

# Economic mission to the Republic of Indonesia

9 March - 13 March 2020



Netherlands



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## Foreword

It is a great honour to be leading this important trade mission to Indonesia. I am proud to be joined by a business delegation of over 130 companies and knowledge institutions from the Netherlands, representing a variety of sectors: agri-food, life sciences and health, water and maritime technology, waste management and the circular economy. I am delighted to be joined on this mission by Deputy Prime Minister and Minister of Agriculture, Nature and Food Quality Carola Schouten, Minister of Infrastructure and Water Management Cora van Nieuwenhuizen, and Minister for Medical Care Bruno Bruins.

This trade mission coincides with the state visit of King Willem-Alexander and Queen Máxima to Indonesia. Their visit highlights the longstanding ties between our two countries. We already enjoy a strong economic partnership, and the Netherlands is keen to further develop economic opportunities for our countries' businesses.

Indonesia and the Netherlands face a number of challenges, such as tackling the impact of climate change on coastal protection and water resources, ensuring sufficient food production, making healthcare more accessible and transitioning to a circular economy. This mission offers the opportunity to share knowledge, build public-private partnerships and forge business-to-business agreements that will help deliver affordable, scalable and integrated solutions to these and other challenges.

For participants who are already active on the Indonesian market, this visit represents an opportunity to expand their network. For others, the mission offers an excellent introduction to Indonesia and to potential Indonesian 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 Jakarta and Surabaya will boost trade, investment and cooperation.

I would like to wish all participants an inspiring and successful mission.

Sigrid A.M. Kaag  
*Minister for Foreign Trade and Development Cooperation*





## Foreword

Indonesia and the Netherlands have always maintained and are still maintaining intensive relations. With this economic mission, we focus on our relations in the future with our mission statement: 'Indonesia and the Netherlands, investing in a future-oriented relationship'.

Dutch companies invest considerably in Indonesia's fast-growing economy and there is a lot of trade between the two countries. Currently, the Netherlands is 4th largest import-partner and (together with the UK) the largest export-partner (within the EU) of Indonesia.

In 2013, our important bilateral economic relation was crowned by the 'Joint Declaration on a Comprehensive Partnership'. In 2016 I had the privilege to visit Indonesia with an economic mission. It is great to be able to visit Indonesia again this year during an official State visit of our King and Queen, with an impressive group of Dutch companies with a strong entrepreneurial and innovative spirit eager to support Indonesia's economy and solve global challenges together.

We are much looking forward to be joined by our Deputy Prime Minister and Minister of Agriculture, Nature and Food Quality, Mrs. Carola Schouten, our Minister for Foreign Trade and Development Cooperation, Mrs. Sigrid Kaag, our Minister of Infrastructure and Water Management, Mrs. Cora van Nieuwenhuizen and our Minister for Medical Care and Sport, Mr. Bruno Bruins.

The business delegation represents a variety of sectors that are relevant to the Indonesian economy such as Agri & Food, Life Sciences & Health, Maritime & integrated Coastal- and Water Management, Waste Management (Circular Economy) & Water Technology and Aviation. During seminars, meetings, company visits, networking events and many more planned activities, Indonesian and Dutch businesses will get the chance to share their expertise, ambitions and create smart solutions. The businesses of both countries will find new windows of opportunity to strengthen the valuable Indonesian-Dutch economic relationship further.

This economic mission is highly appreciated by the business community in the Netherlands and we are committed to elevate our long and intensive relationship to an even higher level.

Good luck! Semoga Sukses!

Hans de Boer  
*President of the Confederation of Netherlands Industry and Employers VNO-NCW*

# The Netherlands

# Map of the Netherlands



## Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |  
3. Assen | 4. Breda | 5. 's Hertogenbosch | 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

## How do the Dutch make a difference?

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

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



## Worldwide ranking

- 1st At WEF's ranking of most competitive economies in Europe. 4th in the world. (WEF, 2019)
- 1st Production and auctioning of cut flowers and flower bulbs
- 1st World's largest flower exporter
- 2nd Best performing European Healthcare system (Euro Health Consumer Index, 2018)
- 2nd Largest exporter of agricultural products in the world (WTO, 2019)
- 4th Best at Global Innovation Index (GII, 2019)
- 5th Greatest place to live (World Happiness Report, 2019)
- 6th Largest exporter of goods in the world (CIA World Factbook, 2019)
- 6th At World Bank's Logistics Performance Index (World Bank, 2018)
- 7th At RISE's global energy policy ranking (RISE, 2017)
- 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)
- 10th Number of patent applications per million inhabitants in the world (WIPO, 2018)

## Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Parliamentary democracy (cabinet of Prime Minister and Ministers) within a constitutional monarchy
- **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** The kingdom consists of four entities. The Netherlands and three territories in the Caribbean: Aruba and Curaçao and St. Maarten. Number of provinces 12. Special municipalities: The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean.
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.2 million (2019)
- **Number of inhabitants per km<sup>2</sup>** 509 (2019)
- **Currency** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 49,079 euros (World Bank, 2018)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 3,4% (CBS, 2019)
- **Harmonized inflation rate** 2.7% (Statista, 2019)
- **90% of all Dutch people** speak English



# Indonesia – the Netherlands 2020

## Indonesia and the Netherlands, partners in smart solutions for a sustainable future.

During this state visit our trade and investment collaboration takes centre stage. King Willem-Alexander's visit to Indonesia is proof of the excellent bilateral relationship between our two countries. A relationship that is continuously evolving. Indonesia and the Netherlands face a number of common challenges, such as the impact of climate change on coastal protection and water resources, the accessibility of healthcare, the shift to a circular economy, and an increasing pressure on food production systems. We look forward to partnering up with Indonesia to realise economic growth through trade and investments.

Indonesia and the Netherlands are important trading partners. We exported 798 million euros worth of goods to Indonesia in 2018, while we imported 2.8 billion euros during that same year.



## Agri & Food

The Netherlands is one of the world's largest exporters of agricultural and food products, thanks to its innovative agri-food technology. The Dutch agri-food sector is a sustainable source of healthy, safe food that is produced with respect for nature and the environment. The Dutch agri-food sector benefits from the Netherlands' mild climate, flat and fertile soil and favourable location at the heart of Europe. The sector can capitalise on expertise in transport and logistics and the presence of the Port of Rotterdam and Amsterdam Airport Schiphol. The Netherlands is also a large investor in the agri-food sector in Indonesia, and plays an active role in agricultural education and capacity building.

## Water and Maritime

Climate change, expanding economies and urbanisation are putting the world's delta populations at risk. The Netherlands is a world leader in managing water. The Dutch have mastered the art of flood protection, water supply and treatment like no other. Whether the challenge is too much, too little, or not clean enough. Perhaps more than any other sector, the water sector is fundamental to Dutch culture and character. The water sector has three primary focus areas: water technology, maritime technology and delta technology. These areas concern water safety and water security, protecting the land, generating energy, smart technologies for water recycling, and safe and efficient ships.

## Waste Management (Circular Economy) and Water Technology

Circular economy is lucrative from an economic point of view, too. Market research agency McKinsey has estimated that the manufacturing industry could save between 340 and 630 billion dollars annually. By 2050, the Dutch economy will be run completely on reusable raw materials. Various government, business and non-government organisations have signed a deal to realise a 100% circular economy.

## Life Science & Health

Many independent surveys indicate that the Dutch are among the healthiest and happiest people on the planet. The Netherlands is one of the world's top spenders on health. The Dutch healthcare sector has a strong global position. This is partly due to Dutch openness and willingness to share knowledge within a tight-knit scientific community. The Netherlands is a perfect platform from which to address the key global challenges facing healthy living today: ageing populations, unhealthy lifestyles, chronic diseases (diabetes), increasing healthcare expenditure/costs.

# Company profiles

# Agri & Food





### Aeres Training Centre International

Aeres Training Centre International (formerly PTC+) is a leading international training centre on poultry farming, pig farming and feed production. All our programmes are carried out in English, with hands-on training from experienced staff. Our courses and modules are officially acknowledged by the Dutch Ministry of Economic affairs.



**Teus Korevaar**  
Accountmanager & Trainer

Aeres TCI also offers consultancy services and implements projects in the field of agricultural education and training, related to the international food business. Our partners are from the private sector, (non-) governmental, and non-profit organizations. We have helped many different organisations achieve objectives ranging from improving productivity to developing new business plans.

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### Agricultural Laboratory North-Netherlands (ALNN)

Agricultural Laboratory Northern Netherlands is a laboratory that is specialised in physical and chemical research in many products. ALNN manages the analysis data for clients and, upon request, issues advice to clients. ALNN has expertise in the field of agricultural advice. Examples of products that ALNN is already analysing on a large scale are: soil, silage, manure, feed, crop, soil improvers, etc. What we can analyse is for example: dry matter, organic matter, moisture content, minerals, pH and many other specific parameters.



**Jan Swart**  
Director, CEO

ALNN provides advice by combining research from multiple sources. The aim of ALNN is to have reliable sources for all recommendations. For government-related investigations, the regulations and calculation methods specified by the government are always used. The analytical results are converted into feed or fertilizer value on the basis of calculations. Subsequently, when applicable, a user advice is linked to (for example fertilization advice).



**Keimpe van der Molen**  
Quality Advisor

ALNN has been accredited by the RvA (under registration number L320) for some time. The RvA (Accreditation Council) accredits test laboratories on the basis of the ISO 17025 standard. Accredited laboratories are obliged to participate in proficiency tests: tests in which the test results of different laboratories are compared to ensure quality.



**Durk Wijnia**  
Engineer

ALNN has recently started looking for customers and opportunities in Indonesia. The direct opportunities for the Indonesian market include: plantations (cocoa, tea, etc.), food companies, famers, compound feed suppliers. ALNN thinks that there are many other options in Indonesia. ALNN has the intention to start an Indonesian company for soil sampling, sample handling and advice on agricultural activities.

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**Ewen Staal**  
General Manager - Asia

### Agriprom

Agriprom, leader in cow comfort and manure management, brings you complete integrated farming solutions based on more than 25 years of International dairy farming expertise. With branch offices over 12 different countries and a global network of distributors we can create the best possible solution for your dairy farm; new or existing.

The philosophy of Agriprom is the “total cow comfort” concept.

This means that product and know-how go hand in hand to optimize the conditions for the cow so that she will return the favour and produce the maximum for the investor. For the medium or large scale dairy farms or investors we could be the partner for turnkey projects, this means from design, towards the first milking time, and beyond. Agriprom can provide local project management and installation support.

#### Our farm solutions:

- Cow Comfort Solutions & Barn equipment (Cow mattresses, flexible cubicles and headlocks, Rubber flooring)
- Manure treatment Solutions (Scrapers, Separators and pumps)

#### Our veterinary/hygiene products cover a broad range:

- Hoof care (e.g. hoofspray, paste, glue and bandages)
- Udder health (e.g. Pre-milking Wipes, Peppermint spray)
- Feed supplements (e.g. Calcium bolusses)

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### Agriterra

Specialist in cooperatives; Business-proof farmer organisations with market-proof products.

Agriterra believes in the potential of cooperatives in the development of the agricultural sector and rural areas. Professional management of cooperatives and agro-industrialization contributes to the farmers welfare and rural economy development by off-farm employment. But cooperatives in upcoming economies struggle with questions like; how to grow a cooperative into a profitable and sustainable business, how to deal with member commitment, how to write a business plan and find access to financing, how to gain access to the market? Fortunately, there are also many success stories that set an example, like Friesland Campina and Flora Holland.

Agriterra believes in sharing success stories, and guides cooperatives through the process of forming a cooperative model with, often, a 100% farmer owned value-added processing facility incorporated. We coach cooperatives in building a sustainable business model, and guide them step by step using expertise from the Dutch agricultural sector. We give the members and the board tools to empower their own cooperative.

Through our unique approach of advice, training and exchange, we make cooperatives bankable and create real farmer-led businesses and industries. We use Agripool, our knowledge broker agency which is a unique pool of hundreds of agricultural experts from the Netherlands and other countries. Agriterra builds on the know-how and experience of these experts in agribusiness. Agripool experts speak ‘the language of agribusiness’ and work from farmer to farmer.

The result? Business-proof farmer organisations with market-proof products!



**AsiAspire**

Opening markets, creating sustainable growth

We are a multi-disciplinary, entrepreneurial team of professionals with a strong track record of building lasting growth strategies, innovative down-stream businesses and winning brands in the South-East Asean agri sector. We have on the ground operational experience and have managed companies in Thailand, Philippines, Vietnam and, of course, Indonesia. We help agricultural companies define their aspirations and realize these. We take a hands-on operational approach in our engagements. In addition, AsiAspire offers advice on negotiations over key contracts, business turnarounds and operational assistance in the M&A arena in South East Asia.



**Matthys van der Lely**  
Managing Partner



**Tark Bartlema**  
Senior Associate

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**Capital 4 Development Partners**

C4D Partners is an impact fund manager based in the Netherlands, with country offices in Indonesia, Philippines and India. Through our Capital 4 Development Asia Fund, we finance SME's in Indonesia with equity, debt and mezzanine financing. Apart from financing, we also provide TA support to our investees. In the coming 3 to 4 years, we aim to expand our activities in Indonesia and will invest around 10million USD in Indonesian SMEs. As an impact fund, we are interested to connect with entrepreneurs that run SME's that combine a social and environmental impact potential with risk adjusted financial returns. We are keen to connect with entrepreneurs that are active in agribusiness and processing, renewable energy, waste management, healthcare, education and skilling and other sectors that have a positive impact on people and environment. We have a special interest to invest in women-owned and women-led enterprises. Pure start-up companies are excluded, but we do invest in companies that are still young and developing. We finance both in US dollars as well as in INR. Our investment per SME is in the range of 200K to 1million USD.



**Maarten ten Houten**  
CEO

### Coolfinity

Coolfinity believes that long power outages and weak power grids should not limit life and opportunities in tropical countries. Reliable cooling is a basic need, however in the world there are over 70 countries struggling with interrupted and limited power supply, leading to unreliable cooling. Reliable and sustainable cooling is the catalyst for people in upcoming markets to give their quality of life a boost.

We are a proud, independent and responsible Dutch fridge design and manufacturing company. Coolfinity was born in Amsterdam, the Netherlands in 2017. The product idea and development started when the founder, Maarten ten Houten, worked for Heineken company. We are now 100% independent.

### Factors which make us unique:

- Leading developer and marketer of premium fridges.
- We bring cooling where it has never been before. Our solutions can run either on interrupted power supply or solar systems.
- Founded on 25+ year experience of sustainable design and marketing
- Committed to innovation, long-term brand investment, disciplined sales execution and focused cost management.
- Internationally diverse, dynamic, committed and entrepreneurial team of 6 people based in the Netherlands (HQ), Poland and Mali. Balanced team of experience and young talent, speaking eight languages.
- Although we are young we have achieved several (international) awards:
  - 2020: CES 2020 Innovation Honoree in the category: "Tech for a better world"
  - 2019: Good Industrial Design Award (featured at Dutch Design Week 21-22 October 2019)
  - 2018: SME innovation top 100 Encouragement Award ("KvK Innovatie top 100 – aanmoedingsprijs")
- We are a Social Enterprise: <https://www.social-enterprise.nl/onze-leden/lid/coolfinity-678>

### Coolfinity

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**Jeroen Surie**  
Managing Director

### CTC Group

Set up in 1890 as an international trustworthy and knowledgeable business partner, CTC Group is locally providing, innovative and value-adding solutions for food, beverages and personal care products focusing on natural, healthy, functional and scientific sound ingredients.

Striving to become the preferred partner for innovative life science solutions we are working closely with manufacturers of innovative and visionary ingredients as well as with research institutes and universities to understand and support our solutions. Because more than anything else, CTC Group's top ingredient is knowhow & expertise.

### CTC Group

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**Maaïke Groot**  
Manager Public Affairs

#### East-West Seed

PT East West Seed Indonesia (Ewindo) based in Purwakarta is the first integrated vegetable seed company in Indonesia. EWINDO has a mission to provide the best of high quality vegetable seeds through the development of local, cutting-edge seed industry and excellent services for farmers prosperity.

In developing seeds, EWINDO uses professionals who are experienced in the area of plant breeding and seed science. Vegetable seeds resulting from research and development are produced, processed, packed and marketed for Indonesian farmers with the brand CAP PANAHERAH.

For more than three decades EWINDO has provided healthy seeds with high genetic purity and good germination in order to achieve good results aligning with the consumers' wants and to become the key to success for Indonesian farmers.

EWINDO partners with around 17,000 seed growers and 70,000 pollinator workers spread in West Java, East Java and Lampung. EWINDO also empowers 7 million vegetable farmers throughout Indonesia. EWINDO is supported by 100% local employees including local researchers.

Ewindo is supported with knowledge and technology from its founders East-West Seed and Enza Zaden.

#### East-West Seed

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**Gert Pezij**  
Director

#### GP Plants / PT Agrikultura

GP Plants is a horticulture company involved in production and sales worldwide of ornamental plants.

PT Agrikultura is a production company of ornamental tissue culture plants in Indonesia, located near Surabaya.

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### ICCO Cooperation

ICCO Cooperation is a Dutch NGO with regional offices in Latin America, Africa and Asia. ICCO is experienced in combining various roles. We are a developer of programs, business cases and partnerships, as well as an implementer and manager of donor-funded Public Private Partnerships (PPPs).



**Lenneke Braam**  
Regional Manager  
South East Asia

Our strategy to strengthen sustainable agricultural systems contributes to three interlinking goals: 1. Food and nutrition security of farmers; 2. Economic empowerment of farmers and SMEs; and 3. Resilient and disaster-prepared communities. We also address the cross-cutting principles of 'business and human rights in value chains' and 'inclusive development'.

#### To achieve our goals, we embrace four pressing topics:

- Blending Finance (tailor-made funding mechanisms that allow for the combined use of grants, microfinance, loans, equity and guarantees);
- Climate-Resilient Food Systems;
- New Technologies (to advance the productivity of farmers and agribusinesses through new digital technologies);
- Youth Entrepreneurship (support young people with entrepreneurship services from training to access to finance and new technologies).

ICCO's regional office in Southeast Asia is based in Bali, Indonesia. In the region, we manage and co-implement PPPs around farmer friendly technology. By working together with advanced technology providers and innovative local parties, we make geo-spatial data meaningful and accessible to farmers, allowing them to grow better crops more (cost) efficiently.

We are active in the supply chains for rice, spices, palm oil, coffee and seeds (horticulture). Our unique selling point is our deep knowledge of the local situation and presence on the ground.

ICCO is looking for Dutch and Indonesian parties in agriculture-related sectors that are keen to secure business continuity while maximizing benefits to society and the environment.

#### ICCO Cooperation

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### Indonesia Nederland Society

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

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

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



**Andhika Rutten**  
Member of the Board  
Strategic Sustainability  
Consultant and Corporate  
Social Responsibility

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

The INS has a Board as well as a Board of Trustees of prominent members in both the Netherlands and Indonesia.

Students and young professionals are reached through INYS, the youth affiliation of INS.

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

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

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

#### Indonesia Nederland Society

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### Kanters Special Products

With our specialization in liquid nutritional supplements to support animal health and reduce the use of antibiotics, we improve business profit in poultry, cattle and pig sector. We develop and manufacture feed additives, detergents and disinfectants, chickpaper, feed overheating inhibitors, respiratory health and hoofcare products. Our products are based on organic acids, minerals, vitamins, plant extracts, pre-biotica, amino acids and more. Kanters Special Products BV is founded more than 30 years ago by a broiler farmer in the Netherlands and this moment we are producing and exporting to more than 60 countries worldwide.



**Peter Eldering**

New Business Development  
and Export Manager

Our business approach is focused on drinking water hygiene and liquid nutritional supplements that are mainly administered via drinking water or liquid feed. Animals drink at least twice as much as they eat. If an animal is sick or stressed, it will take less food, but keep drinking. This makes water the perfect medium for nutritional supplements.

A hygienic environment is essential for a successful farming business. Bacteria, yeasts and mold are potential threats to both animal health and business results. Water from both the source and the water pipes can be a breeding ground for pathogenic organisms. These organisms can form biofilm. This is the red or brown slimy deposit that can be found in most water pipes. Clean drinking water is, therefore, like good industrial hygiene, a first step to a healthy environment. Our Aqua-clean, invented by Kanters and our world number export product, creates and maintains a healthy environment.

### Kanters Special Products

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**Harry van der Zaag**

Director

### Lentiz | Course & Consult

Lentiz Course & Consult is part of the Lentiz Education Group. Feeding and greening megacities is our mission. Therefore, we invest in human capital by knowledge transfer in the field of horticulture, landscaping and agri/food. We cooperate with individuals, companies, educational institutes, health organisations and governments in these sectors.

Lentiz has developed various coherent international packages of hands-on training courses and practical training programs of various levels. In cooperation with other international educational institutes Lentiz is involved in the IPB International Certified Training project: Train of Trainers Course in Irrigation and Fertigation Management for Modern Horticultural Produce in Indonesia.

### Services Offered

Our courses are green-oriented and always combined in crossovers to meet the need of society and bring future solutions:

- Practical Skills Training of employees/students
- Train-the-trainer programs
- Curriculum development
- Cultivation/growth support
- Study tours in The Netherlands

### Unique Selling Points

- Based in World Horti Center, Lentiz brings Agri Food knowledge all over the world with topics on:
  - Horticulture: crop/plant protection, cultivation, fertilisation
  - Greenkeeping/landscaping: vertical farming, water, biodiversity
  - Food industry: food processing, innovation, safety, health
- Training programs both in The Netherlands and on site in country
  - Custom made programs (short – long term)
  - Meet the need of business/education
  - Dedicated practical professionals

### Profile of Contacts Wanted

We strongly believe in sharing knowledge through training and educational programs to invest in human capital. Lentiz is always looking for strong partners to work with to set-up and deliver excellent training and educational programs. Please contact us if you need training or you want to work with us to set-up training programs with us.

### Lentiz | Course & Consult

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### MVO - The Netherlands Oils and Fats Industry

MVO represents 95% of companies in The Netherlands that are active in the production, processing and trade of vegetable and animal oils and fats. We dedicate ourselves to a sustainable and internationally competitive supply and distribution chain.

- With an import value of 11.5 billion euros and an export value of 10.2 billion euros (2018), we are leading in Europe.
- Palm Oil is the most important vegetable oil imported into Europe, and The Netherlands is the largest importer and refiner of palm oil in Europe. Sustainable palm oil production and consumption is one of our key priorities.
- MVO works closely together with all stakeholders including our partners in Indonesia towards a fully sustainable palm oil supply chain.



**Frans Claassen**

Managing Director MVO  
Chair EPOA

### European Palm Oil Alliance - EPOA

The European Palm Oil Alliance is a business initiative of palm oil refiners and producers. We believe that sustainably produced palm oil is a key food ingredient that fits in a nutritionally balanced diet and helps feed the world, protect biodiversity and improve socio-economic development. We push for sustainable palm oil market transformation in Europe.

- We cooperate throughout the supply chain and encourage farmers, food manufacturers and supermarkets to switch to sustainable deforestation-free palm oil.
- We work with the private sector, NGOs and governments.
- We lead the public debate on the role of palm oil in food and promote the importance of sustainable palm oil in achieving the UN Sustainable Development Goals.
- We support European initiatives committed to sustainable palm oil across Europe

### MVO - The Netherlands Oils and Fats Industry European Palm Oil Alliance (EPOA)

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**Gert-Jan Oplaat**

President

### NEPLUVI

The Dutch poultry sector is professionally organised. Several sector organisations represent the interests of the different producers throughout the chain. NEPLUVI is the Association of the Dutch Poultry Processing Industries and represents poultry slaughterhouses, cutting plants, processors, cold stores and traders. The members of NEPLUVI are responsible for > 99% of the poultry slaughtering's in the Netherlands.

The Netherlands is the number 2 exporter of agricultural products of the world after the United States. The Netherlands is an important supplier of safe and reliable poultry meat products, our products are shipped throughout the globe. When it comes to food safety and product quality, the Netherlands belongs to the best producers of the world. In 2018 1,7 million tons of poultry meat has been exported out of the Netherlands. 380.000 ton has been exported to non-European Union countries.

The Dutch poultry sector relies on a strong European poultry sector. The European Union has one of the most developed monitoring programs for the prevention and eradication of animal diseases in the world. The Netherlands itself has an extensive monitoring plan that is applied throughout the entire poultry chain. These programs and the monitoring plan have made it possible that the Netherlands has succeeded in detecting and largely eradicating several important animal diseases.

Furthermore food safety is of major importance for the sector. This importance is characterized by the effort put in the prevention of contamination of the product by foreign material or pathogens and strict controls by the competent authorities and the producers themselves. These strict controls ensure that only the safest and highest quality products are delivered to the consumers.

### NEPLUVI

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**Ep Hannema**  
Lawyer – Partner Corporate

### Norton Rose Fulbright

We are a global law firm providing the world's preeminent corporations and financial institutions with a full business law service across all major business hubs (i.e. Amsterdam, London, New York, Toronto, Singapore, Hong Kong and Sydney).

Through our global risk advisory group we leverage our industry experience with our knowledge of legal, regulatory, compliance and governance issues to provide clients with practical solutions to the legal and regulatory risks facing their business.

Recognized for our industry focus, we are strong across all the key industry sectors: financial institutions; energy; infrastructure (including food & agri); transport; technology; and healthcare.

### NRF in the Netherlands

NRF Amsterdam is a full service law firm working predominantly cross borders for International clients. It has strong ties with its Asian offices in particular Singapore and Jakarta.

We can advise not only in the Asia Pacific region on M&A, Banking and commercial contracting, but we have dedicated teams who are well placed to assist with complex legal issues in Asia like Corruption and Human Rights.

Norton Rose Fulbright has a dedicated Global Food and Agri team and publishes a free quarterly magazine called "Cultivate". This magazine as well as our daily newsletter on Indonesia can be obtained by sending an email to ep.hannema@nortonrosefulbright.com.

### NRF in Indonesia

As Southeast Asia's largest economy, Indonesia attracts investors with its growing domestic market, stability and manufacturers' proximity to natural resources.

Our associate firm TNB & Partners is strategically positioned in the capital Jakarta, with strong corporate, commercial and banking and finance practices.

If you contemplate doing business in Indonesia (or other parts of Asia) Norton Rose Fulbright is the ideal partner to assist you with all aspects regarding your investment or contractual relationship.

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**Errol van Groenewoud**  
Director

### Omnivent Techniek

From concept to profitable investment in Innovative Crop Storage Solutions.

Start today to experience the power of storage. Omnivent is the worldwide specialist in the development, manufacturing and installation of modern ventilation and cooling solutions techniques.

Omnivent is Specialized in potato, onions, carrot and garlic and other root crops.

Omnivent started 60 years ago as a small local ventilation supplier and has since grown into an international provider of custom made storage solutions operating in more than 50 countries.

Our core business is to design and manufacture custom made ventilation systems, eco-friendly refrigeration, humidification, heating, energy recovery systems and control automation. Omnivent is part of the Omnivent Holding, other subsidiaries include Omnivent Cooling in the Netherlands, Omnivent Spzoo in Poland and Beijing APH Omnivent Trading Company Ltd, a joint venture in China and Ltd's in India, UK & Ukraine.

This special company structure enables us to develop customized storage solutions, (from small scale 15-100 ton storage to large facilities 1.000 to 100.000t) thanks to years of expertise and our in-house production and Research & Development. Omnivent employs 150 passionate staff who are willing to go the extra mile to ensure a high quality product.

### Products and Services Offered

- World class Storage Solutions systems for potatoes, onions, garlic, carrots such as:
- Suction ventilation storage systems
- Drying wall ventilation storage systems
- Bulk storage storage systems
- Room ventilation systems
- OmniBreeze (compact high efficient humidifier)
- OmniPad (humidification control unit)
- OmniCuro (controlled computerized automation)
- OmniRecup (CO2 extraction and heat exchange unit)
- OmniBox boxes (high quality wooden boxes to optimize the storage system)
- Omnivent Storage Academy,
  - Store Coach & Trainer (Agronomist)
  - On site / Online support
  - Dedicated custom made training programs

### Omnivent Techniek

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**Jos van der Knaap**  
Region Manager Asia



**Novianto Novianto**  
Region Manager Southeast Asia

### Rijk Zwaan

Rijk Zwaan is a Dutch family-owned vegetable breeding company. It is amongst the top 4 in the global vegetable seed market with a turnover of over 400 million euros and a market share of 8%. Rijk Zwaan develops vegetable varieties and sells the seeds produced from them. It combines the huge genetic diversity that nature has to offer with continuous investment in R&D (approx. 30% of the annual turnover). This results in plant varieties with ever-better combinations of desired traits.

Rijk Zwaan has more than 1,000 varieties in its assortment, across more than 25 different vegetable crops. Rijk Zwaan seeds are sold in more than 100 different countries through locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, The Netherlands. In addition, Rijk Zwaan has over 30 foreign subsidiaries handling sales, R&D and seed production activities. Rijk Zwaan employs around 2,800 people and they are the company's most important asset. The company culture is centred on involvement, teamwork and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service.

### Rijk Zwaan

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**Roel van Neerbos**  
President Consumer Dairy



**Maurits Klavert**  
Managing Director Frisian Flag  
Indonesia (FFI)

### Royal FrieslandCampina

Royal FrieslandCampina produces and sells consumer products such as dairy-based beverages, infant nutrition, cheese and desserts in many European countries, in Asia, the US and in Africa via its own subsidiaries. Dairy products are also exported worldwide from the Netherlands. In addition, products are supplied to professional customers, including cream and butter products to bakeries and catering companies.

FrieslandCampina sells ingredients and half-finished products to manufacturers of infant nutrition, the food industry and the pharmaceutical sector around the world. FrieslandCampina has branch offices in 34 countries and employs 23,769 people. FrieslandCampina's products find their way to more than 100 countries.

### Royal FrieslandCampina

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**Jan Willem de Vries**  
Director Business Development

### Royal GD

The worldwide growing demand for safe and affordable healthy food is an enormous challenge. With healthy livestock you can turn this challenge into increased profit. Since our foundation in 1919 GD has focused on animal health. To support industrial customers like integrations, pharmaceutical companies, feed (additive) companies, governments, veterinarians and farmers, we combine veterinary expertise, diagnostics and contract research.

Based in Deventer, the Netherlands we own one of the largest veterinary laboratories in the world and employ a team of veterinarians, specialists and scientists who execute animal health monitoring, conduct practical research and develop programmes for animal disease prevention and control.

### Our areas of expertise to support your livestock business:

- Verify the quality of your lab with PTS Proficiency testing schemes
- Diagnostics: biological reagents (check our website for distributors)
- Veterinary laboratory tests submitted via FTA cards
- Consultancy and Plexus, our online system to monitor animal health and antibiotic reduction
- GD Academy for education and training related to animal diseases for farm staff and veterinarians, open courses and custom made.
- Animal Health Partnership, including farm visits and training
- Research & Development
- Contract Research Organisation for applied research

### Royal GD in numbers

- 60 million euros in revenue in 2019
- Almost 5 million lab analyses annually
- Around 500 employees
- 90 researchers and specialised veterinarians

Feel free to contact us to get Ahead in Animal Health. Visit our website [www.gdanimalhealth.com](http://www.gdanimalhealth.com)

### Royal GD, Your partner in Animal Health

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**Niels Wielaard**  
Founder and CEO

### Satelligence

Satelligence is a satellite-based geodata analytics company providing agricultural commodity performance and risk insights in tropical regions around the world.

Clients: growers, traders, consumer goods brands, banks, asset managers, ngo's, development agencies, government.

Key words: palm oil, rubber, cocoa, coffee, pulp and paper, rice, crop area and yield, carbon, deforestation, fire, drought, floods, replanting finance, nature conservation.

Satelligence won the 2019 Malaysian-Dutch Business Council Green Tech Innovation Award for its risk platform that can help ensure the country's commodities are recognized as a sustainable. We showcase, in real-time, those suppliers producing responsibly and regreening the planet.

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### Triscom Holland/ IDH

Triscom Holland/ IDH develops and produces nutritional milk powder formulas for babies, children and adults under the Primavita brand and sells these worldwide. Our Primavita infant formulas based are based on cow and goat milk.

Triscom Holland is a family owned company from the Netherlands. In 2014 they took over IDH, a processing dairy plant, founded in 1912. IDH is approved to produce infant formulas from birth.

Triscom Holland/ IDH products are sold in over 20 other countries. We are dedicated to giving children the best start in their life and to nourish adult people with essential food. We aim to contribute to health and wellbeing of our customers.

Our product line:

#### Based on cow milk:

- Primavita 1 (from birth)
- Primavita 2 (6-12 months)
- Primavita 3 (12-36 months)
- Primavita AR (from birth)
- Primavita AC (from birth)
- Primavita LF (from birth)
- Primavita Plus (1-7 years)
- Primavita hical milkpowder for adults
- Primavita milkpowder for pregnant women

#### Based on goat milk:

- Primavita 1 (from birth)
- Primavita 2 (6-12 months)
- Primavita 3 (12-36 months)
- Primavita goat milk powder

Triscom Holland/IDH is looking for an agent in Indonesia who sees opportunities in starting the Primavita brand for Indonesia. We are looking for agent/importer who has already experience with infant formula products or pharmacy products and who has already a distribution channel for these kind of products.

#### Triscom Holland/ IDH

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**Koos de Koning**  
 CEO



**Jessica Geerligs**  
 cco



*Enjoy great taste*



**Michel Driessen**  
 CEO



**Marianne van Keep**  
 Director of sustainability

### Verstegen Spices & Sauces

Verstegen insists on the highest quality herbs and spices, which we source from countries of origin with the best climate and farming techniques. We take great pride in our unique and long-lasting cooperation with local farmers, where we make use of our state-of-art technology and optimum quality control. It is because of this we can ensure a fair, transparent and sustainable farmer-to-consumer chain. Starting with the transport from countries of origin to our in-house grinding facility. By utilizing all the different processing techniques in our production: we carefully manage every step of the production process.

Since its founding in 1886, the Dutch family business has had their head office in Rotterdam. Today we are active in more than 30 countries around the world, from the supermarket to the industry. With a wide variety of the purest herbs and spices to the most delicious mixes, sauces and marinades.

In order to maintain the best quality in the future, our sustainable projects are becoming more important. We use blockchain technology to keep end users informed about where our herbs and spices come from, we help our farmers with geodata to improve the cultivation of ingredients and the quality of their harvest, and we plant food forests that contribute to the best tasting food. By means of quality control, we test everything carefully and ensure that the quality and taste are maintained. You'll see this in our inspiring and surprising innovations.

With this we can let everyone enjoy responsible, healthy, but above all, delicious food. All around the world.

#### Verstegen Spices & Sauces

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**Jan Verhagen**  
Senior Scientist

### 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 live sciences and research. 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 research, education and value creation has made us internationally successful. We implement projects all over the world including many in Indonesia.

Besides fundamental research and academic training WUR provides:

- Contract Research, for example on improving the shelf life of agriculture products, flowers or food, technical studies on the application of your product in nutritious foods, precision agriculture technology, smart irrigation, water management etc.
- Consultancy, for example advising companies on international market developments in agro, food and environment
- Capacity building, for example specialist training courses for professionals in high tech agriculture, horticulture, livestock farming and aquaculture.

### Wageningen University & Research

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# Life Sciences & Health





### Alzheimer Indonesia Nederland Foundation

Stichting (Foundation) Alzheimer Indonesia Nederland is a non-profit organization that aims to improve the quality of life of people with dementia, their families and caregivers with Indonesian background in The Netherlands and also to support Alzheimer Indonesia with knowledge and funds from The Netherlands.



**Amalia Fonk-Utomo**  
Chairperson



**Marc Wortmann**  
Secretary

Stichting Alzheimer Indonesia Nederland was established on 6th September 2017 to connect the existing patient and family organizations Alzheimer Indonesia and Alzheimer Nederland, because these organizations started a partnership (“Twinning”) with support from the Ministry of Health, Welfare and Sport of The Netherlands.

In Indonesia this program is supported by the Local Government DKI Jakarta, the Ministry of Health and the Ministry of Social Affairs of Indonesia, Media, Corporates, Communities and Volunteers of various ages and health professionals in both countries.

Our program focuses on knowledge transfer about dementia from The Netherlands to Indonesia, help with improving skills and knowledge about how to handle dementia and strengthening the organization of Alzheimer Indonesia as well as reaching out to the Indonesian community in the Netherlands.

To achieve these goals Stichting Alzheimer Indonesia Nederland carries out several activities:

- Increase public awareness about the disease.
- Advocacy to every stake holder in The Netherlands and Indonesia.
- Promote healthy lifestyle (especially for those above 40 years)
- Supporting capacity building for medical professionals, nurses, GPs and caregivers in Indonesia
- Support health care providers in The Netherlands in how to deal with elderly from Indonesian background.
- We are looking for partners (private, government, start ups and any) across Indonesia in collaboration and funding.

### Stichting Alzheimer Indonesia Nederland

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### D' article Enterprise

D'article is a creative agency specialized in Design Thinking and Human Centered Design.

We are skilled in developing new and engaging circular concepts and strategies for both businesses and governments. And function as an external incubator that assists with the development of innovative programs to improve the 'Quality of Life' for citizens and employees. As such we develop of Smart-, Age-Friendly and Sustainable environments and workplaces.

The focus of our Enterprise is to inspire people, encourage Social Awareness and Social Wellbeing through a better User Experience improved Vitality and a Safer living and working environment. What makes our programs and services inspiring is that we work with soft skill innovations at the heart of all of our developments. At times combined with technology or other innovations. An example of which is improved access to Health Care through decreased digital illiteracy to encourage better social and economic participation. And reduce costs of care.

We resolve strategic and societal challenges through our Social Innovation Programs (SIP's) and projects. Which will not only improve the User Experience but also assist with improving the bottom-line profits and/or project goals. This of course depends on the type of organization that is involved. Examples of our SIP projects or products are the Vitality Awards®, Goudenbordjes®, VeiligVitaal®, Firelator® and Electric Supercar City Rally.

### Products and Services Offered:

To realize the above mentioned we start with qualitative research to measure the level of engagement of citizens and employees on a broad level. And we develop tailor made Quick Scan programs and concepts in partnership. Furthermore, we can benchmark results and experiences with comparable SIP projects in Germany and The Netherlands. Results of which can function as a significant guideline and growth driver. Finally, we can assist in training your people locally and remotely through our Live Online training capabilities.

### Unique Selling Points:

Our goal is to create circular solutions for enjoyable, accessible, sustainable, productive and inclusive Healthy Living and Working environments for all age groups in society. Regardless of economic background. Results of which are better growth opportunities for Businesses and Government.



**Roy Wesenhagen**  
Business Development & Marketing Strategist

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### Delft Imaging

Delft Imaging believes that every man, woman and child should benefit from modern advances in healthcare, regardless of where they live. We focus on providing affordable and innovative diagnostic imaging innovations, especially those used for the screening of tuberculosis.

#### Our products and services include:

- **Mobile clinics**  
We offer a variety of mobile clinics that can reach even the remotest areas of any country. Applications include X-ray (TB) screening, gynaecology, blood-donor units and laboratories.
- **X-ray equipment**  
We offer a portfolio of X-ray equipment, varying from highly portable X-ray systems (that fit within a backpack) to stationary X-ray systems to be used in clinics and hospitals.
- **CAD4TB (Computer Aided Detection for TB)**  
The CAD4TB software uses artificial intelligence techniques to automatically read chest X-ray images and identify abnormalities indicative of tuberculosis.
- **RetCAD (Computer Aided Detection for retinal diseases)**  
The RetCAD software uses artificial intelligence techniques on fundus images to automatically detect retinal diseases such as Diabetic Retinopathy, Age-Related Macular Degeneration and Glaucoma.

Our reliable, integrated solutions are used in over 40 countries worldwide and are supported by our local offices in Ghana and South Africa, as well as through our local partners in countries such as Indonesia.



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Business Unit Manager

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**ELSEVIER**

### Elsevier

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

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

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

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

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



**Eugenio Garcia**  
Vice President Sales Clinical  
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**Siriporn Fabart**  
Regional Sales Manager  
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**Len de Jong**  
CEO

### Enraf-Nonius

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

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

Thanks to our growing business and increasing demand of space an ultramodern logistic centre is situated on the intersection of The Netherlands, Belgium and Germany, in Echt, Limburg.

Enraf-Nonius stands for the highest quality, reliability and service, enabling health specialist to look after their patients and clients in the most effective and efficient way. Enraf-Nonius strives to contribute to a longer, healthier and happier life. Quality of life is our corporate social responsibility. [www.enraf-nonius.com](http://www.enraf-nonius.com)

### EN-Projects

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

Finance for projects can come from many sources but includes:

- Obtaining direct grants from Government to Government
- Use of export promotion grants from Government to manufacturers
- Obtaining export credit facilities to underwrite project finance
- Facilitating financing from major international banks for healthcare projects

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

Reference list is available at: [www.enprojects.com](http://www.enprojects.com)

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**Jan Nouwen**

Chairman Research Master  
Programs Erasmus MC  
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Master Infection & Immunity  
Erasmus MC

### Erasmus MC, University Medical Center

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

**Research&Innovation:** Erasmus MC has been consistently ranked in the world's top 25 for clinical medicine (USNews Clinical Medicine 2017: no21) and its research publications are cited 1.75 times the world average. The overall research aim of Erasmus MC is to translate bench discoveries to bedside applications.

**Education&Training:** Erasmus MC is the largest medical school in the Netherlands, with ~2,500 medical students and ~250 PhD graduations/year. It has the most research-focused medical education in the Netherlands and 20% of medical students finishes as MD-PhD, being both clinical doctor and scientist.

Erasmus MC offers BSc, MSc and PhD programs to train the next generation of medical practitioners and researchers.

**Patient care:** Erasmus MC has a new ~1,000 single patient bedroom hospital to accelerate its medical innovation and ability to treat patients with the newest and best materials. It offers complex care to Indonesian patients via IPC ([www.ipc.com](http://www.ipc.com)).

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

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### Frans Seda Foundation

The Frans Seda Foundation has been named after the Indonesian statesman Frans Seda (1926-2009). The Foundation is inspired by his lifelong commitment to balanced, non-discriminatory and respectful national and international relationships.



**Rennie Roos**  
Implementing Partner

Through focused projects like scholarships, studies and other programs the Foundation creates opportunities for talented young leaders to understand the challenges resulting from differences in social, religious and economic backgrounds.

### Innovation Lab

The Innovation Lab is an opportunity for businesses and corporations to realize their social values and provides a platform for its staff to learn and give back. The Innovation Lab involves business professionals from various backgrounds collaborating to help a charity or social enterprise. By harnessing talent at all levels of business, and by managing each project carefully and effectively, the Innovation Lab creates fantastic impact for charity partners, business partners and Frans Seda Fellows.

We have designed and developed a one-week Innovation Lab to achieve both Corporate Social Responsibility (CSR) and Learning and Development (L&D) objectives for Business Partners. They provide executives and other managers with an opportunity to test and develop their skills in pursuit of a worthy cause, in a way that has proven impact, whilst creating value for their business.

### Become a Business Partner

Our Business Partners pay an annual membership fee to get access to the network of the Foundation, to join activities and to send young executives to our Innovation Lab in Indonesia or the Netherlands.

### Frans Seda Foundation

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**Laurens van Hoorn**  
CEO HealthInc &  
Head of International  
Relationships ahti

### HealthInc - Empowering entrepreneurs in Health

HealthInc is a 12-week fulltime accelerator program that connects you to a global network of healthcare and business professionals so you can build a support base for your innovation and get ready to market a validated product.

We are passionate about the future opportunities in healthcare. We believe that funding and involvement by both public and private sectors is critical to initiate sustainable transformation within healthcare. This was the foundation for ahti and the founders of Startupbootcamp to start HealthInc. HealthInc bridges different worlds geographically and across sectors, to help ambitious founders access the market and scale.

### ahti - Achieving better health

Amsterdam health & technology institute (ahti) was founded as a result of an assignment by the City of Amsterdam. Ahti's mission is to improve urban health and healthcare by connecting people, technology and medical knowledge through innovation and entrepreneurship. We turn data into actionable insights to clarify complex issues and help startups develop their business to accelerate innovation in health.

Through an extensive network of health and business professionals, ahti helps payers, providers and entrepreneurs to develop solutions for better quality of care, higher patient satisfaction and more cost-efficiency. In Amsterdam, the Netherlands and around the world (eg. China, South-East Asia & East-Africa).

### Thriving ecosystem in life sciences

Ahti aims to create a thriving eco system for healthtech innovation and entrepreneurship in the City. Together with partners such as Amsterdam UMC and real estate developers, ahti is bringing healthtech organizations and companies to the Amsterdam Life Sciences District, an inspiring environment for open innovation.

### HealthInc - Empowering entrepreneurs in Health

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**Rolof Mulder**  
CEO

### Hospitainer

Rolof Mulder is CEO and starter of Hospitainer. The core of the company is to produce mobile and modular medical infrastructure based on shipping containers.

A clinic or hospital can be build very quickly from stock in any combination of OT, X-ray, maternity, dental, ophthalmic and so on. Either on the ground, on wheels on water or by air. Completely fitted and installed and completed with tent structures or buildings.

### Healthy Villages

The units are used in rural areas, after disasters and in conflict area's. For Indonesia, Hospitainer is working on a project to place solar clinics in rural areas. When the clinics are in place, other modules for the village can be "plugged in" line solar, water and sanitation, nutrition, small business, etc. Hospitainer works with partners on this program called "Healthy Villages".

Rolof has a strong background in forming consortia with the UN (OCHA, UNFPA), companies and implementing partners. For instance 4 of the 13 mobile hospitals and clinics placed in Syria were a result of such an initiative. Hospitainer works for NGO's like MSF, Governments and Defense. Fifteen 50 bed mobile hospitals are produced for the Middle East.

Since 2010 more than 150 medical containers, trucks, and vessels have been produced and deployed.

### Hospitainer

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**Alex Holsbergen**  
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### IDBH Senso

'striving for impact, with international oriented solutions from the Dutch Life Sciences and Health sector, localized for the Indonesian market'

IDBH Senso is a Dutch impact company founded by three experienced entrepreneurs with their roots in Indonesia. Provider of liaison services to realize sustainable impact by delivering services and third-party solutions for knowledge development, community development and Health IT.

#### • Senso Academy

We support further strengthening of the healthcare system in Indonesia by offering healthcare organizations our certified training services to extend and enrich their existing training and knowledge development programs.

#### • Senso Community

Our solutions and services for Health Community Development help local stakeholders to identify, design, implement and monitor inventions. We use concepts and solutions which are applicable and affordable for everybody, primarily for communities and villages in rural areas.

#### • Senso Health IT

To improve the quality and access to healthcare by offering health technology solutions and services, such as telemedicine, mobile health, electronic health records, connected care solutions, video consulting, medical device integration. We design, develop and deliver affordable IT solutions together with local solution providers from the Netherlands, supported by our international technology partners.

IDBH Senso is committed to realize sustainable impact while doing business in and with Indonesia. We fulfil a bridging role between the Netherlands and Indonesia in addressing Indonesian care challenges using knowledge and content from both sides

We combine our local presence in Indonesia and strong international network with extensive knowledge and experience in doing business and establishing partnerships between Indonesia and the Netherlands.

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## Incision Group

The Incision Academy ([www.incision.care](http://www.incision.care)) strives to become the worldwide standard for surgical learning. The Incision platform offers a unique environment for the exchange and improvement of surgical knowledge. The academy offers value for the entire surgical team; from residents and surgeons, to interns and scrub nurses.



**Charles Pallandt**

Director Strategic Partnerships

The Incision Academy has been fully accredited by the Royal College of Surgeons of England and is endorsed, by amongst others, the European Society for Surgical Oncology. The Incision portfolio consists of over 400 procedures and expands at a rate of 10 procedures per month.

Incision created a platform of filmed procedures, shot from the surgeon's point of view in 2/3D, in which specialists share their knowledge, skills and expertise. By working with medical doctors, surgeons and editors, Incision provides a broad portfolio of high-quality surgical procedures, and offers courses with thousands of questions to track knowledge levels, supporting curricula or self-learning.

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**Pancras Hogendoorn**

Dean and Vice-chair of the Executive Board LUMC,  
CSO of Topsector LSH

## Leiden University Medical Center

Pancras C.W. Hogendoorn is a professor of pathology at LUMC and visiting professor at Oxford University. He holds an honorary doctorate from Semmelweis University and is member of the Academia Europaea.

LUMC is an academic health center and affiliated with Leiden University. LUMC aims to improve healthcare and people's health. We will achieve this mission by providing our patients with innovative, state-of-the-art healthcare based on pioneering research and education. Our ambition is to be one of Europe's top ten University Medical Centres. Societal outreach at LUMC is focused: Oncology, Regenerative Medicine and Population Health. LUMC has partnerships with universities in Indonesia in the areas of global population health and infection diseases. LUMC is situated in the Leiden Bioscience park.

The Dutch Life Sciences & Health (LSH) sector is one of nine "top sectors" in the Netherlands. The top sectors are designated by the Dutch Ministry of Economic Affairs and are selected on their ability to contribute substantially to global societal challenges. Top Sector LSH entails a broad scope of disciplines, from pharmaceuticals to medtech, from healthcare infrastructure to vaccination. In order to realize its mission – vital functioning citizens in a healthy economy - the Top Sector builds on the strengths of the Dutch Life Sciences & Health sector to address the biggest societal challenges in prevention, cure and care: improving the quality of life (vitality) while restraining the costs of healthcare.

## Useful links:

<https://www.health-holland.com/>  
<https://www.universiteitleiden.nl/en/staffmembers/pancras-hogendoorn#tab-1>  
<https://leidenbiosciencepark.nl>

## Leiden University Medical Center

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## LIFESENSE GROUP

### LifeSense Group

LifeSense Group aims to empower people every day by revolutionizing healthcare through wearable IoT technology. We design and create applications for medical, health and wellbeing. With our patented technology in smart textile, wearable technologies and mobile applications we turn innovations into reality. LifeSense Group won over 10 international awards and has distributorship partnerships in over 35 countries.



**Valer Pop**  
CEO

Our solutions Carin (carinwear.com), Wil (wilwear.com) and Oopsie Heroes (oopsieheroes.com) provide a solution to the largest health-care secret today: urine loss. Urine loss affects 1 in 3 people at some point in their lives. This condition is uncomfortable and embarrassing for the sufferers and can be expensive and difficult to treat effectively. At LifeSense Group we have developed a new approach; non-invasive combinations of smart textiles, wearable sensors, and tailored exercise programs. By using Carin, Wil, Oopsie Heroes people which shall otherwise suffer of urine loss for 20-30 Years of their lives and wear pads or diapers every day shall cure within 6-8weeks. For every 1000 people we are curing we can save 28 million pads and/or diapers being disposed of in the environment.

We are looking to partner with an innovative medical distributor in Indonesia. The goal is to empower 12.5 million women, men and children suffering from urine loss in Indonesia.

### LifeSense Group

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**Ruud Pijnappel**  
CEO LRCB  
Professor of Breast Radiology,  
Utrecht University

### LRCB

The Dutch Expert Centre for Screening (LRCB) is a non-profit knowledge driven organization, that aims for optimal medical and technical quality of screening programmes. LRCB optimizes knowledge and technology by training and audits. In this way we continuously improve the quality of early diagnosis and treatment of breast cancer.

Early detection remains the key to success in the treatment of breast cancer. By order of the National Institute for Public Health and the Environment (RIVM), LRCB performs several tasks within the National Breast Cancer Screening Program. A specific task is training and certifying technicians and radiologists. Only professionals certified by LRCB are allowed to work within the Dutch program. Apart from training we audit by peer review to monitor and benchmark the performance and skills of all medical staff and (imaging)equipment in the Dutch screening program.

Providing a broad spectrum of training opportunities on a national and international level, (customized) to medical breast professionals including medical physicists is also one of the important goals of the LRCB. The LRCB offers a spectrum of courses and skills training, for both starting as well as experienced professionals in breast cancer screening.

Scientific research and innovation are another pillar of the LRCB. Our research aims to improve the quality, safety, efficiency and effectiveness of screening programs. By combining education, innovation and research LRCB wants to improve health benefits and at the same time reduce unintended effects of population-based screening. Hopefully information derived from LRCB research helps our target audience to make an informed decision on screening participation not only in the Netherlands, but all over the world.

### LRCB

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**NovoLearning**  
unlocking potential together

Novo is an Education Technology company that offers a complete solution for interactive and customized digital learning.

Novo is a spin-out company of the Radboud University in Nijmegen (the Netherlands) and headquartered in the Netherlands with local companies in Indonesia (Jakarta), Singapore and Vietnam.

Novo empowers people and organizations to grow, by unlocking potential together. We enable our partners to digitize learning and assessments in a fast and easy way, unlocking a scalable and highly profitable new business through blended and mobile learning. We offer a ready-to-use and fully integrated education technology as well as instructional design knowledge. Novo specializes in solutions for language learning, compliance & safety and health awareness.

Novo is growing rapidly in Indonesia as a partner of the Indonesian Ministry of Education, local companies and universities. Examples are English for healthcare professionals, Maritime and Agri, developed in collaboration with Briton, and Arabic for Indonesian speakers, developed in collaboration with Universitas Pendidikan Indonesia.



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**Nxt Cosmetics**

Nxt Cosmetics is a young Dutch company, which developed the premium sunscreen brand Sunday Brush. The founders Nicole and Remko Vermeer have made it their mission to create the go-to alternative for traditional facial sunscreen. As Remko suffers from skin cancer, the couple is passionate about the importance of (daily) sun protection.

Sun protection must be used every day, 365 days a year. Therefore it must be easy to use, safe and have no negative side effects.

**Products offered:**

Sunday Brush is a mineral sunscreen powder with SPF 50; Unique in the world as it is the only and first with only 100% natural ingredients. The product is EU certified, reef safe, animal friendly, with no added chemicals. The minerals do not absorb into the skin and cause no skin irritation. This makes Sunday Brush the go-to alternative for traditional facial sunscreen.

**Unique Selling Points:**

- 100% natural, no chemicals
- Causes no reaction with the skin
- Available in 4 skin tones
- The light coverage creates a beautiful, even complexion
- No greasy or oily face after applying
- Easy to (re) - apply for all day SPF protection
- Convenient and easy to carry on

**Profile of Commercial Contacts Wanted:**

Looking for distributors with experience in distribution of high-end cosmetics products. Experience with 100% natural and/or premium skincare products, would be very much appreciated. The ideal partner should have a strong network in the sector of high-end skincare products with established dermatologists, professional cosmetic institutes and beauty salons. Also interested in e-commerce distributors / platforms for the skin care industry.



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CEO



**Remko Vermeer**  
Director

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### Pro Deo Care Foundation

Pro Deo Care Foundation; Volunteer Business Owner  
Support for Directors with Entrepreneurship Challenges:

Ferdinand Beer Founder and Volunteer of Pro Deo Care:  
Experience as a Dutch Pro Deo Mentor / Advisor for Clients  
and (former) Entrepreneurs with requests for advice on  
social, financial and legal issues.

The Pro Deo Care Foundation is a non-profit organization  
that stands up for aspiring entrepreneurs who want  
to start their own business in the Netherlands or a  
developing country like Indonesia.

And established business owners with possibly the  
Supervisory Board who are facing entrepreneurship  
difficulties due to challenges. These multicultural owners  
and / or their supervisors are the future successful  
companies. Being personally remunerated by me as  
their personal mentor. The Pro Deo Care Foundation  
mainly helps entrepreneurs who have hardly any  
(start-up) capital or no longer own it. You can think of a  
group of (international) students who want to begin a  
startup company. Or an entrepreneur who has to deal  
with financial challenges or other problems in the area  
of bankruptcy. They receive voluntary help from me, a  
colleague, or are referred to a non-profit organization that  
wants to actively guide them.



**Ferdinand Gerson Beer**  
Founder

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### Reinier de Graaf

### Reinier de Graaf Hospital

The Reinier de Graaf Hospital was founded in 1252 and is  
the oldest hospital in NL. Recently, it has been rebuild and  
therefore the Reinier de Graaf is also one of the newest  
hospitals in NL.

Approx. 450,000 people rely on this hospital with the  
main location in Delft. There is an additional location  
in Voorburg and clinics in Naaldwijk and The Hague-  
Ypenburg. The Reinier de Graaf is a top clinical teaching  
hospital and employs over 3,000 professionals of  
which more than 300 medical specialists in 27 different  
specialisms. As a top clinical hospital, they offer highly  
specialized and complex care primarily within the  
spearheads Elderly, Oncology and Mother & Child.

The hospital has 481 beds, a high patient satisfaction (8+)  
and approx. 22,298 admission per year.

To make healthcare more safe and efficient, contribution  
to healthcare innovations is really important for the  
Reinier de Graaf Hospital. By working closely together  
with the Delft University of Technology, new innovations  
arise and existing inventions are further developed.



**Carina Hilders**  
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## Royal Philips

Royal Philips is a health technology company focused on improving people's lives through meaningful innovation across the health continuum – from healthy living and prevention to diagnosis, treatment and home care.

Our vision is to improve the lives of 3 billion people a year by 2030, 400 million of which would be in underserved communities. Applying advanced technologies and deep clinical and consumer insights, Philips partners with customers to deliver integrated solutions that address the Quadruple Aim: improved patient experience, better health outcomes, improved staff experience, and lower cost of care.

Philips generated 2018 sales of EUR 18.1 billion and employs approximately 78,000 employees with sales and services in more than 100 countries.

Royal Philips has had presence in Indonesia since the early 1900's. With more than 100-years presence in Indonesia, we remain committed to improve the lives of Indonesians through meaningful innovation.

Philips Indonesia is committed to empower people to live healthier lives across health continuum and to make a real difference in health across the archipelago by working with most A/B/C class hospitals in Indonesia and train medical professionals. We leverage our expertise and experiences in both the clinical space and consumer technology.



**Pim Preesman**  
President Director Philips  
Indonesia



**Devi Darmadi**  
Commercial Leader,  
Health System Philips  
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## PT Philips Indonesia

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## Tanger Law Firm

Tanger Law Firm is one of the largest full-service law firms in the area of Haarlem. From our own Indonesia Desk, with Amsterdam Schiphol Airport next door, Tanger is able to work closely with companies from Indonesia searching for opportunities in the Netherlands, and vice versa. Characterised by a rapid and decisive work ethic, our Indonesia Desk combines the benefits of strong Indonesian roots on one hand with a keen knowledge of the Dutch way of doing business on the other. When it comes to covering legal concerns in building new businesses, Tanger can prove to be your most trusted guide.

Romana le Roy is a partner at Tanger, and director of our Indonesia Desk. Attending the trade mission to Indonesia for the first time, she wishes to explore new opportunities and discover more about the Indonesian entrepreneurial spirit.

### Task Force Health Care

Your Portal to the Life Sciences & Health sector in the Netherlands

The Task Force Health Care (TFHC) is the public-private platform for the Dutch Life Sciences & Health sector since 1996. Our partners community is a unique blend of start-ups, SMEs, multinationals, NGOs, knowledge institutes and government that provide innovative solutions to global (and local) healthcare challenges.

### Improving Healthcare Together by Connecting the Right People

To accomplish our mission, we organise all kinds of activities to (I) stimulate cooperation and knowledge-sharing in order to combine forces within the Dutch healthcare sector and (II) present and position the Netherlands abroad in order to be involved in shared healthcare challenges. In the last decade, the TFHC visited and maintained relationships with more than 30 countries and continues to build & maintain sustainable international relations.

### Strengthening our cooperation with Indonesia

Since 2012, TFHC have been actively engaged in stimulating and facilitating G2G, K2K, and B2B cooperation between Indonesia and the Netherlands. In November 2018, an Memorandum of Understanding was signed by the Ministry of Health of Indonesia and the Ministry of Health, Welfare & Sport of the Netherlands to further strengthen mutual cooperation between our countries.

Let's connect if you have an interest in cooperating with the Life Sciences & Health sector in the Netherlands.



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Programme Manager

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**Roelinde Bakker**  
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### TNO

TNO is a Dutch hybrid innovation institute and independent organization. We work for a growing number of national and international companies: now over 2,400. For these companies, we work on more than 4,500 projects a year. We have projects in more than 40 countries.

Child Health and Digital Health are part of Healthy Living. This unit covers tno's activity in the health sector. TNO has been active on youth health for over 60 years. As knowledge partner TNO is working in close collaboration with the public and private sector. Last 13 years TNO was already successful on the first 1000 days and digital health in Surinam, Ghana and Indonesia by introducing an innovative model of healthcare for pregnant women, young children and their parents. Our client portfolio is diverse, comprising major Dutch, foreign based and international enterprises, middle market companies, nonprofit organizations and government institutions.

### Products and Services Offered:

- Our expertise areas are: first 1000 days, growth and development, screening and monitoring, eHealth and eCoaching, lifestyle and behavioral interventions, mHealth.
- Examples of interventions: Check2Gether (antenatal group care combined with a portable diagnostic kit), Igrow the TNO growth app
- Evidence based interventions for lifestyle such as online decisiontools for healthy nutrition and eCoaching.

### Unique Selling Points:

- In partnerships we create new propositions and evidence based interventions
- Integrated system approach; establishing new sustainable value chains with viable business models for all stakeholders
- With technical know-how we develop and launch new products and services
- We have a very experienced and multidisciplinary team

### Profile of Contacts Wanted:

Looking for organisations that might be interested in international public-private partnerships and innovative projects.



**Ronald Zwartkruis**  
International Partnership Lead  
Public Health



**Margo Koster**  
Product Owner Screening &  
Infectious Diseases

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### Topicus.Healthcare

Topicus delivers software in the healthcare domain to connect people, healthcare professionals, providers, commissioners and financiers. Our aim is to contribute towards a (better) balanced healthcare system by people and patient empowerment, community engagement and operational excellence according to the quadruple aim.

### Products & Services offered

For patients, professionals, healthcare organisations, commissioners and Ministries of Health (MoHs) we deliver preventive screening platforms for both non-communicable (NCDs) and communicable diseases (CDs) covering all aspects of screening.

By supporting the nationwide screening programs on tuberculosis, breast-, colorectal-, and cervical cancer in The Netherlands, Topicus contributes to public health. We believe early detection of diseases is important for limitation of healthcare consumption and cost. By connecting software solutions, medical devices and our integrated and connected screening platform we extend healthy living worldwide.

We link existing organisations, healthcare organisations, chain partners and applications together to form connected screening pathways. With respect to interoperability, we follow international standards of information exchange (HL7, XDS, DICOM, IHE) and support unified workflow across (national) screening programmes. For monitoring and evaluation, we deliver on consultancy about business intelligence (reporting) tools, quality indicators and (other) KPIs.

### Unique Selling Points

- Integrated software connecting all stakeholders
- Many years of experience in the screening market
- Facilitating monitoring, control and evaluation of screening programmes
- Use of standards for vendor-independent systems
- Workflow support for efficient processes

### Profile of Commercial Contacts Wanted

We are looking for potential partners to set up a pilot for cancer screening (breast cancer, colorectal cancer, cervical cancer and lung cancer) and we would like to get in touch with healthcare providers responsible for screening on infectious diseases, specifically on tuberculosis.



**Eric Jan de Munck**  
Owner Director

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### Vahlkamp International

Vahlkamp is manufacturer and developer of Nurse call alarm products as active and passive alarms. As can be seen on www.vahlkamp.nl.

Alarm products (nurse call triggers, callsensors) used in health care, geriatric care, psychiatric care and disabled care. The systems are used in institutions like hospitals, nursing homes, residential homes and organisations that offer extramural care.

We are looking for distribution partners of Nurse call systems in Hospitals, Nursery homes and Care homes. Mostly directors, product managers. Or development of this market if it is not already established. Vahlkamp looks for a reliable person or company who wants to create synergy with us for the Indonesian market of taking care of help needy people.

### The usp's are:

- Enhances efficiency in Care institutes of the organisation
- High Quality Dutch products
- Long time established market
- Plug and play products
- Low in service



**Stef van Bladel**  
CEO



**Michel van den Hoven**  
Sales & Marketing Director

**Yomema**  
**Your Medical Matchmaker**  
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### Yomema

*"We care for care"*

- Yomema is a company that connects healthcare professionals with educational- and health institutions. Our numerous clients in the Netherlands offer vacancies in nursing. Hospitals, clinics, residences and home care services are waiting for qualified professionals! Working abroad is a huge challenge, but Yomema will be by the candidates' side towards a new educational and/or professional experience. Yomema helps them with everything (obtaining a residence- and/or work permit, training, an internship and/or job, Dutch classes, housing or transport), so that the candidates can adapt to the Dutch culture/life much sooner. Yomema works on Capacity Building in Indonesia and other countries via own offices;
- Yomema offers nurses who come to the Netherlands a lifelong learning experience.

Yomema commits to realize sustainable impact while doing business in and with Indonesia in collaboration with local partners to create a steppingstone for similar collaboration with other countries. We try to create a bridge between the Netherlands and Indonesia in addressing challenges which we face in the Dutch healthcare sector.

We combine our Indonesian local presence and international network with educational-/healthcare institutions, lawyers, etc. with extensive knowledge in doing business and establishing partnerships between both countries. Together with our partners we get involved in projects/programs based on open communication, creativity and commitment. We are already in contact with schools and collaborate with the Ministry of Health in Indonesia.

We like to share business ideas with professionals, organizations, profit-/non-profit organizations and governmental institutions in Indonesia which are interested in implementing care concepts, knowledge, expertise and solutions from the Netherlands, combined with local content to fill existing gaps and help each other flourish.

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# Maritime and Integrated Coastal and Water Management





### Alia Instruments

Innovative, sustainable and efficient solutions for dredging and mining.

Alia Instruments is the technology leader in non-nuclear slurry density meters. We redefine industry standards in sustainability, compatibility, and process optimization by providing users with innovative non-nuclear production monitoring solutions.

We make products that contribute to the UN sustainability goals, like improvement of energy efficiency, affordable drinking water and restoration of water related ecosystems.

Amongst others our instruments are used in the dredging and mining industry.

### Non-nuclear abrasive slurry density meter

Our non-nuclear slurry density meter is an innovative reconfiguration of robust technology that has proven itself in countless applications and offers production maximization. Through simple design, our devices can be implemented and used in any environment, and serviced by local engineers.

### Advantages

The innovative non-nuclear Alia Density Meter (ADM) for slurries offers:

- Non-nuclear density measurement
- A simple, reliable, and robust product
- Easy to install and maintain by local engineers
- An immediate signal, showing actual values
- Easy integration with existing systems and software
- Accurate for all kinds of slurries, no need to (often) recalibrate
- Dutch quality

### Non-nuclear a clear choice!



**Jan Peters**  
Managing Director

### Alia Instruments

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### Atradius Dutch State Business

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



**Heleen Quint**  
Senior Export Credit Specialist

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

Through its insurance and guarantee products Atradius Dutch State Business can assist exporters in winning export transactions and increasing the financing capacity with their bank. Customers of the exporters can benefit from deferred payments or financing and favourable financing conditions.

In addition to these insurance and guarantee products, Atradius Dutch State Business can directly provide supplier's credit up to €5 million, if the bank does not provide this type of financial support for an export transaction.

### Atradius Dutch State Business

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**Eelco Waardenburg**  
Director



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### Bureau Waardenburg

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

More than 125 employees perform over 800 projects annually in the Netherlands and abroad. Our ecologists, biologists, aquatic, marine specialists, botanists, ornithologists, animal ecologists, physical geographers and landscape architects are supported by specialists in landscape design, graphic design, statistics, spatial analysis, data management, programming and GIS.

### Our clients are Dutch- and international organizations such as:

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

### Areas of expertise:

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

### Unique Selling Points:

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



**Antoinette Willemsen**  
Director Business Development

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### CSI Control Systems

CSI Control Systems is one of the founding fathers of the current generation of alarm & monitoring systems for the shipping industry. Our portfolio consists of over 3500 vessels of all trades and sizes.

With a track record of more than 50 years, CSI Control Systems is your reliable and innovative technology partner for Alarm, Monitoring & Control.

We deliver the best solutions for every specific vessel or installation. Our systems provide maximum flexibility and are easy to apply.

### Products and services offered

Our systems include:

- Integrated Automation System (IAS)
- Vessel Management Systems (VMS)
- Power Management (PMS)
- Tank Gauging
- Exhaust Gas Monitoring
- Valve & Pump Control
- Ballast & Anti Heeling systems
- OPC interface
- Trending and more.

Flexibility and user-friendliness have always been the main drivers for our software designs. The modular system set-up covers all AMC functions, is highly scalable and can be customized according to vessel requirements.

Our experts are available around the world to service your ships, wherever you need us.

*Smart solutions, safe shipping*

### Unique Selling Points

- User configurable settings
- License free software
- Remote control
- Backwards compatible
- Open interface

### Profile of commercial contacts wanted

We are looking for shipowners, shipyards, electrical installation and automation companies, system integrators and knowledge institutes (i.e. IT, engineering & technology)



**Hein van Ameijden**  
Managing Director



**Ayu Pijnen (Indrayu Aryani)**  
Customer Relation for Indonesia

### Damen Schelde Naval Shipbuilding

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### Damen Schelde Naval Shipbuilding

Damen Naval provides a full range of Defence and Security solutions ranging from safety and law enforcement vessels for coastguards and constabulary organisations, to full naval combatants for navies worldwide. Damen Naval, as prime contractor and integrator for combatants, amphibious platforms and multifunctional logistic support ships, has delivered more than 400 vessels since 1875 to satisfied customers all over the world. Building on its long-standing reputation for excellence and its expertise in providing an extensive series of combatants to the Royal Netherlands Navy, Damen Naval is a trusted partner on the export market, delivering innovative military vessels built either at own facilities in The Netherlands or at customers' preferred building locations.

### Damen Shipyards Group

Damen Shipyards Group operates 36 shipbuilding and repair yards, employing 12,000 people worldwide. Damen has delivered more than 6,500 vessels in more than 100 countries and delivers some 175 vessels annually to customers worldwide. Based on its unique, standardised ship-design concept Damen is able to guarantee consistent quality.

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

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, winches, anchors, anchor chains and steel works.



**René Berkvens**  
Executive Board Member



**Gysbert Boersma**  
Regional Director Indonesia

### Damen Shipyards Group

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### Damen Shipyards Group

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## 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.



**Gerard Blom**  
Director Inland Water Systems

We apply our top-level knowledge with the aim of delivering innovative and sustainable solutions for global issues. Our distinctive profile combines open source software, advanced experimental research facilities and 800+ highly qualified and knowledgeable experts.

Knowledge development and cooperation are important in our work. All our contracts and projects, financed by external clients or from our strategic research budgets, contribute to the consolidation of our knowledge base.

We believe in openness and transparency, as is evident from the free availability of our leading software (Delft3D FM, Delft-FEWS, IMOD, etc.) and our 'Dare to Share' philosophy.

### Deltares addresses six societal themes:

- Flood risk
- Ecosystem and environmental quality
- Water and subsurface resources
- Delta infrastructure
- Adaptive delta planning
- Enabling technologies

Deltares is very interested in matchmaking with government and business partners that can draw on our expertise and unique tools through specialist consultancy or applied research activities.

## Deltares

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**Ivo Bastings**  
Director



**Slamet Budi Raharjo**  
Manager Indonesia

## Drainblock

Does your city have crystal clear river water? Do you have regular challenges with flooding? Drainblock can help.

Drainblock offers practical solutions for everyday water management challenges. Solutions that are sustainable, environmental friendly, easy to use and with little maintenance.

Drainblock is a young, dynamic and innovative company that focuses on 3 pillars:

- Drainage & Infiltration (flood management)
- Irrigation & Landscaping (more crop per drop)
- Water Treatment (polluted river waters and septic tank leachate)

## Solutions

We offer total solutions. This includes consultancy and project management, design and quality control during implementation, delivery of the actual Drainblock products and reservoir maintenance services.

Drainblock products are 100% natural and environmental friendly. Drainblock drainage and infiltration blocks can store 95% of their volume in water. Because they are very strong Drainblock allows for double land- use. Rainwater will no longer flood your streets but will be stored underground in a Drainblock reservoir. This water can fill-up groundwater tables, be re-used for water supply or irrigation. These blocks are designed to drain as much rainwater as fast as possible.

Our irrigation and landscaping blocks are designed to hold the water as long as possible in order to maximise water usage for agriculture and landscaping purposes.

Most surface waters in Indonesia however are polluted. Before taking this water to our underground reservoir we will filter the water with a Drainblock filter system. Drainblock filters can be customised to either filter sediments, or biologically purify river & drain water or treat the leachate from septic tanks.

Drainblock is your preferred supplier to tackle floods and improve the water quality in a practice and sustainable way while preserving the land and environment.

## Drainblock

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**Henk Nieboer**  
 Director of EcoShape  
 Owner/director at Adaelta

### EcoShape / Adaelta

EcoShape is the foundation that manages the public-private innovation programme Building with Nature. We develop knowledge based on physical pilot projects. Our largest pilot is located in Demak, Indonesia (Securing Eroding Coastlines), where we create a mangrove based economy in joint operation with Wetlands Indonesia, the Ministry of Agriculture, Food and Fisheries and the Ministry of Public Works and Housing

The programme Building with Nature is executed by a consortium of 15 private and public organisations among which NGO's, engineering consultants, contractors and knowledge institutes.

Adaelta is a company focusing on adaptation in and along deltas, coasts and rivers. The systems Adaelta is working with are the natural environment, water, cities, urban and rural areas and infrastructure. We contribute to strategizing, problem analysis and solving, project and program preparation and realization, development of innovations and innovation programmes.

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### Adaelta

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**Hans van Mameren**  
 Managing Director and Founder

### Energy Renewed

Designing and building a full package of Sustainable Utilities for remote off-grid locations like resorts, hotels, communities, mining or fisheries outlets in SE Asia. Centre point in these activities are electric driven boats. This to be an alternative for the millions of outboard engines used in SE Asia. The concept is a new method of distribution, production, building and financing of simple boats for local communities on island and river locations. A building kit is assembled in each country and distributed over many locations where a local boatbuilder will assemble the final boat. This will avoid the relatively high distribution costs of the too large hulls of a simple boat. By standardization "Economy of Scale" can be achieved. The local boatbuilder has an income from assembling and servicing these boats.

Energy Renewed is promoting Dutch and European companies, who develop and manufacture parts such as E-motors, inverters and batteries, to setup joint ventures in ASEAN. One of the aims of the boatbuilding project is to support the local economy. When sufficient numbers are built, the unit costs will plummet and by that expand the market of affordable boats further.

We are looking for cooperation with Indonesian companies to participate in the setup of a production and distribution network for this boat building project. When combined with sustainable utilities: energy, water filtration, waste water handling, small scale agriculture, communication, etc. all needs of a remote community are provided. The Indonesian government is keen on the further development of the remote islands, especially in the Eastern Archipelago. This project is fully in line with that.

### Energy Renewed

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### Green Rhino

Green Rhino Holdings was established in 2017 as a global energy storage company. The company was founded by three Dutch serial entrepreneurs. The vision is to introduce energy storage solutions that are safe, environmentally-friendly, superior in quality and performance and, more cost-efficient. The mission is to build partnerships with distributors, governments, large enterprises and technology partners in order to sell our energy storage systems worldwide. Our industries are telecoms and networks, utilities, aerospace and defense, EV light traction and oil & gas.



**Eric van den Eijnden**  
Managing Director ASIA



**Latif Gau**  
Managing Director Indonesia

Our production site is based in Apopka, Florida, USA on the outskirts of Orlando. In October 2019 we moved into a new 150,000 sqft state of the art facility where we manufacture complete Energy Storage Systems and batteries in Q3/Q4 2020. Based in Utrecht, the Netherlands our operations cover Sales & Marketing, Technical, R&D, Light assembly and warehousing. Our battery manufacturing is based in China with current investment being applied to expanding production test bays. In December 2019 we successfully opened our Shanghai, China office. We are in the process of setting up our Singapore and Australia offices in response to our exponential growth.

Our products excel in warm areas and achieve unrivaled performance with an excellent price-quality ratio. We offer finance to facilitate our customers. We entered the Indonesian market with solutions for the telecom market and roll out programs for the electrification of remote area's.

### Green Rhino

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### HYDRODIESEL

a CSH company



**Rudy Visser**  
Founder and owner



**Leon Zwijnenburg**  
General Manager

### HYDRODIESEL

HYDRODIESEL (a CSH company) is a global expert in the design, manufacture and supply of customized high-capacity pump solutions, with nearly 40 years of experience. We design and manufacture a wide range of special (fire) water pumps for FPSO's and Marine class firefighting systems.

After manufacturing and testing in our own test facility, the installations are commissioned all over the world with the help of our commissioning engineers. And of course we also offer an extensive aftersales and spare parts service.

### Products and services:

With our knowledge and experience, we have developed a unique new solution for the consequences of increasingly frequent extreme weather conditions, such as unprecedented floods and major fires.

HYDRODIESEL's Mobile Multi Purpose High Capacity Pump, with a huge system capacity of 2 x 40,000 l/min, is a ready-to-use unit for water displacement in case of flooding and useful as prevention, irrigation in case of exceptional drought and water transport for fire fighting in case of major forest fires.

### Commercial Contacts:

HYDRODIESEL has longstanding experience in Indonesia through our established local partner Rantai Laut (this company has existed for over 100 years) for national sales, service and after-sales activities. Together with Rantai Laut, we recently successfully delivered a High Capacity Pump to Pertamina, a leading energy and petrochemical company.

We are interested in companies and local authorities in Indonesia who see the potential of our Mobile Multi Purpose High Capacity Pump.

### Hydrodiesel

(a CSH company)

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**Wiwi Tjiook**  
Director Landscape Architecture

#### IDN Liveable Cities

IDN Liveable Cities promotes good practices in integrated spatial planning, urban and landscape design and architecture for Indonesian cities.

Professionals (urban planners, architects, landscape architects, hydrologists, environmental engineers) incorporated in IDN Liveable Cities contribute in finding comprehensive design solutions, resulting in inclusive, sustainable, liveable and attractive cities in Indonesia.

#### Products and services offered

We advise and assist local governments in the development of cities, small towns or villages which are facing the challenges and impacts of development through pilot projects, ranging from remote community empowerment and village improvements to improve the quality of life.

We are involved in matching stakeholders with proposal makers and in accelerating the implementation of selected proposals in the form of pilot projects.

We share knowledge to incoming Indonesian delegations (government officials ranging from parliament members, to provinces and municipalities) visiting The Netherlands through organizing workshops, excursions and seminars.

#### IDN Liveable Cities field of work encompasses the following 4 themes:

- Integrated Water and Landscape Planning
- Affordable Housing and Urban Renewal
- Rural Development, Tourism and Empowerment
- Heritage and Conservation

Design strategies include a.o. Water as Leverage Semarang (with MLA+ consortium), urban design guidelines for Bojonegoro, heritage urban landscape scan for a mining town in Bangka and masterplan for a vertical fishermen coastal village in North Jakarta.

#### Unique selling points:

- Experienced, innovative urban planning and design professionals with a thorough knowledge of Indonesia and its culture.
- Extensive experience in both private and public sector in planning, design and construction of projects in The Netherlands and Indonesia.

#### Profile of commercial contacts wanted:

Looking for companies that are interested in contributing in the creation of inclusive, sustainable, liveable and attractive cities in Indonesia.

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**Leo Fransen**  
Chief Executive Officer

#### Innovam

Innovam was founded in 1948 and is the training provider for the mobility sector in the Netherlands and the education partner for governments and educational institutions, importers, SMEs and for many international OEMs in the automotive maritime and bicycle industry.

The core business of Innovam is providing services and supporting education, training and examinations. Innovam improves the knowledge and skills of employees and students through a result-oriented approach to the development of people and organizations and helps to further develop the educational offering through online applications, blended learning processes and the application of new technologies such as augmented and virtual reality.

Thanks to Innovam's expertise in learning, we continuously strengthen and develop learning efficiency and the ways in which sectors can best learn and develop within a digital environment and are prepared for a changing market. We also continuously improve by aligning our services with the training objectives of your clients. By making our blended learning approach inspiring and effective, we motivate participants and employers and leave more time to practice.

#### Key activities:

- Development of training programs, curriculum & certification schemes.
- Providing knowledge and skills to local trainers and teachers via a proven train-the-trainer (TTT) approach.
- Consultancy with regard to organizing and setting up training, examination and certification structures.
- Examination and certification of MOT inspectors, driving instructors, vocational students, and branch related workers.
- Publishing of (digital) methods and tools for pre-vocational secondary education and vocational education levels.
- Development of new technologies for educational innovation such as augmented reality, virtual reality and blended learning journeys.

Looking for companies and educational institutions that might be interested in effective learning solutions.

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### LV Shipping & Transport

LV Shipping & Transport is a logistics provider (founded in 1921) with a worldwide network and specialized in providing tailor made services to our clients through our network of own offices and dedicated agents. Unique selling points are our international network of fully owned offices with local management. This has brought us success in many projects worldwide.



**Chris Lewin**  
Chairman

LV is highly experienced in the Indonesian market. Our unique selling points are our own local offices and owned equipment such as LCT-vessels and heavy haulage trucks and trailers.

Our international teams of specialists are dedicated to offer our clients a personal service that can be summarized as pro-active and responsive. It is in our company's DNA to offer our clients reliable and cost effective transport / import and export solutions that can be qualified as best in the industry.



**Mark van Herk**  
CEO

For this reason many of the world's leading companies have chosen our company as their preferred supplier for their logistics challenges. Throughout LV we have a clear commitment to ensure HSSQE is our number one priority. We have incorporated a safety culture where staff are empowered and confident in making decisions based on this principle. Security is another vital element of our services and key to the success of the company. Everybody in the organization is responsible for taking the necessary precautions that will safeguard consignments and assets trusted to our care. At LV Shipping & Transport we make a commitment to pursue our business in compliance with all legal, regulatory and governing legislation.



**Eric Zoetmulder**  
CFO



**Cees Punselie**  
Director

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**Patrick Hooijmans**  
Senior Project Manager  
Teamleader Transport & Shipping

### MARIN | Maritime Research Institute Netherlands

As an independent research facility, MARIN conducts research for the maritime industry and for governments. We help to find innovative solutions from design through to operation and so serve to bridge the gap between academic research and market demand. Our aim: the development of cleaner, safer and smarter ships and sustainable use of the sea. In this we work together with an extensive innovation and research network of customers and partners, using the latest calculation and test facilities, full-scale measurement and simulators. MARIN (Maritime Research Institute Netherlands) is based in Wageningen, with over 400 staff working daily in advanced hydrodynamics and nautical expertise. MARIN was founded in 1932.

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 development, Computer simulation and elementary testing techniques are used to make recommendations for improvement for 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.
- Operations support by means of crew training and onboard measurements.
- Tool development for design and operational verification.

#### MARIN, Better Ships, Blue Oceans

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### Ministry of Finance

The Export Credit and Investment Guarantee Department of the Ministry Finance develops policies that ensure that no viable Dutch export fails for lack of finance or insurance, while operating at no net cost to the taxpayers. In carrying out this mandate the Export Credit and Investment Guarantee Department simultaneously aims to ensure that competition globally is based on price and product rather than financial terms.



**Berend Nix**

Policy Officer, Foreign Financial Affairs Directorate, Export Credit Insurance and Investment Guarantees Department, Ministry of Finance

### Ministry of Finance

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### Naturalis Biodiversity Center

Naturalis Biodiversity Center is the Netherlands' national research institute on biodiversity and systematics. With one of the largest natural history collections in the world, our state-of-the art morphological and molecular labs, and our biodiversity data, we offer a unique scientific infrastructure that enables scientists to map the biological and geological diversity of the past, present and future. Biodiversity drives the fundamental ecosystem processes on which we depend. Over 120 researchers at Naturalis aim to improve our understanding of what species there are, where and when they occur and what their functions are in natural and human-dominated systems. This is crucial knowledge to preserving biodiversity, fundamental to the protection of the natural riches of our earth.



**Edwin van Huis**

General Director



**Willem Renema**

Research Group Leader  
Marine Biodiversity

We develop new technologies, including artificial intelligence based image recognition and DNA analyses, that allow researchers to identify and monitor species much faster and with an unprecedented precision and detail. The institute provides a BA/MA program and PhD supervision towards its core expertise comprising a whole array of disciplines, ranging from taxonomy, systematics, evolution, ethnobiology, biogeography, bioinformatics, and mineralogy. In addition, Naturalis is one of the leading natural history museums worldwide, receiving over 400.000 visitors a year, with a strong program in public outreach and education. Naturalis houses a collection of more than 42 million digitised specimens. Currently Naturalis is coordinator of a 4 million euro European H2020-MSCA-Innovative Training Network 4D-REEF about the past, present, and future of coral reefs in the Coral Triangle.

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### Netherlands Maritime Technology

The Netherlands Maritime Technology (NMT) trade association is the first port of call for and primary representative of the Dutch maritime technology sector. Our 400+ members include shipyards, marine equipment suppliers and service providers, all united within a close and highly successful network.



**Erik Salverda**  
Public Affairs Coordinator

In the field of maritime technology, these companies – large and small – are always one step ahead in the quest for new challenges and solutions.

Based on a shared pride and passion for the trade, the office organization underpinning Netherlands Maritime Technology goes the extra mile to facilitate the work of the network in every way possible. Netherlands Maritime Technology serves the interests of the network, provides professional project support and carries out independent research wherever necessary. There is a particular focus on issues linked to trade, innovation and human capital.

NMT is the coordinator of the Partners for International Business (PIB) Shipbuilding Cluster. Main focus of this cluster, consisting of Dutch shipbuilders, maritime suppliers, a knowledge and an educational institute, is to help shipbuilding in Indonesia to the next level.

### Netherlands Maritime Technology

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**Bianca Nijhof**  
Managing Director



**Daniël van Dijk**  
Project Manager International

### Netherlands Water Partnership

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

Many of the Dutch participants in this trade mission are member of the NWP. Their experience and expertise cover numerous disciplines, enabling them to tackle the growing number of large, complex water related projects that demand broad expertise, creative solutions and innovative financing. Be it in the field of water policy development, hydraulic engineering and design, construction, implementation and maintenance, flood control, environmental protection and integrated water management.

Visit our website [www.netherlandswaterpartnership.com](http://www.netherlandswaterpartnership.com) for more information and contact us. We're looking forward to collaborating with you.

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### Port of Rotterdam

The port of Rotterdam is Europe's largest seaport. The port owes its leading position to its outstanding accessibility for sea-going vessels, its intermodal connections and the 385,000 people working in and for Rotterdam's port and industrial area. The port of Rotterdam contributes approximately EUR 45 billion to Dutch GDP.



**Allard Castelein**  
CEO

The objective of the Port of Rotterdam Authority is to enhance the port's competitive position as a logistics hub and world-class industrial complex. Not only in terms of size, but also with regard to quality. The Port Authority is therefore leading the transition to sustainable energy and it is committed to digitalization in order to make the port, and the supply chain, more efficient. The core tasks of the Port Authority are to develop, manage and exploit the port in a sustainable way and to deliver speedy and safe services for shipping. ere.



**René van der Plas**  
Director Port of Rotterdam  
International

Port of Rotterdam is Europe's largest port and also develops and manages, together with local partners, ports in Oman and Brazil. Port of Rotterdam is seeking further port development opportunities and is focused on South East Asia, with an office in Jakarta. Additionally, Port of Rotterdam also advises governments, port authorities and private companies regarding various aspects of port development and port management.

### Port of Rotterdam

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**Ton Wouterse**  
Head Maritime and Offshore  
Member Topsector Water Team  
International

### Rabobank

Rabobank is an international financial services provider operating on the basis of cooperative principles. It offers retail banking, wholesale banking, private banking, leasing and real estate services. As a cooperative bank, Rabobank puts customers' interests first in its services. It serves approximately 8.3m clients around the world. Rabobank Group is comprised of Coöperatieve Rabobank U.A. (Rabobank) and its consolidated subsidiaries in the Netherlands and abroad. It is committed to making a substantial contribution to welfare and prosperity in the Netherlands and to feeding the world sustainably. We have a strong position in the Dutch Maritime and Offshore sector and offer services to our clients globally.

### Rabobank

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### Rohill Engineering

Rohill was established more than 45 years ago in The Netherlands, Hoogeveen, and has evolved in a specialist supplier of mission-critical communication solutions. The company has delivered over 450 networks worldwide.

Rohill infrastructure solutions are known for performance, reliability, flexibility, scalability, security and affordability. The strong solution architecture, open standards-based interfaces and use of Commercial Off The Shelf (COTS) hardware and software solutions are widely recognized by the industry, our partners and end-users. The flexibility of the organization allows for the development and supply of tailored solutions for all market segments, all based on a single TetraNode platform that supports dedicated solutions, in particular for Public Safety, Public Transport, Airports, Maritime and Oil & Gas.

Within the Maritime sector, we have provided solutions for ship-to-shore communication for Oil platforms and Harbors, as well as integration of Public Safety networks and control room solutions with maritime radio for border protection and rescue at sea.

Rohill distinguishes itself through its open interface strategy that is essential for integration with future broadband communication based on 4G/5G technologies. Rohill's SUMMUM solution offers best-in-class, open and standards-based components that include secure core, dispatch, storage, management and gateways in order to seamlessly integrate mission-critical broadband and narrowband networks, including Maritime and Airband communication systems.



**Lucas Covers**  
CEO

### Rohill Engineering

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### Royal HaskoningDHV

Royal HaskoningDHV has been making a world of difference in people's lives since 1881. As an independent international engineering and project management consultancy, we have been working with clients to successfully deliver projects which contribute to improving living circumstances around the world for more than 137 years. Our 6,000 colleagues, spread over 140 countries, are committed to our promise to enhance society together.

Royal HaskoningDHV has a 45-year track record of delivering successful projects throughout Indonesia. Our head office in Indonesia is located in Jakarta and we have project sites across the country. In 2018 Royal HaskoningDHV had a net turnover of 598.5, an operating income of 614.8 and EBITA recurring of 25.9 million euros.

Our 250 professionals in Indonesia work for both national and international, public and private clients in the fields water, maritime and industry. We are involved in a wide range of Indonesian Water programs/projects on topics like Sanitation (USDP 2), Flood resilience (NCICD), Water Supply, Waste water Treatment, Land reclamation, Master planning, Water scans/ vulnerability studies, solid and floating waste studies (support Ocean Cleanup) and Hydropower. Our Maritime portfolio includes projects like multiple prestigious port and waterway projects, including the North Kalibaru project in Jakarta. As well as dry and liquid bulk terminals, LNG terminals, shipyards and marinas, cruise and container terminals, jetties, locks and dock gates. In the industrial sector we have realized many projects for food and beverage, industrial/consumer goods and pharmaceuticals.

We are driving positive change through innovation and technology, helping clients use resources more efficiently and creating solutions which connect with people to make their lives easier, happier and safer.



**Lisette Heuer**  
Global Director Resilience



**David Dudok van Heel**  
Technical Director  
Maritime & Aviation Indonesia

### Royal HaskoningDHV

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### Royal IHC

Royal IHC designs and builds vessels and equipment for the Dredging, Wet mining, Offshore Oil & Gas and Offshore Wind industries. We support our clients with training and services to achieve the best possible results while using our vessels and equipment.



**Arne de Kock**  
Chief Commercial Officer

Royal IHC enables its customers to execute complex projects from sea level to ocean floor in the most challenging of maritime environments. Dredging operators, oil and gas corporations, offshore contractors, mining houses and government authorities all over the world benefit from IHC's high-quality vessels, equipment and services. With our commitment to technological innovation, in which efficiency, sustainability and safety are key, we strive to continuously meet the specific needs of each customer.



**Rob Boersma**  
Regional Commercial Manager

From our head office in The Netherlands and with more than 3,000 employees working around the globe, we are supporting our clients in close proximity of their projects and in Indonesia from our office in Jakarta.

Our history supporting clients in Indonesia started in the mid 1940s when IHC delivered 6 tin dredgers to Billiton Mining Company, which is now PT Timah. We have supplied several dredgers more after and still support PT Timah with training and services.

In the 1980s we supplied two trailing suction hopper dredgers to Rukindo. In more recent years we have supplied several cutter suction dredgers to both state owned as private companies as well as a vast range of Oil & Gas related equipment and equipment to install power and fibre optic cables in Indonesian waters.

To enforce our commitment to the Indonesian industry we are building 3 dredging ships in Batam for the dredging contractor Dredging International (DEME).

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### STC International

STC International is a dedicated service provider focusing on human capital development from operational level up to and including the executive level.



**Albert Bos**  
Director

STC International provides education, training, technical assistance and research services to the sectors Maritime & Offshore, Ports & Terminals, Transport & Logistics. As such the shipping and transport experts transfer knowledge, train skills, and share experiences. Our value proposition includes co-creation, impact-driven, long-term commitment.

We have presence in the Philippines, Vietnam, Indonesia, Kazakhstan, South Africa, Sultanate of Oman, Mozambique, Colombia and Brazil.



**Adson Hofman**  
Area Manager South-East Asia

STC International is a STC Group Member. The STC Group conducts activities in the field of vocational education; from lower vocational education and secondary school specialized in the logistic sector, up to and including higher vocational education like BSc Maritime Officer and the MSc in Shipping and Transport (Maritime and Logistics University). More than 8,000 youngsters study at STC Group.

### STC International – Putting People First



**Robert Tjandrakusuma**  
STC Representative Indonesia

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**Sandra van Putten**  
Partner



**René Meeuws**  
Partner

#### STC-NESTRA

NESTRA is the acronym for “Netherlands Expert Group for Sustainable TRANsport and Logistics” and is a member of the STC-Group. STC-NESTRA provides high-level consultancy and applied research services in the field of sustainable transport and logistics. STC-NESTRA aims on servicing public and private organisations on national and international level such as Ministries of Transport, Port and Waterway Authorities, International Organisations, and International Financing Institutions. STC-NESTRA develops synergies and involves in their projects the expertise, capacities and the network available within the STC-Group organization.

STC-NESTRA provides guidance and brings comfort to deal with challenges on national and international level by means of research based consultancy taking into account most recent developments. As regards transport and logistics, STC-NESTRA aims to improve infrastructure, guides the implementation of multimodal transport, greening of transport, cooperation in logistics and improved usage of ICT. STC-NESTRA provides strategic recommendations. Insights and recommendations by STC-NESTRA are inspired by facts, experiences and best practices seen in various parts of the world.

#### Main areas of work relate to:

- development and evaluation of policies and regulations (e.g. impact assessments) for the transport and logistics sector including public-private partnerships and institutional development;
- dissemination, training, capacity development and technical assistance on the strengthening and enhanced professionalism on transport and logistics;
- project management and coordination of international consortia working on assignments such as consultancy, research and development and training and matchmaking projects.

STC-NESTRA is active in Indonesia in the field of training, education and consultancy in the field of maritime transport and logistics.

#### STC-NESTRA

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**Alex Hekman**  
Business Director Water



**Nikéh Booister**  
Consultant Water Safety and  
Climate Adaptation

#### Sweco

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

Sweco plans and designs the communities and cities of the future. Our work results in sustainable buildings, efficient infrastructure and access to electricity and clean water. With 14,500 employees in Europe, we offer our customers the right expertise for every situation. We carry out projects in 70 countries annually throughout the world. Sweco is the leading architecture and engineering consultancy in Europe, with sales of approximately € 1,8 billion (pro forma 2019).

A typical example of our approach is the development of the National Capital Integrated Coastal Development master plan to protect Jakarta from sea-driven flooding. Sweco's approach of the two phases of the project is to link water management to socio-economic improvements and investments. Solutions for sanitation, traffic congestion, water supply and controlled urban expansion offer Jakarta a new perspective for the future. Sweco worked on integrated development (including integrated flood safety plan), acceleration strategies for coastal development and community engagement.

#### Sweco: offering urban (re)development opportunities

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**Léon Gommans**  
CEO



**Frits Blessing**  
Advisor

### Teqplay

Teqplay delivers global SaaS solutions and information services that enable stakeholders in maritime supply chain to optimize, understand and continuously improve maritime operations. Teqplay is a context broker that collects, bundles and refines information and delivers solutions for customers to schedule, plan and monitor maritime operations.

For the Indonesian partner our software and services are beneficial in solving planning and operational challenges, hence a better operational / business result:

- Faster turnaround time of ships
- Less waste of (human and equipment) resources
- Better port performance: less waiting time (also for port service providers)
- Better planning to actual reporting

Our solutions focus on port call and maritime supply chain optimization, covering both sea and inland domain, including services like.

- Automatically generated timestamps
- ETA Predictions
- Performance Indicators
- Planning & monitoring tools
  - Terminal
  - Bunker operations & Alongside operations
- Reporting services

### Our objective of the trade mission

Insight of the local context is key to assess and validate applicability and added value of our software solutions. Our exploration with the port community focusses on getting a first understanding of the challenges the individual clients / stakeholders are facing in the context of the local port call operations.

- Contacts within the local maritime industry
- High level insight of the local port community ecosystem (stakeholders)
- High level understanding of the local challenges
- Understanding of the local ambition on digitization and collaboration

We are looking forward to explore potential partnerships!

### Shared Awareness for Consistently Faster Port Calls

### Teqplay

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**Ivan Wagenaar**  
Commercial Director



**Sander van der Meer**  
Commercial Manager Indonesia

### TOS | People & Ship Delivery

We are TOS. A family business. Loyal and authentic. Founded in 1992 in Rotterdam. Today, a reliable maritime services provider connecting people from around the world, empowering and helping them find pleasure in their work.

Our business is a people business. We proactively support clients in finding flexible workforce and effective personnel solutions around the world. We supply the very best people for our clients in the maritime, onshore, offshore & wind energy sector. In our characteristic, personal and professional way.

### Flexible workforce & effective personnel solutions

- Nautical Crew: Officers and Engineers
- Construction Crew: Foremen, Riggers, Welders and Crane Operators
- Maintenance Crew: E&I Technicians, Turbine Technicians and Mechanics
- Supervisors: Lifting and Offshore construction
- Project Staffing
- Turnkey Ship Delivery
- Payrolling

### Flexible project teams

We make it personal. We like to work closely with your crewing department to promptly fulfil your personnel requirements. We are familiar with the dynamism and hectic conditions inherent to crew changes, visas, and travel issues. Our experienced company lawyers can tell you about the specific requirements of the countries you operate in. This includes labour law, maritime law, tax law, social security regulations, etc. By outsourcing these HR services to TOS, our clients have a flexible and cost-efficient solution for their project teams.

### Profile of commercial contacts wanted

TOS is looking for partners/clients who need flexible workforce and effective personnel solutions within the marine, offshore and project staffing Industry. As a family company, we strongly believe in 'Value for money' and long-term partnerships with our clients and resources.

### TOS | People & Ship Delivery

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### TOS Indonesia

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### Transocean Coatings

Since 1959 Transocean Coatings is active in the manufacture and supply of antifoulings, anticorrosives and other coatings for ships, offshore installations, industrial facilities and yachts.

Transocean has a network of manufacturers, spread over all the continents, producing its range of coatings. Transocean paints are manufactured under controlled conditions and in certified factories. Transocean paints is active in on all continents with production and a distribution network enabling direct and capable technical service at any time as well as factory fresh products.

Examples of such products are the Transocean Cleanship range of tinfree selfpolishing antifoulings and Transoxy Masterbond, a versatile surface tolerant epoxy.

Transoxy Masterbond BT is an approved anticorrosive coating by companies such as Petronas, YPF, Shell and recognized by class as IMO-PSPC approved coating for ballast tanks and crude oil tanks.

As Transoxy Masterbond can used as self-priming anticorrosive on all vessel areas, it makes it very easy to use for customers and shipyards alike.

Member company PT. Goldenindo Abra (Sunny Paint) is responsible for both production and marketing of the Transocean products in Indonesia.

The company operates from their head office in Tanjung Priok. The ISO 9001 certified factory is located on a 13,000 m<sup>2</sup> production site in Cileungsi. Transocean paints are available nationwide with own stock points. Transocean combines supply of quality products with an unrivalled customer service.



**Kees Zaal**  
General Manager



**Arthur Surya**  
Managing Director PT. Goldenindo  
Abra (Sunny Paint)

### Transocean Coatings

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### Transocean Coatings Indonesia member - PT. Goldenindo Abra (Sunny Paint)

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**André de Graaf**  
Sales Manager  
Water Management

### Trelleborg

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### Trelleborg

Trelleborg seals, damps and protects critical applications in demanding environments. Trelleborg uses its technical leading-edge expertise and applications knowledge to engineer polymers, mainly rubber, composites and plastics. Our applications expertise is based on custom-designed polymer solutions that seal, damp and protect critical applications by being durable, elastic and robust. For Trelleborg, the Infrastructure construction segment encompasses products and solutions for companies that construct and manage infrastructure, such as Storm surge barriers, locks. Sluices, railways, airports, harbors, bridges, tunnels and large buildings.

Trelleborg Ridderkerk operates in many countries and has more than 28000 staff working around the world. Our activities in the Netherlands comprise Focus on global markets: Civil Engineering, Energy Infrastructure, Dredging and Industry/Sewage.

### Products and Services Offered:

- Engineered products
- Seals for special civil engineering projects like the Rotterdam and St. Petersburg storm surge barriers and the Venice Storm Surge Barrier.
- Service and Installation

### Unique Selling Points:

- Trelleborg Ridderkerk supplies a total package concept which includes design/Engineering, Production/Supervision as well as Installation and Service and repair on site.
- We have a very experienced service team, consisting of many and Dutch and foreign professionals, based in the Netherlands and key locations in Asia.
- In-depth market and segment knowledge.

### Profile of Commercial Contacts Wanted:

- Engineering offices
- Owners
- Contractors
- Government related companies



**Jaap de Heer**

Senior Partner Twynstra Gudde  
& Director Bangladesh Delta  
Plan Implementation Project

### Twynstra Gudde

Twynstra Gudde is an independent management consultancy company established in 1964 in the Netherlands with more than 300 working staff. Twynstra Gudde is member of Cordence Worldwide, a uniquely agile global management consulting partnership. Through this partnership we have local presence throughout Europe, USA, Japan, China, India, Bangladesh, South Korea, Singapore, Indonesia, Brazil, Mexico, United Arab Emirates and Saudi Arabia. In Indonesia we work with Ministries in Jakarta, Central Java Province and City of Semarang on Water Governance and Master Planning Integrated Coastal Zone Management north coast Java. We focus on creating valuable approaches and sustainable solutions. As result, we have direct impact on social and economic developments. This means we really have impact on tomorrow.

### Products and Services Offered

TwynstraGudde advises public and private sectors on major and urgent issues of our time, including water governance and climate change adaptation, smart mobility and infrastructure development, energy transition, healthcare, spatial development and related transformational strategy making, planning, organization and management.

### Unique Selling Points

Working with TwynstraGudde means working together and engaging in an honest and robust dialogue and approach. We connect, clarify, structure, boost, involve stakeholders and come up with workable, creative strategy, organization and management solutions, making organizations stronger and more resilient and ready for the future.

We are proud of our company and strategic partnership with Cordence Worldwide. What we have in common: our take on consultancy and specific knowledge and broad experience of value to governments and organizations. For example, our leading role in climate change adaptation and comprehensive delta planning in Bangladesh and water governance and integrated coastal zone Master Planning in Indonesia.

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**Amelia Lukmanto**

(Water) Urban Designer

### Urban Design ANL

We operate mostly from The Netherlands and Indonesia and collaborate extensively with other creative industries and with various Dutch engineering Companies such as: Witteveen en Bos and Royal Haskoning-DHV. Our core business is the design of an urban area and the supervision of the construction. We have experience working in various contexts, from the city centres' to rural area. Our expertise is in water related projects, such as waterfront spatial developments. Many of the projects we carry out are for Municipalities and other Government institutions.

### ANL's goal's

To design structures that support climate resilience and create a new environment that fulfil the needs of the resident. We aim to apply sustainability at each step in the design and supervision of all our projects. ANL is participating in this mission to know more about current development of water related project in Indonesia. Additionally, we would like to gain the opportunity to create a collaboration with parties (local or abroad) to mitigate the water problem in Indonesia.

### ANL's products

ANL carries out projects at various scales, from city block to city or region level. We can deliver various services including: Master Planning/vision, Urban Planning, Urban Constraints, Urban guidelines, Supervision, etc.

### ANL's Unique Selling Points

ANL is specialized in water-related projects including; water residence, floating communities, waterfronts, sea defences and flood prevention. We also stand out for our application of techniques, innovation, and strategy to achieve sustainability grounded projects.

### Urban Design ANL

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**Robert de Bruin**  
Director Markets and  
Communication



**Martin Smouter**  
Director Dredging Area Middle  
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### Van Oord

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

The growing world population needs more space and the demand for energy is rising constantly. Increasing 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 characterized 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, appr. 5,000, 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.

### Company activities in Indonesia

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

**Maintenance:** Van Oord completed maintenance work e.g. the access channel to the port of Bengkulu in Sumatra and the access channel in Surabaya.

**Port development:** Van Oord has executed a lot of projects for deepening and constructing ports such as Tanjung Priok, Jakarta. In 2018 we carried out dredging work in the port of Benoa.

**Land reclamation:** Van Oord reclaimed the first Island for Kapuk Naga Indah in Jakarta Bay. Early 2015 Van Oord signed in a joint venture a contract for the design and construction of Pluit City.

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**Bram de Vos**  
Managing Director

### 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 live sciences and research. 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 research, education and value creation has made us internationally successful. We implement projects all over the world including many in Indonesia.

Besides fundamental research and academic training WUR provides:

- Contract Research, for example on improving the shelf life of agriculture products, flowers or food, technical studies on the application of your product in nutritious foods, precision agriculture technology, smart irrigation, water management etc.
- Consultancy, for example advising companies on international market developments in agro, food and environment
- Capacity building, for example specialist training courses for professionals in high tech agriculture, horticulture, livestock farming and aquaculture.

### Wageningen University & Research

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### Wavin

Wavin is an innovative solution provider in the building and infrastructure industry across multiple continents. Backed up with over 60 years of expertise, we are driven to tackle some of the world's biggest challenges around: water supply, sanitation, climate-resilient cities and building performance.



**Johannes Drees**  
Sales and Business Development  
Manager APAC

At Wavin, we focus on creating positive change in the world and our passion is building healthy sustainable environments. We engage and collaborate with city leaders, engineers, planners and installers to help make cities future-proof and buildings comfortable and energy-efficient.

Wavin is part of Orbia, a community of companies bound together by a shared purpose: to advance life around the world. Wavin has 12'000+ employees in 40+ countries worldwide and operates under brands like Wavin, Amanco and Pavco.



**Adhel Heysa**  
Commercial Director Retail  
Wavin Indonesia

For the last 35 years Wavin in Indonesia has been active in Indonesia with solutions for drinking water supply and waste-water drainage for residential and commercial buildings, mostly with PVC pipes and fittings. For additional indoor comfort Wavin has been available on the Indonesian building and infrastructure market with high-end low-noise pipe systems. Last, Wavin also has a strong foothold in the management of storm and foul water systems. Investing heavily in product innovation, Wavin is eager to bring new solutions to Indonesia geared to local customer demands.

As Wavin invests in and desires a more substantial role in Indonesia it is eager to expand its network with distributors, partners and local stakeholders to grow further. In particular, Wavin Indonesia is interested in getting in touch with construction companies, installers, architects, MEP consultants and domestic and foreign investors in real estate.

### Wavin

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### Wetlands International

Wetlands International is an independent not-for-profit organization active in 100+ countries to safeguard and restore wetlands for people and nature. We are deeply concerned about the loss and deterioration of wetlands such as lakes, marshes and rivers. Because wetlands are vital in the context of water security, biodiversity, climate change and sustainable development. We work through 16 offices, with our global office in the Netherlands, and have been active in Indonesia since 1983. In collaboration with partners like CARE and Red Cross, we integrate ecosystem-based approaches into disaster risk reduction and climate change adaptation. Building with Nature is a promising model, as it uses ecosystem services as a basis for hydraulic infrastructure. We are a member of the Ecoshape consortium to develop and share knowledge about Building with Nature. Together with Ecoshape members and the Indonesian government we implement a large pilot in Central Java, with the aim to inspire replication across Indonesia and Asia.



**Jane Madgwick**  
Chief Executive Officer



**Femke Tonneijck**  
Programme Manager Coastal  
Wetlands

### Products and Services Offered:

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

### Unique Selling Points:

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

### Wetlands International

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**Stephan van der Biezen**  
Director International  
Witteveen+Bos

### Witteveen+Bos

Witteveen+Bos, founded in 1946, provides consultancy and engineering services worldwide in the fields of infrastructure, water, the environment, spatial development and construction. We serve our clients from thirteen home offices in The Netherlands, Belgium, Indonesia and Kazakhstan and from six front offices in Dubai, Singapore, UK, Vietnam, Latvia and Panama.

Contributing to the UN's Sustainable Development Goals is one of our guiding company objectives. To put words into practice, we have developed sustainable design principles that are now applied in all our projects. Our commitment to sustainability was recognised in 2018 with the ACE European CEO Award.

We have a workforce of more than 1,200 professionals. Witteveen+Bos is employee-owned and fully independent. We like to resolve complex issues and are a committed partner for our clients. We value our independence and our corporate culture of entrepreneurship and mutual trust.

We have been active in Indonesia for more than 40 years. Our office in Jakarta, currently employing some 40 engineers, supports international companies and governmental clients on issues related to land development, flood risk management, water treatment, drinking water supply, environmental analysis, urban spatial planning, structural engineering, earthquake and tsunami risk assessment, coastal engineering, Building with Nature, BIM design, visualization and construction supervision.

Past and present projects include design and supervision of several land developments (e.g. in the Bay of Jakarta, Makassar, Semarang) and design and consultancy services for the Food & Beverage industry. We support the cities of Jakarta and Semarang on flood management (Dutch financed programs) as well as on projects related to irrigation, domestic waste water and water supply in urban areas (financed by ADB).

### Witteveen+Bos

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# Waste Management - Circular Economy & Water Technology





**AFVALZORG**

AFVALZORG was established in 1993 and is a leading landfill and waste management company in the Netherlands with a staff of over 120 highly skilled employees.

In all our activities we have a strong focus on sustainable landfill and waste management solutions and effective (re-)use of waste products. We are strong believers in capacity building and our main goal in all our activities is to provide those involved in waste management with the knowledge to optimise their waste and landfill management, use waste as a resource where possible and to minimise the environmental impact of landfills.

**Products and Services Offered:**

Our international consultancy focusses on:

- Improving landfill management
- Landfill gas projects
- Organic waste treatment (eg. Black Soldier Fly treatment)
- Waste Management Masterplanning for (local) governments

**Unique Selling Points:**

- Landfill expert with 'hands-on' experience.
- Expertise in landfill gas modelling and landfill gas projects. AFVALZORG landfill gas models are being used in more than 60 countries worldwide.
- Waste Management Masterplanning together with our partner BreAd B.V. The end product is a bankable masterplan with access to investment funds from eg. Asian Development Bank, Worldbank.

**Profile of Commercial Contacts Wanted:**

- Governments, companies, and other stakeholders involved in improving landfill and waste management.
- Indonesian companies with substantial organic waste streams.

**AFVALZORG**

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**AllOptimal**

AllOptimal offers long experience in the processing of MSW and organic waste treatment technologies. It's technology and know-how is been used in over 50 installations in Europe and beyond.

We are looking for co-operations and customers that are interested in using this technology and know-how in order to implement circular economy over MSW-organics and other organic waste and by-products.

AllOptimal offers support to existing installations and coordinates the conception, development, engineering, realisation, commissioning – and start-up of new Small scale (Plug and Play) and large scale, tailor made, applications, that are used for the treatment of

- MSW (Municipal Solid Waste), especially focussing on the separation, pre-treatment, methanisation and composting of organic fractions-, or pyrolyzing of organic fractions and plastics from MSW.
- Food-industry by-products by waste treatment and recycling, to energy and fertilizers.
- Agricultural waste treatment, by classical and industrial CSTR methanisation for slurry manure or by modern Plug Flow technologies for straw manure and poultry litter.
- Tunnel or Hall composting systems for green and municipal waste and solid fractions from methanisation processes, producing valuable organic fertilisers.
- Fractioning of solid carbon containing residues by pyrolysis, for gasification and biochar production.



**Spyros Kyrgiopoulou**  
 CEO



**Jan Driegen**  
 Technical Director

**AllOptimal**

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### Atradius Dutch State Business

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



**Niek van der Beek**

Manager Business development & International relations

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

Through its insurance and guarantee products Atradius Dutch State Business can assist exporters in winning export transactions and increasing the financing capacity with their bank. Customers of the exporters can benefit from deferred payments or financing and favourable financing conditions.

In addition to these insurance and guarantee products, Atradius Dutch State Business can directly provide supplier's credit up to €5 million, if the bank does not provide this type of financial support for an export transaction.

### Atradius Dutch State Business

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**Luuk Rietvelt**

Regional Manager APAC



**Lars Rijswijk**

Project Management Officer

### AWECT

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### AWECT

The Amsterdam Waste Environmental Consultancy & Technology company (AWECT) is a spin-off of the public wastemanagement company AEB and provides services for Waste-to-Energy (WtE) projects. Services include (pre-) feasibility and investment studies, engineering, implementation and operation of High Efficient (HE) WtE facilities. AWECT also provides advice to governments for efficient waste management in a circular economy.

In Amsterdam, waste incineration has been used for more than a century. Under the constant drive for better, more efficient and cleaner waste management by the Dutch public and government, technological development in Amsterdam never stopped. This led to the design and operation of the HE WtE plant since 2007.

The HE WtE technology generates the best net electrical efficiency output (30+%) in the world. This technology generates 30-50% more energy from the same amount of incinerated waste than any other conventional technologies while achieving the lowest CO2 footprint per MWh of electricity produced. As such, HE WtE is a competitive alternative to landfilling, especially in countries where electricity prices are high and tipping fees are low.

As a result of the Paris Climate Agreements, governments around the world are reconsidering their energy mix and waste management policies. Especially countries in South-East Asia with their growing economies, while facing increased environmental pressure, are rapidly shifting away from landfilling as their waste sink solution. HE WtE is the best solution for efficient disposal of waste while reaching environmental goals.

AWECT stands ready to provide customers proven solutions to solve waste issues. We are active on all continents and work through partner networks. We are open to partner up with you to solve the waste crisis.





**Age Jonker**  
Director

### ConsultFinance AK Jonker

If your company is seeking to grow but your home market is saturated, exporting your goods or services could be an attractive option. However, doing business overseas is easier said than done. It quickly raises questions such as:

- Is it feasible?
- Is there a demand for the products or services my company provides?
- Which country offers the best opportunities?
- With whom should I do business?
- How do I get in touch?
- What about the financing plan?

Being confronted with these complex questions you may feel discouraged. Particularly if your company is a small or medium-sized enterprise. If so, you will take comfort knowing that there is a partner that will help you answer these questions and make the right decisions. That partner is called ConsultFinance A.K. Jonker.

### Expert in export

ConsultFinance A.K. Jonker is an expert in export. Using many years of experience in an international business environment, we support small and medium-sized businesses starting up activities in emerging markets.

Our services include:

#### Strategic advice

Being familiar with both the risks and the opportunities of investing in emerging markets, we are able to support your business with strategic advice. If necessary we will carry out risk assessments and feasibility studies to minimize risks and let you make well informed decisions.

#### Financing

International and multilateral organizations like the World Bank, the Asian Development Bank and the European Union, as well as national governments, support the expansion of companies overseas by providing financing facilities. We know these facilities, the conditions that must be met and will be happy to take the entire process off your hands: from the application to a project-development financing until implementation, an export- or investment financing arrangement, a grant or a subsidy; but also environmental impact assessments and advise on matters of compliance.

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Entrepreneurial  
Development  
Bank



**Janet Nieboer**  
Director NL Business &  
Quartermaker  
Invest International

### FMO

FMO is the Dutch entrepreneurial development bank. We invest in over 85 countries, supporting jobs and income generation 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.

To stay relevant for the Dutch market, a new department NL Business was created to contribute to reducing the financing gap of Dutch companies exporting to and/or investing in developing countries and to create an increase of business volume with Dutch companies. The NL Business activities currently are twofold: Partnerships for project development and Export and investment solutions. Partnerships for project development identifies and initiates high impact projects with unique Dutch content and to develop solutions for the Dutch private sector with unmet (early stage) Project Financing. Export and investment solutions contributes to the financing of exports of capital goods and services by Dutch companies to customers in emerging markets and investments of Dutch companies in emerging markets.

### FMO

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**Maurice Link**  
CSO



**Taco van den Dungen**  
Area Director Asia-Pacific

**Geesinknorba Export**

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**Geesinknorba**

Geesinknorba is established in 1875. We deal with environmental protection, continuously improve ourselves and our products for our customers in order to make a positive difference to the environment. How we take care of our own people, anticipate the future and how we aim to improve the lives of the people operating our products or experiencing our services. How we are nurturing our sustainable competitive advantage and aiming to improve the business case of our customers by continuously increasing the ease of use of our products and lowering the total cost of ownership.

One of our main products for the Indonesian market is our garbage body Norba 2 series. The Norba product line offers smart, solidly built and light-weighted waste collection vehicles, which answer to and lead the demands of modern waste disposal. Norba's customers have always been concerned with the environment. Amongst them are companies who are at the core of re-and upcycling. We are proud to facilitate and stimulate these companies in their journey to revolutionize the world of waste management and to help them with their contributions to creating a circular economy.

Kiggen has been active in the waste management industry since 1924 and is one of the leading manufacturers. Kiggen products are characterized by high quality and low maintenance. It's fair to say that Kiggen compactors and services meet any waste management need. Unique selling point is that it compresses waste in a manner that leads to three major assets: reduction of waste, cutback of maintenance costs and less impact on the environment. Kiggen produces portable and stationary compactors, transfer stations, and parts according CE.



**Freek van Eijk**  
CEO

**Holland Circular Hotspot**

The Holland Circular Hotspot (HCH) Foundation is a public-private initiative dedicated to making Circular Economy happen at the International level.

We share best practices from business for key market segments, hard learned policy lessons from (local) government as well as the latest circular knowledge and innovation. We stimulate international partnerships by connecting governments, knowledge institutions and businesses. HCH creates and strengthens Circular Economy export and investment opportunities and stimulates knowledge exchange. By working together on Circular Economy in new coalitions we accelerate the transition towards the Societal Goals like the Paris Climate Commitments and the UN Sustainable Development Goals. Circular Economy is a new business models with tremendous sustainable spin-off instead of a cost factor.

**Holland Circular Hotspot**

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**Rombout Swanborn**  
CEO

#### HyET Solar

HyET Solar is a Netherlands based company that has developed a proprietary thin film solar PV technology, "Powerfoil". Powerfoil is extremely light weight, fully flexible and is more cost-effective than conventional glass solar panels. It is ideally suited for solar PV applications where these traditional glass PV panels cannot be used because they are rigid, too heavy and/or fixed in size. These applications include for instance use on light roofing structures, canopies or storage tanks. As Powerfoil is flexible in form and size it can usually fill up the full available surface leading to much better esthetics.

HyET Solar Powerfoil has a significant performance advantage in high temperatures and works even better in tropical climates. Powerfoil is made of widely abundant and non-toxic materials and can be made from raw materials that can be sourced for more than 95% in Indonesia.

HyET Solar is expanding its business to important regional markets and intends to create Powerfoil manufacturing capacity in Indonesia. Key partners in the expansion to Indonesia are Pertamina, PLN, LEN and WiKa. HyET Solar is currently working with these parties to establish a 300 MWp production facility.

#### HyET Solar

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**Jeffrey Zuidgeest**  
President Director  
Hyva Indonesia

#### Hyva

Founded forty years ago, Hyva is today one of the world's leading providers of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries. With over 20,000 customers the company operates in more than 110 countries, has 37 wholly-owned subsidiaries, and a manufacturing base that includes twelve production facilities across Europe, China, India and Brazil. We are committed to the development, production, marketing and distribution of solutions for the movement and transportation of goods.

Hyva has successfully distributed various environmental products in the Asia region since 2005. For environmental industry we can support you with our solutions from the disposal until the final treatment, like with our collection vehicles (RCV's), mobile compactors, transfer stations, hook loaders and truck mounted cranes.

Service quality, too, is a fundamental part of the Hyva business philosophy: With operations in more than 110 countries, the company operates one of the world's most extensive customer support networks in the industry. It is a network which has earned Hyva an international reputation for excellence in customer care.

**Hyva, your worldwide solutions provider**

#### Hyva

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### IHE Delft Institute for Water Education

IHE Delft Institute for Water Education is the largest international graduate water education facility in the world and is based in Delft, the Netherlands. The Institute confers fully accredited MSc degrees, and PhD degrees in collaboration with partner universities.



**Eddy Moors**  
Rector

Since 1957 the Institute has provided water education and training to more than 23,000 water professionals from over 190 countries, the vast majority from Africa, Asia and Latin America. Numerous research and institutional strengthening projects are carried out in partnership to develop capacity in the water sector worldwide.

IHE Delft carries out educational, research and capacity development activities that complement and reinforce each other in topics which include port development, water treatment, desalinization, hydroinformatics, irrigation, water governance and water diplomacy.

Through its overarching work on capacity development, IHE Delft aims to make a tangible contribution to achieving all Sustainable Development Goals in which water is key.

### IHE Delft Institute for Water Education

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**Bart van Weenen**  
CTO

### LeapFrog Waste Management

We provide consultancy services related to the innovative (and Dutch) technology of ORganic EXtruding. In the OREX press, under extreme high pressures, mixed wastes like MSW or waste from restaurants or the food industry can be separated into an organic, wet fraction and a dry fraction with an efficiency of more than 95 %. The organic fraction is free from sand, broken glass and stones and is a perfect input for an anaerobic digester with a high yield of biogas (up to 150 m<sup>3</sup>/T input). The remaining digestate can be transformed to a very clean compost. The dry fraction can be used for recycling of materials or as a RDF (Refuse Derived Fuel) for instance for the cement industry. The OREX press is the centre of the treatment plant that normally has a capacity of 200.000 T/y municipal solid waste. The investments and operational costs are a fraction of the costs for a large scale waste incinerator and in the range of the costs of a modern controlled landfill.

LeapFrog Waste Management developed a computer model that simulates an waste treatment plant based on the OREX technology. Together with interested parties like local authorities and private waste companies we can work on a number of scenarios with the model. Using local data for the amount of waste, the waste composition, prices for recyclables, compost and RDF, feed in tariff electricity, labour costs, etc. the best business cases can be rapidly evaluated.

### LeapFrog Waste Management

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**Eelco Osse**  
CEO/Owner



**Anton de Wilde**  
Sales South East Asia

**Machinefabriek Boessenkool**

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**Machinefabriek Boessenkool**

**Osse Equipment Manufacturing Group (OEM-Group.com)**  
Innovative group of companies, active in the field of circular economy, recycling, renewable energy, e-mobility, sustainable environment and machinery manufacturing. As well as OEM (original equipment manufacturer), service provider and equipment manufacturing.

**Recycling equipment:**

- DeSpray recycling aerosol cans for 100% including 100% gas capture. The process splits the aerosol can into three material streams: Metal for recycling, liquid for waste to energy, gas (LPG) for gas to power or heat
- ECOFuel turning MSW (municipal solid waste) and plastics into Biochar, zero waste, zero emission, 100% recycling. (by using this fuel you will reach CO2 reduction by 80%)

**Large Drones >500 kg payload:**

- Drone4Emergency , mega drone that can lift and transport wounded persons on a stretcher
- Drone4Logistics , mega drone to transport up to 500 kg packages/crates/pallets/goods net/sling load
- Drone4FireFighting , mega drone to extinguish (forest/urban) fires
- Drone4Agro , mega drone to spray (liquid/fertilizer) on the crop on the field

**Renewable Energy solutions:**

- Flywheels for peak-shaving large scale electricity networks, 1 MWatt per unit, reaction speed is 10 milliseconds, functions are peak-shaving, frequency control, no break and black-out recovery
- DeSpray, see above
- ECOFuel, see above

**E-mobility:**

- Mega Drones, see above
- MultiToolTrac 100% electrical/hydrogen tractor/tool-carrier with trackwidth adjustment

www.oem-group.com  
www.boessenkool.com  
www.drone4.eu  
www.despray.com  
www.s4-energy.com



**Bert Keesman**  
Owner / Director

**MetaSus**

Promotion of exports and international cooperation in environmental technology, that is, products and services related to waste management, circular economy, waste water treatment, air quality, soil remediation, renewable energy and energy efficiency.

MetaSus is an initiative of Mr. Bert Keesman, a mechanical engineer with a large track record in environmental technology projects in a range of countries. He has two years of working experience at UN ESCAP in Bangkok and seven years at a UNIDO sponsored project in Costa Rica. In each project/country he works together in teams of public and private sector experts.

Bert Keesman is the coordinator of a Partners for International Business program directed towards Indonesia. In two to three years, a group of seven companies in waste and circular economy (Afvalzorg, AWECT, Hofstetter, HYVA Indonesia PT, LeapFrog Waste Management, REDOX/Colubris and Trittech Natural) explores opportunities to partner and do business with companies in Indonesia.

**Products and Services Offered:**

- In-depth knowledge of the Dutch environmental technology supply sector
- International market studies
- The organization of inbound and outbound trade missions, matchmaking events and other trade promotion activities

**Unique Selling Points:**

- Strong network in the environmental technology supply sector in the Netherlands
- Years of international working experience in projects related to environmental technology
- An international network spanning Latin America, Africa and Asia

**Profile of Contacts Wanted:**

- Indonesian public and private sector companies and organizations working on waste and circular economy with an interest in working together and doing business with Dutch counterparts

**More Information:**

MetaSus has set up the LinkedIn Group “Waste and Circular Economy Netherlands – Indonesia”. You are most welcome to sign up at <https://www.linkedin.com/groups/12201293/>.

**MetaSus**

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**Elsbeth Roelofs**  
Senior program manager  
Sustainable Chemical Business

### MVO Nederland

MVO Nederland is the movement for entrepreneurs in the New Economy. This economy is climate-neutral, circular, inclusive and has fair chains. With 2,000 affiliated entrepreneurs, we are Europe's largest sustainable business network, a network of partners who innovate and implement together in order to achieve a futureproof economy. Together we improve existing value chains, support companies with sustainable innovations and business models to enter into international markets and lobby for a better environment for entrepreneurs. Our mission is to achieve a situation in 2025 whereby 20 percent of Dutch GDP circulates in the New Economy.

In 2018 MVO Nederland started the 'Business with Impact' (Dutch: 'Omzet met Impact') programme, introducing a new approach to encourage sustainable trade in emerging economies. After research into promising market opportunities, (pilot) projects are being implemented to realise fair and sustainable trade and investments between Dutch entrepreneurs and entrepreneurs in emerging markets. The programme is financed by the Dutch Ministry of Foreign Affairs.

For the implementation of the MoU on Climate Change, Waste Management and Circular Economy between the Indonesian Ministry of Environment and Forestry and the Dutch Ministry of Infrastructure and Water Management signed in 2016, MVO Nederland is the coordinator of the activities related to improving plastics waste management, – recycling and the development of the market for recycled plastics. MVO Nederland also supports the development of demonstration projects focused on these topics. This will be done during and in between several missions to Indonesia in 2020 with Dutch and Indonesian organisations. MVO Nederland will also support matchmaking between Indonesian and Dutch organisations and support of network formation focused on circular economy and circular plastics. Finally, they will develop a project focused on circular procurement in tourism with stakeholders on Bali.

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**Sefton Lo**  
CEO Natural Resources & Technologies



**Eloi van der Meer**  
Senior Technology Provider  
Siemens

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### Natural Resources & Technologies

Natural Resources & Technologies is an international group of companies in renewable energy operating as project developer, consulting, EPC and maintenance. The company supports and contributes to the UN SDG, focusing on renewable energy generation, consumption reduction, conservation and storage in any form. Natural Technologies assesses all project parameters studying the client's energy consumption, pattern, requirements as well as available resources to conceive the most optimal renewable energy generation solution, both technically and financially. By collaborating/partnering with top engineering and manufacturing firms, while regularly attending exhibitions and seminars, staying on top of the latest developments, we can design and implement BAT. Through technology providers like Siemens and our financial network we can assist in/secure project funding.

### Products and Services Offered:

- Siemens WTE/Biomass installations (minimum 1,000MT)
- Hybrid Renewable Energy Solutions, including storage and water treatment
- Project funding

### Unique Selling Points:

- BAT (Best Available Technologies)
- World's most efficient WTE installation since 2007
- Custom client solution
- Total package; from design to turnkey delivery, including client training
- Project funding
- O&M, including future technology/component upgrades

### Profile of Commercial Contacts Wanted:

- Government entities controlling waste management; Municipalities and/or Provinces handling waste of about 2,000,000+ people, willing to work in a PPP
- Agricultural/forestry companies with biomass quantity of 1,000+ MT/day





**Guido van Hofwegen**  
Founder & Director



**Lisa Heederik**  
Founder & Director Business  
Development

### Nazava Water Filters

Nazava water filters turn dirty well, tap, rain and river water into water that is ready to drink. Nazava filters reduce the need for single-use plastics because Nazava users do not need to buy water anymore. Because Nazava filters replace boiling water using fuel, the filters are certified by the Gold Standard to reduce greenhouse gas emissions. Nazava has sold over 150 thousand water filters, providing safe water to 560 thousand people. Nazava Water filters use Dutch Design and technology and are certified by the WHO for removing bacteria from water. Resilience Water Filters BV is the global marketing partner of Nazava.

We are looking for partners that can help us sell and distributing Nazava Water filters in Indonesia. This is a great opportunity for companies and organizations that sell products and services to lower and medium income households using direct or group sales. Good candidates include companies active in retail, companies that sell appliances and inputs to farmers, organizations active in micro-finance and emergency relief organizations.

We provide a product that moves quickly with a reasonable margin and our filters help your clients stay healthy, saving money and time.

Nazava offers attractive packages for resellers. Nazava provides sales support, help with lead generation and marketing, in addition competitive discounts and incentives, training of staff, sales materials, easy warranty. Sales of replacement filters provide the reseller with recurrent revenue.

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Resilience Water Filters**  
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**Simone Sweerts**  
Project Manager Asia

### Netherlands Water Partnership

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

Many of the Dutch participants in this trade mission are member of the NWP. Their experience and expertise cover numerous disciplines, enabling them to tackle the growing number of large, complex water related projects that demand broad expertise, creative solutions and innovative financing. Be it in the field of water policy development, hydraulic engineering and design, construction, implementation and maintenance, flood control, environmental protection and integrated water management.

Visit our website [www.netherlandswaterpartnership.com](http://www.netherlandswaterpartnership.com) for more information and contact us. We're looking forward to collaborating with you.

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**Joost Timmerman**  
Managing Director / CEO



**Desirée de Haan**  
Business Manager

### Paqell

Paqell is a Dutch joint venture of Shell International and Paques established in 2011 to continue the Shell/Paques partnership on biological desulphurisation in the oil & gas sector existing since 1995. Paqell uses the sustainable biological THIOPAQ O&G process to remove H<sub>2</sub>S from gas streams to recover it as elemental sulphur preventing SO<sub>2</sub> emission to air.

The focus is on natural gas, associated gas, refinery gas, acid gas and various off gases from tar/oil sand operations. The technology is a safe, stable and cost-effective alternative for Claus/SCOT and redox processes. Biological purification is the most sustainable process for desulphurisation of gas streams. Paqell now also offers a biotechnological process for the removal of mercaptans and is developing solutions for the biological conversion of other gas components like ammonia. Clients include Pertamina, Exxon, Shell, ENI, PDO, Basrah Gas Company, CNPC, Santos, Schlumberger, Technip, Jacobs, Petron and Pemex.

From 2014 to 2017 Paqell and Shell installed three biological H<sub>2</sub>S removal units Thiopaq O&G for projects of Pertamina in Java and Sulawesi (Dongi and Matindok). Paqell has references for THIOPAQ O&G in Netherlands, China, Taiwan, Indonesia, Mexico and Egypt. There are projects under construction in Malaysia, Australia, Oman and Iraq and new projects in Europe, other middle eastern countries and Canada. Worldwide there are over 250 Thiopaq units installed for both biogas and natural gas.

Paqell is looking to further improve the relations with Pertamina and other Indonesian oil & gas companies.

Paqell: Using biotechnology in oil & gas will increase your competitiveness!

### Paqell

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**Charles van den Berg**  
Export Manager



**Ima Siti Masitoh**  
Director of Dayacitra  
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### ROM

ROM is an international operating company in compact and small sewer jetting and toilet service equipment for the sewer cleaning and toilet service sector and state, provincial and municipal governments. ROM is an international operating company and is active in approx. 50 countries and is represented by more than 50 dealers.

ROM was founded in 1980 and is part of the KOKS Group since 2004. The KOKS Group is a dynamic manufacturer and supplier of cleaning equipment and consists of five specialised companies and two participations in rental companies in The Netherlands, Belgium and Czech Republic, with a total of approximately 300 employees.

### A selection from the ROM delivery package:

- High pressure sewer cleaning equipment
- Vacuum equipment
- Combined high pressure/vacuum equipment
- Toilet service equipment
- RIDGID Kollmann inspection, locating and draining equipment
- ENZ nozzles

As a company, ROM meet all the requirements needed for ISO 9001:2008 and all of our high pressure sewer cleaning machines that were built as a trailer or as being part of a vehicle, meet with the European Directive 2007/46/EC. This means that these units comply with the European directive for motor vehicles. Also, all of our machines meet the European requirements for CE-marking.



**Marco Piët**  
Director Water Indonesia and  
Philippines

### Royal HaskoningDHV

Royal HaskoningDHV has been making a world of difference in people's lives since 1881. As an independent international engineering and project management consultancy, we have been working with clients to successfully deliver projects which contribute to improving living circumstances around the world for more than 137 years. Our 6,000 colleagues, spread over 140 countries, are committed to our promise to enhance society together.

Royal HaskoningDHV has a 45-year track record of delivering successful projects throughout Indonesia. Our head office in Indonesia is located in Jakarta and we have project sites across the country. In 2018 Royal HaskoningDHV had a net turnover of 598.5, an operating income of 614.8 and EBITA recurring of 25.9 million euros.

Our 250 professionals in Indonesia work for both national and international, public and private clients in the fields water, maritime and industry. We are involved in a wide range of Indonesian Water programs/projects on topics like Sanitation (USDP 2), Flood resilience (NCICD), Water Supply, Waste water Treatment, Land reclamation, Master planning, Water scans/ vulnerability studies, solid and floating waste studies (support Ocean Cleanup) and Hydropower. Our Maritime portfolio includes projects like multiple prestigious port and waterway projects, including the North Kalibaru project in Jakarta. As well as dry and liquid bulk terminals, LNG terminals, shipyards and marinas, cruise and container terminals, jetties, locks and dock gates. In the industrial sector we have realized many projects for food and beverage, industrial/consumer goods and pharmaceuticals.

We are driving positive change through innovation and technology, helping clients use resources more efficiently and creating solutions which connect with people to make their lives easier, happier and safer.

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**Anne Marieke Eveleens**  
Co-Founder and COO



**Patrick Lie**  
International Business  
Developer

### The Great Bubble Barrier

The Great Bubble Barrier is a social start-up focused on ridding rivers and other waterways of plastic pollution, to prevent it from reaching the ocean. Nowadays it is widely understood that plastic pollution poses an enormous threat to the earth's ecosystem. It is estimated that 8 million ton of plastic waste is flowing into the ocean yearly. At The Great Bubble Barrier we developed a bubble screen technology which collects plastic in rivers, before it can enter the ocean. Our Bubble Barrier redirects plastic waste to the riverbank, where it is retained in the catchment system. Successful Bubble Barrier cases have been implemented in Europe at a.o. the river IJssel (200m), Amsterdam (60m) and Berlin (10m).

### Unique Selling Points

Special features of the Bubble Barrier are:

- (Plastic) waste is caught over the entire width and depth of the waterway
- No hindrance for ship traffic or fish migration
- 24/7 operational, catching plastics day and night

### The Great Bubble Barrier and Indonesia

Being a country consisting of islands, Indonesia has a deeply rooted relationship with water. Plastic pollution is therefore a particularly pressing issue for Indonesia, where it is both affecting coastal areas and the country's rivers. The level of pollution is having a negative impact on the living conditions of many Indonesians, and is furthermore hurting industries like fisheries and tourism. The Great Bubble Barrier is strongly committed to contribute to plastic-free rivers and seas in Indonesia.

We are looking for strategic partners, from potential chain partners involved in waste and plastics management, to governmental and technical partners which can support the placement of Bubble Barriers.

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**Rutger de Witt Wijnen**  
General Counsel/  
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**Carlo Wesseling**  
Head of Business Development

**The Ocean Cleanup**

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**The Ocean Cleanup**

The Ocean Cleanup's mission is to develop technologies to rid the world's oceans of plastic, with the ambition to remove 90% of all ocean plastics from the concentration zones in the five gyres, also known as garbage patches, by 2040. Instead of going after plastic debris with vessels and nets – which would take many thousands of years and billions of dollars to complete – The Ocean Cleanup plans to deploy a fleet of long floating barriers that act like an artificial coastline, enabling the winds, waves, and currents to passively catch and concentrate the plastic.

Complementary to its approach to solve the legacy problem of plastic in the ocean garbage patches, the organization developed the Interceptor technology to help prevent plastic garbage from entering the oceans via rivers. Interceptors are now deployed in Jakarta, Indonesia and Klang, Malaysia, with preparations ongoing for further deployments around the world.



**Gerard van der Laan**  
Program manager Circular Plastics



**Paul van Ruiten**  
Senior Project Manager Circular  
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**TNO**

The Netherlands Organization for applied scientific research (TNO) enables business and government to apply knowledge. We operate from The Netherlands and have over 3000 staff working on the key societal themes. Our client portfolio is diverse, comprising major Dutch and international enterprises, middle market companies, nonprofit organizations and European/Dutch government institutions. TNO also has various projects in Indonesia in health, energy and sustainability.

TNO is working on applications to achieve a fully circular economy by 2050. We are convinced that cities are not only there to live in, but also serve as a huge source of reusable materials.

**Circular Plastics**

One of our focus areas is circular plastics leading to less plastic waste, less CO2 and less consumption of fossil resources. We execute independent research on sustainability and life cycle assessment and develop new (packaging) materials which are designed for recycling. Additionally, TNO develops new recycling technologies for dissolution and (thermo)chemical processes. TNO also develops value chain analysis, waste flows and littering models and are active in The Netherlands and Europe in the Plastic Pact, CEFLEX consortium, Circular Plastic Alliance. We have many projects with (inter)national partners along the value chain in packaging, electronic waste, building and construction, household goods as well as microplastics.

**Products and Services offered:**

- TNO is acknowledged as the international top institute for environmental assessments, life cycle assessments and independent technology reviews.
- TNO also develops products and services in the field of Circular Economy for developing economies ([www.tno.nl/i4d](http://www.tno.nl/i4d)) with private and public partnerships with a sustainable business model.
- We are working on innovative recycling technologies to produce new, high-grade plastics from discarded plastics.



**Claire Hallewas**  
Programme Manager  
TU Delft | Global Initiative

### TU Delft | Global Initiative

TU Delft | Global Initiative is the platform for Science and Technology for Global Development. At TU Delft | Global Initiative we focus our research on pressing global challenges in the developing world, particularly in Sub-Saharan Africa and South-East Asia, with the aim to have impact and improve people's lives. We believe that concrete solutions for worldwide problems can only be found with a multidisciplinary approach and in close cooperation and co-creation with local partners (knowledge institutions, government, companies, start-ups and NGO's).

Research areas: healthcare, energy access, water, urban development, disaster resilience and response and plastic free rivers.

### Delft University of Technology (TU Delft)

TU Delft is the biggest and oldest Dutch university of technology, with a strong history and track record in water management (but as well in topics such as energy, health, circular economy, urban development, disaster response, climate and transportation) with over 5000 employees and over 20.000 students.

Delft University of Technology (TU Delft) is a broad institution providing higher education and undertaking research in the technical sciences at an internationally recognized level. Our University is typically in a Top 20 position in European rankings, and in a Top 100 position in worldwide rankings. Education, research and design are strongly geared towards applicability in society. Delft University of Technology develops technology for future generations, with the focus on sustainable, safe and economic viability.

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### Umincorp

At this point in modern life, we touch plastic more than we touch our loved ones. Plastic is everywhere; it is in our favorite products we daily use, it's in our water, in our food and in our bodies. Waste growth will soon exceed population growth and our current plastic recycling technologies fail to have an appropriate answer.

To make the needed impact, we need recycling processes that produce polymers with a near-to-virgin quality and that have reasonable economics. The current approach of sorting on object level cannot reach this. An object almost never consists of just one polymer. A PET bottle has got a PP lid, but is taken into account as being a PET object, resulting in lower purities and a loss of valuable raw materials. The main challenge about plastic is that it is not just 'plastic', it is actually many different products.

Our process can separate a mixed, post-consumer plastic packaging waste stream into near-to-virgin polymers. Our philosophy is sorting on flake level instead of sorting on object level. We can turn waste into high quality polymers at an all-in one plant, near to the waste. We can come to a 40% higher plastic recovery and our output has a 10% higher quality than conventional used techniques. This leads to better economics and a much lower CO2 footprint in the whole plastic chain.

The city of Amsterdam (capital of The Netherlands) already uses our process to recycle 20.000 tons of rigid plastic packaging waste per year. The techniques we use are conventional, but the way we combine them, is innovative. In combination with our Magnetic Density Sorter, now running thanks to 15 years of R&D, we are able to separate the different polymers up to near-to-virgin quality.

More info, see our animation:  
[https://youtu.be/2c4a4Pi\\_jMQ](https://youtu.be/2c4a4Pi_jMQ)





### Upp! UpCycling Plastic

Worldwide we produce over 300 million ton of plastic waste annually. Less than 10% is actually recycled and reused. The rest is burned, landfilled or ends up in our oceans and seas. A huge and still growing problem for the world, a big problem in Indonesia too.



**Jan Jaap Folmer**  
Chief Upp!

Upp! designs and builds semi-mobile, modular installations to make building materials from incineration-, landfill- and ocean-bound mixed plastic waste. With the Upp! Circular Plastic Factory concept we help communities, municipalities, cities, waste management & recycling companies and corporates to become zero-plastic-waste and close the loop on plastic waste locally.

With our containerized and container-sized modules you can make a/o planks & poles, bricks & tiles and plates & panels. Optional modules are sorting-washing-milling, 3D-printing with PET and power-generation. Upp! supports to organize the supply chain (collection, sorting, recycling) to ensure you will get the input you need. Upp! also helps with product and market development so you can set up a commercially viable and profitable business.

Our modules are developed and built in the Netherlands in a consortium of companies with Bilfinger-Tebodin Netherlands, Post en Dekker, Techport and Polymer Science Park.

Upp! promotes a circular and zero-plastic-waste business approach and we offer a unique local business opportunity to create impact. We believe an integrated value chain and local-to-local approach to fight plastic waste is needed to be successful. It's our aim to save 250.000 tons of plastic waste annually from incineration, landfill and oceans by 2025. We can't do this on our own, we are looking for local customers and partners to work together to make our world clean, green and circular!

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**Rob van den Boomen**  
Director PT Witteveen Bos  
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### Witteveen+Bos

Witteveen+Bos, founded in 1946, provides consultancy and engineering services worldwide in the fields of infrastructure, water, the environment, spatial development and construction. We serve our clients from thirteen offices in our home markets The Netherlands, Belgium, Indonesia and Kazakhstan and from six front offices in Dubai, Singapore, UK, Vietnam, Latvia and Panama.

We have a workforce of more than 1,200 professionals. Our clients are governmental, commercial and industrial organisations, including various types of joint ventures and public-private partnerships. Witteveen+Bos is employee-owned and fully independent. We use our high-end expertise to resolve complex issues and are a committed partner for our clients. We value our independence and our corporate culture of entrepreneurship and mutual trust, which allows our employees to excel, develop their talents to the full and maximise value for clients.

We have been active in Indonesia for more than 40 years. Our main office in Jakarta, under PT Witteveen Bos Indonesia, currently employs some 40 engineers. They support international companies and governmental clients on issues related to land development, flood risk management, water treatment, drinking water supply, environmental analysis (e.g. ESIA, EIA, W2E), urban spatial planning, structural engineering, earthquake and tsunami risk assessment, coastal engineering, Building with Nature, BIM design, visualization and construction supervision.

Past and present projects include design and supervision of several land developments (e.g. in the Bay of Jakarta, Makassar, Semarang) and design and consultancy services for the Food & Beverage industry. We support the cities of Jakarta and Semarang on flood management (Dutch financed programs) as well as projects related to irrigation, domestic waste water and water supply in urban areas (financed by ADB).

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# Aviation



### Air France KLM

Since the merger in 2004, KLM has been part of the Air France–KLM Group. This merger gave rise to one of Europe's leading airline groups, with two strong brands operating out of two major hubs: Amsterdam Airport Schiphol and Paris Charles de Gaulle. The group focuses on three key activities: passenger and cargo transport, and aircraft maintenance. Together, the two airlines carry almost 100 million passengers a year.



**Wouter Gregorowitsch**  
Country Manager Indonesia & Thailand

KLM is also a member of the global SkyTeam Alliance, which has 19 member airlines and a joint network of 1.150 destinations in 175 countries.

KLM is the only European carrier that operates to and from Indonesia. KLM offers daily flights from Indonesia, Jakarta and Denpasar to Amsterdam via Kuala Lumpur and Singapore. Air France offers daily flights from Indonesia with our partners to Singapore and onwards to Paris.

### About KLM Royal Dutch Airlines

For 100 years, KLM has been a pioneer in the airline industry and is the oldest airline to still be operating under its original name. KLM aims to be the most customer-focused, innovative and efficient airline in Europe, offering reliable service and top-quality products.

KLM carried a record 35.1 million passengers in 2019, offering its passengers direct flights to 171 destinations with a modern fleet of more than 172 aircraft. The airline employs a workforce of more than 33,000 people worldwide. The KLM network connects the Netherlands with all of the world's key economic regions and is a powerful engine driving the Netherlands' economy. KLM was the first airline in the world celebrating its one hundred anniversary on 7 October, 2019.

### Air France KLM

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### AviaVox

AviaVox intelligent announcement systems are specifically designed for Airports and Airlines.

With the unique AviaVox phoneme technology, natural announcements can be generated fully automatically in a multitude of languages. The quality of these announcements is at an extremely high level and cannot be distinguished from a very well-trained human speaker.

AviaVox has intensively studied the information needs of passengers, airports and airlines, and has structured its automatic announcements in such a way that it gives maximum support to the efficiency of passenger flows. As a result, the AviaVox system significantly improves communication between an airport and its passengers, and contributes considerably to a positive customer experience of both passengers and airlines.

- Special airport design
- Full passenger guidance
- Superior audibility
- Multiple languages
- Automatic announcement generation
- Better than a human speaker
- Airport announcement policy-consistent
- Improves passenger experience



**Johan Godin**  
CEO AviaVox, Treasurer NAG

### NAG

The NAG is a trade association that supports the Dutch Aerospace and Airport Development sector through the development of expertise, an extensive network, advocacy and access to the national and international markets. Members of the NAG are at the forefront of the aviation industry in the fields of new materials, production technology, maintenance efficiency, airport development and the passenger experience during flights and in airports. To stay at the forefront of the industry, members work closely together and development programs are carried out involving several years' commitment by research institutes, industry and government in order to realize the desired objectives.

The NAG is recognized by the Dutch government as the body representing the interests of this sector. In addition, the NAG is directly connected to the other regions in Europe through the EACP.

Total turnover NAG members: 4.6 € billion with 17.000 employees.

### AviaVox

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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.

For more information please visit: [www.naco.nl](http://www.naco.nl)

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**Tim Lowijs**  
International Business  
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**Tom Gerritsen**  
Corporate Finance Manager

### 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 and Hobart 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.

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### To70 Aviation

To70 is one of the world's leading aviation consultancies, providing research and advisory services to the global aviation community. To70 was founded in The Netherlands in 2000 and now has offices in Europe, Australia, Asia, and North and South America.



**Matt Shepherd**  
Senior Aviation Consultant,  
Airspace

At To70 we believe that society's demand for transport and mobility can be met in a safe, efficient, environmentally friendly, and economically viable manner. To achieve this, policy and business decisions must be based on objective information. With our diverse team of aviation specialists around the globe, To70 provides pragmatic solutions and expert advice, based on high quality data-driven analyses.

Our clients include airports, airlines, governments, and air navigation service providers.

### Products and Services Offered:

- We offer the following aviation consultancy services to our clients worldwide:
- Strategic Planning
- Air Traffic Management
- Aviation and the Environment
- Aviation Policy
- Consultation and Communication
- Aviation Safety
- Aerodrome Operations and Safety

### Unique Selling Points:

Our unique blend of experts in Air Traffic Management, airport planning and aerodrome operations support the latest trend in airspace-airport integration to enhance capacity for aviation as recommended in:

- ICAO 3rd Edition of the World Civil Aviation Report
- ACI World Governing Body Options and Recommendations – Aligning Airspace and Airport Capacity

Our experience in strategic airport planning, sustainable aviation and operational safety have seen us delivered over 1,200 research and advisory services worldwide over the last 20 years.

### Profile of Commercial Contacts Wanted:

We are keen to connect with companies and governmental agencies that support, and participate in, the growth and expansion of the Indonesian aviation industry.

### To70 Aviation

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## VANDERLANDE



**Sander van Reijzen**  
Commercial Director Airports  
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### Vanderlande Industries

Vanderlande is the global market leader for value-added logistic process automation at airports, and in the parcel market. The company is also a leading supplier of process automation solutions for warehouses.

Vanderlande's baggage handling systems move 4.2 billion pieces of luggage around the world per year, in other words 11.5 million per day. Its systems are active in 600 airports including 14 of the world's top 20. More than 45 million parcels are sorted by its systems every day, which have been installed for the world's leading parcel companies. In addition, many of the largest global e-commerce players and distribution firms have confidence in Vanderlande's efficient and reliable solutions.

The company focuses on the optimisation of its customers' business processes and competitive positions. Through close cooperation, it strives for the improvement of their operational activities and the expansion of their logistical achievements. Vanderlande's extensive portfolio of integrated solutions – innovative systems, intelligent software and life-cycle services – results in the realisation of fast, reliable and efficient automation technology.

Established in 1949, Vanderlande has more than 6,500 employees, all committed to moving its customers' businesses forward at diverse locations on every continent. With a consistently increasing turnover of 1.5 billion euros, it has established a global reputation over the past seven decades as a highly reliable partner for value-added logistic process automation.

Vanderlande was acquired in 2017 by Toyota Industries Corporation, which will help it to continue its sustainable profitable growth. The two companies have a strong strategic match, and the synergies include cross-selling, product innovations, and research and development.

For more information about Vanderlande please visit [www.vanderlande.com](http://www.vanderlande.com).

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# Other



**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.



**Hans de Boer**  
President VNO-NCW



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**NLinBusiness**

NLinBusiness supports Dutch entrepreneurs to identify the right international market(s), build the required capabilities to be successful and to secure a successful landing in Indonesia. Through our partner network we connect entrepreneurs to the local Dutch Business network and focus on practical business-to-business support like legal services, recruitment, local salary levels, opening a bank account, financial transactions and establishment of local entities, etc.

NLinBusiness also supports entrepreneurs to be successful on trade missions and identify the right next steps towards a successful market entry into Indonesia.

NLinBusiness was set up by the Confederation of Dutch Business (VNO-NCW & MKB-Nederland) and partners. We work closely with the Netherlands Business Network in Jakarta, professional service providers, and public partners such as the Netherlands Enterprise Agency (RVO), the Dutch diplomatic mission and locally active Dutch entrepreneurs.



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**Bruno Bruins**  
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