

Netherlands Economic Mission to China

荷兰赴华经贸代表团

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Foreword



It is a great pleasure to lead this delegation to China, and I am proud to be accompanied by a group of 175 Dutch companies and knowledge institutions with expertise in a wide range of fields. The overarching theme of this visit is 'Connecting Europe and Asia', leveraging the Netherlands' role as a gateway to Europe and engaging with China's Belt and Road Initiative.

I am delighted that the Minister of Agriculture, Nature and Food Quality, Carola Schouten, Minister for Foreign Trade and Development Cooperation, Sigrid Kaag, Minister for Medical Care and Sport, Bruno Bruins, and State Secretary for Infrastructure and Water Management, Stientje van Veldhoven, are joining me on this mission. Our joint efforts are sure to further strengthen the political and economic ties between our countries.

For those participants that are already active on the Chinese market, this visit offers an opportunity to expand their network. For other participants, the mission can be an excellent first introduction to China and to potential Chinese partners. After all, China is the largest trading nation in the world, and the Netherlands is its third-largest European trading partner.

This trade mission will enable you to meet Chinese counterparts and exchange knowledge and expertise with them. It will also facilitate building new relationships and concluding new partnership agreements. Chairman Hans de Boer of the Netherlands Confederation of Industry and Employers (VNO-NCW) is leading the business delegation. I am confident that under his guidance your meetings in Beijing, Shanghai, Guangzhou, Xi'an and Chengdu will boost trade, investment and cooperation.

This mission will add a new chapter to the long-standing friendship between the Netherlands and China. It will harness Dutch solutions to the development of the Chinese economy, foster ties between our countries and peoples, and lay a stronger foundation for shared prosperity.

I wish you all an inspiring and successful mission.

Mark Rutte
Prime Minister

前言

我很高兴带领代表团访问中国，我感到自豪的是，有175个擅长不同领域的荷兰企业和知识机构陪同我访问。这次访问最重要的主题是“连接欧亚”，发挥荷兰作为欧洲门户的作用，参与中国“一带一路”倡议。

我感到高兴的是，农业、自然和食品质量大臣斯考滕（Carola Schouten），对外贸易和发展合作大臣卡格（Sigrid Kaag），医疗和体育大臣布鲁因斯（Bruno Bruins），以及基础设施和水管理国务秘书范丰霍芬（Stientje Van Veldhoven）都陪同我访问。我们的共同努力必将进一步强化我们两国之间的政治经济联系。

对于那些已经活跃在中国市场上的公司，这次访问是扩大自身网络的好机会。对于其他参与者，这次访问则是把自己介绍给中国和潜在中国合作伙伴的绝佳时机。毕竟中国是世界上最大的贸易国，荷兰是中国第三大的欧洲贸易伙伴。

本次贸易代表团可以帮您结识中国同行，和他们交流认识和技能。代表团还可以促进建立新的联系，缔结合作伙伴协议。荷兰雇主协会主席汉斯·德波尔率领本次贸易代表团。我相信在他的指导下，您在北京、上海、广州、西安和成都的会议可以促进贸易、投资和合作。

本次代表团会为荷兰和中国之间长久的友谊谱写新的一章。它能够从荷兰的角度为中国经济发展提供解决方案，促进两国和两国人民之间的纽带，并为共同繁荣打下坚实基础。

我祝愿本次访问圆满成功。

吕特
荷兰首相

Foreword



The Netherlands and China maintain a good economic relationship. Within the EU, The Netherlands is among the top-3 of China's most important trading partners and is the 3rd largest investor in China.

I am very glad that the Prime Minister of The Netherlands, Mark Rutte, has chosen to pay a visit on such a large scale to China. He is not only accompanied by four members of the Dutch government, but also by a large business delegation representing a variety of relevant sectors such as agri-food, horticulture, logistics, life sciences and health, smart and green mobility, waste management and circular economy, as well as representatives of some of the largest enterprises in The Netherlands.

China and The Netherlands currently face similar global challenges, such as climate change, urbanization, food security, and digitalization to name but a few. I believe that good cooperation between our two countries can contribute to new, innovative, and sustainable partnerships for solutions to these challenges.

The Netherlands, although relatively small in land mass and population, is a mid-sized economy with a high standard of living and an exceptional entrepreneurial spirit. The Netherlands is also pleased that it can serve as China's Gateway to Europe via the Port of Rotterdam and Amsterdam Airport Schiphol.

This mission provides a great opportunity to bring much potential to light. During the seminars, company visits, trade dinners, bilateral policy meetings and focused discussions, the businesses of our countries have the opportunity to share their knowledge, expertise, and aspirations.

In recent years, we have taken important steps in this intensification process. We are delighted that with this visit, we can take the next step.

I am convinced that economic relations between our countries have a promising future. I encourage businesses of our countries to seek for opportunities to strengthen our relationship and I am sure that this mission will be a great added value to that process.

Best wishes for a successful mission!

Hans de Boer

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

前言

荷兰和中国保持着良好的经济关系。荷兰是中国在欧盟排名前三的重要贸易伙伴，也是欧盟在中国的第三大投资国。

我很高兴荷兰首相吕特如此大规模地访问中国。陪同他访问的不仅有4名荷兰政府成员，还有一个大型企业代表团，包括农产品、园艺、物流、生命科学和卫生、智能和绿色出行以及循环经济等多个相关行业，以及荷兰一些最大企业的代表。

中国和荷兰目前面临着类似的全球挑战，例如气候变化、城市化、粮食安全和数字化等。我认为，我们两国之间的良好合作有助于建立新的、创新的和可持续的伙伴关系并解决这些挑战。

虽然荷兰面积相对较小，人口相对较少，但它是一个中等规模的经济体，生活水平很高，并具有令人赞叹的创业精神。荷兰还高兴地看到，凭借鹿特丹港和史基浦机场，荷兰可以成为中国通往欧洲的门户。

这次出访提供了一个展示现有潜力的极好机会。在研讨会、公司访问、贸易晚餐、双边政策会议和重点讨论期间，我们各国的企业能够分享各自的知识、专长和期望。

近年来，我们采取了重要步骤，加强交流，并且高兴地看到，通过这次访问，我们能够迈出下一步。

我相信，我们两国之间的经济关系未来充满希望。我鼓励我们两国的企业寻找机会加强联系，并且相信这次访问对这一进程具有重大价值。

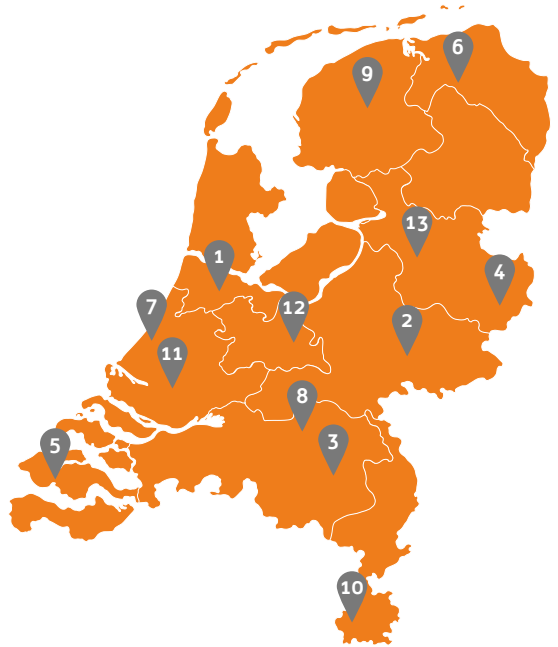
祝大家好运！

汉斯·德波尔

荷兰雇主协会（VNO-NCW）主席



The Netherlands | 荷兰



Locations

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

Introducing the Netherlands

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

How do the Dutch make a difference?

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

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



Building with nature

An innovative method for coastal protection

Worldwide ranking

- 1st** Best water transport infrastructure in the world (IMD, 2016)
- 1st** Best performing European Healthcare system (Euro Health Consumer Index, 2017)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 1st** World's largest flower exporter
- 2nd** Number of patent applications per million inhabitants in the world (WIPO, 2016)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2016)
- 3rd** Number of broadband connections per 100 inhabitants (41.3%, OECD, 2016)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 4th** At World Bank's Logistics Performance Index
- 5th** Largest exporter of goods in the world (668 billion US dollars)
- 6th** Largest exporter of commercial services in the world (180 billion US dollars)
- 7th** Largest importer of services in the world (173 billion US dollars)
- 8th** Largest importer of goods in the world (507 billion US dollars)
- 9th** Largest foreign investor in the world (1,074 billion US dollars)
- 9th** Largest recipient of foreign investment in the world (707 billion US dollars)

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 and Curaçao and St. Martin. The overseas islands 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** 17.1 million (June 2017)
- **Number of inhabitants per km²** 502 (June 2017)
- **Currency** Euro
- **Languages** Dutch and Frisian
- **GDP per capita** 40,941 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5.6% (average 2007-2016)
- **Moderate inflation** 1.4% (average 2007-2016)
- **90% of all Dutch people** speak English

荷兰简介

汇聚多种力量为现在和未来的最为宜居之地创造可持续性的解决方案。

荷兰人如何改变了世界？

荷兰人通过互动的方式为当今世界面临的重大挑战寻找创新型的解决方案。几个世纪以来，在荷兰低洼三角洲的生活塑造了荷兰人的思维方式和生活方式。古往今来，荷兰人齐心协力，寻找解决水、城市化、能源、食物、健康和安全等多方面挑战的巧妙方法。面对新的挑战，荷兰人富有

创造性、务实性和开放性，他们创造了一个繁荣而高效的土地。荷兰是一个集城市、工业、农业和自然为一体的不断发展的生态系统，通过智能基础设施进行整合。荷兰人热衷于与其他人分享知识和经验。汲取过去的经验以创造美好的未来。让我们一起为最适宜居住之地共同寻求可持续发展的解决方案。



世界排名

| | |
|-----|-------------------------------------|
| 第一名 | 世界最佳水运基础设施（瑞士洛桑国际管理学院，2016） |
| 第一名 | 欧洲最佳医疗保健系统（2017年欧洲健康消费者指数） |
| 第一名 | 切花和球根花卉的生产和拍卖 |
| 第一名 | 世界最大的花卉出口国 |
| 第二名 | 世界上每百万人口的专利申请数量（世界知识产权组织，2016） |
| 第二名 | 世界最大的农产品出口国（世界贸易组织，2016） |
| 第三名 | 每100名居民的宽带连接数（41.3%，经济合作与发展组织，2016） |
| 第四名 | 世界经济论坛对世界最具竞争力经济体的排名 |
| 第四名 | 《可再生能源监管指标》的全球能源政策排名 |
| 第四名 | 世界银行物流绩效指数 |
| 第五名 | 世界最大的商品出口国（6680亿美元） |
| 第六名 | 世界最大的商业服务出口国（1800亿美元） |
| 第七名 | 世界最大的服务进口国（1730亿美元） |
| 第八名 | 世界最大的商品进口国（5070亿美元） |
| 第九名 | 世界最大的外国投资国（10,740亿美元） |
| 第九名 | 世界最大的外国投资接受国（7070亿美元） |

事实与数据

| | |
|------------------|---|
| 官方名称 | 荷兰王国 |
| 政府形式 | 君主立宪制，议会民主制 |
| 国家元首 | 威廉-亚历山大国王陛下，荷兰国王，奥兰治·拿骚王子 |
| 首都 | 阿姆斯特丹 |
| 政府所在地 | 海牙 |
| 行政结构 | 12个省和阿鲁巴，库拉索和圣马丁的海外领土。博内尔岛，萨巴岛和圣尤斯特歇斯岛这三个海外岛屿都位于加勒比地区，是“荷兰的特别行政区” |
| 面积 | 33,800平方公里 |
| 地理位置 | 西欧，毗邻北海，与比利时和德国接壤 |
| 居住人口 | 1710万（2017年6月） |
| 每平方公里居住人口 | 502（2017年6月） |
| 货币 | 欧元 |
| 语言 | 荷兰语和弗里斯兰语 |
| 人均国内生产总值 | 40,941欧元（焦点经济学，2017） |
| 荷兰国内生产总值的33%来自国际 | |
| 荷兰国内每人拥有1.3辆自行车 | |
| 失业率 | 5.6%（2007 - 2016年平均值） |
| 适度通货膨胀率 | 1.4%（2007 - 2016年平均值） |
| 90%的荷兰人会讲英语 | |

Company Profiles

公司简介



Agrifood & Horticulture 农产品&园艺



Joep Houterman

Vice President Executive Board
Aeres

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Aeres

Aeres aims to help find forward-looking solutions for the complex agro and food-related problems of our time. To Aeres, learning is the engine for growth and change.

In 2017 the Aeres Group had approximately 1.200 employees and 11.000 students. Aeres provides research, training, consultancy and international education at Master, Bachelor, diploma (including BTEC) and certificate level at:

- Aeres University of Applied Sciences with three faculties: Almere with a focus on Urban issues and Food, Dronten is the agricultural faculty, Wageningen focuses on knowledge management and teacher training.
- Seven Aeres TVET schools providing education in Animal care, Floral design, Gardening, Arable farming, Animal husbandry, Outdoor Activities and Food.
- Aeres Tech, a practical training centre for professionals working in Refrigeration and Agricultural Engineering.
- Aeres Farms for training and research on Arable Farming, Animal Husbandry and Horticulture.
- Aeres Training Centre International providing training on poultry, pigs and animal feed production.

阿尔梅勒 (Aeres) 致力于为复杂的农业和食品问题提供前沿性解决方案。对于阿尔勒梅来说，学习是成长和变革的动力。

2017年，阿尔勒梅集团有约1200名员工和11000名学生。阿尔勒梅提供研究、培训、咨询，以及学士、硕士、文凭（包括英国商业与技术教育委员会BTEC证书）和证书级别的国际教育：

- 阿尔勒梅应用科技大学有三个院系：Almere偏重城市课题和粮食，Dronten系为农业系，Wageningen侧重知识管理和教师培训。
- 7个阿尔勒梅职业教育学校提供动物护理，花卉设计，园艺，耕作农业，畜牧业，其他户外活动和粮食。
- 阿尔勒梅技术 (Aeres Tech)，冷藏和农业工程从业者实用培训中心
- 阿尔勒梅农场 (Aeres Farms)，提供耕作农业、畜牧业和园艺培训和研究
- 阿尔勒梅国际培训中心提供家禽、猪和动物饲料生产培训。



Gabriéla Versteeg

Business Advisor



Bert Steenbergen

Business Advisor



Horson Long

Business Advisor

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Agriterra

Agriterra is an agri-agency that was founded in 1997 by the Dutch agricultural sector. The mission of Agriterra is to strengthen farmers' organisations in the developing world, as we believe that agriculture is the key to stimulate economic development in rural areas. Agriterra takes a holistic approach to cooperative development and uses a structured approach grounded in a proven methodology. Our unique selling point is that we employ experts from the agricultural & food top sector in the Netherlands to advise their international colleagues. We also put companies in contact with organised farmers. The result is a socio-economically strong rural area, better income distribution and strong, professional agricultural cooperatives.

Agriterra operates globally and is headquartered in Arnhem, The Netherlands and has representative offices in 15 other counties including China. Our team consists of 120 motivated professionals who combine scientific thinking with a practical approach.

Agriterra是一家由荷兰农业部门于1997年创建的农业机构。Agriterra的使命旨在加强发展中国家的农民组织，因为我们坚信农业是刺激农村经济发展的关键。Agriterra采取全面的方式进行合作开发，并采用行之有效的结构化方法。我们聘请荷兰农业和食品行业的顶级专家为国际同仁献计献策，这是我们独特的卖点。我们还让公司与有组织的农民保持联系。通过这种方式，农村地区的社会经济变得更加强大，收入分配更好，农民也拥有了强大而专业的农业合作社。

Agriterra的总部位于荷兰阿纳姆，在全球进行运营。该机构在包括中国在内的15个国家设有代表处。我们的团队由120名积极进取的专业人士组成，他们将科学思维与务实的方法完美地结合于一体。

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Anthura

Anthura is the global Anthurium and Orchid specialist. With our genetics and young plants, we offer professional growers everything they need in order to optimize profit throughout the supply chain. For each and every grower worldwide, Anthura is the partner to make them the most successful.

Anthura is a Dutch based family owned company and has 4 production locations worldwide. In China, more than 600 employees are dedicated to produce high quality plant material for the China market. The sales take place both at headquarters in Bleiswijk, the Netherlands and in China at Kunming Anthura Horticulture Co. Ltd.

Anthura supports growers and traders concerning assortment choice, growing techniques and sales opportunities.

With a market share of more than 90% our Anthurium varieties are well-known in the Chinese Market. Our aim is to reach a large market share for our Orchid varieties in China as well. Anthura is also looking for strong partners to establish business deals between Anthurium and Orchid growers and traders, retailers and e-tailers.

安祖公司是全球首屈一指的红掌和兰花专家。

我们用基因科技和种苗为专业的种植者提供他们所需要的一切，让他们在供应链中实现利益最大化。安祖公司无疑是世界上每一个种植者通往成功道路上最好的合作伙伴。

安祖公司是一家荷兰家族企业，同时在全球拥有4个生产基地。在中国拥有超过600名员工致力于为中国市场生产高品质的植物材料。销售工作则由位于布雷斯维克（Bleiswijk）的荷兰总部以及位于中国的昆明安祖园艺有限公司负责开展。

安祖公司从品种选择、种植技术和销售机遇3个方面给予种植商和经销商支持。

我们的红掌品种在中国占有90%以上的市场份额。

我们的目标是让我们的蝴蝶兰品种在中国市场也能够占有一席之地。安祖同时也在寻找合作伙伴，与种植商、经销商、零售商以及电商之间建立业务往来。

Certhon

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

Certhon uniquely bundles its know-how right from the start of a project which offers many advantages: optimisation of the project and the logistics, saving time and money. It is a methodology which guarantees the best possible end product, which meets all requirements.

This is why we use the term ROI-key instead of turnkey. In these projects in particular, the combination of our expertise gives added value, from setting-up the business case to project realisation and after sales service, including agronomical support.

We speak your language! Certhon has a representative office in Shanghai and Yixing with reference projects in China we are determined to become your partner for your greenhouse projects.

Certhon成立于1896年，为国际园艺行业设计并建造高科技温室、室内（垂直）农业生长室和温室设施。我们能够实施完整的集成项目以及特定的制冷、制热、灌溉和电子技术安装。

Certhon从项目的开始阶段就免费提供其独一无二的专有技术，这会带来许多优势：优化项目和物流，节省时间和金钱。这种方法可以保证成品能够满足所有要求，质量最优。

这就是为什么我们使用投资回报率而不是交钥匙工程的原因。特别是在这些项目中，我们的专业知识与项目紧密结合，为项目从立项、实施到售后服务（包括农艺支持）都带来了附加价值。

我们会讲中文！Certhon在上海和宜兴设有代表处。我们决心成为您温室项目的合作伙伴。



Thijs Maathuis
Export manager China



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Codema Systems Group

Codema believes in its ability to create a healthier and more sustainable world for future generations. This is what drives us. We develop essential, custom-made horticulture solutions. We increase the operating efficiency by applying our extensive experience in the six essential disciplines:

- Water Management
- Climate Control
- Engineering & Construction
- Cultivation Systems
- Power & Lighting
- Software & Web Solutions

‘With technology and knowledge we create tools and services for greenhouse operations, in order to support our customers in realizing the best return on investment. The result is the highest quality food production, with minimum use of natural resources.’

Over the past ten years Codema successfully completed various projects, examples are:

- COFCO Wisdom Farm Beijing
- Shanghai Xinghui Vegetable Co., Ltd.
- Yellow River Delta Agricultural Hi-tech Demonstration Zone

Codema is looking forward to strengthen bonds with Chinese partners and contribute to a healthier and more sustainable China.

Codema相信自己有能力为后代创造更加健康、可持续的世界。这是我们的行动动力。我们提供必要、定制的园艺解决方案。

凭借我们在以下6个关键领域的丰富经验，我们可以提高运营效率：

- 水管理
- 气候控制
- 工程 & 建设
- 栽培系统
- 电力 & 照明
- 软件 & 网络解决方案

“借用技术和知识，我们为温室运营带来工具和服务，帮助顾客实现投资收益最大化。力求使用最少的自然资源，进行最高质量的粮食生产。”

过去10年中，Codema成功完成多个项目，包括：

- 北京中粮智慧农场
- 上海星辉蔬菜有限公司
- 黄河三角洲农业高新技术产业示范区

Codema希望加强和中国合作伙伴的联系，为了一个更加健康、可持续的中国做出贡献。



Gideon de Jager

Commercial Director



Just Roos

Business Development Asia

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Robert-Jan de Goeij

Commercial Director

Dalsem Complete Greenhouse Projects

Dalsem Greenhouse Projects is an international operating family owned company with over 75 years of experience in the horticultural industry. We manufacture and supply complete glass and poly greenhouses – including all high tech installations - for many different crops such as Pot plants, Flowers and Vegetables.

Our in house engineers are specialist in their own fields: Greenhouse construction, heating and cooling, irrigation, electrical installation and climate control for optimum growing conditions. Training, management and marketing are other aspects that can be provided all adopted to your local circumstances and other markets.

Working with Dalsem in your horticultural endeavour will give China the a head start for developing greenhouses, proving citizens with high quality, healthy, fresh and save vegetables.

Dalsem Greenhouse Projects是一家在园艺行业进行国际运营的家族企业，拥有超过75年的经验。我们为包括盆栽植物，花卉和蔬菜在内的多种作物制造并提供附带高科技设备的玻璃温室和塑料大棚。

我们的内部工程师在各自的领域都是专家：温室建设、供暖和制冷、灌溉、电气安装和气候控制，这些都为植物的生长提供了最佳的生长条件。培训、管理和营销及其他服务，都可适用于您当地的环境和其他市场。

在园艺领域与Dalsem一同合作将使中国在温室开发方面领先一步，为市民提供高品质、健康、新鲜而安全的蔬菜。

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DMFC Beijing

DMFC Beijing is an international business support office based in Beijing, China. Our mission is bridging Sino-Dutch business as we have Dutch understanding of business demands and Chinese knowledge of the market. Our aim is to assist individual and collective groups of companies in developing and expanding their commercial needs in the agro and food chains in China.

DMFC Beijing therefor manages professional networks, opening-up new links to you. We build sector identities, to promote value chain expertise. We identify and reach to the right business people, bringing you contacts and leads. We foster to avoid failures, because we comprehend business culture and provide guidance in it. We search and gain true information, providing you with accurate market access regulations and animal husbandry expertise.

DMFC has both Chinese and Dutch staff, bridging the diverse business and cultural approaches in Sino-Dutch cooperation and business deals. DMFC is the ideal partner for all your ambitions in China.

荷兰肉类与饲料中心 (DMFC Beijing) 是总部位于北京的国际商务支持机构。我们了解荷兰商业需求, 也了解中国市场, 我们的任务是构建连接中荷企业的桥梁。我们希望帮助个体企业和企业联盟发展并扩大在中国农业和食物链方面的商业需求。

中心管理专业网络, 给您带来新的联系。我们确立行业特征, 推广价值链专业知识。我们找到并且联系适合的商业人士, 给您带来联系人和销售线索。我们助您成长, 避免失败, 因为我们理解商业文化并且提供指导。我们搜寻并得到真实信息, 给您提供准确的市场准入法规和畜牧业技术。

中心有中国和荷兰员工, 搭建中荷合作和贸易多元化的商业和文化桥梁, 是实现您在中国抱负的最佳合作伙伴。



Ina Enting

Director



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Dutch Meat Association (COV)

The COV promotes the interests of the Dutch meat industry, both at national and international level. COV's members represent an annual turnover of € 10 billion and are actively involved in exports and imports of meat on a global level.



Jos Goebbels
President

COV and its members are committed to produce meat in a sustainable way. All Dutch meat is controlled by integrated quality schemes covering extra requirements concerning food safety and animal welfare in line with the high requirements of the Dutch society and consumers worldwide.

The Netherlands is exporting to more than 100 countries. We are one of the leading global exporters of pork and the world number one exporter of veal. China is the most important export market for pork for the Dutch meat industry, with an export volume in 2017 of 200.000 ton.

The COV and its members are committed to exchange their expertise and knowledge with their trading partners. COV has a MOU with the China Meat Association in the area of food safety, sustainability and quality (systems). This for the benefit of the Chinese and Dutch meat industry and to understand each other's need in producing safe and sustainable meat of a high quality.

COV在国内和国际范围内促进荷兰肉类产业的利益。COV的成员积极参与全球范围内的肉类进出口业务, 年营业额高达100亿欧元。

COV及其成员致力于以可持续的方式进行肉类生产。荷兰所有的肉类都由综合质量方案进行控制, 该方案涵盖了与食品安全和动物福利相关的特殊要求且符合荷兰社会和全球消费者的高标准要求。

荷兰的肉类向100多个国家进行出口。我们是全球领先的猪肉出口国之一, 也是排名世界第一的小牛肉出口国。中国是荷兰肉类行业最重要的猪肉出口市场, 2017年荷兰向中国的猪肉出口量为20万吨。

COV及其成员致力于与他们的贸易伙伴就专业技能和专业知识进行交流。COV与中国肉类协会在食品安全、可持续性和质量(体系)领域签署了谅解备忘录, 旨在维护中国和荷兰肉类行业的利益, 并了解彼此在生产高质量的安全的且可持续的肉类方面的需求。

Dutch Meat Association (COV)

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Ekro

Ekro is specialized in veal production since 1952, being located in a beautiful green region of Apeldoorn in the Netherlands. The focus on our mission statement to bring the best veal meat to people's dinner table and to meet all of our customer's demands. With this ambition Ekro has become the world's largest veal producer. Ekro's reputation for high quality veal products is known all over Europe and an important reason for us currently exporting to over 60 countries.

Ekro is part of the VanDrie Group – the world market leader in veal – who operates at all stages of the production chain. Together we have a combined share of 30% of the European market.

We wish to bring our high quality veal products with its many culinary applications to consumers in China. We are looking for new and innovative ways to reach these consumers. We are interested in making use of a Chinese Ecommerce Platform related to the food industry. Furthermore, we are also looking to form strategic distribution partnerships with well-established Ecommerce parties in China who, with their platform, are able to push new food products like veal through their distribution chain.

Ekro_坐落于荷兰美丽的绿色城市阿普朵恩, 是一家专业从事生产小牛肉产品的公司。我们致力于把荷兰最好的小牛肉带到人们的餐桌, 满足每个客户的需求。正是这样的使命感和目标, Ekro_已经成为世界上最大的小牛肉生产商。Ekro_的高品质小牛肉产品享誉全欧洲, 并出口六十多个国家。

Ekro_是范德利集团旗下公司—范德利集团是全球市场上小牛产业全链经营一体化的领导企业, 拥有全欧洲市场30%_的占有率。

我们希望把我们的高品质小牛肉产品带给中国消费者。此刻我们正在寻找新的和创新的方式接触中国的消费者。我们对利用中国的食品行业的电子商务平台非常感兴趣。我们期待通过电子商务平台找到战略分销合作伙伴, 可以通过他们的分销渠道和销售链把小牛肉产品推向消费者。



Jule Gosschalk

General Sales Manager

Exportslaughterhouse J. Gosschalk & Sons

Exportslaughterhouse J. Gosschalk & Sons is a 100% family owned company, specialized in the red meat sector and based in the centre of the Netherlands. The Gosschalk family has been slaughtering for over 100 years.

We are specialized in the slaughtering, cutting, packing and export of both beef and pork. We have a slaughter capacity of 150 beef and of 620 pork per hour. Our slaughtering unit complies with all European and Dutch legislation concerning food safety, animal welfare and working conditions. Besides the internal quality control systems like HACCP, SA8000 and BRC, there is a permanent presence of the NVWA (the Dutch Food and Consumer Product Safety Authority) at our company.

As a family owned company, our only goal is continuity. Therefore we are always open minded to new long term business partnerships.

J. Gosschalk & Sons出口屠宰场是一个100%的家族企业，总部位于荷兰中部，专业进行红肉业务。Gosschalk家族从事屠宰业已超过100年。

我们专业进行牛肉、猪肉屠宰、切割、包装和出口。我们屠宰能力为每小时150只牛和620只猪。我们的屠宰间符合欧盟和荷兰所有食品安全、动物福利和工作条件方面的立法。除了危害分析的临界控制点 (HACCP) 认证, 社会责任标准 (SA8000) 和英国零售商协会(BRC)认证等内部质检系统, 荷兰食品和消费品安全管理局 (NVWA) 也长期监督我公司。

作为家族企业，我们致力于持续经营，也因此一直在寻找新的长期商业合作伙伴。

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Minke van Wingerden

Partner

Floating Farm

To make our food chain less vulnerable to climate change (flooding) and to relieve pressure from the environment through less transport and loss of food, we see a solution in a floating high-tech farm in the city, where space is available.

Floating Farm is self-sufficient. We produce day-fresh dairy products, using animal-friendly and sustainable methods. The production is circular: the nutrient, energy and water cycles are closed as much as possible, in order to restore minerals and other nutrients.

Cities in delta areas that have a strategic location, where waterways flow deep into the city centre, are particularly appropriate for our floating high-tech solution.

Floating Farm can sustainably and efficiently contribute to an autonomous food programme. The first Floating Farm is going to be realized this year (2018) in the port of Rotterdam.

We are looking for opportunities and partners to realize Floating Farms in China.

为了使我们的食物链不容易受到气候变化（洪水）的影响，并通过减少运输和食物损失来减轻环境压力，我们的解决方案是在城市中有足够空间的地方建立浮动高科技农场。

浮动农场自给自足。我们使用对动物友好和可持续的方法每天生产新鲜乳制品。生产循环进行：营养、能量和水循环尽可能封闭，以恢复矿物质和其他养分。

三角洲地区的城市占有战略位置，水路深入城市中心，特别适合我们的浮动高科技解决方案。

浮动农场是可持续的，并且有效推进自主粮食计划。今年（2018年）将在鹿特丹港建成第1个浮动农场。

我们正在寻找机会和合作伙伴，在中国建成浮动农场。

Floating Farm

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Inge Ribbens

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Fresh Produce Centre

The Fresh Produce Centre is the Dutch Association of trading companies and growers' associations involved in the sale of fresh fruit and vegetables.

Our focus is primarily on four core themes:

Nutrition and Health: to encourage the consumption of fruit and vegetables and inspire people to add more fruits and vegetables to their daily business and lifestyle.

Food Safety: proactively monitoring the chain for risks. Develop and maintain knowledge systems in the sector that contribute to ensuring the international position of the fruit and vegetable sector.

Market Issues and Statistics: the Fresh Produce Centre is the fruit and vegetable knowledge centre for information in the areas of production, trade, retail and the consumer. We actively contribute to market expansion, resolving trade barriers and gaining market access.

Logistics and ICT: facilitates sector-specific developments in which the Netherlands retains and continues to develop its unique position as a logistical hub for fruit and vegetables.

The Fresh Produce Centre是荷兰果蔬协会，协会囊括了新鲜果蔬贸易公司和果蔬种植者协会。

我们工作的四个主旨是：

营养和健康：鼓励水果和蔬菜的消费，启发人们在日常工作和生活中摄入更多水果和蔬菜。

食品安全：积极的为果蔬供应链监测风险。开发并维护果蔬产业的知识体系，以此确保荷兰果蔬产业的国际地位。

市场问题和统计资料：the Fresh Produce Centre是果蔬生产、贸易、零售和消费领域的知识中心。我们积极的为市场扩张、消除贸易壁垒、获得市场准入做着贡献。

物流和信息通讯技术：推动果蔬领域物流的发展，保持并持续巩固荷兰独特的果蔬物流中心地位。



Martin van Gogh
Managing Director

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Hoogendoorn is known as the most innovative supplier of process automation systems in the horticultural industry. With our local presence and extensive experience we consider sharing knowledge with customers and partners of great value.

Our aim is to empower growers worldwide to achieve higher yield with better quality and less water and CO₂.

For more than 50 years, we have been striving towards the optimal greenhouse climate, increasing crop yields and managing costs and risks in greenhouse horticulture. Our automation solutions contribute to the sustainable use of water and energy. Many years ago we have developed computersystems for climate control and irrigation in the modern and classic Chinese Greenhouses. Hoogendoorn systems are supported with user training, 24/7 helpdesk and reliable maintenance service. These services are provided via our local offices in Canada, Mexico, France and China, and worldwide partner network.

Hoogendoorn is part of the Batenburg Techniek NV, a financially solid company, listed on the Amsterdam Stock Exchange.

Hoogendoorn被誉为园艺行业过程自动化系统最具创新性的供应商。凭借我们的本地业务和丰富的经验，我们欲与重要客户和合作伙伴分享行业知识。

我们的目标是让世界各地的种植者实现更高的质量和更高的产量，同时耗水量和二氧化碳排放量更低。

50多年来，我们一直在努力实现最佳的温室气候，提高作物产量，管理温室园艺的成本和风险。我们的自动化解决方案有助于水和能源的可持续利用。多年前我们已经开发了应用于现代温室和中国传统温室里的气候控制和灌溉的计算机系统。豪根道系统提供用户培训，7天24小时工作台以及可靠的维修服务。我们通过加拿大、墨西哥、法国和中国的当地办事处以及我们的全球合作伙伴互联网提供在线服务。

证券交易所上市的公司，公司财务状况稳健。

Hotraco Group is a Dutch, internationally operating group of innovative and high-tech companies specialised in system development and integration with over 40 years of experience. It focuses on technology oriented solutions for primary agricultural applications. With a turnover of EUR 50 million and 225 employees, Hotraco is among the largest independent suppliers of these control systems.

Hotraco Agri supplies computerized systems for use in the pig and poultry sector, which creates an optimal indoor climate (regulating, controlling and monitoring) in the barns. Features: climate, feed and water control, animal weighing, egg counting to fire safety.

Mooij Agro creates innovative ventilation solutions for various arable crops (e.g. potato, onions). It delivers cutting-edge technology and technical solutions based on its extensive knowledge.

Hotraco Horti develops systems for greenhouse automation with medium level requirements. With its recent product developments it has increased its market position significantly over the last decade.

Hotraco集团是一家拥有40余年历史的荷兰国际运营集团，拥有致力于系统开发和集成的创新型高科技公司。公司主要向初级农业应用提供技术为导向的解决方案。公司拥有225名员工，营业额达5000万欧元。Hotraco是这些控制系统的最大的独立供应商之一。

Hotraco Agri为猪和家禽业提供计算机化系统，为谷仓创造最佳的室内环境（调节、控制和监测）。特点：气候、饲料和水的控制、动物称重、鸡蛋计数和消防安全。

Mooij Agro为各种耕地作物（例如土豆，洋葱）创造创新型的通风解决方案。凭借丰富的知识，我公司可提供尖端技术和技术解决方案。

Hotraco Horti开发满足中等要求的温室自动化系统。凭借近期的产品开发，我公司在过去的十年的市场地位显着提高。



Diederik Fetter

CEO

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IGMPR, Flowers, Parks & More

IGMPR, is a Dutch project development company specialized in the development of flower theme parks as attractive tourism destinations. Together with flower bulb company Jansen's Overseas, we support private investors and local governments in the design, construction and operation of flower shows in even the most challenging climate zones. We are active in China since 2013 and developed an impressive track record of parks and flower shows across China. Every year, millions of tourists enjoy our flowers.

We are interested to work with and for private and/or public investors for tourism development. For the export of flower bulbs we usually supply to professional growers, landscape companies and other distributors of our flower bulbs.

Since Jansen's Overseas is the largest European producer of potted flower bulbs, we assist Chinese growers in developing similar solutions for the Chinese consumer and landscape market. For more information follow our official WeChat 'yangsenhaiwai' and we will send you a link to a recent broadcast of CCTV 4's 'Homeland Dreamland', highlighting our company and experience. If you have any other questions feel free to contact our staff in Holland and China.

IGMPR是一家荷兰项目开发公司，专门从事花卉主题公园的开发，并使其成为具有吸引力的旅游目的地。与球根花卉公司扬森海外（Jansen's Overseas）一道，我们为私人投资者和地方政府提供花展设计、建造和运营支持。我们的经验甚至涵盖最具挑战性的气候区域。公司从2013年开始在中国开展业务，在公园和花展方面取得显著业绩。每年，有数百万的游客享受我们的鲜花。我们欲与私人、或公共投资者合作，进行旅游业的开发。我们向专业种植户、景观公司和其他经销商提供花卉种球的出口服务。扬森海外是欧洲最大的盆栽球根类花卉生产商，我们协助中国种植者开发为中国的消费者和景观市场开发类似的解决方案。欲了解更多信息，请关注我们的官方微信：yangsenhaiwai，我们将向您发送最近中央4台“远方的家”这一节目的链接，该节目重点介绍了我们的公司和经验。如果您有任何其他问题，请随时与我们在荷兰和中国的工作人员联系。



Ibo Gülsen
Director



Yang Fan
Project Manager

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Kiremko

Kiremko is a Dutch equipment manufacturing and engineering company, founded in 1965, that is fully dedicated to the potato processing industry. Kiremko designs, manufactures and installs complete processing lines, factory upgrades and expansions, as well as stand-alone equipment. We provide project management, (pre-)engineering, utility engineering and process support services for potato processing companies worldwide.

Our technology is innovative, solid and always designed to your specific requirements. Kiremko is active worldwide with an exclusive network of local support offices in the UK, Russia, India, China and dedicated agents elsewhere.

Kiremko actively developed strong partnerships with suppliers of specialist equipment and components in order to offer you the best and latest technology available in the market. The cooperation between Kiremko, Idaho Steel, Reyco Systems, Tolsma-Grisnich Group and our other partners is an excellent source for your turnkey solutions from raw product receiving systems right up to the packaging lines of your finished product.

荷兰科瑞欧有限公司是马铃薯系列产品加工设备和生产线的制造商。自1965年创立至今，全心投入于马铃薯深加工产业。科瑞欧自主研发、制造、并且安装完整的加工生产线、工厂升级扩产以及单机设备。我们为世界各地的马铃薯深加工企业提供项目管理、工程设计、动力工程、以及工艺支持服务。

我们的技术创新领先、稳固耐用，并且根据用户的具体要求设计。通过在英国、俄罗斯、印度与中国分公司与其他地区的代理，科瑞欧的业务活跃于全球。

同时，科瑞欧与业内知名关联设备及零部件供应商建立战略联盟合作，给用户市场上最新且最高效的技术。科瑞欧与Idaho Steel、Reyco Systems、托斯玛-桂斯尼克集团等其他伙伴公司能够联合为用户提供从原料接收至成品包装的完整交钥匙解决方案。



Rene Smulders
Chief Commercial Officer



Stefan Mauer
Area Sales Manager

KSE Process Technology

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KSE Process Technology

KSE is known as the dosing and weighing specialist with international experience within the premix, petfood and animal feed industry. KSE can provide robust and accurate dosing and weighing machines including the automation and services needed for a better result. The more than 80 years of experience has resulted in extremely fast and accurate equipment with a broad dosing range. We have a unique container transport system for contamination free transport of batches within the plant. Our plant control system helps and guides operators with planning and production. Furthermore we design an optimal process installation based on your specific production data and make sure all equipment needed is available. The machine, production line or complete plant will log data for tracking and tracing purposes or process improvement. If you are looking for an edge on your competition consider our high end equipment already used in 100's of plants across the world.

KSE在预混料、宠物食品和动物饲料行业被誉为具有国际经验的配料和称量专家。KSE可以提供强大且准确的计量和称量设备，以及取得更好结果所需的自动化和服务。我公司80多年丰厚的经验使我们创造出能够进行快速准确的计量，且剂量范围广泛的设备。我们有特别的集装箱运输系统，用于工厂内批次的无污染运输。我们的工厂控制系统可对操作员在规划和生产方面提供帮助和指导。此外，我们根据您的特定生产数据设计最佳工艺安装，并可提供全部所需设备。我们将对机器、生产线或整个工厂进行数据记录以用于追踪或工艺改进。如果您正在寻求合作伙伴使您在竞争中脱颖而出，请考虑与我们合作。我们的高端设备已在全世界100多家工厂使用。



Dennis van Leijde

Export manager

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KUBO Greenhouse Projects

The world population is growing expansively. Growth that is exhausting the world and is seriously impacting the welfare of mankind.

Water is becoming scarce. At the same time there is an increasing demand for food security, CO₂ reduction and locally and safe produced food.

At KUBO we believe that, using greenhouse horticulture, we can make a substantial contribution to answering these challenges.

Employing expertise and technology, we develop sustainable production facilities and services.

It is our mission to enable entrepreneurs throughout the world to respond to current developments and to produce for their own market.

With (semi-closed) greenhouses and smart growing concepts, creating the ultimate environment that uses the least possible energy and water, while running the minimum risk and achieving the maximum return.

Whatever your wishes are. Wherever you are located. Building tomorrow's world.

世界人口正在飞速增长。人口的增长使世界资源枯竭，且正在严重影响人类的福祉。

水资源变得稀缺。与此同时，人们对粮食安全，二氧化碳减排和本地生产的安全食品的需求也在不断增加。

KUBO相信，通过使用温室园艺，我们能为应对这些挑战做出重大的贡献。

采用专业知识和技术，我们发展可持续生产设施和服务。

我们的使命是让世界各地的企业家能够应对当前的发展并为本国的市场进行生产。

采用（半封闭）温室和智能生长概念，我们创造了能源和水资源的使用量最少，承受的风险最低且取得的回报最大的终极环境。

无论您的愿望是什么。无论您身处何处。一起构建未来的世界。



Anton Filippo
Commercial Director

Logistic Business Partners Rotterdam

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Logistic Business Partners Rotterdam

L.B.P. Rotterdam is a Logistics Company specialized in the handling of Fresh Fruit and Vegetables arriving from all over the World.

We offer customs import- and export clearance, cool storage in our own facilities, fruit ripening, Quality Inspection, Sorting and Repacking, Packing of fruit on dedicated berry- and citrus Packing Lines (including heat seal equipment) grapes, limes, avocado and many other fruits on our multifunctional packing lines and flow-pack equipment.

We also offer European Distribution. All our services are supported by our state-of-the art ONLINE Stock Information System that allows 24/7 access to your own stock.

LBP is looking to develop our interest in China. Since we started our Company 25 Years we have handled Apples and Pears, Pomelo and Ginger from China. We are seeking growth in assisting Chinese exporters with their business in Europe but also helping Chinese importers with their logistics from Europe. Agri Logistics is our business.

L.B.P. Rotterdam是一家专门处理来自世界各地的新鲜水果和蔬菜的物流公司。

我们提供进出口清关，用我们自己的设施进行冷藏，使水果成熟，质量检查，分拣和重新包装，在专门的浆果和柑橘包装线（包括热封设备）包装水果，在我们的多功能包装线包装葡萄，酸橙，鳄梨和许多其他水果，以及吸塑包装设备。

我们还提供欧洲配送。我们最先进的线上库存信息系统为所有服务提供支持，可以24/7全天候查询您的库存。

LBP希望在中国发展。自我公司成立25年来，我们已经处理过来自中国的苹果、梨、柚子和姜。我们希望扩大业务，帮助中国出口商在欧洲开展业务，同时也给予中国进口商欧洲物流支持。我们专注于农产品物流。



Lentiz education group

Lentiz is an Education Group in the Netherlands and is specialized in vocational education and training in the horticultural sector. Lentiz Education Group has built a worldwide experience, expertise and network in the fields of horticulture, floriculture, food processing and supply & cold chain management. Lentiz is equipped to train employees according to the current standards. Your employees will acquire better skills and better understanding of Horticulture, Floriculture, Gardening and Landscaping, Food processing and Supply & Cold Chain Management.



Frits Veltkamp

Director of International Projects



Oscar Niezen

Representative China / East Asia

Lentiz in a nutshell

- International oriented institute for training & education
- Broad range of activities in Europe, China, India, Vietnam, Japan, South Africa, Kenya and Oman
- China: eg Beijing, Shanghai, Ningxia, Liaoning, Jiangsu, Sichuan, Shaanxi and Yunnan
- Accredited BTEC Center (Business & Technology Education Council)
- Member of Food Tech Holland
- Participating in Human Capital Agenda of the Dutch government
- Member of Jiangsu Agri-Greenport, China
- Member of China Urban Modern Agriculture Vocational Education Group

Lentiz是荷兰的一个教育集团，专门从事园艺领域的职业教育和培训。Lentiz教育集团在园艺、花艺、食品加工和供应以及冷链管理领域积累了全球经验、专业知识并建立了关系网。Lentiz根据现行标准进行员工培训。您的员工将获得更好的技能，并更好地了解园艺、花艺和园林绿化、食品加工和供应以及冷链管理。

Lentiz简介

- 面向国际的培训和教育研究机构
- 在欧洲、中国、印度、越南、日本、南非、肯尼亚和阿曼开展各种活动
- 中国：例如北京、上海、宁夏、辽宁、江苏、四川、陕西和云南
- 经认证的BTEC中心（商业与技术教育委员会）
- 荷兰食品科技会员
- 参与荷兰政府的人力资本议程
- 中国江苏农业绿色港口成员
- 中国城市现代农业职业教育集团成员

Lentiz education group

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Matrix Consultancy



Kees de Jong

Ambassador



Laura de Jong

Director

Matrix Consultancy

Due to the rapid changes in the digital world there the danger could arise that producer and consumer will not connect. With experience gained in the fresh market, Matrix Consultancy speaks both the language of the producer as well as the language of the consumer which creates a win-win situation. Quality, taste, durability and the right price are the core elements of a successful concept. Depending on the client's ambition and the set goal, Matrix Consultancy is able to deliver customized solutions.

More than 50 years of experience in international markets are what makes Matrix Consultancy unique. In recent assignments the challenge has always been to speed up processes.

In the last 20 years a specialization has developed in the international fresh market. Product groups such as mushrooms, herbs, exotics and soft fruit are a few examples that have been brought closer to the consumer on a project basis.

我们为您提供的私人定制服务

当数字化让全球服务发生快速变化，生产者与消费者之间互不相通，让服务交易的过程风险增加。而 Matrix Consultancy 拥有丰富的生鲜市场经验，同时为生产者和消费者发声，努力为他们创造双赢的局面。

品质、口感、耐用性以及合理的价格是成功的重要影响要素。根据客户的意向和既定目标，Matrix Consultancy能够为客户提供专门为其定制的解决方案。

Matrix Consultancy在全球市场中驰骋50多年，经验丰富，卓越优异。

近期的公司业务充满挑战与机遇，推动公司迅猛发展。

在过去的20年中，国际生鲜市场逐渐催生出专业化团队。

比如菌菇、香草、进口生鲜和无核小水果都是此类典型案例，基于项目基础拉近了生产者与消费者之间的距离。

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MAX HRM

MAX HRM provides full-scale human resource solutions to companies both in the Netherlands and in China. With an extensive network of working professionals and being familiar with both Chinese and European labor markets, MAX aims to connect international talents with the demand of Chinese and Dutch companies.



Michel Hu

Director



Cong Niu

Head of Recruitment

Our team helps companies align their human resources with organizational strategy to drive performance and achieve their goals. From large organizations to small start-ups, we tailor our process and delivery to meet our client's specific needs. We work closely to support them with solutions that offer peace of mind, allowing them to focus on managing and growing their business.

Services include:

- Recruitment (C & D - level, experts in various fields, and multilingual talents);
- Investment and M&As (HR due diligence, HR integration process after M&A's); HR consultancy (policies and procedures, oversea talent transfer solutions, HR management coaching for Labor relations, works Council and insurance, etc.);
- Personnel outsourcing, training and development.

力马人力资源管理服务公司(MAXHRM.nl) MAX力马: 立足欧洲, 服务中国。

为企业提供招聘、绩效、培训、整合一站式人力资源解决方案和管理服务。同时专注于企业并购后的人力整合、人员招聘、海外人才转移、技术人才引进等项目。

MAX力马曾成功举办荷兰首届中资企业校园招聘会、“引才引智”中荷社招会; 为国有电视台、航空公司、汽车企业在欧洲多国举办专场招聘会; 为国内多家上市企业成功引进海外高端人才。在荷兰、法国、德国、意大利等地为中企海外并购及绿地投资提供了人力规划、国际间人才转移方案、收并购后的人力整合、核心人员保留及替换等人事管理服务。

MAX力马公司服务项目包括:

- 招聘服务覆盖整个欧洲: 招聘流程外包、招聘会、猎头职位方案及执行; 直接对接欧洲大中型企业客户, 致力于优质人才的引进和输出; 涵盖尖端科技、生产制造、金融商业及高端服务等领域。
- 投资及收并购后的人力整合: 人事尽职调查、人事管理制度、用工风险评估、核心人员保留及替换方案、跨文化融合等;
- 欧洲本地人事管理服务: 公司制度设立、劳工关系指导(工会、病休及保险等)、离职管理、企业跨文化管理、员工能力提升及培训等;

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Municipality of Westland

Westland is home to Greenport Westland, the largest horticultural cluster in the world. All the major and key players in the entire chain of greenhouse horticulture are concentrated here: from seeds to growing, to packaging, transport and trade, supported by government, knowledge, technology and research. The Westland Greenport has world class agro-logistics network with Port of Rotterdam & Schiphol Airport, supported by a strong local production cluster and connected to global cities. Most importantly, the Greenport model is a model of knowledge and innovation networks between governments, knowledge institutes and entrepreneurs.



Antoon van de Ven

Strategy advisor Greenhouse Horticulture and International affairs

Greenport China strategy is developed by Municipality Westland in 2017, which is a strategic approach to develop structural connection between governments, education & research institutions, and companies with focus on horticultural cluster development and innovative value propositions.

For more information: www.greenportchina.com



Tiffany Tsui

Advisor Greenport China

韦斯特兰区域名称来自于其位于荷兰西部的地理位置，自公元后1300年起开始成为农业生产集群地，以可追溯的悠久历史引以为傲。经过历史演变、以及数次危机所带来的机遇和转变，此区域形成以高科技温室生产、大农业物流及国际贸易为核心的绿港集群。荷兰园艺产业中50%以上最具创新能力的企业皆集聚于该区域。从种子、育苗、生产、到贸易、加工、物流等相关产业在这里高度集中并相互紧密联系，并包括专门的财务金融、冷链及物流、技术创新及市场销售等服务。韦斯特兰与鹿特丹港及史基浦机场形成世界一流水平的大农业物流网络，同时占据全球贸易网络的核心地位。

Municipality of Westland

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绿港集群产业模式是一种新的产业形式，是世界贸易体系的有机组成部分，与全球大城市形成网络连接，以种业和农艺为基础，以工业与工程技术、信息技术为手段，通过一二三产业的全产业链贯通、一体化设计与发展，实现产业全程升级和价值成倍提升。绿港中国战略的目标是建立连接荷兰与中国的绿港集群发展的知识交流及合作平台，促进政府、教育及企业在集群发展及创新领域的战略合作。

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Gerben Nooyen
CEO

Nooyen Pig Flooring

Almost 40 years ago the Nooyen family started to produce pig flooring for their own pig farms. All products Nooyen has made since, have a strong focus on Hygiene, Animal Welfare and Economics for the farmer. Research shows that hygiene is one of the key factors in technical and economical results and reduction of antibiotics. That's why Nooyen floors are made of one piece. That means no cracks or seams where dirt, bacteria and virus hide. Cooling in the farrowing crate shows a significant improvement in the following litter sizes and gives sows more comfort. The biggest issue in the whole pig industry is piglet crushing by the sow. This is prevented by the Balance floor which reduces this cause (fully automatic and 24/7!) - by more than 80%. All Nooyen products are used all over the world and first tested at their own farms. With Nooyen you are decades ahead with expertise and knowledge of pig farming.

将近40年前，Nooyen（诺宜）开始为自己家族的养猪场生产猪地板。自那时起，所有Nooyen（诺宜）产品，一直非常重视猪场卫生，动物福利和农户的经济效益。研究表明，农场卫生是取得良好生产成绩和经济效益，并减少抗生素使用的关键因素之一。这就是为什么Nooyen（诺宜）地板为整体无缝结构，使得污垢，细菌和病毒无法躲藏。产房中的母猪水冷地板的使用，可显著地增加（下一个胎次的）窝产仔猪头数，并且使母猪更舒适。整个养猪业中最大的损失是由产房中母猪碾压仔猪造成的，而这种损失可以由升降产床地板（全自动和全天候！）降低超过80%。Nooyen（诺宜）产品在全世界各地的猪场中使用，并首先在Nooyen（诺宜）自己的农场中进行测试。与Nooyen（诺宜）合作，您将领先其他猪场数十年，并获得我们专业养猪知识和经验的帮助。

Nooyen Pig Flooring

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Vincent van Dam

Dutch and European Patent
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Octrooibureau Vriesendorp & Gaade

Vriesendorp & Gaade, founded in 1833, is one of the oldest, still active patent and trademark agencies in the world. Our Main Office is located conveniently close to the European Patent Office, in The Hague, The Netherlands.

Our services range from drafting and/or applying for Patents, to the registration and protection of Trademarks, Designs and other Intellectual Property Rights in Europe. These services are provided by our highly trained Patent Attorneys, Trademark Attorneys, and experienced staff. Our in-house Attorneys at Law are available to defend your rights.

We believe that the handling of valuable Patents and Trademarks requires a relationship based on mutual trust. Therefore, we regularly visit our clients, also in China. This enables us to understand the needs of our clients and to properly handle all their Intellectual Property cases.

Vriesendorp & Gaade assists you to stay in control of your proprietary technologies, brands and designs in Europe.

Vriesendorp & Gaade公司成立于1833年, 是世界上最古老、但是依然有活力的专利商标代理机构之一。我们的总公司位置优越, 毗邻位于荷兰海牙市的欧洲专利局。

我们的服务范围涵盖草拟及/或申请专利, 在欧洲地区注册及保护商标、设计及其他知识产权。提供这些服务的是训练有素的专利律师、商标律师和经验丰富的员工。我们的内部律师也可以为您提供维权服务。

我们认为, 对于高价值专利和商标相关事务的处理需要有相互信任的关系作为基石。因此, 我们会定期回访客户, 其中也包含中国的客户。这使得我们能够了解客户的需求, 妥善处理一切知识产权案件。

Vriesendorp & Gaade可以帮您掌控自己在欧洲范围内的专利技术、品牌和设计。



Thera Rohling

Area Manager Asia



Bram Koppert

General Manager Asia

Priva

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Priva

Priva is where people live and work and where food and flowers are grown. Our products and services are applied in all kinds of sectors such as greenhouses, urban farming, office buildings, supermarkets or hotels. Our solutions help our customers to obtain a more profitable business while using less of scarce natural resources like energy and water. That's what we call creating a climate for growth.

In horticulture, the Priva process computer plays a central role in any type of greenhouse. Depending on the size of greenhouse, type of cultivation and of course budget, the right Priva system will take care of irrigation control, climate control, energy management and labor management.

So, whether you're a grower in Mexico with a plastic multi-span greenhouse, a Chinese farmer with a simple but effective solar greenhouse, or the owner of a high-tech closed greenhouse in the Netherlands, Priva always has the right solution for everyone's ambition.

Priva 是园艺业的全球市场领军者。Priva创立了气候控制和过程管理的创新方案，可以把对短缺的自然资源的使用量降至最低，包括能源和水。

帮助企业营造成长环境。无论种植者们希望提升经营业绩还是实现最大化产出，我们的过程优化解决方案都可以帮他们取得更好的成果。

Priva过程控制计算机在任何温室中都起着核心作用。Priva系统将根据温室规模、培植方式以及预算来管理水、气候和能源。

您的作物需要清洁、安全的水源，合理的pH值以及合适数量的肥料。Priva水源解决方案将通过高品质配料和消毒系统实现水源和营养物的有效使用。通过这种方法，用安全可靠的水灌溉作物可以提高每平方米的产量。



Jan Hak

Owner



Wei Zheng

Sales Manager

QuaTerNes

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QuaTerNes

QuaTerNes as family holding focuses on developing secure and sustainable agri-food value chains including business development in the widest sense.

Our motto: It's Great, to be Allowed, to Live, Today.

QuaTerNes companies gained experience worldwide and are respected for their performance from due diligence to management, business plan execution, services and investment realization. Our goals:

- To create sustainable entities with partners
- To support market oriented agri-food product chains
- To serve world-wide
- To improve asset values for stakeholders

Our development: “4 x 8 years of learning”

- **1985-1992 Understanding culture, building Friendships**
Service, trade fairs, missions
 - **1993-2000 Delivering Knowhow and Hardware**
First in potato, fruits & vegetable facilities (flakes, snacks, frozen food etc.)
 - **2001-2008 Joint Ventures cooperation for Export**
JV's in dehy-ingredients, (fruit)trees and health products
 - **2009-2016 Local market and Export**
Expansion HAKHandan, establishing WOFl and more partnerships
- Now: Further growth in:**
Breeding facilities, agri-food demo areas, land development

夸特纳斯作为家族控股企业，致力于发展安全可持续的农产品价值链，包括广义上的业务开发。

我们的座右铭：能够过好今天是一件很棒的事。

夸特纳斯公司在全世界积累经验，并因我们从尽职调查到管理、商业计划执行、服务和投资实现方面的表现而得到尊重。

我们的目标：

- 与合作伙伴创造可持续的实体
- 支持以市场为导向的农产品链
- 在全世界范围提供服务
- 为利益相关者提升资产价值

我们的发展经历了“4个8年的学习”

- 1985-1992 理解文化，建立友谊
服务，交易会，访问
- 1993-2000 提供知识和硬件
首先在土豆、水果和蔬菜设施方面（薄片、零食，冷冻食品等）
- 2001-2008 为出口进行合资
在脱水原料、（果）树和健康产品领域的合资企业
- 2009-2016 本地市场和出口
继续扩张哈克（邯郸）农装品牌，建立外商独资企业和合作伙伴关系
目前：未来的发展方向：组培繁育设施，农产品示范区，土地开发



Wouter van Eijkelenburg

Strategic Advisor

Banking for Food Trade Promotion

Rabobank

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Rabobank

Rabobank is a bank by and for customers, a cooperative bank, a socially-responsible bank. Our aim is to be market leader across all financial markets in the Netherlands. We are also committed to being a leading bank in the field of Food and Agri worldwide. Present in China since 1995 with offices in Beijing, Shanghai and Hong Kong. Dutch clients can be serviced in China via our, Dutch speaking, International Desk in Shanghai.

Rabobank provides all banking services in China, amongst others:

- Local knowledge of the market, laws and tax developments.
- Financing in all widely traded currencies
- Cash management via local Rabobank cash management system.
- Financing of your export transactions.
- Trade services: letters of credit, international bank guarantees and documentary collections.
- Currency risk management, including the possibility of online currency transactions through Rabo Corporate Connect
- Asset based financing solutions.
- Leasing of capital goods, such as a vehicle fleet or plant.

荷兰合作银行 (Rabobank) 因顾客而存在, 为顾客服务, 是一家对社会负责的合作银行。我们的目标是在整个荷兰金融市场上成为领导者。我们同时致力于成为全球食品和农业领域的领先银行。1995年进入中国以来, 我们在北京、上海和香港设有办事处。我们位于上海的讲荷兰语的国际接待处可以在中国为荷兰客户服务。

荷兰合作银行在中国提供所有银行服务, 如:

- 对当地市场、法律和税法发展的了解
- 用所有广泛交易货币进行融资
- 通过当地荷兰合作银行现金管理系统进行现金管理
- 出口贸易融资
- 贸易服务: 信用证, 国际银行保函和跟单托收
- 货币风险管理, 包括通过荷兰合作银行公司联网 (Rabo Corporate Connect) 进行线上货币交易
- 资产基础上的融资方案
- 资本货物租赁, 如车队或工厂



Klaas van de Poppe

CEO



Fulco Wijdooge

General Manager - Business Unit
China



Zheng kai

Chief Commercial Officer China

Ridder Group

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Ridder Group

The Ridder Group is the international market leader for greenhouse automation and growing solutions. Ridder's tailor-made intelligent, innovative and user-friendly systems are developed to help farmers at any location, with any given crop, climate and greenhouse.

Whether you need an energy saving climate control system, water-saving innovations, a labor-optimizing management system, high quality drive systems or smart technical screens to control your climate and crop, the Ridder Group offers you the best-fit solution that incorporates 65 years of Dutch agrofood expertise.

In 2017 we obtained the 9th ranking in the Hillenraad Top 100 Horti companies, making us the most promising Dutch supplier of horticultural technology. The same year Ridder was also hailed by the Dutch Manufacturing Industry with a 24th place in the top 100 of Dutch manufacturing companies.

From our office in Shanghai we're able to provide our customers with our adaptive solutions and proactive growing technology services.

荷兰骑士集团 (Ridder) 是温室种植解决方案和温室自动化控制解决方案的全球领导者, 植物工厂及各种气候自动控制的全球市场的领导者, 提供量身定制的所提供的量身定制的、创新的控制系统适用于任何一个国家和地区、适用于所有作物和气候条件, 亦不受温室类型的限制, 提供的解决方案如下:

- 驱动系统
- 遮阳网
- 气候 (能源) 解决方案
- 水肥一体化
- 人工和生产率管理系统

荷兰骑士结合65年的种植技术知识, 为客户提供最专业化的智能温室种植技术和服务, 帮助种植者生产盈利的, 可持续且安全和优质的产品。

在2017年荷兰园艺百强企业排行榜Hillenraad中, 荷兰骑士 (Ridder) 跻身第9名, 成为排位最靠前且最有潜力的设备供应商; 在同年的荷兰制造业百强企业排行榜中, 荷兰骑士 (Ridder) 排名第24名。荷兰骑士集团于2015年在上海成立分公司, 为中国客户提供最高效和优质的园艺驱动系统、温室自动化控制方案和售后服务!

**Peter Schouten**

General Manager

Schouten Europe

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Schouten Europe

Schouten Europe develops, produces and sells Plant Based Protein Products (meat substitutes) and does so worldwide for the retail, food service and industry. With more than 25 years of experience and a wide range of vegetarian products we offer tailor-made solutions, fresh (refrigerated), frozen and shelf stable.

Our production sites are BRC and IFS certified. In addition we have, within the Schouten Group, access to an independent commercial and accredited laboratory (Nutralab).

We work with European retailers; manufacturers of snacks, salads and meals; global fast food chains and all sorts of other parties.

Schouten Europe is a family company, the first Schouten company dates back to 1893. The great-great-grandfather of Peter Schouten started a bakery back then. Peter and his 2 brothers are the 5th generation active in Schouten Group.

We are interested to start supply of our products to the Chinese market and to meet companies that are interested to partner in packaging and/or production.

Schouten Europe在全球范围的零售业、食品服务业和工业进行植物蛋白产品（肉类替代品）的开发，生产和销售。我公司拥有超过25年的经验和种类繁多的素食产品，我们提供量身定制的解决方案、新鲜（冰鲜）食品及室温储藏的食品。

我们的生产基地获得BRC和IFS认证。此外，我们在Schouten集团内部可以使用独立的商业和认证实验室（Nutralab）。

我们与欧洲零售商、小吃，沙拉和餐食的制造商、全球快餐连锁店和各种各样的团体进行合作。

Schouten Europe是一家家族公司，第一家Schouten公司的历史可以追溯到1893年。当时Henk Schouten的曾祖父开了一家面包店。Henk的三个儿子是Schouten集团的第五代传人。

我们欲将我们的产品供应到中国市场，并与有兴趣在包装和/或生产领域进行合作的公司建立合作伙伴关系。



Inge Jansen
CEO / Founding partner



Jianjun Yao
CEO / Founding partner

Sino Dutch Agri Exchange

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Sino Dutch Agri Exchange

Sino Dutch Agri Exchange (SDAE) is an independent organization based in The Netherlands that specializes in developing sustainable ways of participation for Dutch agribusiness companies in Chinese agricultural projects.

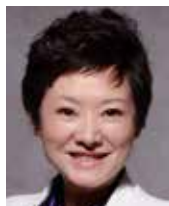
Our services:

- Research China's policy and market regarding agriculture and rural development, organize discussions and B2B meetings. Publish yearly a white paper on the state of affairs of Dutch agribusiness companies and cooperation projects in China.
- Organize exchange visits between Dutch and Chinese companies and organizations, in order to stimulate cooperation and investment.
- Develop strategic advice for Dutch agribusiness companies and Dutch local governments on sustainable participation in agricultural projects in China.
- Provide services to Chinese local governments, by making their agricultural project planning suitable for Dutch enterprises to participate, with the ultimate goal to establish Sino Dutch agricultural cooperation and demonstration zones.

中荷农促进会 (SDAE) 是一家总部设在荷兰的独立机构, 专业为荷兰农企制定针对中国农业项目的可持续参与之道。

我们的服务:

- 对中国农业政策和市场、农村发展进行调查, 组织讨论和B2B会议。每年就荷兰农企, 以及中国的合作项目发布现状白皮书。
- 为促进合作和投资, 组织中荷企业进行交流访问。
- 为荷兰农企和荷兰当地政府就可持续参与中国农业项目提供战略性建议。
- 为中国当地政府提供服务, 使中国农业项目更适合荷兰企业参与其中提供咨询, 最终目的是建立中荷农业合作全产业链示范区。



Qin deRonde-Yao

Managing Director



Yuqing Wang

Deputy Director JSEDZ

Sino-Dutch Industrial Park

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Sino-Dutch Industrial Park

SINO-DUTCH INDUSTRIAL PARK aims to develop a business home base for Dutch companies in Shanghai area. It contains industrial cluster, bonded warehouse, trade facilities, service cluster and business incubator for start-up's.

The strong business sectors of Sino-Dutch Industrial Park include:

- Industry & Manufacturing
- Modern Agriculture & technology
- New Material, Clean Tech & Sustainability
- Innovation Platforms
- Cultural & Creative Industry

Till today, there are 89 Chinese companies who are doing business with Dutch partners; 10x Dutch companies are located in Sino-Dutch Industrial Park, including: Heineken, Akzo-Nobel and several Dutch SME's.

Sino-Dutch Industrial Park (Europe Office) offers you information of:

- Concrete support/subsidy policies
- Business cost structure
- Industry & sector information
- Services of our Europe Office

SINO-DUTCH INDUSTRIAL PARK中荷工业园区旨在为上海地区的荷兰公司建造一个商业基地。该园区包含产业集群、保税仓库、贸易设施、服务集群和创业孵化器。

中荷工业园区强大的业务部门包括:

- 工业与制造业
- 现代农业和技术
- 新材料, 清洁技术和可持续性
- 创新平台
- 文化及创意产业

到目前为止, 已经有89家中国公司正在与荷兰合作伙伴开展业务; 中荷工业园有10家荷兰公司, 其中包括: 喜力、阿克苏诺贝尔和多家荷兰的中小型企业。

中荷工业园区(欧洲办事处)为您提供以下信息:

- 具体的扶持/补贴政策
- 业务成本结构
- 行业 and 部门信息
- 欧洲办事处所提供的服务

中荷工业园区是您在中国开展业务值得信赖的合作伙伴; 中荷工业园区为您在中国投身商业、发现机遇并发展壮大提供进一步支持!



Tolsma-Grisnich

Improving your agribusiness in an intelligent way

Tolsma and Grisnich both have a rich history of more than fifty years in respectively storage and primary processing of potatoes, onions and carrots. All the expertise that both companies have built up is based on practical knowledge from farmers all over the world and scientific research from universities and institutes. Jointly, Tolsma-Grisnich provides smart total solutions for growers, processors and industrial packers of agricultural products worldwide. Together, we offer innovative and intelligent total solutions for the entire cycle of unloading, storage, processing and packaging of agricultural products.



Erwin van den Berg

Area Sales Manager



Yanmei Huang

Chief Representative

With intelligent storage technology, losses will be reduced significantly resulting in the highest storage efficiency. Climate control computers optimizes wound healing, drying, cooling and heating by controlling e.g. fans, hatches and refrigeration systems and minimizing energy consumption. Client-specific installations and turnkey projects for unloading, transporting, bunker storage, cleaning, grading and packaging agricultural products are improving efficiency.

采用领先科技，优化您的产业

托斯玛与桂斯尼克两个品牌在马铃薯、洋葱和胡萝卜的仓储与与初加工方面均有50多年的悠久历史。两家公司所积累的所有专业知识均基于世界各地农场主的实践经验与高等学府以及科研机构的科学研究。托斯玛-桂斯尼克集团为全球的农场、深加工企业与农产品包装商提供整体自动化系统，为农产品的来料接收，仓储，初级加工与包装整体产业链提供创新与智能的解决方案。

托斯玛的智能化仓储技术能够显著降低仓储损失,从而实现最高的仓储效率。气候控制电脑自动控制风机,进出气窗与制冷系统,为农产品的表皮愈合、干燥、降温及升温进行最优化处理,同时将能耗降到最低。桂斯尼克根据用户要求定制农产品初级处理系统,提供原料接收、输送、料仓缓存、清洗、分级和包装的交钥匙项目。

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Ton van Arnhem

Director International Strategy

Topsector Agri & Food

The Dutch government wants to strengthen nine sectors in which the Netherlands excels. To achieve this, government, industry and knowledge institutions join forces in the so-called 'golden tri-angle'. Agri & Food is one of the nine Topsectors and the largest manufacturing sector in the Netherlands. It accounts for ten per cent of national income and employment and about twenty per cent of total Dutch export. About seventy per cent of the food and agricultural products are exported with an annual export value of more than € 80 billion. That makes the Netherlands the world's second exporter of food and agricultural products. Eighty per cent of this is traded within the European Union. The export to China is still limited, but expected to grow strongly in the years to come.

荷兰政府希望强化荷兰处于优势地位的九大领域。为实现这一目标，政府、业界和学界共同致力于所谓的“黄金三角”。农业和食品是九大领域之一，也是荷兰最大的生产领域，在国民收入和就业方面占据百分之十的份额，并占据荷兰总出口量的百分之二十。越有百分之七十的荷兰食品和农产品被出口至国外，年出口额在800亿欧元以上。这使得荷兰成为世界上第二大食品和农产品出口国。百分之八十的出口产品流通于欧盟内部。对中国的出口目前仍然受到限制，但是预计会在今后取得强势增长。

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Topsector Horticulture & Starting Materials

The Horticulture and Starting Materials sector makes a considerable contribution to the Dutch economy. Our knowledge and training institutes are internationally recognized and respected. And the business community in the cluster often ranks number one in their respective fields. The sector is world's largest exporter of fresh vegetables and the largest player in the export of cut flowers, flower bulbs and seed potatoes.

Societal and economic challenges compel us to do more with less. This is, however, the strength of this Dutch sector: propagation materials for disease and drought-resistant crops with a higher yield, a better taste and shelf life, achieve the highest productivity per hectare with less use of pesticides, water and minerals. In this process we work demand driven and look for solutions adapted to specific local circumstances all over the world. The Dutch top sector is at the forefront of energy efficiency, renewable energy and CO2 reduction.

园艺和原材料部门为荷兰的经济做出了重大贡献。我们在这方面的专业知识和培训机构获得了国际认可和尊重。而集群中的商业团体往往在它们各自的领域排名第一。该部门是世界上最大的新鲜蔬菜出口者，也是切花、球茎花卉和种薯的出口者。

社会挑战和经济挑战迫使我们少花钱多办事。当然，这也是荷兰这个行业的强项：用于抗病和耐旱作物的繁殖材料具有较高的产量，较好的口感和较长的保质期，在较少使用杀虫剂，水和矿物质的情况下实现每公顷最高的产量。在此过程中，我们开展以需求为导向的工作，并在全球寻找适应当地特定环境的解决方案。该部门是荷兰的顶级部门，处于能源效率，可再生能源和二氧化碳减排的前沿。



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Triscom

Triscom is a family owned company from the Netherlands. In 2014 they took over IDH, a processing dairy plant, founded in 1912. IDH is approved by COKZ to produce infant formulas from birth on and also approved by CNCA to register 3 brands for China.

Triscom Holland develops and produces nutritional milk powder formulas for babies, children and adults under the Primavita brand and sells these worldwide.

China is one of our main markets for already 12 years, covering our Primavita infant formulas based on cow and goat milk. Latest innovation is an infant camel milk stage 3. We have developed this product for Camelicious, a company owned by the ruler of Dubai.

In China we work with GSTT, our exclusive agent based in Beijing. We are ready to expand our business in China to a higher level with our -cow, -goat and even camel infant formula's.

Triscom是一家荷兰家族企业。2014年该公司接管了成立于1912年的乳制品加工厂IDH。IDH得到荷兰乳品局批准，可以生产婴儿出生及以后阶段的配方奶粉，并且获得中国国家认证认可监督管理委员会批准，可在中国注册三个品牌。

Triscom荷兰为婴儿、儿童和成人开发、生产营养奶粉配方，品牌名Primavita，销往全世界。

中国已连续超过12年成为我们的主要市场，销售奶牛和山羊奶制成的Primavita婴儿配方奶粉。

我们最新成果是为迪拜领导人所有的Camelicious公司研制的婴儿第三阶段骆驼奶。

我们在中国和独家代理商GSTT合作，其总部位于北京。我们希望扩大、提升在华奶牛、山羊甚至骆驼婴儿配方奶粉业务。

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Van der Hoeven Horticultural projects



Don Kester
 Manager Export

In a world where sustainably grown products command top prices, the demand for high-tech, sustainably constructed glasshouses continues to grow. Van der Hoeven is ideally placed to respond to this challenge. As far back as 1953, we were designing and constructing horticultural projects around the world, helping growers and investors to achieve maximum yields on their investment. We provide growers with technical support as needed, and customer care is one of our core values. This helps us to build long-term relationships with our customers, something we are proud of. Every day, our large team of professionals is working to improve our projects and to develop new systems. All working towards the same goal: customised projects for each of our customers.

在一个可持续发展产品价格高的世界，人们对持续构建的高科技温室的需求在不断增长。Van der Hoeven是应对这一挑战的最佳选择。早在1953年，我们就在世界各地设计并建造园艺项目，帮助种植者和投资者实现投资收益最大化。我们为种植者提供他们所需的技术支持，而客户关怀是我们的核心价值之一。这有助于我们与客户建立长期的引以为豪的合作关系。每天，我们庞大的专业团队都在努力改进我们的项目并开发新的系统。我们所有的工作都朝着同一个目标：为我们的每个客户提供量身定制的项目。

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VanDrie Group

The Dutch family business the VanDrie Group is the global market leader in veal, calf leather and calf milk powder. With more than 25 companies and an annual turnover of approximately €2.2 billion, the VanDrie Group is the largest private agribusiness group in the Netherlands. It exports its high-quality products to more than 60 countries around the world.

Veal is easily digestible and highly nutritious. The Dutch controlled quality veal of the VanDrie Group meets all the requirements to address food needs worldwide.

Throughout the production chain, food safety, animal welfare and environmental management are assured by Safety Guard, the VanDrie Group's unique full-service quality system. Safety Guard is based on ISO 22000 and incorporates IFS and BRC. The key feature of Safety Guard is its traceability system.

The VanDrie Group's methods are based on innovation and craftsmanship. At the VanDrie Group, respect for people, animals and quality has been second nature for generations.

范德利集团 (VanDrie Group) 是荷兰一家族企业集团, 是全球最大的小牛肉、小牛皮和小牛奶粉生产企业, 旗下拥有超过25家企业, 年营业额约22亿欧元。范德利集团是荷兰最大的私营农业企业集团, 生产的高品质产品出口至全球60多个国家。

小牛肉是易消化和高营养的产品。范德利集团所生产的质量得到保证的荷兰小牛肉可满足世界各地的食品需求。范德利是一家综合性生产集团, 对小牛繁殖、生乳制品加工、小牛饲养、小牛屠宰、小牛制皮、营销和市场推广等整个生产链进行管理。

范德利集团独有的全方位质量服务体系 - “安全卫士”整个生产链中的食品安全、动物福利和环境管理质量提供保障。“安全卫士”系统以ISO 22000标准为基础, 采用 IFS (国际食品安全标准) 和 BRC (英国零售商协会的全球食品安全标准) 标准, 其主要特点是包含一个可追踪系统。

范德利集团的业务发展方式以创新、知识和工艺为基础。尊重人类、尊重动物和尊重质量已成为范德利集团数代相传的第二天性。



Veldman Group

The Veldman Group is your partner for everything related to your stable. Our specialty is pig stables. The Veldman Group is a family business and consists of several companies, among which a construction company and a technical installation company. We can provide a turn-key project from the drawing, the calculations, the quotation, the equipment, engineers on site, and training on the farm. We have around 5 years of experience in building stables in China. We supply high quality European equipment from our company located in The Netherlands. Examples of products that we can provide are ventilation systems, heating and cooling systems, air washers, feeding machines, slats, and pens. We can provide the best European brands but we also produce our own products, such as air washers.

We are looking for potential customers and potential partners.

Veldman Group提供一切与畜舍相关的服务。我们的专长是猪厩。Veldman Group是一个由几家公司组成的家族企业，其中包括一家建筑公司和一家技术安装公司。我们可以提供包括图纸、计算、报价、设备、现场工程师和农场培训在内的交钥匙工程。我们在中国建造畜舍方面有5年左右的工作经验。我们从我们位于荷兰的公司向中国供应高品质的欧洲设备。我们可以提供的产品包括通风系统，供暖和制冷系统，空气清洗机，喂料机，板条和猪舍。我们可以提供最好的欧洲品牌，但我们也生产自由品牌的产品，如空气清洗机。

我们正在寻找潜在的客户和潜在的合作伙伴。



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Villa.Energy

Villa.Energy is the specialist when it comes to sustainable energy in buildings: solar panels, batteries, heat pumps and energy management systems. Villa.Energy has mastered sustainable energy in villas and exclusive homes. The team of Villa.Energy has more than 25 years experience in the field of sustainable energy and is always up-to-date with innovations in constructions methods and products. VillaEnergy is mainly active in Europe and its products are ready to be implemented worldwide. We advise and supply sustainable energy systems and know exactly what needs to be taken into account when purchasing and installing solar panels or solar collectors. A well-functioning energy installation can become the heart of any type of buildings and save you thousands of euros on your energy bill. Villa.Energy is intending to export its model to the modern Chinese greenhouse sector.



Salvador Roig Coll

International Business Development
Manager

别墅.能源(Villa.Energy)是建筑中可持续能源的专家: 太阳能电池板、电池、热泵和能源管理系统。别墅.能源已经掌握了别墅和专属住宅的可持续能源。别墅.能源团队在可持续能源领域拥有25年以上的经验, 并且在建筑方法和产品方面紧跟创新趋势。别墅.能源主要活跃在欧洲, 其产品可在全球范围安装。我们提供建议和可持续能源系统, 并准确地知道在购买和安装太阳能电池板或太阳能收集器时需要考虑的因素。运行良好的能源装置可以成为任何类型建筑的的心脏, 并为您节省数千欧元的能源费用。别墅.能源公司打算将其模式出口到现代中国温室行业。

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Vion Food Group

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

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

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

Vion Food Group是荷兰和德国最大的鲜肉（牛肉和猪肉）零售和食品服务业深加工产品生产商之一，在世界各地设有销售办事处，产品跻身国际市场。

Vion Food Group为农民所有制企业，对供应链拥有完全掌握能力。Vion Food Group的鲜猪肉和鲜牛肉是依据世界最高标准生产的，被一切食品相关市场所认可。Vion Food Group是值得世界主要食品服务和零售企业信赖的合作伙伴和供应商。

每天，世界各地约有1亿人食用Vion Food生产的肉类，因此Vion Food Group对于消费者的健康和食品安全负有重大责任。Vion Food Group通过现代化的肉类整合供应链保障高效、可完全追溯的肉类生产流程，高度重视食品安全、产品的完整性和可持续性。Vion Food Group注重与农民和顾客建立积极的合作关系，分享知识和经验，保持透明度并建立协作关系。创新源于消费者和顾客的需求。



Wageningen University & Research



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Rector Magnificus and Vice President
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Wageningen University & Research is a collaboration between Wageningen University and Foundation Wageningen Research (including its applied research institutes). The mission of Wageningen University & Research is 'To explore the potential of nature to improve the quality of life'. A staff of 6,000 and 12,000 students from over 120 countries work everywhere around the world in the domain of 'healthy food and living environment' for governments, society and the business community-at-large.

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

The scientific quality of Wageningen University & Research is affirmed by the prominent position we occupy in international rankings and citation indexes. The domain of Wageningen University & Research consists of three related core areas:

- Food, Feed and Bio-based Production
- Natural Resources and Living environment
- Society and Well-being

瓦赫宁根大学暨研究由两部分组成，分别为瓦赫宁根大学、瓦赫宁根研究基金会（包括其旗下的9个应用研究院）。“探索自然潜力，提高生活品质”是瓦赫宁根大学暨研究一直秉承的宗旨与理念。目前，瓦大共有教职员工6000余人，来自世界100多个国家和地区的12000多名学生在此求学；在健康食品与居住环境这一领域，不遗余力地为政府、企业等合作方提供专业研究、知识与支持。

瓦赫宁根大学暨研究最大的优势在于对基础研究和应用研究的立体整合，进行自然、社会等多学科交叉研究；这一综合研究方法名为“瓦赫宁根方法(Wageningen Approach)”，使科研新进展以最快的速度得到应用，并嵌入基础教学模块。

瓦赫宁根大学暨研究的影响力和科研质量，表现为它在全球不断上升的排名，以及研究成果的论文索引量。瓦大的核心研究领域包括：

- 食品、饲料与生物基生产
- 自然资源与生活环境
- 社会与福祉



Waterwatch Cooperative u.a.



Ad Bastiaansen

Chairman

Waterwatch Cooperative helps to feed the increasing population of this world in a way that benefits both people and planet; by establishing an eco-system that enables the development and usability of information services for (small holder) farmers and others in the agricultural value chain. With our reliable and timely information, farmers realize a sustainable increase of yields and income while reducing costs and usage of inputs like pesticides, fertilizers and water. We optimize the use of scarce resources as arable land, water and make AgriFood sector more transparent and sustainable in its sourcing and processing. In parallel we improve worldwide the lives of millions of (small holder) famers and contribute to global water- & food security. Our ambition for near future is to connect all (500 million) farmers and all other stakeholders in AgriFood worldwide to our daily information services of their fields and crops.

Waterwatch Cooperative以造福人类和星球的方式向世界上越来越多的人口提供食物; 通过建立一个生态系统, 为农业价值链中的 (小) 农场主和农民进行信息服务的开发和利用。得益于我们可靠且及时的信息, 农民实现了产量和收入的可持续增长, 同时降低了农药、肥料和水的使用成本和使用量。我们对包括可耕地和水资源在内的稀缺资源的使用进行优化, 使农业食品部门在采购和加工过程中更加透明且具有可持续性。与此同时, 我们在全球范围内改善了数百万 (小) 农场主的生活, 并为全球水和粮食的安全做出了贡献。我们励志在不久的将来, 使全世界所有 (5亿) 农民和全球农业食品的其他利益相关者都能享受我们每天提供的关于农田和农作物的信息服务。

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Zwanenberg Food Group

We are a 90 year old family company producing and marketing long shelf life ambient stable products. Amongst other we are producing canned meat, canned hotdogs, canned soups, cooking sauces in glass jars, ready meals and dried fermented sausages. Both halal and non-halal. Although we have several products for food service market we predominately produce and market retail products.

Our factories are in The Netherlands (5), United Kingdom (3) and United States (2). We are selling our products in more than 100 countries in the world. We are approved for Hong Kong export. We are selling in most of the Southern Asian countries.

We produce our own brands, retail owned labels and other customer owned labels. Examples of our own brands are Zwan, Plumrose and Lupack. Examples of retail owned labels are WalMart, Tesco and Carrefour. Examples of customer owned labels are Knorr, Bertolli, Ragu and Princes.

Our turnover is _430 mio and we employ a staff of 1600.

A new innovation for our company is a business unit active in vegetarian products.

我们是一家拥有90年历史的家族公司，我公司生产和销售室温环境安全贮藏的产品。除此之外，我公司还生产罐装肉类，罐装热狗，罐装汤类，玻璃罐装的烹饪酱料，即食食品和干发酵香肠，包括清真和非清真食品。我们在食品服务市场推出了几款产品，而我们的业务以生产和销售零售产品为主。

我公司在荷兰、英国和美国分别拥有5家、3家和2家工厂。我们在全球100多个国家销售我们的产品。我们获准向香港进行出口。我们在大多数南亚国家进行销售。

我公司生产自有品牌的产品、零售产品和其他客户品牌的产品。我们的自有品牌包括Zwan, Plumrose和Lupack。零售品牌包括WalMart, Tesco和Carrefour。客户品牌包括Knorr, Bertolli, Ragu和Princes。

我公司的营业额为4.30亿欧元。我们拥有1600名员工。

我公司新推出活跃于素食产品领域的业务部门。



Life Sciences &
Health

生命科学&健康



Ben van Leent
Chief Executive Officer



Peter de Haan
Chief Scientific Officer

Amarna Therapeutics

Amarna Therapeutics is a privately held biotechnology company based in Leiden, the Netherlands that developed the SVac viral gene delivery vector platform, the key to the success of the next stage gene and immunotherapies to treat the major diseases of our time including genetic disorders and degenerative diseases such as atherosclerotic cardiovascular disease (ACD), obesity/diabetes mellitus, neurodegenerative and psychiatric disease (NPDs), arthritis, chronic obstructive pulmonary disease (COPD). SVac is safe, efficient, non-immunogenic in humans and thus overcomes the severe limitations of the current gene delivery vectors such as AAV used by our competitors. Amarna currently focuses on the development of gene therapies for primary hyperoxaluria type 1 (PH1) and age-related macular degeneration (AMD), and of reverse vaccines for diabetes mellitus type 1 (DM1) and rheumatoid arthritis (RA). We are interested in partnering with investing parties from China to ensure that SVac-based therapeutics for individual diseases are developed and commercialized as soon as possible.

Amarna Therapeutics是一家总部位于荷兰莱顿的私营生物技术公司，它开发了SVac病毒基因递送载体平台，这是下一阶段用基因和免疫疗法治疗我们时代的主要疾病成功的关键，包括遗传性疾病和退行性病变，例如动脉粥样硬化性心血管疾病(ACD)、肥胖/糖尿病、神经退行性和精神疾病(NPDs)、关节炎、慢性阻塞性肺疾病(COPD)。SVac对人体安全、高效、无免疫性，因此克服了当前基因递送载体(例如我们的竞争对手使用的AAV)的严重限制。Amarna目前专注于开发用于原发性I型高草酸尿(PH1)和老年性黄斑变性(AMD)的基因疗法，以及用于I型糖尿病(DM1)和类风湿性关节炎(RA)的反向疫苗。我们有兴趣与来自中国的投资方合作，以确保尽快开发和商业化基于SVac的单个疾病疗法。

Amarna Therapeutics

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Becker's Happy Care Management & Consult

Our company is the executive team that professor Hans Becker has authorized to promote the practice of humanistic cure and care of the age-proof apartment in China! Hans Becker was the founder of Dutch age-proof apartment projects. Care without care.



Hans Becker

Happiness Philosopher



Ruud Dirkse

Healthcare Innovator

Our Goals:

- spread the happy care philosophy and humanistic care management practices in China
- build age-proof apartments with Chinese characteristics, construct humanistic care system with strategic partners to benefit the elderly in China
- set up the world's advanced concept and build a chain of high-end elderly care service with Chinese characteristics

What We Do:

In the spirit of professor Becker's elderly care philosophy and the practice of 32 life-proof apartment in Rotterdam, we are involved in Chinese elderly care projects with:

- strategic planning, project planning, construction design and project consultant
- one-stop consultancy services
- integration of international resources
- lectures, workshops, develop and implement training programs

本公司是贝克教授唯一授权在中国推进生命公寓人文养老事业的执行团队! 公司创始人之一贝克教授是荷兰生命公寓项目的缔造者。

企业目标:

- 在中国传播乐老哲学及其人文养老管理实践
- 跟战略伙伴们一起打造中国的生命公寓, 建设人文养老, 造福中国老人
- 树立世界先进理念, 打造中国特色的养老产业高端服务连锁品牌

公司业务

- 战略规划、项目策划、建设指导及专题顾问
- 并以此打包成一站式顾问服务,
- 为中国养老产业提供国际平台资源整合、信息共享、思想交流、政策研究等集成服务。
- 讲座, 研讨会, 制定和实施培训计划

Becker's Happy Care Management & Consult

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Sunny Jiang

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Brightlands Maastricht Health Campus

Brightlands is a vibrant ecosystem in the province of Limburg, the Netherlands, where research, education, and business collaborate to develop sustainable solutions in the fields of advanced materials, health, nutrition, and the smart services.

Brightlands Maastricht Health Campus is home to a vibrant, fast growing community of innovative companies and knowledge institutes focusing on regenerative medicine and precision medicine. It houses such internationally renowned knowledge institutes as MERLN, M4I, CARIM, incubator facilities for start-ups, and 7,000 square meters of laboratory and office space complete with all the necessary infrastructure. It has an imaging facility with a 3T, 7T and 9.4T full-body Siemens functional MRI scanner and access to research institutes and clinics at Maastricht University Medical Center and Maastricht University.

The Brightlands China Center is a joint initiative of the Brightlands campuses and the Dutch Province of Limburg. It is a portal for Chinese companies and institutes to enter the Dutch - and European - markets, and through which Dutch companies and institutes can do business with China. The services of Brightlands China Center cover fundraising, merger & acquisition, distribution / licensing partnership, knowledge / technology transfer and hospital projects.

Brightlands位于荷兰林堡省,它构建了充满生机的生态系统。它集研究、教育和产业合作为一体,并致力于为先进材料、健康、营养和智能服务领域提供可持续的解决方案。

Brightlands马斯特里赫特生命科学园由荷兰林堡省政府,马斯特里赫特大学以及马斯特里赫特大学医学中心共同成立。座落于荷兰南部,位于欧洲的中心,是集科研、产业化为一体的致力于生命科学、生物技术和生活健康的综合园区。在这里,临床护理,创新型生物科技公司,尖端生物医药方面的科研教育紧密结合,共同为健康生活提供更好更智能的解决方案。园区综合了医院,大学,产业孵化器以及90余家创新型生物医药公司,包括美敦力在欧洲的研发总部。马斯特里赫特生命科学园搭建了连接各类专家和组织的网络 and 平台,提供了优秀的共享设施,为新成立的公司提供专利申报,资金引入,临床实验,孵化成长,创业加速等各种支持性服务。马斯特里赫特生命科学园在再生医学和精准医学方面致力于成为欧洲领先的园区。

Brightlands 中国中心由林堡省四大园区与林堡省政府共同组建,是中国企业和机构进驻荷兰及欧洲市场的入口,同时也是荷兰公司及机构进入中国的桥梁 Brightlands中国中心的宗旨是:化挑战为机遇,变机遇为成果。该中心将全面推进林堡省在生物医药,生物材料,生物大数据,医药物流及医疗健康领域和中国的合作。



Tom Evers

CEO

D'Andrea & Evers design

D'Andrea & Evers Design is a high level industrial design company with 25 years of experience and specialized in medical products. We develop medical devices for diagnosis, care and self-care in the field of life science and health with a lot of passion and great care. Examples including an operating system for eye surgery, a hand scanner for rheumatoid arthritis, booms in operation rooms and a Cathlab. We offer excellent user centered industrial design, enclosure design and engineering. Next to product design we also deliver graphical user interface design. We are looking for product development projects in the field of life sciences & health. Companies that deliver medical end-products to end-users, who are willing to outsource some of their R&D activities with a focus on design aesthetics and usability. Our main clients are: Philips (USA + India), Innvolution Imaging Technology (India), Skytron (USA), Hemics (Netherlands) and D.O.R.C. (Netherlands).

D'Andrea & Evers Design 是一家拥有 25 年经验，致力于专业医疗产品的高级工业设计公司。我们满怀激情和无限关爱，在生命科学和健康领域开发了用于诊断、护理和自我保健的医疗设备。我们的产品包括眼科手术操作系统、类风湿关节炎手持式扫描仪、手术室和导管室用支架。我们提供以用户为中心的卓越的工业设计，外壳设计和工程服务。除产品设计外，我们还提供图形用户界面设计。我们正在寻求生命科学和健康领域的产品开发项目。为终端用户提供医疗终端产品，专注于设计美学和实用性、愿意将一些研发活动进行外包的公司都可能成为我们的合作伙伴。我们的主要客户有：飞利浦（美国+印度），Innvolution Imaging Technology（印度），Skytron（美国），Hemics（荷兰）和 D.O.R.C.（荷兰）。

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Elsevier

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Elsevier publishes over 2,500 digitised journals, including The Lancet and Cell, more than 35,000 e-book titles and many iconic reference works, including Gray's Anatomy. In China, we collaborate closely with customers from academic, healthcare and corporate segments, and have about 200 employees based in our Beijing and Shanghai offices. Elsevier is part of RELX Group, a global provider of information and analytics for professionals and business customers across industries.

Elsevier是一家从事全球信息分析业务的公司，旨在帮助机构和专业人士推动医疗进步、开放科学并提高绩效，从而造福人类。Elsevier在战略研究管理、研发绩效、临床决策支持和专业教育领域提供数字解决方案和工具，其中包括ScienceDirect, Scopus, SciVal, - ClinicalKey和Sherpath。

Elsevier出版了2,500多种数字化期刊，包括《柳叶刀》和《细胞》，以及超过35,000本电子书和许多标志性参考书，包括《格雷解剖学》。在中国，我们与学术研究机构、大学、医院以及相关领域的企业客户密切合作。我公司在北京和上海办事处拥有约200名员工。Elsevier是RELX集团的一部分，RELX集团是一家为跨行业专业人士和商业客户提供信息和分析的全球提供商。



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Enraf-Nonius

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

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

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

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

Integrated projects have been realized in Europe, Latin America, Asia and the Middle East.

Enraf-Nonius (1925) 为康复和物理治疗制造并供应先进的高品质产品。这些产品由100多个国家的经销商进行分销并提供技术支持。

公司拥有大型的研究和工程部门，不断开发新产品，并与大学和一流的康复机构密切合作。

Enraf-Nonius代表最高的质量，最大的可信度和最好的服务，使健康专家能够以最高效和最有效的方式照看病人和客户。保证生活质量是我们这个企业的社会责任。

EN-Projects是Enraf-Nonius的一个部门，专门从事交钥匙的集成化项目（设计 - 建造 - 设备 - 维护 - 培训）。EN-Projects完成了大型全球医院项目和康复中心项目。EN-Projects具有多年的经验且可靠性经过长期验证，已成为卫生部门或私立医院的重要合作伙伴。

公司已在欧洲，拉丁美洲，亚洲和中东完成了集成化项目。

**Erasmus
University
Rotterdam**



Krstel Baele

President Executive Board
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Erasmus University Rotterdam

Erasmus University Rotterdam is a highly ranked, international research university, based in the dynamic and diverse city of Rotterdam. Founded in 1913, it is currently one of the biggest universities of the Netherlands with a student population of 27,000 and a research community of circa 1,400. Scholars and students in seven faculties and two institutions work on global social challenges in the areas of health, wealth, governance and culture. The quality of research at Erasmus University, named after Rotterdam-born humanist and theologian Erasmus, is reflected in its consistent top-100 position in most major universities rankings. On the lively, modern campus, students and scholars of more than 100 nationalities are constantly encouraged to develop their talents and meet their ambition.

鹿特丹伊拉斯谟大学是一所排名靠前的国际研究型大学，坐落在非常有活力而又多样化的鹿特丹。1913年成立以来，它现在是荷兰最大的大学之一，有27000名学生和1400人组成的研究团队。7个院系和2个研究所中的学者和学生健康、财富、治理和文化领域的全球社会挑战进行研究。伊拉斯谟大学以鹿特丹诞生的人文主义者和神学家伊拉斯谟命名，其科研质量在多数主要大学排名中长期位列前100名。在现代富有生机的校园里，来自100多个国家的学生和学者得以发挥才能，实现抱负。



Yajuan Lu
Director

EUTON Group

EUTON Group is a group company registered in the Netherlands with interest in China. Our main business focuses on investment, consultancy, international trade and printing.

One of our important business is in Elderly care and Healthcare. We are the strategic partner of China Uninova Tianjin Co., Ltd in Continental Europe, jointly promoting trade and technology transfer between the Netherland and China. We have built up a platform with the main purpose of developing and promoting biomedical technologies such as diagnostic technology, new drug development, medical devices and regenerative medicine.

By joining this business delegation, we will enhance our existing collaboration, and hope to find out more detailed market needs for medical industry in China, to set up an industrial network in healthcare, biotechnology and medical engineering, to look for Chinese customers and more partners for the Netherlands, and to promote technologies and companies of the Netherlands in China.

欧通集团主要从事投资、咨询、国际贸易和印刷等业务。

公司的一项重要业务是养老护理和健康医疗，我们是中国联合诺华（天津）有限公司在欧洲的战略合作伙伴，双方建立了一个平台，旨在发展和促进包括诊断技术、新材料研发、医疗器械和再生医药等在内的生物技术和推广，共同促进荷兰和中国之间养老和医疗方面的技术和交易。

通过加入此次贸易代表团，希望增强现有合作关系，同时了解中国医疗行业信息，在养老护理、医疗健康、生物技术和医药工程等方面寻找更多中国客户，推向荷兰，同时将荷兰的技术和客户介绍到中国。

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Forcare Holding

Forcare is a Dutch software company, founded in 2006, specialized in 'interoperability' between healthcare IT systems. Its standards-based software provides solutions to interconnect information systems, share and exchange patient data and offer secure and reliable access to digital health information for medical staff and patients. As a result, physicians are able to better collaborate and contribute to the safety and health of patients, while allowing healthcare institutions to reduce costs.

Forcare's solutions can be delivered on premise or via the cloud. The products are based on open, international standards created by IHE (Integrating the Healthcare Enterprise). Forcare operates an ISO 13485 quality system and invests continuously in product certifications and conformance (e.g. ISO 27001 security and IHE conformance assessment).

Since 2017, Forcare is part of Philips. We have customers in Europe and North America, work with international business partners, and are interested in partnerships and business opportunities in China.

Forcare是一家荷兰软件公司，成立于2006年，专业研究医疗保健IT系统之间的“互操作性”。其基于标准的软件提供解决方案，用于连接信息系统、共享和交换患者数据，以及为医务人员和患者访问数字健康信息提供安全可靠的人口。因此，医生能够更好地合作，为患者的安全和健康做出贡献，医疗机构同时可降低成本。

Forcare的解决方案可以在本地部署或通过云交付。产品基于医疗健康信息集成规范（IHE）制定的开放的国际标准。Forcare运行ISO 13485质量体系，并不断在产品认证和一致性方面投资（例如ISO 27001安全和IHE一致性评估）。

从2017年起，Forcare成为飞利浦的一部分。我们在欧洲和北美有客户，与国际商业伙伴合作，并希望在中国找到合作伙伴和商业机会。



Harm-Jan Wessels
CEO



Jeroen Pex
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Forcare Holding

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Lasé Hu

Director

Hu Holding

Hu Holding was founded in 2001 with the main objective to invest, develop and or participate into various medical and health-care related products and services. Currently, Hu Holding participates in Health centers, pharmacies, and wholesale.

We now investing in a e-health platform for the Netherlands, which we wants to expanded in China the coming years. The company wants to import and export medicine, medical products and food supplements, between China and the European market. We can support the medicine or herbal medicine registration, distribution and sales in the European market.

We want to explore the market of distributing private labels of food supplements to China.

Hu Holding成立于 2001 年, 主要目标在于投资、开发和/或参与各类医学和医疗保健相关的产品和服务。目前Hu Holding涉足了保健中心、药店和批发。

我们正在为荷兰投资电子健康平台, 并希望在今后几年拓展到中国。

公司希望在中欧市场间进行药物、医疗产品和膳食补充剂进出口。我们可以为药品或草药在欧洲的注册、分销和销售提供支持。我们希望探索如何在中国市场销售自有品牌的膳食补充剂。

Hu Holding

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Hy2Care

Hy2Care (2014) is an innovative medical-device and biomedical-materials start-up out of the Technical University of Twente (NL). We specialize in: 1) an injectable hydrogel to repair small defects in knee-cartilage; and 2) Hy2Care technology as biodegradable material for (stem-)cell delivery in high-value cell therapies.



Mike de Leeuw
CEO

Based on strong patents, we are preparing to scale-up cGMP production and pre-clinical trials. First feasibility studies have been successful in horses. Due diligence by a leading German Biomaterials-Institute shows market potential is very big: 2 million new patients diagnosed each year in EU/USA; they qualify our product as 'disruptive and potential game changer' in the orthopaedic markets.

We will also offer our proven technology to (Stem-)Cell Therapy developers for royalty-based licensing and sales, and we can collaborate in development.

Series A investments of €4 million gets us to approval for First-in-Man in EU/USA within 3 years, with licensing-options in Chinese markets for strategic investors.

Hy2Care (2014) 是荷兰特温特技术大学下属的创新型医疗设备和生物医学材料的初创公司。我们专注于: 1) 修复膝盖软骨小缺陷的可注射水凝胶; 和2) 用于高价值细胞治疗中的(干-)细胞递送过程中作为生物可降解材料的Hy2Care技术。

我公司拥有强大的专利, 我们正在准备扩大环磷酸鸟苷生产和临床前试验。首次用马进行的可行性研究十分成功。德国领先的生物材料研究所进行的尽职调查显示, 市场潜力非常大: 每年在欧盟/美国诊断的新患者达200万; 他们称我们的产品是骨科市场上“具有颠覆性和巨大潜力的规则改变者”。

我们还将我们的成熟技术提供给(干-)细胞疗法开发者进行特许使用授权和销售, 且我们可以就(干-)细胞疗法开展合作。

400万欧元的A系列投资使我们能够在3年内获得欧盟/美国关于人体试验的批准, 并在中国市场为战略投资者提供特许使用的选择。

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IMAP Netherlands

IMAP is one of the longest-established global M&A advisory firms and has a global reach across 35 countries, with more than 350 M&A advisors organized in international sector teams. IMAP specializes in the sale and acquisition of companies, financing, valuation as well as strategic corporate finance advisory. IMAP clients are primarily family-owned, mid-sized companies, but also include large international corporations, as well as family offices and financial investors.

IMAP Netherlands is among the top mergers and acquisitions advisory firms in the Netherlands. Founded in 2005, IMAP Netherlands has completed more than 250 (inter)national transactions. We have 2 offices in the Netherlands: Amsterdam and Rotterdam.

IMAP Netherlands has been active in the Chinese outbound M&A market since 2010. Our China Desk consists of three members and our team can speak fluent Dutch, English and Chinese. We have successfully assisted Chinese state-owned enterprises and listed companies in their acquisition activities in Europe.

IMAP是全球成立时间最早的国际性并购咨询公司之一，在全球35个国家设有分支机构，拥有由超过350名并购顾问组成的行业团队。IMAP专门从事公司的出让和收购，融资，估值以及战略性企业金融咨询。IMAP客户主要为家族企业和中型企业，但也包括大型跨国公司，以及家族办公室和财务投资者。

IMAP荷兰是荷兰顶尖的兼并和收购咨询公司之一。IMAP荷兰成立于2005年，至今已完成超过250项国内外并购交易。我们在荷兰有两个办公室：阿姆斯特丹和鹿特丹。

IMAP荷兰自2010年起开始活跃于中国跨境并购市场。我们的中国事务部由三名成员组成，团队成员掌握流利的荷兰语，英语和中文。我们已成功协助多家中国国有企业和上市公司在欧洲进行企业并购活动。



Balthazar den Breems

Partner



May Wu

Consultant

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Stephanie de Blecourt
Managing Director

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International Patient Center (IPC)

International Patient Center (IPC) is the leading medical travel company in the Netherlands. We offer full-service support to international patients and referring physicians seeking a consultation, second opinion or medical treatment in the Netherlands. We assist with travel and residence arrangements and access to Dutch healthcare providers. The preparations for an overseas medical treatment might feel like an extra burden.

Rest assured, a personal care coordinator, will provide support throughout the entire journey.

We have joined an exclusive partnership with Erasmus Medical Center, Royal Schiphol Group and KLM Health Services.

Our focus is on international patients with clinically complicated diagnoses and in search of complex and innovative treatments.

Erasmus MC being the first and preferred affiliated hospital. Many international patients visit Erasmus MC every year. They get direct access to clinical expertise in diagnosis, treatment and world-leading research.

The Dutch healthcare system was, once again, ranked as # 1 by the European Health Consumer Index in 2017.

International Patient Center (IPC) (国际患者中心) 是荷兰一流的医疗旅游公司。我们为国际患者提供全方位的服务支持，并为患者在荷兰进行咨询，二次诊断或治疗推荐医生。我们帮助患者进行旅行和住宿安排，并为患者与荷兰医疗保健提供商进行接洽提供便利。

准备进行海外医疗可能会让人感到压力山大。

请放心，个人护理专员将为您在整个旅程中提供支持。

我们是伊拉斯谟医疗中心、皇家史基浦集团和荷兰皇家航空医疗服务公司的独家合作伙伴。

有复杂的临床诊断而欲寻求高端而创新的治疗方法的国际患者是我们主要关注的对象。

伊拉斯谟医疗中心是患者首选的附属医院。

每年有许多国际患者前往伊拉斯谟医疗中心。他们可以在诊断、治疗及世界顶尖的研究方面获得直接的临床专业知识。

2017年，荷兰医疗保健体系再次被欧洲健康消费者指数评为第一。

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Kneppelhout & Korthals

Kneppelhout & Korthals is a full-service law firm, established in 1979, with a special focus on inbound and outbound investments of China. With an experience for more than ten years we facilitate a swift and smooth entry in the Chinese and European markets. We have a special focus on Life Sciences, Agri & Food and Logistics. As an advisor with both legal and business expertise, we will give our clients access to our extensive network in China with the right team members and are able to address our clients in their own language, ensuring the success of our clients' venture.

Unique selling points

- Comprehensive knowledge
- Practical experience
- Competitive, flexible fee arrangements
- Professional, efficient attitude
- Lawyers fluent in Chinese
- Extensive international network

Kneppelhout has a strategic cooperation with DFDL, an international law firm with its roots in emerging markets in all ASEAN countries and Bangladesh with 13 offices.

荷兰凯拓律师事务所（“凯拓”）于1979年成立，是一家综合性的提供全面高效优质法律服务的国际律师事务所，非常重视中欧双边的投资事务。我们从事中欧双边投资事物已十年有余，凭借我们的丰富的经验，有能力协助客户在短期内顺利进入中国和欧洲市场并开展长期业务。同时凯拓也以不同产业为划分，在生命科学、农业&食品以及物流领域拥有丰富的经验和资源。作为同时拥有法律及商业专业技能的顾问，我们将和客户分享我们的关系网络并组建合适的专业团队协助客户进入中国市场。凯拓的专业人员掌握多国语言，可以以客户的母语进行沟通以帮助客户获取成功。

我们的独特优势

- 全面的专业知识
- 丰富的实践经验
- 具有竞争力和灵活的收费方式
- 专业且高效的服务态度
- 精通中文的律师
- 广泛的国际网络

凯拓已于2016年与DFDL律所建立战略合作关系。DFDL作为一家国际律所所以新兴市场作为服务对象，在所有东南亚国际以及孟加拉国共设有13所办公室。



MAASTRO clinic

MAASTRO clinic is a leading radiotherapy center for patients in the Limburg province of The Netherlands, working in Maastricht (main location) and VieCuri hospital, Venlo (annex location). MAASTRO is also a research facility that works closely with Maastricht University and the University Hospital Maastricht (MUMC+) in the fields of education, clinical and pre-clinical research.



Maria Jacobs

CEO



André Dekker

Manager Research & Education

In addition, MAASTRO clinic is the major shareholder of ZON-PTC. The main focus of ZON-PTC (South-East Netherlands Proton Therapy Center) is the treatment of cancer patients by proton radiation therapy. We have the ambition to become a key technology-driven healthcare provider in Europe and beyond, for patient care, innovation, training and research. Clinical treatment will start by the end of 2018. ZON-PTC will be fully integrated in MAASTRO clinic. The compact, single-room equipment is delivered by Mevion Medical Systems.

MAASTRO诊所是荷兰林堡省一流的放疗中心，在马斯特里赫特（主要医疗点）和芬洛的 VieCuri 医院（次要医疗点）提供医疗服务。MAASTRO 也是一个研究机构，与马斯特里赫特大学和马斯特里赫特大学医院（MUMC +）在教育、临床和临床前研究领域紧密合作。

此外，MAASTRO 诊所是 ZON-PTC 的主要股东。ZON-PTC（荷兰东南部质子治疗中心）致力于通过质子放射疗法对癌症患者进行治疗。我们志于在患者护理、创新、培训和研究等方面成为欧洲及其他地区重要的技术驱动医疗保健提供商。该诊所将于 2018 年底启动临床治疗。ZON-PTC 将全面纳入 MAASTRO 诊所。由迈胜医疗系统提供小型单室设备。

MAASTRO clinic

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Maxxcare

Maxxcare is the innovator and manufacturer of high-end skin protection and in-bed positioning products. Currently our core product is our Heel Pro Evolution heel protector that prevents & treats heel pressure injuries.



Jasper Rogmans

Sales Manager

Maxxcare是高端护肤品和床上定位产品的创新者和制造商。目前,我们的核心产品是我们的Heel Pro Evolution足跟保护垫,可以对足跟压力性损伤进行预防和治疗。

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Minicare has developed a point-of-care diagnostic system that enables performing a blood test right next to the patient from a single droplet of blood. The system consists of a handheld instrument and a disposable cartridge.

The technology originally developed by Koninklijke Philips has been further improved upon to reach a level of sensitivity and accuracy that is on par with the large instruments typically found in the central laboratory.

By performing the test right next to the patient the time to treatment can be shortened compared to a workflow where a blood sample is sent to the laboratory for analysis.



Jeroen Nieuwenhuis

CEO

Key features of the Minicare system:

- Analytical performance; comparable to the large lab equipment
- Speed; results in less than 10 minutes
- Ease-of-use; works with a single droplet of blood
- Connectivity; seamless integration with the hospital IT system

Minicare研发了现场即时诊断，可以仅靠一滴血就近对患者进行血液检测。这一系统包括手持仪器和一次性药筒。

这一技术最初由Koninklijke Philips研发，并得到进一步改善，目前敏感性和准确性达到中心试验室使用的典型大型仪器同等水平。而紧邻患者身边进行检测和将血样送到实验室分析相比，可以减少处理时间。

Minicare系统主要特点:

- 分析结果可和大型实验室设备相比
- 快速: 可在10分钟内得到结果
- 便于使用: 只需一滴血
- 连接简便: 无缝接入医院IT系统

Minicare

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Mito Medical Products

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Mito Medical Products

Mito Medical Products (MMP) develops a revolutionary and ground-breaking screening method for breast cancer.

The Netherlands introduced the 'national breast cancer examination'. However, this approach has major drawbacks. Women under 50 tend to have high tissue density in the breast area, which distort the results of a mammography. Alongside potential pain during the examination, the harmful X-rays may have adverse effects on patients' health.

In response to these problems, MMP developed the 'Delseni' with features of high accuracy, women friendly, great mobility, easy-use and economic choice. Measuring vascularity in the breast, this screening method is suitable for all women aged from 20 years on and can even detect very early-onset breast cancer.

'Delseni' was developed in collaboration with a renowned Dutch academic institute the Radboud University in Nijmegen.

We look forward to work together with Chinese academic medical institutes and companies to support us for clinical trials and product distribution in China.

Mito Medical Products (MMP) 开发了一种具有创新性和开拓性的乳腺癌筛查方法。

荷兰推出了“全国乳腺癌检查”。然而，这种方法存在很大的缺陷。50岁以下的妇女乳房区域的组织密度往往比较高，这会影响乳腺钼靶X线摄影检查的结果。除此之外，检查过程中可能出现的疼痛，有害的X射线可能会对患者的健康产生不利的影响。

针对这些问题，MMP开发了'Delseni'，该产品具有高精度、女性友好型、移动性强、易于使用和性价比高等特点。这种测量乳房血管的筛查方法适用于20岁以上的所有女性，甚至可以检测到早发性乳腺癌。

'Delseni'是MMP与奈梅亨的著名荷兰学术机构拉德堡德大学合作开发的。

我们期待与中国医疗学术机构和公司进行合作，为我们在中国进行临床试验和产品分销提供支持。



NutureBrands

NutureBrands is a company that helps pregnant women and young mothers with a healthy lifestyle by providing education about hydration, food & health and providing relevant products as well.



Cinte Welsing

Founder / Managing Director



Bart Jansen

Pharmacist

NutureBrands is currently active in Shanghai within a network of 'Mother Care Centers' (or Postpartum Care Centers). The key activities are to support these Care Centers with educating their customers about a healthy lifestyle that fits the specific stage they are in (becoming pregnant, being pregnant, breastfeeding and recovery). NutureBrands provides especially developed Food Supplements and Water.

NutureBrands wants to develop similar networks in Beijing, Guangzhou en Chengdu such as hospitals, 'Mother Care Centers'. Therefore it is looking for decision makers and/ or purchasers of these hospitals and care centers. Also it is looking for partners who can help with providing education on hydration, food and health for these particular stages.

NutureBrands是提供有关水合作用、食品和健康等方面的教育及相关产品，并为孕妇和年轻母亲带来健康的生活方式的的公司。

NutureBrands目前在上海通过“母婴护理中心”（或产后护理中心）网运营活跃。我公司的主要业务包括通过对顾客适应他们所处的特定阶段（备孕、怀孕、母乳喂养和康复）的健康的生活方式进行教育，从而为护理中心提供支持。NutureBrands提供特别开发的食物补充剂和水。

NutureBrands欲在北京、广州和成都等地建立类似的合作关系，例如医院，“母婴护理中心”。因此我公司正在寻找这些医院和护理中心的决策者和/或采购者。此外，我公司正在寻找合作伙伴为孕产阶段的母婴人群提供有关水合、食品和健康方面的教育。

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Mike de Leeuw

Founder, CEO

OncoLize

OncoLize (2010/2017) develops injectable drug depots for localized delivery of oncology drugs, “Treating Tumors from the Inside”. Benefits are clear: Better Tumor Treatment – Far less side-effects – Much lower cost of care.

We use the established InGell® technology from my previous company, based on strong patents and a strong development team. We have efficient access to leading clinics and research-teams in cancer treatment. Manufacturing of products is simple, low-cost and ready for pharmaceutical cGMP scale-up. Products are aimed at deadly tumor diseases: Liver-, brain-, pancreas-, urinary tract- and incurable prostate tumors. Accelerated access is available for clinical trials, and niche protection is possible in EU and USA markets.

Series-A investment of €6.5 million brings up to three products to clinical trials together with a strong product pipeline. Possible Return-on-Equity of 7-15x for early investors. We can offer strategic investors future options to license and distribute to highly relevant markets within China.

OncoLize (2010/2017) 开发了用于肿瘤药物局部给药的注射药物库, “从内部治疗肿瘤”。这种治疗方式的益处十分明显: 更好的肿瘤治疗 - 更少的副作用 - 更低的护理成本。

基于强大的专利和雄厚的开发团队, 我们使用前公司已有的 InGell® 技术。我们的资源包括癌症治疗的一流诊所和研究团队。产品制造简单、成本低廉、可达到制药业动态药品管理生产规范。产品针对致命的肿瘤疾病: 脑肿瘤、胰腺肿瘤、泌尿系肿瘤和无法治愈的前列腺肿瘤。产品很快将用于临床试验, 并且在欧盟和美国市场可能得到利基保护。

650万欧元的A-系列投资带来了进行临床试验三种产品和强大的产品线。早期投资者可能获得7-15倍的股本回报。我们可以为战略投资者提供未来的选择, 向中国高度相关的市场进行授权和分销。

OncoLize

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Province of Limburg

The Dutch Province of Limburg is the most Southern Province of the Netherlands, right at the heart of Western Europe. Limburg is within easy reach of every European destination in just a matter of hours. Our central position between Rotterdam, Antwerp and Amsterdam makes Limburg the number one logistics hotspot. There are 170 million consumers within a 500km radius.

Four of the six Limburg top pillar industries are linked to a specific campus location:

1. Agro-food: Brightlands Campus Greenport Venlo
2. Chemicals & Materials: Brightlands Chemelot Campus
3. Shared & IT Smart Services: Brightlands Smart Services Campus
4. Life Sciences & Health: Brightlands Maastricht Health Campus

荷兰林堡省是荷兰最南部的省份，位于西欧的中心地带。只需几小时，从林堡便可轻松抵达各个欧洲目的地。我们位于鹿特丹、安特卫普和阿姆斯特丹之间的中心位置，这使得林堡成为首屈一指的物流热点地区。在林堡省500公里范围内有1.7亿消费者。

六个林堡顶级支柱产业中有四个与特定的园区位置相关：

1. 农业食品: Brightlands园区 Greenport Venlo
2. 化学品和材料: Brightlands Chemelot园区
3. 共享和IT智能服务: Brightlands智能服务园区
4. 生命科学与健康: Brightlands马斯特里赫特健康园区



Hans Teunissen

Vice-Governor



Maxime Verhagen

Special Representative for Trade-
and Investment Promotion in China



Robbert Lambriks

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QoQo Franchise Management

As a professional health care center, QoQo Massage combines traditional Chinese therapies with a modern Western concept of a healthy and sustainable lifestyle.

Our professional team delivers quality health maintenance services to our customers, including therapeutical massage, physiotherapeutical service and health consultant service. The QoQo franchise management team not only helps to expand the QoQo Massage brand, but also assist all our franchisees start their own business successfully.

QoQo Massage opened it's first location in late 2012 at Beukelsdijk in Rotterdam. In early 2018, there has been sixteen QoQo Massage stores successfully opened and been operating.

We plan to enter into Chinese market by offering western orientated physiotherapeutical service with a borned Chinese approach.

作为专业的医疗保健中心，QoQo按摩将传统的中国疗法与现代西方健康且可持续的生活方式融为一体。

我们的专业团队为我们的客户提供优质的健康养生服务，包括理疗按摩，理疗服务和健康咨询服务。

QoQo特许经营管理团队不仅有助于扩大QoQo按摩品牌，还协助我们所有的加盟商成功地开展自己的业务。

QoQo按摩于2012年末在鹿特丹的Beukelsdijk开设了第一家按摩店。2018年初，已有16家QoQo按摩店成功开业并运营。

我们计划通过提供具有中国特色的西方物理疗法，打入中国市场。



Winfried Jansen

General Manager International
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Dries Duynstee

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Royal Philips

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Royal Philips

Royal Philips (NYSE: PHG, AEX: PHIA) 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. Headquartered in the Netherlands, 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. Royal Philips employs approximately 70,000 employees with sales and services in more than 100 countries. News about Philips can be found at www.philips.com/newscenter.

皇家飞利浦公司（纽约证券交易所股票代码：PHG，AEX：PHIA）是一家领先的健康科技公司，致力于改善人们的健康状况，并在健康生活、预防、诊断、治疗和家庭护理等方面实现健康连续性。飞利浦利用先进的技术和对临床及消费者的深入了解来提供集成解决方案。我公司的总部位于荷兰，是诊断成像、图像引导治疗、患者监护和医疗信息学以及消费者健康和家庭护理领域的领导者。皇家飞利浦在全球100多个国家拥有约70,000名员工，进行销售和服务。有关飞利浦的新闻，请访问www.philips.com/newscenter。



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RSM Netherlands Accountants

RSM Netherlands is a leading firm in financial, consulting and tax matters. In the Netherlands we have more than 450 staff members. Our client base mostly consists of foreign companies with Dutch and / or European based operations and Dutch companies that have overseas operations throughout the world. To provide cross-border services in over 120 countries, we use this RSM network consisting of over 800 offices and 43,000 professionals. Our approach is based on a Centralized Point of Contact leading a team of local experts with deep expertise.

Thorough preparation is essential if a sale or acquisition is to be successful. We can help you achieve this by preparing a transaction strategy, assessing the value/price of the company or companies concerned and conducting the negotiations.

Our specialists will also carry out a feasibility study to enable you to take a well-considered, sound decision.

RSM荷兰是一家领先的金融、咨询和税务公司。在荷兰，我们有450多名员工。我们的客户群主要由拥有荷兰和/或欧洲业务的外国公司，以及业务遍及世界各地的荷兰公司组成。为了在120多个国家提供跨境服务，我们依靠由800多个办事处和43000名专业人员组成的RSM网络。我们让具备深度专业知识的当地专家团队在中心联络点基础上工作。

要使出售或收购取得成功，必须做好充分的准备。我们可以通过制定交易策略、评估相关公司的价值/价格，以及进行谈判来帮助您实现这一目标。

我们的专家还将进行可行性研究，使您能够做出深思熟虑、合理的决定。



Suze Kruisheer
Program Manager

Task Force Health Care

The Task Force Health Care (TFHC) is a not-for-profit platform which stimulates cooperation among organisations within the Dutch life sciences & health sector and promotes sustainability in healthcare internationally. The partners in the platform are Dutch knowledge-institutes, NGOs, the government and companies active in the healthcare sector.

The TFHC facilitates its partners in exposing their innovative and sustainable healthcare solutions to the rest of the world and to create awareness on the latest developments and solutions in healthcare.

The TFHC organises numerous activities on a weekly basis such as economic (trade) missions, Holland Pavilions at medical exhibitions, seminars and conferences, visitor programmes in The Netherlands and so forth. Next to these we act as a portal towards the Dutch life sciences & health sector, a knowledge centre for our partners and a neutral discussion partner for Dutch and foreign governments.

The Task Force Health Care (TFHC) 是一个非营利平台，该平台可促进荷兰生命科学和健康部门内部组织之间的合作，并促进国际医疗保健领域的可持续发展。该平台的合作伙伴包括荷兰的知识机构、非政府组织、政府及活跃于医疗保健行业的公司。

TFHC帮助其合作伙伴向世界其他地区展示他们的可持续创新型医疗保健解决方案，并提高人们对医疗保健领域最新发展和解决方案的认识。

TFHC每周都组织许多活动，例如经济（贸易）代表团，在医疗展览、研讨会和会议中设置荷兰馆，以及荷兰的访问者项目等等。除此之外，我们还身兼数职：我们是荷兰生命科学和健康部门的门户，我们是我们的合作伙伴的知识中心，我们也是荷兰和外国政府的中立的讨论伙伴。

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Sigrid Helbig

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The Economic Board

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The Economic Board

The Economic Board is a driver of innovation in the region of Arnhem – Nijmegen, with Wageningen. As a Triple Helix collaboration among government, knowledge institutes and business communities, we enhance economic activities and innovations in the key sectors of Food, Health and Energy and their cross-overs. We communicate about the exceptional potential and innovative strength of this region. We connect entrepreneurs, investors, educational institutions, research centres and government offices.

We provide information about regional legislation, subsidies, permits and funding. Furthermore, we encourage (international) parties to get to know our region and use our vast network.

The urban network Arnhem – Nijmegen, with Wageningen is an economic powerhouse in the east of the Netherlands. It is centrally located within the Netherlands and in relation to Germany and Belgium. Within less than two hour reach five international and three intercontinental airports are available. In 2018 Nijmegen is the 'European Green Capital'.

经济委员会致力于推动阿纳姆——奈梅亨地区和瓦赫宁根地区的创新。作为政府、知识机构和企业界的三角形合作体的一员，我们加强了食品、卫生和能源及其交叉部门等关键部门的经济和创新活动。我们就该地区的卓越潜力和创新实力进行了交流。我们与企业家、投资者、教育机构、研究中心和政府机构建立了联系。

我们提供有关地区立法、补贴、许可证和资金等方面的信息。此外，我们鼓励（国际）各方了解我们这个地区并使用我们庞大的网络。

阿纳姆——奈梅亨与瓦赫宁根城市网是荷兰东部的经济支柱，位于荷兰的中心，与德国和比利时毗邻。在不到两小时的时间内可以到达五个国际机场和三个洲际机场。2018年，奈梅亨被誉为“欧洲绿色之都”。

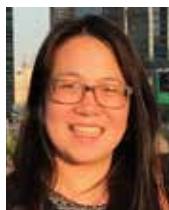


University Medical Center Groningen/ University of Groningen

UMCG is one of the largest hospital in the Netherlands and the largest employer in the Northern Netherlands. Currently UMCG, the Shanghai Changzheng Hospital, Shanghai General Hospital and the Tianjin Medical University Cancer Institute and Hospital have embarked in collaboration for prevention and treatment of the Big-3 diseases (Lung cancer, COPD and Cardiovascular diseases) in the NELCIN B3 project. The aim of this project is to improve the early detection of lung cancer, COPD and Cardio Vascular Diseases. We are looking for more hospitals in China which are interested to join our project. During the current visit, the contract on collaborating in imaging cardiovascular disease with the Peking Union Medical College Hospital will be launched.



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University of Groningen

The University Groningen (#59 in the Shanghai Ranking) is the second largest university in The Netherlands and the Center for Information Technology (CIT) is the university department that is responsible for all ICT related services within the university and also for the research activities on the University Medical Center Groningen. The Centre for Information Technology will provide the advanced ICT infrastructure that will be used in the Big-3 project.

格罗宁根大学医学中心是荷兰最大的医院之一，也是荷兰北部雇员最多的单位。目前，格罗宁根大学医学中心，上海长征医院，上海总医院和天津医科大学肿瘤研究所（肿瘤医院）已开始NELCIN B3项目开展合作，预防和治疗三大疾病（肺癌，COPD和心血管疾病）。该项目的目的是提高肺癌，COPD和心血管疾病的早期发现率。我们正在寻找更多有意加入我们项目的中国医院。在此次访问期间，将启动与北京协和医院心血管疾病影像合作的合同。

格罗宁根大学

格罗宁根大学（上海交大排名第59位）是荷兰第二大的大学，信息技术中心（CIT）是负责大学内所有ICT相关的服务和格罗宁根大学医学中心研究活动支持的大学部门。信息技术中心将提供用于Big-3项目的先进ICT设施。

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Worldeye EYE Hospital

With 200 doctors working in 6 countries and 25 hospitals, Worldeye belongs to the largest chains in eyecare. We are leading in refractive surgery (lensexchange & laser) and general ophthalmology. Every year we are helping 1 million people out of in average 107 countries. Our collected patient outcome data help others in an extraordinary precise treatment and result. Medical tourism, cooperation in innovation and development of new businesses is what we are looking for. For people of China, our clinic in Amsterdam is the perfect place to find excellence in eye care together with a visit to Europe's most beautiful city.

Sansibar Healthcare Group

As a partner of Worldeye, Sansibar Healthcare Group offers business development and strategy consulting for national and international health care projects. Such as set up new hospitals; healthcare management and improving digital medical systems. We are looking for introducing new businesses and exchange knowledge in China and the Netherlands.

世界之眼(Worldeye)的200名医生遍布在6个国家的25家医院,属于最大的连锁眼部保健机构。我们在屈光手术(晶体置换和激光)和普通眼科方面处于领先地位。我们每年帮助来自107个国家的100万人。我们收集的患者结果数据有助于其他人获得非常精确的治疗,得到良好结果。我们希望进行医疗旅游、合作创新,发展新业务。对于中国人来说,我们在阿姆斯特丹的诊所堪称完美,在这里可以得到卓越的眼部护理服务,还可以参观欧洲最美丽的城市。

桑吉巴保健集团(Sansibar Healthcare Group)

作为世界之眼的合作伙伴,桑吉巴医疗保健集团为国家 and 国际医疗保健项目提供业务开发和战略咨询,如设立新医院;医疗健康管理和改进数字医疗系统。我们希望在中国和荷兰拓展新业务和交流知识。



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ZiuZ Medical

Making medication dispensing safer

ZiuZ Medical is a Dutch knowledge-intensive company specializing in the development of cutting-edge visual technology for pharmaceutical and medical purposes. It is driven by a determination to make a difference when it comes to solving problems relevant to society. Each day, ZiuZ Medical solutions verify and document the contents of over 8.000.000 patient specific medication-pouches for in-patient- and long term care use worldwide.

ZiuZ IRIS

ZiuZ IRIS is a tabletop pouch checking device that employs state of the art visual technology that enables the contents of patient specific medication pouches to be checked quickly, accurately and safely. A medication pouch checked by ZiuZ IRIS contains exactly the right medication and amount that a patient requires, providing pharmacists with the reassurance and visual proof that their patients receive the right amount of the right medication on the right time. The small footprint combined with class-leading performance makes ZiuZ IRIS especially suitable for Asian in-patient hospital pharmacies.

使配药更加安全

ZiuZ Medical是一家荷兰知识密集型公司，专注于用于制药和医疗用途的尖端的可视化技术的开发。公司决心在解决社会相关问题时有所作为。每天，ZiuZ医疗解决方案为全球住院患者和长期护理患者所需的8,000,000多份特定药袋进行核对和记录。

ZiuZ IRIS

ZiuZIRIS是一种桌面药袋检查设备，该设备采用先进的可视化技术，可以快速、准确并安全地检查患者特定药袋的内容。由ZiuZ IRIS检查的药袋含有完全正确的药物及患者所需的数量，药剂师可以看到他们的患者在正确的时间服用了适量的正确药物。小巧的体积和领先的性能使得ZiuZ IRIS特别适合亚洲医院住院部药房使用。



Logistics & e-commerce 物流&电子商务



Apex Global Logistics (NL)

Founded in China with a global reach of 27 offices extending over six continents, Apex Logistics is a growing global supply chain solutions provider with a diverse cultural background. Our service covers International air and ocean transportation, customs brokerage, local and domestic trucking service, warehouse management, supply chain management, 3PL, trade compliance and E-Commerce logistics etc. As a top Chinese logistics company who is doing the best in globalization, we uplifted our business into the top 20 Global Air Freight Service Provider list in 2016, our global sales revenue reaching 4.5 billion RMB.

In the Netherlands, with 600% annual growth rate, we are the fastest grower in air freight on both eastbound and westbound. We have close and stable cooperation with almost all the biggest China-based e-commerce companies, contributing to the growth of the export business from The Netherlands to China. We help bring the Dutch products to Chinese consumers in the most cost effective way. Established in 2015, our branch office in the Netherlands has reached the sales revenue of 20 million Euro in 2017.

Apex Logistics成立于中国，该公司拥有27个办事处，遍布全球六大洲。Apex Logistics是一家不断成长的具有多元文化背景的全球供应链解决方案提供商。我们的服务涵盖国际空运、海运、报关业务、地方和国内货运、仓储管理、供应链管理、第三方物流、贸易合规以及电子商务物流等。作为一家在全球化进程中表现卓越的中国顶级物流公司，我们在2016年全球空运服务供应商排名中跻身前20名，全球销售收入达到人民币45亿元。

在荷兰，凭借600%的年增长率，我们是东西两岸航空货运量增加最快的佼佼者。我们与几乎所有中国最大的电子商务公司都保持密切和稳定的合作关系，为荷兰出口业务的发展做出贡献，并以高性价比的方式将荷兰的产品带给中国的消费者。虽然我们在2015年才在荷兰设立了分支机构，但我们在2017年的销售额就达到了2000万欧元。



Taotao Liu

Managing Director



Jie Chen

Vice president of Apex Logistics
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Lucas Liu

Managing Director

B&C Lifestyle

B&C Lifestyle is an international trading and E-Commerce company which is focusing on the products of baby food, baby & Child care and health care products. With 8 years experience and domain knowledge, the company has reached 10 million Euro turnover in 2017. In 2014, we have started up our own online store based in Tmall Global which further expand the portfolio of our companies. The services we can provide:

- Baby food product purchasing and sourcing
- Supply Chain management
- E-Commerce TP service

To further grow our company, we are looking for distribution partner for our baby and child care products.

B&C Lifestyle是一家国际贸易和电子商务公司，专注于婴儿食品、婴儿和儿童护理及保健产品。凭借8年的工作经验和专业知识，我公司在2017年的营业额达到1000万欧元。2014年，我们在天猫国际建立了自己的网店，进一步扩大了公司的投资组合。我们可以提供的服务包括：

- 婴儿食品购买和采购
- 供应链管理
- 电子商务外包服务

为了使我公司进一步发展壮大，我们正在寻找合作伙伴销售我公司的婴儿及儿童护理产品。

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Bonded Services International

Bonded Services is your gateway to Europe for e-commerce logistics; from Schiphol airport handling, customs clearance, fulfillment up to last mile distribution towards online marketplaces and/or directly to more than 550 million consumers. With our extensive B2B (FBA) and B2C e-commerce solutions over carriers like B2C Europe, DHL, UPS, DPD and many others, your parcels will be delivered within time, exceeding customers' expectations.

Bonded Services保税服务是您进入欧洲使用电子商务物流的门户; 从史基浦机场的货物处理、清关、履单到最后进行线上营销和/或直接向超过5.5亿的消费进行销售。通过B2C Europe, DHL, UPS, DPD和许多快递公司的商对商 (B2B) (FBA) 和商对客 (B2C) 电子商务解决方案, 您的包裹能够及时交付给顾客, 且交付时间比客户预期的要短。



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Damen Shipyards Gorinchem

Damen Shipyards Group operates 34 shipbuilding and repair yards, employing 9,000 people worldwide. Damen has delivered over 6,000 vessels in more than 5 continents and delivers some 160 vessels annually to customers worldwide. Based on its unique, standardised ship- design concept Damen is able to guarantee consistent quality and fast delivery.

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. All incorporating thorough R&D and proven technology.

In addition to ship design and shipbuilding, Damen Shiprepair & Conversion has a worldwide network of 15 repair and conversion yards. DSC completes around 1,500 repair and maintenance jobs annually.

In China Damen operates two Shipyards, one for workboats and the other one for larger vessels in a joint venture with a subsidiary of the Sinotrans & CSC. A machine shop for winches is operated in YiangChing.

达门造船集团经营34个造船厂和维修厂，在全世界有9000员工。达门已向超过5个大洲交付了6000多艘船舶，并每年向全世界客户交付约160艘船舶。达门根据它特有的标准化船舶设计理念，保证质量的稳定性和快速交货。

达门提供一系列产品，包括：拖船，工作船，军舰和巡逻艇，高速艇，货船，挖泥船，近海工业用船，渡船，浮桥和超级游艇。这些船舶都经过充分的研究，使用了成熟的技术。

除了船舶设计和建造，达门船舶维修和改装在全世界有15个维修和改装船厂。集团每年完成约1500个维修项目。

达门在中国有两个船厂，一个用于工作船，另一个用于大型船舶，是和中外运长航子公司一起成立的合资公司。达门在YiangChing有一家绞车加工厂。



DMQ

DMQ is a Dutch export management and trading organisation. We specialize in exploring, identifying and developing the demand for European consumer goods in Asia, together with our extensive client portfolio, consisting of Asian B2B, B2C and B2B2C organisations.



Mireille Koree
Managing Director / Founder

Subsequently, due to our elaborate and continuously expanding professional network of European manufacturers and brand owners, we facilitate, set up and/or assist in the connection between supply and demand.

Our team consists of 30 dedicated and complementary specialists located in four offices in Europe and China. The DMQ group infrastructure in both Europe and China consists out of our own limited companies, warehouses, e-fulfillment centers and customer service.



Chris Jan Reitsma
Managing Director / Owner

We are looking forward to discussing the opportunities and challenges with peers, evaluating possible synergies between the participating organisations, and learning about the latest developments in Logistics and E-commerce.

DMQ是荷兰的一个出口管理和贸易组织。我们专注于研究、识别和开发亚洲顾客对欧洲消费品的需求。我们的客户是由亚洲商对商(B2B), 商对客(B2C)和商对商对客(B2B2C)组织构成的多样化组合。

接下来, 得益于我们精心打造且不断扩大的欧洲制造商和品牌所有者的专业网络, 我们将促进, 建立和/或协助供需之间的联系。

我们的团队由30名专业互补且非常敬业的专家组成, 他们分布在欧洲和中国的四个办事处。在欧洲和中国, DMQ集团基础设施由我们自己的有限公司、仓库、电子履单中心和客户服务组成。

我们期待与同行就机遇和挑战进行探讨, 对各个组织之间潜在的协同作用进行评估, 并对物流和电子商务的最新发展进行了解。

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Dutchese Group

Dutchese Group is a private company with locations in Shanghai, Hong Kong and Rotterdam. We are the partner of Dutch governments & companies with ambition in China, and help them with (new) Business Development. At the same time, we are the official China Partner of Rotterdam Partners.

By being present and operative in both China/Hong Kong and the Netherlands we are able to assist companies effectively and independently with setting up or optimizing their activities in China.

Dutchese Group was founded on the basis of the sister-city relationship between Shanghai-Rotterdam, and RCRO office (est. 1987).

Our activities can be divided in three categories:

- Trade (Business Development, Marketing & Promotion)
- Investments (Direct access to Asian investors and capital)
- Delegation support (Strong network of local government and businesses)

Due to our unique method and strengths, we have already helped more than 2.000 companies doing business in China.

达幸集团是一家外资私营企业，在上海，香港和鹿特丹都有设点。我们是荷兰政府 & 企业在中国的合作伙伴，帮助他们在中国实现（新）业务发展。同时，我们是鹿特丹投资局的官方中国合作伙伴。

通过同时在中国、香港以及荷兰的运作，我们能够有效并且独立地帮助企业开启或扩展他们在中国的业务。

达幸集团成立于上海与鹿特丹的姐妹城市关系的基础上，也持续了鹿特丹商务代表处（建立于1987年）的业务。

我们的商务活动可大致分为三类：

- 贸易（商务发展，市场&推广）
- 投资（帮助中国企业进入欧洲市场）
- 代表团支持（对接地方政府和企业）

通过不同的网络和渠道，我们已经帮助超过2000家公司在中国与荷兰发展业务。



Roland Verbraak

General manager



Jialu Zhang

Sales Manager

GVT Group of Logistics

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GVT Group of Logistics

The unique advantages of multimodal transport and a firm base in Benelux distribution give GVT Group of Logistics a strong position in the Benelux. The specialisms provided by its various logistics companies, enables GVT to offer tailor-made solutions to suit particular logistics requirements. A team of more than 780 professionals serves clients every day in transport and logistics.

GVT Group of Logistics has an extensive distribution network in the Benelux, own barge and rail terminals, and offers top-class intermodal transport solutions within the Benelux, Europe and Asia. GVT provides reliable, affordable and sustainable logistics services. Continuously investing in both people and resources, so that GVT is able to offer a full-service package and fulfil the role as a supply chain organizer and manager in a proactive and innovative way. The company provides added value for its clients and assists them in all of their transport requirements. The ambition is to become the leading logistics service provider for companies that organize and manage supply chains within or from the Netherlands.

由于具备多式联运的独特优势，以及荷比卢物流的坚实基础，GVT物流集团在荷比卢三国占据强势地位。集团下属多个物流公司提供的专业服务，使集团可以定制解决方案，适应特定的物流要求。由超过780人组成的专业团队每天在运输物流领域为顾客服务

GVT物流集团在荷比卢有广泛的分销网络，自己的驳船和铁路站，并在荷比卢、欧洲和亚洲提供一流的联运解决方案。GVT提供可靠，可负担和可持续的物流服务，并不断投入人力和资源，使得GVT可以提供全套服务，并以积极创新的方式履行供应链组织者和经理者的职责。公司为顾客创造附加值，帮助解决他们所有的运输要求。公司致力于成为领先的公司物流服务提供商，在荷兰境内或从荷兰出发组织和管理供应链。

HEUSSEN**Stan Robbers**

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Head of China Practice

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Heussen Lawyers & Civil Law Notaries

HEUSSEN Lawyers & Civil Law Notaries is an Amsterdam based law firm, part of the international cooperation of independent business law firms under the name HEUSSEN, advising on a broad spectrum of legal matters, including Corporate Law & M&A, Banking & Financing, Contract & Commercial Law and Employment Law.

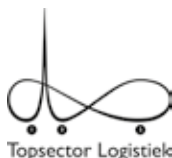
HEUSSEN has an international focus. Its client base comprises predominately international companies that are supported by HEUSSEN in their European investments and ventures. HEUSSEN has various international desks dedicated to serving clients from specific regions of the world, including a strong China Desk, staffed by native mandarin speaking Chinese lawyers.

As Chinese companies have been steadily growing and are becoming increasingly competitive in the global economy, they are expanding internationally to position themselves in a global economic playing-field. HEUSSEN is there to assist these Chinese companies with all their legal needs in the Netherlands.

HEUSSEN Lawyers & Civil Law Notaries是总部位于阿姆斯特丹的律师事务所，是以HEUSSEN的名义开展国际业务的数个独立商业律师事务所的联合体成员。该律师事务所为包括公司法与并购，银行与融资，合同、商业法和就业法在内的各种法律事务提供咨询服务。

HEUSSEN侧重于为国际公司服务。该律所的客户主要由国际公司组成，这些公司在欧洲的投资和投机行动得到了HEUSSEN的支持。HEUSSEN拥有多个国际客服中心，致力于为来自世界特定地区的客户提供服务，其中包括一个强大的中国客服中心，由讲普通话的中国律师提供服务。

随着中国企业的稳步发展，在全球经济中的竞争日益激烈，他们正在向全球扩张，为自己全球经济的竞争环境中取得一席之地。HEUSSEN致力于为这些中国公司在荷兰的所有法律需求提供服务。



Arthur van Dijk

Chairman Holland Logistics Network; member Top Team Logistiek



Jeroen Haver

General Secretary Holland Logistics Network

Holland Logistics Network

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Holland Logistics Network

The Holland Logistics Network supports and initiates the promotion of the Dutch Logistics sector worldwide and executes its international strategy. It does so on behalf of the Top Sector Logistics, in which the industry, government and knowledge institutions jointly participate.

Its focus is on the ideal Dutch investments climate, supply chain solutions and the promotion of our logistical expertise and sustainable innovations. Widely recognized as the premier gateway to and from Europe, the Netherlands houses the Port of Rotterdam, Schiphol Amsterdam Airport and AMS-IX, one of the most globally connected digital networks. With its very attractive investment climate Holland dominates the top 5 of best logistics hotspots in Europe and Dutch companies are known for their standard setting and innovative logistics solutions across the world. Thanks to this Holland is and will remain Europe's preferred gateway and one of the few Smart Logistics Hubs across the globe.

荷兰物流网支持并倡导荷兰物流业在全球的推广并实施其国际战略。荷兰物流网代表了行业、政府和知识机构共同参与的顶级行业物流。

荷兰物流网侧重于荷兰完美的投资环境、供应解决方案以及物流专业知识和可持续创新的推广。作为荷兰与欧洲往来的重要门户，荷兰拥有鹿特丹港，斯希普霍尔阿姆斯特丹机场和全球最大的数字网络之一AMS-IX。凭借极具吸引力的投资环境，荷兰在欧洲最佳物流热点地区排名第五位。荷兰公司以其标准设置和创新物流解决方案而闻名全球。得益于此，荷兰成为欧洲的首选门户及全球为数不多的智能物流中心之一；在未来，荷兰也将保持此项殊荣。



Kevin Peng
Managing Director

Holland Rhine Group

Holland Rhine Group is headquartered in Rotterdam, which is a diversified commercial, real estate corporation that commits to create value for our clients by discovering, acquiring, producing and marketing real estate, investment, minerals, logistics and beer at profit.

Holland Rhine Group introduces high-tech enterprises to Netherlands, which helps to promote Dutch economic development and exchanges between China and Netherlands. And we assist enterprises from China to release excess capacity in Netherlands. Our own brand beer, Station 9 Beer, is selling on one of the biggest E-commerce platforms in China "JD.com". Besides, our travel service for taking Dutch people to Guizhou Province, which is just at the beginning, with a mission to promote cultural exchanges and travel development.

Embracing one Belt and Road, our mission is to encourage different civilizations to learn from each other and flourish together; and promote mutual understanding, peace and friendship among people of all countries.

荷兰莱茵集团是一家多元化的商业地产公司，总部位于鹿特丹。该公司致力于通过房地产的开发、收购、销售和营销以及投资、矿产、物流和啤酒而盈利，从而为客户创造价值。

荷兰莱茵集团向荷兰引进高科技企业，有助于促进荷兰的经济发展及中荷之间的交流。我们还帮助中国的企业来到荷兰释放过剩的产能。我们自有品牌的啤酒，狮得森啤酒，正在中国最大的电子商务平台之一“京东商城”上销售。此外，我们为荷兰人提供到贵州省旅游的服务，这一旅游服务刚刚起步，旨在促进文化交流和旅游发展。

我们拥护“一带一路”。我们的使命旨在促进不同国家之间的相互学习和共同繁荣；并增进各国人民的相互了解，和平与友谊。

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Inchainge

We are a Netherlands-based company specialized in developing and marketing of simulations and learning programs in Supply Chain Management and Supply Chain Finance, with a network of delivery partners in more than 40 countries in every continent. With our flagship web based simulations, The Fresh Connection and The Cool Connection, we train and assess people active in or connected to supply chain management. From students to senior executives. Being recognized as a global market leader on experiential learning in SCM we serve more than 500 multinationals and more than 400 universities worldwide. The combination of our business simulations, network and competitions creates a unique position for our recruitment platform called The Talent Connection. Through our university network and student competitions we open up the globalized talent pool on supply chain management to companies in search of the best students.

我们是一家总部设立在荷兰的公司，专注于研发并推广围绕供应链管理与供应链金融的商业模拟仿真与体验式学习项目，由来自全球5大洲40多个国家的合作伙伴进行项目落地。The Fresh Connection和The Cool Connection是我们引以为傲的两大商业模拟仿真系统，我们通过系统评估并培训供应链领域和与供应链领域相关的人才，这其中既包括企业高管、专业人士，也包括相关专业的高校学生。作为全球体验式学习的引领者之一，我们服务全球超过500家跨国企业和超过400所高等院校。除此之外，通过整合我们在商业模拟仿真、全球服务网络与商业竞技比赛的优势，一个独特的商业人才服务平台The Talent Connection应运而生。来自全球高等院校网络的优秀同学与全球商业挑战赛的杰出选手将在平台上与自己未来的雇主完成精准对接。



Ronald Kleijwegt

Managing Director
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JUSDA NL

JUSDA is a wholly owned company of the Honhai/Foxconn Group. We are a strategic supply chain management partner for multinational corporations and medium-sized companies ready to benefit from our exceptional global expertise and network.

JUSDA provides solutions from material and supplier sourcing, warehousing and value added logistics, over to transportation and supply chain optimization and specific financial or insurance services, thanks to our 17 years of experience in global logistics with a business network across Southeast Asia, Europe and the United States.

JUSDA has established 60 logistics centers around the world, covering 2.000.000 sqm of warehouse and distribution center space. Furthermore, the company has over 100 cross-border transportation centers and over 1.000 multi-modal transportation routes globally.

JUSDA has more than 10 years of experience in managing rail transportation between China, C.I.S and Europe.

JUSDA operates worldwide in the following industries: hi-tech electronics, home appliances, automotive, apparel, medical equipment, FMCG and others.

准时达是鸿海/富士康集团全资公司。我们是跨国公司和中型公司的战略性供应链管理合作伙伴，为其提供我们卓越的全球服务和网络。

准时达提供解决方案，包括材料和供货商来源，仓储，增值物流，以及运输和供应链优化，和特定金融或保险服务，这得益于我们在全球物流方面17年的经验，以及我们覆盖东南亚、欧洲和美国的业务网络。

准时达已在全世界建立60个物流中心，占地达200万平方米的仓库和配送中心。另外，公司在全球有超过100个跨境运输中心和1000多条多式联运路线。

准时达在管理中国、独联体国家和欧洲之间的铁路交通方面有10年以上经验。

准时达在全世界服务于以下行业：高科技电子，家用器具，汽车，服装，医疗设备，快速消费品等。



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KLG-ITM China

KLG-ITM China is the youngest member of the KLG Group. The KLG Group has 1000+ employees. KLG-ITM is a joint venture between the family-company KLG Europe (The Netherlands) and InterMax (China). The venture was initiated at the beginning of 2013.

Headquartered in Shanghai, KLG-ITM provides the full scope of supply chain services, ranging from 4PL programs, warehousing, value-added services, domestic transportation, freight forwarding (ocean, air, train), customs clearance (import & export) and project cargo handling. In 2017 KLG's 4PL program handled 50.000 containers between Asia and Europe.

KLG-ITM is currently operating warehouses in 4 major port cities in China (Qingdao, Shanghai, Xiamen, and Shenzhen). The warehouses offer a total space of 20.000m². All our warehouses have Dutch management and are operated by our own people.

Combining the strengths and expertise of both companies leads to successful implementations of customized logistics solutions for global customers in China.

KLG-ITM 是KLG集团中最年轻的成员。KLG集团拥有超过1000名员工。KLG-ITM是荷兰的家族企业KLG-Europe和中国的InterMax所成立的合资公司，企业于2013年初成立。

KLG-ITM的总部位于上海，公司提供全方位的供应链服务，包括第四方物流项目，长出，增值服务，国内运输，货运代理（海运，空运，火车），清关（进出口）和项目货物的操作。2017年KLG的四方物流处理了超过5万个集装箱运输于亚洲和欧洲。

目前KLG-ITM在中国的四大港口城市运营有仓库（青岛，上海，厦门和深圳）。仓库总面积为2万平方公里。所有仓库均为荷兰管理，并由我们自己的工作人员运营。

结合两家公司的强项及优势，我们有能力为全球的客户在中国定制专属物流解决方案。



Rene Gouw

Director

Kolibri Logistics

Kolibri Logistics is specialised in (webshop)fulfillment and parcel distribution. With fulfillment one can think of assembly, storage of goods, labeling, packaging, orderpicking and shipping. Shipping we do B2C and B2B, with consumer shipments it is most likely a parcel, with B2B deliveries we are talking mostly about full pallets. We ship internationally, worldwide. We can also handle sea- and airfreight, including customs clearance. We pretend to be a one-stop-shop for logistics. So we can collect your products at the manufacturer and organise your whole supply chain ending up to the last mile; delivery at your customer.

We are located in the direct nearing of Rotterdam Harbour, The Gateway to Europe. But also the start of finish of the One Belt, One Road. From here we can deliver your products to the whole of Europe! We are also specialised in food and foodsupplements and hold the Skal certificate for storing and distributing organic products.

Kolibri物流专门从事物流运营和包裹配送。提到物流运营，人们会想到组装、货物存储、贴标签、打包、订单拣选和运送。在运送方面，我们从事商对客（B2C）和商对商（B2B）业务，消费者运送的物品可能是个包裹，而我们提到的商对商（B2B）递送，主要是整个叉车搬运的托盘。我们在全球范围内进行运送。我们还可以进行包括清关在内的海运和空运。我们把自己当成物流的一站式商店。因此，我们可以在制造商处揽收您的货品，并从头至尾规划您的整个供应链；直至将货品递送给您的客户。

我公司位于鹿特丹港附近。鹿特丹港既是直通欧洲的门户，也是“一带一路”终点的开始。从这里我们可以将您的产品送至整个欧洲！

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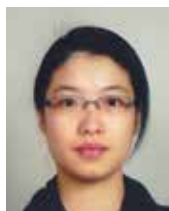
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LOOKX international

LOOKX dermo cosmetics

Discover the innovations of the future where science meets the power of nature.

LOOKX is a dermo cosmetics, cosmeceutical brand with two divisions: skincare & makeup with 20 years experience. We apply the most advanced technologies to our products for proven effectiveness, results and safety. Our skin care products contain the most innovative ingredients that work deep into the dermis, in the skin's own stemcells for fast skin improving results - while protecting the DNA of the skin. The packaging is modern, luxury and we use refill packaging for our cleansers and lotions.

In addition to our skincare; we also offer a wide range of color cosmetics makeup with built-in skincare. Ordinary makeup can decrease the effect of skincare. LOOKX make up strenghtens the effects of skincare by providing protection, hydrating and anti-ageing benefits.

Trying out our products means discovering advanced technologies with innovating and caring ingredients.

LOOKX皮肤类药妆

探索来自未来的创新，体验科学自然结合的力量。

LOOKX皮肤类药妆品牌由两部分组成：护肤&彩妆，经验超过20年。我们在产品上使用最先进技术，有效性、效果和安全性得到证明。我们的护肤产品含有最具创新性的成分，可深入真皮，在皮肤自身的干细胞内快速改善肌肤，同时保护肌肤DNA。产品包装现代、奢华，而且我们的清洁产品和爽肤水的包装可再次填充使用。

除了护肤产品之外，我们提供具有护肤功能的一系列彩妆。普通彩妆会降低护肤品效果。LOOKX彩妆可以提供保护、保湿和防老化，强化护肤品效果。

试用我们的产品就意味着探索创新、呵护性成分带来的先进技术。



Jingping MIAO
Director

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M2C

M2C is the subsidiary of Sanjia Holding, established in 2016. Located in Breda, Netherlands.

M2C is specializing in import, export and foreign to foreign global freight and logistics services including: Ocean, Air, Land and Rail Freight, warehousing, NVOCC, project and heavy lift cargo, and customs brokerage services.

Along with Chinese government we start open parallel import of vehicle market. M2C starts trading premium vehicles from Europe to China, mainly export from EU and Middle East to mainland China.

China's parallel-import car sales are growing at the fastest pace in the past two years.

Based on good relationship with local manufactory and strong logistics service, M2C has been growing dramatically this 2 years and M2C also believe they will make big progress in the future.

For further growth of M2C, we are looking for new partners in China with whom we can increase the volume to China.

M2C成立于2016年，是三佳控股的子公司。公司位于荷兰布雷达。

M2C专门从事进口、出口和国外的全球货运及物流服务，包括：海运、空运、陆运和铁路货运、仓储、无船承运人、项目和重型货物以及报关服务。

通过与中国政府的合作，我们启动了平行进口车市场。M2C开始将欧洲的高档汽车销往中国，主要是从欧盟和中东地区向中国大陆地区出口。

中国平行进口汽车销量在过去两年中增长速度最快。

基于与当地制造商的良好关系和强大的物流服务，M2C在这两年中发展迅速。M2C也相信它们将在未来取得更大的进步。

为了M2C的进一步发展，我们正在中国寻求新的合作伙伴。我们将与新伙伴一起增加对中国的出口量。



MAX HRM

MAX HRM provides full-scale human resource solutions to companies both in the Netherlands and in China. With an extensive network of working professionals and being familiar with both Chinese and European labor markets, MAX aims to connect international talents with the demand of Chinese and Dutch companies.



Jasmine Chang
General Manager

Our team helps companies align their human resources with organizational strategy to drive performance and achieve their goals. From large organizations to small start-ups, we tailor our process and delivery to meet our client's specific needs. We work closely to support them with solutions that offer peace of mind, allowing them to focus on managing and growing their business.

Services include:

- Recruitment (C & D - level, experts in various fields, and multilingual talents);
- Investment and M&As (HR due diligence, HR integration process after M&A's); HR consultancy (policies and procedures, oversea talent transfer solutions, HR management coaching for Labor relations, works Council and insurance, etc.);
- Personnel outsourcing, training and development.



Jiamin Zhang
Marketing Officer

力马人力资源管理服务公司(MAXHRM.nl) MAX力马: 立足欧洲, 服务中国。

为企业提供招聘、绩效、培训、整合一站式人力资源解决方案和管理服务。同时专注于企业并购后的人力整合、人员招聘、海外人才转移、技术人才引进等项目。

MAX力马曾成功举办荷兰首届中资企业校园招聘会、“引才引智”中荷社招会; 为国有电视台、航空公司、汽车企业在欧洲多国举办专场招聘会; 为国内多家上市企业成功引进海外高端人才。在荷兰、法国、德国、意大利等地为中企海外并购及绿地投资提供了人力规划、国际间人才转移方案、收并购后的人力整合、核心人员保留及替换等人事管理服务。

MAX力马公司服务项目包括:

- 招聘服务覆盖整个欧洲: 招聘流程外包、招聘会、猎头职位方案及执行; 直接对接欧洲大中型企业客户, 致力于优质人才的引进和输出; 涵盖尖端科技、生产制造、金融商业及高端服务等领域。
- 投资及收并购后的人力整合: 人事尽职调查、人事管理制度、用工风险评估、核心人员保留及替换方案、跨文化融合等;
- 欧洲本地人事管理服务: 公司制度设立、劳工关系指导(工会、病休及保险等)、离职管理、企业跨文化管理、员工能力提升及培训等;

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Kees Kuijken

Board Member

New Silk Way Logistics

New Silk Way Logistics is a Joint Venture which started in 2017, between 3 family owned logistic companies (H. Essers, Royal Wagenborg, and KLG Europe). New Silk Way Logistics offers Rail transport between Europe and China (South East Asia) v.v.

The headquarters in Venlo have five full-time employees plus the New Silk Way Logistics-board. Our offices in Chongqing and Shanghai both have ten full-time operations personnel.

This sustainable and innovative transport solution is faster than sea freight and more costs effective than airfreight, besides this will also support services including customs, warehousing and local distribution in Europe and China.

The cargo will be shipped in standard and temperature controlled 45' containers with an energy-saving diesel / electric feature. This will make it possible to transport goods by container without the influence of the possibility of extreme temperatures en - route. During transportation, the containers can be monitored by the customer 24/7, including the internal temperature of the container. New Silk Way Logistics has the flexibility to use different routes, terminals and container solutions.

New Silk Way Logistics transported 1200 containers between Europe and China / South East Asia v.v. in the first year, and it is expected to do 3500 containers in 2018.

新丝绸之路物流是一家成立于2017年的合资企业，由三家家族所有的物流企业创建（H. Essers, Royal Wagenborg 和KLG Europe）。

新丝绸之路物流在中国（东南亚）和欧洲之间提供铁路运输。这一可持续的创新交通方案比海运更快，比空运更划算，另外公司还提供配套服务，包括欧洲和中国的海关、仓储和本地配送。

货物将在控制温度的45英尺标准集装箱内装运，并具有节能柴油/电动功能。这样可以在不受路上极端温度影响的情况下通过集装箱运输货物。

在运输过程中，客户可以24/7全天候监控集装箱，包括其内部温度。新丝绸之路物流灵活使用不同路线、码头和集装箱。

新丝绸之路物流第一年在欧洲和中国/东南亚之间运输了1200个集装箱，预计2018年将运输3500个集装箱。

New Silk Way Logistics

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Nuffic

Nuffic is the Dutch organisation for internationalisation in the entire education sector. With offices in The Hague and 11 countries around the world we strive for every pupil and student to gain international experience. We do this for example by advising institutions on internationalisation activities or acting as an intermediary in student exchanges and work placements abroad. We have detailed knowledge of foreign education systems and provide assessments of the value of foreign academic degrees and professional qualifications.

Our Holland Alumni network connects more than 60,000 alumni with companies and associations around the world. Organisations use the network to recruit talent globally and to promote events.

In our Living Lab programme we bring together students, lecturers, professionals and researchers from 2 countries to work together in applied research projects. With the current Living Lab: e-commerce & Logistics in China we aim to contribute to the national and regional agendas in these fields in China and the Netherlands

Nuffic是致力于荷兰整个教育行业国际化的机构。我们在海牙和全球11个国家设有办事处。我们致力于为每一位到海外留学或工作的学生提供服务，例如，我们通过国际化活动向学生推荐学校，或作为国外学生交流和工作实习的中介机构。我们对外国教育体系有详细的了解，并对外国学位和专业资格的重要性进行评估。

我们的荷兰校友网将全球60,000多名校友与各大公司和协会紧密联系在一起。各大机构利用该校友网在全球范围内招募人才并进行推广活动。

在我们的生活实验室项目中，我们汇集了来自两个国家的学生、讲师、专业人员和研究人员，共同进行应用研究项目。通过目前的生活实验室：中国电子商务与物流，我们致力于为中国和荷兰在电子商务与物流领域的国家级和地区级项目作出贡献。



Jan-Willem Siebers
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Panteia

With over 100 professionals and more than 80 years of experience, Panteia B.V. is one of the largest policy-applied research companies in the Netherlands. With practice based and data driven research, we are broadly active in fields such as transport and mobility, economic policies, employment and education.

With our Transport & Mobility practice, we are continuously striving to improve the sustainability, efficiency and effectiveness of transport and mobility chains, (public) transport, infrastructure and logistics.

Panteia is leading in the field of traffic flow analyses for rail and road transport as well as inland navigation. We are closely involved in TEN-T development and transport corridors, including the OBOR/Silk Road initiatives. Since 2004, Panteia has a joint venture in China with the CWTRI in Beijing.

Finally, Panteia is supporting (inter)national businesses, governments and institutions in developing smart mobility and last mile solutions.

Panteia is ISO-certified (ISO 9001, ISO 20252 and ISO 27001).

Panteia 私人有限公司拥有100多名专业人员和80多年的经验，是荷兰最大的政策应用研究公司之一。基于以实践为基础和数据为驱动的研究，我们在交通和移动、经济政策、就业和教育等领域表现活跃。

凭借我们的运输和移动实践，我们一直致力于提高运输和流动链、（公共）交通、基础设施和物流的可持续性、高效性和有效性。

Panteia在铁路和公路运输以及内陆导航的交通流量分析领域处于领先地位。我们密切参与泛欧运输网络的开发和运输走廊项目，包括一带一路/丝绸之路倡议。

最后，Panteia在开发智能移动和最后一英里解决方案领域为国内企业、政府和机构提供支持。

Panteia已通过ISO (ISO 9001, ISO 20252和ISO 27001) 认证。



Michiel Nijdam
Corporate Strategist

Port of Rotterdam

The Port of Rotterdam Authority develops, manages and commercially exploits the Rotterdam port area. The largest port in Europe with 12,600 ha port area (of which ca. 6,000 ha industrial sites), goods throughput of 470 million tonnes per annum and € 21 billion added value. It is the European port with the most direct sailings to and from China and handles more than 25% of all Chinese containers destined for Europe.

The objective of the Port of Rotterdam Authority is to enhance the port's competitive position as a logistics hub and world-class industrial complex. Not only in terms of size, but also with regard to quality. The Port Authority is therefore leading the transition to sustainable energy and it is committed to digitalisation in order to make the port, and the supply chain, more efficient.

鹿特丹港务局对鹿特丹港地区进行发展，管理和商业开发。鹿特丹港是欧洲最大的港口，拥有12,600公顷的港口面积（其中约6000公顷为工业用地），年货物吞吐量4.7亿吨，附加值达210亿欧元。这是欧洲往来中国最直接的港口，中国运往欧洲的集装箱超过25%都经鹿特丹港进行运输。

鹿特丹港务局旨在提升鹿特丹港作为物流枢纽和世界一流工业园区的竞争地位。鹿特丹港不仅在规模方面，更要在质量方面处于领先地位。因此，鹿特丹港务局正在引导向可持续能源的转型，并致力于数字化，以使港口和供应链变得更加高效。

Port of Rotterdam

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PostNL

PostNL is the national mail and parcel provider of the Netherlands. We are the linking pin between senders and receivers. We offer convenience, quality and reliability for every customer: from large established webshops to consumers. Not just in the Netherlands, but also abroad.

We operate the largest mail and parcel distribution network in the Benelux, and have a strong local foothold in Germany (Postcon) and Italy (Nexive). In 2013 PostNL became the sole owner of Spring Global Delivery Solutions. An autonomous broker of international mail, parcel and return solutions. Spring have 13 offices worldwide on 3 continents. In Germany, Spring has its local head office in Cologne and is present across Germany.

Together we deliver 1.1 million items to 190 countries. Every day. We take great pride in working with our customers to provide them the best international mail, parcel and return services.

For more information, please visit our website:
www.postnl.com

PostNL是荷兰国家邮政和包裹服务的提供商。我们是连接寄件人和收件人之间的纽带。无论是大型网店还是普通消费者，无论在荷兰还是在海外，我们为每一位客户提供便捷、高品质和可靠的服务。

我们在比荷卢经济联盟经营最大的邮件和包裹分销网络，并在德国和意大利当地拥有强大的据点 (Postcon) 和 (Nexive)。2013年，PostNL成为Spring 全球交付解决方案的唯一拥有者。我们是国际邮件、包裹和退货解决方案的自治代理人。Spring在全球三大洲设有13个办事处。Spring在德国科隆拥有当地的办事处，在德国各地进行运营。

每天，我们共计向190个国家运送110万件物品。我们与我们的客户合作，为他们提供最好的国际邮件、包裹和退货服务。为此，我们深感自豪！

欲了解更多信息，请访问我们的网站: www.postnl.com



Prime Vision

Prime Vision is a leading mid-scale system integrator and a pioneer in innovative software solutions for items on the move and organisations tasked with the delivery of these.

We provide sortation solutions and OCR capabilities for the e-commerce industry to speed up operational processes and increase tracking of and knowledge about goods in-transit. This provides insights with which to satisfy increasing customer demand for fast turn-around and precise delivery time-slots. Highly automated processes, resulting in fast and reliable delivery will be the deciding factors for customer satisfaction.

OCR, image recognition, video-coding, identification of barcodes, end-to-end tracking & tracing solutions and dangerous goods detection are just a few examples of our core technologies. Based on our thorough computer vision and machine learning knowledge and expertise, innovative new products and solutions are being developed in the field of robotics and IoT. In collaboration with our customers, we currently have several robotics solutions, as well as projection sorting (sorting with projected numbers on parcels) and asset tracking solutions in our portfolio.

Prime Vision是一家一流的中型系统集成商，也是创新型软件解决方案的先锋。该解决方案适用于移动项目及负责交付这些项目的公司。

我们为电子商务行业提供分拣解决方案和OCR功能，以加快运营流程，并加强对在途货物的跟踪和了解。这满足了客户对快速周转和精确交付时日益增长的需求。实现了快速而可靠的交付的高度自动化流程将成为影响客户满意度的决定性因素。

OCR、图像识别、视频编码、条形码识别、端到端跟踪和追踪解决方案以及危险品检测等仅仅是我们核心技术的一些范例。基于我们全面的计算机视觉和机器学习知识与专业技能，我们正在机器人和物联网领域开发创新型的新产品和解决方案。在与客户的合作中，我们目前拥有多种机器人解决方案、投影分类（按包裹上的数字进行分类）以及我们投资组合中的资产跟踪解决方案。



Richard Hagen

Sales Director



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ProductIP

Companies use ProductIP as their trusted source for product requirements and technical specifications for products they source in China and other parts of the world.

They use the ProductIP collaboration platform to create, manage and share product compliance evidence in the supply chain; and demonstrate to customers and authorities that products meet relevant customer requirements and legislation.

Online sellers use the platform to comply with the regulations as included in the new EU Market Surveillance Package when shipping goods directly or via selling platforms to European consumers.

ProductIP's online SAAS solution ensures that supply chain, customers and authorities to speak the same language, use the same reference.

It provides easy access to a complete list of applicable legal and company specific requirements for non-food consumer goods.

Over 12,000 users from leading companies worldwide rely on ProductIP, creating 100,000's of technical files with a trade value of over 50 billion euros.

众多公司使用ProductIP作为可信资源，为他们在中国和世界其他地区货源提供产品要求和技术规范。

他们使用ProductIP协作平台，创建、管理及在供应链中共享产品合规性证据；并向客户和法规机构证明产品符合相关的客户要求及法律规定。在线销售商直接运输货物或者通过销售平台销售货物给欧洲用户时，他们都会使用ProductIP平台来满足新欧盟市场监督法规中的规定。

ProductIP的在线软件服务化解决方案确保供应链、客户和权威机构使用相同的语言和相同的参考信息。

它使人们可以轻松访问非食品类消费品适用的法律和公司特定要求的完整列表。

来自全球超过12,000名一流公司的用户，依靠ProductIP创建了100,000多份技术文件，当中涵盖贸易额超过500亿欧元的。



Rabobank



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Rabobank

Rabobank is a bank by and for customers. Over the past several decades we have grown on the fertile territory of our home base in the Netherlands to become an international financial services provider with activities in banking, asset management, leasing, insurance and real estate.

Rabobank serves millions of Dutch retail and wholesale customers with a full range of financial services. We are the market leader in virtually every customer and product segment, from young people to start-ups and from mortgages to major corporate enterprises. Measured by Tier 1 capital, the Rabobank Group is one of the world's largest financial institutions.

Rabobank has been internationally active for more than 40 years and is active in over 40 countries with offices around the world. For Dutch Corporate Clients and Wholesale Clients we have offices in 20 countries with native Dutch speaking colleagues as well as English and the local language. In all countries we are up-to-date on local market developments.

荷兰合作银行 (Rabobank) 是一家为客户而生并服务于客户的银行。在过去的几十年间，我们在祖国荷兰的肥沃土地上成长作为一家国际金融服务提供者，业务涉及银行、资产管理、租赁、保险和房地产。

荷兰合作银行为数以百万计的荷兰零售商和批发商提供全套的金融服务。我们可以说是每一类顾客和产品细分的市场领军者，从年轻人到初创企业、从抵押贷款到主要的公司业务。按照一级资本核算，荷兰合作银行集团是全球最大的金融机构之一。

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Royal IHC

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

With a history steeped in Dutch shipbuilding since the mid-17th Century, we have in-depth knowledge and expertise of engineering and manufacturing high-performance integrated vessels and equipment, and providing sustainable services. From our head office in The Netherlands and with more than 2,700 employees working from sites and offices on a global basis, we are able to ensure a local presence and support on every continent.

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

Royal IHC. The technology innovator.

在不断变化的国际政治、经济形势下，面对极具挑战性的海洋环境，荷兰皇家IHC公司，作为可靠的供应商，为海工、疏浚和水力采矿市场提供创新性的、高效的设备、船舶和服务，从海平面到大洋深处，为客户完成复杂的工程项目提供保障。

自17世纪中旬创立以来，植根于历史悠久的荷兰造船业，我们不断将专业知识、经验融入到设计和建造中，为客户打造高性能的船舶和设备，提供一体化的服务。同时，以荷兰为总部，我们的2700多名员工遍及世界各地，为客户提供本地化的支持。

通过一揽子解决方案和服务，荷兰皇家IHC公司的业务遍及全球疏浚公司，石油和天然气企业，海工程承建商，采矿企业和政府。以可持续发展，保障安全为核心，我们将不断致力于技术创新，满足这个迅速变化的世界中每一位客户的特定需求。

荷兰皇家IHC，技术革新者。



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Royal Vopak

Royal Vopak is the world's leading independent tank storage company. We store vital products with care. With a history of 400 years and a focus on sustainability, our mission is to ensure safe, efficient and clean storage and handling of bulk liquid products for our customers. By doing so, Vopak enables the delivery of products that are vital to our economy and daily lives. Today, those products range from oil, chemicals, gases and LNG to biofuels and vegoils. As we move towards clean fuels and a low-carbon economy, we are determined to store the products that will be needed in the future and develop key infrastructure solutions for the world's energy systems of tomorrow.

Vopak operates 66 terminals in 25 countries with a combined storage capacity of 35.9 million cbm, with another 3.1 million cbm under development.

Vopak is listed on the NYSE Euronext Amsterdam stock exchange and headquartered in Rotterdam, the Netherlands. Including joint ventures and associates, we employ an international workforce of more than 5,700 people.

Royal Vopak是世界领先的独立储罐公司。我们谨慎存储重要产品。我公司拥有400多年的悠久历史，我们以可持续性为重点，旨在确保客户的散装液体产品得到安全、高效和清洁的储存及处理。通过这样的方式，Vopak确保了对经济和日常生活息息相关的重要产品的运送。如今，这些产品种类丰富，从石油、化学品、天然气和液化天然气到生物燃料和植物油。随着我们转向清洁能源和低碳经济，我们决心存储未来所需的产品，并为未来的世界能源体系开发重要的基础设施解决方案。

Vopak在25个国家运营66个码头，总存储量为3590万立方米，另有310万立方米处于开发之中。

Vopak在纽约证券交易所阿姆斯特丹证券交易所上市，其总部位于荷兰鹿特丹。如果将合资企业和联合公司计算在内，我们拥有一支5700余人的国际员工队伍。

The **Hague.**

Business Agency

**Ilja van Haaren**

Executive Director

**Roy Fu**

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The Hague Business Agency

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The Hague Business Agency

The Hague Business Agency, a government organisation, assists and advises international companies and organisations with establishing, expanding or relocating operations in The Hague region. The Hague, the International City of Peace and Justice, is the Gateway to Europe and home to 240 international organisations, tribunals & NGO's. It also boasts key industries such as Energy; IT, Tech & Telecom; Finance & Legal and Impact. The international character and quality of life in The Hague make the city and its neighboring municipalities an excellent location for Headquarter Operations. Together with its partners, The Hague Business Agency helps the local economy grow by attracting these foreign companies. Since 2012, The Hague established partnerships with Hangzhou; Qingdao and Shenzhen in the field of Economy, Education and Tourism.

We would love to show you the region and let you know the expansion possibilities. We are your one stop business shop. Free of charge!

海牙商务局是政府组织，帮助国际企业和组织，并就其在海牙地区的落户、扩张或迁址提供咨询。海牙作为国际和平与正义之城，是通向欧洲的门户，也是240个国际组织、法庭和非政府组织所在地。同时拥有能源、IT和电信、金融和法律等重要行业，具有重大影响。海牙的国际性和生活品质使这一城市和周边城市成为总部运营的最佳选址。海牙商务局和合作伙伴一起，通过吸引外国公司来促进当地经济增长。2012年以来，海牙和杭州、青岛和深圳在经济、教育和旅游领域建立了合作伙伴关系。

我们希望向您展示海牙地区和发展机会。我们是您一站式的商业助手，而且免费！



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Thuiswinkel.org

Buying and selling goods and/or services will take place radically differently in 2020. Online and offline will have been integrated into digital commerce. Consumers are expected to explore both national and international markets, primarily through digital channels, and buy wherever and whenever they want. This while moving towards a circular economy where we minimize our impact on the environment. Our objective is to improve trust in distance selling and to make cross-border trading easier.

We offer relevant and practical solutions through lobbying, our trustmark, research and education. Thuiswinkel.org has over 2,100 members that work in all kinds of branches, including home & garden, fashion, travel, IT, insurance, consumer electronics and sport/toys. The combined turnover of our members represents 70% of Dutch online consumer spending.

Thuiswinkel.org pays special attention to sustainability in logistics and packaging. We work together with all relevant stakeholders to reduce packaging waste and CO₂-emissions in delivery.

在2020年，购买和销售商品和/或服务将会发生根本性的变化。线上和线下服务将被结合于数字商务中。预计我们的消费者将主要通过数字渠道开发国内和国际市场，并随时随地进行购物。在我们转向循环经济的同时，我们尽量减少对环境的影响。我们的目标是提高客户对远程销售的信任，并使跨境贸易更加容易。

我们通过游说、我们的信任标志、研究和教育来提供相关的切实可行的解决方案。Thuiswinkel.org拥有2100多名会员，在包括居家和庭院、时尚、旅游、信息技术、保险、消费类电子产品和运动/玩具在内的各个领域工作。我们的成员的总营业额占荷兰在线消费者支出的70%。

Thuiswinkel.org特别关注物流和包装领域的可持续性。我们与所有相关利益相关方一起努力减少送货过程中的包装废弃物和二氧化碳的排放。



Smart & Green
Mobility

智能&绿色出行

Arcadis

Arcadis is the leading global Design & Consultancy firm for natural and built assets. Our 28,000 staff are active in over 70 countries generating revenues that exceed €3 billion. In China, Arcadis has over 2,000 professionals in 20 cities. Our services include Business Advisory, Urban Planning, Master Planning, Conceptual and Detailed Design and Engineering, Quantity Surveying, Project Management, Program Management and Operational Consulting in three asset classes: Infrastructure, Water and Buildings, and Environmental Solutions.

Arcadis has a proven track record in Smart Mobility. We publish a number of thought leading reports on intelligent transportation systems and mobility, including the Sustainable Cities Mobility Index. In the Netherlands, we advise a wide range of clients including ministries, municipalities and road authorities. Examples include our smart mobility innovative coaching for the Dutch road authority and government organizations, and with the city of Amsterdam, we are working to implement Mobility as a Service.

Arcadis是全球领先的自然和建筑资产设计与咨询公司。我们的28,000名员工在70多个国家工作，创造的收入超过30亿欧元。Arcadis在中国的20座城市拥有2000多名专业技术人员。我们的服务包括商业咨询、城市规划、总体规划、概念性详细设计与工程、工料测量、项目管理、在基础设施，水和建筑以及环境解决方案等三个资产类别进行项目管理和运营咨询。

Arcadis在智能移动领域拥有公认的业绩。我们发表了许多关于智能交通系统和移动性方面具有指导思想的报告，其中包括可持续城市移动指数。在荷兰，我们为包括各部委，市政部门和道路管理部门在内的广泛的客户群提供建议。例如，我们为荷兰公路管理局和政府机构提供智能移动创新训练，并与阿姆斯特丹市一起正在努力实施移动即服务。



Lieke Arts

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Jonathan Beard

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Arriva Nederland

Arriva Nederland is part of Arriva Group, which is owned by Deutsche Bahn. Arriva is a leading provider of passenger transport, and operates in 14 European countries.

In The Netherlands, Arriva operates with a staff of more than 6,000 people across nine provinces. In addition to rail and bus transport, Arriva, in cooperation with Koninklijke Doeksen, operates the Waterbus in South Holland, and is active in the Dutch coach industry under the name of Arriva Touring.

Arriva is committed to provide zero-emission public transport. Presently, Arriva already has a substantial number of electric buses, uses green power where available for its rail transport and is developing a train that runs on biofuel.

Arriva is convinced that competition is essential to provide the best services to passengers. Arriva, with an annual turnover of 650 million, is one of the largest players in the Dutch public transport market.

Arriva Nederland是Arriva Group的一部分, 该集团隶属于Deutsche Bahn。Arriva是一流的客运供应商, 在14个欧洲国家进行运营。

在荷兰, Arriva在9个省进行运营, 拥有6,000多名员工。除铁路和公共汽车运输外, Arriva还与Koninklijke Doeksen在荷兰南部合作经营Waterbus, 并以Arriva Touring名义活跃于荷兰的客车行业。

Arriva致力于提供零排放的公共交通工具。目前, Arriva已经拥有大量的电动公交车, 使用绿色电力进行铁路运输, 并且正在开发一种使用生物燃料运营的列车。

Arriva深信竞争是为乘客提供最好服务至关重要的因素。Arriva的年营业额达6.5亿欧元, 是荷兰公共交通市场最大的公司之一。



Anne Hettinga
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Association of Dutch vehicle leasing companies (VNA)

VNA, the Association of Dutch vehicle leasing companies, has been acting as the spokesperson for the interests of the industry for 35 years. It has grown into a professional association for car leasing, fleet management and mobility, representing 91% of the Dutch vehicle leasing industry.



Renate Hemerik

Managing Director

Over the years, car leasing has developed from a financial product into a full-service product, with outsourcing and cost savings as important core values. As a business partner, car leasing companies in the Netherlands support their customers to achieve their goals in the areas of mobility, sustainability and employee satisfaction.

Nowadays, mobility is transforming. The future is less about people owning cars and more about intelligently connecting different modes of transportation. The Dutch car leasing industry is evolving from B2B car leasing towards both B2B and B2C, acting as mobility provider. Connected (shared) vehicles, autonomous driving, electrification and digitalization are some of the key developments. Smart and green are the main topics that fuel the new age of mobility.

荷兰汽车租赁公司协会VNA 35年来一直是该行业利益的代言人。现已发展成为汽车租赁、车队管理和出行方面的专业协会，代表91%的荷兰汽车租赁行业。

多年来，汽车租赁已经从一种金融产品发展为一种全方位的服务产品，并以外包和节约成本作为重要的核心价值。荷兰的汽车租赁公司作为业务合作伙伴，支持客户实现在出行、可持续性和员工满意度方面的目标。

如今，出行正在经历变革。今后的关注点不再是人们拥有汽车，而是将不同的交通方式智能地连接在一起。荷兰汽车租赁业正在从B2B汽车租赁向B2B和B2C两者发展，成为出行服务提供商。联网(共享)车辆、自动驾驶、电气化和数字化是关键发展方向的一部分。智能和绿色是推动出行新时代的重要主题。

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Capgemini Nederland

Capgemini is a global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of 200,000 team members in over 40 countries.

Digitization and rapid advances in technology have revolutionized the industry. Incorporating the technology shift and open innovation partnerships we build engineering solutions for successful products and services in the intelligent automotive ecosystem. Our agile way of working and our global presence help us develop organizational and technological structures to drive efficient and value adding delivery of solutions.

凯捷是咨询、技术服务和数字化转型领域的全球领先企业。凯捷处于创新的前沿，致力于在不断发展的云和数字平台领域为客户提供广泛的机会。凭借50年的深厚传统和丰富的行业专业知识，凯捷使各个公司通过包括从战略到运营在内的系列服务实现商业目标。凯捷确信技术的商业价值来自员工，并通过员工而实现。凯捷是一个多元文化公司，在40多个国家拥有20万名员工。

数字化和技术的快速发展已经使该行业发生了革命性的变化。我们将技术变革和开放式创新合作伙伴关系相结合，为智能汽车生态系统中的成功产品和服务构建工程解决方案。我们灵活的工作方式和全球影响力有助于我们发展组织结构和技術结构，推动解决方案高效且增值的交付。



Bas Morselt

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City of Amsterdam

Amsterdam serves as an example to the rest of the world when it comes to using innovation to solve urban issues. In 2016, the European Commission recognised this by naming Amsterdam the 2016 European Capital of Innovation, praising the way Amsterdam's innovation ecosystem connects citizens, public organisations, academia and business.

The city of Amsterdam facilitates innovation in many ways, whereby openness, creativity, pragmatism and collaboration come first. This can be seen in the big number of startups, high-tech companies, top universities, knowledge institutions, and initiatives.

Amsterdam's successes were therefore never truly derived from a top-down structure – instead they were rooted in the capability to mobilize the power and creativity of different stakeholders, leading to collaboration and co-creation.

The ambition is to have an accessible, smarter and more future proof City. Via a program Smart Mobility Amsterdam wants to improve the safety, accessibility, air quality, quality of life, and attractiveness of Amsterdam.

在利用创新解决城市问题方面，阿姆斯特丹为世界其他地区树立了榜样。2016年，欧盟委员会授予阿姆斯特丹“2016年欧洲创新之都”之称，认可了这一点，并赞赏了阿姆斯特丹的创新系统将公民、公共组织、学术界和商界联系起来的方式。

阿姆斯特丹市以多种方式促进创新，排在第一位的是开放、创新、务实和协作。数量众多的初创企业、高科技公司、顶尖大学、知识机构和倡议正反映了这一点。

因此，阿姆斯特丹的成功从来不是自上而下驱动的，而是植根于动员不同利益攸关方的力量和创造力的能力中，倡导合作和共同创造。

我们的目标是建立一个无障碍、更智能、更经得起未来考验的城市。阿姆斯特丹智能出行计划旨在提高阿姆斯特丹的安全性、可达性、空气质量、生活质量和吸引力。



Pieter Litjens

Alderman City of Amsterdam



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Connekt

Smart, sustainable and inclusive mobility' - this is the motto of the Dutch Connekt network and the ambition of its businesses, public authorities and knowledge partners. They are taking these steps together as partners.

Together, Connekt's members make up an organization with a vigilant, open culture that anticipates and inspires. Connekt facilitates a proactive and creative dialog on critical and complex issues, thus creating scope for solutions and promoting freedom of action.

The 500-plus members are 'learning pioneers' in the area of smart, sustainable and inclusive mobility and carry out this role through various programs, projects and other activities, often initiated by members themselves. Connekt's strength lies in the connections it creates.

Two highlights are:

- Smart Mobility Embassy: the world's gateway to smart mobility in the Netherlands
- Lean & Green: Europe's leading community for 100% collaboration, 0% emissions

智能可持续出行”-这是荷兰Connekt网 (Dutch Connekt network) 的座右铭, 也是其企业、公共机构和知识伙伴共同的追求。他们正作为合作伙伴一起采取这些步骤。

Connekt网的成员们组成的组织有着机警、开放的文化, 能够预测和启发。Connekt网推动就关键复杂问题进行积极、创造性的对话, 来为解决问题创造机会, 推动行动自由。

500多名成员在智能、可持续和包容性出行方面是“学习先锋”, 他们通过各种计划、活动、项目完成这一使命, 活动通常是由成员发起的。Connekt网的优势就在于它所建立的联系。两大亮点是:

- Smart Mobility Embassy (智能出行大使馆): 全球通往荷兰智能移动的门户
- Lean & Green Europe: 欧洲领先的100%合作, 零排放社区



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Gepco de Kruijff

General Partner CEO

Deltas Planet Earth

Deltas Planet Earth partners help the daring build resilient and flourishing river delta communities around the world. We initiated Enterprise HollandDelta, a public-private partnership (PPP) for the Dutch Rhine Meuse delta as launching delta to reconnect communities with the planet and transform deltas in a safe operating space of humanity with creative and innovative economies. In the Netherlands we transform the Rhine Meuse delta as spearhead project to convert € 75 billion spendings per year in sustainable forms of tourism. We are creating a (aspiring) UNESCO Global Geopark, a National Park and a tourism destination infrastructure with € 1 billion assets under management. We develop areas and destinations by combining cross-cutting domains as Water, Tourism, Mobility, Health, Sport, Food, Nature, Culture, Digital and Education. By providing services for governments and orchestrate services provisioning for multi-actor, multi-level platforms and networks for generative economies.

Deltas Planet Earth 合作伙伴帮助锐意进取者在世界各地建设高适应性和繁荣的河流三角洲社区。我们发起了Enterprise HollandDelta, 这是一个面向荷兰莱茵河三角洲的公私合作伙伴关系 (PPP)。作为启动三角洲, PPP将社区与地球重新联系起来, 并将三角洲转变为人类安全运营的区域, 发展具有创造性和创新性的经济。在荷兰, 每年在可持续性旅游中转化750亿欧元的开支, 我们的莱茵河默兹河三角洲是其中一个先锋项目。我们正在建立一个 (有抱负的) 教科文组织世界地质公园, 一个国家公园和一个旅游目的地基础设施, 拥有10亿欧元的管理资产。我们通过将水、旅游、交通、健康、体育、食品、自然、文化、数字和教育等交叉领域相结合, 对区域和目的地进行开发。通过为政府提供服务, 多领域、多层次平台和网络提供汇集服务, 进行经济发展。

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Eindhoven University of Technology (TU/e)

The Eindhoven University of Technology is one of the three technical universities in the Netherlands. It is located close to companies like ASML, NXP, Phillips and VDL and is a very entrepreneurial university. It focusses on renewable energy and smart electric mobility. Specific research areas are charging infrastructure, heavy electric trucks and light electric vehicles (LEV).



Auke Hoekstra

Senior Advisor Electric Mobility

Mr. Hoekstra is the senior advisor electric mobility, sometimes called “Mr. EV”. He advises government and companies on electric vehicles. He tells them what to expect and which policies are best. He also tells them where to place charging stations. His main research is into agent-based models of neighborhoods with a lot of renewable energy and electric vehicles. The models show that the batteries of electric vehicles can make the system more efficient by using the batteries in the electric vehicles to store energy from solar and wind. An example is SparkCity.org.

埃因霍温科技大学是荷兰的三所技术大学之一。该大学位于阿斯麦、恩智浦、飞利浦和VDL等公司附近，是一所充满创业精神的大学。埃因霍温科技大学侧重于可再生能源和智能电动交通领域。具体的研究领域包括充电基础设施，重型电动货车和轻型电动车（LEV）。

Hoekstra先生是电动汽车方面的高级顾问，有时被人称为“电车先生”。他为政府和公司在电动汽车方面献计献策。他会告诉他的客户期望什么以及哪些政策是最有利的政策。他还告诉他的客户在哪里放置充电桩。他的主要研究是以代理为基础并包含大量的可再生能源和电动汽车的社区模型。这些模型显示，电动车辆的电池可以使系统更加高效，这是通过利用电动车辆中的电池存储来自太阳能和风能所产生的能量而得以实现的。SparkCity.org是其中的一个例子。

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Hardt Hyperloop

Hardt provides solutions that align with the global challenges of congested transport networks, climate change and accelerating supply chains. By developing the hyperloop we create on-demand, high-capacity and affordable transportation so people and goods can be transported over any distance in a short time. Clean, safe and accessible for everyone.

Hyperloop is based on a network of tubes through which vehicles can travel directly to their destination without transfers or intermediate stops with almost no air resistance. Speeds of up to 1000 km/h are attainable. Due to the scalability of hyperloop, it functions to connect urban hotspots with surrounding communities to accommodate rapid urbanization over a larger area, and simultaneously as a clean alternative to aviation to help reach climate goals.

Hardt fundamentally believes that cooperation and international standardization will bring us further and is open for collaboration through our partner network.

Hardt提供了能够应对全球拥挤的交通网络，气候变化和加速供应链的解决方案。通过开发超级高铁，我们创建了高容量、价格实惠、按需应变的运输方式。这样一来，可在短时间内将乘客和货物进行任何距离的运送。该方案清洁、安全并且适用于每个人。

超级高铁以管网为基础，通过管网，车辆可以直接前往目的地，无需换乘或中途停靠，且几乎没有空气阻力。车速可达1000公里/小时。由于超级高铁的可扩展性，它可将城市热点地区与周围社区连接起来，以满足更大区域的快速城市化发展需求。同时，超级高铁作为航空的清洁替代品，有助于实现气候目标。

Hardt坚信，合作和国际标准化将为我们带来更大的发展。我们欢迎合作伙伴与我们一起共同努力。



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Commercial Director



Bertrand van Ee
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Life Wisdom Parking and Mobility

Searching for a parking space takes 20 minutes on average, and is responsible for 30% of the air pollution in urbanized areas.

We offer a fully automated and intelligent total smart parking solution, as Parking as a Service. Out of the Control Center all connected systems can be monitored, controlled and operated 24/7.

Every aspect of parking is covered, from on-street parking to off-street parking to modular car parks, we have the solution. No parking strategy can succeed without strict enforcement therefore we also integrated enforcement solutions.

The Life Wisdom Parking and Mobility system will provide cities and operators with the tools to manage parking spaces in the most efficient way possible.

Motorists no longer need to search for a parking space blindly, they will be navigated to the nearest available parking space of their destination and pay for it by using the Life Wisdom Parking and Mobility App.

据统计, 驾车者寻找一个停车位平均需用20分钟, 城镇地区30%的空气污染归咎于此。

我们提供一个全面自动智能化的停车方案, 泊车即服务。中央控制中心可以监管、控制和处理所有彼此衔接的系统, 全天候运作。

我们的方案覆盖停车产业的方方面面, 从路边停车到街外停车, 再到可拆卸模块化停车场, 均有解决之道。没有严格的执行能力, 任何停车策略都无法成功实施。因此, 我们也将执行方案融入停车方案中。

智慧生活泊车移动系统将为城市与运营商提供一种工具, 实现对停车空间的最大效益的管理。驾驶者无需再盲目驾驶寻找停车位, 停车导向系统将引导他们直接到达最近的可用车位, 并可在智慧生活移动的APP上直接支付停车费。



Nederlandse Spoorwegen (Dutch Railways)

NS operates in the public transport sector. We encourage the use of public transport and we keep the Netherlands moving. Our activities are always centred on our passengers and we are working to make their door-to-door journeys as pleasant and as sustainable as possible.

Our staff in the Netherlands and abroad is working every day on reliable passenger transport, comfortable trains and buses, and world-class stations. Together with our public transport partners, we are working continuously on improving the door-to-door journey. The operations of NS cover both passenger transport and station development and operation.



Roger van Boxtel

Chief Executive Officer

荷兰铁路 (NS) 从事公共交通行业。我们鼓励使用公共交通, 保证荷兰交通运输顺畅。我们的活动始终以乘客为中心, 努力使他们“门到门”的旅行尽可能愉快和可持续。

我们在荷兰和海外的员工每天都在努力提供可靠的客运、舒适的火车和公车, 以及世界级的车站。我们和公共交通合作伙伴一起, 不断改善“门到门”的旅程。荷兰铁路的运营包括客运和车站的开发和运营。



Bas Bakker

Director Network Development and Planning

Nederlandse Spoorwegen (Dutch Railways)

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NXP Semiconductors Netherlands

NXP Semiconductors is a global semiconductor company with 33,000 employees in 31 countries and a revenue of \$9.3 billion in 2017.

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 number one semiconductor portfolio. Next to being the NFC inventor and market leader (near field communication, e.g. for secure mobile payment), we are the global market leader 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) chips, we enable automated driving, safer traffic, less traffic congestion and lower pollution.

恩智浦半导体 (NXP Semiconductors) 是全球半导体公司, 在31个国家拥有33000名员工, 2017收入93亿美元。

我们为多种汽车、识别&安全、智能城市、物联网和移动应用提供“更智能的世界中更安全的连接”。

在网络安全方面, 我们有世界第一的半导体系列产品。我们除了是近场通讯的发明者和市场领导者 (近场通讯, 例如安全移动支付), 也是护照、银行卡、身份证和交通票据芯片行业的全球市场领导者。

在汽车行业, 全球生产的超过90%的汽车使用恩智浦芯片, 我们是这一行业的全球市场领导者。在智能出行方面, 有了智能交通系统芯片, 我们可以自动驾驶, 安全出行, 减少交通拥堵和污染。



Maurice Geraets

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Rabobank

Rabobank is a bank by and for customers. Over the past several decades we have grown on the fertile territory of our home base in the Netherlands to become an international financial services provider with activities in banking, asset management, leasing, insurance and real estate.

Rabobank serves millions of Dutch retail and wholesale customers with a full range of financial services. We are the market leader in virtually every customer and product segment, from young people to start-ups and from mortgages to major corporate enterprises. Measured by Tier 1 capital, the Rabobank Group is one of the world's largest financial institutions.

Rabobank has been internationally active for more than 40 years and is active in over 40 countries with offices around the world. For Dutch Corporate Clients and Wholesale Clients we have offices in 20 countries with native Dutch speaking colleagues as well as English and the local language. In all countries we are up-to-date on local market developments.

荷兰合作银行 (Rabobank) 是一家为客户而生并服务于客户的银行。在过去的几十年间，我们在祖国荷兰的肥沃土地上成长作为一家国际金融服务提供者，业务涉及银行、资产管理、租赁、保险和房地产。

荷兰合作银行为数以百万计的荷兰零售商和批发商提供全套的金融服务。我们可以说是每一类顾客和产品细分的市场领军者，从年轻人到初创企业、从抵押贷款到主要的公司业务。按照一级资本核算，荷兰合作银行集团是全球最大的金融机构之一。

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Editha Hoogenberg-Derksen

Exhibition Manager Intertraffic
China, Indonesia & Mexico

RAI Amsterdam

Accelerating the connection between today's and tomorrow's mobility challenges is our Intertraffic mission.

Intertraffic is the international marketplace for smart mobility, infrastructure, traffic management, road safety and parking. Connecting professionals in traffic technology industry worldwide with events in Amsterdam, Mexico City, Shanghai, Beijing, Jakarta and Istanbul.

Intertraffic的使命旨在加速今天和未来移动性挑战之间的联系。

Intertraffic是汇集了智能移动、基础设施、交通管理、道路安全和停车的国际市场。

我们将全球交通技术行业的专业人士与阿姆斯特丹、墨西哥城、上海、北京、雅加达和伊斯坦布尔等城市的大型活动紧密联系在一起。

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RDW, the Netherlands Vehicle Authority

RDW is the Netherlands Vehicle Authority in the mobility chain. RDW has developed extensive expertise through its years of experience in executing its statutory and assigned tasks. Tasks in the area of the licensing of vehicles and vehicle parts, supervision and enforcement, registration, information provision and issuing documents.



Zeger Baelde

Chief Operations Officer

在交通领域，RDW是荷兰车辆管理局。RDW通过执行法定任务的多年经验积累了丰富的专业知识。车辆和车辆零部件牌照方面的工作包括监督和执法、登记、信息提供和文件签发等。

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Technolution

Technolution is a diversified high-tech technology integrator that realizes innovations within the Transportation, Utility, Public Safety Security and High-Tech Technology sectors. Technolution provides software and services including technology hardware and equipment

Products for smart and green mobility are:

- **MobiMeastro** is a platform developed for coordinated network-wide traffic management. Cities realize their pollution and traffic KPI's using this decision support toolbox that uses multiple data sources like roadside and in-vehicle sensors and actuators like Variable Message Signs, Traffic Light Controllers and Floating Car Data
- **FlowRadar**. A secure and safe ITS 5G/G5 (IEEE 802.11p) compliant V2V/V2I solution for cooperative driving
- **EyeCentral**. Audio/Video switching and control equipment for control rooms including pixel space management, operator task management, camera control and control hand-over
- **Tunnel and Bridge system control**
- **Electronic Public Transport Ticketing Equipment**

Together above products are building blocks to implement a full Mobility as a Service.

Technolution是一家多元化的高科技技术集成商，致力于实现运输、公用事业、公共安全和高科技领域的创新。Technolution提供包括技术硬件和设备在内的软件及服务。

智能和绿色交通产品包括：

- **MobiMeastro**是为协调全网交通管理而开发的平台。城市利用这个决策支持工具箱实现污染和交通的关键绩效指标。该工具箱使用多种数据源，如包括可变消息标志、交通灯控制器和移动车辆数据在内的路边和车内传感器和执行器
- **FlowRadar**。一个用于协同驾驶的安全的ITS 5G / G5 (IEEE 802.11p) 兼容的V2V / V2I解决方案
- **EyeCentral**。用于控制室的音频/视频切换和控制设备，包括像素空间管理，操作员任务管理，摄像机控制和控制切换
- **隧道和桥梁系统控制**
- **电子公共交通售票设备**

以上产品一起构建了完整的移动服务模块。



Jan Wester
Director BDVC

TNO is an independent research and technology company with over 3900 highly qualified professionals which makes it one of the largest in Europe. TNO makes scientific research accessible and applicable for businesses and government. As the national institute for applied science TNO covers all technologies like IoT, blockchain, AI and 5G. Core competences that enable smart city developments and integrated services. TNO's main themes are: smart mobility, circular waste & energy and full water cycle management are targets as well as eHealth and mHealth.

The Big Data Value Center (BDVC) is a unique open innovation platform for shared value creation with Big Data. As independent foundation the BDVC offers a large network that contributes knowledge, insights and business cases. It hosts the Dutch national Linked Data community and offers access to operational field labs like the Amsterdam ArenA Stadium and exports smart stadium solutions.

荷兰国家应用科学院 (TNO) 是一家独立研究和技术机构, 有3900多名高素质专业人员, 是欧洲最大的这类机构之一。TNO使科学研究能够被企业和政府所获得并应用。TNO作为国家应用科学院, 涵盖物联网、区块链、人工智能和5G等所有技术, 拥有可以促进智能城市发展和一体化服务的核心能力。TNO的主题包括: 智能出行, 循环垃圾&能源, 水循环全程管理, 电子健康和移动健康。

大数据价值中心 (BDVC) 是利用大数据共同创造价值的独特开放创新平台。作为独立基金会, 该中心的大型网络可以提供知识、见解和商业案例。荷兰国家关联数据社区在这里运营, 中心同时可接入现场实验室, 如阿姆斯特丹ArenA体育场, 带来智能体育场解决方案。

TNO/BDVC

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Unicon Europe

Unicon Europe, participates in joint ventures and investment projects in the area of infrastructure equipment and software, water/waste management and sustainable energy. Unicon is involved in: Realisation of radar, security, ATC/ATM Systems for Airport; Seaport, Highway and Railway. We have been involved in projects like: Beijing, Shanghai, Guangzhou and Hangzhou international airport.



Nico Leerdam

Member of the board



Bonnine Xie

CEO

Our main activities:

- Project management
- Procurement
- Engineering
- Lobbying
- Production and Manufacturing
- Marketing and Sales
- Investments

Unicon selects an individual expert or team of professionals with full understanding of and extensive practical experience with the projects. These professionals are part of an expanding global network of experts, build up from a nucleus of well-qualified independent advisors.

欧洲（荷兰）联纵集团公司是一个综合性发展的集团公司,为企业提供: 项目工程管理,业务运作策划与管理,市场与项目的策略和新市场组织开发。同时,集团公司致力于项目开发,并承担项目与融资管理,另外还为上市公司提供战略顾问及参与投资。

联纵集团公司主要在以下领域业务:

- 项目管理:项目融资,项目投标。
- 机场,海港,铁路安全运营系统与空管安全设备。
- 建筑与环境领域:环境,水资源发展,生态,废物管理。
- 基础设施:高速公路和铁路技术工程,噪音控制工程,交通和运输。

联纵集团公司参与过中国北京,上海,广州和杭州国际机场等。联纵集团公司的专家或专家组以充分的理解和广泛的实践经验为基础进行方案处理。这些专家是我们全球扩展网络上的重要组成部份,都是具有专业资格。

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V2FUTURE

V2FUTURE, co-founded in 2013 by executives of leading Chinese companies in Europe, was aiming at bridging Chinese and European innovative enterprises and technologies. The focus of V2FUTURE includes two businesses:

Innovative Hardware Distribution

V2FUTURE successfully introduced various leading innovative hardware from China to Europe and distributes them into over 10 European countries, e.g. DJI, Hikvision (Ezviz), etc.

New Retail Eco-System

2PAYNOW, a sub-brand of V2FUTURE, also as the only technology platform in Europe that unifies leading Mobile Payment (Alipay & WeChat Pay), Cross-Border E-Commerce and Marketing, and Tax Refund, helps merchants in more than 13 European countries to embrace more visitors from China and worldwide.

To continue the success on Innovative Hardware and New Retail business in Europe, V2FUTURE also provides consulting services to share the extensive experience, network and know-how in the innovative technologies sector, to help Enterprises enter, expand and manage their markets between China and EU.

V2FUTURE (伟图前程), 于2013年由前著名中企欧洲高管在荷兰创立, 旨在帮助中国领先科技公司落地和拓展欧洲市场, 同时协助具有前瞻眼光的欧洲企业顺利进入和适应中国市场, 从而成为中欧未来科技商桥。经过数年的发展, V2FUTURE在数十个中欧项目及与各大中欧科技公司的合作中, 逐渐发展沉淀出了两大主营业务: 创新智能硬件商拓和分销平台, 以及2PAYNOW新零售生态系统解决方案。

创新智能硬件商拓和分销

数年来, V2FUTURE成功将众多中国领先的智能科技引入欧洲, 并广泛分销于欧洲十多个国家和核心渠道, 代表的行业独角兽品牌包括: 大疆、海康威视(萤石)、Makeblock等等, 其中部分品牌曾在2015年荷兰国王访华议程中签约。

2PAYNOW新零售生态解决方案

2PAYNOW作为V2FUTURE子品牌, 专注于基于移动支付的新零售生态解决方案, 是欧洲唯一将移动支付(支付宝、微信支付等)、跨境电商、全额退税和跨境营销无缝整合的解决方案, 成功帮助欧洲13个国家的商户获取更多中国和全球顾客。

为复制公司在智能硬件和新零售科技的成功, V2FUTURE也向科技领域的中欧企业提供咨询服务, 以分享公司多年的经验、资源网络、人脉和策略, 帮助企业降低试错成本, 更好地在中国和欧洲落地和发展。



Nathan Fox
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Liwei Lang
Sourcing Director

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VU University of Amsterdam

Recent developments in information and communication technology are transforming the way people live, how enterprises of all sizes operate and the shape of society itself. Through smart mobile devices and ubiquitous Internet, people, devices and objects can be continuously in contact with each other. Networks and systems are able to span across previous spatio-temporal barriers whereby real-time coordination and optimization of daily personal activities and businesses processes becomes feasible. These possibilities will have a great effect on the transportation sector. This in turn creates a huge opportunity for the public and private sectors, civic organizations and knowledge institutes to join hands to foster innovation.

Meeting this challenge requires an interdisciplinary approach. Our research is aimed at developing new models, methods and tools for improving the efficiency of logistics processes for human mobility and freight transport. These tools can then be used by the target groups for policy and decision support.

信息和通信技术的最新发展正在改变人们的生活方式，各种规模企业的运作以及社会本身的形态。通过智能移动设备和无处不在的互联网，人、设备和物之间可以保持不间断的联系。网络和系统能够跨越以前的时空障碍，从而实现个人日常活动和业务流程的实时协调和优化。这些将对交通运输业产生巨大的影响。这也为公共和私营部门、民间组织和知识研究机构携手推动创新创造了重大的机遇。

迎接这一挑战需要跨学科的方法。我们的研究旨在开发新的模型，新的方法和新的工具，以提高客运和货运的效率。目标群体可将这些工具可以用于政策和决策支持。



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Waste Management & Circular Economy

垃圾管理&循环经济



Niels van den Beucken

Financial Director

Arte

Arte supplies kitchen work surfaces made from natural stone, quartz and ceramics of the highest quality and processed with respect for the environment and society as a whole. Leading change for a cleaner and greener world by recycling and reusing waste. We want to be pioneers by consistently trying to realise our own ideas regarding sustainability and encouraging other stakeholders to participate and invest in the development of reusing industrial waste and circularity. We are very keen to see and learn how China tackles the management of waste in its industrial parks and especially in Guangdong province, which is one of the most ambitious provinces when it comes to waste management and the implementation of a circular economy. We are also well aware that Guangzhou is THE ceramics city. Consequently, we are very interested in business opportunities involving circularity in this area, opportunities we can participate in or offering other ways of cooperation.

Arte供应以天然石材，石英石和陶瓷石为原料制成的高档厨房工作台面，并对环境和社会统筹考虑。我公司通过废弃物回收和再利用，引领一场为清洁和绿色世界带来的变革。我们希望通过始终如一的努力实现我们关于可持续发展的想法，并鼓励其他利益相关方参与并投资工业废物再利用和循环利用的开发，成为行业先锋。我们非常渴望看到并学习中国如何应对工业园区的废弃物管理问题，因为广东省在废物管理和循环经济方面是投入最多的省份之一。我们知道广州是一座以陶瓷而闻名的城市，因此，我们对有关循环经济的商业机会非常感兴趣：我们想了解我们可以参与哪些项目或有哪些合作的可能

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AWECT

The Amsterdam Waste Environmental Consultancy & Technology company (AWECT) provides services for Waste-to-Energy (WtE) projects. These services include studies, engineering and implementation of High Efficient (HE) WtE facilities. The HE technology allows for the best net electrical efficiency (30%+) in the world. This technology generates more energy from the same amount of incinerated waste than any other conventional WtE technologies with the lowest CO₂ footprint per MWh of electricity produced. The HE technology achieves the best environmental performance at superior financial returns in communities where WtE is mainly used for electricity production. As a result of the Paris Agreement, governments reconsider their waste management policy and their energy mix. The HE WtE technology is a strong option for reaching environmental goals. AWECT stands ready to provide customers with the solutions for their waste issues. AWECT works through a partner network and is open to new partnerships.

阿姆斯特丹废物环境咨询与技术公司 (AWECT) 为废弃物能源回收 (WtE) 项目提供服务。这些服务包括高效的废弃物能源回收设施的研究、工程和实施。高效技术使电机效率达到30%以上, 居世界顶尖水平。与其他传统的废弃物能源回收技术相比, 此项技术能够从相同数量的焚化废物中产生最多的能源, 而为产生每兆瓦小时的电量所排放的二氧化碳量最低。

在废弃物能源回收主要用于电力生产的社区, 高效技术在实现最佳的环境性能的同时也获得了更为优异的经济回报。根据“巴黎协定”, 各国政府将重新考虑其废物管理政策及其能源结构。高效的废弃物能源回收技术是实现环境目标的强有力选择。AWECT随时准备为客户提供废物问题的解决方案。AWECT通过合作伙伴网开展工作, 并愿建立新的合作伙伴关系。

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Bollegraaf Recycling Solutions

Bollegraaf Recycling Solutions is world leader in engineering and production of turnkey recycling solutions and (mega) sorting plants. The company is renowned for its innovative and reliable solutions and for the high quality of its products. Bollegraaf has proven itself as market leader in the industry over the past 55 years. It invests in research and development of innovative technologies. The primary objective is for Bollegraaf to provide first-class turnkey recycling solutions with the highest ROI (Return On Investment) for the customer.

Bollegraaf Recycling Solutions Group was founded in the Netherlands and comprises the companies: Bollegraaf Recycling Solutions B.V. and Lubo Sorting Systems B.V. The company also has several subsidiaries in Europe and has a stable international sales & aftersales organization. Bollegraaf operates in the USA and Canada via Van Dyk Recycling Solutions (VDRS), the exclusive distributor of Bollegraaf, Lubo and Tomra.

For further information regarding our solutions and technologies, please see: www.bollegraaf.com.

Bollegraaf Recycling Solutions在交钥匙回收解决方案的工程和生产领域处于世界领先地位。该公司以其创新而可靠的解决方案和高质量的产品而闻名。在过去的55年里，Bollegraaf用出色的业绩证明自己是该行业的市场领导者。该公司在创新型技术的研究和开发领域进行投资，公司的主要目标是为客户提供最高的ROI（投资回报率）的一流交钥匙回收解决方案。

Bollegraaf Recycling Solutions Group成立于荷兰，其成员包括Bollegraaf Recycling Solutions B.V. 和 Lubo Sorting Systems B.V.。我公司在欧洲也拥有多家子公司，并拥有稳定的国际销售和售后服务机构。Bollegraaf通过Bollegraaf, Lubo和Tomra的独家分销商Van Dyk Recycling Solutions (VDRS)，在美国和加拿大进行运营。

有关我们的解决方案和技术的更多信息，请访问：www.bollegraaf.com。



Sann Carrière

Circular Economy Officer

CIRCO

CIRCO is a project that inspires and facilitates the manufacturing industry to 'Go Circular', using a circular design approach. CIRCO creates business through circular design.

During a three-day intensive, companies work together with designers on developing applicable circular business products; sharing knowledge, experience and inspiration with their network, discovering new opportunities for their company and start-up. After the intensive, CIRCO participants have a concrete implementation plan for a circular product, service and/or business model.

CIRCO is a project of CLICKNL, the Dutch Creative Industries Knowledge and Innovation Network, and is executed by Reversed Concepts, Nuovalente, Circle Economy and Partners for Innovation together with the CIRCO Trainers network. The Ministry of Infrastructure and Water Management support CIRCO.

CIRCO powers the development of the Circular Economy, driven by Design.

CIRCO是一个利用循环设计方法激发并促进制造业走向“循环”的项目。CIRCO通过循环设计带来商机。

在为期三天的强化培训中, 公司与设计人员共同开发适用的循环商业产品; 与他们的关系网分享知识, 经验和灵感, 为他们的公司和初创公司发现新的机遇。强化培训之后, CIRCO的参与者对循环产品、服务和/或商业模式有具体的实施计划。

CIRCO是荷兰创意产业知识与创新网络CLICKNL的一个项目, 由CIRCO培训师网与Reversed Concepts, Nuovalente, Circle Economy和Partners for Innovation一同实施。基础设施和水管理部为CIRCO提供支持。

CIRCO在设计驱动下推动循环经济的发展。

CIRCO

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Dumilco Global Agritech

Dumilco Global Agritech, part of the Dumilco Management Group, offers solutions in various field of water purification and fertiliser separation processes. These techniques originated in the Netherlands and have been realised in collaboration with farmers and official authorities.



Eric van der Ven
Managing Director

We can monitor and manage the existing solution, but can also supervise the entire process and provide a complete, tailor-made, separation system.

We have been active in various different Chinese regions for the past seven years, including Beijing, Qingdao, Shanghai, Fuzhou, Xiamen and Wuhan and we have embraced these regions as our home base and work area.



Bart Donders
Operations Director

As the Chinese government has significantly tightened up legislation around the discharging of polluted water and fertilisers, we have entered into discussions with the local governments in order to get our techniques registered as standard techniques, with subsidies being issued to farmers.

Dumilco Global Agritech's goal is to: Reduce pollution and realise the best possible environment in The People's Republic of China. May I introduce our company to you?

Dumilco全球农业技术公司属于Dumilco管理集团，在水净化、肥料分离程序的多个领域提供解决方案。这些技术起源于荷兰，由农民和官方机构合作完成。

我们可以对现有方案进行监控和管理，但也可对整个流程进行监督，提供完整、定制的分系统。

过去7年中，我们活跃在中国多个区域，包括北京、青岛、上海、福州、厦门和武汉，我们把这些地区视作大本营和业务地区。

由于中国政府大大加强了污水和肥料排放方面的立法，我们已和当地政府商讨，将我们的技术作为标准技术，并向农民发放补贴。

Dumilco全球农业技术公司的目标是：在中国减少污染，并让环境达到最佳。我可以向您介绍我们的公司了吗？

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荷中商务促进有限公司
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Dutch Sino Business Promotions

Dutch Sino Business Promotions (DSBP) specializes in supporting Dutch and Chinese businesses looking to explore each other's markets, focusing on three core sectors; (regional) Government-to-Government, Agriculture & Horticulture, and GreenTech solutions.

DSBP has an extensive network in The Netherlands and China and many years of experience of successful matchmaking and enabling companies in conducting international business between The Netherlands and China. Next to that, DSBP is the Province of Zuid-Holland's China Desk for more than 5 years already, ensuring smooth cooperation and managing stable relations between the Dutch Province of Zuid-Holland and the Chinese Province of Hebei and the Shanghai Pudong region.

With offices in Shanghai and Rotterdam, DSBP has a continuous presence in both countries, with consultants readily available to support business requests and inquiries.

荷中商务促进中心 (DSBP) 专业帮助希望开拓对方市场的荷兰和中国企业, 主要关注三个核心领域: (区域级别) 政府关系, 农业&园艺, 绿色技术解决方案。

荷中商务促进中心在荷兰和中国有广泛的网络, 在成功牵线搭桥和促使企业在荷之间开展国际业务方面有多年经验。除此之外, 中心处理南荷兰省的中国业务已超过5年, 确保南荷兰省和中国河北、上海浦东之间合作顺利进行, 关系稳定。

中心在上海和鹿特丹设有代表处, 一直在两国开展业务, 并有顾问随时可受理业务请求和查询。



Hyva Group

Hyva Group, its headquarters in Netherlands, is a leading global provider of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries.

The company is committed to the development, production, marketing and distribution of hydraulic telescopic cylinders, double acting cylinders used in loading and unloading systems, as well hook and cranes for the material handling.

Hyva also produces compactors and waste collection bodies for the environmental service industries.

Its products are used worldwide across a range of sectors including transport, construction, mining, materials handling and environmental services.

Hyva China, subsidiary of Hyva Group located in Yangzhou, produces hydraulic components, hook loaders, cranes, waste handling equipment like compactors, garbage trucks and other related equipment.

Our strategy is to service China market and customers with waste handling solutions of collection vehicle, transfer stations and transport vehicles for the waste handling system in your city.

海沃国际集团于 1979 年在荷兰阿尔芬成立，在全球拥有 13 家工厂和 39 家分公司，坐拥七大研发平台。构建了由液压系统、垃圾转运与成套系统、随车起重机系统的产品组合平台，在研发制造成本控制、销售与服务等一系列环节中拥有整合协同优势。海沃致力于与合作伙伴的业务提供最佳的增值服务方案使自己成为全球客户心目中首选的合作伙伴，共享卓越价值。

自 2000 年进入中国，海沃始终致力于中国物流领域，努力开发适合中国市场的产品，产品包括自卸车液压系统、垃圾压缩转运成套系统、随车起重机上装系统、自卸车顶盖密闭系统、拉臂车上装系统等中重型车专用设备。

海沃环卫，致力于将欧洲智能，先进的环卫模式带到中国，以国际先进的垃圾分类理念与系统，成为中国城市最佳环保伙伴，以完美的环卫系统，贡献城市建设，筑梦美丽中国。



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Orgaworld Asia

Orgaworld Asia has vast experience with various processes for conversion and valorization of organic residues and manure into high-end valuable and marketable organic fertilizers and sustainable energy solutions.

Our Technologies

Agile Bio-Converter Technology, Tunnel Composting, Anaerobic Digestion (wet and dry), In Vessel Composting, Mechanical and Biological Treatment, Sludge and Waste Water Treatment, Livestock Waste, Poultry Waste, and Manure Treatment technology.

We operate our own facilities and have close to 20 years of experience in diverse international markets, with a continuous focus on innovation and lowest costs. We own the technology, and Design, Build and Operate our treatment plants (DBO). Next to this, we are also interested in operating existing organic waste and manure treatment facilities. Orgaworld Asia has a marketing and sales organization in Asia for sales of our bio-fertilizer products. With this company, we export bio-fertilizers from the Netherlands into Asia.

We are looking for partners:

- In the field of distribution, marketing and sales of bio-fertilizers;
- In the field of Design, Building, Operation and Investment in organic waste and manure treatment facilities.

有机世界亚洲在通过多种方式实现有机残余物及粪便的转化及资源化，并将之转化为高端、可销售的有机肥料并提供可持续能源解决方案具有丰富经验。

我们的技术

迅捷生物转化技术; 隧道式堆肥; 干式及湿式厌氧消化; 容器堆肥; 机械及生物处理技术; 污泥及废水处理技术; 牲畜家禽废弃物及粪便处理技术

我们运营自有的设施，在国际市场具有近20年的丰富经验并着眼于技术创新同时降低成本。我们拥有技术，自主设计、建设并运营我们的处理设施。除此之外，我们也有兴趣运营现有的有机废弃物及粪便处理设施。有机世界亚洲在亚洲具有市场营销及销售组织，负责我们生产的有机肥料产品的销售。由此，我们将有机肥料由荷兰出口到亚洲。

我们在以下领悟寻求合作伙伴：

- 有机肥料的分配，市场营销及销售
- 有机废弃物及粪便处理设施的设计、建造、运营及投资



Rabobank



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Rabobank

Rabobank is a bank by and for customers. Over the past several decades we have grown on the fertile territory of our home base in the Netherlands to become an international financial services provider with activities in banking, asset management, leasing, insurance and real estate.

Rabobank serves millions of Dutch retail and wholesale customers with a full range of financial services. We are the market leader in virtually every customer and product segment, from young people to start-ups and from mortgages to major corporate enterprises. Measured by Tier 1 capital, the Rabobank Group is one of the world's largest financial institutions.

Rabobank has been internationally active for more than 40 years and is active in over 40 countries with offices around the world. For Dutch Corporate Clients and Wholesale Clients we have offices in 20 countries with native Dutch speaking colleagues as well as English and the local language. In all countries we are up-to-date on local market developments.

荷兰合作银行 (Rabobank) 是一家为客户而生并服务于客户的银行。在过去的几十年间，我们在祖国荷兰的肥沃土地上成长为一国际金融服务提供者，业务涉及银行、资产管理、租赁、保险和房地产。

荷兰合作银行为数以百万计的荷兰零售商和批发商提供全套的金融服务。我们可以说是每一类顾客和产品细分的市场领军者，从年轻人到初创企业、从抵押贷款到主要的公司业务。按照一级资本核算，荷兰合作银行集团是全球最大的金融机构之一。

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Rijkswaterstaat Environment

Rijkswaterstaat Environment is part of Rijkswaterstaat, the executive of policies and regulations of the Ministry of Infrastructure and Water Management. Rijkswaterstaat Environment performs various knowledge and implementation tasks relating to the environment. Rijkswaterstaat Environment also manages programmes for local authorities and other ministries.

The waste and materials department has built a solid system for waste management in the Netherlands. Key elements include the national waste management plan and monitoring. In recent years, we have started working more and more towards a circular economy, focusing on material chains and programmes about sustainable consumption and production.

The waste and materials department participates in European projects which help to implement national goals on waste reduction and the circular economy, e.g. Resource Efficient Business models and Waste criteria. The expertise is also used to support capacity development and Partners in Business programmes on waste management in different countries.

Rijkswaterstaat Environment是Rijkswaterstaat的一部分，是基础设施与水管理部的政策和法规的執行者。Rijkswaterstaat Environment运用与环境相关的各种知识，实施各项任务。Rijkswaterstaat Environment还对地方政府和其他部门的项目进行管理。

在荷兰，废物和材料部建立了一个可靠的废物管理系统。关键要素包括国家废物管理规划和监测。近年来，我们开始越来越多地致力于循环经济，重点关注可持续消费和生产相关的物质链和项目。

废物和材料部参与欧洲项目，帮助实现垃圾减量和循环经济相关的国家目标，例如，资源高效的商业模式和废物标准。这些专业知识还为不同国家的能力发展和废物管理商业项目的合作伙伴提供支持。



Maarten Bijl

Chief Executive Officer



Guangda Chen

Public Affairs Director

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SHV (China) Investment Company Limited

As a member of SHV Energy, a family-owned energy organization from the Netherlands, SHV Energy China mainly focuses on LPG, LNG/CNG and new energy related businesses. Since entering China in 1997, SHV Energy China has been closely working with governments, industry associations and business partners, to bring forth energy solutions that meet the economic and social needs of sustainable development. Leveraging its rich experience in the globe, SHV Energy China has developed rapidly in various business segments, including domestic, commercial, industrial, automobile and marine. SHV Energy China serves more than 2 million Chinese customers with professional, safe and innovative energy solutions. With more than 30 subsidiary operation companies, SHV Energy China has around 5000 employees in China by 2017.

喜威（中国）投资有限公司（以下简称“喜威”）是荷兰SHV能源集团的成员之一，主要从事液化石油气、天然气与新能源的相关业务。自1997年进入中国以来，喜威始终与政府、行业协会及客户保持紧密合作，积极探寻满足中国经济、社会可持续发展需求的能源解决方案。喜威以丰富的全球经验为依托，在居民用气、商业用气、工业用气、车船用气等众多业务领域发展迅速，为超过200万中国客户提供专业、安全、创新的能源解决方案。截至2017年，喜威在中国共拥有30多家成员企业，雇有约5000名员工。


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Superuse Studios

At Superuse Studios we believe we can make a difference. We think ingenious, beautiful and functional architectural and social design solutions can be created using existing resources, materials and systems. Everything is already there, we just have to see, connect and utilise it. In this way we can transform to a sustainable society and create a positive impact of architecture and design. To make optimal use of locally sourced “waste” in new design solutions is what we call SUPERUSE. Functionality, sustainability and aesthetics are our guiding principles. Superuse Studios has a 20 year track record in pioneering the circular construction on an international level. Superuse Studios China that was founded in 2016 currently executes projects from interior design interventions up to landscape and urban design project in the Yunnan province. Next to designs Superuse Studios provides the IT-tools to create a circular economy. For design and construction Harvestmap (www.harvestmap.cn) has been launched in 2017 and for industrial symbiosis Superuse Studios is currently constructing the PulsApp to support looping residual wasteflows for Chinese Industry in Zhaoqing in collaboration with the Association for Circular Economy of Guangdong.

在Superuse Studios我们相信我们可以大有作为。我们认为可以使用现有的资源、材料和系统创建独特、美观而实用的建筑和社会设计解决方案。万物本已存在，我们只需要去关注，连接并进行利用。通过这种方式，我们可以转型为可持续发展的社会，并为建筑和设计带来积极的影响。在新的设计解决方案中最大限度地利用本地产生的“垃圾”，被我们称之为超级应用。我们的指导原则包括功能性、可持续性和美学理论。Superuse Studios在领导国际范围的循环建设方面拥有20年的业绩。

Superuse Studios China成立于2016年，目前正在云南省进行从室内设计干预措施到景观和城市设计项目的实施。除设计外，Superuse Studios提供信息技术工具来打造循环经济。在设计和施工方面，我们在2017年创建了Harvestmap (www.harvestmap.cn)。为了实现工业共生，Superuse Studios目前正在与广东省循环经济协会合作，构建PulsApp，为肇庆的中国工业循环残留废物处理提供支持。



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Thuiswinkel.org

Buying and selling goods and/or services will take place radically differently in 2020. Online and offline will have been integrated into digital commerce. Consumers are expected to explore both national and international markets, primarily through digital channels, and buy wherever and whenever they want. This while moving towards a circular economy where we minimize our impact on the environment. Our objective is to improve trust in distance selling and to make cross-border trading easier.

We offer relevant and practical solutions through lobbying, our trustmark, research and education. Thuiswinkel.org has over 2,100 members that work in all kinds of branches, including home & garden, fashion, travel, IT, insurance, consumer electronics and sport/toys. The combined turnover of our members represents 70% of Dutch online consumer spending.

Thuiswinkel.org pays special attention to sustainability in logistics and packaging. We work together with all relevant stakeholders to reduce packaging waste and CO₂-emissions in delivery.

在2020年，购买和销售商品和/或服务将会发生根本性的变化。线上和线下服务将被结合于数字商务中。预计我们的消费者将主要通过数字渠道开发国内和国际市场，并随时随地进行购物。在我们转向循环经济的同时，我们尽量减少对环境的影响。我们的目标是提高客户对远程销售的信任，并使跨境贸易更加容易。

我们通过游说、我们的信任标志、研究和教育来提供相关的切实可行的解决方案。Thuiswinkel.org拥有2100多名会员，在包括居家和庭院、时尚、旅游、信息技术、保险、消费类电子产品和运动/玩具在内的各个领域工作。我们的成员的总营业额占荷兰在线消费者支出的70%。

Thuiswinkel.org特别关注物流和包装领域的可持续性。我们与所有相关利益相关方一起努力减少送货过程中的包装废弃物和二氧化碳的排放。


Rob de Ruiter

Senior Business Developer Circular
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TNO

TNO (The Netherlands Organisation for Applied Scientific Research TNO) is the largest applied research organization in the Netherlands, with a mission to accelerate and implement highly advanced innovations and a highly valued partner for bridging the gap between fundamental knowledge and the commercial market.

We improve quality of the urban environment and competitiveness and safety of industries in urban hotspots by:

- Creating environmental sensing networks and data platforms for environmental management and safety, either to minimize nuisances, hazardous and polluting sources or to reduce the impacts in terms of exposure to these sources of the environment and inhabitants.
- Developing modelling tools, enabling users to assess and evaluate current and future resource flows, their impact on local economy, infrastructures and environment, thereby enabling optimal industrial symbiosis, resource and energy use, minimal pollution and minimal impact on urban health.
- Creating technologies to scale circular business models that maximize sustainable use of resources through design, logistics and upcycling waste.

TNO (荷兰国家应用科学院) 是荷兰最大的应用研究组织, 其使命是加速和实施高度现代化的创新, 并成为缩小基础知识和商业市场之间差距的重要的合作伙伴。我们通过以下方式提高城市环境质量和城市热点产业的竞争力和安全性:

1. 为环境管理和安全建立环境传感网络和数据平台, 以尽量减少滋扰, 危险和污染源, 或降低这些有害因素对环境 and 居民的影响。
2. 开发建模工具, 使用户能够对当前和未来的资源流动和资源流动对当地经济、基础设施和环境的影响进行评估, 从而实现工业共生、资源和能源利用的优化, 污染程度最低且对城市健康的影响最小。
3. 创建规模循环商业模式的技术, 通过设计、物流和废物升级循环, 在最大程度上对资源进行可持续的利用。



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University of Groningen

The University of Groningen (UG) is a research university with a global outlook, deeply rooted in the city of Groningen in the Netherlands. UG is a top 100 university on several influential ranking lists.

With almost 30,000 students and 5,500 staff members from home and abroad the University nurtures talent. We are committed to actively collaborating with our societal partners, especially on the research themes Healthy Ageing, Energy and Sustainable Society.

Establishing branch campuses. Working on innovative education and research. Contributing to sustainable economic and societal processes, services and business activities. Stimulating entrepreneurship. These are some strategies the UG will work on for the next five years. All on the basis of commitment and shared responsibility. China is one of the focus countries.

The Faculty of Science and Engineering is currently developing a Sino-Dutch network for science industry cooperation, which is open to new academic and industrial partners.

格罗宁根大学 (UG) 是一所具有全球视野的研究型大学, 在荷兰格罗宁根市拥有悠久的历史。格罗宁根大学在数个颇具影响力的排名榜上跻身前100名。

格罗宁根大学拥有近3万名学生和来自海内外的5,500名员工, 培养精英人才。我们致力于与我们的社会合作伙伴在老龄化健康、能源和可持续社会等研究主题方面开展积极的合作。

建立分校。致力于创新教育和研究。为可持续经济和社会活动、社会服务和商业活动做出贡献。激发创业精神。这些是格罗宁根大学为未来的五年制定的战略规划。所有这些都基于我们的使命和共同的责任。中国是我们重点关注的国家之一。

科学与工程学院目前正在开发一个中荷科学工业合作网, 向新的学术伙伴和工业合作伙伴开放。



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Waste Treatment Technologies Netherlands

WTT, founded in 1996, is a renowned and experienced turn-key supplier of high-tech waste treatment solutions. We design, construct, build and maintain waste treatment facilities all over the world from our offices in the Netherlands (HQ), Australia, Canada and China.

WTT combines the latest mechanical and biological techniques in turnkey projects, which is part of our strength, and makes us one of the only “one-stop-shops” within the waste market. We are able to provide the right balance between mechanical pre- and/or post-treatment and biological treatment, which leads to a better efficiency and biology within the waste system.

Our waste facilities vary from sorting stations for domestic and industrial waste to complete installations for recovering reusable materials in combination with the use of biological processes (air suction, odour control, aerobic (eg. bio-drying, composting) and anaerobic processes).

WTT delivers the smartest technology in order to make her customers successful transforming waste into recyclables and high-quality raw materials or energy and we believe we herewith make a substantial contribution to the conservation of our worldwide environment.

WTT公司成立于1996年，是一家全球知名的高科技垃圾处理交钥匙解决方案提供商。我们在全球各地设计、构建、建造和维护垃圾处理项目，在荷兰（总部）、澳大利亚、加拿大和中国设有办公室。

WTT在交钥匙工程中完美结合最新的机械和生物处理技术。这不仅是我们重大技术优势，也让我们成为垃圾处理市场中为数不多的“一站式服务”供应商。我们能够提供机械预/后处理和生物处理之间精确的动态平衡机制，从而在垃圾处理系统中实现更佳的效能和生物效果。

我们的垃圾处理项目覆盖范围很广，从生活和工业垃圾的机械分选站到运用生物处理技术（抽气系统、异味控制、好氧（如生物干化、堆肥）和厌氧处理工艺）实现可循环利用材料收集的完整项目建设。

WTT交付最智慧的技术方案，帮助客户成功实现转废为能和变废为宝的目标，共同为全球环境保护事业做出杰出贡献。



Leendert van Veen

COO and owner



**Wolfgang
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Waste2Fuel Nederland

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Waste2Fuel Nederland

Waste2Fuel is a globally focused organisation originated in the Netherlands, providing more sustainable solutions for plastic waste through the development of non-recyclable plastic-to-oil conversion facilities.

We specialize in valorization of non-recyclable plastic waste by converting it into commercial grade non-fossil fuel, using a proven performance thermal depolymerization process. We believe that financial sustainability is vital for the success of an environmentally sustainable business, providing both society and our stakeholders the results they deserve.

Together with our partners and our investors we deliver all aspects of the business:

- Funding • Conversion technology • Project development
- Project Execution • Plant operations • Feedstock supply
- Product sales & distribution • Asset management

Waste2Fuel creates a clean environment for present and future generations across the planet by developing a global organization with the aim to valorize 1.400.000 tons of plastic waste per year resulting in a reduction of >2.860.000 tons of CO2 in comparison to incineration.

Waste2Fuel是创建于荷兰的全球性组织，通过对不可回收塑料转化为石油的设施的开发，为塑料废物提供可持续的解决方案。我们专注于利用不可回收塑料废物的价值，这通过采用验证性能的热解聚工艺将不可回收塑料废物转化为商业级的非化石燃料而实现。

我们相信财务的可持续性对于环境可持续发展商业的成功至关重要，可以为社会和我们的利益相关者带来收益。

我们与合作伙伴和投资者一起，提供以下方面的所有业务：

- 资金
- 转换技术
- 项目开发
- 项目执行
- 工厂运营
- 原料供应
- 产品销售和分销
- 资产管理

Waste2Fuel通过发展全球性组织为当今世界和未来世界的一代代人创造了一个清洁的环境。我们的目标是每年对140万吨的塑料废物进行回收利用，相比焚化的方式，可减少286万多吨的二氧化碳排放。



Bernard Scheffens

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WSS Asia

LEADING IN WASTE COLLECTION TECHNOLOGY

WSS has developed, produced and installed high-grade recording devices for waste collecting systems based on the Radio Frequency Identification (RFID) system. WSS Asia Ltd. is a Hong Kong Ltd. With exclusive distributorship of WSS NL for Hong Kong and China and can be seen as the authority on electronic waste management systems. WSS is operational in NL and Europe. The knowledge and experience, combined with the drive to expand expertise and innovate products, makes that WSS is in control of every aspect of modern waste-technology. Separation@Source creates value from waste through clean fractions of waste for recycling.

Activities:

- Registration technology for container systems on waste trucks
- Separation at the source. Registration of the separation of waste in bins
- Consultancy and know-how of green stations and handling of separated waste
- Information Management software for waste separation
- CO2 Calculator for measuring CO2 emission reduction by separating waste

领先的废物收集技术

WSS在射频识别系统基础上, 已经开发、生产和安装了废物收集系统的高级记录装置。WSS亚洲有限公司是一家香港有限公司, 是WSS荷兰在香港和中国的独家经销商, 可被视为电子废物管理系统方面的权威。WSS已在荷兰和欧洲运营, 凭借其知识和经验, 以及对技术提高和产品创新的渴望, WSS已经掌控了现代废物技术的各个方面。Separation @ Source (源头分离) 通过对垃圾的洁净部分进行回收利用从废物中创造价值。

业务:

- 垃圾车上垃圾箱系统的登记技术
- 源头分离。垃圾分类入箱登记
- 对绿色站和已分类垃圾的处理提供咨询和专业技术
- 用于垃圾分类的信息管理软件
- CO2计算器, 用于计算垃圾分类所减少的CO2排放量

Other

其他

The Confederation of Netherlands Industry and Employers, known as VNO-NCW is the largest employers' organisation in the Netherlands. It has 180 branch organisations and more than 400 individual enterprises as affiliate members, representing a total of over 115,000 companies.

It covers practically all sectors of the Dutch economy: industry, commercial services, construction, the retail trade and the care sector.

VNO-NCW represents the whole of Dutch industry, from the smallest firms to the largest corporates. It represents 80% of companies with more than ten employees and 95% of companies with over 100 employees and all companies in the Netherlands employing more than 500 staff. The total number of employees covered by the organisations and companies represented by VNO-NCW is estimated at 4.3 million, or more than 90 per cent of all employment in the sector concerned.

VNO-NCW has its own office in the capital of Europe to represent its interests to the European Union.

荷兰雇主协会 (VNO-NCW) 是荷兰最大的雇主组织, 有180个分支机构, 400多个独立企业作为附属成员, 代表超过115000个企业。协会覆盖几乎荷兰经济所有行业: 工业、商业、建筑、零售和保健行业。

协会代表整个荷兰工业, 包括最小的企业和大型集团。协会代表了80%的员工超过10人的企业, 95%的100名以上员工企业, 以及所有员工超过500名的荷兰企业。协会所代表的组织和公司雇佣的员工总数估计为430万, 或行业所有雇佣人数的90%以上。

协会在欧洲首都设有办事处, 代表其在欧盟的利益。



Hans de Boer
President VNO-NCW



Angélique Heijl
Deputy director international
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VNO-NCW

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VNO-NCW/NL International Business

NL International Business supports Dutch firms as they trade around the world. With NL International Business in place, it is time to step up the pace, specifically through more professional support for Dutch companies looking for export opportunities, so they can grow their business and create new jobs.

NL International Business was established to coordinate and professionalize Dutch trade promotion and international business development mainly focusing on small and medium sized companies, to further grow and fortify our economic positions in growth markets in Asia, South America, Africa and the Middle East, as well as in more established markets in Europe and the US.

NL International Business also leads public-private initiatives, for example in following up on trade missions, building Dutch consortia when required for large scale projects, participation in World Bank, IFC, AIIB and cooperating with the Netherlands' diplomatic missions, to enable Dutch firms to actively participate in large projects overseas.

NL International Business为荷兰企业在全球进行贸易活动提供支持。有了NL International Business作为后盾，现在是时候加快步伐，特别是为寻求出口机会的荷兰公司提供更多的专业支持，以便他们能够发展业务并创造新的就业机会。

NL International Business的成立旨在对中小企业的贸易促进和国际业务开发进行协调并提供专业化服务，以进一步发展和巩固我们在亚洲、南美洲、非洲和中东地区增长市场的经济地位，以及在欧洲和美国更为成熟的市场的经济地位。

NL International Business还领导公共和私营部门的行动，例如跟进贸易代表团，组建大型项目所需的荷兰财团，参与世界银行、国际金融公司、亚投行的活动并与荷兰外交使团合作，使荷兰公司能够积极参与大型海外项目。

NETHERLANDS INTERNATIONAL WORKS



Eric van Kooij
Managing Director

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Netherlands International Works ("De Werkplaats")

Strengthening public-private cooperation in international economic activities!

The Netherlands is one of the most competitive economies in the world. We owe a substantial part of our GDP to international trade in goods and services, to incoming and outgoing investments and to a strong cooperation in innovation.

Netherlands International Works ("De Werkplaats") aims to sustain these fine economic results with a new approach to international engagement. We support companies, research, government and others to join hands, create value-adding partnerships and strengthen international cooperation. We facilitate public-private partnerships in order to develop smart, integrated, high-value propositions in areas the Netherlands excels. Our programs add value to large and complex international business projects that will make a difference.

Netherlands International Works operates on the highest level of public-private networks in the Netherlands focusing on Dutch solutions for global sustainable challenges by opening up business opportunities in new markets around the world.

加强国际经济活动中的公私合作!

荷兰是最具有竞争力的经济体之一。我们GDP的很大一部分是国际货物和服务贸易、流入和流出投资，以及创新方面的有力合作带来的。

荷兰国际工程公司 (De Werkplaats) 致力于用新方式参与国际事务，保持良好的经济成果。我们支持企业、研究机构、政府和其他部门团结协作，打造有附加值的合作伙伴关系，强化国际合作。我们促进公私伙伴关系，以求在荷兰擅长的领域提出明智、综合、高质量的建议。我们的项目给复杂的大型国际项目带来价值，使其发挥影响。

荷兰国际工程公司在荷兰最高层次的公私网络上开展业务，通过在全世界的新市场开拓商业机会，为全球可持续挑战提供荷兰解决方案。

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