

Netherlands Economic Mission to Australia

31 October - 4 November 2016





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The Netherlands

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Foreword



It is an honour to lead this trade mission to Australia, parallel to the state visit of Their Majesties King Willem-Alexander and Queen Máxima. This year marks the 400th anniversary of Dirk Hartog's arrival in Western Australia, as one of the first Europeans to set foot on Australian soil. This anniversary is an opportunity to celebrate the long-standing ties between the Netherlands and Australia.



Relations between the Netherlands and Australia are excellent. The Netherlands consistently ranks among the five largest investors in Australia, yet many Australians are unaware that several well-known large companies in Australia are in fact Dutch or have Dutch roots. For Australia, the Netherlands is the second most important market in Europe.

The Netherlands is committed to an intensive, long-term economic relationship with Australia. By means of cooperation and the exchange of knowledge and technology, we aim to find solutions to the major challenges facing the world today. We are therefore proud to be accompanied by an extensive delegation of Dutch businesses and knowledge institutions, representing an impressive cross-section of our country's innovative expertise in fields including smart city development, health, food production and horticulture, smart logistics, sports and water management. The delegation will visit several states in Australia to explore the scope for creating synergies with our long-standing Australian friends, exchanging knowledge and developing solutions to the challenges facing both our countries. Innovation is key to meeting these challenges, and both our countries want the exchanges of experience and knowledge to boost collaborative innovation.

Australia and the Netherlands have similar views on international issues such as free trade, peace and security. We uphold the same principles and strive to improve trading and investment conditions for our companies all over the world. Our countries also maintain close cultural ties for many reasons, not least because many Australians have Dutch roots. Around 160,000 Dutch people emigrated to Australia between 1947 and 1971.

We therefore have good reason to feel confident about this mission. Let's ensure that the results strengthen our bilateral economic ties and help broaden and deepen our already strong relationship in the years ahead. I would like to wish all the participants an inspiring and successful mission.

Lilianne Ploumen

Minister for Foreign Trade and Development Cooperation

Henk Kamp

Minister of Economic Affairs

Foreword



Australia and The Netherlands have always maintained a good relationship. Established long ago and intensified in the last century by all the Dutch who choose Australia as their homeland, both countries have developed strong bilateral economic relations in the last decades.

I see a lot of reasons to further strengthen this relationship and the conditions to accomplish these goals are excellent. Both of our countries might be geographically on a large distant, culturally we are close neighbours.

The Netherlands, although relatively small in surface and population, is a mid-sized economy with a very high standard of living and a surprising entrepreneurial spirit. Together with the main port function that The Netherlands have in Europe, it has an outstanding economic position in Europe and the world.

The visit of King Willem Alexander and Queen Maxima of The Netherlands, is combined with an economic mission of a large business delegation, representing a variety of relevant sectors such as agri-food, horticulture, logistics, life Sciences and health, smart cities and sports as well as representatives of some of the largest enterprises in The Netherlands.

This mission provides great opportunities for both governments and businesses to show their potentials. During the seminars, company visits, match making events, the reception at the Sydney Opera House, bilateral policy meetings and focused discussions, Dutch and Australian businesses are able to share their knowledge and aspirations. They also provide an opportunity to show that the Netherlands is for many companies from all over the world the preferred location for production facilities or global or regional headquarters.

Australian-Dutch economic relations have a rich past and a promising future. I encourage businesses of both countries to seek for opportunities to strengthen this relationship even more. I am convinced that this mission will add great value to the process.

Good luck!

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.



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



Australia and the Netherlands:

Teaming up for today's challenges in sustainability

Shared spirits and values

Although geographically far apart, Australia and the Netherlands share a large, common history. Both with an explorative spirit, Australians and the Dutch constantly seek for new, inventive solutions in fields such as logistics, agriculture and water management. Moreover, on the international stage we also

find common ground when issues such as climate change, international peace and justice and international trade and development are at stake. Especially in this latter field, Australia and the Netherlands recognize the complementarity of each other. This ranges from e-health and smart farming to sport innovations and knowledge exchange.

Strategic partners

Australia and the Netherlands know that they have much to offer to each other on the (socio)-economic front. One could look at Queensland, where Australian and Dutch companies, knowledge institutes and governmental agencies work in partnership to tackle the risk of floods, at the same time securing economic and societal value. Other examples would be the gateway function that both countries have in their respective regions, the shared focus on creating smart and liveable cities or the experience with organizing major international sport events. Moreover, the numbers speak for themselves: more and more Dutch companies operate in Australia and vice versa, while the Netherlands is one of the major foreign investors in Australia. However, these facts are not self-evident. That is why both countries exchange knowledge, experience and people to a high degree.

Teaming up for today's challenges in sustainability

Australia and the Netherlands are faced with the same kind of challenges. Examples are an ageing population, urbanization, increasing effects of climate change and food safety and security. By working as partners, extensively sharing knowledge and experience, innovative and purposeful solutions will be developed that turn these challenges into opportunities. Our understanding of mutual values and beliefs will be instrumental in this regard. By doing so, Australia and the Netherlands will offer cutting-edge products and services that secure sustainable economic development. To this end, it is pivotal to stimulate a steady flow of exchange of people, ideas and expertise. This will unlock new possibilities that deepens and widens the already thriving bilateral economic relation between Australia and the Netherlands.



Company Profiles



Agri & Food

In 2050 there will be nine billion people living on our earth. All those people will need to be fed fresh food and this is a huge problem. But what people must realize is that more than 40% of the crops that grow in our fields do not end up on a plate.



Frank Bakker
Managing Director



Marjon Jongbloed
Independent Commercial Advisor

Contronics makes mist....

We use this natural phenomenon to cool, humidify and disinfect fresh food.

In greenhouses, postharvest chillers, refrigerated storage, transport and supermarket displays.

In slaughterhouses, bakeries and in the food production industry.

Under our mist blanket fresh food stays fresh for much longer. The quality of the product stays high, weight loss and the loss of nutritional value is avoided, shelf times are more than doubled, there is less packaging and energy is saved.

But the most important aspect is that the unnecessary waste flow of fresh food is cut by half.

Our dry misters are unique in the world. Contronics is the only company that develops and manufactures durable systems that can cope with the strict hygiene requirements in food. We are the inventors and world market leader in this field.

A new development is disinfection with mist. We cooperate with companies that manufacture natural and safe disinfectants, like ECAS and bioflavonoids. Combined with our humidification technique food contamination and the growth of mould is prevented. Trials in meat, bread and fruit have shown exceptional results. We are now implementing this revolutionary technique in Europe in the Fresh Demo program supported by the European Commission.

Contronics is the proud winner of the 2012 / 2013 European Business Award and the 2016 Global Food Industry Award.

Contronics Engineering

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Paul Beltman
Sales Manager

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

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

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

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GICOM

GICOM is a leading specialist in the development of computer-controlled climate systems for mushroom cultivation, organic matter processing systems, manure treatment systems and air purification systems worldwide. GICOM creates tailor made systems to meet every processing specification.



Monique Groenenboom
CEO

GICOM is recognised as a reliable partner in the area of composting technology. GICOM offers advice and helps clients achieve their objectives in building composting systems and treating organic waste flows, such as kitchen and garden waste, manure, sewage sludge and biological drying. In each project GICOM provides professional design and planning services on site. GICOM installations are produced at the GICOM Metalworksplant in Biddinghuizen, The Netherlands. Besides own products GICOM Metalworks also produces special aluminium and stainless steel products for a variety of Agro-foodindustry related companies.

The drying and hygienisation of manure in tunnels is a technique developed by GICOM. This technique of drying manure in tunnels is directly applied at Komeco BV, part of the GICOM group. Komeco specialises in processing chicken and cow manure to high-quality pressed composted organic fertilizer pellets which results in a valuable fertiliser.

GICOM technology is based on quality and sustainability.

GICOM

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Gran Fondo

We have developed an outstanding craft beer called **à BLOC**. It is brewed especially for cyclists with only the finest ingredients. À BLOC Bicycle Beer is an unfiltered blond ale, naturally rich in proteins and vitamin B, and with added Alpine Minerals for better recovery.

Cycling is growing exponentially around the world, and the craft beer market continues to expand. With à BLOC, we combine these two trends to create a new niche fusing the cycling and craft beer markets.

à BLOC is about passion, enjoyment, performance, dedication, and friendship. It is about the heroism, the romance and the rich legacy of cycling. It is about achievement, pushing ourselves and challenging each other. It is about enjoying the ride with friends, having fun together and enjoying the good things in life. The shared experiences of cycling enthusiasts grow the à BLOC brand.

We also create an on-line platform facilitating cyclists to share their rides and challenge each other on the most mythical mountain cols (www.wesharetheride.com).

Our marketing and communication strategy links these experiences to the à BLOC brand. à BLOC is the sum of all stories and ties the experiences into our brand identity. With a well-defined customer base in Australia of 2.1 million cyclists good for a total market size of AU\$ 1 billion per year and growing.

We share the ride.

Profile of Commercial Contacts Wanted

- Distribution partners
 - Coverage in Melbourne, Sydney and Adelaide desired.
 - Retail, bars/restaurants, wholesale
 - Premium wines and/premium craft beer or
 - High-end Bicycle products
- Marketing/creative agency for local brand activation (Melbourne, Sydney, Adelaide)
- (on-line)retail partners
- Event organisers (cycling events)
- Investors



MilkWays Holding

MilkWays Holding develops maritime supply chain solutions, consisting of port tank terminals and highly specialized ships, for the transport of large volumes of liquid fresh milk and other dairy related ingredients. The specific solution for milk has been developed specifically for milk over last 2 years in close cooperation with Dutch dairy institution and a large dairy multinational. But most important is that the basic technology (cold & aseptic supply chains) has already been proven by Trilobes in the fresh orange juice market, transporting over 3 million tons annually over the past 10 years.

Milk is a highly regarded and world's largest food product, but it requires up to a 1.000 litres (analyzing the whole chain) of water to produce 1 litre of water. The technology of MilkWays enables to produce milk in region A (with the right resources as water, land, feed), then transport this milk as "raw material" to region B (with large population), where the milk can be locally processed into premium fresh products. MilkWays is currently discussing with various dairy multinationals worldwide, as they want to secure high quality supply of milk in various "milk deficit" regions like Asia.



Diederik Brassler
CEO

MilkWays Holding

Trilobes

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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 Santos, Exxon, Shell, Pertamina, 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 Australia and New Zealand. 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 a raw material for fertilizers.



Joost Timmerman
Managing Director



Philippe Micone
Licensing Manager Asia Pacific

Paqell

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Kees Engwerda
Business Development

Partners Network

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

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

Please feel free to contact us in order to get more specific and personal information.

Partners Network

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Meiny Prins
Chief Executive Officer

PRIVA. Creating a climate for growth

Priva leads the way in the development and production of technology for the optimisation of environmental conditions and process management. Priva provides solutions for horticulture, building automation and anything in between, with a unique combination of software, hardware and services.

Priva products and services are applied in various sectors such as greenhouses, offices and public buildings, urban farming, retail, hotels and open field horticulture.

The family owned company has worldwide offices and training centres, from China to Canada and from Mexico to Scandinavia and Australia. The company is represented in over 100 countries via an international network of certified Priva partners.

In horticulture and agriculture Priva helps entrepreneurs to take further steps in their development. The company always offers the right solution for any growers' ambition. With every step the company takes with their customers, the starting point is: greater efficiency per m2 with less energy consumption and the optimum reuse of water.

Everything Priva does revolves around people. The company encourages the development of their employees, believes in the growth potential of their customers and suppliers, and relies on their strength and dedication. That's what they call: Creating a climate for growth.

More info: www.privagroup.com

Priva

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Rabobank



Eric Saris
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Rabobank

Rabobank Group is an international financial service provider operating on the basis of cooperative principles and dedicated to being a leading customer-centric cooperative bank in the Netherlands and a leading food and agri bank in the world. As a socially responsible bank, we are committed to contributing to welfare and prosperity in the Netherlands and to solving the global food issue.

Rabobank's Banking for Food growth strategy prepares the bank for a greater cause beyond business: we want to contribute in providing enough food sustainably for the world's growing population on less arable land by providing access to finance, access to knowledge and access to Rabobank's global network.

With over 400 offices, serving approximately 10 million customers in more than 40 countries, Rabobank has a large international network through which we can offer a wide range of international products and services on six continents. Each of our offices is locally rooted and consequently knows the local market through and through.

Within Rabobank's international network there are 19 International Desks which are designed specifically to serve Dutch SME's and corporate clients outside the Netherlands. Staffed with employees that speak both Dutch and the local language, the International Desks support our Dutch business customers with growing their business internationally.



Mirjam van Dijk
CEO



Tom Velthuis
International Sales Manager

Royal Duyvis Wiener

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Royal Duyvis Wiener

Royal Duyvis Wiener, founded in 1885, with its head office in Koog aan de Zaan, the Netherlands, is one of the leading manufacturers in the global cocoa and chocolate processing industry. We optimize production processes by supplying new equipment and upgrading existing plants. We reduce production costs by saving energy and minimizing downtime. The Royal Duyvis Wiener group includes: Thouet Lehmann (Germany) JAF Inox (Brazil) Log5 (Koog aan de Zaan) and Royal Duyvis Wiener Indonesia (Jakarta).

The Royal Duyvis Wiener group is well-known across the globe as solution provider in every industrial environment, particularly in the cocoa and chocolate industry. The Royal Duyvis Wiener group is the sole global supplier of complete turnkey lines for the production of cocoa, chocolate, compound and nut pastes. For either lab or large-scale production, single machines or turnkey processing plants, we offer multiple solutions for the complete process from cocoa bean to bar.

Log5, part of the group since 2012, specializes in developing and manufacturing systems for the pasteurization of dry food products, such as nuts, grains, seeds and spices. Our non-chemical solution complies with health and safety regulations and delivers a 5-log reduction while maintaining exceptional product quality.

Besides pasteurization, we also deliver equipment for roasting, refining/ grinding for nut paste production and pressing equipment for the production of nut flower, seeds and oil.



The Greenery

The Greenery is an international fruit and vegetable company, supplying and distributing a complete, fresh, year-round assortment of fruit, vegetables and mushrooms direct from the grower to supermarkets, wholesalers, caterers and the processing industry all over the world. The Greenery is based in The Netherlands and owned by over 500 united growers of the Coforta Cooperative. Together with our growers and partners throughout the supply chain, we help our customers to offer a complete fresh assortment to their consumers every day.



Wim van de Wiel
Director Sourcing

But we do more than just marketing fresh fruit, vegetables and mushrooms. Our expertise consists of efficiently managing and controlling our enormous product range, so that it not only meets but even anticipate society's expectations. We can do this because our vision goes beyond fields and greenhouses. By growing and supplying fresh fruit and vegetables, we want to provide the right and healthy nutrients to a growing global population throughout the year. We ensure our products are reliable, fair and accessible. New concepts and innovations aim to bring health, ease and the experience of fruit and vegetables closer to consumers around the world.

The Greenery

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Van Rooi Meat

Van Rooi Meat (NL 28 EG) is the second largest producer of Pork Meat in the Netherlands. The production line includes a modern slaughterhouse, killing around 55 thousand pigs per week, a cutting plant, and end 2014 a new packing plant and a cold store with a freezing capacity of 10 thousand pallets. The complete meat processing is done under the concept "all under one roof" – from slaughtering to cutting, deboning, packing, and freezing, ensuring greater efficiency, optimum freshness and high quality..



Marc van Rooi
Director

Van Rooi Meat is the fastest growing pork meat processor in the Netherlands. Over the years it has built up a very strong domestic position, but also has become a competitive international player in the meat world. With a wide range of products, a professional organized logistics department an advanced documentation system and a flexible multilingual sales team, it meets the demands of today's market but with an individual approach for each customer.

Van Rooi Meat

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W-3 Holding

New in the Netherlands:

Tyrrell's Wines, up-market wine from Down Under

Established in 1858 by English immigrant Edward Tyrrell, Tyrrell's Wines is one of Australia's pre-eminent family owned wine companies with vineyards extending from their historic home in the Hunter Valley to the Limestone Coast (SA) and Heathcote (VIC). Tyrrell's Wines, located in New South Wales is one of Australia's leading wineries and producer of some of the country's most awarded wines.

With 900 hectares may Tyrrell's call himself a giant, but still it is a family business where quality is more important than volume. Nothing is great unless it is good, therefore, is the family motto.

W-3 Holding supplies to hospitality, retail, retailer, wholesale, business and consumers. "With our flat organization and short lines, we act as a team to respond quickly to changes in the market."

W-3 Holding works in the Benelux as an importer of exclusive wines. We select per country one family-owned quality business to represent.

More information: www.tyrrellswines.nl

Unique Selling Points:

Tyrrell's Wines is now for sale in the Netherlands: W-3 Holding is the exclusive importer / distributor for Tyrrell 's Wines in the Benelux. Our team consists of a group of passionate wine professionals who put together everything possible to provide our clients with professional advice and a wide range of quality products from Tyrrell 's Wines.

We deliver our products to the following channels:

- horeca
- retail
- wholesale
- consumers

Commercial Contacts

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Joost Bijlsma
CEO



Roelof Bijlsma
Investor



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Henk Snellink
Managing Director

Werner & Pfleiderer Haton

WP-Haton was established in 1949 and is a subsidiary of the Werner & Pfleiderer Group since 1975. WP-Haton is located in Panningen, in the north of the province of Limburg, the Netherlands. The company employs about 116 people who work on development, production, sales and service of make up systems for the production of a wide variety of doughs.

In countries all over the world WP-Haton machines and plants are installed for all types of bread with different ingredients, shapes, proving times, weight and capacities.

The machines are used in industrial bakeries with non-stop production, in-store bakeries, catering or traditional bakeries where freshness, quality and large scale production are required.

With its all encompassing so called Blue Value service and support package WP Haton ensures its clients to have continuous, reliable machinery at their disposal. This client-oriented approach increases the added value of WP Haton's machines. Reducing downtime at bakeries is one of WP Haton's primary objectives.

Blue Box and Blue Control are part of WP Haton's Blue Value service and support package. The Blue Box is a practical, plastic case filled with machine parts which combat wear-and-tear. The contents of the case varies per machine and is entirely attuned to the client's needs.

Blue Control: Using ICT connections WP Haton can explain machines included in its Blue Value network, and can assess their performance. Faults can be evaluated remotely, which often results in quick solutions without an engineer having to be sent out.

To provide clients with a bespoke maintenance package WP Haton has introduced a five stage package. This allows clients to opt for a service level which matches their unique needs.

Werner & Pfleiderer Haton

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Life Sciences & Health



Wendy van der Kooij
Director

Aftercare.World

Aftercare.World is an independent organisation, which provides care for the bereaved in a unique and personal way. We are based in The Netherlands and collaborate with partners in other countries.

In 2010, Wendy van der Kooij has devised this concept for promoting contact with relatives.

This unique concept has proven itself quickly. 5 years after its launch, it reached national coverage in The Netherlands and had approximately 20 branches.

Aftercare.World is accessible for all the bereaved and the (after)care is always based on the unique human being.

We work in a controlled way and according to core values: Completely independent, personal, reliable, sincere and caring. We strive to provide the best aftercare and therefore we are being trained continuously.

We are socially responsible. Each aspect of our organisation considers the environment, uses existing facilities as much as possible and attempts to realise cost reduction.

We are looking for a master franchisee who wants to regionally roll out the concept Aftercare.World throughout Australia. An enthusiastic entrepreneur with social commitment.

The Aftercare.World method offers only advantages for all those involved. It provides a challenge with content for the master franchisee, meaningful work for the franchisee, only benefits for the funeral director and genuine care and concern for relatives (and all people). Aftercare.World also has a monitoring function and can help prevent all kinds of problems that may arise for people after the loss of a loved one.

Aftercare.World connects people (and services) worldwide in an honest, customized way, as needed.

Aftercare.World

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Amanda Mackintosh
New business development



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 such as the Queensland Children's Hospital, the University Hospital of Geelong and the Royal London Hospital, it is safe to say Bayards is a helipad expert.

When it comes to landing and take-off in air medical services, location and operational efficiency are of paramount importance. Therefore, we sit together with our clients to find the optimum location for the heliport and we create the perfect, customized helipad solution. 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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Harjan van Dam
Chairman of the Board

Certe

Certe provides integral medical diagnostic services and advice to primary and secondary healthcare providers and in partnership, also to tertiary healthcare providers (University Medical Centre Groningen, UMCG). We are able to do so via an in-house team of medical personnel comprising of laboratory- and medical specialists for clinical chemistry, medical microbiology, anticoagulant and function examinations. Certe is a foundation with a turnover of € 74 million, 739 FTEs (over 1,000 employees) and a catchment area that includes roughly 1.7 million residents. Our ambition is to help bring about better and cost-effective healthcare in the (Northern) Netherlands. We therefore devote all our efforts to our mission: to provide reliable medical diagnostic services and advice.

We provide our high-quality diagnostic services in a personalised way and literally operate nearby. We are able to do so because of our employees who are involved in hospitals and at more than 170 consultation locations. Hospitals, (family) doctors, obstetricians and midwives, and therefore also a hundred thousand people, have placed their trust in our services for years.

However, our ambition spans further. We want to play an active role in the entire healthcare chain in order to facilitate primary, secondary and tertiary healthcare providers with a result that allows the practitioner to coordinate his or her medical treatment immediately. Adding value in the work process of the requesting party; which implies that we assign our advisory function a central role in our service provision, to an increasing extent. The patient is always central in this regard.

Certe

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Liliane Limpens
Designer | Owner | Director

DollsVilla Global

DollsVilla Global is the worldwide company for the marketing and the distribution of the innovative DollsVilla by Liliane®. The DollsVilla by Liliane® is the child high sustainable house on wheels for the children's most cherished 1:6 cars and dolls of 30 centimetres. With a complete design interior, a car ramp and trays. Made of birch plywood [double transparent varnish], solid beech wood, stainless steel, plexiglass. The metal castors have double-brake systems. The DollsVilla is made in Germany. TÜV Certified EU | US.

Products

- DollsVilla by Liliane® leading for group play by 4 - 6 children
Exterior Interior
- DollsVilla by Liliane® light for group play by 2 - 3 children
Exterior Interior

Unique selling points

- Stimulation of group play, social-emotional and language development
- Child high play-furniture with several play area's [not a table-toy]
- Made for the most cherished dolls of children [30 cm], and for their cars
- For boys too - with a car ramp for cars, horses, bicycles, skate boards
- Storage unit for accessories [drawers and wall shelves in the leading-model]
- Sustainable | Design

End users | Sectors

- Hotels with junior guests [high end]
- Nurseries | Child care centres
- Department stores [high end] | Shops for Design and Toys
- Centers for [speech] Therapy and Rehabilitation
- International primary Schools
- Hospitals [waiting rooms, professional use]
- Holiday locations for children with disabilities | Women's shelters | Asylum centers [donations by serviceclubs, foundations etc.]

DollsVilla Global

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Robert Gorter
Managing Director Elsevier Australia

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 Australian healthcare sector include ClinicalKey, ClinicalKey for Nursing, Elsevier's Order Sets and Clinical Skills.

Elsevier

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Janet van der Wal
Managing director



Arnold Hofstra
General manager

Finqo-Academy

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Finqo-Academy

Education and consultancy

Through consultancy, quality management and project management we assist companies and organisations of making them future-proof. Since 2008 we have successfully guided various profit- and non-profit organisations with our services.

For guiding organisations to a higher level, it is of the utmost importance to educate and motivate their employees. Finqo-Academy has experience over many years with building, implementing and guiding multiple trainings and e-learnings for several target groups. To realise this, Finqo-Academy builds and composes these short trainings together with 'Kweekvijver', a collaboration between Stenden University, NHL University, 'De Friese Poort' and Friesland College. This way, the trainings and e-learnings remain up-to-date content-wise and educational-wise.

Products and Services Offered

- Education (e-learning, training, supervision and coaching)
- Consultancy for government and health/ care (-related) institutions
- Quality management
- Project management

Unique Selling Points

- years of experience and accumulated knowledge of the target groups and services;
- proven and demonstrable quality service provided by quality marks;
- through the cooperation with universities the trainings and e-learnings remain up-to-date content-wise and educational-wise;
- small organization and thereby flexible in its services;
- qualified personnel.

Profile of Commercial Contacts Wanted

- We would like to get in touch with the responsible procurement of the following institutions/organizations:
- government agencies / public authorities/ social security and health section
- care / welfare institutions
- (high) schools / universities/ colleges
- banks and financial institutes, the section that (also) deals with customers with debt

Innatoss Laboratories

Innatoss Laboratories is an SME specialized in diagnostics for intracellular bacterial infections. Q fever, a disease that is a healthcare burden in the Netherlands and in Australia, is one of the focus areas. Innatoss provides knowledge and diagnostic Q fever tests to the international market. Customers are (academic) laboratories and governmental institutes as such Public Health and Biodefense organisations.



Anja Garritsen
CEO



Maarten van der Zanden
Marketing and Sales Manager

Innatoss Laboratories

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The company translates new insights in the immune response against infections to new diagnostic tools. In such a way, the massive Dutch Q fever epidemic (2007-2011) has resulted in a new highly sensitive test for screening on Q fever: Q-detect™. Q-detect is being exported to Australian universities for research purposes. As immunology expert, Innatoss participates in Q-VaxCelerate, a Q fever vaccine development program led by Massachusetts General Hospital (Boston USA), and funded by the US Department of Defense.

Products and Services Offered

- Q-detect, an interferon-gamma release assay for Coxiella
- Licenses on Q-detect related intellectual property
- Research partnership on infectious disease diagnostics

Unique Selling Points

- Q-detect simplifies the required Q fever screening before vaccination to a single blood test
- As research partner in Q-VaxCelerate, Innatoss can fast track new knowledge into diagnostic tools
- Innatoss is an independent Q fever expert with an international network, connecting US, EU and AUS

Profile of Commercial Contacts Wanted

- All stakeholders in Q fever vaccination program
- Public Health institutes involved in Q fever vaccination and research
- Academic research groups working on Q fever research, both in veterinary and human health
- Distributors for infectious disease diagnostics



Martin Karsten
CEO



Linda Xu
Deputy Director China

KCS Cleanroom Systems

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KCS Cleanroom Systems

Karsten Cleanroom Systems (KCS) is a specialized cleanroom company operating in Europe, Asia, Africa and Australia. KCS has its own factories in NL and China. KCS has total staff of 130p and 150p variable dependent on project volume. Turnover is Euro 20-25mio with consistent solid profit level.

Our business scope comprise design, supply and installation of complete cleanroom configurations for the pharma/biotech industries, healthcare a.o. KCS is long time player (over 20 yrs) in this niche market and has become qualified supplier at the major international EF's active in this market.

The base of KCS business development is the own developed cleanroom system where all cleanroom applications can be integrated in one system with same outlook and flush room finish. This flush finish is key to safe cleaning and prevention of contamination inside cleanrooms.

Furthermore KCS has developed special products for the hygiene market under the names:

- BIOLED lights
- SUPRA Pass Through Boxes
- CLEANSEAL Pipe Seals a.o.
- KOMPA Door closers
- SLIMLINE Airtight Doors

These special products are produced in our brand new factory in Shanghai. The combination of western technology and manufacturing capacities in KCS China and Europe creates a very efficient cost base which gives us the chance to offer these high tech products at the favorable price/quality ratio.

For the Australian/NZ market KCS is cooperating with Global Cleanrooms Inc. headed by its director Michael Fox. For all commercial contacts we refer to;

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Lomed Nederland

Lomed Nederland operates in 18 countries around the world through different distributors or Agents.

In the Netherlands Lomed is market leader in the orthopedic/cast room hand therapy and homehealthcare products, manufactured by Lomed and distribute for different companies from all over the world.

Our activities in the Netherlands are manufacturing and distributing our products to most major Hospitals in the Benelux, clinics and shops.



Raymond de Loos
Managing Director

Products and Service Offered

- Manufacturing and distributing Orthopedic products
- Shower and swim protection for people wearing casts or bandages, Seal- Protect and Swimprotect.
- Different splint material for the total body, Buddysplint, joint eight, thermoplastic material.
- All products for cast rooms including specialized equipment developed for the Orthopedic departments, EZ caster
- New and innovative orthopedic products like Sandelo castshoes, Pinn-Balls, Terry Pad, scissors.
- Producer of 300 different fixation material based on Velcro.

Unique selling points

- Most products are innovated and designed by Lomed in cooperation with university hospitals in the Netherlands and specially for the doctors and nurses on several departments inside hospitals or clinics.
- All these products are very well accepted in different markets around the world.
- Our team is experienced in developing new and innovated or redesigned products, all developed products are closely designed together by Lomed techs and doctors and nurses that actually work in the field.
- Based in the Netherlands.

Profile of Commercial Contacts wanted

- We are looking for steady partners well involved in the hospital market by distributing products to one or all the different departments .
- Orthopedic dep.
- Cast rooms
- Hand and foot therapy/surgery and departments.
- Ergotherapy dep.
- Emergency dep.
- Homehealthcare shops.
- Pharmacies (several products for this sector)

Lomed Nederland

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Motekforce Link

Motekforce Link draws on 15 years of experience in rehabilitation technology and virtual reality, supporting patients in their lives when a setback in movement and mobility occurs. After such setback, the ability to move freely without restraints to maintain a healthy and independent lifestyle is limited. We work closely together with human movement scientists to study human movement performance. We offer tools such as (instrumented) treadmills, motion capturing, movable platforms, robotics, and sensor technologies and our patented D-flow software to synchronize all the data and to generate the visuals.



Rene Keessen
Sales Director International

In gait, many aspects are important. The gait pattern needs to be optimized but also the ability to change gait relative to the ever changing environment needs to be evaluated and trained. To do so, Motekforce Link offers systems using high-end virtual and augmented reality.

To improve clinical care and to support the person to regain healthy and independent living we convert scientific findings into clinical protocols and combine these with the various cutting-edge solutions. We provide these to different level clinics. Doing so, Motekforce Link has been defining clinical standards with its benchmark products like C-Mill, GRAIL and CAREN.

Motekforce Link

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School of
Health Care
Studies



Kim Bisschop
Manager External Relations

Rotterdam University of Applied Sciences

Rotterdam University of Applied Sciences offers high quality bachelor, associate and master degree programmes to 35.000 students. At the School of Health Care Studies about 4000 students work in a powerful and flexible learning environment in which current developments in higher education and in the healthcare sector are leading elements.

Students and teachers from our school cooperate with the Research Centre Healthcare Innovations in systematic practice-based research within the work field, meant to improve the quality of both healthcare and higher education. Our School challenges young adults to exceed their own expectations in becoming junior health care professionals, level-headed when necessary and able to make the right decisions. For a university in the heart of a city with a low education ratio this is quite a challenge, particularly because the city of Rotterdam is characterized by a large ethnic and cultural diversity. To cope with large scale community problems many healthcare students participate in the activities of the Centre of Expertise Social Innovation, dealing with 'wicked problems' in deprived areas.

Our School is involved in developing innovative care concepts in close cooperation with strategic partners like Medical Delta, the Healthcare Boulevard and Erasmus Medical Center.

To enable students, teachers, researchers and partners in the work field to further innovate healthcare we hope to increase our international network by finding Australian partner organizations in healthcare, sports and higher education with a tradition in practice based research and an innovative scope to collaborate with in the future.

Rotterdam University of Applied Sciences

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PHILIPS



Deepak Biswal
Director, Strategy & Corporate Development

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.

Royal Philips

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Peter Post
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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.



Logistics

Damen Shipyards Group

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



Arnout Damen
Chief Commercial Officer



Roland Briene
Area Director Asia-Pacific

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

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

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

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

Damen has been active in Australia and New Zealand since 2000. Over the last 16 years we have delivered over 70 vessels such as tugboats, dredgers, tankers and Naval vessels. In 2016 Damen reached an agreement with the Australian Government to build a 156 meter state of the art Antarctic Supply and Research Vessel. Further Damen is involved in various new projects in the Oil & Gas and mining and Naval & Coastguard sectors.

Damen Shipyards Group

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Davanti Warehousing

Davanti Warehousing is a specialist in the development and implementation of Warehouse Management Systems (WMS) with a track-record of more than 25 years. 80 professionals combine over 1000 years of IT and logistical knowledge to provide our customers with the best warehouse management solutions.

Davanti does not only supply the best WMS but implement a solution for each unique warehouse operation. Davanti is a fast growing company with global ambitions and offices in the Netherlands, Poland, the US and Australia.

CORAX is a state-of-the-art Warehouse Management System especially designed to manage warehouse processes in the food industry. CORAX ensures efficient real-time handling and traceability of all inbound, storage and outbound flows within the warehouse.

CORAX is designed from the end-user perspective. Intuitive screens and functions enable fast and efficient implementations and an optimal user experience.

CORAX is technologically very advanced. The solution is 100% web-based and runs in the Microsoft Azure cloud. All mobile warehouse processes are supported via applications (APP's) that run on any Android or IOS device. APP's can be downloaded from the App- and Play Store. The integrated EDI module facilitates smooth integration of CORAX in any existing IT infrastructure.

Unique Selling Points

- Specialised in advanced food logistics
- 100% Azure cloud
- Fully webbased
- APP's for Android and IOS
- 3D Visualisation of warehouse
- Advanced EDI integration tooling

Profile of Commercial Contacts Wanted

Large companies that are active in the food industry in Australia and/or New Zealand and handle their own distribution. These companies could be producers, distributors, wholesalers, retailers or logistical service providers that run other companies' logistics.



Paul Boekweg
CEO



Marcel van Etten
Business Development Manager



Maaïke de Jong
Business Analyst

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Holland Lift develops, manufactures, sells and maintains high quality, innovative scissor lifts. Our objective is to be the preferred supplier and partner to our customers: local and global rental companies and end users, operating scissor lifts with a working height of more than 15m (50ft).



Eline Oudenbroek
Managing director

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Maastricht University (UM) was founded in 1976 and is the most international university in the Netherlands. UM has 16,000 students and 4,000 employees. The university stands out for its innovative education model, international character and multidisciplinary approach to research and education. Thanks to its high-quality research and study programmes as well as a strong focus on social engagement, UM has quickly built up a solid reputation. Today it is considered one of the best young universities in the world.

UM has six faculties:

- Faculty of Health, Medicine and Life Sciences
- Faculty of Law
- School of Business and Economics
- Faculty of Psychology and Neuroscience
- Faculty of Arts and Social Sciences
- Faculty of Humanities and Sciences

UM's unique selling points are:

- Problem-Based Learning methodology: student-centred learning in small groups
- A European university with a global outlook
- International profile: 50% of our degree-seeking students come from abroad, studying abroad is part of our curricula, the overwhelming majority of our programmes is taught in English
- Multi- and interdisciplinary approach to teaching and learning
- Located in the heart of Europe



Marielle Heijltjes
Professor of Managerial Behavior

Associate Dean Strategic Development and Internationalization, Executive Director Postgraduate Education (@ School of Business and Economics)

Maastricht University

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Paul Govaerts
CEO NACO

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Royal HaskoningDHV

Royal HaskoningDHV is an independent, international engineering and project management consultancy with 135 years of experience in innovative and sustainable consultancy services in the fields of aviation*, buildings, energy, industry, infrastructure, maritime, mining, transport, urban & rural planning and water. Our 6,000 experienced staff work for public and private clients in over 150 countries.

We are committed to deliver added value for our clients while at the same time addressing the challenges societies across the world are facing today – in respect of cities, water, transport and industry. We are helping our clients, public and private, to be truly prepared for the consequences of these challenges.

Working alone, we cannot change the world. Working together with our clients, academic and research institutions, partners, stakeholders and communities, we are in the process of moving towards a better future for all.

Royal HaskoningDHV has staff working from 4 offices based in Sydney (NSW), Newcastle (NSW), Gold Coast (QLD) and Perth (WA). Established in Australia in 2011 we deliver projects across the country and to neighbouring regions.

We provide engineering and consultancy services in the Maritime, Coastal, Metocean and Water Management sectors; undertaking Master planning, Conceptual and Detailed Design, Asset and Operations Management and Environmental Services for a wide range of public and private clients.

Building on our existing Australian presence, we aim to grow into the Aviation sector. Through our Aviation company NACO we will deliver Airport Studies and Master planning, Design of Terminal Buildings, Airside Infrastructure and Special Airport systems (like Baggage Handling Systems).

*NACO Netherlands Airport Consultants and Intervistas



Smart Cities



Frans Anton Vermast
Strategy Advisor

Amsterdam Smart City

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Amsterdam Smart City

Amsterdam Smart City (ASC) is the innovation platform of the Amsterdam Metropolitan Area. It challenges businesses, residents, the municipality and knowledge institutions to suggest and apply innovative ideas & solutions for urban issues. Since 2009 Amsterdam Smart City has grown into a platform comprising of in excess of 180 partners, who are actively involved in more than 100 innovative projects.

Products and Services Offered

- Open innovation platform with an active community
- Sharing best-next practices and lessons learned
- Knowledge dissemination

Unique Selling Points

- developing Smart Cities as open and user centric platforms as well as holistic and cross silo approaches through collaborative bottom up approaches and citizens engagement.
- working in projects like Smart Work, Smart Grids, Smart Living, Smart City and Smart Mobility is to create a more sustainable and liveable environment and boost social and economic benefits that will result in more happy citizens.
- extensive Dutch, European and global experience in facilitating the participation of local governments, municipalities and communities in these initiatives.



Kay Hooghoudt
Vice-President Strategy Digital
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Atos SE (Societas Europaea)

We are leaders in digital services with pro forma annual revenue of circa € 12 billion and circa 100,000 employees in 72 countries, serving a global client base.

We strive to create the firm of the future. We believe that bringing together people, business & technology is the way forward. At Atos, we embrace this journey, striving to remain the trusted partner that delivers digital empowerment to our clients.

We are the Worldwide Information Technology Partner for the Olympic & Paralympic Games.

A Societas Europaea (SE), we are listed on the Euronext Paris market. We operate under the main brands Atos, Atos Consulting, Atos Worldgrid, Bull, Canopy, Unify and Worldline.

- Consulting & Systems Integration: We transform strategic approaches to technology, combining innovative solutions with established ones
- Managed Services: We create business benefits through intelligently managed IT
- Cloud & Enterprise Software: We provide Cloud Services as a business strategy for core processes
- Transactional & Payment Services: Through Worldline, we provide unrivalled expertise in e-payments and digital solutions
- Big Data & Security: We combine Big Data & Security as a business differentiator
- Communication Software & Platforms: Through Unify, we combine voice, data and video enabling digital transformation.

Business Games

The interactive way to improve your team and company

'Experience is your best teacher'. Based on this notion we organize interactive, live Business Games for communication and learning projects, employer branding, process and change management and team building. Unique concepts that challenge and inspire the participants, awaken consciousness and instil energy. We are the place for both profit and non-profit organizations to come for an informative, creative and innovative event in the form of proven, successful games and customized projects in multiple languages.



Gijs van der Linden
Founder and CEO



Jan-Thijs van Dalen
Senior Project Manager

Business Games

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CityGIS

CityGIS is a Dutch company with its headquarters in The Hague.

Our mission is to provide the best possible geographical and information system to the market where every second counts: Public Order and Safety. And in that area we are the market leader in The Netherlands, Belgium and Luxemburg.

For many years now the innovative products of CityGIS are being used for the most demanding customers like Police, Fire Brigade and Ambulance. During large scale operations (like the Nuclear Summit 2014 in The Hague). Focus is also in information sharing (inter regional, interdisciplinary and international) and get that to the right person at the right time.

Communication and gathering of information and sharing this data is key in this process. We believe the Smart City concept can play an important role in that, as well as people's participation. Therefore we cooperate with the City Of Nijmegen and the Radboud University of Nijmegen and our partner firm Intemo in the Smart City Project Nijmegen.



Paul Hoefnagels
CFO

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Marco Maréchal
CEO / Strategic (communication)
advisor

Connected Strategic Change Processes

“The outside world is already inside; how do you deal with it?”

The world is changing rapidly, the circular economy, innovation, sustainability and participation have become central issues. At the center of it all are the stakeholders and citizens (consumers). Knowledge, attitudes and behavior are human aspects that can be influenced, anticipated and used.

Our team consists of highly motivated professionals who are ready to apply their knowledge and experience to your particular requirements.

The quality of our service lies in the creation of strategic level connections. Our specialism is traffic and transportation, mobility issues and issues pertaining to the “water” domain.

We realize different trajectories for a variety of clients. There are also projects which we either co finance. For a comprehensive overview, please visit our website www.toconnect.nl/en

My inspiration is to go global and conduct the survey, my vision and these results in your country. Guiding and giving advice to the different kind of projects in the field of Public Transport, self driving cars, cooperative systems, connected cars, smart mobility and smart city. We operate on the cutting edge of technology and human behavior (people), let them participate in the different kind of projects, you can create acceptance and develop services and products that people want to buy.

- Strategic (communication) advice within all levels (nationwide, regional and local) of government and accompanied business organizations, public relations and spokesman.
- Book: “Mobility in the future 2030, the first nationwide study”.
- ICT companies, service providers, insurance companies, Automotive area, Lease companies and branch associations.

Connected Strategic Change Processes

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DocWolves

driving your decisions



Rens Groeneveld
CEO



Niels Broeks
Compliance Officer

DocWolves

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DocWolves

DocWolves operates from the Netherlands with sales offices in Paris and Barcelona. Founded in 2011 the business has expanded to a dedicated team of 22 IT enthusiasts. DocWolves provides cloud-based document solutions to more than 250 organizations. Thousands of end-users are completely paperless preparing their meetings as well as during and after their meetings. DocWolves operates in both the private market (banks/pension funds, healthcare and enterprises) and the public market (local councils, regional boards and national governments).

Products and Services Offered

- OurMeeting | paperless meeting
- Parlaeus | (cloud)council information system

DocWolves' Unique Selling Points

- Highly qualified and dedicated development team
- All IP belongs to DocWolves. No external vital parts involved
- Experience in the public market and understanding of the underlying processes
- Experience in supporting local export partners for sales & marketing
- In-depth market and segment knowledge

Unique Selling Points OurMeeting | Parlaeus

- Easy and intuitive agenda creation with real-time revisions
- Meeting members immediately have document access and can start preparing
- Instant access to minutes, decision lists and action items from a single dashboard
- Always work in the latest version of the agenda documents
- Annotate and share documents with other members
- Organize action points before entering the meeting
- Quick and simple implementation, low costs

Profile of Commercial Contacts Wanted

- Companies involved in document management solutions
- Companies involved with public information systems
- Integrators for AV systems in the public market
- Consultants for information strategy
- Cloud enterprise solution suppliers



BIG DASH

The binding factor



Willem Overbosch

CEO and Founder Dutch Network Group & Big Dash

Dutch Network Group & Big Dash

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Dutch Network Group & Big Dash

It's quite simple. There is no way to do business alone, You will always be part of the social-economical environment you live and work in. It is your community.

Dutch Network Group - Content Marketing & Sales Services

The key activity of our Dutch Network Group team is to create, develop, grow and support these communities by connecting all stakeholders on custom or branded content marketing platforms. We have a thirteen-year track record and with over 750.000 unique visitors per month on our platforms we have created a real big-data provoking engine. We enable our customers to convert visitors into marketing- and sales qualified leads.

We service large corporates, media agencies and government institutions such as the Ministries of Economic Affairs and The Ministry of Security and Justice. The Royal Dutch SME Association (MKB-Nederland) is one of our key strategic partners. Our own brands; De Zaak (The Business) and MKB Servicedesk (SME Servicedesk) are ranked among the best in the annual Dutch Business Decision Makers Survey.

Big Dash - Community building & Support Technology

With the Big Dash (SaaS platform) you can build your own community. Connect all stakeholders through a binding factor such as city, profession, passion or ambition. Big Dash will give you the opportunity to build your brand, gain insights or harvest leads based on your own content.

Big Dash - unique selling points

- Integrates with Wordpress (CRM), Mailchimp (e-mail marketing) and Salesforce.com (CRM);
- Dashboard with real-time end-user insights;
- User profile pages to build SEO positions;
- Networking and matchmaking;
- Document library (for whitepapers, E-books and other downloads)
- Online academy for training and education;
- IOS app (available in Australia);



Bram Reinders

Chairman and Founder



Rik Wamelink

Director of Operations and Communications

Global Smart City and Community Coalition GSC3

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GSC3

GSC3 - Global Smart City and Community Coalition

One of the most important challenges for cities and communities is working together on the implementation of new solutions and sharing valuable lessons learned. Being it energy, water, mobility or waste related solutions, it is essential to make these solutions sharable and replicable. This is because change in a city or community is costly and can be especially challenging for early adopters and developing economies.

Cities around the world need a platform for collaboration, sharing results, insights, and best practices. This is where we can lend a hand.

The Global Smart City and Community Coalition - GSC3 - is a pre-competitive and not-for-profit network organization of cities, communities and regions to share replicable solutions.

The GSC3 has connected cities around the world, and is proud of its ten founding cities, including Amsterdam, Austin and Bandung. The GSC3 forms consortia that set up re-usable projects that meet the triple bottom line for social inclusion, sustainable ecology and healthy economy.

More information can be found at our website: [GSC3.city](https://gsc3.city)

Heijmans Technology

Heijmans is one of the largest construction companies in the Netherlands that operates in property development, (non-) residential building, roads and civil engineering. Heijmans is active as a general contractor in the Netherlands, Belgium and Germany and as a technology provider in various markets with local partners.

Heijmans distinguishes itself by searching for solutions together with its partners at an early stage in the design process and realizing and maintaining these solutions through the integration of knowledge and know-how. Our work starts on the drawing board and extends to include management, maintenance and service. We combine knowledge and creativity to create innovative products and concepts that we apply on a broad scale. Examples are the housing concept Heijmans ONE, the standard application of intelligent home control technology, BikeScout, Fairy Trail and innovative asphalt products such as Self-Healing asphalt, BrainJoint and the sustainable asphalt Greenway LE.

Heijmans Technology is a subsidiary of Heijmans, fully dedicated to the development and international commercialization of Heijmans' cutting edge innovations. Heijmans Technology is founded on the conviction that technological developments are offering new opportunities for the future of the construction industry. The scarcity of (green) space, green energy, materials and fossil fuels will increase further unless the construction industry radically renews itself. The intelligent use of alternative materials, new energy and mobility modes can bring significant changes to the construction business. Heijmans Technology is committed to lead this change in international construction and thus create sustainable value for Heijmans and its clients and partners.



Joziene van de Linde
Managing Director



Vincent de Waal
Technical Sales Manager

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NXP Semiconductors Netherlands

NXP Semiconductors is a NASDAQ-listed, global semiconductor company with 45,000 employees in 35 countries and a revenue of \$6.1 billion in 2015.

We address 'Secure Connections for a Smarter World' in a wide range of automotive, identification & security, smart cities, internet of things and mobile applications.

In cyber security we have the world's #1 semiconductor portfolio. Next to being the NFC inventor and market leader (near field communication, e.g. for secure mobile payment), we are #1 in chips for passports, banking cards, ID cards and transportation tickets.

In automotive we are the world market leader with over 90% of all cars being produced globally using NXP chips sets. With Smart Mobility ITS (Intelligent Transport Systems) car-to-car and car-to-infrastructure communication chips, we enable automated driving, safer traffic, less traffic congestion and lower pollution.

NXP chips enable the Internet of Things, by applying sensors, processing, security and connectivity chips. NXP offers also technology for Smart Cities: transportation ticketing, secure access and smart mobility solutions.



Niels Huber
Chief Executive Officer



Lourens Beijer
Chief Commercial Officer

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Royal Boon Edam International

Royal Boon Edam is global market leader in safe, reliable entry solutions. Headquartered in the Netherlands, we have more than 140 years of experience in the design, manufacture and supply of exceptional revolving doors, high security doors and speed gates.

We cater to a wide sector of businesses including corporate offices, data centers, airports, healthcare facilities, hotels, restaurants and retail environments. We pride ourselves in partnering with our clients to supply tailor-made, secure, yet still welcoming, entry solutions to their individual requirements.

We have a global distribution network with subsidiaries in 20 countries and manufacturing facilities in the Netherlands, China and the United States of America. This enables us to offer our partners a truly local, reliable and efficient service from project conception through to sales, service and maintenance.

Products and Services Offered

- Revolving Doors
- Speed Gates
- Access Gates
- Security Doors and Portals
- Full Height Turnstiles
- Tripod Turnstiles
- Retrofits and Upgrades
- Service and Maintenance

Unique Selling Points

- Partners to our clients from expert advice and design of a project through to manufacture, installation and after sales service and maintenance.
- Creators of inspiring entrances which are worthy of the area being entered into. We set the tone of the branded building or environment as the visitor or staff member enters safely and securely.
- Manufacturers of cutting-edge products which are still crafted with the attention to detail we originated from 140 years ago.
- Seamlessly data system integration.



Edwin van Rest
Co-Founder and CEO

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StudyPortals

StudyPortals is the 'Amazon' for Higher Education

Imagine education choice to be transparent, globally: a place where students can find and compare all their options across borders, and get informed how to make that best educational dream come true.

StudyPortals provides an online study choice platform where prospective students can find and compare over 140,000 Bachelors, Masters, PhDs and Short Courses worldwide.

This works: over 11 million users in 2015 of which 190,000 actually enrolled in a study program abroad. Students from over 200 countries: 40% from Europe, 35% Asia, 15% North America.

Colleges and universities can reach students from all over the world through one channel, with a minimum of effort. Partnerships work on the basis of measured results towards their student, diversity and quality objectives; reaching the exact talent pools where they like to see more from. Over 2,450 universities participate including Harvard, Stanford, KIT, University of Cambridge, ETH, University of Melbourne, CSU, CDU, RMIT, the University of Beijing, Fudan University etc.

StudyPortals was awarded for business and social excellence: Best EdTech Growth company globally in 2016 by EdTechX, one of Fastest Growing Companies from the Netherlands in '14/'15/'16 (#1 Gazelle Awards and Deloitte Fast 50) and the Rising Star award in '13 from the European Association of Higher Education

See: www.studyportals.com/video



Saskia Beer
Founder / Director

TransformCity is a smart city and civic engagement start-up, building on years of avant-garde experience in stakeholder-driven urban transformation. Our online participatory urban planning dashboard launched its pilot this spring. Launching customers were City of Amsterdam and local property owners with additional support from the Ministry of Infrastructure and the Environment. We are the first use case in the European Innovation Partnership on Smart Cities and Communities, featured on Amsterdam Smart City and we won the second prize in Le Monde International Smart Cities Innovation Awards 2016. We already received requests from ca. 15 cities worldwide, among them three Australian cities. With our team of 5 we are currently in the process of scaling internationally.

Products and Services Offered

- Online participatory urban planning dashboard
- City toolkits, workshops, lectures and consultancy

Unique Selling Points

- transparent, inclusive and equal stakeholder interaction and participation.
- positive approach: integrating urban development, citizen engagement and city marketing.
- Neighbourhood-based: integrating all relevant datasets, functionalities and stakeholders into one coherent dashboard.
- bottom-up and top-down: allowing stakeholders to interact with each other and with the official institutions.
- our founder is a renowned innovator in the field of stakeholder-driven urban transformation, developing our products and services from knowledge deeply rooted in practical experience;
- very experienced team of experts, most of whom are frequent international speakers in their field.

Profile of Commercial Contacts Wanted

- urban planning, smart city and citizen participation decision-makers working for cities, regions or provinces
- area development companies and process managers whose projects can benefit from our tooling

TransformCity

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Neil G. Simmons
CEO

Wondura is a new winter experience, accessible to all, which comes alive under a floating sheet of light. A dynamic interactive light installation exclusively designed to encircle the spectacular Wondura ice rink area. Advanced technology will generate customised light patterns directly choreographed by skaters' movements on the ice dictating the intensity, audio and animations of the whole experience for skaters, performers, spectators and distant onlookers. Ice skating as it's never been seen before! Unique in the world, just as unique and special as the location itself. Wondura is not just an event, nor is it just an illumination, nor a show, nor a combination of all three. It's an ever-changing dynamic piece of living art that will be as inspiring to spectators as it will be to skaters. Yes, the ice will be perfectly groomed! Yes, people will be having the time of their lives! But foremost, Wondura is a brand new winter experience, a new tradition. From a distance, this seemingly hovering sheet of dancing light becomes a magical addition to the environment. From beneath, the carefully mapped light design plays with the unique night sky to create a truly wonderful experience...

Wondura is a collaboration between three Dutch companies, NEGOSI, Ice-World International and Circus Family, together with international partners. All with their own extensive global expertise in delivering (to) high level events and together delivering an experience that is much more than the sum of their parts.

Products and Services Offered

- Spectacular ice & snow area
- Trendsetting retail area
- Curated product offer
- Creative happenings
- Inspiring approach
- Social hub
- Breathtaking park scape

Unique Selling Points

- Unique experience
- Crosses all demographic differences
- Works alongside local communities
- Collaborates with professional partners
- Attracts local innovators, creatives and artists
- Encourages participation from everyone
- Driven by our own passion

Wondura

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Sports



Erik Swennen
CEO & Founder

AAA-LUX Lighting

In 2009 **AAA-LUX** developed the world first LED floodlighting to illuminate outdoor sports fields. Today as a market leader AAA-LUX realized 600 projects in 30 countries worldwide already, for sports fields, stadiums, ports, airports and large outdoor industrial areas.

AAA-LUX believes that new technologies are about to change the use and perception of illumination forever. AAA-LUX combines new technologies to supply high-power LED lighting systems, in order to reduce energy consumptions and increase illumination quality and flexibility.

As a result, the safety and security of assets is assured, productivity of employees is improved and the game-experience of both athletes and spectators is taken to another level. At the AAA-LUX head office and research centres in Eindhoven, the Netherlands, we continuously develop new LED floodlighting and control solutions. Eindhoven is considered internationally as being 'the cradle of modern illumination' and is home to many high-tech companies. The symbiosis with which the regional lighting industry cooperates enables AAA-LUX to continuously draw from vast knowledge and a large talent pool when developing new LED high-power illumination solutions.

Products and Services Offered

- LED flood lighting for sports fields, stadiums, ports, airports and outdoor industrial areas.
- Control systems

Unique Selling Points

- One-to-one replacement of conventional lighting
- Use existing masts and infrastructure, so extremely cost effective
- In-depth knowledge of the lighting technology

Profile of Commercial Contacts Wanted

- Potential resellers
- Cities and Councils
- Large companies in ports, airports and industry
- Sports Associations

AAA-LUX Lighting

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Michel van Troost
Publishing and Managing Director

Arko Sports Media

Arko Sports Media, founded in 2000, is the leading Dutch and Flemish publishing house of professional information in the field of sports. Arko Sports Media has an impressive portfolio consisting of several high-quality magazines, books, websites, e-zines and multimedia platforms (such as SPORT-NEXT.nl) on sports business. Arko has a special department, Arko Conferences, responsible for most of their own events, events of third parties and study trips for professionals. Our main goal is to improve the level of knowledge in the niche business of sports.

Arko Sports Media closely operates with a number of prominent parties in the sport environment in the Netherlands, such as NOC*NSF, the Ministry of Health, Welfare and Sport, the Netherlands Institute for Sport and Physical Activity and Sports, The Dutch and Flemish Society for Sports and the main universities and colleges.

Professional career

Michel van Troost is part of the managing team of Arko Sports Media and as such responsible for the complete outline of the publishing policy. Michel has a background in Sport Economics and began his career at Arko Publishers in 1996; first in marketing and later in publishing. In 2001 he seizes the opportunity to combine his professional experience in publishing with his passion for sports and became the publisher of Arko Sports Media. Currently he is responsible for and shareholder of this specialize publishing house and manages a team of 25 employees. In 2006 Michel was elected 'Sportmarketeer of the year' in the Netherlands.

Arko Sports Media

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André de Jeu
Director Association of
Sports and Municipalities

Association of Sports and Municipalities

Together strong for local sports!

The **Association of Sports and Municipalities** on sports policy is the platform in the Netherlands for the development and positioning of sport and physical activity as a binding element in society.

The policy on sport and physical activity is important for the general welfare of citizens. It provides opportunities for talent, meaningful leisure activities, active participation in society and promotion of a healthy lifestyle.

Municipalities play an important role when it comes to sport and physical activity in the Netherlands. As a director through enabling policy and as financier of the many sports facilities.

Municipalities ensure that sport and physical activity are accessible to all citizens. Presence in a safe neighbourhood, together with the promotion of a healthy lifestyle, are important focus points. The Association of Sports and Municipalities is also partner to achieve objectives in other policy areas such as education, health, urban development and city marketing.

Association of Sports and Municipalities

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Bert Jonker
CEO

CLAFIS Ingenieurs

CLAFIS Ingenieurs is a leading engineering firm. Our consultancy and engineering services are deployed within various sectors. We operate in the Chemistry, Industrial, Energy & Transport, Food, Buildings, Geodesy, Infrastructure, Maritime, Environment, Oil & Gas and Technology sectors on a daily basis.

CLAFIS Ingenieurs is committed to partnership with its clients. We aim to fully understand the needs of our clients and their markets, enabling us to support them in their issues. A combination of our technical and management skills enables us to deliver comprehensive solutions. From concept to final product, from maintenance to management. Our professionals accept roles in consultancy, engineering or project management.

In combination with our market-level rates, our personal input and no-nonsense mentality, this has enabled us to reach the top 20 of engineering firms in the Netherlands within only ten years' time with a workforce of >400 employees.

Personal attention is in our DNA. Our commitment to personal attention is expressed in our strongly embedded branch network. Meanwhile, CLAFIS Ingenieurs has seven branches throughout the Netherlands. Our local presence allows us to maintain our long-term relations and develop knowledge of the local conditions, legislation and regulations.

Team spirit is leading in our company culture. Collaborating and exchanging knowledge are central. Commitment and partnership our key words. We compose the best team for each project.

Our living environment is continually subject to change. Such changes come with both challenges and opportunities. Together with the client, we always look for the most sustainable solutions. CLAFIS Ingenieurs aims to embed sustainability in the organization and the work processes.

CLAFIS Ingenieurs

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Dotcomsport

We are **Dotcomsport**, a software company located in the Netherlands. At Dotcomsport we love sports and are dedicated to develop unique and intuitive solutions and services for the sports industry.



Johan Henkes
Director



Marten Schiphof
Director

Dotcomsport

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One of these solutions is the multilingual player development system Dotcomclub, created for football organisations and clubs around the world.

In addition, we have an application dotcombond, which is completely customized for each sport(organisations).

The benefits for your organisation

- Standardized platform with the right information for all functions within the organisation.
- Easily accessible (web-based) in a secure environment.
- Easy to use. Can be accessed from your PC, tablet and smartphone. Match and training registration is quick and efficient.
- Library containing drills and exercises uploaded by the organisation itself.
- Easy to communicate within and from the application (using external email or the messaging system provided in the application).
- Monitor the entire development of the players, teams and coaches.
- Preparation, analysis, statistics, reviews and scouting information is digitally available in an array of various charts.
- Up-to-date absence registration.
- The application is flexible and adjustable, and does not force you to work in a certain matter.
- Uploading and sharing video's and files is easy.
- Scout players from other clubs and manage them in the scouting section of the application
- Video analysts can upload videos and tag entire matches for both players and the entire team.
- Create custom player evaluations forms for each individual team.



Ron van Raam
Managing Director



Rozanne van Vliet
Manager Sports

Drain Products

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Drain Products

For more than fifteen years **Drain Products** has specialized in a wide range of innovative water management solutions for urban areas. It is our goal to create nature-based solutions for cities of the future; solutions that are based on circular rather than linear processes, and rely on multifunctional use of space instead of monofunctional urban design.

Together with SWDsystems, an internationally known company specialized in innovative sports surface and sub base solutions, we have created a sustainable sub base sports pitch water system, capable of supporting both natural and synthetic surfaces.

Along with the full water management comes consistent performance, lightweight construction and due to its modular construction the system is perfectly suitable for temporary events. This system has been applied for many different sports and events. In 2012 we have installed 65.000 m2 of water management system for the London 2012 Olympics equestrian event and we are currently working on several projects to create sustainable solutions for portable water problems in the North West Province of South Africa and India. This so called Greensource system transforms a synthetic turf sports pitch into a rainwater catchment, storage, distribution and drinking water supply system.

With innovative water management solutions it is our goal to contribute to the creation of healthier cities for people worldwide, and we feel that innovative sports pitches are an essential part of that.



Aarnout Brombacher

Member National TopTeam Sports & Vitality, Representative for Dutch Universities / Knowledge Institutes
Dean & professor in Industrial Design, Eindhoven University of Technology

Eindhoven University of Technology

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Eindhoven University of Technology

Eindhoven University of Technology (TU/e) is a research university specializing in engineering science & technology. Our education, research and knowledge valorization contribute to:

- science for society: solving the major societal issues and boosting prosperity and welfare by focusing on the Strategic Areas of Energy, Health and Smart Mobility
- science for industry: the development of technological innovation in cooperation with industry
- science for science: progress in engineering sciences through excellence in key research cores and innovation in education

The TU/e profiles itself as a leading, international, in engineering science & technology specialized university. We offer excellent teaching and research and thereby contribute to the advancement of technical sciences and research to the developing of technological innovations and the growth of wealth and prosperity both in its own region (technology & innovation hotspot Eindhoven) and beyond.

In short, the TU/e profiles itself as the university where innovation starts.



Hubert von Heyden

CEO

Flexotels

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Flexotels

Flexotels is an innovative concept for temporary staying. The innovation lies within the quick and flexible placing of accommodation at different sites where there is extra need for comfortable temporary overnight stays. With this innovating product, Flexotels offers a temporary stay for the event's participants, personnel and visitors. This gives them the opportunity to stay overnight at the event site.

USP's: Quick to install with over 300 rooms p/day, foldable system for over 20 rooms p/truck transport, building up on almost every location, turnkey delivery incl linen, TNO (NL) tested.

The comfortable and efficient furnishing of the Flexotels gives another dimension to the experiential value of the visitors during events. One Flexotel room accommodates 2 people. Electricity and lighting are available and each room is delivered with linen and towels. As soon as an event is finished the Flexotels can be easily folded up. One single truck can transport twenty rooms.

From the Netherlands flexotelrooms are distributed around Europe to an international customer portfolio of major international sports-, business- and music organizing enterprises.

Products and Services Offered

Fully equipped temporary rooms for 1 till 365 days use.



Judith van Akkeren
Senior Project Manager FME/
Dutch Sports Infrastructure

FME/Dutch Sports Infrastructure

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FME/Dutch Sports Infrastructure

Dutch Sports Infrastructure is a conglomeration of companies that work together to create a platform to facilitate the international exchange of innovations and ideas surrounding major sports events like the football World Cup and the Olympic Games. In close collaboration with the Dutch government and sports organizations, the Dutch industry is looking to collaborate on innovations that produce green technology, efficiency and safety around major international sports events.

Dutch Sports Infrastructure is initiated and managed by Association FME, the Dutch association of enterprises in the technological sector. The organization represents 2,200 members in the metal, plastics, electronics and electrical engineering industries. Together, these enterprises employ a workforce of 220,000 people. The joint annual turnover of its member companies is approximately €70 billion, with a direct export totaling €37 billion. We actively protect our members' interests nationally and internationally, provide services to individual member companies and conglomerates and support 80 trade associations. More information can be found on www.fme.nl.



Martijn Snelder
Managing Director

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Gran Fondo

We have developed an outstanding craft beer called **à BLOC**. It is brewed especially for cyclists with only the finest ingredients. À BLOC Bicycle Beer is an unfiltered blond ale, naturally rich in proteins and vitamin B, and with added Alpine Minerals for better recovery.

Cycling is growing exponentially around the world, and the craft beer market continues to expand. With à BLOC, we combine these two trends to create a new niche fusing the cycling and craft beer markets.

à BLOC is about passion, enjoyment, performance, dedication, and friendship. It is about the heroism, the romance and the rich legacy of cycling. It is about achievement, pushing ourselves and challenging each other. It is about enjoying the ride with friends, having fun together and enjoying the good things in life. The shared experiences of cycling enthusiasts grow the à BLOC brand.

We also create an on-line platform facilitating cyclists to share their rides and challenge each other on the most mythical mountain cols (www.wesharetheride.com).

Our marketing and communication strategy links these experiences to the à BLOC brand. à BLOC is the sum of all stories and ties the experiences into our brand identity. With a well-defined customer base in Australia of 2.1 million cyclists good for a total market size of AU\$ 1 billion per year and growing.

We share the ride.

Profile of Commercial Contacts Wanted

- Distribution partners
 - Coverage in Melbourne, Sydney and Adelaide desired.
 - Retail, bars/restaurants, wholesale
 - Premium wines and/premium craft beer or
 - High-end Bicycle products
- Marketing/creative agency for local brand activation (Melbourne, Sydney, Adelaide)
- (on-line)retail partners
- Event organisers (cycling events)
- Investors

Knowledge Centre for Sport Netherlands

Knowledge Centre for Sport Netherlands focuses on the application of practical and scientific knowledge in the field of sports and physical activity.

Relevant knowledge arises both in science and in practice. By working together and applying knowledge, new insights arise and scientific knowledge is validated and enriched. The right knowledge enables faster rehabilitation or lower absenteeism, more participation of people with disabilities, skilled trainers and coaches or - for elite athletes - the tiny difference between “winning a medal or no medal”.

Knowledge Centre for Sport Netherlands was co-initiator for the new national research agenda on sports. And recently it has created a researcher platform to strengthen the applied sports research. In Sportinnovator, the Dutch approach for sportinnovation, we assist the Topteam Sport with knowledge about certification of centers and projects and with communication.

Knowledge Centre for Sport Netherlands is strongly anchored in regional and national networks of government, research and education, healthcare and sport clubs. We share knowledge with researchers and professionals and also with general public: anyone in The Netherlands with questions about sports and exercise receives a solid, well substantiated answer from us through our web portal www.allesoversport.nl.

Knowledge Centre for Sport Netherlands is an independent knowledge institute, funded by the Ministry of Health, Welfare and Sport (VWS). With effect from January 1st, 2016, the Netherlands Institute for Sport and Physical Activity (NISB) and Unlimited Sport Netherlands (Onbeperkt Sportief) formed the two pillars of the new Knowledge Centre for Sport Netherlands (Kenniscentrum Sport). In recent years we have learned that the use of knowledge leads to better interventions, more effective programmes and a more competent workplace.

Board of Directors: Remco Boer and Willemijn Baken



Remco Boer
CEO

Knowledge Centre for Sport Netherlands

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Berend Rubingh
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Consultant

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Manage to Manage

Berend Rubingh (1957) is a Professional Management Consultant in the Sports Industry since 1993. His Consultancy Firm **Manage to Manage** is based in The Netherlands, but he is active around the world, mainly in the area of Change Management and Organization Development. Among his clients are National and International Sport Federations, Professional Sport Organizations, Sport Clubs and Governments (local, regional and national).

He is one of the founders of the Sport Management discipline in Europe and co-founder (1992) and honorary president of the European Association for Sport Management (EASM).

He lectures Change Management at the University of Groningen, Faculty of Business and Economics and is a sport management guest lecturer at the University of Brussels and several other Universities in Europe. Berend is a regular keynote speaker at conferences and is often invited as Chair or Workshop leader.



Hugo van der Poel
 Director

Mulier Institute

The **Mulier Institute** is the biggest non-profit centre for social scientific sport research in the Netherlands, with roughly 20 fte academic staff. Clients are the EU, the Dutch ministry of Health, Well-being and Sport, provinces, municipalities, sport organisations and companies. Research areas include the organisation and stimulation of sport for all, sport participation, sport and health, sport and school, sport clubs, sport facilities, sport events and sport policy.

The Mulier Institute is able to provide scientifically sound data and practical knowledge to tackle sport policy questions, and is interested in comparative research and cooperation and exchange with international partners in this field.

Mulier Institute

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Vereniging voor Sportgeneeskunde



Anja Bruinsma
 Director VSG and six others
 organizations, related to the VSG.



Rhijn Visser
 Chairman of the board VSG

Netherlands Association of Sports Medicine (VSG)

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Netherlands Association of Sports Medicine (VSG)

The Netherlands Association of Sports Medicine (VSG) was founded on May 8, 1965. The objective of the VSG is to promote sports medicine in its widest sense, with special attention for the (professional) interests of the members of the Association.

The efforts of the VSG are dedicated to the task and place of its members in sports health care and to the quality of education and post-graduate training in this field. The VSG aims for an optimal exchange of knowledge and skills at both a national and an international level.

VSG scientific goals:

- To enhance the knowledge about sports medicine among its members and among others who are involved with health care for athlete's.
- To stimulate scientific research, applied as well as fundamental, in the field of sports medicine.
- To promote the exchange of knowledge with other scientific associations.

Sports medicine is a medical specialty in the Netherlands since July 1st 2014. Presently there are 140 registered sports doctors and 25 doctors in training to become sport-physicians.

Partners:

NOC*NSF, FIMS, Red Cross, KNMG, WADA, sport leagues, Dutch health organization

Products and Services Offered

The VSG is an institution that develops and shares scientific knowledge. With an important task in public health information.

Profile of Commercial Contacts Wanted

Sports physicians or organisations that participate in sport medicine/ health issues (Exercise is medicine) (key players by)Health/exercise organisations, Sport leagues And/or sponsors of major sports/health issues.



Nicolien Nicolai
Manager Transition

NOC*NSF

The “Nederlands Olympisch Comité * Nederlandse Sport Federatie” (NOC*NSF) is the main organization for organized sports in The Netherlands. The 88 member organizations account for around 28,000 sport clubs which totals more than 5 million people involved in organized sports.

Elite sports

Elite sport brings us together. We strongly support our elite athletes and teams, who inspire us to challenge ourselves. In elite-level sport, it is our ambition to rank among the top-ten of sport countries of the world.

A level of public sport participation of 75%

For many years, sport federations and NOC*NSF have worked hard to enable people to do sport. And their efforts have paid off. It is our aim to raise sport participation among the general public from 65% to 75%.

The sport club

Important characteristics of Dutch sport clubs are that they are based on volunteerism and that clubs are democratic organisations run by the members themselves. Most sport clubs are members of national sport federations, which, in turn, are members of NOC*NSF. A sport club has as its primary aim to enable its members to take part in sport. That said, and in the face of a changing society, a growing number of clubs are beginning to resemble community-services organisations.

Sport for people with impairments

NOC*NSF has set itself the goal of getting as many people with impairments as possible to participate in sport within the organised sport structure and as close to their homes as possible. The aim is to increase and improve the opportunities for people with impairments, by using the knowledge, experience and facilities member sport federations already possess.

NOC*NSF

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Hans Zoethoutmaar
Adjunct Directeur / Projectmanager

Rotterdam Topsport

‘Obtaining and reinforcing the (inter)national position of Rotterdam as leading city of sports, with the best possible sports infrastructure and organisation.’

Active on the border between the business sector and top-level sports, **Rotterdam Topsport** is indirectly tied to the municipal organisation; next to the financial support by the city we have to generate a substantial part of our budget through sponsoring.

We focus on our role as a network organisation in a public-private partnership with the municipality of Rotterdam, the (inter)national world of sports, the business sector, the media, and the educational and scientific world, with the objective to improve Rotterdam’s top-level sports climate. In the broadest sense of the word. From guiding talents to initiating the build of new locations, offering sport medical care and organising sport events.

Rotterdam Topsport

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KNVB (Royal Netherlands Football Association)

The largest sports federation of The Netherlands with over 1.2 million members and 500 employees.

What we want to work on together

Football to love

- Is our shared ambition. Football that is loved because it is 'the beautiful game', and is played and experienced with pleasure. Football that we identify with and feel connected to. Where fairness and respect come first. And to which everyone always gives their best, on and off the field.
- Is what Holland is known for. Football that has won, whatever the score. Football with supporters that have captured the hearts of the world with their joy in football and sense of brotherhood.
- Is something we increasingly long for. Because it cannot be taken for granted. Together, we are going to bring it back.

For the game

We share our passion for pure football and joy in playing with as many people as possible.

For each other

We bring together people, clubs and organisations, to help and strengthen each other.

For the future

We develop the sport and get the best out of ourselves, each other and the world around us. By inspiring, motivating and stimulating action.

Facts and figures

- 1.227.157 members, of which 146.900 girls and women
- 63.514 teams participate in our outdoor pitch competitions
- 35.000 referees
- 12.874 coaches and referees annually follow a course at our KNVB Academy
- 465.123 football fans visit our events, from national team matches to street football finals
- 500.000 volunteers



Jan Dirk van der Zee
Chairman/CEO amateur football



Giel Kirkels
Manager KNVB knowledge center

KNVB (Royal Netherlands Football Association)

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René Wijlens
Cluster manager



Marc van der Zande
Senior project manager

Sports and Technology Foundation

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Sports and Technology Foundation

Sports&Technology (founded 2005) is located in the top technology region of the Netherlands (www.brainport.nl). The cluster of Sports&Technology is a network of companies, SportFieldLabs and knowledge organisations, closely connected to the local and regional government.

Create Value through smart connections

Cluster partners share their knowledge and experiences, in an ethos of open innovation and co-creation, to create social and technological innovations in the domain of sports and vitality. The ultimate goal is to bring more people to an active lifestyle, enhance sport performance and create economical and societal value.

Companies

Sports&Technology includes 100+ (SME) companies. The S&T-Business Club is the place where businesses collaborate informally to create smart connections, anticipate business opportunities and work on innovation and business creation.

SportFieldLabs

Important nodes within the network of Sports&Technology are the SportFieldLabs. These research and development locations in a real-life sports setting, give a unique possibility to create, develop and test new products and services. SportFieldLabs are a breeding place for innovation and business creation. Fieldlabs have been developed for gymnastics, swimming, field hockey, soccer, athletics, cycling, sports for the disabled and sports stimulation.

Knowledge organisations

Knowledge organisations provide the knowledge for new innovations. They are the partners for demand driven research, transfer of knowledge, project development and supply of students. Sports&Technology cooperates with universities and colleges to a.o. develop new research programs & projects and to place PhD's within the cluster

Sports&Technology activities

- support networking
- stimulate innovations and create innovation projects
- matchmaking between the actors

Since 2011 the Sports&Technology cluster has initiated projects with companies for a total of more than € 10 million euro.



Kirsten Verkooijen

Assistant professor

Wageningen University and Research, Health & Society Group

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Wageningen University and Research, Health & Society Group

Wageningen University and Research is a top-ranked university in the world, and rated as the best university of the Netherlands by its students. Its mission is “to explore the potential of nature and improve quality of life”.

The chairgroup Health and Society aims to improve quality of life by focusing on societal relevant health issues. The analysis of these issues as well as the road to solutions, require input from multiple scientific and societal disciplines. For this, our research and education uses a multi- and interdisciplinary approach, working together with natural and social scientific disciplines, health professions, health policy and industry.

Sport participation is one of the key topics of our chairgroup. We conduct research on individual and environmental determinants of sport participation, as well as on the outcomes of sport participation on individual, group and societal level (e.g., cost-benefit analysis).

Some of our current research on sport:

- Primary care and community sports: creating healthy alliances at the neighborhood level
- Youth, Care and Sports: enhancing the benefits of sport participation among socially vulnerable youth
- Participation in university sports and study performance

What we have to offer:

- High-quality research, usually involving a combination of qualitative and quantitative methods;
- An action research approach, i.e., outcomes are shared directly with relevant stakeholders and used to improve the situation at hand;
- A research team that has ample experience with managing complex, practice-oriented, research projects.
- (online) seminars and educational modules

What we are looking for:

Partners and investors for (joint) research or educational activities



Horticulture & Starting Materials



Thijs Maathuis
Export Manager

Certhon

Certhon, established in 1896, designs and realizes greenhouses, growth chambers and greenhouse installations for the international horticultural industry. We realize completely integrated projects as well as specific heating, cooling, irrigation and electro technical systems.

By uniquely bundling our know-how right from the start of a project we integrate our products and services in an optimized way. When combining this with our expertise in logistics it will save time and money for the realisation of the project.

We believe that taking a turnkey approach to a project is no longer sufficient enough for our clients, this is why we like to use the term; ROI-key (key to return on investment). With these projects in particular, the combination of our expertise gives added value, from setting up the business case to project realisation, after sales service and agronomical support.

Certhon

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Bert-Jan Nolden
Head of Sales

Hoogendoorn Growth Management

Hoogendoorn is known as the most innovative supplier of process automation systems in the horticultural industry. For 50 years, we have been striving towards the optimal greenhouse climate, increasing crop yields and managing costs and risks in greenhouse horticulture. During these years, we have learned to look at projects in a unique and individual way, no matter what their size. With innovation being our prime focus, and by only integrating the latest techniques and insights into your professional management, suddenly the most complex of processes seem to be surprisingly simple. We call that "Growth Management" and it is at the heart of all our services, people and products.

Our products

The iSii Next Generation is the ideal process computer to optimize your climate, irrigation and energy management. The system's modular structure enables you to tailor it exactly to the specific circumstances at your site.

Nomad is Hoogendoorn's path and labor registration system. Nomad helps you to have a better insight in labor processes, production, stock management, pest and diseases and more. Nomad gives you live information at any time and at any location in your greenhouse.

Service and support

Hoogendoorn cooperates closely with local partners all over the world who take care of installation and commissioning. Once the system is running, they will provide you with support in case you need it and you can contact our "24-7" helpdesk. Also we offer individual "on site" training and for more frequent training we have the "webinar" option.

Hoogendoorn Growth Management

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Municipality of Westland

The world's largest continuous glass greenhouse area lies in the City of Westland in the Netherlands, between Rotterdam and The Hague. The companies here are relatively large and very modern.

Technology helps Westland in the never-ending process of improvement. This technology begins with the construction of a greenhouse. Temperature, humidity and light greatly determine the growing capacity of the greenhouse crop. For this reason, greenhouses are now built to be higher and airier as well as more easily sealed (with screens etc.).

The goal of Westland is to promote and facilitate their horticulture companies doing business abroad. Westland has an international leading position in greenhouse horticulture and would like to be a partner of Australia in order to jointly contribute to further development of modern and sustainable greenhouse horticulture production in Australia.



Sjaak van der Tak
Mayor



Antoon van de Ven
Strategy Advisor Horticulture
Westland

Municipality of Westland

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Marcus van Heijst
Account Manager Oceania

PRIVA. Creating a climate for growth

Priva leads the way in the development and production of technology for the optimisation of environmental conditions and process management. Priva provides solutions for horticulture, building automation and anything in between, with a unique combination of software, hardware and services.

Priva products and services are applied in various sectors such as greenhouses, offices and public buildings, urban farming, retail, hotels and open field horticulture.

The family owned company has worldwide offices and training centres, from China to Canada and from Mexico to Scandinavia and Australia. The company is represented in over 100 countries via an international network of certified Priva partners.

In horticulture and agriculture Priva helps entrepreneurs to take further steps in their development. The company always offers the right solution for any growers' ambition. With every step the company takes with their customers, the starting point is: greater efficiency per m2 with less energy consumption and the optimum reuse of water.

Everything Priva does revolves around people. The company encourages the development of their employees, believes in the growth potential of their customers and suppliers, and relies on their strength and dedication. That's what they call: Creating a climate for growth.

More info: www.privagroup.com

Priva

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Jan Omvlee
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Rijk Zwaan

Rijk Zwaan is a Dutch family-owned vegetable breeding company. It is amongst the top 5 in the global vegetable seed market with a turnover of approx. 400 million euros and a market share of 8%.

Rijk Zwaan seeds are sold in more than 100 different countries through 30 locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, The Netherlands. Rijk Zwaan employs around 2,600 people and they are the company's most important asset. The company culture is centred on involvement, team work and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service.

Rijk Zwaan is active in Australia for more than 25 years. The main office is located in Daylesford with trial facilities and seed production. A trial station is located in Gatton. Rijk Zwaan Australia is also responsible for the sales in New Zealand where we have a long term distribution relation with Terranova Seeds in Auckland.

Rijk Zwaan Australia Pty. Ltd.

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Jan Schuttrups
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Job Roskam
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Royal Brinkman

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Royal Brinkman

Royal Brinkman is an international horticultural supplier with strong local representation in the most important horticultural countries around the world. Royal Brinkman supplies products, systems and services in the field of crop rotation, crop care, crop protection & disinfection, packaging & design, mechanization, technical projects and other service products. Knowledgeable employees from Royal Brinkman offer specialized products and solutions to the professional horticulture entrepreneur involved in covered cultivation.

By engaging in strategic partnerships and exclusive collaborations with manufacturers, Royal Brinkman develops new solutions and applications for customers. Customers will be treated in a "custom made" manner through local offices or dealers, or by means of personal sales and specialties as well as an efficient and well developed webshop. Efficiently managed logistics is the key to further success. The delivery of a team performance is what makes the difference.

Royal Brinkman's core values are

- Offering operational reliability; increase the customer's performance and decrease their production risk.
- Offering convenience; the convenience of choice, ordering, delivery, administration, etc.
- Offering the availability of products/services; the right product at the right place at the right price.
- Offering the right practical expertise; layout, quantity, efficient and effective use.
- Offering reliability of supply; product, quality, quantity, packaging, delivery times, location and documentation.

Ludvig Svensson

Ludvig Svensson is world leader in climate screens. The Svensson screens give the grower more effective climate control: from solar reflection and light diffusion to shading and cooling. The screens save large amounts of energy and reduce the need of pesticides, creating better water management and a better climate.



Wouter de Jong
Commercial Director

With experience in varied and extreme climates worldwide we know how to make more out of your natural climate. So when every plant counts, count on Svensson for a better climate!

Products and Services Offered

- Innovative climate & screen solutions.

Unique Selling Points

- Svensson Climate Advice is the name of the service we provide so you can be sure you're getting the right climate screen for your crop and growing conditions. This tailor-made climate and screen advice includes recommendations on how to make the most of your new climate screen in everyday situations.
- We have our own research and development, our own manufacturing and our own representatives.
- On top of this we have a solid network of installers, greenhouse builders and specialists to support your new build or refurbishment project.

Ludvig Svensson

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Taks Handling Systems

Taks Handling Systems is one of the leading manufacturers of harvest logistic solutions for greenhouse horticulture, fruits and vegetables. From the Netherlands (Breda) we develop, produce and assemble innovative modular and custom-built solutions for internal transport systems for all over the world. High-grade harvest processing and packing systems for internal transport, sorting, packing, palletizing, tracking and tracing. All the solutions are distinctive in quality and service and for sure known for the long operating life. The systems offer a quick and efficient processing of for example vegetables and fruits.



Arie Meeuwissen
CEO

Already for many years, efficiency improvement and labour saving are known challenges in the greenhouse cultivation, fruits, vegetables and mushroom cultivation. Taks Handling Systems has developed a concept for you to realize a Blueprint for Efficiency. Together we analyze the company situation, labour employment and efficiency improvements. Based on this analysis we determine the optimal solution for your harvest processing. With our transport systems, packaging systems, palletizers and management software for the greenhouse cultivation, vegetables and fruits cultivation we always offer a suitable solution for your packing hall, worldwide. We would like to make for you a Blueprint for efficiency because Taks Handling Systems ensures efficiency improvement.

Taks Handling Systems offers the ideal solution for automation of internal transport. More info see: www.taks.nl

Unique Selling Points

- Dutch engineering
- Limited downtime
- High speed handling
- Less manual labour
- Superb quality

Profile of Commercial Contacts Wanted

Owners of packing halls for greenhouse vegetables, fruits and mushrooms.

Taks Handling Systems

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Topsector Horticulture & Starting Materials

Horticulture & Starting Materials is recognized as a top sector in The Netherlands. Rightly so, because it is a very knowledge-intensive and 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 & Starting Materials sector accounts for € 12.5 billion in domestic production, € 17 billion in exports and more than 450,000 jobs.

World leader as a source of sustainable solutions to global challenges

The major societal and economic challenges of the world have one thing in common: they compel us to do more with less. The population is growing and ageing, 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, health and happiness, while energy, space, water and minerals are becoming scarcer.

This is, however, is the strength of the Dutch Horticultural & Starting Materials sector. Dutch plant breeders and propagators provide seeds and young plants for diseased and drought-resistant crops with a higher yield and a better taste and shelf life. Growers achieve the highest productivity per hectare and are at the forefront of energy efficiency, renewable energy and CO2 reduction.

In this process we work demand driven and look for solutions adapted to specific local circumstances all over the world.

Topsector Horticulture & Starting Materials is the connection between business, knowledge institutions and government and connects them to work together on innovative solutions, we are always looking for collaborations to strengthen this golden triangle.



Loek Hermans
Chairman



Saskia Goetgeluk
General Secretary

Topsector Horticulture & Starting Materials

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Joek van der Zeeuw
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Van Dijk Heating

Van Dijk heating is a Dutch company, founded in 1977. Specializing in products for glass-houses. We manufacture a number of high quality and user friendly products to grow more efficient. All our products are developed by ourselves and we sell them all over the world.

We ask special attention for:

Our FLUE GAS CONDENSERS

We manufacture flue gas condensers in many sizes and kinds. With a condenser you can raise the efficiency of your boiler up to 14%. Our condensers fit any type of boiler.

Our CO2 dosing units and equipment

For dosing flue gasses from a boiler or CHP. We also specialize in calculation and balancing the PVC-distribution system.

Turbulators (double twisted type)

Are shaped strips which are used in the tubes of a boiler. All the types are based on customers request.

Our Active Ventilation System

For the advanced energy-efficient growing method we produce units out of Polypropylene to control the humidity. Using this systems means energy saving as well as a very equal temperature over the greenhouse surface.

Ecoster drain water sterilizers

Based on the principle of Loui Pasteur we produce drain water sterilizers which boils the water. We have three different types. With a gasburner. Heating with an electrical element and a system which uses the existing heating system. The Ecoster makes the drain water 100% virus free.



Janine Luten

Managing Director of Wageningen
Academy

**Wageningen University
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Wageningen University and Research, Wageningen Academy

Wageningen University & Research is a research institution that focuses on the domain 'healthy food and living conditions'. We do not just develop top-quality expertise; we also help translate our knowledge into practice worldwide. That is why we do fundamental research all over the world. And finally, we also train professionals who, in the near and distant future, will discover breakthroughs in science and technology.

'To explore the potential of nature to improve the quality of life'

That is the mission of Wageningen University & Research with a staff of 6,500 and more than 10,000 students from over 100 countries work everywhere around the world in the domain of healthy food and living environment for governments and the business community-at-large.

Wageningen Academy

The course portal of Wageningen University and Research provide professionals from business or the public domain with the latest scientific insights in the domain of Healthy Food & Living Environment. Our courses and activities are an excellent way to catch up with the latest knowledge, developments and trends in your field of expertise. We help you to deepen your knowledge and offer you the opportunity to exchange ideas and share experiences with colleagues in your sector. In all our activities we make a connection between the knowledge from Wageningen University and Research and your daily practice. With our motto 'Today's knowledge, tomorrow's business' we bring the academic knowledge into practice!

Wageningen Academy develops courses, trainings and knowledge events. We focus our activities on higher educated professionals working in business or for the (semi-) government. We keep a close track on developments in the different sectors and work closely together with the scientists and lecturers at Wageningen UR. This helps us making a connection between insights in science and questions from the field. Your learning objective is always the starting point. We adapt the learning approach to your preferences. Besides the annual course programme we also offer in company programmes and distance learning modules. Furthermore, we organize Summer Schools, knowledge events and seminars. So it does not matter whether you are looking for in-depth knowledge or prefer to improve certain competences. We have a tailor-made solution for you.



Water

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.



Bianca Nijhof
Global Account Leader

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.

Arcadis

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Rotterdam is the second largest city in the Netherlands. The geographical location on a major Rhine-Maas-Scheldt river delta adjoining the North Sea makes Rotterdam a natural ‘Gateway to Europe’. It is centrally located between the three largest economies in Europe: Germany, France and the United Kingdom. This strategic location combined with excellent hinterland connections has made Rotterdam the largest port and the logistics centre of Europe.



Arnoud Molenaar
Chief Resilience Officer City of Rotterdam

Rebuilt extensively after 1945, Rotterdam has always embraced innovation, whether in architecture, medical technology, clean tech, port technology and logistics, the food sector or the creative industries. Most recently the Maasvlakte II was launched into operation, extending and expanding the port even further into the North Sea. Recent additions to the architectural landscape have been the new Central Station, Market Hall, Timmerhuis and De Rotterdam by Rem Koolhaas.

Rotterdam is an energetic city with a cosmopolitan atmosphere, encompassing a wealth of cultures and 175 nationalities. With 21% of its population under the age of 20, Rotterdam is one of the youngest cities in the Netherlands.

Unique Selling Points

- Strategic geographical location; open to partnerships;
- extensive international network in trade, logistics, green/cleantech, medtech (Erasmus Medical Centre);
- Erasmus University; committed to educating a new generation for the new economy;
- thriving young arts community. European City 2015, Urbanism Award 2015, Best in Travel 2016 Lonely Planet!.

Profile of contacts wanted

Looking for contacts who are interested in expanding their activities via or in Rotterdam and/or for knowledge sharing in the field of urban water management and (climate)resilience.

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Ruud Keesom
Branche Manager Australia

**Delta Marine
Consultants / BAM
Infraconsult**

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Delta Marine Consultants/BAM Infraconsult

BAM Infraconsult is an innovative Dutch Engineering Consultant, founded in 2008 and has extensive experience in all project phases from pre-investment advice, concept development to detailed construction designs. BAM Infraconsult is capable to support the client throughout the implementation and operation process and to manage a multi-disciplinary team towards tailored solutions.

BAM Infraconsult has strong links with its parent company Royal BAM Group, one of the largest European construction companies, Operating as an independent consultant BAM Infraconsult offers practical and economic solutions, adhering to strict safety requirements to the optimal benefit of the client.

We have 430 competent employees, many with experience of more than ten years. The multidisciplinary teams are supported by a proficient CAD/BIM department to ensure full integration of 3D engineering and visualizations. The mix of young, excellently educated engineers and specialists enables a fresh and dedicated approach towards challenging tasks.

Coastal and River Engineering

Hydrodynamic Modelling, Breakwaters, River engineering and flood control, Storm Barrages

Ports and Harbours

Dredging and reclamation, Oil and gas jetties / terminals; Quay walls; Ro-Ro facilities; Cruise terminals; Ship repair facilities; Berthing and mooring studies; Numerical analysis of ship motions; Downtime analysis of berths/ terminals

Offshore wind farms

Marine transport and installation

Infrastructure

Railways; Roads and Bridges; Tunnels (immersed, cut & cover, bored); Sluices/ locks; Aqueducts; Dams

Industrial

Pump houses; Intakes and Outfalls

Special Services

Geotechnical engineering; Dynamic pile analysis; Seismic design; Physical model tests; Material technology; Constructability studies; Systems engineering; 3D/4D-visualizations and Building Information Models (BIM).



Simone van Schijndel
Director Geotechnical Engineering,
Regional manager New Zealand and
Australia



Simone De Kleermaeker
Deltares representative Brisbane

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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. Our main focus is on deltas, coastal regions and river basins.

Deltares employs over 800 people and is based in Delft and Utrecht, the Netherlands. In Oceania, we have local representatives in Brisbane, Perth, Taupo and Hamilton.

Products and Services Offered

- Applied research and specialist consultancy
- World-class physical modeling facilities and experimental field facilities
- State of the art modeling software

Unique Selling Points

- We believe in openness and transparency, as is evident from the free availability of our software and models.
- Knowledge is our core business. For Deltares the quality of our expertise and advice is foremost.

We work closely with governments, businesses, other research institutes and universities at home and in Australia and New Zealand.

Holland Water Challenge

The Holland Water Challenge is a competition that invites the next generation water leaders to take an active role in developing innovative and sustainable solutions to real-life delta and water problems. In a unique way, the Holland Water Challenge connects young talent with experts from private sector, academia and government and inspires them to discover and share their passion for water.



Gregor van Essen
Managing Director

Supported by a network of more than 60 international companies, universities and government institutes, programs are run in a growing number of countries, such as Singapore, Myanmar, Australia, China and Indonesia.

In Australia, the Holland Water Challenge is one of the main platforms underpinning the knowledge partnership on climate resilience between Queensland and the Netherlands (www.hollandwaterchallenge.nl/australia).

Holland Water Challenge

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Leanne Reichard
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HydroLogic

HydroLogic is a new-generation water-management company from the Netherlands, which works internationally with a focus on Australia. We believe that many of the current water problems resulting from climate change and urbanization can be solved by innovative information and communication technologies (ICT). Our mission is to empower water managers with smart solutions providing reliable data, simulation models, user-friendly software and in-depth water knowledge.

HydroLogic has a solid basis of over 2500 clients from over 15 countries who are using the HydroNET solution: a web-based decision support system that provides intelligent solutions for operational and strategic water management. Smart web-applications transform weather and water data into valuable tools which enable water professionals to make informed decisions for the analysis and sustainable management of Australian water resources. Providing exactly what is needed for strategic and operational water management is what we aim for; both for day-to-day practice as well as for crisis management: before, during and after extreme events such as droughts and floods.

HydroNET your water control room

HydroNET won the most recent National ICT Award for the most innovative service. The prestigious prize was issued by the Dutch ICT industry (Nederland ICT) as a reward for design, operational excellence and the co-creation model for the development of the system, involving a wide range of partners and clients. The development process, operation and maintenance of HydroNET is subject to Quality Assurance and Environmental Management, based on ISO 9001 and ISO 14001 standards, for which the company is certified by Lloyd's Register.



Jan van Meever
CEO

Meever & Meever

Founded by Jan van Meever in 1973, **Meever & Meever** has seen a steady growth in Producing, stockholding, renting out and processing steel products related to marine & civil engineering.

Steel sheet piles

Meever & Meever offers a wide range of hot rolled and cold formed U & Z sheet piles. We provide additional services as pairing, crimping/welding, cutting, anti-corrosion paint and water tightness paint. Another activity is the rental, sale-buy-back services of sheet piles and rental of vibrators & power-packs.

Anchoring systems

The core of our modular self-drilling anchor system

Engineering and re-designing

Welded steel tubes

From production and stock we offer spirally and long-welded tubes in qualities X42 - X80 with diameters from 32 to 3000 mm

Combined walls

Sheet piles in combination with pipes or hz piles.

We are looking for:

- Piling companies
- Companies within the business (piling companies or traders) to start up a company together in Australia and New Zealand.

Meever & Meever

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Sarah Budd
Resident Director Australia

Royal HaskoningDHV

Royal HaskoningDHV is an independent, international engineering and project management consultancy with 135 years of experience in innovative and sustainable consultancy services in the fields of aviation*, buildings, energy, industry, infrastructure, maritime, mining, transport, urban & rural planning and water. Our 6,000 experienced staff work for public and private clients in over 150 countries.

We are committed to deliver added value for our clients while at the same time addressing the challenges societies across the world are facing today – in respect of cities, water, transport and industry. We are helping our clients, public and private, to be truly prepared for the consequences of these challenges.

Working alone, we cannot change the world. Working together with our clients, academic and research institutions, partners, stakeholders and communities, we are in the process of moving towards a better future for all.

Royal HaskoningDHV has staff working from 4 offices based in Sydney (NSW), Newcastle (NSW), Gold Coast (QLD) and Perth (WA). Established in Australia in 2011 we deliver projects across the country and to neighbouring regions.

We provide engineering and consultancy services in the Maritime, Coastal, Metocean and Water Management sectors; undertaking Master planning, Conceptual and Detailed Design, Asset and Operations Management and Environmental Services for a wide range of public and private clients.

Building on our existing Australian presence, we aim to grow into the Aviation sector. Through our Aviation company NACO we will deliver Airport Studies and Master planning, Design of Terminal Buildings, Airside Infrastructure and Special Airport systems (like Baggage Handling Systems).

*NACO Netherlands Airport Consultants and Intervistas

Royal HaskoningDHV

Global Head Office

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Jelte Bosma
Strategy Consultant
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Zuiderzeeland Regional Water Authority

The Zuiderzeeland Regional Water Authority protects Flevoland, a province in The Netherlands, from flooding and drought, and ensures proper waste water treatment. It does not operate alone, but works in close cooperation with other regional authorities, like the provinces and the municipalities. NGO's and other stakeholders are also involved in the process of collaboration.

The Zuiderzeeland Regional Water Authority manages the water in the polders of Eastern and Southern Flevoland and the Northeast polder. This covers a total of 150 thousand hectares of land, in which some 400 thousand people live. The Zuiderzeeland Regional Water Authority also manages two peripheral lakes. Its tasks include maintaining the predetermined water level and the dikes, maintaining water ways, monitoring water quality and treating both domestic and industrial waste water. Moreover, Zuiderzeeland is responsible for combating muskrats in order to prevent damage to dikes and banks. It also coordinates the fight against botulism in the control area.



Others

ING Bank

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.



Charles Ho
Principal, Interim Head of
Wholesale Banking



Tim McCabe
Principal, Utilities, Infrastructure
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Natalie Doyle
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ING in Australia

ING started ING Direct (the trading name of ING Bank (Australia) Limited) in 1999 and it has been a great success story ever since; it has grown to become Australia's 6th largest retail bank by mortgage portfolio and has consistently received the highest customer satisfaction rating and Net Promoter Score amongst all Australian banks. ING Direct now has more than 1.6 million customers with \$34 billion in deposits and \$40 billion in mortgages.

With more than 1,000 employees, our strong customer focus is reflected in our workplace.

Over the years, ING has expanded its coverage and lending wholesale business in Australia and has set up a dedicated structured finance team on the ground to focus on the market. Australia is currently seen as a core market with focus in the utilities & infrastructure, metals and mining, oil and gas, and telecommunications, media & technology sectors. In January 2016, ING established corporate coverage in Australia with focus on outbound activity and a pilot program for onshore activities. ING is stepping up efforts to better serve its local and international corporate and financial institutional clients in Australia.

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Joost van Dam
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Wendy Bakker
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Netherlands Export Combination (NEC)

The Netherlands Export Combination (NEC) is a leading Dutch organization in the field of International Trade Services. The NEC has been active in 'international businesses' for more than half a century. She is widely known in the world's markets as an international trade expert with a worldwide network.

The NEC supports international companies and organizations in their efforts to expand their international trade. She not only helps companies with their export strategies but also provides information and "hands-on" international trade services.

Australia and New Zealand are focus countries for NEC. The CEO of NEC has been living in Australia for around 5 years and over the last years NEC has executed many projects especially in the agro-food and horticultural sectors.

Because of the broad international partner network of the NEC and the valued databases it uses, it is possible to find the right business partners and to realize the first turnover within the shortest time possible. It makes doing business abroad much easier; it opens doors, avoids pitfalls, enables to approach business in a professional way and increases the chance of success.

Market entry is realised through: 1. market research, 2. selection of partners, 3. business matching 4. follow-up. These steps are made-to-measure projects which are designed to fit the individual companies.

Furthermore, the NEC organizes many trade missions, fair participations, conferences, international events, etc. Usually these are organized in close co-operation with the Netherlands Enterprise Agency (RVO), the Netherlands Embassies, the Ministry of Agriculture and other local partners in their network.

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Hans de Boer

Head of business delegation
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Official Delegation

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International Water Cluster

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Ministry of Infrastructure and the Environment

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