

Netherlands Economic Mission to Vietnam

7 - 12 April 2019



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Foreword



It is a great honour to be heading this important mission to Vietnam. I am proud to be joined by a business delegation from the Netherlands comprising representatives of over 70 companies and organisations with wide-ranging expertise in a variety of sectors: water, agriculture and horticulture, logistics and offshore wind power. I am also delighted to be accompanied by the Minister of Infrastructure and Water Management,

Cora van Nieuwenhuizen, the State Secretary for Finance, Menno Snel and the Vice-Minister for Agriculture and Nature Policy, Marjolijn Sonnem. Last year, Vietnam and the Netherlands celebrated 45 years of diplomatic ties, and I am confident that this visit will lay a solid foundation for our ongoing collaboration.

We already enjoy a close economic partnership, and the Netherlands is keen to expand economic opportunities for Dutch and Vietnamese businesses. Vietnam has experienced strong economic growth throughout the past decade, which has further solidified our economic ties. At government level, we have established an outstanding, enduring relationship. Our two Strategic Partnership Agreements, on Climate Change Adaption & Water Management and on Agriculture, provide a strong framework for our cooperation.

For participants who are already active on the Vietnamese market, this visit offers an opportunity to expand their network. For others, the mission provides an excellent introduction to Vietnam and to potential Vietnamese partners. Hans de Boer, President of the Confederation of Netherlands Industry and Employers (VNO-NCW), is leading the business delegation, and I am confident that under his guidance your meetings in Hanoi and Ho Chi Minh City will boost trade and investment and help forge new partnerships.

I wish all participants an inspiring and successful mission.

Mark Rutte

Prime Minister of the Netherlands

Foreword



The Netherlands and Vietnam maintain good economic relations. As Vietnam is an important trade and investment partner, with an economic growth of around 6%, we cherish our relationship and are keen to intensify contacts between our countries. In the recent years, the already good economic relations have become better and better.

Our societies are currently confronted with global challenges such as climate change, urbanization, food security and digitalization to name only a few. I believe that good cooperation between our countries can contribute to new, innovative and sustainable solutions.

I am very glad that this economic mission takes place during the important political visit of Prime Minister Mark Rutte, Ms. Cora van Nieuwenhuizen, Minister of Infrastructure and Water, Mr. Menno Snel, State Secretary for Finance and Ms. Marjolijn Sonnem, Vice Minister for Agriculture. We brought a delegation of Dutch companies from different sectors: logistics, water, agriculture, horticulture, smart cities and off shore wind. They have a great interest in the developments in Vietnam and look forward to cooperate with Vietnam and Vietnam businesses and contribute to a fast and sustainable development of your country.

The Netherlands might have a relatively small surface and population, our economy however, is middle sized (Top-20), efficient, entrepreneurial and innovative. We are pleased to serve as the Gateway to Europe for Vietnam through the Port of Rotterdam and Schiphol Airport.

This mission provides a great opportunity to show the potentials that are present. During the CEO Round Tables, seminars, company visits, match making events, trade dinners, bilateral policy meetings and focused discussions, the businesses of our countries are able to share their knowledge, expertise and aspirations. After our visit it is of great importance to have a good follow-up to ensure that we keep the momentum that results from this mission and build further on the relationships we now establish.

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 of great added value to that process.

Good luck! Chúc may mắn!

Hans de Boer

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



The Netherlands



Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem
3. Assen | 4. Breda | 5. Den Bosch | 6. Eindhoven
7. Enschede | 8. Groningen | 9. Haarlem | 10. The Hague
11. Leeuwarden | 12. Lelystad | 13. Maastricht
14. Middelburg | 15. Rotterdam | 16. Utrecht | 17. Zwolle

Introducing the Netherlands

Creating resilient and sustainable solutions for local challenges

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.



The Netherlands
Your partner in sustainable solutions

Worldwide ranking

- 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** Best at Global Innovation Index (GII, 2018)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2017)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 5th** Largest exporter of goods in the world (652 billion US dollars)
- 5th** Greatest place to live (World Happiness report, 2017)
- 6th** At World Bank's Logistics Performance Index
- 7th** Largest foreign investor in the world (1,256 billion US dollars)
- 7th** Largest recipient of foreign investment in the world (801 billion US dollars)
- 8th** Largest importer of goods in the world (507 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** 17.2 million (July 2018)
- **Number of inhabitants per km²** 509 (July 2018)
- **Currency** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 42,926 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5.4% (average 2007-2018)
- **Moderate inflation** 1.6% (average 2007-2018)
- **90% of all Dutch people** speak English

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

Company Profiles



Water

AB Consult

AB Consult is an independent and privately owned advisory firm with office in Oegstgeest, the Netherlands and strategic local partners in Vietnam.

AB Consult services demanding corporate and entrepreneurial clients in Europe/Netherlands in their Vietnam market access and growth strategy, value enhancement, mergers & acquisitions and funding of their businesses. For Vietnamese corporate and entrepreneurial clients, AB Consult services their international growth strategy and aspiration in forming strategic partnerships and/or joint ventures with international partners for the Vietnam as well as international markets.

AB Consult is currently led by Mrs Dang and Miss Do and together with our strategic partners in Vietnam and Europe, we are currently actively involved in projects in Vietnam in the renewable energy-, water infrastructure-, environmental & Circular economy- as well as high tech-sectors.

Our unique selling point is that we offer our clients business solutions that are based on our international professional standards and experience but which do fit within the Vietnamese context and are practically executable. Most of our clients appreciate us in the excellent capability of multi-stakeholders management and engagement, especially where (Vietnamese) public and private stakeholders are involved. Last but not least, we speak fluent Vietnamese, English, Dutch and French and are capable to bridge cultural differences between the West and the East.

Profile of Commercial Contacts Wanted:

- Dutch companies that are interested in accessing and/or expanding their business into Vietnam;
- Vietnamese companies that are looking for Dutch partners for strategic partnerships and or joint ventures/cooperation;
- Vietnamese companies that are looking for accessing and or expanding their business into the Netherlands/Europe;
- Investors, banks, insurance companies, developers, that are interested in co-funding and/or originating bankable, including PPP projects in Vietnam (renewable energy, circular economy and social impact related projects).



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CEO / Founder

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Arcadis

Arcadis is the leading global Design & Consultancy firm for natural and built assets. Our 27,000 staff are active in over 70 countries generating revenues that exceed €3 billion. In Vietnam, Arcadis has an office in Ho Chi Minh City. 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.

Consultancy services in the field of:

- Construction Cost Management
- Contract Solutions
- Project Management
- Technical Due Diligence
- Design & Engineering
- Water management
- Environment (Environmental and Social Impact Assessment)
- Coastal and river engineering
- Delta and Integrated Coastal Zone Management
- River basin planning
- Resilient cities
- Flood risk management
- Ports & waterways

Unique Selling Points:

- From climate change to rapid urbanization, our world is a more complex place. Arcadis helps you navigate this complexity by understanding the bigger picture.
- Connecting your vision to our know-how, our people work collaboratively to create value through natural and built assets that work in harmony with their surroundings.
- Our global capabilities and diverse experience mean we apply collective wisdom to every challenge. Global reach, local strength with an office in Vietnam.
- In Vietnam we provided Consultancy services on coordination mechanisms for the Mekong Delta, Advice on Coastal development in Hoi An, Saigon River flood protection at Than Da Island and we worked on Red River Urban Planning in Hanoi.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with consultancy companies and research institutes in the urban resiliency, water & environmental fields.



Tanya Huizer
Manager Water & Environment –
South East Asia



Juan Carlos Velasco Fernandez
Associate & Client Development
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Regional Business Manager

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Boskalis International

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

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

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

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

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



Harrie Laboyrie
Member of the Board, Partner Port,
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Laurens Poelhekke
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CDR International

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

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

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

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

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



Patrick Lohle
Founder and CFO



Olaf Lohle
Founder and COO



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Cleandye

Patrick & Olaf Lohle, both textile entrepreneurs, together with 1 investor and in cooperation with the Dutch DGGF, will open up the first CleanDye House, in Ho Chi Minh Province, Vietnam, in April 2019.

They are early investors in DyeCoo, a Dutch technological company who invented the revolutionary Dye Ox technology which can dye fabrics without water and process chemicals by using high pressure Co2.

As the apparel industry takes steps towards sustainability, one step remains largely overlooked, the dyeing process. Every year the apparel industry discharges about 5 trillion liters of heavily polluted waste water into rivers and lakes. Until now.

The revolutionary factory from CleanDye has the dream to bring water and chemical free, so clean dyed garments to a broad consumer group.

The CleanDye organization with hubs as well in Hong Kong and Amsterdam will in cooperation with his clients also take care of the design and production of the fabrics used for tailor made sustainable product lines.

With CleanDye we are combining our long established production infrastructure with a state of the art Dye House in Vietnam. CleanDye is set to become the industry standard in sustainable dyed textiles.

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Delft University of Technology

The Delft University of Technology is one of the oldest and most renowned technical universities in The Netherlands. Our mission is to contribute to solving global challenges by educating new generations of socially responsible engineers and expanding the frontiers of the engineering sciences.

- We perform world-class research by combining science, engineering and design in a socially responsible manner. Thus, we advance and share the benefits of technology.
- We develop and enhance the expertise of tomorrow's engineering leaders and educate professional, high-level and responsible engineers throughout their careers.
- We help to develop and deliver technology-driven, innovative solutions to societal problems through collaborations with leading national and international partners whilst being firmly rooted in Delft.
- We continuously improve our collective effectiveness, performance and organisational resilience through the principles and practice of professionalism, collaboration and openness.

Global partnerships play an important role for the TU Delft to be able to find innovative solutions for today's global challenges in both a local, regional and international context. The TU Delft strongest international partnerships not only focus on linkages with worldwide academic and research institutions but also build on an extensive network with government, NGO, private and business partners.

TU Delft in Vietnam

Already for more than 15 years the Delft University of Technology has been collaborating in the field of water management and hydraulic engineering. A cooperation which in 2013 resulted in a joint research institute called VINWATER. Besides this joint venture, there are long lasting relationships between the Delft University of Technology and universities in Vietnam (e.g. HUNRE and Thuy Loi). There are also several research projects done by Vietnamese PhD's on the Mekong Delta as well as other research projects. Recently a new institutional collaboration project has been awarded to TU Delft, ITC Twente, HUNRE and Thuy Loi under the Nuffic Orange Knowledge Program. This program will be officially launched during the mission and will run for the next three years.



Marcel Marchand

Team leader, Country Representative
Vietnam

Deltares

Deltares is an independent institute for applied research in the field of water, subsurface and infrastructure. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins. Managing these densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes and universities at home and abroad. Our motto is Enabling Delta Life. Knowledge is our core business. As an applied research institute, the success of Deltares can be measured in the extent to which our expert knowledge can be used in and for society.

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

Deltares employs over 850 people and is based in Delft and Utrecht, and has several international office around the globe.

We are looking for matchmaking with companies and organisations that might be interested in collaboration with us through consultancies, services and applied research in the field of urban water management, operational warning and management systems, met-ocean services, (offshore) hydraulic engineering, intake and outfall systems, ecology/ water/soil quality, adaptation to climate change, etc.

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GC

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GC

GC has a main focus on setting up its own projects by the principles of design, build, finance, operate and maintain. Projects are often of a considerable scale. GC likes to improve something, make it sustainable, following the concepts of circular economy. GC operates cross sectoral, with water, energy, agri&food and area development as main sectors.

In Vietnam we focus first of all on how to develop new integral approaches of coastal protection, based on similar principles as we have developed for water and energy projects in Africa and India.

In the first stage of a project we develop a concept together with Dutch and Vietnamese stakeholders with whom we form a solid team, always a blend of business and government. The challenges that coastal erosion create are fitted in the larger context, offering us innovative solutions. We nicely frame this first strong concept in texts and strong imagining. Then we start working on our multiple business models that will make the concept feasible and stable for long term operation. The same team then develops the designs, will finance it, build it, operate and maintain it for decades to come.

GC will stay in Vietnam for many years to come, helping Vietnam to become a flourishing circular economy.



Jan Knikker
Partner / Development



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MVRDV

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MVRDV

MVRDV was set up in Rotterdam (the Netherlands) in 1993 by Winy Maas, Jacob van Rijs and Nathalie de Vries. MVRDV engages globally in providing solutions to contemporary architectural and urban issues. A research based and highly collaborative design method engages experts from all fields, clients and stakeholders in the creative process. The results are exemplary and outspoken buildings, urban plans, studies and objects, which enable our cities and landscapes to develop towards a better future.

The products of MVRDV's unique approach to design vary, ranging from buildings of all types and sizes, to urban plans and visions, numerous publications, installations and exhibitions. Built projects include the Netherlands Pavilion for the World EXPO 2000 in Hannover; the Market Hall, a combination of housing and retail in Rotterdam; the Pushed Slab, a sustainable office building in Paris' first eco-district; Flight Forum, an innovative business park in Eindhoven; the Silodam Housing complex in Amsterdam; the Matsudai Cultural Centre in Japan; the Unterföhring office campus near Munich; the Lloyd Hotel in Amsterdam; the Ypenburg housing and urban plan in The Hague; the Didden Village rooftop housing extension in Rotterdam; the music centre De Effenaar in Eindhoven; the Gyre boutique shopping center in Tokyo; a public library in Spijkenisse; an international bank headquarters in Oslo, Norway; and the iconic Mirador and Celosia housing in Madrid.



Lies Janssen
Project Manager



Trang Vu
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Netherlands Water Partnership

Uniting Dutch Water Expertise

Too much, too little and too polluted water: water is one of the most pressing issues of our time. The Netherlands Water Partnership (NWP) believes that a strong collaborative alliance and the sharing of expertise can help solve global water issues. NWP stimulates collaboration and builds partnerships. On top of our own network, our members actively bring their own international networks to the table. We also work with Dutch embassies who have their own knowledge and contacts in the water sector. This puts us in a strong position to matchmake between entities abroad and entities in the Netherlands.

NWP is a network of Dutch organisations in the water sector with international ambitions. NWP's members include companies, government agencies, knowledge institutions and NGOs with one thing in common - to join forces for sustainable water solutions worldwide. NWP is also the first point of call for anyone seeking Dutch water expertise.

Our key activities include matchmaking, organising events and trade missions, and promoting the Dutch water sector. Furthermore, NWP executes several programmes on behalf of the Dutch Government, working with partners such as the Netherlands Enterprise Agency (RVO.nl). The Dutch water sector benefits from these programmes.

Visit our website www.netherlandswaterpartnership.com for more information and contact us. We're looking forward to collaborating with you.



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Nijhuis Industries

Solid Solutions In A Fluid World

Nijhuis Industries delivers solid solutions for sustainable water use & resource recovery, with the highest level of intelligent innovations across a wide range of industries. We meet today's challenges as well as those of the future, as a response towards a CIRCULAR economy in a 'fluid' world. To accommodate the customer requirements, Nijhuis offers customized installations, to create profit out of (waste)water, process water and waste.

"Turn your (waste)water into PROFIT"

At Nijhuis Industries it is our mission to help customers to reduce, reuse and recover water and resources to create profit. We help our valued customers to meet their increasingly demanding sustainability requirements, lower their environmental footprint, combine productivity and energy efficiency and reduce life cycle cost at the same time.

Sustainable Water Use & Resource Recovery

We provide a multidisciplinary team and a unique in-house portfolio, realizing smart and game-changing solutions and systems in sustainable water use and resource recovery, combined with our intelligent services.

With Headquarters in the Netherlands, Nijhuis Industries is active in all geographical regions around the world, serving over 2,600 references from its Sales & Service Centers in China, Dubai, England, Poland, Russia, Singapore, USA & Latin America.



Rabobank



Randy Hardja
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Rabobank

Rabobank is an international full-range financial services provider founded on cooperative principles more than 115 years ago. With its focus on 'Banking for Food' and 'Banking for the Netherlands', Rabobank provides customised financial solutions to food and agribusiness companies, commodity traders and its Dutch international active clients around the world.

Today, Rabobank has an 86% market share in the agricultural and agribusiness lending market in the Netherlands. And Rabobank is the market leader in the MSME segment in The Netherlands with a market share of 41% and services more than 8 million customers with its retail bank.

To serve the international market, Rabobank Group has 389 offices in 40 countries outside the Netherlands. Customers in Vietnam are served through Rabobank's office in Singapore, which is the Southeast Asia Hub for the Group serving customers in Malaysia, Philippines, Thailand, Vietnam and Singapore.

Rabobank's mission of Growing a Better World Together, among others, refers to a growing world population requiring more food production whilst having to take care of the world's natural resources. A shift towards more sustainable food systems with better yields will require better financial services throughout the value chains. Rabobank believes that strong financial institutions, locally embedded and owned are able to contribute to that change.

Through our partner institutions we aim to build resilient financial systems with improved access to financial services and increased usage thereof. Rabo Partnerships has a number of tools to support this endeavour, including advisory services, investment capital, and access to networks.



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Saxion University of Applied Sciences

Saxion University of Applied Sciences is one of the largest institutions of higher education in the Netherlands, with close to 27,000 students (and still growing!). The quality of education at Saxion is monitored by the Dutch Ministry of Education, Culture and Science, and is of the highest standard. We are very proud of our diverse student body. Our international student population tops 3,500 students with a total of 89 different nationalities. Our international classrooms are made up of a mix of students from all over the world. In this way we provide you with a truly multi-cultural experience in which you can learn from fellow students of different backgrounds and nationalities.

Saxion University of Applied Sciences has a strong international orientation in education, research and entrepreneurship. The world is becoming more and more international, and we make sure our students are equipped to face this reality. Our international orientation prepares students for the national and international labour markets and gives them the competences these markets are calling for. Internationalisation of education and research is a way of providing better quality education and enhancing research. Our applied education and research contribute to societal issues at a global, national and local level. Hence, the slogan of Saxion is Get Ready for A Smart World.

To achieve our objectives, we build close relationships with foreign partners on the basis of equality and mutual benefit. Saxion has more than 25 years of relationships with the educational community in Vietnam and has learned to appreciate the culture and tradition of the country. One of the main achievements of Saxion (and her Dutch and Vietnamese) partners is assisting the Ministry of Education and Training (MOET) in developing a more profession oriented Higher Education system.



Jan Jaap Folmer
Chief Upp!



Tran Khanh Ngoc An
Impact Maker Vietnam
(Ho Chi Minh City)



Marije Kock
Impact Maker Vietnam (Hanoi)

Upp! UpCycling Plastic

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Upp! UpCycling Plastic

Upp! UpCycling Plastic closes the loop on plastic waste locally by using local plastic waste to make durable and 100% recyclable products for local use. In this way we save plastic waste from incineration, burning, landfill and entering nature and oceans.

Upp! is developing a modular re- and upcycling plant for processing local plastic waste into different products for our Circular Plastic Production and Innovation Centers.

Upp! is a startup company and we have activities in the Netherlands and Vietnam. We work together with local partners to develop our projects. In Vietnam we are setting up projects in Hanoi, Can Tho and we are preparing our first project and factory on the island of Phu Quoc in Vietnam together with our partner TTC Group.

On Phu Quoc we will use plastic waste from beaches and landfills to make construction materials such as tiles, bricks, roof tiles, planks and poles to be used at hotels and resorts, for infrastructure projects and public areas on the island.

We are looking for strategic partners in Vietnam who are the frontrunners in sustainability and want to work together to make an impact on the world's plastic waste crisis.

Upp! Together we will make our world clean, green and circular.

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Robert de Bruin

Director Communication & Markets

Van Oord

Van Oord is a leading international contractor specialising in dredging, marine engineering and offshore projects (oil, gas and wind). We are an innovative partner for our clients and, for more than 150 years now, have been helping to create the infrastructure for the world of tomorrow.

The growing world population needs more space. The demand for energy continues to rise and society needs a sustainable energy system. The growing volume of world trade requires more and better port facilities and climate change is threatening coastal areas. Van Oord provides innovative solutions for worldwide maritime challenges, both now and in the future.

Van Oord is a Dutch-based, independent family business, which is characterised by visible leadership, long-term vision and a sound financial position. Substantial investments in people and equipment are made with great care to ensure the continuity of our business.

Our staff, approximately 5000, are committed, entrepreneurial professionals who are passionate about water and technology. They know the importance of cooperation in achieving the best possible result. Being open and honest, they build on mutual trust and respect.

Van Oord

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Van Oord Singapore

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Rien Dam

Director / Sr. Consultant

WaterLand Experts

We are a small knowledge company that provides technical assistance, consulting services and networking support for challenging water and land management issues in a context of coastal zone and integrated delta management and climate change adaptation. Key words covering our activities are: geological and environmental analysis in coastal and delta areas, IWRM, land subsidence, groundwater management, information systems, Government-to-Government (G2G) cooperation, project formulation & management. We operate cost efficiently to provide innovative, pragmatic solutions in close collaboration with subject specialists (financing, modeling, information & space technology), but with our feet firmly on the ground and in close collaboration with clients and relevant stakeholders. Our experience covers over 30 countries with an accent on SE Asia (Vietnam, Indonesia, Mekong basin). Based on over 10 years of experience in Vietnam we look forward to engage with government agencies, consulting partners, industry and agribusiness to provide solutions and support to your business.

Feel free to contact us for the following services:

- Integrated coastal zone / Delta management and planning
- Integrated Water Resources Management consulting services
- Groundwater resource assessments, management and sustainable use
- Technical assistance for Land Subsidence studies and solutions
- Capacity building, applied research and knowledge transfer
- Climate Change adaptation and strengthening resilience
- Project management and programme coordination for governments, institutions and companies

In addition to the technical subjects, our services cover advice and all-in solutions for financing and proposal development, forming successful partnerships and introducing cost-saving business innovations.

WaterLand Experts

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Arno Kops

Area Manager (Singapore)



Nguyet Nguyen Thi Anh

Country Representative (Vietnam)

Witteveen+Bos

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Witteveen+Bos

Witteveen+Bos is an engineering and consultancy firm established in 1946. Currently, we have more than 1,100 professionals worldwide working within a network of 19 offices in 11 countries. We strive to be a top class consultancy and engineering firm.

Witteveen+Bos offers its clients value-added consultancy and top quality designs for water, infrastructure, environment and construction projects. We use our high-end expertise to resolve complex issues and are a committed partner for our clients.

Our areas of expertise are:

- Built Environment
- Deltas, Coasts and Rivers
- Energy, Water and Environment
- Infrastructure and Mobility

We handle the full scope of consultancy services from conceptual (policy) studies, to design and engineering, to maintenance management and training.

In South-East Asia, Witteveen+Bos aims to optimise the value for our clients and partners by our innovative consultancy and engineering services in the field of port development, (industrial) wastewater related matters (treatment, consumption, reuse), hydraulic engineering, flood management and environmental engineering.

Profile of Commercial Contacts Wanted:

Looking for NETWORKING with companies that might be interested in expanding their business from The Netherlands to South-East Asia.



Agrifood & Horticulture



Bert Strikkers
Director



Lysette Strikkers
Project Manager

Alumat Zeeman

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Alumat Zeeman

Alumat Zeeman services the national and international horticultural industry since 1928 with specialized Greenhouse Parts, Greenhouse Systems and Industrial Processing. We are based in the heart of the Dutch horticulture region the Westland.

As our world is facing the challenges of a growing population moving to live more and more in cities, the requirement for sufficient safe food as well as for a healthy green living environment is critical. Covering crops with greenhouses protects our food and flowers against a changing climate, increases productivity per square meter and improves the quality of the crops we are growing.

Especially our ventilation and screening systems for crops grown in plastic and glass greenhouses help creating the right growing circumstances for produce and flowers. We design, engineer and produce screening and ventilation systems in our production facility in Maasdijk (NL) and through our office in the World Horti Center in Naaldwijk we closely cooperate with other specialized companies in our industry. Our client portfolio is diverse, comprising major Dutch, foreign based and international enterprises, middle market companies, nonprofit organizations and government institutions.

Unique Selling Points:

- Fully dedicated team focused designing, engineering and production of screening and ventilation systems for greenhouses. In-depth product, market and segment knowledge.
- Export of our systems all over the world including Vietnam.
- Inhouse production of critical parts
- Intensive cooperation with other horticulture industry specialists
- Technical support in general and for installation to our customers and international business partners

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that might be interested in expanding their business in selling and installing ventilation and screening systems in Vietnam for the expanding floriculture and horticulture industry.



Maaïke Groot
Manager Public Affairs

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East-West Seed Vietnam

EAST WEST SEED (HAI MŨI TÊN ĐỎ) is a member of EAST WEST SEED GROUP, the market leader for tropical vegetable seeds. East-West Seed is a Dutch family enterprise with its headquarters in Thailand. Using the most advanced technologies in vegetable plant breeding, East-West Seed creates value for farmers by producing Better Seeds for Better Yield™. The company develops, produces and markets high-quality vegetable seeds that allow farmers to be more productive and earn more from their land and labor. East-West Seed products are planted in the field of over 18 million farmers worldwide, many of them smallholders. The company has over 4,600 employees, R&D stations in several countries and exports to over 60 countries in the tropical areas of the world.

In Vietnam, East-West Seed is known to farmers and vegetable producers as the Hai Mui Ten Do brand, which means "two red arrows" in the local language. East-West Seed (Hai Mui Ten Do) (HMTD) was introduced to the Vietnamese market in 1997.

In 2013, it opened a state-of-the-art biotech vegetable research center in a 2.7 hectare area in the Vietnam Singapore Industrial Park (VSIP) in Tan Uyen district, Binh Duong province. The facility houses an integrated office and seed processing and technology center. This boosts the company's drive to localize products through local seed processing, coating and auto packing, together with Quality Assurance and ABS system to ensure the best quality products for Vietnamese farmers.



Jule Gosschalk
Sales Executive

Exportslachterij J. Gosschalk & Zn.

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Exportslachterij J. Gosschalk & Zn

Gosschalk, a family business for 5 generations, built on quality and continuity. Centrally located in the Netherlands in Epe, since 1926.

The company is 100% owned and managed by the Gosschalk family and provides labor to 500 employees. The slaughter line has a capacity to slaughter 150 cattle/veal and 600 pigs per hour, making it the biggest single combined slaughterhouse of the Netherlands. Over 90% of the cattle are dairy cattle of Dutch origin and 100% of the pigs are of Dutch origin (born, bred and slaughtered).

Total Chain Management

There is a full production chain situated at the Gosschalk production plant: from slaughtering to consumer-ready. The plant includes: slaughterhouse, deboning, cutting and packaging hall, all completely separated for both beef and pork. Therefore, Gosschalk is able to meet all customers' needs regarding products and packaging. All products are from own slaughtering, we do not purchase any carcasses. This allows us to have total management control of our systems and processes.

Quality and Control

Gosschalk complies to all Dutch and European regulations regarding food safety, animal welfare and working conditions. All animals are checked, before and after being slaughtered, by the NVWA. These veterinarians and quality controllers are permanently present at our plant. Besides these requirements there are numerous quality protocols like BRC, SA8000, ARBO and Environmental Policy. We work with various quality and tracking systems such as: HACCP, GlobalGAP (Global Good Agricultural Practice), IKB (Integral Chain Management) and VKI (Food Chain Information). Only the highest quality of beef and pork are guaranteed by NL-29-EG.



Martijn de Groot
Portfolio Officer

FMO

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FMO

FMO is the Dutch development bank. We invest in over 85 countries, supporting jobs and income generation in order to improve people's lives in the parts of the world where we can make the biggest difference. Our role extends beyond financing, as we help businesses to operate and grow transparently in an environmentally and socially responsible manner.

FMO focusses on financing the private sector active in Energy, Agriculture and Finance.

With our clients serving millions of customers, their adoption of good practices will have a broad positive impact on local development. They create jobs, provide people with an income, generate taxes and contribute to a healthy private sector. This makes it possible to build a local economy that offers opportunities for people today without compromising the opportunities of future generations.

Through our approach, we aim to demonstrate to other investors that strong financial returns and positive impact in developing countries and emerging markets can go hand-in-hand. Our success in higher-risk markets provides them with the confidence to get on board, allowing us to mobilize more funding for our clients.



Jan Willem de Vries
Director Business Development

GD Animal Health

For already 100 years GD Animal Health supports industrial customers (integrations, pharmaceutical companies, feed(additive) companies), governments, veterinarians and farmers by providing animal health programs and laboratory diagnostic services. GD is located in Deventer, the Netherlands, where 400 employees innovatively work on the health of farmed animals every day. In 2018, GD recorded a turnover of 59 million euros.

GD has one of the largest veterinary laboratories in the world, in which we perform over 4,8 million laboratory analyses annually. We employ a team of veterinarians, specialists and scientists who execute animal health monitoring, conduct practical research and develop programs for animal disease prevention and control. GD Animal Health has a good international reputation as a contract research organization for applied research, education and consultancy.

Products and Services Offered:

www.gdanimalhealth.com/products

www.gdanimalhealth.com/consultancy

For consultancy GD offers partnerships, fe. every 3 months a GD expert will come to your farms, trains the veterinarians, etc.

www.gdanimalhealth.com/academy

Our GD Academy provides education and trainings related to animal diseases for farm staff and their veterinarians, the veterinary pharmaceutical industry, the feed industry and the government.

www.gdanimalhealth.com/plexus

Consulting will be done in combination with Plexus online animal health monitoring system and antibiotic reduction

www.gdanimalhealth.com/gd-diagnostics/product-information

Diagnostics: biological reagents

www.gdanimalhealth.com/pts

Check reliability of labresults

www.gdanimalhealth.com/lab-services/fta-cards

FTA cards

www.gdanimalhealth.com/news/magazine

Latest news on animal health

GD Animal Health

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Steven Collet
Operational Director, Member
Executive Board

IDH, The Sustainable Trade Initiative

IDH convenes companies, governments and others in public-private partnerships. Together we drive the joint design, co-funding and prototyping of new economically viable approaches to realize green & inclusive growth at scale in commodity sectors and sourcing areas.

Our approaches are designed to drive sustainability from niche to norm in mainstream markets, delivering impact on Sustainable Development Goals. We focus on creating positive impact on deforestation, living incomes and living wages, working conditions, toxic loading and gender.

IDH is supported by multiple European governments, including the Dutch, Danes, Swiss, Norwegians and British. We work together with over 500 companies, CSOs, financial institutions, producer organizations and governments in 12 sectors and 12 landscapes in over 40 countries worldwide.

Products and Services Offered:

- International best practice beyond CSR
- Company sustainability coalitions in agriculture and manufacturing
- Access to concessional finance for smallholder farmer inclusion in value chains and for sustainable land use

Unique Selling Points:

- We develop and co-finance business models that create societal value
- We have professionals in major commodity producing countries that can help you find your way in business and government
- We can link you to social impact funds

Profile of Commercial Contacts Wanted:

We look for companies that want to co-invest in sustainable sourcing from Africa and emerging markets in Asia and Latin-America.

IDH, The Sustainable Trade Initiative

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Henk van Eijk
Director



Theo Tiegelaar
Executive Partner

Kenlog

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Kenlog

Kenlog is strongly involved in innovative and sustainable developments for the production and distribution of vegetables, herbs, flowers and plants. It plays a key role in a network of specialized companies by providing services for the development, implementation and coordination of production, trading and logistics processes.

Our vision

It is Kenlog's ambition to contribute to the world's growing demand for safe and healthy food. The next level of flower and food production will be characterized by sustainable local-for-local, safe, efficient and high-quality production methods. Collaboration, sharing and transferring of knowledge and expertise form key conditions for a successful implementation of this vision.

Our services

- Horti & floriculture supply chain management
- Crop cultivation techniques
- Post-harvest management
- Quality management systems
- Primary food processing and packing
- Greenhouse design and management
- Indoor farming
- Open field farming
- Circular (agro) economy
- Feasibility studies
- Cost-benefit analyses
- Project coordination and management
- Project development, contracting and turnkey delivery
- Trainings

Unique selling points

- Know-how, skills, experience and partners in the entire food- and floriculture supply chains
- Practical, hands-on approach
- Pro-active involvement and commitment
- Demand-driven solutions, focused on the client's situation and immediately implementable

The Netherlands Vietnam Horti Business Platform

Kenlog is the initiator and coordinator of the Netherlands Vietnam Horti Business Platform, a cooperative association of Dutch companies and institutions, representing the entire horti supply chain. The Platform operates under the umbrella of the Netherlands Vietnam Chamber of Commerce. The general purpose is to stimulate business in the field of horticulture between the Vietnam and the Netherlands.



Aad van der Knaap
Managing director

KP Holland

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KP Holland

KP Holland is a family business company for almost 70 years. We focus on breeding as well as growing several attractive potted plants, such as Kalanchoe, Spathiphyllum and Curcuma. We sell our genetics all over the world. We believe that a key for success is cooperation with local partners. They understand best the local needs and habits.

Our goal is finding such a partner in Vietnam, who is able to grow quality young plants for the local growers. Another goal is to find a Tissue culture laboratory, that is able to propagate our genetics for the market, but who is also able to export the TC products to clients in other parts of the world.

The unique combination of both disciplines - breeding and growing – in one company sets KP Holland apart. The varieties developed by the company's breeding activities are thoroughly before entering the market tested. Commercial potential is included as an objective in the continued development of new varieties.

Products and Services Offered:

- A high level breeding team
- 70 years of growing experience
- Young plants of Curcuma, Spathiphyllum and Kalanchoe
- Tissue culture plants

Unique Selling Points:

- Specialized in developing commercial potted plant varieties
- Both breeding and growing knowledge under one roof
- Partnerships all over the world
- We have an experienced team of 140 Dutch professionals, based in the Netherlands
- We believe that focus will lead the quality

MORTEROS ATLANTIC

Louis Ludolph
Managing Partner



Eric Blanckstein
Partner, Meat Specialist

Morteros Atlantic

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Morteros Atlantic

Morteros Atlantic is a Dutch company specializing in:

- Livestock cattle export from various countries, primarily Uruguay, to various countries
- Beef export from mainly South America, primarily Uruguay

Our company offers all services required for said exports, offering high standards of animal welfare, quality and service, using the best possible partners, staff and equipment.

Unique Selling Points:

- Our team is composed of highly experienced professionals with long careers in the cattle business, meat business and in managerial – international – matters
- Each of our partners contributes his own specialism, together forming a strong and reliable team
- Most products are hormone and antibiotic free, often by law
- Natural and sustainable production wherever possible
- Traceability of most of the production
- Extensive (local) know-how
- Experienced team with roots in the industry
- Fast and clear communication
- ENTHUSIASM for our field of activities!

Profile of Commercial Contacts Wanted

Morteros Atlantic is looking to expand its business to Vietnam and therefore hopes to meet with:

- Importers and/of distributors of beef
- Hotelchains
- Supermarketchains
- Restaurantchains
- Farmers and breeders of bovine livestock and/or their associations
- Government bodies involved in our activities

NEDSPICE

Alfons van Gulick
Group Managing Director

Nedspice Group

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Nedspice Group

Nedspice Group is a globally leading spice ingredients manufacturer that is headquartered in Rotterdam, the Netherlands, with a history that dates back to 1863. The group's core activities are in the sterilization, grinding and blending of single spices, herbs and dehydrated vegetables. Nedspice owns production facilities in Vietnam and India and operates sales offices in Asia, Europe and the USA. Warehousing and distribution services are being offered from distribution centers in Vietnam, the Netherlands, the United Kingdom, the United States of America, China and South Africa. Globally Nedspice employs around 550 people and services some 300 customers in over 50 countries, mainly B2B. The volume handled is currently close to 22,000 tons, generating around US\$110 million in revenues.

Corporate Social Responsibility and Sustainability are part of Nedspice's core values. Through its Nedspice Farmer Partnership Programme (NFPP) the company operates farmer networks in Vietnam and India that reach out to some 2,500 farmers who cultivate around 10,000 hectares of land. NFPP is built around three objectives, i.e. improving agriculture practices, partnership building and community involvement.

In 1997 Nedspice Processing Vietnam Ltd was established with the idea to clean and grade black pepper in Binh Duong province, some 30 km north of Ho Chi Minh City. Currently Nedspice Processing Vietnam Ltd is a global player in grinding spices, applying state of the art technologies in processing and laboratory testing, and offering a wide range of spices that are sourced locally, but also from other countries. Nedspice Vietnam is proud of its 400 employees who source, process and ship spices to the highest standards with full traceability and to customer specification on a daily basis. Main products handled in Vietnam are black and white pepper, nutmeg, ginger, cassia, cloves and pimento.



Martijn Enter
CEO

NovoLearning

Novo is a fast-growing online and mobile learning provider. We specialise in language and compliance training for the professional market, such as higher education and businesses. We have clients in Vietnam, Singapore, Indonesia, China and the EU. Some of our current clients include Mandarin Oriental, De Heus, DIKTI (Ministry of Higher Education of Indonesia), Hyatt Hotels, Alila Villas and a number of universities. Most of our clients are growing companies and universities that face the same challenge: improving their employees' and students' English communication skills so that they can expand their career opportunities.

Novo offers a learning solution that is interactive and helps you to speak better English. The courseware and certificate are trusted by leading universities, companies and governments. The courseware can be easily tailored to specific industry or job requirements and results are measurable. Results have shown that Novo's courseware and methods increase the English language proficiency of many learners in Asia.

We hope to gain support from the government to enter the Vietnamese higher education market. Simultaneously, we want to connect with companies operating in an international setting that are in need of an effective and proven method to train their employees' English communication skills.

NovoLearning

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Henry van den Bighelaar
Managing Director

Palital Feed Additives

Palital Feed Additives means clean growth, the individual animal's growth and the growth of the livestock industry. Palital Feed Additives is a manufacturer of sustainable, high quality feed additives. We focus on smell free butyrate concepts, slow release urea, flavors and sweeteners. With our butyrate concepts, we can replace the preventive used antibiotics in feed as a growth promoter, while still protecting and restoring the intestinal health of the animal. For ruminants we produce a coated slow release urea, that provides an advanced and cost-effective substitution for regular protein sources, such as soy.

Our products are produced in-house, in our production facilities in The Netherlands. This ensures full control regarding the design and quality of the final products.

On behalf of our distributor in Vietnam, Develing International, with offices in Hanoi and Ho Chi Minh City, we are looking for customers that can use our products in feed for animal livestock nutrition.

Palital Feed Additives

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Sven Dekker
Country Coordinator Vietnam

PUM Netherlands senior experts

PUM Netherlands senior experts, is a non-profit organization promoting entrepreneurship and sustainable economic growth in developing countries and emerging markets. We provide hands-on advice to small and medium sized enterprises (SMEs) and related organizations that lack knowledge and can't afford commercial consultants. The advice is provided by senior experts who share their knowledge and network on a voluntary basis. We actively maintain a network of more than 150 representatives in 30 countries around the world, connecting directly with entrepreneurs, business support organisations and partners locally.

PUM has been active in Vietnam over 15 years. We have assisted about 800 small and medium size enterprises and schools in Vietnam. In Vietnam, we offer practical expertise within the most important sectors of the economy. Personal attention and reliability are key qualities of our approach. Always with respect for humans, culture and the environment. We stimulate the well-being and development of our employees, volunteers and customers. By doing so, we impact positively on the economy, society and the environment. Customers are keen to work with us and enlarge their chain of knowledge. At this moment, PUM in Vietnam has a performance of around 100 advisory missions per year in Vietnam. We currently have a team of 9 local representatives, Saigon (2), Can Tho (1), Dalat (1), DaNang (2), Hanoi (2) and Thanh Hoa (1). In recent years, PUM Vietnam has also deployed a development from Aid to Aid & Trade, so we support companies that are active in the value- or supply chain of Dutch companies.

Products and Services Offered:

- Agri- & Horticulture
- Animal production, beekeeping & Fisheries
- Food & Beverage production
- Energy, Water, Waste & Environment / CSR
- Health Care
- Building & Construction
- Chemical & Synthetic materials
- Metal Industries
- Textile & Leather
- Trade
- Business consultancy
- Tourism & Hospitality
- Vocational Education

PUM Netherlands senior experts

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Bjorn Schrijver
Senior Project Manager



David Gerbrands
Global Head Advisory Services

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Rabobank

Rabobank is an international full-range financial services provider founded on cooperative principles more than 115 years ago. With its focus on 'Banking for Food' and 'Banking for the Netherlands', Rabobank provides customised financial solutions to food and agribusiness companies, commodity traders and its Dutch international active clients around the world.

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Rabobank's mission of Growing a Better World Together, among others, refers to a growing world population requiring more food production whilst having to take care of the world's natural resources. A shift towards more sustainable food systems with better yields will require better financial services throughout the value chains. Rabobank believes that strong financial institutions, locally embedded and owned are able to contribute to that change.

Through our partner institutions we aim to build resilient financial systems with improved access to financial services and increased usage thereof. Rabo Partnerships has a number of tools to support this endeavour, including advisory services, investment capital, and access to networks.



Arjen Janmaat
International Sales Manager



Jan Hoogewoning
Business Development Manager
South-East Asia

Ridder Growing Solutions

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Ridder Growing Solutions

Ridder, a Dutch family-owned company, has been supporting greenhouse growers for over 65 years with electromechanical systems, climate technology and software that is designed to optimize all cultivation and management processes within a horticultural business. Ridder does this by providing tailor-made solutions to “help you grow your way”, with a clear focus on delivering customer value through adaptive technology and knowledge transfer.

The drive to innovate is part of Ridder's DNA. This has made the company a leading supplier of advanced process computers, water-saving innovations, transparent management systems, reliable drive units and energy-saving climate screens. These pragmatic solutions of Ridder enable sustainable controlled environment agriculture in every country and climate.

Operating from multiple strategic locations on three continents, Ridder is a fast-growing international company with more than 300 committed employees and a global partner network that support greenhouse growers to successfully produce food and flowers in more than 100 countries.



Roelof Postma
Sales Manager

Stoop Flowerbulbs

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Stoop Flowerbulbs

Stoop Flowerbulbs Holland is the world leader in gladiolus bulbs with more than 70 years of experience in the production, trade and export of gladiolus bulbs.

We offer a large assortment of more than 200 different varieties in a wealth of colours, for the professional flower grower and wholesaler.

With our carefully selected bulb growers and hybridizers in Holland we continuously improve and develop new varieties.

Which are tested all over the world by our partners. By exchanging each other's experiences and expertise we guarantee the highest level of quality.

Craftsmanship, knowledge, and specialization are keywords for our organisation.

Unique Selling Points:

- **High Quality:** Our Dutch producers perform extensive research and develop new varieties and technologies to obtain a high quality product recognized worldwide.
- **New varieties:** We introduce new species every year, which allows us to differentiate ourselves with attractive varieties that achieve the best returns on crops.
- **Knowledge and guidance:** We have all the expertise to develop the most suitable personal cultivation program with the best results. This personal contact allows us to offer individual technical assistance to achieve the best results

Profile of Commercial Contacts Wanted:

The goal of Stoop Flowerbulbs is to expand its market in Vietnam. Therefore we are looking for partners/companies in the flower production sector that are interested in working with us.



Salvador Roig Coll
Founder

Terranauta

Terranauta is a Dutch company focused on the global transportation of bio-ideas. We are specialized in China and Southeast Asia. The core of our business is to empower agribusiness & rural development. Teaming up with Terranauta will help breakthrough ideas, products and technologies diffuse all over the world.

Our main goal is to bring to the Vietnamese agriculture & horticulture special fertilizers, plant nutrition products and soil regenerative treatments. We have available liquid organic matters, bio-stimulants and plant self defense inducers.

Our treatments are applied through foliar treatments, seed treatments and fertirrigation in all kinds of crops and soils. Some of our products are adapted to the Vietnamese fertilizer regulation and they do not need registration for export.

These products help increasing yields (average 25% increase) and crop quality parameters (e.g. sweetness in tropical fruits). They have also positive environmental impacts and benefits for the farmers' health (plant-based fertilizers with ZERO chemical residuals).

We are looking for Vietnamese agricultural companies and distributors willing to apply our cutting-edge fertilizers. The motto of Terranauta is "Transport of bio-ideas", in this case bio-fertilizers to enhance health, productivity and taste of Vietnamese fruits and vegetables.

Terranauta

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Loek Hermans
Chairman



Gabrielle Nuijten-Vaarkamp
Managing Director

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.

The Topsector Horticulture & Starting Materials is one of the nine Top sectors appointed by the Dutch government. It is a platform where government, companies and knowledge institutions work together on knowledge and innovation programs, the Human Capital Agenda and internationalization.

Topsector Horticulture & Starting Materials

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Thi Thu Hang Dao
Country Manager, Vietnam

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Trouw Nutrition

Trouw Nutrition is the global leader in innovative feed specialties, premixes and nutritional services for the animal nutrition industry. Trouw Nutrition provides species-specific nutritional solutions consisting of feed concepts, products and nutritional know-how.

The unique combination of products, models and services Trouw Nutrition offers, boosts productivity and supports animal health through all life stages with the ultimate goal to optimize our customers business form a nutritional perspective. Trouw Nutrition has location in 35 countries sales in over 90 countries and around 3,000 employees.

Trouw Nutrition is part of Nutreco, a global leader in animal nutrition and fish feed. Quality, innovation and sustainability are guiding principles, embedded in the Nutreco culture from research and raw material procurement to products and services for agriculture and aquaculture. Experience across 100 years brings Nutreco a rich heritage of knowledge and experience for building its future.

Trouw Nutrition has the expertise to bring effective solutions for improved growth and enhanced benefits through: people and skills, specialized products, animal and economic models and application services. With innovation being central to all our activities, we aim to be the complete solution providers.

Our mission is Feeding the future. Feeding is the essence of Nutreco: expressing the challenge to double food production while halving the footprint. Our ambition is to contribute to meeting the rising food needs of a growing world population in a sustainable manner.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies active in the animal nutrition and animal husbandry industry.



Paulien Slinkman
CFO



Kim Veldman
Manager export

Veldman Group

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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 with in total over 100 employees. 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.

Unique Selling Points:

- Turn-key projects.
- Practical experience from our own farms in the Netherlands.
- Guidance from the design to the farm manager.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that might be interested in building high-end pig stables or farmers that are looking to renovate or expand their farm.



Hai Pham
General Director

Vietnam Trade International

Vietnam Trade International is a consultancy organization, based in the Netherlands since 2013. Hai Pham started business with Vietnam in 1997. The company maintains good relations with governments in Vietnam and in the Netherlands. We advise local authorities in Vietnam and in the Netherlands to develop mutual economic relations.

We support Vietnamese and European companies and universities to do business together. We advise and support the European companies to invest in Vietnam and the Vietnamese companies to invest in the Netherlands and European Union.

- We combine the beauty of Vietnam and Holland
- We know the business culture of Europe and Asia
- Together with Vietnamese Educational companies we help students to study in the Netherlands and Europe

Vietnam Trade International is active in Hanoi, Ho Chi Minh city, Binh Duong, Dalat city and Mekong Delta Area in setting up strategic policy in the field of Wind Energy, Water Treatment and Horticulture & Flowers.

In Binh Duong smart city, we are involved in the "Europe House", an excellent service center for European entrepreneurs and investors.

Vietnam Trade International

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Arjo Rothuis
Manager International
Collaboration Asia

Wageningen University & Research

Wageningen University & Research (WUR) is the only specialized university and research organisation in agriculture and food in the Netherlands. With approximately 30 locations, 6,000 staff members and 12,000 students, we are a world leader in agro and food. We develop knowledge and we help our partners and clients to apply the knowledge. In this we differ substantially from other universities. The combination of practical research, education and value creation has made us internationally successful. We implement projects all over the world including many in Vietnam.

Besides fundamental research and academic (BSc, MSc, PhD) training WUR provides:

- *Contract Research and transfer of technology* for example on improving the shelf life of crops, flowers and processed food, technical studies on the application of your product in nutritious foods, precision agriculture technology, greenhouse horticulture, agri-logistics, agri data management, smart irrigation, water management, the development of agro parks etc.
- *Consultancy*, for example advising companies on international market developments in agro and food,
- *Capacity building*, for example specialist training courses for professionals in high tech agriculture, horticulture, livestock farming, and aquaculture.

An overview of our technologies and innovations has recently been documented on the occasion of 100 years WUR at:
https://www.wur.nl/upload_mm/a/b/9/1249bada-176e-4df7-add7-e5d85d02e611_8412103808_CC_100Y_Impact_UK_LR.pdf

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Logistics



Geert Boosten

Professor Aviation Management

Amsterdam University of Applied Sciences, Aviation Academy

The Amsterdam University of Applied Sciences has over 45,000 students in 80 bachelor and professional master programs. The Aviation Academy consists of education, applied research and in company programs for the aviation industry. Our staff has a broad experience in airport, airline and ATC operations, aircraft engineering, maintenance and human factors. The Aviation Academy is a founding member of a network of Aviation Universities in Europa, USA and Mexico (ATAERA).

Our education and research focusses on the sustainable operational readiness of the aircraft itself as well as how it is used to transport people and cargo from A to B including the infrastructure needs and within societal and environmental limits. The aviation industry is an important partner in all our activities.

The Aviation Academy offers:

- A bachelor program in Airport and airline operations, air transport development, Security and Technology, MRO, flight operations and a pilot and ATC-controller program in cooperation with flight school and Dutch ATC
- Professional master programs Operations (as from 2020) and MRO
- Applied research on Aviation capacity, MRO, Human Factors & Safety
- Masterclasses on MRO, Human Factors, Aviation Operations and professional conferences.
- Long term partnerships with industry on research and training

Our network and partnerships are growing fast and we are constantly looking for opportunities to expand and to link our areas of expertise to those of our partners.

Amsterdam University of Applied Sciences, Aviation Academy

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John Vlaar

Chief Vision Officer / Founder

Electude International

Electude is the creator of the world's leading automotive e-learning solution used by thousands of schools, companies and governmental agencies. Electude is used in over 60 countries, is available in Vietnamese language, and currently in use by over 3,000 educational institutions, 30,000 instructors and over 300,000 students!

Electude was founded in 1990 by two automotive instructors who pioneered a new and unprecedented approach to automotive education. Electude's e-learning engages learners with interactive, discovery-based lessons, formative assessments and realistic animations and graphics. Unlike traditional learning materials, Electude's simulation-based and modular e-learning lessons engage students in a 3D gamified learning environment that delivers a discovery-based experience focused on "learning by doing".

Electude is a cloud-based e-learning solution that allows instructors to assign, create, manage and create lessons, exercises, tests and tasks. Students can complete their assignments from any location and from almost any web-enabled device. Electude's Automotive Essentials curriculum contains over 1,000 interactive lessons, with new and updated modules added weekly at no additional charge. Electude's Electric Drive curriculum includes over 100 lessons concerning hybrid and electric drive vehicles. Electude is currently developing a Heavy-Duty Truck curriculum that, when completed, will cover all systems of the modern heavy-duty truck. Electude's engine simulator allows instructors to assign hundreds of activities requiring learners to find the source of engine faults in a hyper-realistic 3D environment.

Electude has a proven track-record and gives instructors everything they need to teach, track and test automotive technology students. Most importantly, Electude engages, motivates and excites today's learners!

Electude International

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ING Bank

In Asia Pacific, including Vietnam, ING offers wholesale banking across 14 markets and service our clients with experienced banking experts based in Singapore, covering various sectors in dedicated teams relevant to the stakeholders visiting Vietnam this week:

- Transport, Logistics & automotive
- Energy
- Infrastructure
- Commodities, food & Agriculture

We support lending and investing decisions that contribute to a sustainable growth and in an excellent position to facilitate our clients' financial needs in Vietnam with products as trade finance, structured finance, export finance, project finance and corporate finance.

Looking forward to meeting you all and see in what way we can boost business in Vietnam!



Evelien Hooijman
Relationship Manager APAC,
Head of Dutch Clients

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Maritime Research Institute Netherlands

MARIN is an independent service provider in hydrodynamic and nautical research and development, whose know-how and experience is made available for Concept Development, Design Support, Operations Support and Tool Development for ships and offshore structures. MARIN's customers include governments, authorities, commercial ship builders, fleet owners and naval architects internationally. The core asset of MARIN is its staff, in total over 350 employees, from researchers to engineers.

With advanced mathematical models different aspects of the sailing behaviour of ships and offshore structures can be investigated and optimized via computations. For validation and or investigating special model tests are used. Full scale measurements are performed to validate predictions or to analyse specific topics in full scale. Real time simulation is applied for training purposes and for investigating sea keeping behaviour and manoeuvrability in critical conditions.

More specific MARIN provides:

- Consultancy in concept design, business case calculations, operational performance of ships, inland ships and seagoing ships.
- Prediction, optimization and model testing focused on minimizing the resistance and propulsion power of ships and on operational performance of offshore (wind) structures. Assessing, improving and or modelling manoeuvring behaviour of ships.
- Simulations of (inland) ship manoeuvring in critical conditions.



Wytze de Boer
Senior Project Manager Ships,
Transport and Shipping



Erik Rotteveel
Project Manager Ships, Transport
and Shipping

Maritime Research Institute Netherlands

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Hans Offerman
Managing Director

MovingDot

MovingDot is a consultancy firm which assists in all aspects of Air Traffic Management affairs. Founded in 2010 with now a team of 22 analysts/experts including former/current air traffic controllers (ACC, APP, GND and FIS).

We are experts in air traffic management. We focus on connecting the worlds of policy making and that of operational reality. Whether it is to bring you an improved operational efficiency in ATC or airport operations, or to guide your national or company strategic direction. Our strength is to provide you with realistic solutions by a pragmatic approach in the projects we carry out.

MovingDot is specialized in airport and air traffic control operations, airspace and route design, airspace management, design of ATM procedures (including PANS OPS), tower development, safety assessment and SMS implementation. The corresponding business and change processes are thoroughly understood, not only from a technical point of view, but also from an organisational point of view. This enables MovingDot to support implementation of new processes and procedures in ATM-related organisations on a strategic, tactical and operational level.

Customers of MovingDot are internationally operating organisations; air navigation service providers, airports and governmental departments & agencies. Examples: ATC The Netherlands - LVNL, Deutsche Flugsicherung - DFS, skyguide of Switzerland, the FABEC Project office, Administration de Navigation Aérienne - ANA, Air Navigation Services Aruba - ANSA, Dutch Caribbean ANSP DC-ANSP, Ministry of Infrastructure and Waterworks (NL), Polish ANS Agency - PANSA, Schiphol airport and regional airports Lelystad and Twente.

MovingDot is associate member of CANSO.

MovingDot

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Kjell Kloosterziel
Managing Director



Kris Pauwels
Director Airport Strategy & Studies



Inna Ratieva
Senior Advisor to the Board

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NACO (Netherlands Airport Consultants)

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

As aviation business company of Royal HaskoningDHV, NACO is one of the few consultants in the world that offers products & services in all aspects of airport development, from business consultancy to project implementation.

Airport infrastructure and facilities

NACO is a global leader in strategic airport infrastructure development, master planning, buildings and airport facilities design, including functional layout and architectural design. NACO excels in design and optimization of operational processes and flows. Using simulation tools to optimize systems and processes like aircraft movements, GSE equipment, passenger processes and baggage and cargo handling systems.

Airport City and airport environment

Airport City concept design and implementation requires overarching regional development vision and multi-disciplinary approach: urban development, environmental impact studies, noise abatement, multi-modal ground transport and logistics studies, industrial cluster development, land reclamation, water management and many others.

NACO has rendered consultancy services for large hub airports as well as for small and regional airports. In Asia, NACO is engaged in projects on more than 60 airports. Some world-wide examples: Amsterdam-Schiphol, Moscow Sheremetyevo, Bangkok, Beijing Capital Jakarta, Kuala Lumpur, Kuwait, Singapore Changi and many others.

In Vietnam NACO was involved in Da Nang and Van Don International airports. NACO leads Dutch Aviation for Vietnam government to government program aimed at exchange of know-how and expertise in ATM, airport capacity, the environment and airport city. Together with CAAV and ACV partners various master classes and workshops were organised in Vietnam and the Netherlands.

For more information please visit: www.naco.nl



Marja Eijkman
Vice President



Ahmad Bakkar
Director Business Development
Civil Aviation

NLR

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NLR

NLR is a leading international research centre for aerospace founded in 1919. Bolstered by its multidisciplinary expertise and high quality research facilities, NLR provides innovative and end-to-end solutions for complex challenges in the aerospace sector.

NLR helps airlines, airports, ANSPs, Government entities and/or Industry/SME to deal with capacity, efficiency or safety improvements, environmental loads or cost reduction issues. NLR also supports organizations facing challenges involving third part risk, emissions, alternative fuels or noise issues in civil aviation. We may be able to help you with all these matters.

NLR has customers around the world. It is the main supplier of the Dutch government when it comes to Airport, airspace or defence work. NLR continuously supports Schiphol Airport operations and the development of new airports and air routes in the Netherlands.

NLR is a member of SESAR Joint Undertaking and work closely with the European Union on developments in both aviation and space technologies.

NLR carries projects around the world. Some examples are: Mali mission planning, USA airport noise problems engagements, Abu Dhabi airport simulations UAE, Kuwait airport systems renewal, ATM development in Singapore.



Willem Dedden
Director SE Asia

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Port of Rotterdam Authority

The Port of Rotterdam Authority manages and develops the port and industrial area of Rotterdam and is responsible for maintaining the highest safety standards. It operates according to the landlord model, meaning that it leases plots to terminals and industries, but it does not handle cargo itself. With an annual throughput of 470 million tons, the port of Rotterdam is the largest in Europe. The port and industrial area are home to around 385,000 direct and indirect jobs. The area contributes around EUR 45 billion to Dutch GDP.

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



Wouter van Eijkelenburg
Strategic Advisor

Rabobank

Rabobank is an international full-range financial services provider founded on cooperative principles more than 115 years ago. With its focus on 'Banking for Food' and 'Banking for the Netherlands', Rabobank provides customised financial solutions to food and agribusiness companies, commodity traders and its Dutch international active clients around the world.

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Through our partner institutions we aim to build resilient financial systems with improved access to financial services and increased usage thereof. Rabo Partnerships has a number of tools to support this endeavour, including advisory services, investment capital, and access to networks.

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Martin Ford
Course Director Master in
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Myrga Bruins - van Dee
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Rotterdam Business School

Profession oriented English taught higher education in Europe's largest port: Rotterdam

Rotterdam Business School is the economic domain of Rotterdam University of Applied Sciences and offers 15 undergraduate and 3 graduate programs taught in English. Studying at Rotterdam Business School means studying in the dynamic harbor city of Rotterdam, located in the Netherlands. Rotterdam offers the perfect location to embark on an international study career.

Home to the largest port in Europe, Rotterdam has global trade and transport links. It is a gateway to Europe. A major factor of our success is staying closely tuned to the vibrance of the city. Rotterdam is the second largest city of the Netherlands and we are proud to be a part of this enterprising and multicultural city.

In our undergraduate and graduate programs we educate talented professionals from around the world who are ready for change and respond to it by recognizing opportunities and turning them into commercially attractive, efficient and sustainable solutions. We practice what we preach because 'practical' is our distinctive strength. Our teaching methods critically reflect reality. The theory you learn is always applied directly in both research and practice.

English taught programs offered at Rotterdam Business School are:

Bachelor

International Business for Asia
International Business and Languages
International Business and Management
International Business and Supply Chain Management

Masters

MSc in Finance & Accounting
MSc in Consultancy & Entrepreneurship
MSc in International Supply Chain Management

Profile of Commercial Contacts Wanted:

Looking for matchmaking with organizations and universities that are interested in cooperation.



Marije Hulshof

Chair of the Regional Management
Board Asia Pacific, Business Line
Director Industry & Buildings



Bas van Dijk

Managing Director Vietnam

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Royal HaskoningDHV

Royal HaskoningDHV is an independent company delivering engineering, consultancy and project management services since 1881. We have almost 6,000 professionals operating from across the world who are eager to innovate and co-create with clients and partners to have a positive impact on people, our living environment and the economy. Our professionals deliver services in the fields of aviation, buildings, energy, industry, infrastructure, maritime, mining, transport, urban and rural development and water. Our clients can be grouped into four sections: Government & Society, Industry & Business, Infrastructure & Utilities and Intermediates.

Our ambition is to grow our business through innovation and digital services. More and more, we connect the digital with the physical world.

Together with clients and partners, we use data and algorithms to solve new challenges and prevent problems. We help our clients in their digital transformation and we support their business with better and faster execution of their ambitions.

We have been active in Vietnam since 1985, and our clients include multinational companies, the public and private sectors, and national and local government. Within Vietnam we are active in: Water, Industry & Buildings and Maritime & Aviation.



Roel Hellemons

Director Schiphol International

Royal Schiphol Group

The operation of Amsterdam Airport Schiphol is one of the main activities of Royal Schiphol Group. Every year, Amsterdam Airport Schiphol welcomes 70 million passengers and process 1.7 million tonnes of cargo. We employ over 2,000 people and our aviation activities in the Netherlands provide work for a further 300,000 people. In addition, we own and operate both Rotterdam The Hague Airport and Lelystad Airport and hold a majority share in Eindhoven Airport. Royal Schiphol Group also has a stake in and/or collaborates closely with various international airports like Brisbane Airport in Australia, JFK Terminal 4 in New York, Aéroports de Paris and Aruba Airport.

Royal Schiphol Group offers high-quality air traffic facilities and ensures our airports are optimally accessible. We only allow our organization and airports to grow in harmony with our surroundings. In every important decision we make, we strike a careful balance between people, planet and profit.

Royal Schiphol Group

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Patrick Trinh

Managing Director Vopak Vietnam

Royal Vopak

Royal Vopak is the world's leading independent tank storage company. We operate a global network of terminals located at strategic locations along major trade routes. With over 400 years of history and a strong focus on safety and sustainability, we ensure safe, efficient and clean storage and handling of bulk liquid products and gases for our customers. By doing so, we enable the delivery of products that are vital to our economy and daily lives, ranging from oil, chemicals, gases and LNG to biofuels and vegoils.

As of 12 February 2019, Vopak operates 68 terminals in 25 countries with a combined storage capacity of 37.0 million cbm, with currently another 2.4 million cbm under development.

The majority of our customers are international, regional and national companies operating in the oil, chemicals and gas sector.

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

Royal Vopak

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Frits Gronsveld

Chairman of Board of Director



Sandra van Putten

Director



Thuy Nguyen

Chief Representative Vietnam



Tham Nguyen

Project Manager & Vietnam Liaison
Officer

STC Group

STC Group operates in many countries and has more than 700 staff working around the world. Our activities in the Netherlands comprise training, education, consultancy and applied science services. The area of client portfolio is diverse, comprising major Dutch, foreign based and international enterprises, middle market companies, nonprofit organizations and government institutions.

Products and Services Offered:

- upgrade or/and setting up the education and training schools/centres at all levels, satisfying the shortage of skilled human resource for maritime, transport and logistics sectors in Vietnam;
- develop HR strategic plan to government and companies in Vietnam that beneficial for Vietnam fast growing hinterland, port, maritime, transport and logistics infrastructure;
- Join with Vietnamese partners to organise and conduct workshop/seminar/conference as well as execute all management training program for the entire sectors in Vietnam or in the Netherlands;
- Join with Vietnamese partners as consultancy expert to participate in any projects in port, terminal, logistics, shipping and maritime, inland waterway development.

Unique Selling Points:

- Provide first class education, training at all level in the field of logistics, port, terminal, maritime, shipping and transport.
- Provide consultancy and applied science services for the national and international logistics, transport and maritime cluster for both public and private sectors.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that might be interested in expanding their business from Vietnam to the Netherlands and vice versa.

STC Group

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Offshore Wind Energy



Theo Westgeest

Commercial Manager Boskalis
Subsea Cables and Flexibles

Boskalis

To help meet future demand for energy Boskalis offers a wide range of specialist contracting services, combined into integrated solutions. With our dedicated professionals and versatile offshore fleet, we create New Horizons for our clients. Every project brings new challenges; it's how we deal with them that makes the difference. With an impressive track record of multidisciplinary projects in the Oil & Gas and Renewables sectors, we know how to manage interfaces, mitigate risks and simplify execution. Boskalis' Offshore Energy fleet consists of a wide range of installation vessels needed to install offshore and nearshore wind farms, from heavy lift vessels like the DP2 Bokalift 1 with 3000 ton lifting capacity, Shearlegs up to 5000 ton capacity, crane barge Giant 7 with 600 ton crane capacity, DP2 cable installation vessels, cable installation barges, rock installation vessels, semi-submersible transport vessels, tugs, transport barges and survey vessels.

Products and Services Offered:

- Heavy Marine Transport
- Marine Services
- Marine Installation
- Seabed Intervention
- Subsea Services
- Offshore Wind Farm Installation
- Subsea Cables & Flexibles
- Survey

Unique Selling Points:

- Commitment to safety
- Ability to manage complex projects
- Specialist services combined into integrated solutions
- Unique combination of 10,700 experts and a fleet of 900 versatile vessels
- Cost leadership
- Innovative and sustainable solutions
- Operating in 90 countries across 6 continents

Boskalis

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Tarun Brahma

Head of Investments

Climate Fund Managers

Climate Fund Managers ("CFM") is a leading fund manager dedicated to securing a sustainable future through impact investing across global emerging markets.

CFM is a cooperative, incorporated under the laws of the Netherlands and is equally owned by Dutch Development Bank, FMO, & Sanlam InfraWorks - part of the Sanlam Group, of South Africa.

CFM's vision is to structure cutting edge financing facilities around core areas of climate change mitigation and adaptation, including: Energy, Water, Landscapes, Oceans and Sustainable Cities. With its debut renewable energy financing facility, Climate Investor One seeks to finance renewable energy projects across Africa, Asia & Latin America.

Climate Fund Managers

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Gijs Menno Busser
Sales Manager Asia Pacific

Damen Shipyards Group

Damen Shipyards Group operates 33 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's focus on standardisation, modular construction and keeping vessels in stock leads to short delivery times, low 'total cost of ownership', high resale values and reliable performance. Furthermore, Damen vessels are based on thorough R&D and proven technology.

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

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

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

Vietnam is one of the major building locations for Damen. The Damen Shipyards Group has been active in Vietnam since 1994 and started local shipbuilding activities in 2002. During the past 14 years with our six Vietnamese partner shipyards more than 350 ships have been built for both the domestic market and export. Currently there are more than 50 ships under construction.

Damen Shipyards Group

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Bas Stengs
Consultant Hydrodynamics
and real-time systems, Country
representative Vietnam

Deltares

Deltares is an independent institute for applied research in the field of water, subsurface and infrastructure. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins. Managing these densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes and universities at home and abroad. Our motto is Enabling Delta Life. Knowledge is our core business. As an applied research institute, the success of Deltares can be measured in the extent to which our expert knowledge can be used in and for society.

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

Deltares employs over 850 people and is based in Delft and Utrecht, and has several international office around the globe.

We are looking for matchmaking with companies and organisations that might be interested in collaboration with us through consultancies, services and applied research in the field of urban water management, operational warning and management systems, met-ocean services, (offshore) hydraulic engineering, intake and outfall systems, ecology/ water/soil quality, adaptation to climate change, etc.

Deltares

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Aart Ligterink
Business Unit Manager

DEME Offshore

DEME Offshore is a global provider of the most comprehensive and innovative solutions within the international oil, gas and renewables industry. The focus of our services is on transport & installation of foundations and turbines for offshore wind farms, cable installation as well as operations & maintenance activities to full Engineering, Procurement, Construction and Installation (EPCI) contracts.

For oil & gas customers the services include landfalls and civil works, rock placement, heavy lift, subsea construction, umbilical laying and the installation and decommissioning of platforms. By operating a state-of-the-art fleet, consisting of a wide range of self-propelled DP2 installation and heavy lift jack-up vessels with an unrivalled combination of exceptionally high transport, load and crane capacity, DP2 hi-tech fallpipe vessels with an active heave-compensated Remote Operated Vehicle fixed below the fallpipe, and a DP3 cable lay vessel with a cutting edge cable installation system on board, DEME Offshore is able to help customers achieving the most demanding offshore energy projects.

All DEME's latest additions to the fleet are designed as green vessels equipped with next generation, dual fuel engines capable of running on LNG or diesel fuel, which reduce carbon emissions dramatically, almost eliminating particulate matter, sulphur oxides and nitrogen oxides.

DEME Offshore

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Jan Willem Kijlstra
Business Development Director



Jochen Koelewijn
Plant Manager Hapam Vietnam

Hapam

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Hapam

Hapam was founded in 1925. The main facility and headquarters is located in the centre of the Netherlands, 40 km east of Amsterdam. As an independent manufacturer of High Voltage Disconnectors and Earthing Switches for outdoor and indoor substations (voltage range 50kV – 800kV), Hapam has supplied more than 120.000 disconnectors in over 100 countries worldwide. A large number of disconnectors are in service for already more than 50 years.

Hapam maintains a continuous policy of improving the disconnector design, including more recent demands resulting from renewable grid developments for connecting on- and offshore windfarms. This makes Hapam one of the leading disconnector manufacturers in the world.

Hapam operates from modern and well equipped premises with factories in Netherlands, Poland and Vietnam. The company is able to produce disconnectors and earthing switches in an efficient, computer-controlled process in order to fulfill the market requirements.

Total area of premises are 16.000 m2, including storage and testing areas with a production capacity of over 4.000 disconnectors per year.

In short, Hapam is a well-known manufacturer of disconnectors and earthing switches with an excellent performance and world-wide reputation. The continuous improvement of materials and technologies have resulted in high-voltage disconnectors and earthing switches of high quality, which are easy to install and which need minimal maintenance.

For a full overview of our products, services and applications we like to refer to our website www.hapam.nl



Izhaar Abbas
Founder – Chief Executive

Human Capital Resources

HCR is an international Human Resource Development Company based in Eindhoven, The Netherlands. We are specialised in offering highly skilled and experienced IT professionals from the Far East, mainly from The Philippines, India, Bangladesh, Vietnam, Malaysia, Pakistan and Indonesia for our Dutch clients. HCR operates according to the 'total care concept' which completely takes care of the candidate as well as the customer in our insourcing and international placement process. Our core-business is secondment of global IT-talent for our domestic clients in the Netherlands. HCR working methodology is based on the 10-step model which we have developed internally, to ensure the quality of our candidates as well as accommodating the requirements and needs of our clients. HCR will take care of recruitment, selection, relocation, immigration, cultural fit training, candidate welfare, coaching and many more issues. That's how we support the growth of our customers through our insourced IT-professionals.

- Software Developers
- Test Engineers
- Software Architects
- Embedded Software Engineers
- IT Project Leaders
- Data Scientists & Analysts

Products and Services Offered:

- Career opportunities for IT Professionals & Mechatronics Engineers in the Netherlands
- Total Care Concept HCR
- Visa guarantee (Stay and Work Permit)
- Housing, cultural & social support

Unique Selling Points:

- We have a very experienced team at HCR with variety of skills from recruitment, technical, financial and commercial backgrounds combining into our strong HCR team
- Total Care Concept HCR
- Methodology 10-Step Model QC
- Vast international network

Human Capital Resources

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Ly Do
Chief Representative Vietnam

ING Bank

After an earlier presence in Vietnam from 1995 to 2003, ING Wholesale Banking (WB) established a Representative Office in 2012. Our Representative Office taps into the support and cooperation from the strong international network consisting of over 1000 dedicated and experienced banking experts worldwide. We support lending and investing decisions that contribute to a sustainable growth and in an excellent position to facilitate our clients' financial needs in Vietnam with such products as trade finance, structured finance, export finance, project finance and corporate finance.

Thanks to our expertise and first-rate solutions, we have become the mandated lead arranger for major projects including:

- Vietnam's largest-ever private sector power project: This USD \$1.5 billion financing project has won us several awards, including Best Vietnam Deal, Best Project Finance Deal, and Power Deal of the Year
- USD589 million ECA financing to the national flag carrier for acquisition of 4 Dreamliners Boeing 787

ING Bank

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IRO

IRO is the Association of Dutch Suppliers in the Oil and Gas Industry and Offshore Renewable Industry.

The offshore energy supply industry in the Netherlands belongs to the Top 5 of the world. Established in 1971, the association IRO is an independent non-profit organisation that supports and promotes the interests of its 400 member companies.

Acting as the gateway to Dutch suppliers, the IRO mission is ultimately aimed at maintaining and strengthening the position of the Dutch offshore energy industry by creating a level playing field for its members. A sharp focus on cost efficiency, innovation and sustainability within the Dutch supply industry is instrumental to achieve this goal.

The IRO members consist of a wide variety of both multinationals and SMEs. They represent the entire supply chain with activities covering: Engineering & Consultancy, Construction & Fabrication, Plant & Equipment Supply, Contracting & Installation, Exploration & Production and Personnel & HSE.



Tjerk Suurenbroek
Business Development Manager

IRO

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Pondera Consult

Pondera Consult (formerly also active as Wind Minds) is a specialist in the field of renewable energy. Our consultants and developers work together with our clients to identify and realize sustainable energy projects like wind, solar and grid infrastructure. Specifically, Pondera Consult has extensive experience in the planning and development of small and large-scale onshore, nearshore and offshore wind energy projects. In total we have obtained a permit for our customers for more than 4 GW of wind power, of which 1 GW has already been installed; another 4 GW is in pipeline.

Products and Services Offered

We are active in all phases of project development, especially in the first steps of a project. Services of Pondera Consult are:

- Site identification and feasibility study
- Design of wind farm layout and engineering
- Lidar and met-mast wind measurements
- Wind resource assessments (WRA)
- Permitting and environmental impact assessments (EIA)
- Contracting, financial closing and due diligence
- Construction preparation and supervision

Unique Selling Points

- Independent wind energy developers and consultants.
- Expertise out of successful realisation of dozens of offshore, nearshore and onshore wind energy projects, ranging from a few turbines to wind farms of many hundreds of megawatts.
- Access to budgets to finance the development process.
- Own wind measuring equipment (LIDAR's and met-masts) and wind resource specialists.
- Offices in the Netherlands, Indonesia and South Korea, looking for further expansion in Southeast Asia.

Profile of Commercial Contacts Wanted

Looking for matchmaking with developers of wind energy projects (on land, near shore or offshore) to explore means of working together in realising wind farms in Vietnam.



Eric Arends
Consultant / Partner (co-owner)

Pondera Consult

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Arne de Kock
Executive Commercial Director



Dingeman van Woerden
Sales Manager

Royal IHC

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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 3,400 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.



Martin den Breejen
Managing Director/CEO



Hoang Thi Hong Diep
General Manager

Van der Leun Electrical Marine Systems

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Van der Leun Electrical Marine Systems

Van der Leun is based besides in Vietnam in 6 other countries and has more than 200 staff and is operating in every part of the world. Our main activity is electrifying off-shore and on-shore projects. Our customers are shipowners, shipyards, international department store companies. We offer sustainable solutions for energy.

Products and Services Offered:

- Design of electrical installations
- Manufacture switchboard
- 24/7 worldwide service

Unique Selling Points:

- We are a global company so we can share our worldwide network with our partners.
- Because we have branch office in every continent our engineering can work all around the clock on your project.
- We consider ourselves specialist in drives and automation, in sustainable energy production and storage.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that might be interested in expanding their business from Vietnam to the Netherlands and vice versa.



Bart van Schooten
Regional Manager

Van Oord

Van Oord is a leading international contractor specialising in dredging, marine engineering and offshore projects (oil, gas and wind). We are an innovative partner for our clients and, for more than 150 years now, have been helping to create the infrastructure for the world of tomorrow.

The growing world population needs more space. The demand for energy continues to rise and society needs a sustainable energy system. The growing volume of world trade requires more and better port facilities and climate change is threatening coastal areas. Van Oord provides innovative solutions for worldwide maritime challenges, both now and in the future.

Van Oord is a Dutch-based, independent family business, which is characterised by visible leadership, long-term vision and a sound financial position. Substantial investments in people and equipment are made with great care to ensure the continuity of our business.

Our staff, approximately 5000, are committed, entrepreneurial professionals who are passionate about water and technology. They know the importance of cooperation in achieving the best possible result. Being open and honest, they build on mutual trust and respect.

Van Oord

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Jelte Hoving
Financial director

Vietnam Trade International

Vietnam Trade International is a consultancy organization, based in the Netherlands since 2013. The company maintains good relations with Governments in Vietnam and in the Netherlands.

We advise local authorities in Vietnam and in the Netherlands for the developing mutual economic relations.

We support Vietnamese & European companies and universities to do business together. We advise and support the European companies to invest in Vietnam and the Vietnamese companies to invest in the Netherlands and European Union.

- We combine the beauty of Vietnam and Holland
- We know the business culture of Europe and Asia
- Together with Vietnamese Educational companies we help students to study in the Netherlands and Europe

For an European investor, we are looking for opportunities for a wind farm in Vietnam, onshore, nearshore or offshore. For a Vietnamese business partner in the field of water purification, we are looking for exchanging knowledge about effective purification methods.

Vietnam Trade International

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Other



Hans de Boer
President VNO-NCW



Angélique Heijl
Deputy director international
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Miran de Groot
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VNO-NCW

The Confederation of Netherlands Industry and Employers, known as VNO-NCW is the largest employers' organisation in the Netherlands. It has 150 branch organisations and more than 400 individual enterprises as affiliate members, representing a total of over 120,000 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.

VNO-NCW promotes a high quality business environment and investment climate in the Netherlands, with a view to boosting the competitiveness of Dutch industry.

VNO-NCW's represents the interests of its members by active ongoing contacts with the government, politicians, public authorities, trade unions and non-governmental bodies. VNO-NCW sits on numerous government advisory and consultative committees in The Netherlands, in Brussels and in international bodies as the International Labour Organisation and, through the BIAC, in the OECD.

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Peter Portheine
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Joost Helms
Director

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Eindhoven International Project Office

Eindhoven International Project Office (EIPO) is an Eindhoven based advisory, sharing experience and knowledge on successful collaboration, with a focus on creating new and better ecosystems, Smart City strategies and socio-economic development for regions and cities around the world.

Collaboration and sharing is our core business, as we work closely together with renowned partners from the Brainport Eindhoven region, as well as governments, universities and companies from all over the world, using the internationally acknowledged successful Triple Helix approach.

Brainport Eindhoven is known for its successful transition from a traditional manufacturing industry into a world leading high tech and innovation hotspot, holding a front runner position in the evolution from Smart City towards Smart Society.

Main services

We join your team to accelerate your ambitions, and share our knowledge and experience on:

- Triple Helix collaboration between governments, research & educational institutes and industry to enable growth and prosperity for your city or region. We know how to contextualize and adapt this model to local circumstances and culture.
- Smart City development is not only about technology, it is putting technology to work for the people. That is why put socio-economic development first. Ultimately, it is all about connecting smart people.
- Building successful ecosystems can help develop a leading position in the world. This requires clear strategy and focus on market potential and strategic partnerships within the region as well as internationally.
- Strengthen your marketing to attract investments. We support cities and regions to deliver a clear message, based on your current capabilities, as well as your ambitions, the direction you are heading and the steps you take to get you there.

As sharing and collaboration is our core business, we join this mission to share our experiences in Vietnam and explore new collaborations with governments, research and educational institutes and companies, for our activities throughout Southeast Asia.



Eduard Hoeberichts
CEO

FabMax

FabMax Vietnam provides chip based solutions for Digital Society applications. This is on basis of cooperation with NXP Semiconductors and other companies and organizations in the Netherlands such as TUDelft, Technolution, Nexperia-ITEC a.o. We plan to open the first Vietnamese Chip Packaging Manufacturing Operation in Binh Duong/Vietnam in cooperation with Vietnamese partners.

Our competence is based on the experience of many projects for new fab start ups, fab improvement, and device innovation projects. Where as at the leading edge of of the semiconductor industry, the investment and technology requirements have led to a consolidation of the main companies, the wider market has seen a proliferation of the number and type of device technologies. This is driven on the one side by applications like MEMS, LED's, solar, medical applications, photonic IC's, etc and on the other side by a growing number of new companies and countries that are entering into the high-tech semiconductor market.

We believe that a cooperative model in a global Technology Network offers a unique array of competencies and skills that support the deployment of projects and products to the market. This is what we aim to provide.

FabMax

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Alexander Kohnstamm
Executive Director

Fair Wear Foundation

Fair Wear Foundation works to create a garment industry that is fair for everyone. Fair Wear Foundation (FWF) is an Amsterdam-based non-profit organisation that works with garment brands, factories, trade unions, NGOs and governments to improve working conditions for garment workers in 11 production countries across Asia, Europe and Africa. At the start of 2019, FWF is working with 130 member brands that are proving there is a fairer way to make clothes. FWF wants to create change beyond the members brands' supply chains, which is why FWF shares replicable solutions with the rest of the industry. By providing evidence to other brands and industry influencers of what a fairer garment industry could look like, together a new normal for the garment industry is being created.

With a staff of 50 working nationally and internationally, FWF's works from a multi-stakeholder structure and approach that was brought to life by a strong belief in the power of cooperation. It is only through cooperation – at all levels of the industry – that industry-wide improvements can be realised. FWF wants to see a world where the garment industry supports workers in realising their rights to safe, dignified, properly paid employment. This is why FWF focuses on the most labour intensive parts of the supply chain to find answers to problems others think are unsolvable. Together, we're making fashion fair for everyone.

Fair Wear Foundation

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NLinBusiness

NLinBusiness supports Dutch entrepreneurs to identify the right international market(s), in this case Vietnam, build the required capabilities to be successful and to secure a successful landing in Ho Chi Minh City, Hanoi and DaNang. We focus on practical business-to-business support like recruitment, local salary levels, opening a bank account, financial transactions and establishment of local entities, etc.

NLinBusiness is established to support entrepreneurs on trade missions in identifying the right next steps towards a successful market entry into Vietnam.

NLinBusiness was set up by the Confederation of Dutch Business (VNO-NCW & MKB-Nederland) and partners. We work closely with the local Dutch business hub (Dutch Business Association Vietnam, DBAV), public partners such as the Netherlands Enterprise Agency (RVO), the Dutch diplomatic mission and locally active Dutch entrepreneurs.

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Notes

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