy, investments and development practices. For this the alliance is active at local, national and international levels, engaging with affected communities and with policy and decision makers, private sector, academia, and other civil society organisations.

The organisations have an individual track record in their respective fields, but as Partners for Resilience they have been active since 2011, reaching more than half a million community members, training more than 3,000 staff and engaging with over 500 organisations and 300 government institutions. Thus they combine experience in community work with knowledge on risk reduction, climate change and ecosystems, and with the ability to engage with stakeholders in dialogues to jointly develop proposals that ensure that policies, investments and practices conduce to the well-being, safety and development potential of vulnerable groups.

Partners for Resilience in Jakarta is represented by Daphnee Cook (daphnee.cook@gmail.com) and Kartika Juwita (kartika_juwita@careind.or.id)

Partners for Resilience

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Quality Circular Polymers

QCP, which stands for Quality Circular Polymers, is a young company, founded in 2014, that provides brand owners and plastics convertors with polymers of high and consistent quality, based on used plastics. Such products will enable them to provide sustainable end products on a large scale. The company produces PP (polypropylene) and HDPE (high density polyethylene) compounds for the packaging, building, E&E and automotive industries. Typical applications for HDPE are blow moulded bottles for household and industrial chemicals, (non-pressure) pipes and sheets. Typical applications for PP are caps & closures, crates & boxes, pails & lids and E&E and automotive parts.

Reliable supply, integration, leading technologies, innovative recipes and a strategic participation by SUEZ as supplier of used plastics, will enable QCP to push the circular plastics industry to the next level. A greenfield factory was built in 2015 in the Netherlands with a capacity of 35.000 tons, which will be extended to 100,000 tons per year in the next years.

Due to its unique technology configuration and capability of producing high quality products, QCP started its license activities across the world.

QCP is determined to contribute to a better planet by giving plastic waste a second life in order to avoid landfill or incineration or, even worse, having it ended up in the rivers and oceans. And of course, plastic recycling will significantly reduce energy consumption and CO2 emissions and generate sustainable employability.



Gerard van der Steenhoven
Director General

Royal Netherlands Meteorological Institute (KNMI)

The Royal Netherlands Meteorological Institute (KNMI) is the Dutch national weather service. Primary tasks of KNMI are weather forecasting, and monitoring of weather, climate, air quality and seismic activity. KNMI is also the national research and information centre for meteorology, climate, air quality, and seismology. In order to perform these two core tasks, KNMI features a unique combination of scientific and operational knowledge.

The Netherlands is a densely-populated, highly-technical community in a delta area. In the event of disasters, the chance of human loss and economic damage is high, which is why safety, as well as habitability and accessibility, have been high on the political and social agenda for many years. Among other things, this includes the consequences of extreme weather conditions, climate change, sea level rise, earthquakes, air quality, volcanic ash and solar storms.

KNMI focuses on monitoring and warning for risks with an atmospheric or seismic origin. In addition, KNMI offers advice and strategy prospects for both acute and future dangers. In order to improve future advice and therefore reach risk reduction, we actively seek to learn from past events. We do this together with our environment: the general public, authorities and businesses. We continuously innovate our service and our knowledge on the use of for instance big data and thereby create sustainable economic opportunities for business, while we contribute to keeping the Netherlands safe, accessible and habitable.

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Boyan Slat
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The Ocean Cleanup

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The Ocean Cleanup

About 8 million tons of plastic enters the ocean every year. Part of this plastic accumulates in 5 ocean garbage patches, the largest patch is between Hawaii and California. Plastic pollution doesn't only endanger marine species, but also carries pollutants into the food chain – a food chain that includes us. Plastic doesn't go away by itself. The ocean is so big that cleaning it was deemed impossible. It would take thousands of years, tens of billions of dollars and vast amounts of energy to complete.

One simple idea changed all this: why move through the ocean, if the ocean can move through you? The Ocean Cleanup develops a passive technology to rid the world's oceans of plastic. By acting like an artificial coastline, we passively concentrate the plastic by orders of magnitude, 100% powered by ocean currents. Instead of using nets, The Ocean Cleanup uses solid screens which catches the floating plastic, but allows sea life to pass underneath with the current. The barrier will be oriented in a V-shape, which diverts the plastic towards a central collection point.

The Ocean Cleanup team works to make this possible. We conduct oceanographic research, we have engineered scale models and a prototype. We are now preparing for our pilot. Its deployment is planned for end of 2017. Besides working on our ocean system, we devote some resources to investigate spin off river cleanup solutions to prevent further influx. The Ocean Cleanup is a non-profit foundation and is headquartered in Delft, The Netherlands.



Maurice Hanegraaf
Business Director Geo Energy

TNO

TNO (Netherlands Organization for Applied Scientific Research) is the largest research and development organization in the Netherlands with about 3,000 employees.

TNO has clustered their variety of disciplines into 5 themes: Healthy Living, Industry, Defense, Safety & Security, Energy and Urbanization.

TNO Energy can support on the development of geothermal energy, building from extensive knowledge in resource mapping, basin modelling, geochemistry, geophysics and reservoir engineering – including stimulation, induced seismicity- and performance and risk studies, adapting state of the art oil and gas modelling concepts and tools to geothermal.

TNO is coordinating the FP7 research project Integrated methods for advanced geothermal exploration (IMAGE) and is involved on European research projects on Radial drilling (SURE), Soft stimulation (DESTRESS), Well completion & integrity (GEOWELL), Energy storage (ESMAP) and on capacity building & passive seismics (GEMEX). Furthermore TNO leads the programme on exploration in the Joint programme of Geothermal (JPGE) of the European Energy Research Alliance (EERA) harnessing the European research from leading institutes. TNO is also participating in the ITC-GEOCAP-Indonesia project.

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Tia den Hartog
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Lyande Eelderink
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University of Twente

The University of Twente is an enterprising university that prepares young people for the future. This is accomplished through innovative, attractive and future-focused education and through fulfilling a global function in technological and social research.

The 'International Institute for Geo-Information Science and Earth Observation' (ITC) was embedded as a Faculty in the University of Twente in January 2010.

ITC provides international postgraduate education, research and project services in the field of geo-information science and earth observation. Activities aim at international exchange of knowledge, focusing on capacity building and institutional development in developing countries and emerging economies.

ITC's focus is on fundamental and problem-solving research, with an eye to complex global challenges where spatial information can make a real difference. These complex interacting challenges often relate to claims for sufficient and secure food, water, energy, health, land and housing provision.

The University of Twente has a long history of cooperation with Indonesia that goes back several decennia. Cooperation between the Technical University Bandung (ITB) and Gadjah Mada University (UGM) in Yogyakarta goes back until the late 1960's and early 1970's. Long-standing cooperation and academic partnerships with Indonesian universities as well as project-based cooperation with other (Government) agencies exist and are going strong. Current examples are, for example, the coordination of the Geothermal Capacity Building Programme ('development of intimately linked geothermal programmes for education, training, research and subsurface databases'); participation in the Joint Cooperation Programme ('analysis of consistent data sets for water management') and the SMARTseeds project ('information services for vegetable farmers').

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Anwar Wazir

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Yakamoz Energy Solutions & Nextra Technologies Europe

Yakamoz Energy Solutions & Nextra Technologies Europe operate globally in Renewable Energy Solutions. With our main operations based in The Netherlands, our Global Group of Companies engages in any type of energy requirements to conceive the most suitable Biomass, Solar PV, Solar Thermal/CSP, Wind, Hydro, Geothermal, Storage or Hybrid Solutions.

Our client portfolio is diverse, comprised of large international enterprises (Mining & Oil), middle market companies (International Hotel Chains, Franchises, Banks, Retail Stores, etc), nonprofit organizations (Schools, Animal Welfare, Cultural Heritage and Religious Groups) and government institutions.

Products and Services Offered:

- Energy Assessment/Consultancy
- EPC for Biomass, Solar PV, Solar Thermal/CSP, Wind, Hydro, Geothermal, Storage or Hybrid Solutions.
- Finance for Renewable Energy Solutions

Unique Selling Points:

- Tailor made solutions since every client is unique;
- Large and strong network with several Fortune 100 and 500 partners;
- In-depth market and segment knowledge.



Robert Willems

Director Procurement & Contracting



Fajar Ramadhany

Associate Zest Purchasing

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Zestgroup

Zestgroup is a mid-size consultancy company specialized in the improvement of organizations by both optimization of current situations and the transition to a new organization. For an international client base Zestgroup creates value by utilizing multi-branch gained knowledge and experience on a hands-on basis.

Zestgroup delivers both business and procurement consultancy to several branches like Energy, Pharmacy, Food & Beverage, Chemical, Oil & Gas, Maritime, Heavy Industry and Health & Nutrition.

Products and Services Offered:

- Portfolio, program and project management
- Business process improvement - operational excellence
- Procurement and contract management

Unique Selling Points:

- Executing the Energy & Industry Transition by focusing on improvement of organization, processes, data and systems
- Unique focus on Procurement & Contract Management for both Large Capital Projects (CAPEX projects) and full Technical area (MRO) in an international multi-branch environment
- Professionalization and cost saving projects
- Initiator of the successful multi-branch Platform CAPEX procurement in the Netherlands and Jakarta – Indonesia

With our 'partner in business concept' we make it possible to fulfill our clients' need for flexible capacity and knowledge and to create high value on a long term basis by utilizing our complete range of multi-branch knowledge and gained experience.



Horticulture & Starting Materials



Aeres

The Aeres University of Applied Science, TVET schools and other Aeres institutions aim to help find forward-looking solutions for the complex food-related problems of our time. In cooperation with Dutch and international partners, we provide education, research, training consultancy services and capacity development in the domain of agriculture, horticulture, food and learning.

To Aeres, learning is the engine for growth and change. We challenge our (future) professionals to have a lifelong development of their competencies.

In 2015 the Aeres Group had approximately 1.100 employees, 10.000 students and a turn-over of over € 110 million. Aeres provides international education at Master, Bachelor, diploma and certificate level. Aeres has a large international portfolio projects.

Aeres consists of:

- Aeres University of Applied Science with three faculties: Almere, Dronten and Wageningen. Almere has a primary focus on Urban issues and Food, Dronten is the agricultural faculty, Wageningen focuses on knowledge management and teacher training.
- Aeres TVET has seven schools in the centre of the Netherlands. They all have their own profile: Animal care, Flower, styling and design, Gardening, Arable farming, Animal husbandry, Outdoor Activities and Food.
- Eight schools of Aeres Preparatory Secondary Vocation Education.
- Aeres Tech, a practical training centre for professionals working in Refrigeration and Agricultural Engineering.
- Aeres Practical Centre for training and research on Arable Farming, Animal Husbandry and Horticulture.
- Aeres Agree for services in staff recruitment and personnel management.
- Aeres Course and Training (PTC+ Barneveld) providing training on poultry, pigs and animal feed production.



Joep Houterman

Vice President Executive Board
Aeres

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Luc Driessen

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Bejo Zaden

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Bejo Zaden

Bejo is a leading company in breeding, production and sales of vegetable seeds with subsidiaries in more than thirty countries. Its head office is located in Warmenhuizen in The Netherlands. Bejo is a family business with 1,500 employees who are dedicated to developing the best vegetable varieties. Together with customers and partners Bejo actively explores market opportunities and innovative research methods. Bejo stays close to nature to develop the best vegetable seeds so growers around the world can harvest healthy, flavourful varieties for local consumers to enjoy today and in fifty years' time. With Jakarta based, Primasid we serve the Indonesian growers since more than 20 years. A highly motivated team of specialists is available to serve all needs of the local growers.

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Maaïke Groot
Representative Europe

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East-West Seed

East-West Seed is the market leader for tropical vegetable seeds across tropical Asia. Blending Western seed technology with tropical vegetable farming, East-West Seed uses modern plant breeding to develop varieties adapted to regional growing conditions and markets. Over the last 35 years, the company has developed R&D capabilities and an in-depth relationship with farmers across South and Southeast Asia.

East-West Seed helps farmers to improve their income and livelihood. We develop, produce and market high-quality hybrid and open pollinated vegetable seeds with improved resilience, production and yields and focus on improving growing techniques and knowledge among farmers. East-West Seed varieties are planted in the fields of 30 million farmers worldwide.

EWINDO

PT East West Seed Indonesia (EWINDO) is a joint venture of East-West Seed and ENZA Zaden. The Indonesian company name is "CAP PANAHER MERAH".

Established in 1990, EWINDO's mission is to provide high quality seeds to increase farmer's income and to increase vegetable consumption in Indonesia. EWINDO works with over 7,000 seed production farmers in West and East Java and supplies seeds to more than 10 million commercial vegetable farmers throughout Indonesia.

The company conducts research, develops, produces and markets hybrid tropical vegetables seeds. The company produces and sells over 150 quality seed varieties, bred for local growing conditions.



Inge Hutter
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Erasmus University Rotterdam

Erasmus University Rotterdam; a highly ranked, international research university, based in the Rotterdam - The Hague metropolitan area

Erasmus University is a research university with a pronounced social orientation in its education and research. Academics and students at our institution endeavor to solve social challenges. Founded in 1913 by Rotterdam businessmen, it is currently one of the largest universities of the Netherlands with a student population of 25,000 and a research community of circa 1,400. Scholars and students in seven faculties and two institutions work on global social challenges in the areas of:

- Health: from molecule to human to society and back
- Wealth: sustainable economic growth
- Governance: the organisation of companies and society
- Culture: media, happiness and identity in modern urban society

Erasmus University Rotterdam offers a wide range of Bachelor's and initial and post-initial Master's programmes and up to date study facilities. Almost all Master programmes and several Bachelor programmes, are taught in English. The educational approach is intensive, activating and practice oriented. Our students appreciate academic and career-oriented programmes. We have a very culturally student body, with some 3,000 international diverse students and researchers from over 100 countries.

In addition to education and research, knowledge transfer, particularly about economy and society, is regarded as one of the key tasks. The focus of the research profile (the societal issues of the metropolis) forms an excellent fit with this core task. Through the Erasmus Centre for Valorisation and the Erasmus Centre for Entrepreneurship the university aims to support researchers in transforming academic knowledge into valuable products and policy. The EUR Holding and the Erasmus Medical Center Holding are currently responsible for a substantial part of these activities. The EUR Holding consists of 17 companies, with a total turnover of around € 32 million per year.



Wilbert de Louw
Chief Executive Officer

Foodcase International

Foodcase connects technology and market demand, to create food solutions that bring new possibilities to the market. The business model focuses on dynamic cooperation for innovation. In doing so, we continue to apply our founding ethos “to know, to collaborate, to create”.

Our company mission is “Shaping the world of food” In the work that we do everyday in the food business we contribute to the markets and communities in which we live and work. We help clients to find the right solutions in food for their costumers and this has a positive impact on their business. We focus on providing the best possible solution using the best ingredients, packaging and shelf life allowing them to achieve their business objectives.

To create a better world we always develop products which contribute less waste, higher revenue and less costs in the supply chain.

With a team of chefs, food scientists, nutritionists, packaging technologists, designers and experts from the industry Foodcase creates solutions that fit the needs of our clients, resulting in a successful innovative business model. Foodcase is focussing on the global airline industry and in Europe we create products for more than 25 airlines. To further expand the business model Foodcase has started Foodcase Asia (a joint venture with the main partner for the aviation market in Indonesia). Having a local presence Foodcase is able to create Asian recipes merging the knowledge of Foodcase and bringing the latest technology to Indonesia.

Foodcase International

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Swan Bing Go
CEO

The Go-Tan Story

The Go Family

Our father came from Indonesia to the Netherlands in the early 1950s He was the founder of the Go-Tan company. Go-Tan is now managed by two sons, Swan Bing and Swan Han Go.

Our special skills

Our know-how is concentrated around ambient Indonesian consumer and food service products and industrial food components. We focus our production expertise around sauces, spice mixes, chili pastes and kroepoek.

International success

The focus on commercial and personal added value has enabled Go-Tan to develop into a strong brand, a leading provider of Indonesian products in the Netherlands and the rest of Europe. Today you can find our products in most major European retail chains in more than 20 European countries.

Contacts in Indonesia

We visit Indonesia almost every year to source products and ingredients and to get inspiration for new products. Containers of goods from Asia arrive at our site every week. We consider entering the Indonesian consumer retail market with premium products at competitive prices.

Indies commemoration centre

I am a member of the board of the Indies commemoration centre. We have a website, an exhibition at Bronbeek (in Arnhem , The Netherlands) and we have published a comic book about the events during the war in Indonesia. Part of my mission is meeting our partners in Indonesia.

a very food-loving family

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Jan Hendrik van der Tas
Export Manager/Sector manager
'Traditonal'

HZPC Holland

There is a whole world hidden behind the potato! We at HZPC have passion for potatoes and are specialists in our field. Potato Intelligence is our core business. We are an innovative world leader in potato breeding, seed potato trade and product concept development. Our breeders develop seed potato varieties that optimally match local growing conditions and market demands. With HZPC varieties, potato growers around the world are able to respond dynamically to the needs of their market and market segments such as fresh market channels, processing industry (crisp and French Fry) and retail chains.

HZPC has Dutch roots, but has grown to be a multinational. More than 300 HZPC colleagues are based in 15+ countries, and our seed potatoes are traded to more than 80 countries. By using HZPC varieties, potato growers worldwide can realise a sustainable and healthy crop growth, while taking responsibility for people and the environment into account.

HZPC Holland

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Frits Veltkamp
Director of International Projects

Lentiz

Lentiz is an Education Group in the Netherlands and is specialized in vocational education and training in the agricultural sector and related fields. Lentiz Education Group has built a worldwide experience, expertise and network. Over the past decades, Lentiz has gained international experience and knowledge in the fields of horticulture, floriculture, food processing and supply & cold chain management and wants to share her knowledge abroad. Our teachers and instructors are equipped to train employees according to the current standards. Your employees will acquire a better understanding of Horticulture, Floriculture, Food processing and Supply & Cold Chain Management.

Lentiz in a nutshell

International oriented institute for education

- Broad range of activities in Europe, China, India, Vietnam, Japan, South Africa, Kenya and Oman
- India: eg Gujarat Knowledge Society, Delhi
- China: eg Beijing, Shanghai, Ningxia, Liaoning, Jiangsu and Yunnan
- Accredited BTEC Center (Business & Technology Education Council) by Edexcel/ Pearson
- Member of various international agricultural networks such as Food Tech Holland
- Participating in Human Capital Agenda of the Dutch government and the Greenport Horti Campus
- Member of Jiangsu Agri-Greenport, China
- Member of China Urban Modern Agriculture Vocational Education Group

Lentiz

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Nanne Zwiep
Managing director

Medel Business Park

Medel Business Park offers logistics companies a site in the middle of the Netherlands, located directly on the highway A15 and the Amsterdam-Rhine Canal. Medel Business Park offers top quality in every respect: infrastructure, landscaping, security, fiberglass, truckservices, and an inland containerterminal. Medel Business Park is part of the Logistics Hotspot Rivierenland and Logistics Valley in Gelderland. The region offers a good, stable business climate and plenty of affordable and qualified personnel. Medel Business Park is the preferred location for international companies such as Kuehne + Nagel, DHL, Currie European, Igepa Group and Accelormittal. Medel Business Park is 220 hectares and offers plots of 3 to 20 hectares.

Products and Services Offered:

- Top quality business park, near to Rotterdam and in the center of the Netherlands
- Plots for logistic companies from 3 to 20 hectares

Unique Selling Points:

- Dedicated to international logistic businesses, segment knowledge;
- Proven concept and high customer satisfaction (toprating)

Medel Business Park

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Olaf Voorwinde
Economist

Phiturion

A venture philanthropy consultancy firm based in the Netherlands and Indonesia.

We are shaping our clients' philanthropic objectives into sustainable enterprises in the field of agroforestry and clean technology in Indonesia.

Started in Makassar, Indonesia, in 1989 as part of a bilateral governmental program between Indonesia and The Netherlands, nowadays our activities have a broad geographical reach throughout Indonesia.

Our transdisciplinary experiential approach in research, id est impact intelligence, innovation and investment, guarantees our stakeholders the development of successful philanthropic ventures.

To expand business operations charities and social enterprises can issue (charitable) bonds as a form of long-term debt. We can advice you on the various bonds in existence to generate complementary funding for your charitable business activities.

PHITURION® IMPACT INTELLIGENCE INDEX

Entrepreneurial philanthropy ask for an extra-financial value (SROI) strategy to give people a voice in resource allocation decisions. With our evaluative SROI analysis, we are turning data into knowledge. Evident outcomes are monetised and by sharing findings and recommendations with our stakeholders, together we generate impact.

PHITURION® SMART IMPACT BOND

Charities and social enterprises can issue (charitable) bonds as a form of long-term debt to expand business operations. Nowadays there are various types of bonds in existence. New varieties of (charitable) bonds are continually emerging. By deep understanding of this still-evolving segment of the market, we can advice you how to generate complementary funding for your charitable activities alongside current donations and philanthropic loans.

Phiturion

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Rabobank

Rabobank Group is a Dutch multinational banking and financial services organisation headquartered in Utrecht, the Netherlands. The cooperative structure and history of this bank has earned it a ranking in the list of world's safest banks for over a decade. Rabobank services approximately 10 million clients in the Netherlands and conducts business in over forty countries worldwide.

Rabobank offers a comprehensive range of financial products and services in all sectors in the Netherlands, including Maritime and Offshore. Internationally the bank has a strong reputation for its coverage of the Food & Agri value chain. Furthermore Rabobank is able to offer all its clients a strong global network to service their banking needs. Being the only Dutch bank with presence in Indonesia, Rabobank is your reliable business partner that offers peace of mind and confidence away from home since 1990. Our International Desk offers you a warm welcome, as they help you bridge any cultural and language gap by employing both Dutch and Indonesian bankers to service large corporates and SMEs. They do this with a full-range of services, leveraging their 800+ local employees and by offering their worldwide network including embassies and chambers of commerce.

As a socially responsible bank, Rabobank is committed to contribute to welfare, sustainability and solving the global food problem. Next to a group wide charity fund, which spends 1% of their annual profit, Rabobank Foundation is actively advising and financing small cooperatives for instance by supporting Rabobank's 'from farm to fork' approach.



Loek Hermans
Chairman



Rubert Konijn
International Coordinator

Topsector Horticulture & Starting Materials

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Topsector Horticulture & Starting Materials

The Horticulture & Starting Materials sector is recognized as a top sector in The Netherlands. Rightly so, because it is a very innovative sector with substantial social and economic significance. With its seeds and seed potatoes, fruit and vegetables, plants and flowers, bulbs and trees, this sector is the source of nutrition, health and happiness. The Horticulture sector accounts for EUR 12.5 billion in domestic production, EUR 17 billion in exports and more than 450,000 jobs.

The Dutch Horticulture & Starting Materials sector ranks among the top in the world in terms of entrepreneurship, innovation, knowledge and craftsmanship. The business community, knowledge institutes and education sector are working in tandem with the government in order to solidify this sector's position among the top in the world.

The population is growing and ageing in the world, concentrating itself in cities and the climate is changing. We will soon have to meet the needs of nine billion people in terms of nutrition and health. While energy, space, water and minerals are becoming scarcer.

This is exactly the strength of the Dutch Horticultural & Starting Materials sector. In this process we look for solutions adapted to specific local circumstances all over the world.



Rens Voesenek

Director Future Food Utrecht
Professor of Molecular Plant
Ecophysiology, Department of
Biology



Johan Garssen

Head Division of Pharmacology,
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Utrecht University

With 30,000 students, 6,000 staff and 500 Professors, Utrecht University is one of the largest general research universities in Europe.

The Faculty of Science offers educational programmes in the Natural Sciences and the Life Sciences. Within the Faculty of Science the Department of Biology coordinates the teaching of the Bachelor's programme in Biology and Master's programmes that are offered through the Graduate Schools of Life Sciences and of Natural Sciences. The Department of Pharmaceutical Sciences coordinates the teaching in pharmacy and pharmaceutical sciences. The Departments house a large number of research chairs. Research in the Department of Biology falls under aegis of the Institute of Environmental Biology (IEB) and the Institute for Biodynamics and Biocomplexity (IBB); research in the Pharmaceutical Sciences falls under the Utrecht Institute for Pharmaceutical Sciences (UIPS).

Products and Services Offered:

- Education: Bachelor/Master programmes, Professionals programmes, exchange/visiting students, PhDs
- Research: all research areas with specific strategic themes and focus areas, prizes and distinctions, collaborations

Unique Selling Points:

- Utrecht University collaborates intensively with organisations and institutes.
- Possibilities to carry out research commissioned by partners, and make lab facilities available for partners use.
- Media appearances and internships.
- Utrecht University and its Life Sciences Graduate School have longstanding collaborations in the education of Life Science students.
- Future Food Utrecht and UIPS are key for education and research programmes, bringing together fundamental research related to health, behaviour and innovations for future food production. By connecting our fundamental knowledge we aim to provide sustainable and healthy food solutions for the next generations.



Peter Spaans

Director

Van der Hoeven Horticultural projects

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Van der Hoeven Horticultural projects

Van der Hoeven designs and installs horticultural projects for clients all around the world.

A greenhouse builder with innovation in its DNA, and that is focused on projects that go beyond a standard greenhouse.

Van der Hoeven is mainly active on the international stage, mostly delivering turn-key projects. It is not simply about the construction of a high-quality greenhouse, but also the optimal integration of the installations. Service is of paramount importance at Van der Hoeven. Van der Hoeven has the expertise to fulfil the central role, regardless of the project requirements or the continent of construction.

With more than six decades of experience, the company thoroughly understands the international playing field. An ideal partner for growers and investors who want to get maximum return from their investment. In addition, the company attracts international attention with its own innovations such as the semi-closed ModulAIR greenhouse and the NOVI-SOL solar greenhouse.

Products

- Turn-key greenhouses
- ModulAIR greenhouses
- HACO greenhouses
- Venlo greenhouses
- NOVI-SOL greenhouses (Solar)
- NOVI-LITE greenhouses
- Poly greenhouses

Services

- Advice and supervision
- Projectmanagement
- Logistic solutions
- Energy and Climate solutions
- Adaption to local laws and regulations
- Crop consultancy

Van Hall Larenstein University of Applied Sciences

Van Hall Larenstein University of Applied Sciences is an international green knowledge institute that combines education, delivered by passionate experts, and applied research within the various professorships. We train our students to become responsible and proactive professionals, who make a positive contribution to a sustainable society. Van Hall Larenstein (VHL) University of Applied Sciences offers a wide range of English taught Bachelor programs, professional 1-year Master programs, Associate degrees and courses and conducts applied research at its locations in Leeuwarden and Velp. VHL aims to be an international university of applied sciences with an internationally oriented study environment. We are an University of Applied Sciences, which helps the public, government and business to answer social and economic questions which can be implemented immediately.



Peter van Dongen
Chairman of the executive board



Tjallie Botden-Scheltinga
Country Coordinator Indonesia
Policy officer Internationalization

Van Hall Larenstein, University of Applied Sciences

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In Indonesia we are currently setting up strategic cooperation with Indonesian universities like Institut Teknologi Bandung (ITB) and Bogor Agricultural University (IPB) to cooperate on education and applied research in Living Labs. A Living Lab is a setting in which participants (including students, teachers and researchers) are collaborating with entrepreneurs, NGOs and governmental organizations and are working together on new, sustainable, solutions and innovations in a realistic and professional context.

In Bandung we are cooperating with ITB on water management issues in Living Lab Water Bandung <https://sites.google.com/site/waterhealthdevelopment/home>. These living labs are a part of the Living Lab Water Indonesia <https://www.facebook.com/livinglabwaterindonesia/>

In Bogor we are cooperating with IPB on agribusiness, animal husbandry, food and technology, forestry and sustainable palm oil. We intend to set up joint education and cooperate in living labs like Sustainable Forestry and Agrologistics.

We would be pleased to explore the opportunities with you, to cooperate in these living labs.

Wageningen University & Research

The mission of Wageningen University & Research is 'To explore the potential of nature to improve the quality of life'. Our staff of 6,500 and 10,000 students from over 100 countries works around the world in the domain of healthy food and living environment for governments and the business community-at-large.

The strength of Wageningen University & Research lies in the joined forces of its university and its specialised research institutes. It also lies in the combined efforts of the various fields of natural and social sciences. This union of expertise leads to scientific breakthroughs that can quickly be put into practice and be incorporated into education. This is the Wageningen Approach.

The scientific quality of Wageningen University & Research is affirmed by the prominent position it occupies in international rankings and citation indexes.

The projects carried out by the business unit Arable Farming, Multifunctional Agriculture and Field Production of Vegetables contribute to innovation and knowledge development, both nationally and internationally, the latter especially in South East Asia and Africa. As research on developing practical innovations is commissioned by both the private and the public sector, our independent position and academic integrity are guaranteed.

Products and Services Offered and relevant to the Mission in Indonesia and Unique Selling Points:

- Sustainable Intensification of crop production
- Vegetable farmer Extension and Training of Trainers
- Development of Knowledge Transfer Dynamics Smallholder farmers
- Innovations and Practical R&D for smallholder farmers
- Project Development
- Indonesian network and over 20 years of experience in Indonesian horticulture
- Specialized in potato and vegetables under tropical conditions



Flip van Koesveld
International Project Manager Field
crops & Extension



Jeroen Ouburg
Policy Advisor International,
Department: Strategy & Strategic
Accounts

Wageningen University & Research

**Arable Farming,
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Vegetables**

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Life Sciences & Health



AT OSBORNE

CONSULTANTS & MANAGERS



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AT Osborne

AT Osborne is an independent management & consultancy firm with over 40 years of specific expertise in the field of hospital accommodation and construction projects. These projects range from renovations to realizing entirely new medical buildings. Furthermore AT Osborne provides solid business advice in the fields of hospital strategy & profiling, hospital management & organizational structure as well as patient processes & business models.

Hospital renovations and new building projects are complex affairs. AT Osborne can support these projects in every stage, from the start through completion and use. Our teams cover the entire process by providing and integrating medical, organizational, technical, financial and legal expertise.

AT Osborne has extensive experience in Dutch and international hospital projects. Our reference hospitals vary from state-of-the-art university hospitals with the highest health-care standards to smaller centers that are driven by cost-saving and efficient hospital processes. In every project we apply the best suitable design concepts and logistics.

AT Osborne's main services include:

- Strategic advice and profiling;
- Business cases / feasibility studies;
- Master plans / cost calculations;
- Hospital organization / healthcare logistics;
- Patient and facility processes;
- Capacity planning / housing concepts;
- Program of Requirements (PoR);
- Tendering procedures / legal advice;
- Design assessments / technical advice;
- Medical equipment;
- Project / financial management;
- Turn-key projects and contract management.

AT Osborne was established in 1967. Currently 150 consultants and managers work at our offices in the Netherlands, Belgium and France.

BAYARDS[®]

solutions in aluminium



Bob Splinter
Area Sales Manager

Bayards Heliport Solutions

Bayards Heliport Solutions has been successfully designing, engineering, manufacturing and installing safe, efficient and cost-effective heliport solutions for over three decades. With more than one hundred installed helipads for renowned hospitals in many European countries as well as Australia, it is safe to say Bayards is a heliport expert.

When it comes to landing and take-off in air medical services, location and operational efficiency are of paramount importance; every second counts in trauma care. Therefore, we sit together with our clients to find the optimum location for the heliport and we create the perfect, customized heliport solution.

A heliport for emergency medical care is the solution to cut response times short and to save lives. On the other hand, helipads shall be considered small airports, which are normally located in congested areas on building's rooftop with hundreds of people inside Bayard will support you providing safe helicopter operations and take care of all necessary (safety) measures.

We can install our rooftop helipads on any building – whether it is a new or an existing building – without adding further structural reinforcements. In addition, our helipads can be delivered with stretcher ramps, walkways and staircases and they can be outfitted with all the desired operational support equipment such as fire-fighting, lighting and winterisation systems.

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BMA

BMA (1985) is a leading IT solution provider for Obstetrics. Our software products, services and partnerships enable the healthcare workforce to work together in electronic record keeping during all stages of the pregnancy. Under the brand name of Mosos a wide range of software modules are each day used by many health centers in the Netherlands, Belgium, Luxembourg, France, UK, Switzerland, Turkey and Indonesia.

It's our ambition to deliver solutions that increase efficiency in delivering care and improve the quality in decision making. This applies to our software products, but also to our distributed products such as the STAN® fetal heart monitor and the Airstrip® Sense4Baby® monitor. BMA is always looking for an integrated approach and collaborative partnerships and we invest continuously in developing new ways to improve the care of mother and newborn.

There are still a lot of areas in the world where accessible and adequate medical care before, during and after childbirth, is often still not well regulated or insufficient. The policy of BMA focuses not only on creating business values but also on social values, in particular to realise a positive impact on society. BMA is initiating and participating in special projects that give a concrete substance to our ambition to support the reduction of maternal and child mortality. In Indonesia we work together with local partners under the umbrella of HIDUP, Healthcare strengthening through Indonesian Dutch Partnerships. BMA is a subsidiary of ICT Group NV and member of Task Force Health Care Working Group Indonesia.



Britta van der Windt
Owner & CEO

Britts-Care

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Britts-Care

Britts-Care is an exclusive contract manufacturing company. We serve an international clientele in the health and dental care, food service, and hospitality service markets.

Our clientele focus on hygiene and/or infection prevention. They are strongly committed that hygiene and infection prevention should be within reach of all their patients, customers, and visitors.

Britts-Care develops unique hygiene solutions in close cooperation with their clients. Currently we export to over 10 countries in Europe and other continents.

Our client portfolio is divers. We serve (amongst others) Erasmus University Medical Center (healthcare) and Mc Donald's Restaurants (food service). In close cooperation with Schiphol Group (airport facilities) we are currently innovating a new line of "wipe care solutions".

Our wipe products for general skin and hand hygiene are the solution for bacteria sources like water and sinks. It replaces water, soap and towels and can be used at any location. Also are they a highly effective solution in case hygiene awareness and the need for cost efficiency are high. Moreover we strongly believe our wipe solutions help people worldwide in solving a problem they're often not (fully) aware of.

Our unique selling points are:

- Knowledge and experience: we have served our international clients for over 15 years.
- Highly experienced, agile team: we are flexible and on top of our game.
- Effective partner network: our sourcing partners meet the highest production standards. Our products are consistent and of the highest, non-compromising quality.

Products and Services Offered in relation to this travel:

- Impregnated washing gloves and shower caps to wash without water and soap.
- DeBritts dispenser and hand wipes. Worldwide unique concept which replaces sinks, water, soap and towels or other drying products.



Maurice Wagenaar
Founder/CEO

CareNetwork

CareNetwork is a platform to initiate and create the necessary fundamental changes in the way we organise and provide healthcare. We believe in quality of life for everyone!

We focus on creating sustainable and healthy communities. CareNetwork is synonymous to high quality services in the area's of public- and private healthcare. We assist businesses to reach their full potential and are experts in helping companies with transitions into new markets. Together with our clients we strive for excellence, innovation an added value for all the stakeholders in the healthcare market.

Area's of expertise:

- Top- and bottom line performance
- Business transitions into new markets
- Creating new business models in shifting healthcare markets
- Public- and private healthcare

Experience:

- Setting up private clinics
- Create and implement new business models in the Dutch healthcare system with different stakeholders
- Implement innovative and integrated healthcare models with some of the largest health insurance companies in the Netherlands

CareNetwork

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Consultant Healthcare



Hein Muller
Director "Consultant Healthcare"

Consultant Healthcare

Hein Muller operates in countries like Bangladesh, Cameroon and India as expert sent by PUM (Dutch senior experts) and as an international surveyor of ISQua. After a career as clinical hematologist he worked for the Dutch hospital accreditation institute (NIAZ) and started his own consultation firm in health care. His basic expertise is in hospital management and quality and safety issues in hospitals. Improving the quality of a medical enterprise involves more than improvements in medical knowledge. Consultant Healthcare is able to support the aspiration of hospital management in Indonesia to find ways to improve their quality and safety systems. This can be done by quick scans of their organization or by helping them to fulfill criteria for accreditation.

As in other countries the case load of health care workers in particular medical specialists is high. To overcome these problems and improve patient satisfaction is one of the challenges in hospitals all over the world as well in Indonesia.

Products and Services Offered:

- Quick scan of the organization by interviews
- Risk assessment
- Assessment of the Hospital Quality and Safety program

Unique Selling Points:

- Experienced NIAZ auditor
- Medical specialist with teaching experience
- Experience as member of the supervisory board of three Dutch Hospitals

Consultant Healthcare

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Delft Imaging Systems

Delft Imaging Systems believes that every man, woman and child should benefit from advances in healthcare, regardless of where they live. Therefore, we are committed to developing and delivering unique health innovations that respond to the specific needs of vulnerable communities around the world. We focus on providing affordable and innovative diagnostic imaging techniques, specifically on **Tuberculosis screening**.

Our products and services include:

OneStopTB clinics

- The OneStopTB clinic enables highly efficient TB screening. OneStopTB is a mobile solution that can reach remote, and frequently underserved, areas for prevalence surveys and TB case finding. Delft Imaging Systems strongly believes in providing integrated solutions of image capturing, storage and diagnosis, as this approach is likely to provide the most benefits to health care providers and patients.

Computer Aided Detection for TB (CAD4TB)

- CAD4TB software supports electronic reading of digital chest images and enhances the accuracy of TB case finding and prevalence surveys. CAD4TB software is designed to help (non) expert readers in the diagnosis of TB. Within one minute from exposure, the software automatically analyses chest X-rays, detects abnormalities and indicates the likelihood of active TB.

Our reliable, integrated solutions are used in many countries worldwide, including Ghana, Rwanda, South Africa, Tanzania, The Gambia, Zambia, Zimbabwe, Mozambique, Malawi, Pakistan, Bangladesh, Brazil, UAE and European countries.

Delft Imaging Systems has collaborative partnerships with Canon, Oldelft and Rogan Delft. In addition, we regularly participate in public private partnerships with NGOs, such as Cordaid and Zambart and knowledge institutes, including Radboud University Medical Center and Newcastle University.



Mathew Williams
Director Clinical Solutions Asia Pacific

Elsevier

Elsevier is a leading provider of information solutions for professionals around the world. Our mission is to lead the way in advancing science, technology and health. We provide over 25% of the world's clinical content and serve over 20 million healthcare professionals.

Our clinical solutions empower individual doctors and nurses, as well as interdisciplinary care teams, to make faster, smarter decisions and avoid medical errors at the point-of-care to improve clinical outcomes. We provide the most complete and trusted evidence-based medical, surgical, specialty, nursing and drug content accessible at all stages of patient care.

Our solutions encourage patient-centred care by integrating evidence-based content directly into EHR/EMR systems. This includes care planning and clinical documentation, order sets and current drug information.

We also provide performance management tools and skills training intended to track training, knowledge acquisition and develop and maintain a high performing team, which ensures consistent top performance in patient care and administrative management through evidence-based interactive training.

Some well-known solutions for the healthcare sector include ClinicalKey, ClinicalKey for Nursing, Elsevier's Order Sets, Arezzo Pathways and Clinical Skills.

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Erasmus MC, University Medical Center

Erasmus University Medical Center, known as **Erasmus MC** is the result of the merger between the Faculty of Medicine- Erasmus University Rotterdam, and the three university hospitals (a general, pediatric and cancer hospital). Faculty and hospitals are all integrated into one campus and lead by one executive board. Erasmus MC is committed to a healthy population and excellence in healthcare through research and education (www.erasmusmc.nl).

Research&Innovation: Erasmus MC has been consistently ranked in the world's top 25 for clinical medicine (USNews Clinical Medicine 2015: no19) and it's research publications are cited 1.75 times the world average. The overall research aim of Erasmus MC is to translate bench discoveries to bedside applications.

Education&Training: Erasmus MC is also the largest medical school in the Netherlands, with ~2,500 medical students and ~250 PhD graduations/year. It has the most research-focused medical education in the Netherlands and 25-33% of medical students finishes as MD-PhD, being both clinical doctor and scientist. Erasmus MC offers BSc, MSc and PhD programs to train the next generation of medical practitioners and researchers.

Patient care: Erasmus MC is building a new ~1,000 single patient bed rooms hospital (finished in 2017) to accelerate its medical innovation and ability to treat patients with the newest and best materials and treatments.

Economic impact: A study showed that its impact on the Dutch economy was such that every euro invested in Erasmus MC resulted in € 4,58 and every job at Erasmus MC resulted in a total of 4.12 jobs elsewhere in the Netherlands.

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Mathilde Strating
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Erasmus University Rotterdam

Erasmus University Rotterdam (EUR) is a research university with a pronounced social orientation in its education and research. Academics and students at our institution endeavour to solve global social challenges, drawing inspiration from the metropolis Rotterdam.

The institute of Health Policy & Management (iBMG) of Erasmus University Rotterdam (EUR) is leading in the Netherlands with its educational and research activities targeted at policy and management issues in health care. iBMG is located at the campus of Erasmus University Rotterdam and has strong ties to Erasmus Medical Centre. Currently, approximately 950 students are engaged in one of our programmes and 150 people are employed at iBMG. The number of students, teachers and researchers from abroad has risen significantly over the past years and have enriched our programmes. iBMG offers an initial bachelor programme, two master programmes and post academic education.

At iBMG, research and educational activities are closely intertwined. Knowledge and experiences of various scientific disciplines such as economics, law, social-medical sciences, organisational science and public administration are brought together and applied to the health care sector. This multidisciplinary approach to education and research is unique. Our researchers work together on important research themes, but also explicitly seek collaboration with social partner institutions. This guarantees the societal relevance and applicability of iBMGs research.

Products and Services Offered:

- Tailor made courses on-site and abroad on policy and management of complex issues in health care
- (Research) expertise in design, evaluation and benchmarking of health services operational management, linking sub fields such as logistics, performance management, human resource management and financial management
- Expertise in change and innovation management in health care

Unique Selling Points:

- Multidisciplinary approach to education and research in policy and management of health care
- Expertise in applied science: bridging the gap between science and practice
- For over 25 years experience in education and research



Willem Burmanje
Director Strategic Marketing &
Marketing Communication



Adhi Pranoto
Country Manager Indonesia

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Forbo Flooring

Forbo Flooring Systems is a global market player in linoleum floor coverings, project vinyl (PVC) and textiles that are specifically created for the health care and age care market sectors. All Forbo products combine high levels of functionality and durability with contemporary design as well as an excellent sustainable profile. With our products it is our ambition to contribute to a better quality of the indoor environment. We do this by having a clear focus on safety, hygiene and well-being and connect tangible attributes to our flooring products, such as anti-bacterial properties, easy to clean surfaces, slip resistant floorcoverings, entrance flooring systems as well as high tech textile and special ESD flooring for IT & Tech environments and operation rooms. Over the years Forbo Flooring Systems has equipped hundreds of thousands healthcare institutions worldwide with its floor covering portfolio.



Gilda Andu
Radiographer, Director



Cornelis Hoefnagel
Nuclear Medicine Physician



Arie Griffioen
Accountant

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Gain Healthcare

Gain Healthcare is an organization which delivers healthcare services for upgrading the technology of your hospital to provide suitable treatment of disease. We visit your hospital to evaluate your medical equipments, to see if its needs upgrading. Together we analyse your specific needs, problems or questions. We will make a rapport, give advice for improvements/ investments and make a plan for implementation of these on the short term (low budget) or the long term (high budget).

The next step will be implementation. We work together with local people and healthcare institutions in order to improve the quality and access to healthcare. All our services will be tailor made. Our main goal is to educate as many people who work in hospitals with all kinds of medical equipments and services as possible.

Services:

- Upgrading medical equipment
- Introduction of new technologies
- Training of hospital staff (nurses, doctors, radiographers, departments of radiology, nuclear medicine, radiotherapy, ICT and laboratory)
 - We must think about joint ventures and improved training for local staff.
 - This may comprise organisational and technical structures, as well as training.
- Education
 - Focus on how to create jobs, based upon education received, making sure that staff is confronted with disease unprepared.
 - Investment in education, research and innovation in order to cope successfully within the context of the underlying economy.
 - Creating more harmony between higher education and research training.

We believe in three success factors:

- Efficient management.
- Modern and working medical equipment.
- Educated hospital employees.



Richard Lambertus
Area Sales Manager Asia Pacific



Elwin de Groot
Director PT Edma Indah Pacific

Handicare Stairlifts

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Handicare Stairlifts

Handicare: an extensive range of stairlifts, both curved and straight

Handicare Stairlifts is the manufacturer of the widest stairlift range in the market. With our assortment we can practically always meet the requirements of our customers. Our stairlifts are comfortable, safe and quiet and offer a perfect solution for every staircase.

A solution for every home

Over the years, we have installed stairlifts in just about every kind of house. All stair types, wide or narrow, steep or spiral, straight or curved: We have a solution for all situations.

Innovation with the help of our customers

Handicare develops products on the basis of customers' needs and requirements. We frequently talk to future and experienced Handicare users. The feedback we receive is incorporated into the design process and our products wherever possible, resulting in a contemporary and innovative package of features. This allows us to respond effectively to the demands, needs and expectations of our customers and to meet them using high-quality materials and up-to-date technology.

Handicare group

Handicare Stairlifts is part of the international Handicare group. The production and sales facilities of Handicare Stairlifts are located in the Netherlands, UK, China, USA, Germany, France, Belgium and Italy. With our worldwide dealer network, we ensure regional representation in all countries.

History

Handicare Stairlifts has a wealth of history. Over the last 130 years, we have provided (stair)lifts to many people. Handicare produces over 35,000 stairlifts on a yearly basis.



Erik-Jan Vlieger
CEO

INCISION

INCISION is a young organisation that has developed the online INCISION Academy.

The INCISION Academy offers online step-by-step guides for surgical procedures, including practical instructions and relevant surgical anatomy. Each surgical step is supported with high-quality, 3D film(clip)s of the procedure. The INCISION Academy is accessible through any digital device. It can be used as

- Learning guide for residents
- Reference guide for surgeons
- CME and CPD for surgeons

INCISION offers multiple courses per procedure which together cover all the approaches for a procedure (e.g. open, laparoscopic, robotic). INCISION offers courses for most surgical disciplines (e.g. general surgery, surgical oncology, gynaecology, head & neck, etc.).

The INCISION Headquarters is located in the city centre of Amsterdam. At the moment, INCISION HQ has 14 employees - eight of them are MD. For local testing and distribution of the INCISION Academy, INCISION also employs representatives in Ghana, Kenya, Indonesia, South Africa and Norway.

INCISION

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Jacob Travaille
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Jan Snel Flexibele Building Solutions

Leading international company

We're a leading international company with over fiftyfive years of experience and expertise in flexible accommodation and special-purpose transportation. The company was founded in 1960 for the purpose of transporting milk churns and has since the take over of Sjaak Moens (2003), Verlaat Bouwsystemen (2004), Van Rijswijk Transport (2007) and Fort Unitbouw (2008) grown to become a medium-sized company employing over 260 staff members and generating a turnover in excess of € 80 million p.a.

We have premises in Montfoort, Hulst, Eemshaven and Bornem in Belgium.

Experience and expertise

The experience and expertise that we've gained over half a century has become engrained in the way we think and act. We know as no other how to translate our customers' needs and requirements into permanent or semi-permanent accommodation solutions in practically every market segment. Ranging from a few offices to complete schools. From healthcare centres to hotels. From banks to studenthousing. We can design, build, transport and erect virtually anything. Short-term or long-term. For sale or for lease.

Principally in our approach, quality and speed. Only when you've been practicing your art for so long as we have, you have the expertise, the staff and the flexibility to come up with such astonishing solutions in such astoundingly short spaces of time.

We just delivered several studenthousing in Amsterdam (800 and 520 flats) and in Vaals (250 flats). In January 2017 we start the second phase in Vaals (211 flats).

Flexible accommodation... we get the job done fast!



Carel Stolker
Rector Magnificus and President



Arnold Tukker
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Leiden University

Leiden University (founded in 1575) is one of Europe's foremost international research universities. The University has approximately 26,000 Bachelor and Master students (from 110 countries) and 5,500 staff members. The University offers 44 bachelor's and 78 master's programmes, and highly diverse PhD tracks as well as various interdisciplinary minors. The University's motto is: Praesidium Libertatis, Bastion of Liberty.

Leiden University strives for an internationally recognised position as a top-ranking research-intensive university within Europe. Leiden has a leading position in a great many fields, including natural sciences, life sciences (the so-called Red Biotech), environment, medicine, arts, social sciences, law and humanities.

Leiden University is a member of the League of European Research Universities (LERU), an alliance of leading research universities in Europe. The University also works closely with other partners such as Leiden's Bio Science Park. With over 70 specialist businesses, this is the Netherlands' largest knowledge cluster in the field of life sciences.

Leiden University is renowned throughout the world for its expertise on Asia. 2017 will be the Leiden Asia Year. The aim of the Leiden Asia Year is to put Leiden firmly on the international map as one of the world's leading knowledge hubs on Asia, covering research, teaching, collections and expertise. In September 2017 the University will open its new Asian Library. The opening of the Asian Library will be one of the key events of the Leiden Asia Year 2017.

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Bart de Jong
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Jiri Mlch
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LINET Group SE

LINET Group SE is a leading provider of innovative high quality beds, mattresses, furniture and complete service solutions to hospitals, nursing and retirement homes. The group focuses on customer-oriented product development based upon excellence in combining technology and design capabilities.

LINET Group at a glance:

- Among the TOP 4 hospital and senior care beds manufacturers worldwide
- Headquartered in Dordrecht, Netherlands
- 2 production sites (Germany and Czech Republic)
- 15 subsidiaries
- 80.000 beds sold in 2015/16
- More than 1.000 most prestigious university hospitals equipped
- More than 10.000 nursing homes equipped

TWO BRANDS UNDER ONE NAME

The LINET Group SE combines two strong and traditional brands.

- In healthcare the holding represents sophisticated beds and customised intelligent solutions of LINET, a company founded in 1991.
- Wissner-Bosserhoff has been bringing aesthetics and functionality to top quality beds and furniture for caregivers and their residents since 1952.



Jan van der Bend
Entrepreneur

Lybre

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Lybre

“LYBRE” aims at empowering people to take charge of their life and to choose to live the life they want to live. Whether it concerns health, well being or financial potential. Since our planet is on loan to us and the generations to come, Lybre also stands for sustainability.

Lybre has a partnership with the Dutch company Beyuna, which offers us the opportunity to provide people with high quality foodsupplements and a business concept to help them to take charge of their life and helping others to do the same. The Beyuna concept is to inspire people worldwide to make an important contribution in a social and economically responsible way with the right products and services to the welfare, well being and health of yourself and others. The choice of choosing your own destiny. The personal drive of the founders of Beyuna is to develop the best foodsupplements in the world, based on scientific evidence. Sales take place through Multi Level Marketing and internet.

Through our partnership with Beyuna Lybre is active in The Netherlands, Belgium, Germany and the United Kingdom. Beyuna nutrition and health claims are supported by the EFSA (European Food Safety Authority) and can be delivered throughout 22 European Countries. The products range from dietary supplements, vitamins and weight management products by Beyuna through healthier lifestyle products by Zoya (nailpolish). Beyuna products are all natural and GMO-free. Furthermore, these products are listed by the NZVT (the Dutch Safeguards System for Dietary Supplements in Elite Sport). Beyuna is currently finalising ISO-certification.



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R&D Vice President Life Science
Innovation, Nutricia Research
Utrecht



Johan Garssen
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Nutricia Research

Nutricia Research is the global R&D organisation of Danone consisting of Nutricia Advanced Medical Nutrition (AMN) and Nutricia Early Life Nutrition (ELN). Our joint mission is to deliver health through food to as many people as possible. We are committed to develop high quality nutritional products with scientifically proven health benefits, especially for those with special nutritional needs like pregnant and lactating women, infants, elderly and patients of all ages.

Our main research centre is based in Utrecht Science Park, The Netherlands, with a satellite research centre in Singapore. The various R&D facilities across the globe help bring the international science and technology at a local level. We have a global team of over 400 scientists and experts, with more than 35 nationalities.

Products and Services Offered:

Our mission at Nutricia Early Life Nutrition is to “Stand by Mums to Nurture New Lives”. We develop high quality nutritional products with scientifically proven health benefits. We firmly believe that the right nutrition during the first 1,000 days in life– from pregnancy until two years of age – will positively influence short and long-term health outcomes. We live our mission by providing education, services and healthy nutritional products.

Unique Selling Point:

The organisational structure supports knowledge sharing between Danone divisions, but we also believe in partnering. Our global partnering approach is to reach out to a wide range of people involved in health and nutrition. We innovate through partnerships, both public and private and through collaboration between industry and academia.



**Adeline Engeline
Schiphuis-Piël**
Chairman



Alfons Schiphuis
CEO

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Residentie Buitenzorg

Residentie Buitenzorg (RB) is a Dutch healthcare organization with some Indonesian flavor. ‘The senang factor’ is our unique selling point. We provide elderly housing and care to elderly who are somehow related to Indonesia.

RB adalah yayasan di negeri Belanda dengan adat Indonesia. Siapa yang merasa senang dalam hidup akan berumur panjang dan selalu sehat aktivitas....itulah yang kita promokan HIDAPULAH SENANG!

We consider ourselves as healthcare entrepreneurs with focus on healthy ageing based on cultural identity. We strongly believe that ‘the senang factor’ or ‘happy ageing’ is one of the most fruitful and cost efficient solutions for a sustainable elderly housing and care. In this respect we co-operate on a scientific level with organizations like Hanze University and University Hospital Groningen.

RB is a family run company which guaranties sustainability on the long run. Our motto is: ‘with us you feel senang!’ We provide services as elderly housing, daycare, homecare, nursing homes and meal provision. All services are provided to the highest European standards with a professional staff, qualified nurses and volunteers.

When elderly feel senang, they will live longer, healthier, more active and more happy. This is beneficial for the elderly themselves as well as from the perspective of cost efficiency in ageing societies. In this respect we like to share our knowledge and experience in the field of cultural specific elderly housing and care with foreign counterparts. For example in Indonesia and China.

Our services:

- strategic development
- organizational management
- training and coaching of professionals
- development of senior housing and nursing homes
- multidisciplinary support
- sustainable cultural specific care labels



Eduard Boonstra
Business Development Director
Healthcare

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Royal HaskoningDHV

Royal HaskoningDHV is an independent, international engineering and project management consultancy. Over the past 135 years our professionals have delivered consultancy services in the fields of aviation, buildings, energy, industry, infrastructure, maritime, mining, transport, urban and rural development and water. Backed by expertise and experience of more than 6,000 colleagues across the world, we work for public and private clients in over 150 countries. We understand the local context and deliver appropriate local solutions.

We aim to minimise our impact on the environment by leading by example in our projects, our own business operations and by the role we see in “giving back” to society. By showing leadership in sustainable development and innovation, together with our clients, we are working to become part of the solution to a more sustainable society now and into the future.

Our head office is in the Netherlands, other principal offices are in the United Kingdom and South Africa. We also have established offices in Indonesia, Thailand, Vietnam, India and the Americas; and we have a long standing presence in Africa and the Middle East.

Royal HaskoningDHV has been established in Indonesia since 1973. We have delivered services in the fields of architecture, engineering, consultancy and project management. We are proud of our 40 year old solid base which has given us an impressive portfolio based on our sound understanding of both global and local issues, conditions and legislation.

Royal HaskoningDHV also provides world-class hospital design solutions in Indonesia for public as well as private clients covering disciplines ranging from architecture, building services, structural design, programme and project management, hospital planning, construction management and supervision. We design state-of-the-art hospitals that comply with National and International standards. Our sustainable design solutions reduce the operating costs of hospitals significantly on the one hand and strengthen the brand name of the hospital and offer patients a pleasant stay on the other hand.

PHILIPS



Dick Bunschoten
Senior Director, Head of
Operations Philips Indonesia



Arjan Kuipers
Manager International Business
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Royal Philips

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Royal Philips

Royal Philips is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions.

The company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care. Philips' wholly owned subsidiary Philips Lighting is the global leader in lighting products, systems and services. Headquartered in the Netherlands, Philips posted 2015 sales of EUR 24.2 billion and employs approximately 104,000 employees with sales and services in more than 100 countries.

Philips Indonesia Commercial Health Systems

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Gerrit van der Schouw
TFHC Indonesia Programme
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Task Force Health Care

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Task Force Health Care

Improving Healthcare Together

The Task Force Health Care (TFHC) is a public-private platform with over 100 partners founded in 1996. Our mission is to improve healthcare and wellbeing internationally with the use of Dutch expertise and in a sustainable and demand-driven manner.

The TFHC network consist of partners from industry, knowledge institutes, NGO's, healthcare providers and the government, all active in the Dutch Life Sciences & Health sector. Our partners provide smart solutions to various healthcare challenges.

To accomplish our mission, we organise all kinds of activities to (I) stimulate cooperation and knowledge-sharing in order to combine forces within the Dutch healthcare sector and (II) present and position The Netherlands abroad in order to be involved in the global and local healthcare challenges.

In the last decade, the TFHC visited and maintained relationships with more than 30 countries. With the use of country platforms, the TFHC continues to build and maintain sustainable international relations.

HIDUP: Healthcare strengthening through Indonesian Dutch Partnerships

TFHC Indonesia focuses on Healthcare strengthening through Indonesian Dutch Partnerships (HIDUP). The first example of a partnership started in 2013 between the Dutch Task Force Health Care and an Indonesian partner, in this case the Indonesian Centre for Health Financing Policy and Health Insurance Management (Pusat KP-MAK) at the Gadjah Mada University, Yogyakarta. The Dutch partners are international companies, universities and knowledge institutes with complementary knowledge, expertise and experience in strengthening health systems worldwide.

For more information, please visit Indonesia.tfhc.nl.



Doreen de Loo
Area Sales Manager

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Technomed

Technomed is an expert in the medical accessory industry. With over 30 years of experience in bio-electric medical accessories, we know how to develop and manufacture accessories efficiently. We see possibilities where others see complexities. Head-quartered in the Netherlands, with subsidiaries for manufacturing and distribution in Indonesia and the USA, we combine proximity with cost-effective manufacturing to provide ideal solutions for our customers.

When a bio-electric signal is needed, Technomed offers a complete portfolio of accessories that provide quality, reliability, and safety to end users and patients. Technomed accessories are the starting point for diagnostics and treatment in Clinical Neurophysiology. They provide signals for patient safety and improved outcomes in IntraOperative NeuroMonitoring and other medical areas where bio-electric signals are needed.

Application areas:

IONM: IntraOperative NeuroMonitoring
EMG: ElectroMyoGraphy
EEG: ElectroEncephaloGraphy

Our customers are either distributors or equipment manufacturers which are active in the Clinical Neuro(Physio)logy and/or IONM market.

We have a worldwide network of distributors. In Asia we have distributors in Thailand, China and Malaysia. In Indonesia we have no dedicated distributor yet.

Our offer is to support our local distributors in growing their business:

- Complete portfolio of electrodes for Clinical Neurophysiology & IntraOperative NeuroMonitoring
- Understand the customer and develop business together
- Shorter time to market with integration of Regulatory Affairs
- R&D support for new developments or technical questions

We safeguard the investments in sales of our distributors by only selling through our distributor network, we never sell directly to end users.



Robert Willems

Director Procurement & Contracting



Fajar Ramadhany

Associate Zest Purchasing

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Zestgroup

Zestgroup is a mid-size consultancy company specialized in the improvement of organizations by both optimization of current situations and the transition to a new organization. For an international client base Zestgroup creates value by utilizing multi-branch gained knowledge and experience on a hands-on basis.

Zestgroup delivers both business and procurement consultancy to several branches like Energy, Pharmacy, Food & Beverage, Chemical, Oil & Gas, Maritime, Heavy Industry and Health & Nutrition.

Products and Services Offered:

- Portfolio, program and project management
- Business process improvement - operational excellence
- Procurement and contract management

Unique Selling Points:

- Executing the Energy & Industry Transition by focusing on improvement of organization, processes, data and systems
- Unique focus on Procurement & Contract Management for both Large Capital Projects (CAPEX projects) and full Technical area (MRO) in an international multi-branch environment
- Professionalization and cost saving projects
- Initiator of the successful multi-branch Platform CAPEX procurement in the Netherlands and Jakarta – Indonesia

With our 'partner in business concept' we make it possible to fulfill our clients' need for flexible capacity and knowledge and to create high value on a long term basis by utilizing our complete range of multi-branch knowledge and gained experience.



Arnold Bos

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ZorgDomein

In healthcare, the moment at which a patient requires the support of a specialist or laboratory research, is pivotal. It's the start of a process that sees many parties involved looking for medical resources that may prove scarce.

With a comprehensive background in organizing healthcare and a clear vision on patient care, ZorgDomein offers applications that connect healthcare providers and improve patient care: eReferral, eDiagnostics and eConsult.

These applications jointly handle around 7.5 million care transactions annually in the Netherlands and Dutch Antilles. To date we have connected over 1,000 care locations from healthcare providers who jointly exhibit over 35,000 care products. ZorgDomein is the de facto standard for electronic referrals in the Netherlands.

Around eighty enthusiastic professionals are contributing to the success of ZorgDomein.

Establishing access to care

ZorgDomein creates a world where healthcare consumers and providers meet. We enable healthcare providers to easily exhibit their care products to a large audience. Healthcare consumers, general practitioners and specialists in search of treatment can compare what's on offer.

Streamlining workflows

Once the most appropriate care product is selected, ZorgDomein digitally takes care of the logistics involved. The parties involved in an upcoming appointment are informed and the patient is provided with instructions on how to prepare for that consult. ZorgDomein ensures the proper exchange of medical details between the relevant healthcare providers.

Establishing secure information exchange

ZorgDomein facilitates healthcare providers to share medical and logistical data in a fast, reliable and secure way. This not only saves time and effort, but also drives fundamental improvements of the quality of healthcare. ZorgDomein adheres to the worldwide standards for electronic information exchange in healthcare.



Water & Maritime



Frank Heezen
Global Leader Ports and Industrial
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Jonathan Beard
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Arcadis

Arcadis is the leading global Design & Consultancy firm for natural and built assets. Applying our deep market sector insights and collective design, consultancy, engineering, project and management services we work in partnership with our clients to deliver exceptional and sustainable outcomes throughout the lifecycle of their natural and built assets. We are 27,000 people active in over 70 countries that generate €3.4 billion in revenues.

From climate change and rising sea levels, to rapid urbanization and pressure on natural resources, our world is a more complex place.

Arcadis helps you navigate this complexity by understanding the bigger picture. Whether it is maximizing space in cities, making wasteland habitable or simply taking what you do further, we deliver exceptional and sustainable outcomes safely and consistently.

Connecting your vision to our know-how, our people work collaboratively to create value through built and natural assets that work in harmony with their surroundings – from shopping centers in Shanghai or clean water in São Paulo, to new rail systems in Doha and reducing air pollution in Los Angeles.

Our global operations and diverse experience mean we apply collective wisdom to every challenge – big and small. In this way, our experience protecting the Dutch coast for generations is applied to securing New York's flood defenses today. So whatever your challenge, our teams bring the necessary perspective to provide the right answers, now and in the future.

Arcadis. Improving quality of life.



Bert Bruning
Managing Director Atradius Dutch
State Business

Atradius Dutch State Business

Atradius Dutch State Business is the official Export Credit Agency of the Netherlands. Atradius offers Dutch exporters of capital goods and their banks and infrastructural works a wide range of credit insurance and guarantee products when doing business abroad.

Credit insurance on behalf of and for account of the Dutch State usually involves export transactions with credit periods or a completion time in excess of twelve months. They always involve the supply of capital goods such as machinery, ships, greenhouses or infrastructure.

Through its insurance and guarantee products Atradius can assist you in winning export transactions and increase your financing capacity with your bank. Customers of the exporters can benefit from deferred payments or financing and favourable financing conditions.

Through the Dutch Good Growth Fund and the Dutch Trade and Investment Fund we can directly provide supplier's credit up to €5 million, if your bank does not provide financial support for an export transaction.

Atradius Dutch State Business

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BCTN Group of Inland Terminals

Intermodal container transport

Logistics is always on the move and looking for new areas to improve. The dynamic transport sector requires speed, reliability and flexibility. Efficiency and sustainability are crucial. Intermodal container transport by barge is responding to this and is the most attractive alternative for now and in the future.

Environmental benefits are achieved by lower noise, lower fuel consumption, reduced emissions and a significant reduction in inefficient container transport.

These characteristics make this form of transport the most ecological friendly way of inland transportation.

BCTN Connecting the Flows

BCTN is a professional player in intermodal transport terminal hubs in the main economic centers of Gelderland, North Brabant, Limburg and Kempen (BE). BCTN operates terminals in Alblasterdam, Den Bosch, Nijmegen, Venray, Roermond, Meerhout and Geel. The German hinterland can be well served via the terminals of BCTN.

Almost 30 years of expertise makes BCTN a reliable partner for these customized services. The well equipped BCTN terminals form the heart of the intermodal transport chain. The combination of scale and the personal approach by those dedicated terminals makes it possible for both small and large customers to be able to offer a full range of customized services.



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Managing Director



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Berson UV

Berson UV is established in 1972. Based in the Netherlands, Berson provides UV disinfection and oxidation systems for municipal water and wastewater treatment as well as water re-use. Berson's systems are validated according to international standards (DVGW, USEPA, NWRI and JWRC). Berson has a global network of sales and service partners providing local support.

Berson UV systems provide protection against chlorine resistant pathogens (Cryptosporidium, Giardia) and disinfect water without harmful disinfection by-products. The systems are easy and safe to operate. Using UV for primary disinfection furthermore avoids the dangerous transport, storage and handling of chlorine gas, thus is safer for plant staff and the plant neighborhood.

Berson has a range of UV disinfection equipment specially designed for SRB removal in oil and gas applications, replacing biocides in injection water for e.g. fracking, preventing equipment corrosion as well as fouling.

Berson, along with fellow UV companies Hanovia Limited in the UK and Aquionics Inc in the USA, is part of the Environmental and Analysis Sector of Halma p.l.c. Together, the three companies are one of the largest suppliers of UV disinfection technology in the world.

Products and Services Offered:

- InLine medium pressure closed vessel UV systems for drinking water, waste water and re-use
- AmaLine amalgam close vessel UV systems for drinking water and water re-use
- OpenLine amalgam open channel UV systems for waste water and re-use

Unique Selling Points:

- Global support organization with local sales and service partners to ensure support to our customers in local language;
- Long term experience in the UV market, continuous innovation effort to increase efficiency;
- Five year warranty plan guaranties low operational costs.



Joyce van den Broek
Projectinitiator / Tax Controller



Dennis Tahitu
Business Consultant

Sustainable Building Development Indonesia

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Sustainable Building Development

Our strategy is:

"Transfer knowledge to Indonesia about sustainable building development"

Our vision is:

"Indonesia will be a market leader of villages with sustainable self-supporting houses"

Our mission is:

"Marketleader in Indonesia on sustainable & environmental building technology with the emphasis to build "villages of sustainable self-supporting houses"



Eelco Waardenburg
Director

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Bureau Waardenburg

Bureau Waardenburg; independent research, advice and design in the field of ecology, nature and landscape since 1979.

More than 90 employees perform over 700 projects annually in the Netherlands and abroad. Our ecologists, biologists, aquatic, marine specialists, botanists, ornithologists, animal ecologists, physical geographers and landscape architects are supported by specialists in landscape design, graphic design, statistics, spatial analysis, data management, programming and GIS.

Our clients are Dutch- and international organizations such as:

National governments, Regional authorities, Local authorities, Private companies, Water authorities, Energy companies, Contractors, Project developers, Consultancies, Wind farm developers, Urban planners, NGO's, Nature conservation organizations, Area managers.

Areas of expertise:

- Research and monitoring
- Impact assessments
- Environmental laws and regulations
- Innovative ecological measures
- Landscape design and management plans
- Information systems and statistics
- Underwater research
- Communication
- Photography and filming (monitoring underwater and remote)

Unique Selling Points:

- The combination of strong ecosystem knowledge and extensive field experience ensures adequate and realistic advice and solutions.
- We are the oldest and largest independent ecological research and consultancy firm in the Netherlands and have a reputation of producing high quality products.
- We form a bridge between science and practice; we speak the language of practitioners with the knowledge of scientists.
- We have the ability to transform good ideas into working commercial concepts.
- We have a long innovative history relating to coastal protection and ecosystem restoration.
- We run an in-house laboratory department



Dorine Burmanje

Chair Executive Board Cadastre,
Land Registry and Mapping Agency



Christelle van den Berg

Advisor Cadastre International

Cadastre, Land Registry and Mapping Agency

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Cadastre, Land Registry and Mapping Agency

Who we are

The Netherlands' Cadastre, Land Registry and Mapping Agency, in short Kadaster, collects and registers administrative and spatial data on property rights. This concerns land, real estate, ships, aircraft and telecom networks. In doing so, Kadaster ensures legal certainty. We are responsible for national mapping and maintenance of the national reference coordinate system. Furthermore, we are an advisory body for land-use and reallocation issues and national spatial data infrastructures.

Our customers

Our information is available predominantly through online web services. Main customer groups are notaries, (local) authorities, businesses, financial institutions and private individuals. Authorities may obtain customised information which helps them develop spatial planning policies. Kadaster manages the Key Registers Cadastre and Topography.

Facilities

Besides information from own registrations, Kadaster also provides information from registrations of other parties. For them, we maintain so-called national facilities, by means of which we provide access to the data. Examples are facilities for addresses and buildings, energy labels on houses and provision of information regarding cables and pipelines.

International partner

Kadaster is an international partner regarding land rights, their registration and geospatial information. We are actively involved in several projects in Asia, Africa and South America and work in close cooperation with international universities and umbrella organisations. We represent the Netherlands in the United Nations Global Geospatial Information Management Initiative, focusing on the relevance of geospatial information in global challenges.



Dirk Heijboer

Chairman of the Board, Founder
Coastal, River and Port Expert



Harrie Laboyrie

Member of the Board, Partner
Port, River and Coastal Expert

CDR International

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CDR International

CDR International is a fully independent coastal, river and port engineering and consultancy firm having its roots in The Netherlands. CDR stands for Coasts, Deltas and Rivers, the environment and field of our expertise in broadest sense. CDR is focusing on project development, management, design and engineering services in particular in the marine and maritime sector worldwide.

CDR operates with its own specialized staff and a selected team of specialists, to cover a broad range of dedicated services. Our team consists of coastal, rivers and port engineers, hydraulic and morphological modelling specialists, complemented with environmental and geotechnical specialists. We often complement our services with strong and reliable associated experts and an extensive network of highly experienced specialists.

The CDR team is formed by enthusiastic and committed junior, medior and senior experts, who are originating from a wide range of world renowned companies in the marine, maritime, water management and oil and gas sector. Because of this setting, we are very flexible and can anticipate directly on the needs of our clients, offering high quality and expertise while keeping the lines short, communication easy and prices competitive.

Due to the setting of CDR the client is in direct communication with the project consultant, we offer a great flexibility, complex business management is avoided and overhead is minimized. CDR offers a wide range of professional services, with a focus on the following:

- Delta Management and Coastal Protection
- MetOcean & Hydrodynamic Numerical Modelling
- Breakwaters, Revetments and Marine Structures
- Port Master Planning
- Land Reclamation
- Integrated Water Resources Management
- Flood Protection and River Engineering
- Urban Drainage
- Inland Waterway Transport



Mieke Bakker-Mantjes
Sector Manager Maritime Sector
International CSR



Rowena Achterkamp
Project Manager Maritime Sector
& Chemical Industry
International CSR

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CSR Netherlands

CSR Netherlands is the Centre of Excellence for Dutch companies that are striving towards corporate social responsibility. More than 2000 companies are affiliated with this networking organization.

We are developing a dynamic and fast-growing business network comprised of members as diverse as beginners, advanced users and leaders, small and medium-sized enterprises and corporate giants. CSR Netherlands shows the market opportunities that CSR offers, facilitates mutual collaboration and provides useful information on applying CSR in practice. We inspire, connect and support companies and sectors in their efforts to make great strides in corporate social responsibility.

Our activities on international CSR

In 2014, more than 60 businesses in the textiles, leather, horticulture, urban development, maritime and chemical sectors announced sweeping ambitions to improve the sustainability of their sectors. CSR Netherlands initiates change projects with these businesses, to put their sustainability ambitions into practice. The projects focus on overcoming the toughest barriers to CSR in these sectors.

CSR Netherlands supports the businesses through:

- Supply chain investigation
- Risk analyses
- Multimedia communication
- Practical tools and web-based tools
- Network management
- Opportunities for grants



Hein van Ameijden
Managing Director



Ayu Pijnen
Advisor

Damen Schelde Naval Shipbuilding

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Damen Schelde Naval Shipbuilding

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

Damen's focus on standardisation, modular construction and keeping vessels in stock leads to short delivery times, low 'total cost of ownership', high resale values and reliable performance.

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

The recent success of the PKR-frigate program builds on a strong partnerships between Damen Shipyards and the Indonesian shipbuilding industry. In Indonesia Damen has strategic alliances with a number of yards. The PKR-frigate construction program is made possible by the joint operation partner, PT Pal in Surabaya. With a strong transfer-of-technology program we supported PT Pal to build highly complex naval vessels. These frigates will soon be delivered within the promised time frame and within budget to TNI-AL.

Besides the naval segment, Damen constructed vessels in Indonesia for the commercial market as well. The first Trailing Suction Hopper Dredger ever built in Indonesia (PT Steadfast in Pontianak), called the "Barito Equator", has been performing maintenance dredging in the Barito river in South Kalimantan for over a year now, much to the satisfaction of the client. Furthermore, in cooperation with PT Dumas in Surabaya, Damen has constructed multiple Cutter Suction Dredgers and Tugs for the export market.

Damen Shipyards Gorinchem

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René Berkvens
Chief Executive Officer



Gysbert Boersma
Regional Sales Director Indonesia and Malaysia

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Ton Stuifzand
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Wim Vriens
Director Operations

DCN Diving

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DCN Diving

DCN Diving is a specialist subsea service provider delivering innovative engineering and subsea solutions for offshore oil and gas, renewable energy infrastructure and civil marine works. DCN is based in the Netherlands, and operates globally with 80-200 qualified personnel deployed on different projects worldwide.

DCN is able to offer a comprehensive, well-resourced service to a diverse portfolio of clients including construction contractors, energy companies, utility suppliers and port authorities.

Products and Services Offered:

- In-house engineering
- Air, Mixed Gas, Nitrox and Saturation Diving
- ROV support
- Hyperbaric Testing Facility
- Creation of dry space for repairs
- Underwater concreting expertise

Unique Selling Points:

- DCN is able to offer complete engineered solutions and a variety of support services to clients
- We have more than 50 years' experience in subsea support
- Our team operates globally from our Head Office in the Netherlands, and branches in Germany and Belgium
- DCN's unique Hyperbaric Testing Facility is designed for welding tests to be performed under simulated conditions
- Our international team of professionals is well experienced and appropriately qualified to recognised International Standards

In 2015 DCN Diving executed a major project in Indonesia on behalf of Perusahaan Gas Negara (PGN). It involved the repair of the live gas pipeline between Sumatra and Jakarta at a depth of 27m. For this project DCN Diving was awarded a Certificate of Great Achievement by the client.



Maarten Smits
CEO

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Deltares

Deltares is an independent institute for applied research in the field of water and subsurface. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. We mainly focus on deltas, coastal regions and river basins. Our areas of expertise are: Flood Risk, Adaptive Delta Planning, Infrastructure, Water & subsoil resources and Environment.

Managing these densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes and universities at home and abroad. Our motto is Enabling Delta Life. As an applied research institute, the success of Deltares can be measured in the extent to which our expert knowledge can be used in and for society. For Deltares the quality of our expertise and advice is foremost. Knowledge is our core business.

All contracts and projects, whether financed privately or from strategic research budgets, contribute to the consolidation of our knowledge base. Furthermore, we believe in openness and transparency, as is evident from the free availability of a selection of our software and models. Open source works, is our firm conviction.

Deltares employs over 800 people and is based in Delft and Utrecht.



Hans Oosters
President

Dutch Water Authorities

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Dutch Water Authorities

Dutch Water Authorities comprises of the 22 decentralised regional water authorities in the Netherlands, responsible for flood protection, regional water management and treatment of urban wastewater.

Dutch Water Authorities wants to share their knowledge and experience and learn from partners worldwide.

Despite the fact that over 50% of the Netherlands is situated below sea and river level, the Dutch live in the safest delta in the world. The OECD qualified Dutch water management as a 'global reference'.

Key figures

- Surface area of the Netherlands: 41.543 km²
- Number of water authorities: 22
- Annual tax revenue: 2,6 billion euros
- Number of employees: 11.000 (1% of all civil servants in the Netherlands)
- Total length of managed primary flood defences: 3.600 kilometres
- Total length of other flood defences: 13.500 kilometres
- Total length of managed watercourses: 235.000 kilometres
- Number of wastewater treatment plants: 360
- Units of wastewater treated per year: 2.000.000.000 m³

Unique Selling Points

The Unique Selling Points of Dutch Water Authorities are their knowledge and expertise on water governance, financing and operations and long term maintenance.

Water governance contains the governmental, administrative, social, juridical and financial aspects of water management. Some financial aspects are taxes, bankable projects and industrial waste water treatment.

The Dutch Water Authorities have experience in professional exchange programmes in the field of:

- Water governance (including finance systems)
- Flood defence
- Water level management
- Water quality management
- Wastewater treatment & recycling (circular economy)
- Integrated water resources management (like climate adaptation and disaster-preparedness)



Fokko van der Goot
Programme Manager

EcoShape

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Ecoshape

Ecoshape is the foundation that carries out the public-private Building with Nature innovation programme. Within Ecoshape contractors, engineering companies, research institutions, governments and NGOs work together to develop and disseminate knowledge. This is a new philosophy in hydraulic engineering that takes building with natural materials and the use of forces and interactions within the natural system as the starting point.

In the philosophy of Building with Nature, finding an engineering solution is not just a task for engineers, but also for biologists, ecologists and economists. Through collaboration between different disciplines, we reach our common goal: effective solutions for engineering problems and a boost for nature, recreation and economy.

We develop knowledge through pilot projects. By testing theories in practice, we expand our knowledge base. In doing so we gain knowledge about specific systems, so that we can make our knowledge applicable for other locations with comparable systems. Knowing the system is key to designing a sustainable solution.

One example is our project in Demak, Indonesia where we reduce erosion risk through building a series of permeable dams along the shore that trap sediment. In this sediment, mangrove seedlings grow into mangrove trees, thereby reducing the risk of erosion and flooding. Combined with sustainable aquaculture and involvement and training of local community experts, we enhance coastal safety in a sustainable way.

In recent years partners within Ecoshape have already built up a wealth of knowledge and experience. This knowledge is freely available and disseminated through conferences, workshops and the Building with Nature Guidelines on our website

Our knowledge network is an energetic collaboration of contractors, engineering companies, research institutions, governments and NGOs. Parties that are all aware of the need for a change in thinking. We found each other in our common goal: to provide durable solutions in the water, by letting nature to do its work.



Jochem van Engelenhoven
Director



Robert Nemmers
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Engeldot-Water

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Engeldot-Water

Engeldot-Water is a family business with a clear focus on, and specialism in, water treatment and purification systems.

Our company has specialized in developing and manufacturing sustainable, high quality water treatment and purification systems. We supply custom made installations or series for temporary or permanent use, both on a large scale or a small scale. With our in-house engineering, development, manufacturing and service department we are able to provide our customers with a complete package of service, fully unburdening their water related challenges.

With our knowledge, skills and experience we, as manufacturer, are able to provide solutions for many applications, including industries, events, recreation, agriculture and offshore vessels and platforms.

The purified water can be treated to potable water for humans, animals, food production, process water or qualified wastewater according to the local applicable wastewater legislation.

Products and Services Offered:

- Drinking water production installations
- Wastewater treatment installations

Unique Selling Points:

- Engeldot-Water offers a complete package to her customers, starting with the design, engineering and manufacturing of a customized system. Subsequently a project is completed by installation on site, our own maintenance and service department and aftercare. By keeping all these elements 'in house' we are able to offer our customers a unique complete service package where we are able to unburden our customer completely.
- We aspire to start up local water production plants in (rural) areas where drinking water is scarce or unavailable. Together with the local people we aim to set up long term partnerships to engage in a sustainable relationship and generate a positive permanent contribution to the local society



Martin Debel
Executive Director

Experion Global

Experion Global is an associated company of Experion Technologies. Experion is present on 4 continents and has its own sales offices in Australia, Germany, India, Netherlands, Switzerland and USA. The offices in Australia, Switzerland and Netherlands are centers of excellence for road safety, finance and maritime respectively. Whilst software development takes place in one of three development centers in Bangalore, Cochin and Trivandrum – India. The group gives employment to +300 FTE and is established 10 years ago. In a short time span over 200 customers across 30 countries are served.

Experion is a domain centric company serving the maritime industry. The company has an international track record and build long-lasting relationships with port authorities, terminal operators, shipping lines and logistic service providers. Our experts are in frequent contact with business-leaders and universities to understand latest business thinking and challenges.

Today's business environment puts the most experienced executives to the test. Experion is your trusted sea pilot: we have sailed across oceans and experienced what nature can throw at ships. We bring professional knowhow and deep understanding of your business. Transforming businesses is our core business.

Today's world is digital and the future is in applications that promote interactions between enterprise systems, users and customers. Experion developed software solutions that track, monitor and capture real time information from various devices including the internet. Experion uses latest technology, scrum and agile software development.

Offerings:

- Management consultancy
- Port management & terminal operating system
- Community system/ Maritime single window
- Terminal security system/ RFID readers & smart cards
- Cargo management & transport system
- Bespoke IT solutions

Selling Points:

- Business & IT transformation and extensive support
- KPIs & business intelligence information

Experion Global

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Ronald Waterman
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Foundation Building with Nature / DataTransmissie

Foundation Building with Nature is dedicated to finding answers to the question how can we – by creating added value – develop well-balanced and integrated solutions in the fields of space, economy and environment to existing and future problems in vulnerable densely populated areas.

Founding father Prof. Dr. Ronald E. Waterman is a specialist with 35 years of worldwide experience in the field of integrated multifunctional sustainable coastal & delta zone development based on the principle of Building with Nature®, using methods that at the same time strengthen the economy and improve the environment, while ensuring an optimal use of the available space. The foundation is also active in the fields of bio-based economy & infrastructure: roads, railways, pipelines and waterways, including Aquapuncture®, aiming at the sustainable use, adaptation, experience and management of inland waterways and their waterfronts for safety, navigability & regional, socio-economic development, while improving environmental values & nature.

Products and Services Offered:

- Building with Nature®
- Aquapuncture®

Unique Selling Points:

- More than 35 consecutive years of services in over 55 countries in the field of large and small scale land reclamations based on the principle of Building with Nature®, including sustainable coastal zone development;
- Urban, rural and maritime planning;
- Aquapuncture® - the methodology geared at the optimal use, experience, adaptation and management of inland waterways and their waterfronts for safety, navigability, economy, employment, environment and nature-landscape.



Willem den Ouden

Dean Delta Academy / Managing
Director Centre of Expertise Delta
Technology / Managing Director
Delta Platform



Bert Schollema

Dean, Academy Technology &
Innovation and De Ruyter Academy



Liliane Geerling

Researcher and Lecturer

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HZ University of Applied Sciences

HZ University of Applied Sciences is located in the South West of The Netherlands. With a student population of some 4,800 – 450 international – we are a small-sized university with a personal approach. HZ offers high-quality study programmes. As university of applied sciences we focus on practice-based education and research opportunities. Our close co-operation with the business world, a variety in research centres, and our wide network of partner universities are of paramount importance.

Products and Services Offered:

- 20 Bachelor level programmes, 9 of which are fully taught in English;
- Fields of expertise: Water & Land, Industry & Logistics, Tourism & Business;
- Personal scope, international approach;
- Close collaboration with partner institutes and companies;
- Partner university network;
- 7 programmes: Engineering (Design & Innovation, Commercial, Mechatronics, Process Engineering), Chemistry, ICT, Built Environment, Technical Engineering, Logistics Engineering, Maritime Officer.

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Jan Peters

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Imotec

Imotec develops intelligent automation for maritime applications to increase production, availability and safety. On many ships of major ship owners in the Netherlands and also world-wide Imotec's automation is installed with great satisfaction to the owners. Imotec has worked with university and industry partners in many research projects.

The high-end dredge automation software named Intelligent Dredging Assistant (IDA) delivers monitoring as well as control of the dredging process. IDA combines the strength of practical dredging experience and high-tech systems technology. This innovative dredge automation is based on state-of-the-art software with a track record in high-tech machines and exploits Artificial Intelligence methods as developed together with the University of Twente. Imotec delivers not only automation software and hardware, but also necessary sensors.

Imotec developed an electro-mechanical sensor for measuring the density of (dredging) slurries. Imotec has patented this innovative solution: the Newtonian Density Meter (NDM). It has proven to be an excellent alternative for radioactive density gauges without safety issues. It also has technical advantages that make it more attractive than a radioactive device.

Imotec offers to work with government, dredging companies, inland water and port authorities and shipyards to build or upgrade dredging vessels for Indonesia. With her extensive network Imotec can support from design to commissioning to make dredgers for Indonesia together.

Products and Services Offered:

- Intelligent Dredging Assistant
- Newtonian Density Meter

Unique Selling Points:

- Innovative products to optimize dredging performance
- Full support from dredge design, building and maintenance to delivery of equipment and automation



Tina Simbolon
Operating Director

Indo-Ned Consultancy

Indo-Ned Consultancy is the legal business consultant specialist for doing business in Indonesia with Professionals team which renders comprehensive legal services to Clients. Our mission is to provide good legal consultant advice, by increasing trust, success, and confidence for doing business in Indonesia.

Power local connection: Connecting you with the right person, license and the right decision for your company goals.

Time is important in business, we located in the middle of various law-deregulation of government and we leverage on local networking throughout the government, banking, accounting, tax, law, marketing, and government agencies to get the company goals.

Dedicated services:

A LONG TERM Relationship is everything.

Working with INDO-NED CONSULTANCY, you have your dedicated corporate care manager. No more hotlines, no more waiting in the queue.

We have two offices in Indonesia, are Jakarta and Bali. Our Branch Office in Netherlands and The Melbourne United States. Our Clients choose us because we are skilled practitioners who understand their goals, interests business as well as partnering with them to achieve the best solutions.

Our clients come from various countries around the world Asian & Europe. Their company has been scattered in various cities and islands in Indonesia with various types of business.

We create good cooperation system, a good performance, best service, and excellence in everything we do. We get strong ownership in taking care of your company's financials. We make sure that your operational will be processed properly and optimally, Using grants and funds for your industry a well, and Reporting is done by timely and correct.

Global developments require us to increase our knowledge, expanding network business, technology, and investment, which are connected to countries and companies in the world. And it demanded us to always renew in accordance with client needs.

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Indonesia Nederland Society

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Indonesia Nederland Society

The Indonesia Nederland Society or **INS**, established March 2012 in The Hague, is an autonomous organization with a specific purpose.

The mission of the Indonesia Nederland Society is to further and deepen the relationship between Indonesia and the Netherlands in the fields of

- Bilateral Relations
- Economic Development
- Culture
- Education & Sciences.

Indonesia and the Netherlands both benefit from intensifying their mutual relationship and interests. Based on reciprocal respect, the Indonesia Nederland Society contributes to that mutual benefit in easing the bilateral relations wherever and whenever possible, using her influential networks in both countries.

The INS has a Board as well as a Board of Trustees of prominent members in both the Netherlands and Indonesia. Students and young professionals are reached through INYS, the youth affiliation of INS.

Indonesia and the Netherlands share a common past and have many ties in their mutual cultures. Respecting the past, both countries may benefit from knowing each other's cultures and the advantages of intensified bilateral cooperation.

The Indonesia Nederland Society yearly grants the Linggarjati award to a prominent Indonesian and/or Dutch man or woman for his/her merits in promoting good relations between Indonesia and Nederland.

The Indonesia Nederland Society addresses the general public, public opinion makers, private companies and knowledge centers in both the Netherlands and Indonesia.

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ING

ING

ING is a global financial institution with a strong European base, offering banking services through its operating company, ING Bank. ING Bank's 52,000+ employees provide retail and wholesale banking services to 35 million customers across 40 countries.

ING in Indonesia

Since 1990, ING Wholesale Banking (WB) has been established in Indonesia. Operating primarily through ING WB and PT ING Securities, ING has consistently shown strong performance and was recognised in major rating surveys as the Best Foreign Investment Bank by The Asset. Our representative office in Jakarta offers the full range of loan products, corporate finance and financial market expertise, and has strong credentials in a large range of products and services, including merger and acquisitions advisory, structured finance, loan syndications, DCM (Debt Capital Markets), and fixed income research.

With its worldwide office capabilities, ING WB Indonesia is ready to assist you in all of your international banking and financial requirements when and where you need it. As a proactive banking partner, we understand the challenges our clients face around the world, and will provide you our full resources in order to help you achieve your goals. Contact us and let us show you how we can help.

- Largest economy in South East Asia
- Strong commitment to local clients
- Strong sector knowledge in natural resources and utilities
- Leveraging award-winning expertise

KNEPPELHOUT KORTHALS LAWYERS



Marc Padberg
Attorney at Law



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Kneppelhout & Korthals

Imagine, obtaining first hand legal advice on doing business in Indonesia by simply dialing a Rotterdam telephone number! This is for real.

In cooperation with ASEAN law firm DFDL, Rotterdam based law firm Kneppelhout Korthals has obtained a significant presence in Asia, in particular also in Indonesia.

DFDL is an award winning international law and tax advisory firm which focuses on emerging markets in Asia. With more than 120 legal and tax advisors, DFDL has its roots in emerging markets in Asia with 13 offices in 9 countries, including most ASEAN countries and Bangladesh.

Marc Padberg is a seasoned commercial Lawyer, with expertise in most of the legal issues relating to Joint Ventures and other Partnerships, International Trade, Logistics (Sea, Air & Road), Maritime and Off Shore respectively Port Operations.

Marcus Collins is a Dutch national and has worked as a lawyer in SE Asia during the past 26 years. He started his career in SE Asia in Jakarta and subsequently worked in Thailand, established a Myanmar office and since 2014 is again heading the Indonesia business unit for DFDL. DFDL's affiliate in Jakarta is Mataram Partners.

Marcus will be working from the Kneppelhout offices when in Europe alongside an Indonesian associate Adindya Pratidina.



Jan Looman
Director Business Development



Aernout Bouwman-Sie
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Logistic Hotspot Rivierenland

Logistic Hotspot Rivierenland (LHR) offers companies looking for expansion on the European market a one-stop shopping concept, dealing with any question these companies may have and more importantly, offering solutions. Two years ago, LHR started preliminary talks with the Port of Cikarang and Jababeka, to intensify their cooperation in the field of Seamless Chain Logistics using inland hubs (dry ports) in an integrated logistics system.

LHR is part of Logistics Valley and is located on the main European transport vein, the Rhine Alpine corridor, that links Rotterdam Harbour & Amsterdam Schiphol Airport to the German and Central-European hinterland. Gelderland is exceptionally well connected by water, rail and road.

The Logistics Valley Gelderland alliance consists of Logistics Hotspot Rivierenland, Logistics Expertise Centre Nijmegen Region and Logistics Expertise Centre Liemers. This is a triple helix cooperation between local and provincial government, the educational sector and many companies, to develop a smart corridor.

The aim is to promote the great opportunities this region has to offer to both national and international companies focusing on European distribution.

Besides its strategic location and a good business climate, the logistics sector is in full swing. Joint ventures are working on innovation in organizing, planning, directing and implementing flows of goods, for instance, the emergence of e-commerce or the improvement of the logistics providers' service. We use knowledge, money and our (international) networks to that end.

Logistics pre-eminently fits a sector that runs on cooperation and cluster formation, and is cross-border by nature.

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Maritime by Holland

Maritime by Holland: High Tech, Hands On

The maritime sector has been a significant part of the Dutch business community for centuries thriving on the core principles of cooperation, innovation and entrepreneurship. Over the years, the sector has become a global leader in delivering innovative solutions to the international markets.

Stichting Nederland Maritiem Land (NML) is an organisation that connects twelve maritime sectors: ports, offshore, maritime suppliers, shipbuilding, ship operating, dredging, maritime services and knowledge institutes, inland shipping, Royal Navy, yachtbuilding/watersportsindustry and fisheries. Together, this 23.7 billion euro industry comprises 12,000 companies employing more than 265,000 people.

NML facilitates the Dutch maritime network. It is a market-driven initiative that was created in 1997 following a re-energised national shipping policy. Its core aim is to unite the various maritime sectors and link them with government and academia. Doing this allows the creation of joint initiatives which strengthen individual sectors and promote the Netherlands as a significant maritime nation. Knowledge sharing across the network is facilitated to mutual advantage.

A privately funded organisation, NML seeks to co-finance a range of projects to further the interests of the Dutch maritime community. It is governed by a board of directors selected from the network to provide a range of skills that reflect the entire spectrum of the membership.

Unique Selling Points:

- It is the catalyst for cooperation between sectors and also with government and knowledge institutions.
- This gives a level of buy-in and encourages a feeling of "togetherness" which delivers strength.
- Leading Dutch maritime firms are members alongside maritime SMEs and trade associations. The vast expertise and experience within the network is second to none.



Werner Meijer
Managing Director

Midl Logistics

Midl Logistics Netherlands - Your Gateway to Europe!

In the heart of your Supply Chain. Between supply and demand, between production and delivery, between you and your customers.

That's where you 'll find us. From here we orchestrate a worldwide web of Logistical connections.

Midl Logistics is a completely independent logistics service provider, located in the 'Logistics Valley', with more than 20,000 square metres of modern warehousing facilities.

We offer customer oriented solutions in the field of Warehousing, Value Added Logistics and Supply Chain Management. Our "Cross Chain Control Center" will be in control in coordinating your logistic needs.

Midl is fully AEO certified, which means we have all the required licenses at our disposal to complete virtually any common customs matters. This certification allows us to organize any required documents you need for an efficient logistical solution and importing goods.

Our independence and our well established network worldwide, enables us to offer tailor made logistics solutions.

Focused on solutions, powerful and creative under all circumstances! And all with a personal touch, that's our mission!

Product & Services:

- Warehouse & Contract Logistics
- Roadfreight
- Seafreight
- Airfreight
- Customs Clearance
- Value Added Logistics
- E-Commerce

Midl Logistics

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Willem Renema
Senior Researcher / Group Leader
Marine Biodiversity

Naturalis Biodiversity Center

Naturalis Biodiversity Center (Naturalis) manages the Dutch natural history collection which, consisting of more than 40 million specimens, is globally one of the largest and most important of its kind. Images and other collection data of more than 8 million specimens have been made available online, facilitating targeted access to the collections and enabling research at a distance. State of the art laboratories and IT capabilities complete the research facility.

In collaboration with other Dutch and international research groups, and increasingly with industry and with NGOs and governmental agencies, about 100 Naturalis researchers engage in both fundamental and application-oriented biodiversity research. Naturalis ensures that taxonomy and systematics remain structurally embedded in university curricula and research programmes in the Netherlands.

In Naturalis' natural history exhibitions, the public discovers both the vast array of life forms in the past and present and the biological and geological processes behind this diversity. Currently in the process of being fully renovated, the museum will reopen in 2019. A temporary exhibition centred on a very well-preserved T rex skeleton sustains the interest in life's history. Large scale education and public outreach programmes further understanding of both biodiversity and the processes of scientific research itself.

'Marine Biodiversity' is one of six research groups at Naturalis. We focus on past, present and future effects of climate and environmental change on marine ecosystems. Key topic is training by research of the ecology of tropical coastal environments, among which coral reefs.

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Lieselotte Heederik
Co-Founder & Director Business
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Nazava Water Filters

Nazava Water Filters is a brand of PT Holland for Water. Our mission is to provide Safe and Affordable Drinking Water to Everyone, Everywhere.

Nazava enables households to purify their tap or well water without the need to boil or use electricity. The filtered water comes at 3x the costs of boiling and 9x the costs of buying bottled water.

We provide the 150 million Indonesians living below 7usd/day with the most affordable and safest household water filters available on the market.

The water filter housings come in a broad range of different colors, shapes and capacity, answering to different needs and demand among different income groups. Nazava's main product line is the Bening Series that offers a smart design for a price that our target group is able and willing to pay. Our filters are sold through our extensive network of over 150 resellers which are spread all over Indonesia. The water is tested in over 30 national and International labs and complies to the Indonesian standards for drinking water. Besides Indonesia, Nazava also has clients in the Philippines, Nepal, Mozambique and Burkina Faso.

Products and Services Offered:

- Household water filters
- Whole house water filters
- Community water filters

Unique Selling Points:

- We are the only provider of household water filters in Indonesia for our target market
- Nazava provides a whole range of products, responding to the needs of every households
- Over 150 sales agents all over Indonesia
- Winner of numerous international awards in the Netherlands, UK and USA

Nazava Water Filters

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Netherlands Water Partnership

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.

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!



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Paques

Paques: leading in biological wastewater and gas treatment Paques has over 30 years experience in helping industries and municipalities to reduce their water and carbon footprints and reclaim valuable resources. The cost-effective effluent purification systems produce energy from wastewater, whilst purifying the water and facilitating water reuse. Since 1980, Paques realised more than 2000 references worldwide. Besides the headquarters in The Netherlands, Paques has subsidiaries and/ or production locations in China, Brazil, United States of America, India and Malaysia. In many other countries, the company is represented by licensed partners. This ensures local presence and the best service for clients worldwide.

Products and Services Offered:

Water is essential in the production of all kinds of goods and energy, for socio- economic development and for maintaining healthy ecosystems. Paques provides biotechnological processes to purify wastewater and gas streams and offers a wide range of products. Among other systems, Paques delivers:

- **BIOPAQ®:** Organic compounds are converted to biogas by bacteria: get green energy from wastewater.
- **THIOPAQ®:** Biogas desulphurization: Deep hydrogen sulfide removal from biogas at high uptime enables industries to meet stringent gas quality requirements.
- **ANAMMOX®:** Sustainable nitrogen removal The ANAMMOX® process is a very cost-effective and sustainable way of removing ammonium from effluents and ammonia from waste gas.

Unique Selling Points:

- Biological processes contribute to a better environment, revitalizing resources is the future of mankind.
- Market leader in biological wastewater and gas treatment: 2000 references worldwide in several industries
- Dutch professionals, based in the Netherlands and in world-wide subsidiaries. Local presence ensures the best service for clients worldwide. Continuous innovation and development of new purifying systems.



Else Bos
CEO PGGM



Eloy Lindeijer
Chief Investment Management PGGM
Member of the Executive Committee
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PGGM

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PGGM

PGGM is the cooperative pension investor in the Netherlands, with roots in the pension industry for almost 50 years now. PGGM offers pension administration services and asset management to Dutch pension funds.

PGGM's mission is to create a valuable future for everyone. We believe a good pension is more than just a sufficient post-retirement income. In line with this, sustainability is important to us. As a responsible investor, PGGM is one of the thought leaders globally.

PGGM has 9 Dutch pension funds as clients, servicing 2.8 million participants and managing about 200 billion euro of assets globally in different markets.

As part of the pension administration services we offer, communication with the participants is one of the unique selling points of PGGM, especially the personal contact we offer.

As an asset manager, we offer both fiduciary and asset management services. Our long track record in the pension industry makes PGGM a reliable and knowledgeable fiduciary advisor for pension funds. As a large asset manager, we have access to interesting investment opportunities across the globe. Being a cooperative pension investor, we have created asset pools (investment funds) for our clients to create a joined platform in which to invest. We can thus offer our clients attractive investment results at a low cost base. Our private markets platform is unique in the Netherlands and can compete with the best asset managers worldwide. We manage approximately 50% of our assets internally. We select and monitor external partners to manage the balance of our assets.



Allard Castelein
CEO



René van der Plas
Director of Port of Rotterdam
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Willem Dedden
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Port of Rotterdam Authority

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Port of Rotterdam Authority

The **Port of Rotterdam Authority** manages and develops the port and industrial area of Rotterdam and is responsible for maintaining the highest safety standards. It operates according to the landlord model, meaning that it leases plots to terminals and industries, but it does not handle cargo itself. With an annual throughput of 460 million tons, the port of Rotterdam is the largest in Europe. The port and industrial area are home to around 180,000 direct and indirect jobs. The area contributes around EUR 21 billion to Dutch GDP.

The Port of Rotterdam Authority is developing a World Port Network to generate new business opportunities around the globe and promote trade with Rotterdam. By bringing its commercial network, quality standards and expertise to growth markets, Port of Rotterdam helps ports across the world to achieve their maximum potential. Port of Rotterdam has founded a subsidiary in Jakarta and is involved in port development projects in different parts of Indonesia.

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Province of Gelderland

The **province of Gelderland**, receives money from central government to carry out various tasks, covering 7 areas:

- Spatial Development (sustainable living environment and water management).
- Environment and climate and promoting sustainable energy.
- Area warden for the rural area.
- Mobility (road infrastructure, public transport, cycling policy) and logistics.
- Regional Economy: aim for a favourable business climate for companies and employees.
- Cultural infrastructure and preservation of historic buildings and sites.
- Look after quality of public administration.

Gelderland links the mainports of Rotterdam & Amsterdam/ Schiphol Airport with the German & Central-European hinterland. This favourable geographic location with good intermodal connections is attractive to international companies for their headquarters, whether regional or international. Gelderland is situated on the main European transport corridor, the Rhine Alpine Corridor (Rotterdam-Genoa) which runs, as the North Sea Baltic Corridor, through Gelderland.

In an international context, we reinforce this location and take part in the European Grouping of Territorial Cooperation/EGTC for the Rhine Alpine corridor, with Conny Bieze as president.

Conny Bieze, since April 2011 Regional Minister and a member of the Provincial Executive Board¹ is responsible for actions on mobility and logistics. The current implementation programme Logistics and Goods Transport 2016-2019 aims for a healthy business climate, promotion of innovations, knowledge sharing, sustainability, and investment in infrastructure (terminals and quality connections). The Logistics Valley partnership is a very important joint venture in this context.

¹) Provinces have an Executive and a Council, chaired by a King's Commissioner. Councils consist of directly-elected representatives.



Ton Wouterse
Senior Banker Maritime Industries
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Stefan Ekkels
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Rabobank

Rabobank Group is a Dutch multinational banking and financial services organisation headquartered in Utrecht, the Netherlands. The cooperative structure and history of this bank has earned it a ranking in the list of world's safest banks for over a decade. Rabobank services approximately 10 million clients in the Netherlands and conducts business in over forty countries worldwide.

Rabobank offers a comprehensive range of financial products and services in all sectors in the Netherlands, including Maritime and Offshore. Internationally the bank has a strong reputation for its coverage of the Food & Agri value chain. Furthermore Rabobank is able to offer all its clients a strong global network to service their banking needs. Being the only Dutch bank with presence in Indonesia, Rabobank is your reliable business partner that offers peace of mind and confidence away from home since 1990. Our International Desk offers you a warm welcome, as they help you bridge any cultural and language gap by employing both Dutch and Indonesian bankers to service large corporates and SMEs. They do this with a full-range of services, leveraging their 800+ local employees and by offering their worldwide network including embassies and chambers of commerce.

As a socially responsible bank, Rabobank is committed to contribute to welfare, sustainability and solving the global food problem. Next to a group wide charity fund, which spends 1% of their annual profit, Rabobank Foundation is actively advising and financing small cooperatives for instance by supporting Rabobank's 'from farm to fork' approach.



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Royal BAM Group

Royal BAM Group is a successful European construction group with operating companies in the Netherlands, Belgium, the United Kingdom, Ireland, and Germany. BAM has a leading market position in these home markets. Worldwide, BAM International carries out specialised construction and infrastructure projects in niche markets. Presently, these activities are focused in five geographical areas; Africa – Americas – Asia Pacific – Australia – Middle East/ Gulf States.

In its home markets, BAM offers customers an extensive range of products and services in four sectors: construction and mechanical and electrical services, civil engineering, property and public-private partnerships.

Internationally, BAM exports the full capabilities of the Group by offering product led services through its country-based network.

BAM employs around 21,500 people. Its shares are quoted on Euronext Amsterdam. The turnover 2015 is approximately €7.4 billion.

BAM presence in Indonesia

The history of the Group's construction activities in the area Asia Pacific goes back to the early twentieth century, when Netherlands Harbourworks executed projects in China and Indonesia.

Since the early 1970s BAM has successfully extended its civil engineering activities into other countries in the area. Over the last 45 years, many marine and building projects have been designed and constructed by BAM International's subsidiary BAM Indonesia, with its office in Jakarta.

Employing over 400 staff in Indonesia alone, BAM's focus is to contribute to Indonesia's fast growing economy and to assist actively with the expansion of the Indonesian marine and civil infrastructure.



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Royal Boskalis Westminster

Royal Boskalis Westminster is a leading global services provider operating in the dredging, maritime infrastructure and maritime services sectors. The company provides creative and innovative all-round solutions to infrastructural challenges in the maritime, coastal and delta regions of the world with services including the construction and maintenance of ports and waterways, land reclamation, coastal defense and riverbank protection. In addition, Boskalis offers a wide variety of marine services and contracting for the oil and gas sector and offshore wind industry as well as salvage solutions (SMIT Salvage). Furthermore, Boskalis has a number of strategic partnerships in harbour towage and terminal services (KOTUG Smit Towage, Keppel Smit Towage, Saam Smit Towage and Smit Lamnalco). With a versatile fleet of 1,000 units Boskalis operates in around 75 countries across six continents. Boskalis has over 8,200 employees, excluding its share in partnerships.

Boskalis in Indonesia

PT. Boskalis International Indonesia was established in 2001 according to Indonesian rules and regulations, with a permanent office in Jakarta. Over the years, PT Boskalis International Indonesia has completed over 15 large scale projects amongst others in Java, Kalimantan, Riau, and Sumatra. These projects range from capital dredging of navigational channels and pipeline trenches to large land reclamations for ports, real estate developments, refineries and power plants.

Current projects in progress are two large scale reclamation projects for real estate developments in Java and Sulawesi and active contribution to the Building with Nature mangroves project in Demak, of which Boskalis is a founder.

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Royal HaskoningDHV

Royal HaskoningDHV is an independent, international engineering and project management consultancy. Over the past 135 years our professionals have delivered consultancy services in the fields of aviation, buildings, energy, industry, infrastructure, maritime, mining, transport, urban and rural development and water. Backed by expertise and experience of over 6,000 colleagues worldwide, we work for public and private clients in over 150 countries. We understand the local context and deliver appropriate local solutions.

We aim to minimise our impact on the environment by leading by example in our projects, our own business operations. By showing leadership in sustainable development and innovation, together with our clients, we are working to become part of the solution to a more sustainable society now and into the future.

Our head office is in the Netherlands, other principal offices are in the United Kingdom and South Africa. We also have established offices in Indonesia, Thailand, Vietnam, India and the Americas; and we have a long standing presence in Africa and the Middle East.

Royal HaskoningDHV has been established in Indonesia since 1973. We deliver services in the field of architecture, engineering, consultancy and project management. We are proud of our 40 year old solid base which has given us an impressive portfolio based on our sound understanding of both global and local issues, conditions and legislation. We are currently advising the Indonesian government on a 5-year programme on how to improve access to sanitation and clean water country-wide under the USDP Program; and on the country's biggest issue: flood, water resource management and also electricity through the Hydropower project currently ongoing.

We support private parties in the manufacturing industry, ranging from food and beverages, pharmaceuticals and others with their investments into Indonesia with their manufacturing facilities throughout the archipelago.

Royal HaskoningDHV

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Arjen Verhoeff
Area Manager Asia/Pacific

Royal IHC

Royal IHC: innovative solutions for maritime service providers

In an ever-changing political and economic landscape, Royal IHC enables its customers to execute complex projects from sea level to ocean floor in the most challenging of maritime environments. We are a reliable supplier of innovative and efficient equipment, vessels and services for the offshore, dredging and wet mining markets.

With a history steeped in Dutch shipbuilding since the mid-17th Century, we have in-depth knowledge and expertise of engineering and manufacturing high-performance integrated vessels and equipment, and providing sustainable services. From our head office in The Netherlands and with 3,000 employees working from sites and offices on a global basis, we are able to ensure a local presence and support on every continent.

Dredging operators, oil and gas corporations, offshore contractors, mining houses and government authorities all over the world benefit from IHC's high-quality solutions and services. With our commitment to technological innovation, in which sustainability and safety are key, we strive to continuously meet the specific needs of each customer in a rapidly evolving world.

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STC-Group Holding

STC-Group Holding is a member of the STC-Group. The STC-Group consists of a group of companies, institutions and departments offering education on pre-vocational, secondary vocational, higher vocational and master of science level for the entire shipping, port, and transport and logistics chain as well as for the port-related oil and chemical industry to educate (future) professionals.

The STC-Group Holding has stakes in several international companies, including STC which provides corporate training and courses for companies, institutions and private individuals. The STC-Group Holding has branch offices in South Africa, Oman, Vietnam and the Philippines. Furthermore, the STC-Group Holding participates in activities in Kazakhstan, Colombia and Mozambique.

The STC-Group Holding provide and migrate prime knowledge for the national and international transport and maritime cluster in a sustainable and innovative way in order to bring people, institutions and companies to a higher level of education.

The STC-Group Holding does this by offering and transferring first class knowledge via education, training, consultancy and applied science. Worldwide this is done by using the latest evidence-based techniques and methods within the whole STC-Group. STC-Group Holding act accordingly in a number of countries. STC-Group Holding is present in and serving the continents of Europe, Africa, Asia and Latin America.



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Sweco Nederland

Sweco: offering urban (re)development opportunities

From 2050 onwards the number of people living in low-lying delta cities is expected to increase by as much as 70%. These densely populated cities will become extremely vulnerable to climate change. Space is limited, therefore technical expertise as well as creative spatial design will be required to find and implement solutions. Sweco offers an integrated approach to help cities become climate adaptive. Solutions should not be purely technical, but add value to the quality of life at the same time.

Sweco plans and designs the communities and cities of the future. Our work results in sustainable buildings, efficient infrastructure and access to electricity and clean water. With 14,500 employees in Europe, we offer our customers the right expertise for every situation. We carry out projects in 70 countries annually throughout the world. Sweco is the leading architecture and engineering consultancy in Europe, with sales of approximately € 1,7 billion (pro forma 2015).

A typical example of our approach is the development of the National Capital Integrated Coastal Development master plan to protect Jakarta from sea-driven flooding. Sweco's approach of the master plan is to link water management to socio-economic improvements and investments. Solutions for sanitation, traffic congestion, water supply and controlled urban expansion offer Jakarta a new perspective for the future.



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The Ocean Cleanup

About 8 million tons of plastic enters the ocean every year. Part of this plastic accumulates in 5 ocean garbage patches, the largest patch is between Hawaii and California. Plastic pollution doesn't only endanger marine species, but also carries pollutants into the food chain – a food chain that includes us. Plastic doesn't go away by itself. The ocean is so big that cleaning it was deemed impossible. It would take thousands of years, tens of billions of dollars and vast amounts of energy to complete.

One simple idea changed all this: why move through the ocean, if the ocean can move through you? The Ocean Cleanup develops a passive technology to rid the world's oceans of plastic. By acting like an artificial coastline, we passively concentrate the plastic by orders of magnitude, 100% powered by ocean currents. Instead of using nets, The Ocean Cleanup uses solid screens which catches the floating plastic, but allows sea life to pass underneath with the current. The barrier will be oriented in a V-shape, which diverts the plastic towards a central collection point.

The Ocean Cleanup team works to make this possible. We conduct oceanographic research, we have engineered scale models and a prototype. We are now preparing for our pilot. Its deployment is planned for end of 2017. Besides working on our ocean system, we devote some resources to investigate spin off river cleanup solutions to prevent further influx. The Ocean Cleanup is a non-profit foundation and is headquartered in Delft, The Netherlands.



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Tideway

Tideway Offshore Solutions is a Dutch specialist marine contractor, providing total offshore solutions for the renewable power generation & transportation market as well as the oil & gas industry.

Our offshore specialized activities include:

- Cable installation
- Installation of offshore wind turbines
- Rock placement
- Landfall construction
- Dredging shore approaches, trenching and backfilling
- Offshore platform ballasting by rock placement
- Preparing, connecting, protecting and stabilizing pipelines
- Deep sea mining operations

Tideway, being awarded the “Best Performing Employer 2016 in sector of hydraulic engineering in The Netherlands” employs over 350 staff, young, talented and professional, to support a fleet of DP2 fall-pipe vessels which currently includes the ‘Flintstone’, ‘Rollingstone’ and ‘Seahorse’ as well as DP3 MPV vessel “Living Stone”, the world’s most advanced multipurpose vessel with highly innovative cable-laying capabilities.

Being an integral part of the international DEME-Group, Tideway also operates trailing suction hopper dredgers, cutter suction dredgers and backhoe dredgers which can be applied for landfall projects and submarine pipeline burial works in shallow- and deep waters. In addition, Tideway has access to the group’s in-house expertise and resources to handle all its offshore specialized activities.

From its offices in Breda in the Netherlands, Tideway services local and international renewables energy clients, oil & gas operators and EPC contractors worldwide.



William van Niekerk
Chairman Internationalisation,
Export and Promotion

Topsector Water

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.

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Amelia Lukmanto
(Water) Urban Designer

Urban Design ANL

We operate in The Netherlands and Indonesia (mostly in Jakarta). ANL has collaboration with various spatial advices and landscape, architecture and engineers companies. Depending on type, scope and scale of the project, ANL operates across various disciplines.

We offer a sustainable solution for each project. Each project is unique and is not only a design; it also embodies the strategic thought behind it. Our approach takes the long term perspective.

ANL focuses on projects from city level to neighbourhood level. We specialise in the following product fields:

- Master plan/Vision
- Urban planning
- Urban constraints
- Spatial support
- Building plan guidance/supervisor
- Subdivision plan
- Furnishing plan
- Mass Study

Unique Selling Points:

- Specialized in water-related projects; water housing, development areas on islands, city developments around/along/on the sea line (sea defenses), maintenance/transformation of city canals and how to integrate them into the urban structure, strategic and sustainable solutions for flooded areas (not only from the technical side but also spatially integrate it into the urban structure).
- ANL is a Dutch Urban Design firm who has an enormous knowledge and experiences about Indonesian Urban culture and how to work well with the Indonesian community. We are working with a Dutch yardstick. We are a great intermediary designer between these two cultures.
- Creating a sustainable spatial solution and generating the re-newable energy into design and every approachment as much as possible.

More information: www.bureauanl.wixsite.com/bureauanl

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Marjolein Roorda
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UTS Verkroost

UTS Relocation Services

Operating from more than 1.000 locations all over the world. A worldwide network of professionals and multi lingual staff as your personal relocation coach.

UTS and its Unique Total Service:

- Extensive package
- Handyman service
- Customs formalities
- Shipping world wide
- Project management
- Installation (ICT hardware)
- Cleaning
- Storage in bonded warehouses all over the world.

UTS Verkroost is one of the main partners operating from the Netherlands.

Also specialized in

- Project Relocation specialty in the governmental section and offices
- Hospital Relocation (care and cure)
- Industrial Relocation including shipping of machinery world-wide.

One of the main players in the Dutch relocation market. UTS Verkroost has a long history of experience. The company is established in 1926. A "hands-on" mentality with the best quality according ISO 9001-14001 and OHSAS standards. We act according to the "Golden standard" and we give a high priority to corporate social responsibility.

The combination of national and international relocation and specialized project relocation makes UTS Verkroost the best Partner for all your relocation opportunities.

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Van Hall Larenstein University of Applied Sciences

Van Hall Larenstein University of Applied Sciences is an international green knowledge institute that combines education, delivered by passionate experts, and applied research within the various professorships. We train our students to become responsible and proactive professionals, who make a positive contribution to a sustainable society. Van Hall Larenstein (VHL) University of Applied Sciences offers a wide range of English taught Bachelor programs, professional 1-year Master programs, Associate degrees and courses and conducts applied research at its locations in Leeuwarden and Velp. VHL aims to be an international university of applied sciences with an internationally oriented study environment. We are an University of Applied Sciences, which helps the public, government and business to answer social and economic questions which can be implemented immediately.

In Indonesia we are currently setting up strategic cooperation with Indonesian universities like Institut Teknologi Bandung (ITB) and Bogor Agricultural University (IPB) to cooperate on education and applied research in Living Labs. A Living Lab is a setting in which participants (including students, teachers and researchers) are collaborating with entrepreneurs, NGOs and governmental organizations and are working together on new, sustainable, solutions and innovations in a realistic and professional context.

In Bandung we are cooperating with ITB on water management issues in Living Lab Water Bandung <https://sites.google.com/site/waterhealthdevelopment/home>. These living labs are a part of the Living Lab Water Indonesia <https://www.facebook.com/livinglabwaterindonesia/>

In Bogor we are cooperating with IPB on agribusiness, animal husbandry, food and technology, forestry and sustainable palm oil. We intend to set up joint education and cooperate in living labs like Sustainable Forestry and Agrologistics.

We would be pleased to explore the opportunities with you, to cooperate in these living labs.



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Van Oord Dredging and Marine Contractors

Van Oord is a leading international contractor specializing in dredging, marine engineering and offshore projects (oil, gas and wind). We are an innovative partner for our clients and, for over one hundred years, have been helping to create the infrastructure for the world of tomorrow. Van Oord provides innovative solutions for worldwide maritime challenges, both now and in the future. Van Oord is a Dutch-based, independent family business, which is characterized by a long-term vision and a sound financial position. Our staff, approx. 5000 are committed, entrepreneurial professionals who are passionate about water and technology. They know the importance of cooperation in achieving the best possible result. Being open and honest, they build on mutual trust and respect.

Our activities in Indonesia

Van Oord's involvement in projects in Indonesia is spread geographically and varies from regular maintenance to port development and land reclamation for urbanisation.

Maintenance: In 2015 Van Oord completed maintenance work on the access channel to the port of Bengkulu in Sumatra.

Port development: currently we are deepening the port and reclaiming land for a new terminal area in Tanjung Priok, Jakarta, the largest container port in Indonesia. In 2015 and 2016 we have executed several capital dredging and maintenance projects in the port of Surabaya (Western Access Channel).

Land reclamation: In 2013 and 2014, Van Oord reclaimed the first Island for Kapuk Naga Indah in Jakarta Bay. Early 2015 the Van Oord-Boskalis J.V. signed a contract for the Design and Construction of Pluit City (Island of 160 Ha) for Agung Podomoro Land.

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Cindy Visser
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Visser Duiven

Visser Duiven is a reliable family business with nearly 100 years' experience in logistical services. We are specialized in fine grained pallet and package distribution throughout the Netherlands and we are taking over the responsibility for the logistics of a growing number of companies in the Netherlands and abroad. You have the guarantee that your consignment will be delivered to any destination in the Netherlands within 24 hours.

Our activities are well organized and standardized as much as possible in order to achieve high speed services. We provide distribution from one depot in Duiven, near the German border, which is a favorable location in order to distribute your shipments with our own people and trucks.

In addition to extensive possibilities in the field of transport, we offer excellent facilities for the storage of your goods. A modern warehouse with the necessary security and infrastructure guarantees safe and accurate storage.

Why do customers choose for Visser Duiven?

- Reliable family business with 160 motivated employees
- Favorable location in the Netherlands
- Comprehensive distribution network with one cross dock
- Whole Netherlands coverage
- Service with own people and trucks
- Track and Trace possibilities

We play a significant logistical role in meeting the wishes of various organizations. In addition to every imaginable logistical facility, we offer something special: the close and comforting feeling of having a logistical partner that will take care of your assignment like a trustworthy 'paterfamilias'.

Visser Duiven
Throughout the Netherlands, around the clock

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Wetlands International

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Wetlands International

Wetlands International is an independent not-for-profit organization active in 100+ countries to safeguard and restore wetlands for people and nature. We are deeply concerned about the loss and deterioration of wetlands such as lakes, marshes and rivers, because wetlands are vital in the context of water security, biodiversity, climate change and sustainable development.

We work through 16 offices, with our headquarters in the Netherlands, and have been active in Indonesia since 1983. In collaboration with partners like CARE and Red Cross, we integrate ecosystem-based approaches into disaster risk reduction and climate change adaptation. Building with Nature is a promising model, as it uses ecosystem services as a basis for hydraulic infrastructure. We are a member of the Ecoshape consortium to develop and share knowledge about Building with Nature. Together with Ecoshape members and the Indonesian government we implement a large pilot in Central Java to halt coastal erosion, with the aim to inspire replication across Indonesia and beyond.

Products and Services Offered:

- We build and share knowledge to stimulate effective policies, practices and investments.
- We facilitate community-based initiatives to manage wetlands to secure their values and services.
- We maximize impact through strategic partnerships with governments, knowledge institutes, civil society organisations, communities, donor organisations and selected corporates.

Unique Selling Points:

- Wetlands International is the leading global NGO working to safeguard and restore wetlands for people and nature
- Through our network we combine local experiences and successes to influence national, regional and global policies, practices and investments
- Our programs achieve major conservation as well as development benefits

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Witteveen+Bos

Witteveen+Bos, established in 1946, is an international consultancy firm with Dutch origins. Witteveen+Bos has over 1,100 employees, based in six cities in the Netherlands and more than ten international offices throughout Europe, Middle-East and South-East Asia (Indonesia, Singapore and Vietnam).

Witteveen+Bos offer its clients value-added engineering consultancy and design services. We deliver reliable quality solutions built on knowledge, experience, intellect and social insight. Professionalism, respect and integrity are our core values.

Over the past 70 years, Witteveen+Bos has grown into a leading independent consultancy and engineering company. We are committed to excellence as a key to developing sustainable innovative solutions for today's competitive international market while maintaining a culture of entrepreneurship and trust to foster talent development and growth. Our code of ethics lay out principles for doing business fairly and defines our standards and values.

Witteveen+Bos provide professional services in a wide variety of projects requiring different areas of expertise. In order to stay abreast with new challenges and developments in these different areas of expertise and to ensure an effective management and coordination of our services, we are organized in four business lines: Built Environment, Delta, Coasts and Rivers, Energy, water and environment and Infrastructure and Mobility.

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Notes

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