

19 - 22 November 2013

Netherlands Economic Mission to Indonesia



Pioneers in international business

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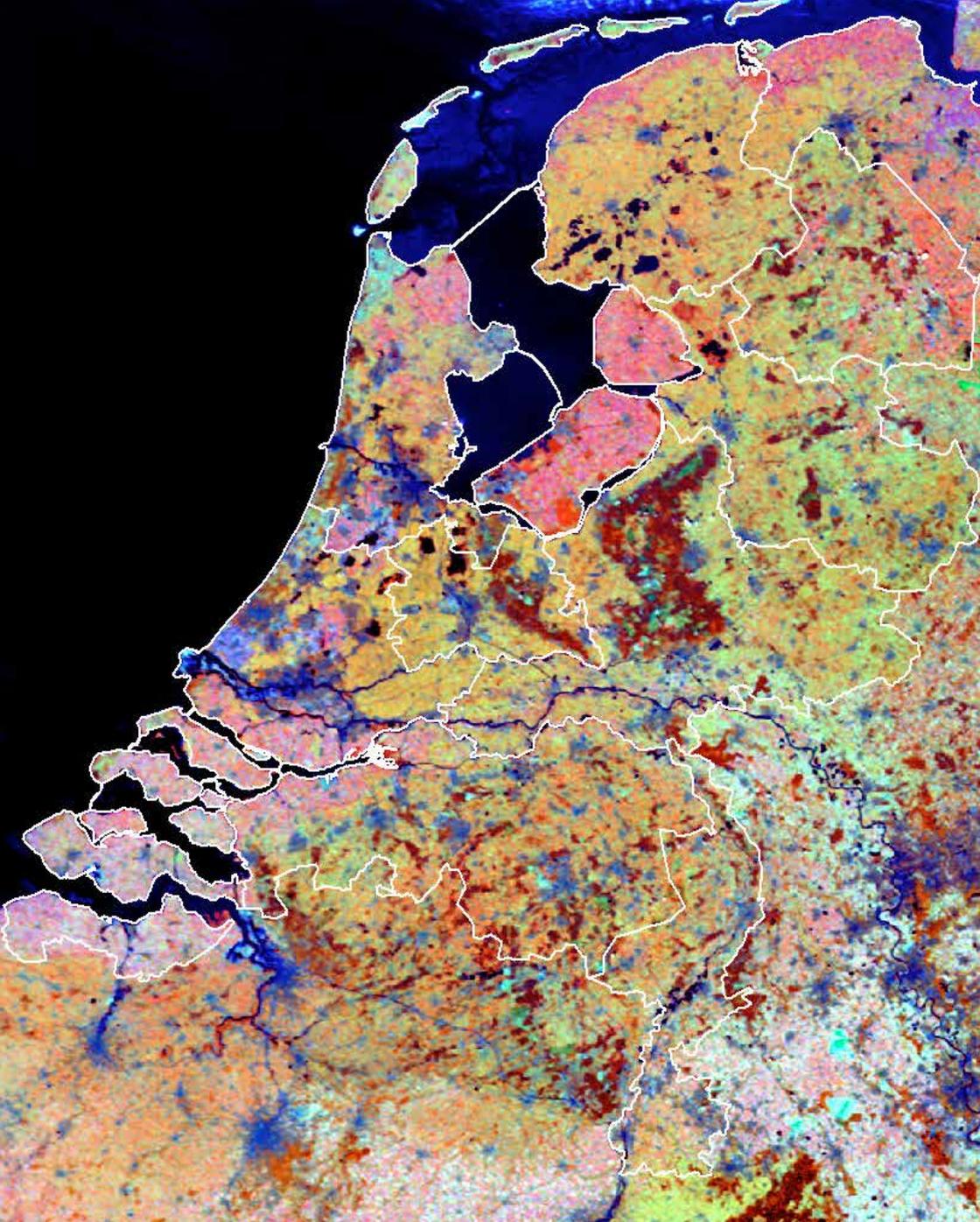
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Pioneers in international business





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Pioneers in international business





Mark Rutte

Prime Minister of the Kingdom
of the Netherlands

It is a great privilege for me to lead this official visit to Indonesia, accompanied by a large delegation of Dutch companies. Over 100 businesses are joining me on this trip, with expertise in a wide variety of fields. These firms operate in five of the leading economic sectors on which our economic partnership with Indonesia is focused: water, life sciences and health, agri&food, horticulture and logistics. That makes this visit the most extensive Dutch mission to Indonesia ever!

The relationship between the Netherlands and Indonesia is multifaceted and has deep roots in both our societies. People-to-people contacts and other exchanges between our countries cover a range of topics, from culture to politics to social issues. They form a solid foundation for further cooperation and for building a shared future – a forward-looking bilateral relationship, with Indonesia as a bridge to ASEAN and the Netherlands as a bridge to the EU. Nowadays, we have strong economic ties and prospects of an even brighter future. The Netherlands is the fourth-largest investor in Indonesia and its second-largest trading partner within the EU. Meanwhile Indonesia, as a member of the G20, is increasingly looking beyond its borders to broaden its economic base.

The Indonesia's global position is undeniably changing for the better. GDP growth has been impressive, and the standard of living of a widening middle class has been rising steadily. The projections for economic growth are still around 5,5% for 2013 and 2014. I look forward to working closely with Indonesia on many areas of mutual interest, like education, justice, science and technology, and trade and investment.

This visit is an excellent opportunity to assist our companies in doing business with Indonesia. At the same time, it is a chance for me and my colleagues – the Minister for Foreign Trade and Development Cooperation and the Minister of Agriculture – to meet with our Indonesian counterparts to discuss ways of further strengthening our bilateral relations.

I am looking forward to this visit. I am confident that the Dutch business delegation, under the guidance of Bernard Wientjes, the chair of the Dutch employers' organisation VNO-NCW, will establish new contacts and explore new opportunities in Indonesia, to the mutual benefit of our countries.

I wish all delegation members a successful and pleasant visit.

Mark Rutte

Prime Minister of the Kingdom of the Netherlands

Introducing the Netherlands



Source: Rijkswaterstaat

A country that the Dutch created in the delta of three large rivers, flowing into the North Sea... Where two thirds of GDP are earned below sea level... Where there used to be a lake almost two million acres wide where Amsterdam Airport Schiphol is today... Where innovative and daring solutions for water control protect half of the country against the risk of being flooded. It earned us a worldwide reputation... **We know water.**

A country that was in need of more land for agriculture... Where land was reclaimed from the sea and kept dry: the famous 'polders'. A country supposedly too cold to grow certain vegetables and flowers... Where greenhouses were invented as a solution to this problem. Where Dutch farmers now produce 2.5 times more food per acre than EU farmers produce on average... **We know food & flowers.**



Source: Tomato World



Source: Europe Container Terminals BV, Rotterdam

A country that is the gateway to Europe... Connecting nearly half a billion consumers in the European hinterland to the world's producers... Thanks to the world-class Port of Rotterdam, the internationally praised Amsterdam Airport Schiphol, an extensive network of waterways, Europe's strongest road transport sector and an extensive network of rail links... **We know logistics.**

A country with an open and cooperative attitude... Whose residents have always felt the need to explore what lies beyond its borders... Where the world's first multinational corporation originated in the 17th century. A country where, today, 87% of people who are 15 years or older speak English...

We know international business.



Source: Hans Kouwenhoven

Worldwide ranking

- **1st** Production and auctioning of cut flowers and flower bulbs
- **1st** Number of broadband connections per 100 inhabitants
- **1st** Density of road network
- **2nd** Export of agricultural products
- **2nd** Quality of Water Transportation
- **4th** Largest seaport
- **4th** Logistics performance Index
- **5th** Export of goods
- **7th** Dutch investments abroad
- **7th** Import of goods
- **8th** Foreign direct investment in the Netherlands
- **9th** Export of commercial services
- **9th** Import of commercial services

Facts & figures

- **Form of government** Parliamentary democracy, constitutional monarchy
- **Capital city** Amsterdam
- **Seat of the government** The Hague
- **Composition of the country** 12 provinces, overseas territories of Aruba, Curaçao and St. Martin
- **Language** Dutch
- **Monetary unit** Euro
- **Population** 16,735,100 (January 2012)
- **GDP** 840 miljard \$ (2011)
- **Per capita income** 49,650 \$ per capita (2011)
- **Export partners** 1) Germany 24.1%; 2) Belgium 12.1%; 3) France 8.9%; 4) UK 8.0%; 5) Italy 4.8%; 6) US 4.1% (2011)
- **Import partners** 1) Germany 16.7%; 2) Belgium 10.0%; 3) China 8.4%; 4) UK 6.7%; 5) US 6.6%; 6) France 4.6% (2011)
- **Dutch investments abroad** 940 miljard \$ (2011)
- **Foreign direct investment in the Netherlands** 590 miljard \$ (2011)
- **Command of foreign languages** English (87% of > 15 years old), German (66%) and French (25%)

*Knowledge is power. Sharing knowledge is more powerful. Doing business the Dutch way is doing business with you and for you! It's not about quick fixes or easy money, but about cooperation and consideration of individual needs of partners... Trade is in our DNA. It makes us **Pioneers in International Business.***



The Netherlands



Bilateral trade and investment

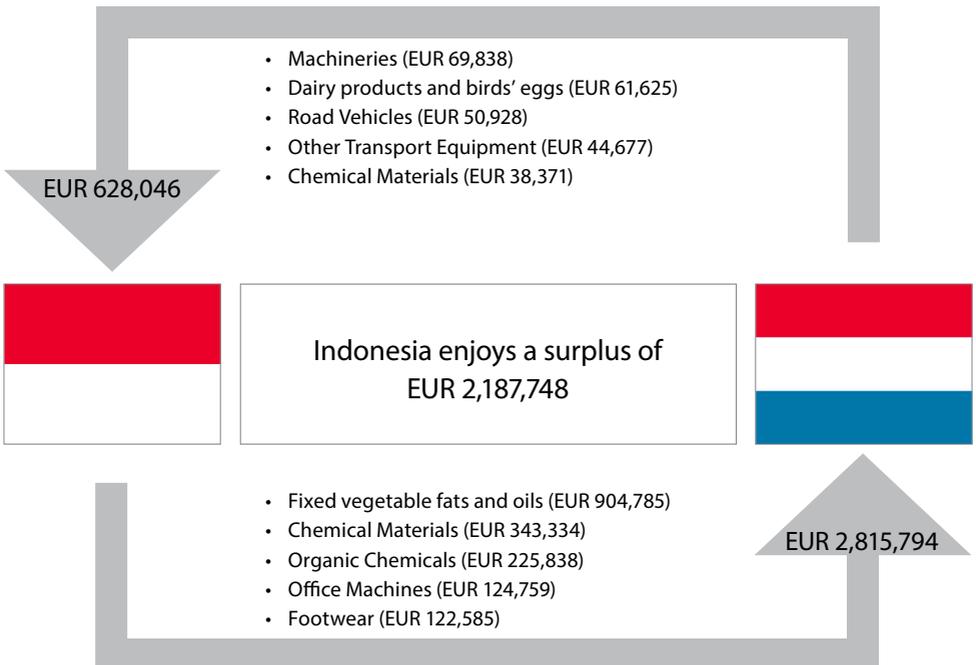
Indonesia and the Netherlands have strong economic ties. Each year (since 2010), export has grown 15-25%, in both directions. Currently (H1 2013), Indonesia is the fastest growing export market in Asia for Dutch companies.

The Netherlands serves as Indonesia's gateway to Europe, making it the main destination for Indonesian exports to Europe. Consequently, Indonesia's export to the Netherlands is more than four times higher than vice versa.

The Netherlands is in the top 5 of foreign investors in Indonesia (2012: USD 966 million in more than 130 projects; excluding oil & gas and financial sector). Increasingly, Indonesian companies have started setting up a presence in the Netherlands as well. About 150-200 Dutch companies have a permanent presence in Indonesia, mostly through local subsidiaries or joint ventures. Many more have strong, long-standing trade relations with Indonesian business partners.

Nevertheless, trade and investment are far below their potential, given the size of both economies and their overall trade and investment volumes. Mostly because the Indonesian market is relatively difficult to enter (Indonesia ranks 128th on the Worldbank's Ease of Doing Business list), trade and investment volumes from the Netherlands are higher with most other ASEAN countries.

International Trade; Imports and Exports According to SITC Classification 2012 in EUR 1,000



Agri & Food



Pioneers in international business





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Prime example of a top sector

The Dutch agri&food sector is a prime example of a top sector with an excellent business performance. Not only is agri&food the largest economic sector in the country (9,2% of total GDP); the Netherlands is also an internationally important player, as evidenced by the fact that we are the second largest exporter of agri&food products in the world. Of the global top 40 food companies, 12 have an important branch and/or R&D section in the Netherlands.

The total added value amounts to € 48 billion (€ 29 billion primary production, food processing industries, suppliers and € 19 billion distribution, retail and the hospitality sector) and the sector accounts for a labour force of more than 700,000 (almost 10%).

The sector is tackling several interesting societal challenges. How can we feed a fast-growing world population with rising consumption levels linked to increasing prosperity? How can we prevent the depletion of raw materials? And how can we develop healthier and more sustainable food products? The sector is working hard to address these issues and has the best means to provide solutions: the Netherlands is a leader in agri&food knowledge and innovation, with the world's second highest private research and development investments in agri&food and Wageningen and Utrecht universities in the European top-10 in terms of the number of agri&food publications.

The agri&food Top Sector was established in 2010 to further strengthen the sector's important societal and economic role. It does this by promoting innovation together with government, companies and research institutions. By helping entrepreneurs to expand their businesses internationally. By meeting the specific requirements of regions and by projecting a positive image of the sector to both consumers and potential employees.

We have already achieved great successes in many areas. In the coming years we want to build on these successes and address social challenges even more effectively. This will allow us to move even closer to our ultimate goal: a healthier population on a healthier planet.

Contact:

If you would like to know more about the agri&food Top Sector please visit www.top-sectoren.nl/agrifood

You can also subscribe to our newsletter via www.agrifoodnieuws.nl



Gert Pezij
Director

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PT Agri Kultura was established in 2006 by investors from Indonesia, The Netherlands and a financial support by the EVD through a PSOM subsidy. In 2010 Gert Pezij became owner of the company.

PT Agri Kultura is a company producing ornamental plants through sterile tissue culture techniques. The company is working together with plant breeders in United Kingdom, France, Germany, Netherlands and the United States. Plants produced are sold to these breeders and also to growers in most European countries, Russia and Japan.



Pim Morée
Commodity Trader

“**Cagemax** is an international trading company, specialized in the supply of high-quality *processed animal proteins and fats*. In addition, we also supply a variety of *agricultural feed ingredients*. Our products constitute a valuable addition to animal diets. We recognize the magnitude and growth of the Indonesian feed market and its need for high-quality ingredients. We join the Dutch Economic Mission to Indonesia to explore business opportunities with Indonesian producer of Aquafeed, Mixed Feed and Petfood.”

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Frits Blessing

Program Manager Living labs Logistics
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Mervin Bakker

Director

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Dinalog, Dutch Institute for Advanced Logistics, is a public-private initiative in which shippers, logistics service providers, port authorities and knowledge institutions work together in open innovation to increase competitiveness. Dinalog drives the National program of Innovation in Logistics through collaboration in and across supply chains and modalities. Core activities consist of coordinating R&D and demonstration projects, knowledge dissemination to the sector as well as higher education in logistics and supply chain management and providing a logistics new business hub. Dinalog also contributes to the international promotion of the Dutch advanced logistics offering and facilitates international alliances and business collaboration. Dinalog can offer the Indonesian sector tailor-made masterclass and summerschool programs, a logistics young professional program and an intensive innovation challenge workshop program with participation of business and knowledge institutes.

In cooperation with Nuffic, the Netherlands organization for international cooperation in higher education, Dinalog operates the Living Lab Logistics Indonesia-NL (LLI-NL) in which Dutch Universities of Applied Sciences, Indonesian Universities, government and businesses in both countries work together in business-applied research projects. These result in knowledge, tools and practices for industry and government. Herewith, LLI-NL contributes to the national agenda's on logistics both in The Netherlands (Topsector Logistics) and Indonesia (SisLogNas).

LLI-NL is particularly focusing on Food Security / Food Supply Chains, Professionalizing the Logistics Industry as well as improving the fit between university education and labor market demand. For LLI-NL, Dinalog is looking forward to welcoming new partners from Indonesia and The Netherlands to exchange and build best practices.



Jan Wolleswinkel
Chairman of the Board



Elze de Jong
Member of the board

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At Dutch Poultry Centre, it's all about cooperation. Cooperation between the partners and cooperation with customers and business relations all over the world. Cooperation that mainly consists of sharing knowledge and providing complementary solutions. For example, the Netherlands is home to leading companies in all parts of the poultry sector: primary, industrial and processing companies and knowledge institutes. Cross-fertilisation in and between these sections is valuable. Sharing knowledge and views gives rise to innovative solutions. To achieve this, amongst other things market cafés and knowledge symposiums are being invested in for and by the partners. In the collective atmosphere of Dutch Poultry Centre, creativity is being stimulated, which means that new ideas now have a greater chance of success. That is the great strength of Dutch Poultry Centre. We are forming a network in which we would like you to become involved too.

Why not work together with (the partners of) Dutch Poultry Centre!

To start with, Dutch Poultry Centre's partner agreement does not include any hard quality criteria. That would be too much of a duplication of the existing standards (such as ISO). Moreover, it would go further than is necessary for our goal. What is remarkable is that an initiative like Dutch Poultry Centre automatically attracts the right partners: companies and organisations that are open to the world around them and are constantly searching for inspiration and innovation. Exactly the types of organisations you are happy to do business with.

What binds the partners of Dutch Poultry Centre can be summed up simply. Quality, knowledge and innovation! The partners occupy a prominent position in their specialist areas and are partly responsible for defining the face of the sector. In that sense, Dutch Poultry Centre is a quality label and the partners have a preferred partnership.



FOODTECHINDONESIA



Wouter van Vliet

Partner / Director Larive International



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FoodTechIndonesia (FTI) is a public-private initiative combining the strengths of Dutch companies active in the poultry value chain. The objectives of FTI are to improve and strengthen the development of the Indonesian poultry sector and diminish challenges in the production process through cooperation between leading Dutch companies active in the various steps in the poultry value chain and their Indonesian counterparts. Furthermore, the project aims to encourage Dutch companies to establish/expand their presence and investments in Indonesia. The strength of FTI is that it brings together a consortium of innovative Dutch companies with complementary knowledge and skills. This allows for efficient linkages within the entire poultry value chain, stimulating knowledge transfer, accessing human resources and enabling technical capacity building.

Started in 2013 the consortium will identify market opportunities, execute feasibility studies, set up training programs, undertake economic missions and realize demonstration & pilot projects in Indonesia. FTI is initiated and coordinated by Larive International. Larive's partner office Clarity Research (member of Larive Group) based in Jakarta, is responsible for the local support & execution of the project.

Participants in the consortium include:

- TopKip
- Zwanenberg Food Group
- Van Aarsen
- Linco Food Systems
- Van Eck Industrial Hygiene
- Nijhuis Water Technology
- Pas Reform
- GEA Food Solutions
- Hendrix Genetics
- Nutreco
- Dutch Ministry of Foreign Affairs and the Royal Dutch Embassy in Jakarta, Indonesia

FTI is open for cooperation with other Dutch companies active in the poultry value chain that have the ambition to do more business in Indonesia and share expertise with other consortium partners & the Indonesian counterparts.

For more information, please visit www.foodtechindonesia.com.

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Frisian Flag Indonesia is a joint venture with an Indonesian partner, Royal FrieslandCampina N.V. holding a majority share of 78%.

The company has been selling its Frisian Flag brand; a household name for milk (locally known as “Susu Bendera” = “Flag brand”). Frisian Flag has been in Indonesia for over 90 years and is the leading dairy company in the Indonesian dairy market. Frisian Flag has been providing dairy nutrition to Indonesian consumers, which is of high importance as intake deficiencies in protein and several vitamins are high in Indonesia. This was confirmed in the largest children food survey ever SEANUTS, ran by FrieslandCampina in South East Asia.

Frisian Flag is offering products like baby milks, a variety of “ready to drink” milk in bottles and carton packs and Sweetened condensed milk.

The company has two production facilities in Southern Jakarta. As raw material the company develops and uses milk produced by (ca 20.000) local farmers next to imported raw materials (such as skim milk powder and milk fat). For further development of local dairy, development programs are running with support from Dutch member farmers and the Dutch governmental programs.

The products are offered in most of the about 2 mln shops where milk is offered through a network of distributors via 25 sales offices through the archipelago and in the modern super and mini markets.



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CEO Go-Tan

Go-Tan

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The Go Family

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

Our special skills

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

International success

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

Contacts in Indonesia

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

Indies commemoration centre

I am a member of the board of the Indies commemoration centre. We have a website, an exhibition at Bronbeek (in Arnhem, The Netherlands) and we have published a comic book about the events during the war in Indonesia. Part of my mission is finding a publisher for this book in Indonesia and contacting parties who might be interested in preserving historical Dutch buildings and places in Indonesia.



Ben Witjes

Director of Programmes and Projects



Jan Jaap Kleinrensink

Director Regional Office Southeast Asia

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About Hivos

Hivos is a social innovator. Our mission is to contribute to a free, fair and sustainable world in which all citizens - both men and women - have equal access to opportunities and resources for development. We support over 700 partners in 27 countries in Africa, Asia and Latin America.

We strongly advocate green entrepreneurship and public private sector cooperation in order to develop inclusive and sustainable business. As a member of coalitions and a broker of contacts we connect farmers with companies resulting in innovative and sustainable sourcing models that improve profitability and sustainability throughout the whole value chain.

Over 40 years of presence in Indonesia has resulted in extensive project experience and networks among producer organizations, and civil society and support organizations on the main island, but also in more remote regions.

Examples of our work

Biogas digesters as sustainable energy source

Around 10,000 biogas digesters have been built through the Domestic Biogas Program (BIRU), managed by Hivos in close cooperation with the Indonesian government, SNV, and the dairy sector. BIRU aims to foster the development of a market-driven biogas sector. Rabobank provides loans for cooperatives that want to invest in biogas and Nestlé provided dairy cooperatives with interest free funds for the construction of biogas digesters.

Supporting expansion of coconut sugar (Central Java)

In order to upscale quality and quantity Hivos partners with Unilever in production of coconut sugar.

Sustainable Coffee production (Lampung)

In the province of Lampung, Hivos partners with coffee trader ECOM in activities to enhance quantity and quality of coffee production on a sustainable basis.

Strengthening white pepper sector (Bangka Island)

Hivos and Verstegen have joined forces to strengthen the high quality white pepper sector.

Agri-ProFocus Indonesia

Hivos is the host of the recently launched Agri-ProFocus hub in Indonesia: an open network driven by a partnership of Dutch civil society organisations, private sector and government actors.



Kees de Ruiter

Regional Manager Southeast Asia and Pacific

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Our mission is to end poverty, injustice and exclusion to establish a full and dignified life for all. But we can't do this alone. Based on equality, co-responsibility and respect for diversity we seek to cooperate with organizations and companies that feel connected to our values: compassion, justice and stewardship. Together with our partners ICCO Cooperation in South East Asia & Pacific works on four integrated programs: Fair Economic Development, Food & Nutrition Security, Fair Climate and Conflict Transformation & Democratization. We determine our strategy per country in collaboration with our partners.

Making Value Chains work for the Poor

We believe that fair economic development, side by side with social justice and democratic governance, are the motors behind the development of countries and peoples. We support small and medium enterprises (SMEs) in creating sustainable opportunities for work and income so they become self-reliant for their livelihood. Together with our partners we develop businesses and financial services in rural areas and a pro-poor investment environment.

People claiming their rights

We support small producers and farmers, indigenous peoples and other marginalized groups like women, children and people with disability to live in dignity. We believe this is possible by organizing, increasing and consolidating the power of the people to claim their rights. ICCO Cooperation works with partners that develop initiatives that tackle the causes of exclusion and injustice among our target groups.

ICCO products and services:

- 45 years of experience in developing countries in South East Asia.
- Local presence .
- Extensive knowledge of local economies, target groups and cultures.
- Expertise in cross-sector partnership building.
- Network of local partners and 300 (inter)national partnerships and alliances.
- Capacity to develop and implement tools that contribute to pro-poor economic opportunities.
- Focus on fair economic development and equitable and sustainable access to natural resources.
- Possibilities for pilot financing and co-investment.
- broker in the VC , identify enterprises and markets.



Ewald Wermuth
Director International Public Affairs

IDH is a public private partnership organization that accelerates and up scales sustainable trade by building impact oriented coalitions of front running companies, civil society organizations, governments and other stakeholders.

By convening public & private interests, strengths, and knowledge, IDH programs sustainably transform commodity markets to create large scale improvements in the livelihoods of hundreds of thousands of small scale farmers, reduce negative environmental impact, and support local value creation in developing countries - making sustainable production and consumption the norm.

With a €130 million co-funding grant from the Dutch, Swiss and Danish Government IDH organizes scoping, development and implementation of public private, precompetitive market transformation programs in 18 sectors. The investments of private partners in market transformation programs are match funded up to 50 % by IDH.

**IDH The Sustainable Trade
Initiative**

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INTRABOND CAPITAL
Rodria Laline



Rodria Laline
Chief Executive Officer

Key focus:

Corporate governance and leadership development
Globally executing ABB's Mastering Team Leadership Program

Strategy execution and management firm

Intrabond Capital has operations in Asia, Europe and the U.S. The company has an international client base and has competencies in strategy, risk management, board directorships, corporate governance, mastering team leadership, high-tech and software.

Industry tailored solutions

Our professional advisers in organizational and board dynamics work in the energy-, agro-, finance- and high-tech industry for clients such as ABB, Shell, PwC, ABN-AMRO, and Oracle. For the fund industry we align top-down/bottom-up strategies affecting company-specific risk.

The board program at the Harvard Faculty Club

The company's Maximize Your Board's Potential (MYBP) at Harvard Faculty Club keeps directors stay ahead of the curve. A unique opportunity to interact with peers at Harvard, broadening insight into board dynamics and decision-making creating highly effective boards.

Financial industry director education

Intrabond Capital works with central banks and the ministries of finance in establishing a national permanent education program for non-executive directors and talent, aligning boards with long-term sustainable growth, risk management and investment strategies.

International business development

Intrabond Capital constructs tier-1 strategy advice ex-post into governance grade P&L businesses and successful international business lines. Down the strategy execution path we take independent board director positions to drive those business initiatives.

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Ate Oostra
Chairman

Welcome to Platform MFS

Platform MFS aims to meet metropolitan food demand by securing its quantity and quality while preserving natural resources, to render sustainable solutions for stakeholders and to expand market opportunities for its participants.

Challenges in the field of Metropolitan Food Security will become increasingly important all over the world. Dutch companies from different sectors decided to establish Platform MFS to facilitate joint creation of solutions for these challenges. This is done in close consultations with other partners in the 'Golden Triangle' (Business, Academia, Government). Platform MFS is based in the Netherlands.

The goal of Platform MFS is: securing food for metropolitan areas by contributing to the international challenge of **realising double the amount of food, of better quality, with half the resources**. The Platforms' approach considers the entire food chain. It aims to result in innovative and sustainable solutions, that can be applied internationally.

Our main focus lies in areas where the demand for, and added value of, our services and solutions is the largest: rising economies ('BRIC' and 'CIVETS' countries) and developing countries.

MFS is unique. It is an 'open' and flexible network organisation through which companies, knowledge institutions, government representations and other stakeholders from different sectors cooperate to find answers to the abovementioned challenge. Platform Participants can form 'consortia of occasion' with which they can present themselves as 'one' party. This enables them to participate in tenders, manage projects and create market opportunities which they individually could not. Platform MFS supports its participants with all the necessary tools, knowledge and activities.

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Erik Frens

Managing Director

Partners Network is a global distributor and trader of different meat products. By focussing on the possible export and import capacity per country, we work together with slaughterhouses, the processing industry and retail oriented companies in various regions in world. In Indonesia we would like supply basic poultry material for processing and purchase certain cuts for export to other regions in the world. Being able to supply unique high protein, low costs poultry ground meat we believe we can tribute to the fast growing demand in Indonesia for cheaper protein products and in return open other sales markets for the developing poultry industry in Indonesia.

Considering the above we seek contact with poultry processors, poultry slaughterhouses, other meat processing player in the industry as well as companies facilitating the import and export of frozen poultry in Indonesia.

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Marc Kinjet

Market Manager Asia

Perstorp Waspik B.V. is the production location of Perstorp Performance Additives. Main focus of Perstorp Waspik is the production of animal feed additives. Being a basic producer of most important organic acids such as formic acid, propionic acid and butyric acid, the feed additives of Perstorp are used as preservatives for raw materials and for the enhancement of intestinal health of livestock. Other product groups are enzymes and anti-oxidants.

Introduction

Perstorp is one of the most important manufacturers of organic acid based feed additives in the world. With an annual production volume of around 100000 mton Perstorp is serving many customers worldwide, varying from feedmills to individual farmers. At this moment the European market is still the most important market for Perstorp. Meanwhile, main attention is given to increase the presence of Perstorp in other regions of the world, whereby Asia and South-America are defined as key areas for growth.

Unique selling points

Development of new innovative feed additives is very important for Perstorp. In the light of this it is worthwhile mentioning that Perstorp launched ProSid MI 700 recently. The unique features of ProSid MI 700 is based on the slow release of the product, which results in a far better longevity giving farmers the opportunity to store their grains and other raw materials for a longer period without loss of valuable nutrients and absence of mould growth.

Most recent innovation is ProPhorce SR, a non-smelling butyric acid based product that has an unique effect on intestinal health of animals.

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PTC⁺ is a leading international training institute which focuses on all the links in the production chain of animals, animal commodities, (agricultural) technology and refrigeration. PTC⁺ consists of 5 expertise centres. The organization is application oriented and bridges theory and practice, forming the essential link between research, education/training, the industries and farming practices. PTC⁺ has for over 50 years experience on international training of poultry.

Its staff consists of many well-qualified senior instructors with world-wide working experience. A wide range of practice facilities are available for demonstration and training and also guesthouses.

PTC⁺ offers a range of tailor-made courses and professional training programmes for national and international students and professionals, based on the concept of "learning-by-doing". Customers are international consultancies for governments and international agencies, private companies and educational centres. Training programmes are realized in the Netherlands and/or abroad (at location).

Furthermore PTC⁺ assists in the implementation of projects for the transfer of knowledge, skills and technology, both in the Netherlands and in others countries ("institution building"). The training of PTC⁺ is regularly attended by students from governmental and non-governmental sectors.

Today PTC⁺ has worldwide experience in dozens of countries.



Robert Hoogstra
Managing Director

Royal Euroma

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“As a full-service partner we take care of spice challenges in food business”

Euroma is Europe’s foremost partner of taste, providing food business with a total range of spice-based solutions. Our people are dedicated to develop tasty, healthy, sustainable and safe ingredients, using spices and herbs from all over the world. Doing so, we build on a more than a century of expertise and entrepreneurship, blending tradition with cutting-edge and cost-effective processes.

Euroma aspires to the highest quality standards, and relies on science, experience and discipline to achieve this goal. Euroma was the first to develop steam decontamination for spices, based on high temperature, short exposure and a continuous process.

More than a hundred years of presence in the spice market has resulted in a strong sourcing network with spice partners around the world. Because of this extensive network, Euroma can provide customers with the best possible spice solution for their product.

We believe that co-operation through all links of the food chain is needed to achieve truly sustainable and reliable products. Euroma believes that resources are valuable and vulnerable, and should be protected. The major part of Euroma’s supply originates from developing countries, where care for the environment, working conditions, human rights, community development and fair trade are essential and really makes a difference.

Euroma is the world’s first provider of sustainable black pepper (2012, origin Indonesia). Together with Rainforest Alliance. Since 2007 Euroma has a jointventure in Indonesia and it is now building its second processing plant in the pepper area on Lampung, Indonesia.



Berte Simons
Unit Director Indonesia



André van Schoonhoven
Head of M&E Department

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Royal HaskoningDHV is an independent, international engineering and project management consultancy with more than 130 years of experience. Our 7000 professionals provide services in aviation, buildings, infrastructure, industry, energy and mining, planning and strategy, transport and asset management, rivers, deltas and coasts, and water technology from 100 offices in 35 countries. Our work contributes to the sustainable development of the communities we work in all over the world. We believe meaningful solutions cannot be created without collaboration with our partners, clients and other stakeholders.

Royal HaskoningDHV in Indonesia

Royal HaskoningDHV has been established in Indonesia* since 1973 and has since provided professional services in the fields of architecture, engineering, consultancy and project management. Our clients are in the industry, mining and water sectors, ports and coastal development, buildings and among water supply companies.

Focus on agrofood

Royal HaskoningDHV is proud of its unique, worldwide experience in the management and design of projects in the Agrofood sector. We have been involved in several innovative projects for clients such as Friesland Campina, Cargill and PURAC. Healthy food, sustainability and food security and food safety and quality are always important themes in our design. We apply our international accumulated best practices in our projects in Indonesia.

A wealth of services is offered in all stages of Agrofood projects, including irrigation and re-hydration. Besides implementing the required technical capabilities and skills, we specialise in meeting the main challenge in industrial projects, namely reducing the time-to-market and costs of investment. Our success with repeat clients illustrates that we master the optimisation and globalisation of production facilities. Further to our knowledge of primary processes and specific characteristics of Agrofood projects, Royal HaskoningDHV can provide distinct indigenous knowledge of standards, regulations, construction culture etc. through its impressive international network of offices. Additionally we have a sound track-record in the design and management of production plants in the fast moving consumer goods and pharmaceutical industries.

Our services include: feasibility studies; design; project management; construction and safety management.

* Royal HaskoningDHV Indonesia is a combination of PT Haskoning Indonesia and DHV BV Representative Office, PT Mitra Lingkungan Dutaconsult (MLD) and PT Dwira Bangun Indonesia (DBI). The name of PT Haskoning Indonesia is used as legal entity company in Indonesia.



Richard Oude Reimerink
President Director



Melcher Klink
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Tebodin is a Multidisciplinary consulting and engineering firm that offers a broad scope of services to a variety of clients with over 4,900 employees in 23 countries and part of Bilfinger Industrial Technologies GmbH, a subgroup of the international engineering and services company Bilfinger SE.

This extensive office network allows us to offer clients the best of both: integrated engineering and consultancy expertise combined with local knowledge. We are committed to quality and are focused on results, safety and sustainable solutions. We serve a variety of clients all over the world and we maintain long-lasting relationships with many of them. We work for local and international clients in the countries in which we presently operate. Additionally, the multidisciplinary character of our organization ensures a flexible structure, providing you services fully geared to your specific project requirements.

Tebodin in Indonesia is equipped with a Multidisciplinary engineering Team (Civil, Structural & Architectural, HVAC, Electrical & Instrumentation, and Process Technology) and offers independent services which covers Consultancy, Project Management, Design and Engineering, Procurement and Construction Management, which Tebodin offer either separately or as an integrated package.

In Indonesia we are concentrating on the Industrial, Fine Chemicals, Agro/Food, Oil & Gas markets.

Our approach is to support through our local offices and if desired, we create a team from various offices of our network to adequately mix – capacity, expertise and location.



Peter Wolf
CEO



Gilbert Curtessi
Business Development

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Transmare Holding is a Rotterdam based company founded in 1953, with two subsidiaries; Transmare Trading, which is specialized in the supply of chemical products and raw materials and Transmare Compounding that develops and manufactures composites and polymers. Current developments are production of organic compounds under its brand BioBamBoosters and biomass for energy with its subsidiary Energy Transformers. In recent years the Transmare group has focused on the bio-based economy. This has resulted in the use of renewables and a number of new products from a biological source.

BioBamBoosters supplies bamboo fibers and bio-polymer compounds, which eventually finds its way in the automotive industry. In this context, the company recently signed a multi-year agreement with multinational SABIC.

Transmare (Energy Transformers) is also investing in the development of alternative biofuels for co-firing in power plants based on agricultural waste.

In October the company shipped a large tonnage of biofuel from Indonesia to Europe for combustion in a power plant.

Both developments are a result of research and development based on the themes of a viable market, sound environmental and a social corporate approach. Transmare CEO Peter Wolf explains. "Based on our social responsibility we aim to contribute to the reduction of the environmental impact without a compromise to quality".



Haiko Zuidhoff
President Director

Nutreco is a global leader in animal nutrition and fish feed. Our advanced feed solutions are at the origin of food for millions of consumers worldwide. Quality, innovation and sustainability are guiding principles, embedded in the Nutreco culture from research and raw material procurement to products and services for agriculture and aquaculture. Experience across 100 years brings Nutreco a rich heritage of knowledge and experience for building its future. Nutreco employs approximately 10,000 people in 30 countries. Nutreco is listed on the NYSE Euronext Amsterdam and reported annual revenues of € 5.2 billion in 2012.

Mission

Feeding the Future.

Vision

In a world with limited natural resources and a growing population, there is a rising demand for high quality meat, fish and shrimp. We will be the global leader in providing innovative and sustainable nutritional solutions that best support the performance of animals, fish and shrimp.

Strategy

At Nutreco we are unique because of our world-class competence in both animal and fish nutrition that enables us to be the global leader with a focus on:

- added value nutritional solutions
- growth geographies
- sustainability of the feed-to-food chain.

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Henk Vroemen
Managing director

Vellekoop & Meesters is a Holland based expert regarding to food security systems, agriculture and fisheries business, and national registrations in this respect.

Our mission is to help our clients designing and implementing world-class solutions and value added guarantees, responding to the enormously developing demand in domestic markets for secure food, for sustainable trade and for a profitable tourist and leisure industry.

As an independent Dutch consultancy, with our knowledge and services we support institutions, public and private, in building their organizations, systems and capacities in the following areas:

- Implementation of regulations and inspections support on food security, agribusiness and fisheries;
- Trade-, tax- and food certification systems;
- National administrations on land and landscape, property, livestock, marine and wildlife heritage.

In order to set up such professional systems our unique proposition covers the financial business case, the capacity building and the design and implementation of information systems. We have experience in working with governments, NGO's, public-private partnerships and big private companies in Africa, China, Latin America, and in several European countries.

In 20 years, our company has helped governments and companies save millions of dollars. For instance: in Holland nowadays more than 95% of Dutch farmers, agribusinesses and food providers are professionally managed and digitally connected to the Dutch government. In this quality management approach, production is more predictable and products and diseases like zoonosis are traceable throughout the supply chain. Such a vital system, amongst others, guarantees the food security, and does support the position of Holland as a major food and agriculture exporting country!

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Vencomatic Group is a group of companies that are active in the poultry sector, owned by the Van the Ven family. In 1983 Cor van de Ven developed the first automatic poultry nest box worldwide. With this revolutionary innovation he entered the market and founded the company Vencomatic. Today Vencomatic Group brings together three strong brands in the poultry sector: Agro Supply, Prinzen and Vencomatic. They are a global provider of innovative and welfare friendly housing systems for breeders, broilers and layers.

Vencomatic's housing equipment is designed with the natural behaviour of the bird in mind. It offers birds an optimal living environment, which ensures perfect quality eggs, a pleasant working environment and the best possible results for the poultry manager.

With the climate control solutions of Agro Supply optimal conditions for animals and humans are created in the poultry house. The products operate in a profitable and sustainable way to achieve maximum bird performance.

Careful handling of eggs with an unequalled points down setting of 99.7% is the expertise of Prinzen. Prinzen machines offer cost efficient solutions for on-farm collection of hatching and table eggs and automation of egg handling in hatcheries.

The Vencomatic Group has built a global distribution network of 100 specialised dealers to serve its customers. These local dealers have local knowledge and support the customer with the planning, installation and after sales of the products. The Vencomatic Group head office is based at the Venco Campus in Eersel, the Netherlands. It is the most sustainable industrial building in Europe and a centre for research and knowledge sharing for the poultry sector.

Horticulture & Starting Materials





Rubert Konijn
Coördinator Internationaal

Topsector Horticulture & Starting Material

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Topsector Horticulture & Starting materials

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

World leader as a source of sustainable solutions to global challenges

The major societal and economic challenges of the world have one thing in common: they compel us to do more with less. The population is growing and ageing, concentrating itself in cities and the climate is changing. We will soon have to meet the needs of nine billion people in terms of nutrition, health and happiness, while energy, space, water and minerals are becoming scarcer. This is, however, the strength of the Dutch Horticultural & Starting Materials sector. Dutch plant breeders and propagators provide propagation materials for diseased and drought-resistant crops with a higher yield and a better taste and shelf life. Growers achieve the highest productivity per hectare with less use of pesticides, water and minerals. They are at the forefront of energy efficiency, renewable energy and CO2 reduction. In this process we work demand driven and look for solutions adapted to specific local circumstances all over the world.



Loek Hermans
Chairman

Chairman of Greenport Holland, an umbrella organisation of industry of all major associations in the horticultural cluster. Greenport Holland is working on strengthening the international competitiveness of the innovative and sustainable Dutch horticulture cluster.

The Horticulture & Starting Material sector accounts for EUR 12.5 billion of domestic production, EUR 17 billion in exports and more than 450,000 jobs. Indirectly, the sector provides added value and employment in Agri&food (processed products), Logistics (road, airport and ports), Energy (bulk consumers and savers) and High-tech Equipment and Systems (greenhouses, installations and so on).

Along with all the other top sectors, Horticulture & Propagation Material is important for innovation: from healthy foodstuffs and robust crops to green raw materials with high added value, the generation of renewable energy, water conservation, bioinformatics, optimal logistics, LED lighting and aesthetic greenhouses.

Commercial spirit, the drive for innovation, cooperative and international enterprises (SMEs), and the 'Golden Triangle' of businesses, knowledge institutes and government are historical strengths on which the Horticulture & Propagation Material sector bases its ambitious vision and action agenda; not only for the sector but also for the Netherlands as a whole.

In short, Horticulture & Propagation Material supplies innovative, sustainable solutions for higher value and less consumption, more food security and sustainability, and reduced poverty and waste - and the Netherlands is the very best in this. Our knowledge, a critical and demanding domestic market, the drive for innovation, entrepreneurship and international outlook mean we lead the world when it comes to added value, knowledge and innovation, market share, productivity and sustainability.

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East-West Seed is the market leader for tropical vegetable seeds in Asia. Established in 1982, the company was built on the idea of blending European seed technology with Asian tropical vegetable farming, taking advantage of modern plant breeding to develop local varieties that suit local growing conditions and market needs.

The company has developed its business through strong R&D combined with a carefully nurtured relationship with local farmers. It promotes the adoption of improved seed, combined with better farm management, as the key to increasing farmers' productivity and income. The seeds are produced locally wherever the company operates, using high standards of seed processing and technology.

The company holds leading market positions in Thailand, Philippines, Indonesia, Myanmar, and Sri Lanka. It also has business activities in India, Vietnam, China, Latin and South America, and Africa. East-West seeds are planted in the fields of 30 million farmers worldwide. The company is based in Asia with over 3,000 employees and 12 R&D stations in 7 countries.

PT EAST-WEST SEED INDONESIA

East-West Seed has been active in Indonesia since 1990 through PT East-West Seed Indonesia (Ewindo), a joint venture with Enza Zaden. Ewindo is the first integrated seed breeding company in Indonesia that produces, develops and sells tropical hybrid vegetable seeds under the brand 'Cap Panah Merah'. Started as a small breeding company, Ewindo is now undisputed market leader in hybrid vegetable seeds in Indonesia. Millions of Indonesian farmers recognize the brand as a symbol of reliable high quality seeds.

Headquartered in Purwakarta, Central Java, the company employs over 600 people and provides indirect employment to thousands of local seed production contract farmers. Ewindo's management and staff consist solely of Indonesian nationals. The company has state-of-the-art R&D facilities in Purwakarta, Wanayasa and Lembang, and seed production facilities in various locations throughout Indonesia.



Jaap Mazereeuw
Director



Ed Veltkamp
Chairman

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Enza Zaden was founded 75 years ago as a local vegetable seed company in the Netherlands. Nowadays we are a global company operating from 41 locations, spanning all continents of the world. Thinking globally and acting locally, Enza Zaden develops vegetable varieties for local and international markets around the world.

The strong growth of our company is fuelled by focus on state of the art Research & Development. We combine traditional breeding methods with highly advanced technology to make our breeding processes faster and more efficient. Our company has 17 research stations around the world, various joint ventures with leading biotechnological companies such as KeyGene and Westcape Biotech and alliances with key universities. Continuing major investments in innovation will keep Enza Zaden a top player in our business.

From a marketing point of view Enza Zaden is one of the world leaders in breeding tomatoes, cucumbers and lettuce. Enza Zaden has a strong presence in Asia and a major share in Ewindo, the leading vegetable seed company in Indonesia.

Breeding is a people's business. Therefore Enza Zaden believes in a strong engagement of all employees. In 2011 the Enza Academy was founded. By continuous training, the Enza Zaden work force stays well educated and highly motivated.



Jiffy is a company specialized in development, production and sales of propagation products and substrates for professional growers. The product lines for the professional grower include: Jiffy Pellets, Preforma plant plugs, Jiffy Pots, Jiffy Hydroponics, Jiffy Cocos and Jiffy Substrates.



Martijn Mellema
Sales Manager AAM

To accommodate to the modern grower needs, most of today's products are designed for use with the automation systems found in modern greenhouse environment. Jiffy Hydroponics, substrates and Preforma plug system are all systems specially developed by us to be highly suitable working in combination with automatic handling and transplanting equipment in combination with an optimal growth of the plants.

Currently our company carries a full line of pellets (Jiffy 7), Growblocks and Growbags for the hydroponic industry. These products are used for the cultivation of vegetables, cutflowers, soft fruit (banana's) and more.

The high quality substrates are also an important part of the Jiffy product range. Customers can choose from standard mix solutions as the Tref GO or TPS ranges or from individual solutions. New products have been added reflecting the customer's need for innovative renewable environmentally friendly substrates such as coco, derived from pithy tissues of coconut husk and wood fiber derived from pine trees. New products are always under development as Jiffy strives to keep adding innovative growing solutions.

Jiffy Products International

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Henri Oosthoek
Managing director

Koppert Biological Systems

Biological crop protection and natural pollination for professional growers worldwide in agriculture and horticulture.

Sustainable solutions since 1967

Koppert has been supplying sustainable solutions for the professional cultivation of vegetables, fruit and ornamental crops since 1967.

Biological crop protection and natural pollination

We make use of natural enemies and micro-organisms to control and prevent infestations and diseases. In addition we also supply bumblebees for the natural pollination of plants.

Helping growers around the world

Satisfied customers are the essence of our business. With its reliable systems, based on top quality products, Koppert helps relieve growers of worry. Our experienced specialists with business know-how assist our clients throughout the world.

Major activities of Koppert Biological Systems

Research, production, distribution and the provision of assistance and advice are all major activities of our company, whereby we work in close collaboration with our various partners all over the world.

Facts and figures

Subsidiaries: 23

Distribution: > 80 countries

Employees: +/- 1000

Sales volume: .€114 million (2012)

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Ernst van den Ende
Managing director

Wageningen UR is world-famous for its quality of education, research and innovation in the field of plant sciences. The Plant Sciences Group is in the world's top five when it comes to scientific output, thanks to the cutting edge basic research. Innovations developed in its applied research, financed by governments and industry, are used all over the world. Harboring many disciplines of research, the Plant Sciences Group offers the best possible support to horticultural business in tackling problems and developing new perspectives.

The drive of Wageningen UR and its employees is to improve the quality of life, all over the globe. Wageningen UR therefore contributes to answers to questions raised from the most important challenges of this time. Supplying the growing world population with enough and good food, while using less resources at the same time, is therefore one of the research focusses.

Wageningen UR wants to allow business worldwide to further develop and strengthen in a sustainable way, through contract research and long term relationships. For that, basic scientific knowledge within and outside the organisation is being explored and exploited. The Plant Sciences Group would like to extend its partnerships with horticultural and agricultural science institutes and businesses in Indonesia.

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Allseasons Holland BV, operating through its local subsidiary **PT Strawberindo Lestari**, is Indonesia's largest and most innovative berry-producer. We aim to supply Asia with fresh, high quality and responsible fruit.

To achieve this we use innovative technologies such as controlled atmosphere storage, biological pest control and high-tech greenhouse and irrigation systems for the production and distribution of GlobalGAP certified strawberries, raspberries, blueberries and blackberries. This has enabled us to supply the entire Indonesian archipelago, and beyond, year-round with minimal environmental impact and maximum food safety.

What makes us unique is that we are involved in every stage of the supply chain. As opposed to more traditional fruit producers, we are involved in upstream activities such as the development of new berry varieties suited for tropical conditions and the production of our own plant material, as well as downstream by marketing and distributing directly to retail outlets and consumers without the use of intermediaries.

We continually seek to reduce our environmental impact and expand our business, therefore we have joined this economic mission in the hope of finding strong and innovative local and foreign partners with whom we can share the exciting challenges and limitless opportunities offered by Indonesia.

PT TAMORA STEKINDO
plant tissue culture laboratory



Marita Hovers

Managing Director

Tamora Stekindo (www.tamstek.com) is an international plant tissue culture company with an extensive laboratory based in Medan, Sumatra. The company was founded in 1994 and has been under Dutch management until today.

The main line of business is the multiplication of ornamental species. Current annual production is around 6 million lily plantlets pre-ordered by Dutch breeders. Recently the company started the propagation of sugar cane plantlets which are being delivered to a customer in Java engaged to rejuvenate old plantations.

In addition the company plans to engage in the cloning of Tropical Tree Crops like coffee, cacao, tea, rubber and oil palm employing a new technology i.e. Somatic Embryogenesis. Demand for planting material in this lucrative segment is high not only in Indonesia but also in other countries of SE Asia and China, as it promises a uniform supply and high genetic potentials in yield, taste, quality and disease resistance. This development is therefore not only important for Indonesian agriculture but also for export.

To ensure optimal success in the Tropical Tree Crops the company has a partnership with Dr. Vincent Petiard, a veteran of 25 years as Director of R&D at Nestle in Tours, France, who has extensive experience with SE technology, in various tropical crops.

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Who we are

Wiskerke Onions is a family business involved in the sourcing, packing and export of onions. The organization, founded in 1933, is currently the market leader in the global export of onions, packing annually around 130.000 tons kg/ 280.000 tons lbs with trade lines to over 85 countries. Wiskerke offers a wide variety of onions from yellow to red as well as shallots and garlic.

Our competitive advantage

Wiskerke Onions benefits from the Dutch competitive environment which entails *the superior meteorological conditions* for the onion growing process as well as *the competitive cost structure* due to the strong logistical efficiency of The Netherlands. These factors combined with the *high quality standards* Wiskerke Onions maintains, result in a superior quality product; fit for retail stores as well as global spread importers.

Industry leading technology

Wiskerke Onions is the first organization to introduce a state-of-the-art computerized grading system which externally and internally classifies onions. This to optimize product quality and cost effectiveness.

The Trade Mission to Indonesia

We are looking forward to re-start the export of onions into the Indonesian market. The Netherlands has extensively exported onions in previous years due to strong product-market fit and has the right quality standards to rebuild this trade line.



Pioneers in international business



Airports



Pioneers in international business



**Micha van Lin**

Head International Business

Association FME-CWM is the Dutch association of enterprises in the technological sector. The organisation represents 2,500 members in the metal, plastic, electronics and electrical engineering industries. These enterprises together employ a workforce of 225,000 in total. Joint annual turnover of member companies amounts to around € 60 billion euro with a direct export totalling at € 37 billion. We actively protect our members' interests nationally and internationally, provide services to individual member companies and clusters of member companies, and support 120 trade associations.

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AIR FRANCE KLM is a major player in the air transport industry. The Group operates the leading long-haul network on departure from Europe.

In 2012, AIR FRANCE KLM carried 77.4 million passengers and 1.4 million tonnes of cargo.

The Group's fleet comprises 573 aircraft. Its network covers 243 destinations in 103 countries from its hubs at Paris-Charles de Gaulle and Amsterdam-Schiphol.

The Flying Blue frequent flyer programme is leader in Europe and has over 21 million members.

With their partners Delta and Alitalia, AIR FRANCE and KLM operate the biggest transatlantic joint venture with more than 250 daily flights.

AIR FRANCE and KLM are members of the SkyTeam alliance which has 19 member airlines, offering customers access to a global network of over 15,500 daily flights to 1,000 destinations in 187 countries.

About SkyTeam

SkyTeam is a global airline alliance providing customers from member airlines access to an extensive worldwide network offering more destinations, more frequencies and more connectivity. Passengers can earn and redeem Frequent Flyer Miles throughout the SkyTeam network. SkyTeam member airlines offer customers access to over 490 lounges worldwide.



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Cleaning Works is an independent consultancy for facility services and hospitality. We support our clients with software to obtain customer ratings in quality, experience and hospitality of facility and public services. With the introduction of steering software for both buyers and suppliers of facility- and technical services, we offer an innovative solution for management and a tool for transparent information exchange. With our 30 years of experience in facility services our advisory function includes assessing new design compared to material selection for new buildings, analysis of contracts of cleaning organizations and related logistics. To support hotels in reducing the use of water and energy we promote the use of Ecoshower / Oxygenic products in Indonesia. These shower systems save up to 60% of water, heating costs and reduce CO2 emissions, while the shower experience remains perfect due to the infusion of oxygen in the waterflow.



Imre Knol
Sales Manager

FSC - Flight Simulation Company is the largest independent and privately-owned simulator training center in Europe and we are located at Amsterdam Schiphol Airport. Our simulator fleet consists of 12 full flights simulators including Airbus-A320, Boeing-737 Classic and New Generation, Boeing-767 and Do328JET.

Our in-house ATO (Approved Training Organization) is the type rating specialist for airlines as well as for self-sponsored programs and they offer a full range of tailor-made training programs. Over 100 airlines use the 'dry lease' and 'wet lease' services of FSC and thus enjoy our flexibility and customer orientated approach.

Additional services FSC offers are; Technical and Operational (simulator) support, Simulator Consultancy Services as well as Training and Regulatory (EASA) support.

FSC has made the first steps into the Indonesian market in 2012 and our aim is to support the local Indonesian airlines with their crew training. Alternatively we are looking for opportunities of supporting local airlines with setting up their own training centers. We already have established a dedicated simulator training operation in Hungary for Wizzair, one of Europe's largest low cost carriers.

With our experience we can increase the quality of the local flight crews and therefore contribute to aviation safety in Indonesia. We are approved for pilot training by the Indonesian DGCA and we already have experience with training Indonesian crews.

Delivering Friendly Quality is what drives us!

**FSC - Flight Simulation
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i d e n t i f i c a t i o n



Ruud ten Hoorn
Commercial director

HSB identification helps people to create their own unique identity. With our products and services we prevent identity fraud and with our help people worldwide will be able to identify themselves, cross borders, vote and use health care.

HSB identification is a global provider of large scale (electronic) identification solutions using biometric and smart card technologies. Our solutions are used by many international end-users in government (Justice departments, Immigration, Internal -& Foreign Affairs), healthcare organizations and NGO's.

BioRegistrator® is a strong tool for biometric identification systems. The product delivers a multi-functional system for registration, identification and verification. It saves customers development costs, reduces deployment time for biometric technologies and creates an independent platform for different biometric suppliers and modalities. Moreover, it has been installed in several successful innovative and large-scale projects.

Case study

In preparation of fair democratic elections in Ghana in 2012 HSB identification has supplied in less than 2 months 7.000 mobile biometric registration kits for registration of voters at 24.000 locations. Within 40 days over 14 million people has been uniquely registered based on face and fingerprint recognition.

Product and services

Large scale biometrics registration solutions
Biometric enrolment & verification capability
Matching systems with fingerprints, faces and iris
Digital Biometric Registration Kits

Typical projects:

National ID – population control
Voter registration
Health ID cards
Unique ID in law enforcement
Visa and document control systems
Electronic ID and passport systems
HSB identification invites representatives of local (ICT) organizations working on governmental programs to discuss future cooperation.

HSB identification

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Joost Jonker
Chief Executive

The Joint Aviation Authorities Training Organisation (JAA TO) is an associated body of the European Civil Aviation Conference (ECAC), which is integrated with the International Civil Aviation Organization (ICAO). We are established as a non-profit Dutch foundation offering training courses on European and International aviation safety rules and regulations targeted at both authority and industry personnel. Our courses cover Implementing Rules (IRs) as well as ICAO SARPs and other international requirements.

JAA TO is the first European ICAO TRAINAIR PLUS Member, having developed the first eLearning STP (Standardized Training Package) worldwide. The objectives of the ICAO TRAINAIR PLUS programme are in line with the adopted ICAO Training Policy and the Next Generation of Aviation Professionals initiatives.

More than 500 courses are scheduled per year on various locations serving 30.000 participants from more than 1600 organisations worldwide. Besides our head office in Hoofddorp, the Netherlands, we provide courses on 12 additional regional training centers.

JAA TO's mission and main roles are:

- remain the leading Aviation Safety Training Institute in Europe; being fully supportive to EU, EASA, ECAC and ICAO in their aviation safety efforts within and outside of Europe
- remain independent and maintain the Non-Profit character
- forge strategic cooperation with National and Regional organisations and institutions
- Provision of open training courses
- Coordination of on-site training requests
- New course development and maintaining existing courses at the highest quality level
- Introduction of innovative learning methods

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Kenbri Fire Fighting BV sells, services and rents out professional firefighting equipment. We offer a wide range of products and services for municipal and privately owned fire departments. With a vast array of both mobile and stationary equipment we serve major companies in the oil & gas industry, as well as many clients in aviation and maritime. Thanks to a close relationship with premium manufacturers worldwide, many of whom we represent on an exclusive basis, our clients are offered viable commercial benefits combined with extensive knowledge and experience.

In addition to selling and leasing firefighting equipment, Kenbri has a strong focus on engineering, service and maintenance activities. The concept of quality is of principal importance to us. This is reflected in our processes, our products and our people. The company is approved to carry ISO9001:2008, AQAP2120:2006 and VCA**2008/5.1 certificates.

For emergencies we offer an around the clock response, 7 days a week, 365 days per year. We know firefighting.



Ben Hasselman

Director Business Development

NACO, Netherlands Airport Consultants B.V. is a global provider of airport planning, airport design and airport engineering services. With more than 60 years of experience, NACO has assisted over 550 airports in more than 100 countries with realizing their airport development goals. With Amsterdam Airport Schiphol as a major Client for more than 50 years, NACO has built an impressive portfolio of other international airports including: Beijing Capital International Airport, New Beijing International Airport (largest in the world), Kuala Lumpur, Bangkok, Jeddah, and Frankfurt. Additionally we have also assisted Clients at smaller airports such as: Ambon and Manado in Indonesia, Butuan, Dipolog, Pagadian and Sanga-Sanga in the Philippines, Auckland in New Zealand, and St. Maarten in the Dutch Caribbean.

As a company of Royal HaskoningDHV, an independent, international engineering and project management consultancy provider, NACO is a key player in the Business Group Aviation together with sister companies InterVISTAS and IPM. This combination offers a center of excellence to clients by enabling us to provide multidisciplinary services and leading edge solutions.

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Ooms *PMB*



Richard Smallegange
Managing Director

Ooms PMB bv has been one of the pathfinders in Polymer Modified Bitumen since the 1970's. We export our products and services for the construction and maintenance of airports, roads and industrial pavements worldwide.

Our main product lines are Sealoflex® polymer modified bitumen, GlasGrid® asphalt reinforcement and coloured asphalt.

- Under the trade name **Sealoflex®**, Ooms PMB offers a complete range of polymer-modified bitumen (PMB) for the production of asphalt. Sealoflex® strengthens the asphalt to such an extent that service life doubles, even with heavy use. Sealoflex® can save you significant expense by reducing early replacement, maintenance and repairs.
- **GlasGrid®** is a strong reinforcement mesh, which can be applied on asphalt and concrete pavements, to prevent cracking to the surface and fatigue.
- Traditional asphalt is only available in black but coloured asphalt solutions are now available. Coloured asphalt will help to achieve your goals for pavement aesthetics, durability, safety and reduced energy consumption.

USP

Quality, durability and life cycle concerns underlie our innovations. This means that our products need very little maintenance, last longer, are cost effective and are suitable for recycling at the end of their lives. Produced and applied world-wide and suitable for every climatic condition.

Products with proven properties to withstand severe weather conditions (-30 till +40) in one product.

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The history of POSSEHL experts in Toplayers begins in 1956 with maintenance and repair work of asphalt and concrete pavements. Today, special construction services include both the preservation and the improvement of the surface properties of industrial floors, roads and aviation surfaces.

POSSEHL offers technically perfected surface dressing and coating systems, which can be optimally customized to the client's requirements. They range from abrasion resistance in warehouses, to conductivity for computer-aided transport systems, to noise-reduction highway surfacing or anti-aquaplaning friction enhancement on runways of aircraft-use pavements EP-Antiskid®.

POSSEHL offers surface dressing and coating systems with customized, task-specific surface characteristics for all surfaces and pavements.

cds- Polymere Systems & Flooring Products of POSSEHL

The construction-specific chemical activity is a further division of POSSEHL. Manufacturers of the superior cds- Polymere® (Structure Protection Products) product line based on epoxy reaction resin, liquid synthetic materials and mortar systems for concrete repair.

The cds-Polymere laboratory has set noteworthy standards in this field. Our extensive construction site experience, gained over many years, flows directly into our development and formulation process. This technical application experience, along with our own production facility, allows us to offer customized solutions to the challenges of our clients.

USP

Runway surface dressings and treatments

EP- Antiskid® a special runway surface dressing providing safety and extended life and meets the requirements demanded in the ICAO annex 14.

Over 3 decades there are more than 38 million square meters installed.

cds- Polymere® epoxy resin based products for airfield lighting installation. Dedicated grouts for AGL fitting installation and filling of cable slots compliant with FAA specifications.

Fact and Figures

Possehl Group
Sales volume € 2,5 Billion
Number of employees approx. 10.000
Possehl Spezialbau Branch
Sales volume € 130 Million
Number of employees approx. 1.000
Subsidiaries 10



Alex Widjaja
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With air traffic predicted to grow at an average rate of 8% per year, and in some areas even up to 20%, the amount of air cargo flown around will also increase tremendously. As a result, companies involved with air cargo face growing challenges on how to organise this and how to get cargo from and to their customers safely and on time. For this, our company SACO backed by more than 40 years of experience, offers ULD handling solutions ranging from basic systems for manual manoeuvring to fully mechanised and automated systems.

Based in Mierlo, The Netherlands, SACO designs, manufactures and supplies turnkey Cargo Handling Equipment and Systems based on standard conveyor decks, truck docks, dolly docks, workstations, scissor lifts, weighing stations, storage systems incorporating (elevating) transfer vehicles ((E)TV's) and the required control and management IT-systems. With our Slave Pallet system additional flexibility is given to the handling operation. Due to the modular design of our units, it is easy to move, modify, extend and upgrade an existing system in phases when cargo volumes grow. Users can adjust their investments to their needs.

SACO's turn key approach also enables the supply of cost effective integrated hardware / software solutions for the control and management of air cargo handling and storage systems. Full after sales support, tailor made maintenance solutions and 24-hour service, ensure a high performance standard throughout your system's entire life span.

SACO's systems have been successfully supplied and commissioned in many European countries, but also in India, Indonesia, Russia, U.S.A., U.A.E., Canada, Curaçao, Ghana, Rwanda, and Ethiopia.



Sign- Display is the brand name for Construction Display and Fotolight Ltd.. The company works project based. We can produce fully custom-made solutions to almost all of your construction and advertising needs.



Tim van Iersel
Owner/Director

The product range of Sign- Display consists of internal signage, façade cladding, daylight solutions, LED innovations which can be integrated in e.g. illuminated walls and ceilings.

Our unique selling point is that we can co-create solutions for many of your advertising and construction problems. Due to our experience for over 50 years in the field of in-house production, assembly, installation and maintenance we are able to serve u throughout the whole process. In addition we have an extended (inter)national network of partners and suppliers, this fact enables us to deliver a broad range of products and services. We are continuously innovating and understand the importance of sustainability in today's society.

Sign-Display's client base includes construction- and infrastructure companies, architects, wholesalers of building materials, interior designers, advertising agencies, high- end brands and oil companies. Our company is looking for strategic partnerships to work together on international projects.

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Menno Thijssen
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Talmundo is an innovative learning and development solution provider. Talmundo develops and implements innovative learning concepts, typically for large international organizations. We create learning and development software tools such as e-learning, mentoring tools and soft skill apps, but we're also involved in tailor-made consultancy projects for large organizations. We serve clients like Goodyear, Gucci, Givaudan, Bristol Myers Squibb, ING and Thyssen-Krupp. Our differentiator is the strong belief in creativity and integration of the latest technology (such as gamification), both driving the efficiency and impact of the learning initiative. Learning becomes exciting, motivating and impactful. Talmundo started in 2011. The founding team of Talmundo is a mix of flavors: 2 Dutch guys were involved in several IT startups before, 1 Belgian guy was an experienced corporate life HR manager.



Rob Harvey
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Roland van den Bergh
Managing Director International

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Vanderlande Industries provides automated material handling systems and related services. The company operates in the markets for baggage handling at airports, automation of warehouse and distribution centres and sorting solutions in parcel and postal facilities. The company implements material handling systems of all sizes, ranging from local sorting depots, airports and distribution centres right up to the world's largest facilities.

Its systems and services focus on improving customers' logistics processes and increasing their logistics performance today, tomorrow and throughout the entire life-cycle. The company strives for close co-operation with the customer, extending from initial analysis of the underlying business processes through to total life-cycle support.

To achieve this, the company has in-depth industry knowledge and a wide product range, and possesses capabilities in the relevant disciplines. These range from logistics concept and system design, through engineering, software development, supply chain management and manufacturing, to project management, system integration and customer services.

Vanderlande Industries is a global player and one of the largest and most advanced in the market, with extensive experience in many industries and references in all major regions of the world. It operates locally through Customer Centres that handle all key business functions and maintain direct contacts with customers.



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Zero Creative

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Zero Creative: Attract and Engage

Why?

Retail, leisure and public spaces are becoming more and more crowded with visual stimuli which demand the attention of visitors. As traditional methods of communication become less distinctive and less effective, the need for a new solution arises. How does one attract and captivate more viewers and generate increased direct revenues?

How?

We do this by creating unparalleled interactive 3D experiences combined with Wi-Fi internet technology. Stunning “naked eye” 3D images controlled with simple hand gestures fascinate and enthrall viewers, creating unique and unforgettable experiences. Extra benefits are provided by integrating our special Wi-Fi access points, giving free internet to viewers, preceded by an online commercial. We offer the opportunity to maximize communication efforts using an affordable, full-service managed environment that is convenient and even features an optional ad revenue stream.

What?

Zero Creative’s EXPOINT (Experience Point) sets the new standard for effective and result driven Digital Signage. Our unique solutions combine glasses-free 3D display technology with touch-less interaction and free Wi-Fi. This increases the number of viewers and the viewer engagement resulting in more concrete leads and sales. EXPOINT is a great tool for use in retail, hotels, airports or any other public or leisure space. Deliver commercial messages in a way that reaches approximately 100% more audience than traditional digital signage methods do and in the same time be so attractive that viewers will actually keep returning to your screens. EXPOINT can be used in a kiosk (16”), typical digital signage (46”) or even in a video wall (from 92” and up) variant.

Who?

Our company, Zero Creative, was found in 2005, with presence in Europe, America and Asia. Headquartered in The Netherlands, we are a fully self-financed, independent company. We work together with digital agencies, network operators and system integrators around the world to increase their visibility, return on investment and market leadership. Among the (advertising) end users on our systems we may include international brands such as Coca-Cola, Pepsi, Mattel, Reebok, Nike, Adidas.

Do you want to be at least 3 steps ahead of all competition? Then, let’s work together.

Zero Creative, delivering the ultimate customer experience for maximum result.

Health & Life Sciences





Peter Post
General Manager



Gerrit van der schouw
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The Task Force Health Care (TFHC) is a non profit platform which stimulates cooperation among organisations within the Dutch life sciences & health sector and promotes sustainability in healthcare. The partners in our platform are the Dutch Government, knowledge-institutes, NGOs and industrial partners, active in the healthcare sector.

On the one hand we aim to facilitate our partners in exposing their innovative and sustainable healthcare solutions to the rest of the world and to create awareness on the latest developments in healthcare. As a result of our activities and support we contributed to the realisation of more than 250 large healthcare projects worldwide which strengthened the local, regional and national healthcare infrastructures.

On the other hand it is our mission *'to provide a structural contribution to the improvement of healthcare infrastructures in emerging markets and developing countries by the maximum use of Dutch expertise and technology'*. Our activities are focused on supporting fast growing economies with the development and improvement of their healthcare infrastructure. Sustainable and demand-driven healthcare solutions are the basis in our approach.

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



Bastian de Mol
vice chairman



Harry Suryapranata
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“Earn as you learn”. The AMC Heart Center (AMCHC) is a division of the largest Academic Medical Center in Amsterdam. AMCHC trains nurses, technicians and medical specialists in the use of newest technology and conducts basic science and R&D of devices such as wireless EKG, leadless pacemakers, and biodegradable stents.

AMCHC provides assistance in developing cardio-vascular disease management, evidence based research and the development of biomedical engineering solutions in collaboration with the Makassar Heart Center, Hasanuddin University and Technical University Eindhoven. Indonesian PhD- students conduct research in Indonesia and are supervised by Dutch and Indonesian experts. Today, cardiovascular disease, hypertension and stroke cause very serious health problems in Indonesia.

AMCHC and Indonesian/Dutch partners, seek public-private funding for training and applied research in novel pioneering, affordable technology and the development of roadmaps and certification of devices. We foresee that these efforts will generate sophisticated users and IPR / new businesses for regenerative medicine, tissue engineering, e-health, imaging and minimally invasive interventions. AMCHC research applies to areas that vary from life style interventions, foetal cardiac monitoring, first cardiac aid out-side the hospital to experimental technical solutions such as heart valve implants.

AMCHC aims to conduct temporary and reimbursable medical services in Indonesia. Also, to enable Indonesian counterparts to actively participate in teach – the – teacher training programmes in The Netherlands. Secondary, to find partners for collaboration and funding for exploring and developing Indonesian tailored research, technology and businesses. Therefore, we propose to meet health authorities, investors and peers.

Berenschot



Luc Steenhorst
Director



Adriaan Kraal
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Berenschot International is an independent, thoroughly Dutch management consulting firm with an international orientation. We are a member of the E-I Consulting Group, a network of leading independent consultancy firms. As a company, we have led various projects in Africa, Asia, Europe, North and South America, and the Caribbean. For almost 75 years, 450 employees throughout the world have impressed our clients in the public and private sectors with smart, new insights. We do this by combining innovation and creativity. Every time all over again. Clients opt for Berenschot because our advice gives them a head start.

We are involved in numerous health care projects in the Netherlands, as well as in the rest of the world. In these projects we perform overall project management, give our expert opinion and come up with solutions that work.

In our opinion the life sciences and healthcare industry will experience tempestuous times in the coming decade with rapid growth and a linked increase in demand for access to quality healthcare for all citizens of emerging countries like Indonesia, China and several countries in Africa. Issues like capacity planning, the realization of new health care facilities and the design and implementation of health care legislation can be addressed by Berenschot International. We employ several medical doctors with excellent consulting skills and experience in the (clinical) medical sector.

We provide:

- Projectmanagement
- Stakeholdermanagement
- Financing solutions
- Businesscases
- Leadership and management development



Alex Holsbergen
CEO

BMA, the leading Dutch provider of integral IT solutions in Obstetrics, is already operating for more than 25 years in the healthcare domain and has provided over 200 hospitals in the Benelux, France and UK with solutions under the product name Mosos. Since 2010 BMA is active in Indonesia, working closely together with Indonesian and Dutch experts from the perinatal field and university medical centers.

Mosos electronic patient record system for obstetrics

BMA supplies maternity departments and mother and child centers with flexible and scalable solutions, feature-rich and state of the art, ranging from an electronic obstetric patient record to ultrasound examination management, fetal monitoring, home monitoring and mobile applications. The Mosos information system will help customers to provide first class obstetrical care and patient treatment during pregnancy, birth and in the post partum period.

Quality monitoring

Sustainable improvements in healthcare can be supported by use of Information Technology. To realize improvements in maternal care you can start with the electronic registration of maternal and perinatal data to generate vital statistics that can be used in the broader perspective of healthcare services, policies and quality improvement.

Reference in Indonesia

The Maternal Perinatal Registration Indonesia (MPRI) system has been developed by BMA in close collaboration with partners in Indonesia and the Netherlands. After a successful pilot in 2012 in which 11 public hospitals participated, a new project has been initiated in which 39 hospitals in West Java will collect and register maternal and perinatal data using MPRI.

Better information for better care

- Improving quality of and consistency maternal care
- Prevention of medical errors
- Increase patient safety and satisfaction
- Enable more cost efficient delivery of care

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BUILDING FLOURISHING COMMUNITIES



Nathalie Popken
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Healthcare



Jan Willem Wegman
Business Development Manager
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Providing healthcare for all, especially in fragile states

Cordaid Healthcare aims at providing affordable and accessible healthcare to all, which it has done for many years. Its approach - using the most recent developments and finance methods - is followed throughout the world. We focus on strengthening health systems that will enable universal access to good quality services by implementing Results based Financing (RBF) interventions. Special emphasis should be given to women and children in fragile states by reinforcing health systems and demand for health services. If not all barriers are analyzed and addressed, interventions will have limited effect on utilization of health services and on health outcomes. Our Focus countries: Ghana, Cameroon, Ethiopia, Uganda, Malawi, Bangladesh, Democratic Republic of Congo, Rwanda, Central African Republic, Burundi, Afghanistan, South Sudan, Congo Brazzaville, Sierra Leone, Zimbabwe and Haiti.

Track record

Cordaid Healthcare has a strong track record in implementing and executing multiple large scale health system strengthening projects in various countries. Our projects build on local methods and structures already in place. Three of our highlighted large scale healthcare projects are:

Zimbabwe, World bank, Results based Financing improve quality and access throughout Zimbabwe

Democratic Republic of Congo (DRC), Global Fund, Principal recipient Fighting HIV aids in DRC

Rwanda, DRC, Burundi, Ministry of Foreign Affairs, Sexual Reproductive Rights "The next generation"

Cordaid Healthcare services:

Health system strengthening;

Developing, managing and implementing Results Based financing programs;

Technical assistance;

Capacity building;

Feasibility studies;

Strong expertise and knowledge on local health markets and rules & regulations;

Training and capacity building midwives;

Developing low cost technical solutions to improve quality and access to healthcare;

Innovative health financing (Health Investment Fund);

Sexual reproductive health and rights.

Deerns is a multi-disciplinary consulting engineering firm founded in 1928 to provide expert design services in the fields of Energy Supply, Sustainability, MEP systems and Master Planning.

We excel in combining sustainable and innovative concepts with reliable and practical implementation to help our clients build comfortable, safe and sustainable working and living environments. We design technical infrastructures for buildings, infrastructural facilities and urban and industrial areas. Our involvement starts from the very first conceptual stages to detailed design, construction management, commissioning and aftercare.



Alex Jansen

Director

The prime market segments in which Deerns operates are health care, airports, data centres, clean technology, retail & office buildings and leisure & entertainment.

The Deerns group now consists of 21 offices in 12 countries. We also carry out projects in many other countries with international teams.

Market leader Health Care

Over the years, Deerns has served and designed over 40% of all general and university hospitals in The Netherlands, which makes our firm the Dutch market leader. Currently, we are involved in various health care construction, redesign and enlargement projects in The Netherlands, Belgium, Italy, Germany, Africa, Turkey, the Caribbean and Russia.

Our consultancy and engineering services are delivered by approximately 80 project managers, consultants, engineers and experts in our international Health Care Group. We provide building services for standard and specialised hospital amenities, i.e. patient safety systems, paging and communication systems, operation theatres, medical gases and medical treatment systems (MRI, CT, CAT, X-ray bunkers, etc.). The deployment of these design services is based on a deep understanding of the hospital's health care processes and longer-term needs.

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Guido Geerts
Managing Director

Delft Imaging Systems is a leading innovator of medical imaging systems and e-Health software.

We design and service (mobile) diagnostic solutions with X-ray for Tuberculosis programmes.

Our drive is to decimate Tuberculosis (TB) in our lifetime with innovations like Tele-radiology, Computer Aided Detection of TB and OneStopTB clinics to support the fight against Tuberculosis and other lung diseases. With our TB solutions many more cases in risk groups can be detected early, at low cost and within minutes instead of weeks, as supported by WHO.

Delft Imaging Systems focus on:

- Supply, implementation and servicing of digital imaging equipment,
- Mobile 'OneStopTB' clinics with X-ray and Computer Aided Detection of TB software to support Tuberculosis screening
- Tele-radiology and ICT solutions for sharing diagnostic images and medical records like PACS, RIS and XDS.

Our integrated solutions for medical imaging and sharing images and medical records are performing very reliably in many countries worldwide e.g.:

- OneStopTB clinics in Africa, Asia and Europe,
- Lung Health centers for TB screening in Jakarta by IRD/WHO TBReach.

Delft Imaging Systems is headquartered in the Netherlands and is closely cooperating with Oldelft and Rogan-Delft, members of the Canon Medical Imaging group.

Delft Imaging Systems

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Jan Nouwen
Program Director

Erasmus University Medical Center consists of the Faculty of Medicine and the three university hospitals; a general hospital, the Sophia Children's hospital and the Daniel den Hoed Cancer Hospital. In addition, the Faculty of Medicine also includes the Institute of Health Policy and Management.

Erasmus University Medical Center, more commonly called Erasmus MC, is the 23rd biggest employer in the Netherlands and is responsible for 20% of all university medical care in the Netherlands. It is the only Dutch university medical center (UMC) that harbors training programs for all 28 officially registered medical specialties, and it is the only UMC with an own cancer hospital. Besides being the biggest Dutch UMC it consistently ranks among Europe's top-10 research institutions in clinical and preclinical medicine. Erasmus MC is also one of the most successful institutes in obtaining European grants within Framework 7 (FP7): it is ranked as the third most successful institute in the European FP7-health coordinator ships and has 10 ERC (European Research Council) Advanced Grant winners. Seven of its professors are among the world's 400 most influential biomedical scientists.

As an university medical center Erasmus MC has three core activities; education, research and patient care. Its medical curriculum is the most research-focused medical education in the Netherlands. Erasmus MC also offers specific research master programs and has over 1,000 PhD students.

Its collaborative focus in Indonesia is on research and innovation-oriented medical education backed by its key research areas such as infectious diseases, public health, health policy & management.

Erasmus MC

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Rolof Mulder
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Christel Mulder
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About us

Hospitainer, a division of Millson which started in 1996, offers medical modules based on shipping containers. These modules can be combined in any configuration and range from small clinics to more advanced hospitals. The container modules incorporate, for instance, services like dental, OT, X-ray, MRI, CT, maternity, lab and more. Hospitainer works with/for UN, MSF, Red Cross, governments and other institutions. We are active in many regions like Darfur, Syria and Haiti with emergency- and permanent solutions.

Our products and services

The mobile hospital modules come in stationary, mobile and sailing configurations and can be completely fitted with equipment, consumables and medicine if desired. Also transport, installation and instruction can be provided. In the rural area's also (satellite) communication can be incorporated. Our clients like our turn-key, affordable and flexible approach.

Our focus for Indonesia

We would like to learn what the needs in Indonesia are and how we can assist with our products and services. Together with partners from the Taskforce Healthcare we would like to offer basic medical solutions for (rural) area's and more advanced medical solutions like MRI, CT and more for upgrading or expanding existing hospitals. Also on the level of maternal and child care we can offer complete solutions for rural area's.



i d e n t i f i c a t i o n



Marcel Boogaard
CEO

HSB identification helps people to create their own unique identity. With our products and services we prevent identity fraud and with our help people worldwide will be able to identify themselves, cross borders, vote and use health care.

HSB identification is a global provider of large scale (electronic) identification solutions using biometric and smart card technologies. Our solutions are used by many international end-users in government (Justice departments, Immigration, Internal -& Foreign Affairs), healthcare organizations and NGO's. BioRegistrator® is a strong tool for biometric identification systems. The product delivers a multi-functional system for registration, identification and verification. It saves customers development costs, reduces deployment time for biometric technologies and creates an independent platform for different biometric suppliers and modalities. Moreover, it has been installed in several successful innovative and large-scale projects.

Case study

In preparation of fair democratic elections in Ghana in 2012 HSB identification has supplied in less than 2 months 7.000 mobile biometric registration kits for registration of voters at 24.000 locations. Within 40 days over 14 million people has been uniquely registered based on face and fingerprint recognition.

Product and services

Large scale biometrics registration solutions

Biometric enrolment & verification capability

Matching systems with fingerprints, faces and iris

Digital Biometric Registration Kits

Typical projects:

National ID – population control

Voter registration

Health ID cards

Unique ID in law enforcement

Visa and document control systems

Electronic ID and passport systems

HSB identification invites representatives of local (ICT) organizations working on governmental programs to discuss future cooperation.

HSB identification

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LifeTec
Group



Dara Pabittei

R&D coordinator South East Asia

LifeTec Group

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LifeTec Group is a medical technology driven SME offering high-tech R&D services and smart customized solutions accelerating innovations in healthcare. Thanks to combining engineering, physiology and clinical competencies LifeTec Group efficiently serves organizations in investigating, developing and assessing new medical devices, (bio)materials as well as regenerative and drug therapies. State-of-the-art R&D facilities, specialized enabling technology platforms and innovative predictive assays are applied realizing time and cost effective R&D processes. Besides the core contract activities LifeTec Group is partnering with the (bio)medical industry, hospitals and academia in various international life science consortia focusing on development of pioneering healthcare solutions.

Value proposition:

With **customized services** and **smart innovative solutions**, LifeTec Group **accelerates R&D processes, creates and increases intrinsic value** of medical technology, and **enhances efficient business strategies**.

Services:

- engineering consultancy
- contract R&D
- compliance and efficacy studies
- development of (enabling) life science technology
- training and education of engineers and healthcare professionals

Clients/partners:

Healthcare industry, hospitals and (medical) research organizations active in the development of innovative healthcare technology within the following domains:

Technical:

- medical devices and instruments
- biomaterials
- regenerative medicine
- pharmaceuticals

Clinical:

- Cardiovascular
- Orthopaedics
- Urology
- Gastrointestinal
- Radiology



Lieselotte Heederik
Co-founder & Director



Guido van Hofwegen
Co-founder & Director

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Safe and affordable drinking water, for everyone, everywhere!

Nazava Water Filters provides the safest and best affordable household water filters to those 150 million people in Indonesia that cannot afford to buy bottled drinking water. Our mission is: Safe and affordable drinking water for everyone, everywhere.

Improved health at reduced costs

The Nazava Water Filters use a simple and safe technology that enables households to filter their tap, rain and well water without the need to boil or use electricity. The filters are made of ceramic, colloidal silver and activated carbon and they have an effective bacterial removal of 99,99%. The filters have been tested in over 16 Indonesian and international labs. Nazava water filters come in different types and models which makes them tailor made for every household. The filtered water is 3x cheaper than boiling and 9x cheaper than buying water.

Nazava improves health, increases disposable income and reduces CO2 emissions.

Seeking distributors and partners

We are looking for distributors for Sumatra and Sulawesi, East Java, Sumba, Sumbawa, West and Central Flores and South Papua.

We are also interested in partnerships with NGOs and Multinationals that would like to support our mission to provide safe and affordable drinking water to everyone, everywhere.



Robert Olie
Managing consultant



Lucia Lim
Partner



Priska Astrid
Associate

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We are a Dutch strategic advisory firm specializing in linking European and US based companies to Asia, vice versa, linking companies within Asia, and government affairs.

OC Asia's areas of expertise are:

- Public Affairs/ Advocacy
- Strategic Communications
- Go to Market Strategy
- Interim Management and Training/Coaching

We provide services to international, major local and regional companies that are in need of immediate proactive or reactionary help, as well as long-term management.

We also offer various training/ coaching options, e.g. media training, crisis management and issue management training, lobbying training ("lobby for dummies"), and personal coaching.

OC Asia provides you the perfect mix of integrated communications and marketing services in which we work with handpicked independent affiliate offices that are among the best in their own countries.

The focus of our services is in:

1. healthcare, pharmaceuticals and life sciences
2. waste for energy
3. aviations

Our lead consultant in healthcare has 20+ years of experience in healthcare, public affairs (lobbying) and corporate communications in various sectors. Prior to establishing OC Asia Consulting he was director of communications and Public Affairs of the Royal Dutch Medical Association. Also he was general manager of SAN, the Dutch association of medical diagnostics. He has extensive experience in lobbying for healthcare and pharmaceutical products (including orphan drugs), healthcare insurance companies and a variety of sectors (e.g. finances, technology, construction). He was vice president of Fleishman-Hillard and GPC International, global communications and Public Affairs agencies.

Profile of commercial contacts required:

Dutch companies that would like to enter the Indonesian market, and Indonesian companies that would like to enter Dutch market.

PHILIPS



Shing Kwong Vincent Chan
Commercial Leader for Healthcare



Harjit Gill
CEO Philips ASEAN and Pacific



Jan Weg
Ident Sales Manager

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Philips in Indonesia

Philips is a diversified Health and Well-being company, focused on improving people's lives through meaningful innovations. As a world leader in healthcare, lifestyle and lighting, Philips integrates technologies and design into people centric solutions, based on fundamental customer insights.

In it's more than 120 years history, Philips' portfolio has changed profoundly, but innovation has always remained and will remain the cornerstone of our strategy. Across Consumer Lifestyle, Healthcare and Lighting, Philips has the right portfolio to address key societal issues, such as ageing populations, improving the livability of our cities, promoting healthy lifestyles and a more sustainable world.

Innovation is at the core of the business, to make the world healthier and more sustainable through meaningful utilization of this. Philips Research works closely with academic and industrial partners on a global scale to address people's needs, using this joint innovative power to bring more innovations to the market effectively and faster. This approach has enabled the company to surprise people with breakthrough innovations for over 90 years, covering everything from lamps and radio to medical equipment, electric shavers, television and semiconductors.

Philips entered the Indonesian market in 1895. In 1940 the Lamp factory in Surabaya was built. Today, Philips in Indonesia is present with a headquarters in Jakarta and two manufacturing plants in Surabaya and Batam.

Healthcare

Philips Healthcare is committed to improving the lives of clinicians and patients in the ASEAN region through meaningful health care solutions. The company maintains a holistic, long-term approach of partnering with local stakeholders to improve local healthcare infrastructures Philips has worked to improve patient outcomes in the areas of cardiology, oncology, respiratory disease, sleep and women and childcare. The company has a strong heritage in radiology and cardiology, working to meet growing local needs of healthcare professionals and patients in hospitals and at home.

Philips works closely to form innovative partnerships with local stakeholders, engaging them in dialogues and discussions to address access to healthcare in Indonesia and managing non – communicable diseases



Hugo Karels
Sales Director



Hans Bracht
Director Business Development

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RMI Pharma Logistics is a high-tech company, fully focused on optimizing the pharmacy supply chain. With our expertise and partners, we provide innovative distribution solutions for outpatients and inpatients in hospitals and large pharmacies. The core team exist of more than 10 senior retail, hospital & large scale unit dose pharmacists, ICT & supply chain experts with each more than 15 years of experience in managing & optimizing pharmacy operations. RMI integrates the experience and proven technologies of the unit dose solutions of HD Medi, the box dispensing solutions of Mekapharm and the hospital distribution solutions of Telecom with the logistic and ICT solutions of the Tannhauser consultants. Consulting & Project Management
lean supply chain optimization
quick scan's & audits
scorecard & KPI definitions

Pharmacy Automation
box dispensing / channel & shelves
unit dose dispensing
ICT integration

Special Logistic Systems & Services
pneumatic air tube systems
warehouse solutions
central filling and unit dose solutions

Dispensing Robots

Suitable with limited space, limited budget and high volumes. Robots of Mekapharm are very effective and eliminate waiting lines and picking errors to almost zero. They installed more than 900 installations in 15 years.

Unit Dose Solutions

HD Medi is the market leader in Europe for medicine packaging solutions. The Automatic Tablet Dispensing and Packaging System (ATDPS) is fully-automatic and improves efficiency, quality and reduces errors.

Pneumatic Air Tube Systems

This proven technology system of Telecom provides the organization's internal logistics. It increases the productivity in all terms of internal transport of materials.



Eduard Boonstra

Director Business Development
Healthcare

Royal HaskoningDHV

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Royal HaskoningDHV is an independent, international engineering and project management consultancy with more than 130 years of experience. Our 7000 professionals provide services in aviation, buildings, infrastructure, industry, energy and mining, planning and strategy, transport and asset management, rivers, deltas and coasts, and water technology from 100 offices in 35 countries. Our work contributes to the sustainable development of the communities we work in all over the world. We believe meaningful solutions cannot be created without collaboration with our partners, clients and other stakeholders.

Royal HaskoningDHV in Indonesia

Royal HaskoningDHV has been established in Indonesia* since 1973 and has since provided professional services in the fields of architecture, engineering, consultancy and project management. Our clients are in the industry, mining and water sectors, ports and coastal development, buildings and among water supply companies. Royal HaskoningDHV offers multidisciplinary and integrated services locally, based on expertise built globally.

Indonesia is a very promising country for us and is envisaged to becoming a home market in which we can provide a wide range of services, both to Indonesian and international clients.

Focus on healthcare

We have an excellent track record in Healthcare design in which one or more of our disciplines Architecture, Building services, Structural Design, Programme and Project management, Hospital Planning, Construction management and Supervision are involved. We design state-of-the-art hospitals that comply with National and International standards. Our sustainable design solutions reduce the operating costs of hospitals significantly on the one hand and strengthen the position of the Hospital, attracting new patients, on the other.

* Royal HaskoningDHV Indonesia is a combination of PT Haskoning Indonesia and DHV BV Representative Office, PT Mitra Lingkungan Dutaconsult (MLD) and PT Dwira Bangun Indonesia (DBI). The name of PT Haskoning Indonesia is used as legal entity company in Indonesia.



Royal Tropical Institute



Serge Heijnen
Head Business Unit Health

The Royal Tropical Institute (KIT) in Amsterdam, the Netherlands, is a non-profit organization with over 30 years of world-wide experience in quantitative and qualitative health research, education and capacity-building of health professionals, and public health and health systems consultancy.

KIT has successfully implemented hundreds of projects for national governments, non-governmental and international organizations, the international donor community and private clients. The Business Unit Health specializes in universal coverage & health insurance, performance-based financing, monitoring and evaluation, health systems strengthening and human resources for health, and sexual and reproductive health. More than 30 advisors, teachers & support staff provide technical assistance for policy development, knowledge generation and synthesis, strategic advice, implementation support and capacity development. KIT offers a 1-year Master in International Health in Amsterdam, and several short-courses and tailor-made trainings in-country or in the Netherlands, depending on client needs. One of KIT's main strengths lies in the vast number and quality of its partnerships we uphold with international, national and local governmental, research, education and community institutions. Meet the world at KIT!

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Simed International



Ralph Broeders

Area Manager Europe & Asia

Simed International's expertise is in realizing professional, advanced health care facilities in all circumstances and all over the world. We offer a complete package of products and services for health care facilities: design, arrangement of funding, construction, equipping, long-term maintenance of medical equipment and staff training. Simed integrates technology with financial expertise and management skills, and in so doing is able to build hospitals and clinics on a turnkey basis. We also set up regional health care systems and supervise follow-up projects.

Our many years of experience are expressed in standardization and professionalization. We believe that operational excellence occurs when the cooperation with our clients is organized efficiently, and that is precisely where our focus for the future lies: with the client.

Simed International: Making health care work!

Unique Selling Points:

Simed is a reliable and experienced turnkey healthcare provider. We have a strong footprint in Asia and are successfully active on the continent for over 50 years. We provide high quality expertise and deal with high quality partners. As far as medical equipment and furniture is concerned, we offer the newest technology and deal with the world's best manufacturers.

Desired commercial contacts:

Public and private entities involved in the development of the healthcare sector. Ministry of Health, Ministry of Finance, architects and construction companies involved in the healthcare sector. Also, independent consultants acting on behalf of public and private entities to develop healthcare facilities.

Simed International

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Jeroen Kingma
Managing Director

Vitaal ZorgVast specialises in development of hospital and elderly care housing solutions. We combine our knowledge and experience of the healthcare business process with real estate development from a total cost of ownership perspective.

By driving and instilling a whole life focus into a project and bringing our operational experience to the table, we are able to deliver turn key projects and take long term responsibility for maintenance and in some case energy or medical equipment. We believe hospital development is a market that requires tailor made solutions. We therefore choose to create a partnership with the client, the provider of healthcare services. By working closely together we can understand and review their requirements to ensure a tailor made result and include all their available knowledge and reduce risks.. In the Netherlands we have successfully built up our experience in several hospital projects.

Vitaal ZorgVast is a 100% subsidiary of BAM Utiliteitsbouw and part of Royal BAM Group. BAM Utiliteitsbouw is the leading hospital construction company in the Netherlands. For the international healthcare markets we joined forces with our sister company BAM International combining our in-depth knowledge and experience of hospital processes, development, design and international construction.

Water & Ports



Pioneers in international business





Lennart Silvis
Managing Director



Ivo van der Linden
Programme Officer

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The Netherlands Water Partnership (NWP) is your gateway to the Dutch Water Sector and your point of information when looking for water-related solutions from the Netherlands.

The Netherlands Water Partnership is your connection to the right water expertise in the Netherlands, whether this concerns technological, organizational, financial or environmental questions in relation to water. Expertise in the entire water chain: from source to all possible water-users, from use to recycling and re-use, from solutions at sea to remote sensing from space.

The Netherlands Water Partnership is an independent network of more than 200 Dutch organizations active world-wide. More than half are companies, others are knowledge institutes, public authorities and NGOs.

The Dutch approach is an integrated one, that builds toward long-term sustainability. These are not just words. Water has become embedded in the genes of the Dutch. For over a thousand years the Dutch have been reclaiming and defending land from the sea. A skill that goes hand in hand with water management, spatial planning, water supply and water quality. A history that revolves around ages of innovation and adaptation to water. See at www.dutchwatersector.com how the Dutch water sector balances what is needed with what is affordable and manageable.

If you are looking for solutions and propositions on water that work, contact the Netherlands Water Partnership.



Pieter Christiaan van Oranje-Nassau
CEO AGT Netherlands



Vikram Rao
Vice President, Head of Water and Infrastructure Business Unit



Wladimir Moen
Director Business Development

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AGT International delivers some of the largest and most sophisticated solutions in the world to public safety authorities, governments and corporations. Headquartered in Switzerland, AGT employs around 2,500 highly-talented people globally.

Integrated Water Resource Management is one of our core focus areas of AGT's office and water center of excellence in the Netherlands. We offer solutions to protect water infrastructure, manage floods and droughts to minimize loss of life, property and commerce.

Products and Services

- Integrated Water Resource Management - Unified system scalable across agencies for national or local water management needs
- Crisis Management - Ready-to-deploy Crisis Management systems and services for enhanced preparedness, response & community resilience
- Water Management - Early warning & decision support systems with forecasting & simulation capabilities
- Water Infrastructure Management - Monitoring for structural stability and operational efficiency during construction or maintenance periods
- Data Management - Data aggregation, optimization and analytics services for easy access and sharing across agencies
- Advisory - Consulting services for (IT) policy design, and technology evaluation and implementation

Our differentiators

- Integrated water resource management solution:
 - o Real-time, actionable insights to proactively manage - and sometimes even prevent – floods and droughts
 - o Operational (maintenance) efficiencies: reduce overall costs
 - o Facilitates cross-agency collaboration resulting in a coordinated response to severe water events
- Water Center of Excellence in the Netherlands
 - o Collaborate with Dutch universities and knowledge institutes to constantly innovate
- Global Experience
 - o Extensive operational experience of managing large complex environments
 - o Projects in APAC include China, Netherlands, Thailand and Bangladesh



Rutger Perdon
Director Water Asia



Peter Robinson
Local Representative

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ARCADIS is the leading pure play global engineering and consultancy firm, providing consultancy, design, engineering and management services in infrastructure, water, environment and buildings. We enhance mobility, sustainability and quality of life by creating balance in the built and natural environments. ARCADIS develops, designs, implements, maintains and operates projects for companies and governments. With 22,000 employees and more than \$3.3 billion in revenues, the company has an extensive international network supported by strong local market positions.

ARCADIS is the Global Nr 1 Water Consultancy (ENR July 2013). With a growing global footprint, we connect clients to more than 2,000 water professionals worldwide.

As climate change causes sea levels to rise, precipitation patterns to change and storms to intensify, protecting the valuable assets situated in the world's river deltas and flood plains is becoming a new priority. With more than a century of experience in water management in the Netherlands and abroad, and with our recent experience in the development and construction of the successful new Hurricane Protection System in New Orleans, our water management engineers can provide a broad range of solutions from economically driven hard infrastructure to tidal-embracing ecologic alternatives.

ARCADIS is proud to be a partner with UN-Habitat, the United Nations agency for human settlements aimed at improving the quality of life in rapidly growing cities. Our experts are sharing their knowledge on three continents, bolstering clean water, better sanitation, and urban design and development efforts in some of the world's most vulnerable regions.



Frank Niamut
Advisor Indonesia

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AMS was founded in 2004 and has a recognized name within the offshore service industry.

Strategically positioned in Amsterdam with branch offices/subsidiaries in Singapore, Ciudad del Carmen/ Mexico and Esbjerg/Denmark.

Positive cash flow from current activities supported by strong and robust project pipeline.

Experienced management with significant track record from operations and upgrade/ modifications/ newbuilds of offshore platforms.

The products and services offered:

- Jack-Up and Tender type Offshore Accommodation Units
- Offshore Drilling utilizing Jack-Up and/or Floating Drilling Rigs
- Manpower Services
- Catering Services
- Platform Re-activation and Upgrade Services

Your Unique Selling Points:

- Quality Of Life Offshore

We provide a unique concept of offshore hotel services.

A profile of commercial contacts required

Yard / Ports for reactivation of offshore platforms

Suppliers of equipment for offshore services



Halbe Veenstra

Area Manager Asia Pacific BAM
International



Arjoto Wisanto

Managing Director BAM Indonesia

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BAM International is the international operating construction company of the Dutch based Royal BAM Group, one of the largest construction and civil engineering companies in Europe, with a turnover of €7.5 billion and 23,000 employees in 2012. BAM International offers a complete range of services in all fields of construction worldwide. Its expertise is management of design teams and execution of marine, infrastructural, industrial and building projects outside Europe.

The present activities are focused in the geographical areas;

- Asia Pacific –, Indonesia, Malaysia
- Australia – Australia, Papua New Guinea
- Middle East and Gulf States – Abu Dhabi, Dubai, Jordan, Oman and Qatar
- Africa – Cameroon, Ghana, Guinea, Kenya, Liberia, Tanzania
- North Africa – Libya

BAM's history in Asia Pacific

The history of BAM's construction activities in the area Asia Pacific goes back to the early twentieth century, when Netherlands Harbourworks executed projects in China and Indonesia. Since the early 1970s our company has successfully extended its civil engineering activities into other countries in the area.

Over the last 30 years, many marine and building projects have been designed and constructed by BAM International's subsidiary BAM Indonesia. Within the Asia Pacific area we operate on a regional as well as a national basis. We have a network of regional offices covering large parts of the region, which allows us to offer a personalised service to local customers as well as a single point of contact for larger national organisations.

Several BAM companies operate in the area, who share the same standards and values, and have the capacity to add value through cooperation whenever required.



Teun Druijf
Director

Since its foundation in 1970 **Bemo Rail** has grown significantly and has developed into an expert in the field of rail, crane track, railway technology and rail-related internal means of transport recognized all over the world.

Started as a trading company, Bemo Rail decided – after much demand from the market – to develop its own shunting installations in 1984. Six years later the production activities were expanded with the assembly of crane tracks. Since then Bemo Rail consists of two departments: **Rail Technology and Shunting Technology.**

In 2006 we moved to a new and larger premises in Warmenhuizen, just above Amsterdam. The combination of a modern office, a logistically well-equipped production facility and high educated employees makes it possible to execute our products and services qualitatively, efficiently and quickly, with a good price/quality ratio.

Our vision

- Render durable and customer-specific services by professional and multi-purpose teams.
- Remain prominent in the market for rail constructions worldwide.
- Remain involved in the initial stage of projects, which results in qualitative, price-conscious and practical solutions.
- Become market leader for shunting systems and shunting locomotives, with functionality optimally related to price.
- Be distinctive in upgrading and modernizing existing locomotives.
- Using durable materials and methods is embraced as a principle by Bemo Rail.

Because of the growing demand from the Far East we decided to open an **office in Singapore** in 2013, named Bemo MMP Rail Systems Pte. Ltd. Nowadays our organization is more than ever able to work flexible, quickly and completely fulfilling our customers' wishes all over the world!

Bemo Rail

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Leon van Nijnatten
Liasion Officer Indonesia

Berson develops and manufactures water disinfection systems, using advanced ultraviolet (UV) light technology for the disinfection of specially Municipal drinking, waste and re-use water.

Indonesia's growing; population, urbanisation and prosperity present many challenges for future water quality and quantity improvement. Our UV solution can contribute in providing safer drinking water for human consumption, and cleaning waste water streams improving the quality of Indonesia's rivers and surrounding seas.

Our UV solutions are unique in being effective against ALL microbes, including Crypto and Giardia (resistant to Chlorine). Our UV reactors operate without the use of chemicals and leave behind no carcinogenic by-products. UV disinfection leaves no taste behind in the treated water. Berson's UV reactors are specially developed to provide the most effective disinfection for Municipal water treatment with high level of flexibility against the lowest operating costs. Even if local conditions dictate the use of chemical disinfectants; adding UV will improve the quality and reduce chemical (costs).

Our company is ISO9001 and 14001 certified. Our products have been validated according to world leading regulations such as the German DVGW, American USEPA and many other independent third party institutes.

Berson, located near Eindhoven, Holland is one of the oldest professional UV disinfection suppliers, with 12.000 operating systems sold as proven trackrecord.

Berson is looking for local partner(s) for the introduction of this tertiary treatment into Indonesia and further follow-up. We are looking for companies that have a network in the municipal water industry possibly selling also other water treatment products.

We are also very much interested to come in contact with designers, contractors, public authority water managers involved in improving Municipal water quality and quantity.

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Age Jonker
Director

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?

Major projects

A selection of projects in the field of export and investment:

Indonesia: feasibility study and supporting advice regarding financing and realization of the procurement of seven navigational ships for the Indonesian Government. Principal: Barkmeijer Shipyards. *PESP programme*.

Turkey: Business plan and supporting advice regarding financing and realization of a major investment in a Turkish shipyard. Principal: Volharding Shipyards. *IFOM programme*.

Vietnam: Supporting advice regarding financing and realization of capacity building on a Vietnamese shipyard. Principal: Damen Shipyards. *IBTA programme*.

Indonesia: Feasibility study and supporting advice regarding financing and development of Marine and Fisheries Education and Training in East Indonesia for the Indonesian government. Principal: ROC Zeeland. *ORET programme*.

Example of practice: Fire trucks for Indonesia

Kenbri Firefighting B.V. is a Dutch company that produces high-valued aircraft rescue and fire fighting vehicles. For Kenbri, ConsultFinance A.K. Jonker have arranged an ORET grant from the Dutch Ministry of Foreign Affairs as well as an insured export credit by ING Bank, enabling them to meet the soft loan conditions of the Indonesian government. As a result, Kenbri obtained a € 24 million order for the supply and maintenance of fire engines for regional airports.

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Thomas van Dusseldorp
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The Damen Shipyards Group is an established Netherlands based shipbuilding multinational originated in 1927. To date the group operates more than 50 shipyards, repair yards and related companies worldwide. Damen employs 8,000 people in 17 countries, has delivered over 5,000 vessels since 1969 and delivers some 150 vessels annually to customers worldwide.

Based on its unique standardised ship-design concept Damen is able to guarantee consistent quality based on proven technology. This leads to superior performance and reliability and ultimately to low 'total cost of ownership'.

Damen has a wide range of products to offer including Tugs, Workboats, Patrol Vessels, High Speed Craft, Cargo Vessels, Dredgers, Offshore Support Vessels, Ferries, Naval Vessels and Super Yachts. For nearly all vessel types Damen offers a broad range of Services, such as Lifecycle Maintenance Services, Customer Finance, Training and Transfer of (shipbuilding) Knowledge.

Through Damen Technical Cooperation, the Damen Shipyards Group is supporting many shipyards around the world for the local construction of Damen designed vessels. In Indonesia Damen Shipyards has built ships in cooperation with the privately owned shipyard PT Steadfast Marine in Pontianak and PT Dumas in Surabaya. Recently a cooperation agreement was signed with PT PAL in Surabaya for the joint construction of naval vessels in Indonesia.

Damen Shipyards and its Indonesian partner shipyards produced more than 25 ships for export and local clients such as the Ministry of Transport. For the Tentara Nasional Indonesia AL, four SIGMA corvettes have been delivered.

And Damen is committed to further invest in developing her presence in the Indonesian Maritime and Naval industry.



Maarten Smits
Managing Director

Deltares is an independent institute for applied research in the field of water, subsurface and infrastructure. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society. Our main focus is on deltas, coastal regions and river basins.

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

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

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

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Jan Wolter Oosterhuis

Area Manager South East Asia

Dockwise is the world's leading contractor for Heavy Marine Transportation and Offshore Transport & Installation. With a fleet of 25 semi-submersible vessels, Dockwise executes transports and performs offshore installations which for many are considered "inconceivable". Since early 2013, Dockwise operates the largest semi-submersible heavy transport vessel in the world; the Dockwise Vanguard. This vessel can carry more than 110,000 metric tons of cargo with over lengths up to 325 meter.

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FlexBase BV is a company with more than 8 years of experience in designing and building floating and amphibious structures.

Concepts

The basic concept consists of EPS (Styrofoam) and when necessary concrete. The EPS is covered with a coating to prevent deformation. There are three different systems:

- FlexBase Light
- FlexBase
- FlexBase Heavy

The starting point of the concepts is that they are built directly on the water so in terms of shape and size it can be realized regardless of the circumstances such as locks or bridges. In addition, the concept is unsinkable with a high level of buoyancy and is recyclable. Last but not least it doesn't need any maintenance. All concepts can also be applied as an amphibious solution!

Environment

Regarding the environment the EPS is non-toxic and totally inert. EPS does not decompose and it provides therefore lifetime durability, the moisture pickup over 30 years is measured at a maximum of 5-6 %. The material can be recycled 100%.

Realized

Several successful floating projects have been realized in total 5000 m². After the floating Greenhouse (900 m²) at Flora Holland in Naaldwijk, an innovative success, there are built several other projects. Floating office (450 m²) in Amsterdam, a floating maintenance building (430 m²) in Kalimantan, Indonesia, a floating bird island (1000 m²) in Rotterdam and of course the floating conference centre "Floating Pavilion" (880 m² + 575 m²) also in Rotterdam. A floating floor for growing crops with a surface of 600 m² has been realized in Boskoop.

Market- Partners

Through the national developments in the field of water management and the increased chances of flooding in delta areas, the FlexBase concept prove to be a product with a high added value. Some examples are floating sanitation, floating energy systems etc, especially in regions where there is a constant danger of flooding. As partners, we see a combination of local parties such as investors, developers, the local government and a construction company.



Jouke Oosterkamp

Director General Manager Hengelo
Operations



Gerhard Snaathorst

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Flowserve

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Flowserve is the recognized world leader in supplying pumps, valves, seals, automation, and services to the power, oil, gas, chemical, water, and other industries. With more than 17,000 employees supporting customers in more than 90 countries, we combine our global reach with a local presence. Hereby serves the 220 plus year history of Flowserve heritage brands as the foundation for the breadth and depth of Flowserve products and services today.

Exceeding customer expectations in the design, delivery and support of integrated flow management requirements is something we strive for daily. Our vision is to become the world's most respected company in flow management through our industry expertise and innovative solutions.

As a company we are committed to:

- Being an experienced, trusted partner with our customers
- Attracting and retaining a highly-skilled, diversified workforce
- Delivering industry-leading products, services and solutions
- Leveraging innovative technologies and processes
- Ensuring a sustainable business for all of our stakeholders

Flowserve culture is centered around our commitment to serve customers locally and ensure that the products and services they order are delivered on time and as promised.

Keystone of Flowserve with respect to water management and control is our factory located in Hengelo, the Netherlands. In the Netherlands more than 10 million people are living below sea level. They are all depending on the levees and pumping stations to keep them safe. The responsibility and living up to the expectations has resulted in an unparalleled experience. This unique ability is used on a worldwide scale to anticipate to numerous of challenges for controlling and managing water applications.

Grontmij provides consultancy, design & engineering and management services in a broad range of market sectors related to the built and natural environment. We work in all sectors, ranging from infrastructure all the way to urban development, Energy and Water.



Ernst Malipaard
Director Business Development



Alex Hekman
Program Manager Deltatechnologie

Within our range of expertise, we specifically aim for growth in the disciplines: Energy, Highways & Roads, Light Rail, Sustainable Buildings and Water. Our guiding principle is sustainability by design which is a leading value proposition for our customers. We have approximately 8,000 professionals around the world where we work on a project basis.

Grontmij

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HKV's core business is to provide consultancy services and implement research in the field of safety, drought and flood risk analyses for regional and urban water systems. HKV's ambition is to remain the consultant known for providing high quality. We achieve this through continuous learning and research (such as in New Orleans after Katrina and in Japan after the Tohoku earthquake) and collaboration with renowned institutes.

HKV is independent, has a NEN-EN-ISO-9001 certificate accredited by Lloyd's, is a member of the United Nations Global Compact and has an active CO₂-emission reduction policy. HKV's annual turnover is about 6 Million Euro.

Our scope of work covers most aspects of water and safety including:
Safety, drought and flood risk analyses;
Disaster management;
Research of rivers and estuarine systems;
Flood forecasting.

HKV runs an office in Jakarta, which is specialized in delivering web based services and development of apps related to water and disaster management.

We supply high-quality research and consulting services in the field of water management and safety in the Netherlands and abroad. Our work is based on thorough knowledge of physics, mathematics and stochastic research methods and on administrative and political decision making processes. In order to promote and realize innovation we execute our own research, often in cooperation with universities and knowledge institutes.

We welcome to discuss any form of cooperation with governments, private business that require advice or services as IT-products or research institutes who are looking for joint research topics in the field of water and safety.



Fulco Vrooland

Director Sales & Marketing



Gijs Busser

Area Manager



Philip de Bats

Senior Area Manager

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IHC Merwede is focussed on the continuous development of design and construction activities for the specialist maritime sector. It is the global market leader for efficient dredging and mining vessels and equipment – with vast experience accumulated over decades – and a reliable supplier of custom-built ships and supplies for offshore construction.

IHC Merwede has in-house expertise for engineering and manufacturing innovative vessels and advanced equipment, as well as providing life-cycle support. Its integrated systematic approach has helped to develop optimum product performance and long-term business partnerships.

The company's broad customer base includes dredging operators, oil and gas corporations, offshore contractors and government authorities.

IHC Merwede has over 3,000 employees based at various locations in The Netherlands, Brazil, China, Croatia, France, India, Malaysia, the Middle East, Nigeria, Singapore, Slovakia, South Africa, the United Kingdom and the United States.

Technological innovation will remain the company's underlying strength through its continuous investment in research and development. Moreover, it helps to safeguard a sustainable environment.



Gijss van den Boomen
CEO

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For almost 100 years, **KC** has united spatial and urban planning and design, architecture and landscape development. A range of expertise that results in **community-based** concepts to accommodate society. An approach that is based on extensive knowledge. That is what **KC** is about: **Knowledge** and **Concepts** under one roof.

Initially, KC built its reputation upon developing **integrated solutions** for the complex challenges within the **Netherlands**. Today, KC applies this expertise to award-winning designs **all over the world**. Designs that are obviously adapted to **local living and working conditions**, and always respond to **current needs**.

Substantial **experience** in developing clear **visions for the future** is fundamental to the KC approach. In this way, KC helps to create a sustainable world: ***we design the future.***

The 7 core values and visions of KC

- [1] A legacy of long lines
- [2] Community based design
- [3] Design that makes and uses sense
- [4] Knowledge based solutions
- [5] Care for people and nature
- [6] The lay of the land
- [7] Captivating communities

Profile of desired commercial contacts

Developers, City & Regional Planning, Urban Design, Architecture, Landscape



Kees van Aarle
Business Development Director

Mammoet helps clients improve construction efficiency and reduce downtime of plants and installations. Mammoet provides solutions for lifting, transporting, installing and decommissioning large and heavy structures.

Our services are focused on the petrochemical and mining industries, civil engineering, power generation and offshore projects. We help clients reduce the cost of ownership and optimize uptime of their plants and installations with the following services:

- Lifting, transportation and installation of modular constructions
- Factory-to-foundation projects
- Plant turnaround logistics
- Lifting and transportation services
- Salvage and wreck removal
- Decommissioning of on and offshore installations
- Trading in new and used equipment worldwide

Mammoet is known for the unique size and capacity of its state of the art equipment. But it is the trust of our clients that enables 5,000 Mammoet professionals to give their best every day and truly make a difference in projects all over the world.

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Peter van Leeningen
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Paques helps companies and municipalities contribute to the major challenges of today: to reduce their water and carbon footprints and reclaim valuable resources. Paques does this by developing and constructing cost-effective purification systems for water and gases, based on innovative biotechnology.

Paques is world market leader in the field of anaerobic wastewater purification plants. With the BIOPAQ® technology, bacteria convert organic pollutants in industrial wastewater into biogas, which can be reused as energy. In this way effluent discharge costs are reduced while green energy is produced.

Since the introduction of Paques' first BIOPAQ® reactor in 1982, close cooperation with partners has resulted in an extensive portfolio of integrated water and gas treatment. All systems are designed and installed to fit the customer's specific needs, either integrated with existing treatment systems or as stand-alone solutions. Paques' technologies have proven to be reliable solutions with more than 1,800 installations worldwide.

Paques' technologies are applied in most diverse sectors, varying from the mining and metals industry to the chemical and petrochemical, fermentation and bioethanol industries. Paques has a strong position in the beverage and food industries and in the paper sector.

Paques' headquarters is located in The Netherlands with subsidiaries in China, Brazil, India and Canada. In more than 60 countries, professional partners and licensees are ensuring that our knowledge and technology are available internationally.



Rabobank



Ton Wouterse
Executive Director



Henk Mulder
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Rabobank Group is an international full range financial services provider with activities predominantly in the field of banking, asset management, leasing, insurance and real estate. It enjoys a leading position in nearly all customer and product segments in the Netherlands. In line with its cooperative roots, Rabobank is comprised of independent Member Banks in the Netherlands. The Central Organisation, Rabobank Nederland, has several (international) subsidiaries. The Group has around 60,000 employees (FTE) worldwide and operates in 48 countries. Global Finance has named Rabobank the world's safest commercial bank in 2013, based on banks' ratings and balance sheet totals.

Rabobank International is the wholesale and retail banking division of Rabobank Group. Besides Food and Agriculture, Rabobank's international focus is on servicing its Dutch clients worldwide. Sector knowledge is deemed essential. Due to the geographical position, the Netherlands has a rich history in water related topics, such as land reclamation. Rabobank's focused sector approach includes the Maritime Industries sector, where the client base amongst others consists of dredging-, offshore services providing-, engineering- and shipbuilding companies who are served worldwide through an extensive network of offices and branches.

Rabobank has a strong presence in Indonesia through Rabobank International Indonesia (RII). Main focus is on local servicing of the clients' needs, as well as on SME and retail business. There are 89 branches in Indonesia with presence in 35 cities, mainly on Java, Sumatra and Sulawesi. RII can offer a complete range of banking products and services.



Pioneers in international business





Louis Braam
Consultant

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Rebel is a platform of entrepreneurs working on the public private interface. At Rebel, we allow plenty of space for the development of the entrepreneurial spirit. Only a free flow of ideas will help us realize the projects we believe in. We advise, invest and implement and are always moving into new markets and competencies.

We are a Netherlands based company with a growing international presence, offices in Rotterdam, Antwerp, Washington, Johannesburg, Manila and Jakarta. In the Netherlands Rebel is leading in innovative infrastructure finance and Public Private Partnerships, as a key policy advisor to governments as well as a hands on transaction advisor to public and private clients.

Throughout Asia Rebel's experienced advisors are advising governments on PPP development strategy and project implementation. We have a broad portfolio of transaction advisory mandates in toll roads, ports, light rail, airports, water supply, hydropower, education and healthcare projects.

In Indonesia we are both advising the government and the private sector on investment projects, in particular public private partnerships and concessions. We are currently active in transport projects, renewable energy and the National Capital Integrated Coastal Development project. In these projects we seek to bring innovative technology, (inter)national capital and government support together and deliver new standards in terms of value for money.

Whether as a government or as an entrepreneur, in Rebel you will find a creative, knowledgeable, technically capable and risk taking partner to develop your project's business case and attract investors. As we put our money where our mouth is, you can count on Rebel to be willing to co-invest in your project as well.

Markets

Education, Energy, Financial Institutions, Healthcare, Infrastructure, Logistics, Mobility, Ports, Real Estate, Urban Development, Waste & Recycling, Water

Competencies

Asset Management, Contracting & Tendering, Customized Training, Decision-making Management, Economic Analysis, Investment Support, Financing, Financial Modeling, Funding Competition, Organizational Development, Project Development, Risk Management, Strategy Development



Leen Slinger

Director for Area East & Australia

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Royal Boskalis Westminster N.V. (Boskalis) is a leading global services provider operating in the dredging, maritime infrastructure and maritime services sectors. The company provides creative, sustainable and innovative all-round solutions to infrastructural challenges in the maritime, coastal and delta regions of the world with the construction and maintenance of ports and waterways, land reclamation, coastal defense and riverbank protection. In addition, Boskalis offers a wide variety of marine services and contracting for the offshore energy sector including subsea, heavy transport, lifting and installation (through Boskalis Offshore and Dockwise) and towage and salvage (through SMIT).

It also has a strategic partnership in terminal services (Smit Lamnalco).

Boskalis' clients are oil, gas and power companies, port operators, governments, shipping companies, international project developers, insurance companies and mining companies.

With a versatile fleet of over 1,100 units Boskalis operates in around 75 countries across six continents. Including its share in partnerships, Boskalis has more than 11,000 employees.

The head office is based in the Dutch city of Papendrecht. Royal Boskalis Westminster N.V. shares have been listed on NYSE Euronext Amsterdam since 1971.



Wybe de Jager
Resident Director



Martijn van Elswijk
Director Water - Asia

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Royal HaskoningDHV is an independent, international engineering and project management consultancy with more than 130 years of experience. Our 7000 professionals provide services in aviation, buildings, infrastructure, industry, energy and mining, planning and strategy, transport and asset management, rivers, deltas and coasts, and water technology from 100 offices in 35 countries. Our work contributes to the sustainable development of the communities we work in all over the world. We believe meaningful solutions cannot be created without collaboration with our partners, clients and other stakeholders.

Royal HaskoningDHV in Indonesia

Royal HaskoningDHV has been established in Indonesia* since 1973 with projects such as rehabilitation of coastal area in Aceh and development of Jakarta Bay area and has since provided professional services in the fields of architecture, engineering, consultancy and project management. Our clients are in the industry, mining and water sectors, ports and coastal development, real estate development, buildings and among water supply companies.

Focus on water

Water and environmental services include water resources studies, coastal zone development (including land reclamation), flood risk assessment and management, site investigation and remediation, waste and hazardous waste management, environmental management systems (ISO14001) and environmental impact assessments, water and wastewater treatment collection treatment and distribution.

Projects include water resources management planning of river catchments (6 Cis, BWRMP-II), conceptual and detailed design of land reclamation in Jakarta bay, Makassar, Ambon and Padang, supervision works of land reclamation, flood risk reduction studies, hydropower feasibility studies and rehabilitation of coastal areas in Aceh and other regions.

* Royal HaskoningDHV Indonesia is a combination of PT Haskoning Indonesia and DHV BV Representative Office, PT Mitra Lingkungan Dutaconsult (MLD) and PT Dwira Bangun Indonesia (DBI). The name of PT Haskoning Indonesia is used as legal entity company in Indonesia.



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Chairman of the Executive Board and CEO

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Royal Vopak - the world's largest independent tank storage service provider

Vopak is the world's largest independent liquid bulk tank storage service provider by capacity, specializing in the storage and handling of liquid chemicals, gasses and oil products. The company operates 83 terminals in 31 countries, with a combined storage capacity of more than 30 million cubic meters.

Increasing demand

The demand for storage is driven primarily by imbalances, locally and globally, between the areas of production and the areas of consumption of products stored, as well as by the levels of general economic activity and related levels of energy consumption. As geographic imbalances are increasing, the demand for physical transportation, efficient and safe storage and handling is expected to increase, giving us opportunities for future growth. The most important requirements for storage are the right locations, a strong focus on safety and sustainability, efficient services, and anticipating customer needs.

Safe and sustainable

With a presence in key locations around the world, we ensure that our operations are conducted in a safe, efficient and consistent manner. Sustainability plays a key role in our operations. With almost 400 years of experience in storage and transshipment, Vopak is almost genetically dedicated to service.

Activities in Indonesia

Vopak Terminal Merak – a joint venture (JV) between Vopak (95%) and PT Intimitra Pratamausaha (5%) – is a bulk liquid chemical terminal with 68,900 cbm of storage capacity located in the heart of the chemical industry in West Java. Vopak Terminal Jakarta - a JV between Vopak (49%) and AKR Corporindo (51%) - is a bulk liquid petroleum terminal located in the port of Tanjung Priok with a storage capacity of 250,800 CBM. The total investment in these two terminals is approximately Euro 100 million. In Indonesia Vopak currently employs approximately 130 local staff for its operations.

Regional expansion plans

Vopak is actively pursuing a growth strategy in the region and Indonesia is one of our focus markets. Several opportunities have been identified in Jakarta and Merak and further down the road in East Java, Kalimantan and Sumatra. Vopak is also keen to develop its business in Tanjung Priok through the Kalibaru port expansion. Through these infrastructure projects, Vopak is interested in servicing Indonesia's petrochemical industry as well as the Indonesian government, to value-add to the country's bulk liquid imports and logistics. In this capacity, Vopak is also involved in a project run by the National Energy Council (DEN) to optimize Indonesia's national fuel import and stock management.



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Simavi is a non-profit organisation, working in the poorest areas of developing countries to improve people's health. We focus on safe drinking water, sanitation and hygiene, safe pregnancy, and improving the community's connection with the health-care system. Simavi is active in nine countries: Bangladesh, Nepal, Indonesia, India, Tanzania, Ghana, Malawi, Uganda and Kenya.

Sustainable and efficient development cooperation requires a multi-stakeholder approach in which development organisations, the private sector, governmental bodies, civil society organisations and communities all work together to have impact. Our added value in partnerships lies in our expertise in networks and in our ability to motivate communities that are not easy to reach. We organise training and education, work on behaviour change, create demand, monitor the quality of services and help to tailor services to the specific needs of communities. And we are able to organise communities in such a way, that they are able and willing to pay for products and services themselves.

Our office in Yogyakarta coordinates an innovative water, sanitation and hygiene programme that is a showcase for our approach. The programme is directed towards 750,000 people in Eastern Indonesia (Flores, Timor, Papua, Lombok and Sumba), supports the policies of the Government of Indonesia and follows a non subsidy approach. This means that communities pay for their sanitary services themselves. Our main goals are to achieve behavior - change related to toilet use and hygiene - and to work on an enabling environment to achieve sustainable change.



Albert Bos
Director



Menno Menist
Managing Director Panteia

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STC-Group, home base mainport Rotterdam, provides education, training, advice and applied research for the shipping, logistics and port related industry sectors. The basis of the STC-Group is the Shipping and Transport education institute which provides specialized education for these sectors. STC-Group provides vocational and professional education and courses for young people and adults who either want to work or who already work in the dynamic world of shipping and transport. Linked to this, STC-Group offers a complete package of advice, research and tailor-made education and training in the Netherlands and many places in the world. When providing these activities, the STC-Group simulators, which are unique in the world – are often used.

Panteia offers a full range of services in policy research & consultancy and marketing research.

One of the main clusters of expertise is on sustainable transport, public transportation, transport and trade facilitation and logistics. Panteia is very active in the transport and logistics sector in Indonesia. It is assisting the Indonesian authorities in the implementation of the national logistics strategy through research and consultancy projects with Indonesian partners. Panteia is also involved in capacity development projects. Panteia was the leading partner in the publication of the 'State of Logistics Indonesia 2013' and is now preparing the edition for 2014.



Strukton International



Alex Ruiter
Director



Jos Hegeman
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Strukton International

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Strukton International is a Dutch engineering & construction company primarily focused on large scale infrastructure projects such as railways, metros, ports highways and airports. Strukton has more than 90 years of experiences, around 6.000 qualified employees and an annual turnover in 2012 of Euros 1.35 billion.

Strukton International is offering the Indonesia market and clients their knowledge and services for:

Oil & gas industry (e.g. jetties, quay walls, ports)

Mining industry (e.g. cargo railways, roads, ports)

Power generation & distribution (e.g. civil works power stations, cooling water systems, gridlines, transformers)

Rail industry (e.g. metros, light rail, mono rail, cargo rail, upgrading rail, maintenance rail)

Airports (e.g. runways, aprons, taxi ways, people movers)

Ports (e.g. quay walls, jetties, dredging (with partner))

Infrastructures (e.g. immersion tunnels, bridges)

Besides the above, **Strukton** has a number of specific niche market players offering their specialism and products such as:

- a. Heavy foundation works
- b. Polymer modified bitumen (asphalt)
- c. Immersion tunnels
- d. Horizontal drilling
- e. Concrete repair works
- f. Under water technologies and diving works
- g. Rolling stock (maintenance equipment)
- h. Power systems (high and medium voltages infrastructures)
- i. Design & consultancy services

Strukton International is interested in serious contacts with professionals from Indonesian clients, partners and subcontractors being involved in the above listed industries and markets.

Strukton International aims for establishment of long term relationships and partnerships with qualified Indonesian companies or institutes.



Hugo Bouvy
Director



Max Yap
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Tideway Offshore Solutions is a Dutch specialist marine contractor, active in the offshore oil and gas industry, employing over 300 staff to support multiple offshore construction and dredging vessels.

To help clients explore and exploit energy sources, Tideway is always searching for innovative solutions according to the motto: 'Energizing the Future'.

Technology is used much more frequently due to the increasing international demand for energy and projects being executed more and more at extreme places and environments; further offshore, in arctic areas or in very deep water. This requires special knowledge and experience which Tideway sources from its in-house expertise.

For submarine oil and gas pipeline protection purposes Tideway owns and operates specialist DP II fall pipe vessels Rollingstone, Seahorse and Flintstone equipped with sophisticated fall pipe systems for precise underwater rock dumping operations up to water depths of 2,000m. Tideway also owns and operates trailing suction hopper dredgers, cutter suction dredgers and backhoe dredgers for submarine pipeline burial works which can be applied in shallow water at the beach to deeper waters, up to 150m.

Tideway is also involved in installation of high-voltage power cables at sea.

From its offices in Breda in the Netherlands, Tideway services local and international oil and gas operators and EPC contractors on worldwide groundbreaking projects: from the North Sea to Mexico; from Brazil to Australia; and from South East Asia, India to the Middle East and Russia.



Niels de Bruijn

Member of the Executive Board Van Oord
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Van Oord is a leading international contractor specialising in dredging, marine engineering and offshore projects (oil, gas and wind). We are an innovative partner for our clients and, for over one hundred 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 characterised by visible leadership, long-term vision and a sound financial position. Substantial investments in people and equipment are made with great care to ensure the continuity of our business.

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.

In December 2012 Van Oord was awarded the contract for deepening the harbor basin and reclaiming the new container areas in Tanjung Priok, Jakarta, the largest container terminal in Indonesia. As a separate contract Van Oord acquired the deepening of the access channel to the port of Tanjung Priok.

As part of the Kapuk Naga Indah development plan Van Oord is constructing a poldered island intended for residential construction. The project enables housing development directly north off the coast of Jakarta. Van Oord is also doing maintenance work on the access channel to the port of Bengkulu in Sumatra and recently Van Oord acquired pre-trenching works for a gas pipeline off the coast of Sumatra.



Arno Kops

Area Manager South-East Asia and Australia



Eveline Buter

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Witteveen+Bos offers its clients value-added consultancy and top-quality designs for water, infrastructure, spatial development, environment and construction projects. We deliver reliable solutions built on the knowledge, experience, social insight and intellect of our employees. At Witteveen+Bos we maintain an inspiring working environment from where we tackle the fascinating challenges that the future holds. Professionalism, respect and integrity are our core values.

Witteveen+Bos is committed to being a first-rate consultancy and engineering firm. Performing at the very highest level is a precondition for achieving this goal. Striving for the top is a healthy ambition. A national and international orientation towards products, markets and the labour market is essential to operating at the pinnacle of our field of work.

Witteveen+Bos's presence in Indonesia since 1973 contributes to her knowledge of the Indonesian environment of doing projects and doing business. The long-term presence of Witteveen+Bos resulted in a number of strong relationships with Indonesia consultants, contractors and knowledge institutes as well as governmental organisations. In Indonesia Witteveen+Bos is committed to projects in mainly the sectors, hydraulic infrastructure, water management, drinking water, sanitation and geotechnical engineering.

Miscellaneous



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De Brauw Blackstone Westbroek is a corporate law firm with headquarters in Amsterdam and offices in New York, London, Brussels, Beijing, and Singapore. In 2014, we will also open an office in Shanghai.

From our Singapore office we support our Dutch and other European clients in their activities in South-East Asia-Pacific. But we also assist, for example, Indonesian companies that want to do business in the Netherlands and beyond. Our particular focus is M&A (including joint ventures), arbitration and litigation, and compliance work. Our clients operate in many industries, such as agri-food & dairy, banking, chemicals, consumer products, energy, infrastructure, insurance, manufacturing, and technology.

Understanding our clients' business, strategy, organisation and risk appetite is a necessary requirement for providing meaningful and efficient support in the dynamic growth region of South-East Asia-Pacific. Participating in the trade mission is one example of our on-going investment in gaining this understanding and in consolidating our knowledge of the relevant markets in South-East Asia-Pacific.

We include local lawyers in each project team that we set up. This, coupled with our experience across the globe in the relevant practice areas and our understanding of our clients' businesses, enables us to provide seamless solutions to our clients. During the trade mission we aim to extend and improve our existing relationships with Indonesian law firms, and to establish new contacts as well.



Angelo Kok
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George Kusters
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Royal Dutch Kusters Engineering has become the world's leading manufacturer of custom-designed banknote disintegration & briquetting systems, coin crushing systems and high security media destruction systems.

Total commitment to quality and service has enabled Kusters to design and manufacture systems that have achieved pre-eminence in the world of banknote destruction. Know-how, quality and innovation always have been the basis of Kusters' philosophy since 1911. The philosophy of each system is based on a high degree of operational reliability, an outstanding norm in security with an optimal degree of safety and environmental awareness.

An entire product range has been developed that reduces old banknotes into insignificant, almost unrecognisable confetti that can be subsequently compressed into manageable briquettes. Each system is entirely produced and tested at Kusters' manufacturing facilities and all its elements are managed by Kusters' own personnel, guaranteeing a high degree of quality. Besides Currency Disintegration Systems, Kusters offers a complete range of Intelligent Disintegrators™ for the absolute destruction of top secret documents. Worldwide, Kusters Engineering has installed highly sophisticated destruction systems in close cooperation with many Central Banks including Bank Indonesia who operates 24 systems within Indonesia. Since 1997 a sound business relationship with Bank Indonesia has been created, based on high quality technology and performance, mutual trust and friendship.

References Kusters Engineering has a client group consisting of over 90 Central Banks, Banknote Printing Works, Mints and Government Institutes. Worldwide more than 350 systems are installed in 70 different countries.

Organisation Kusters Engineering - with its head office and production facilities in Venlo, the Netherlands - and its regional Kusters offices in India, Kenya, Russia and USA are being part of the Syntech Group.



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LIBERATOR HOLDING bv main activities from 2000
Asset Management & Private Equity
Real Estate Development & Environment
Activities from real estate development and cleaning old brownfields,
to start open-end investment fund in Vietnam 2009
Developer of One-Two-One CONCEPT for one-person-households.
(2.8mio in NL)

Liberator Asset Management bv licensed by AFM/DNB in 2007.
Mission statement; Only cost when performance.
INNOVATION and CREATIVITY always leading "my way" from
construction manager of a civil airport in Jos Nigeria 1974-77; via
general manager Ballast Nedam Roads building military airfields
Saudi-Arabia 1980-86; into entrepreneurship 1987 my own company
Terro Civiël/Milieu, sold in 2000, now part of Structon.
Tendering with cheaper and better alternatives creating solutions for
all environmental problems and water management, TERRO Civiël/
Milieu always INNOVATIVE CREATIVE.

Invest in China 1996 till 2008, advisor to the succesfull China Warrant
Fund 2004-2008.

CROSSING BORDERS into ASEAN COUNTRIES (600 million in 10
emerging countries) from 2004

LIBERATOR HOLDING bv creates F.D.I. opportunity in SME companies
via open-end dual-listed SME Funds investing in listed SME. See
Liberator VIETNAM SME-50 Fund

Liberator Holding in INDONESIA since 2010, member of INA,
developing such a fund already with local participants. Investors
support development of INDONESIAN SME by investing in Liberato-
INDONESIA-SME Fund.

FUND MISSION: LIBERATOR HOLDING bv gives entrepreneurial,
operational and strategic business support as Fund Manager to the
SME's the FUND invest in for FREE. Same goals, create value to the SME,
the FUND and their investors.

FMO

Entrepreneuria
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FMO is the Dutch development bank and supports sustainable private sector growth in developing and emerging markets by investing in ambitious companies. FMO believes a strong private sector leads to economic and social development, empowering people to employ their skills and improve their quality of life. FMO specializes in sectors where its contribution can have the highest long-term impact: financial institutions, energy, agribusiness, food & water.

Developing countries are often considered high risk – and even their most innovative, promising businesses often do not have access to the financing needed to reach their potential. FMO supplements this need with a range of services and products that include:

Equity, loans and guarantees

Subordinated and other tailor-made solutions

Long-term and short-term project financing

Access to expertise, network and partnerships

FMO also fosters capacity development, such as financial administration & planning skills, and sustainable business practices.

With the Fund Emerging Markets (“**FOM**”) FMO stimulates Dutch enterprises to invest in these markets. We offer appropriate commercial financing for the construction or expansion of a production plant or to buy new equipment. FOM is a joint initiative of the Dutch Ministry of Foreign Trade and Development Corporation and FMO.



Frans Haafkens

Managing Director



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RESIN (Products & Technology) BV develops, manufactures and sells specialty thermoplastic compounds, in particular: Performance materials with superior mechanical properties for the automotive and construction industries;

- Halogen Free Flame Retardant Polyolefins with optimal processing and mechanical properties for the construction industry and electrical appliances;
- Maleic anhydride and Silane functionalized polyolefin resins that are used as adhesive resins and also act as compatibiliser;
- Tailor made compounds, e.g. with conductive or anti-microbial properties or improved aesthetics for a broad range of applications and industries.

RESIN is also a trusted toll-manufacturing partner for many leading multinational plastics manufacturers, supplying specialty compounds to specification and applying its expertise to develop new or tailor-made formulations for these customers.

Yparex B.V. is a subsidiary of RESIN and a leading European supplier of extrudable adhesive resins, which provide bonding between polyolefins and substrates such as polyamide (PA), ethylene vinyl alcohol (EVOH), glass and metals. Typical applications are:

- Multilayer barrier packaging film for perishable goods e.g. cheese, fish;
- Medical film, e.g. in-vitro bags;
- Multilayer pipe, for under floor heating;
- Architectural wall cladding panels;
- Wire & cable, e.g. high voltage cable;
- Yparex' office is based on Chemelot Campus in Geleen, with easy access to the DSM research facilities. Yparex resins are manufactured in RESIN's new state-of-the-art factory, where also R&D, quality control, customer service and logistics are located.

RESIN and Yparex employ 30 professionals and represent over 200 years of thermoplastics experience.

Indonesia's demand for specialty plastics is growing rapidly and RESIN already exports to Indonesia. During the economic mission, RESIN expects to broaden its Indonesian customer base, in support of its plans to start a production satellite in Jakarta.



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Sutriana Ventures was founded in 2006 with a mission to capitalize on the business opportunities in an emerging Indonesia, although our business experience with and in Indonesia goes back to '89. Sutriana Ventures is organized into three business lines:

Sutriana Capital, with a core competence in originating, qualifying and facilitating exclusive and proprietary investment deals in Europe, Asia and the Middle East and between these regions. Key success factors for Sutriana Capital in Indonesia are the established relations with government, state owned enterprises, leading family groups, entrepreneurs, large corporates and the armed forces. For clients we currently are working on investments in energy, agriculture, manufacturing, property, IT and the banking & financial sector.

In2Indonesia, with a focus on introducing and developing innovative businesses propositions to the Indonesian market, whereby Sutriana delivers a trusted and effective market entry that cuts through red-tape and brings our clients to key decision makers and rapid progress. We also co-invest and currently our investment portfolio comprises of ventures in GIS-solutions for utilities, cloud-based platform and software solutions, compact separation technologies for the upstream oil & gas sector and mobile application development.

In2Saudia, set up in early 2013 with a focus on introducing foreign companies to the Saudi Arabian market, predominantly through setting up local production joint ventures between foreign companies and experienced partners from our extensive and influential network. Currently we are working on various joint ventures between Dutch, Indonesian and Saudi Arabian entities, such as a production facility supplying to the oil & gas industry, a pharmaceutical plant supplying to the Kingdom and the region, revitalization of a shrimp farm, and reseller-arrangements for various IT companies to name a few projects out of our extensive pipeline.



Jochum Haakma

Global Executive Director Business Development

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TMF Group is a leading global provider of high-value business services to clients operating and investing globally. We focus on providing highly specialised and business-critical financial, corporate secretarial and HR administrative services that enable our clients to operate their corporate structures, finance vehicles and investment funds in different geographical locations. With operations in more than 80 countries and with over 130 offices (*a.o. office in Jakarta*) and HQ in Amsterdam, TMF Group is the global expert that understands local needs. We can provide you with a single point of contact to coordinate the day-to-day management of your outsourced operations, and ensure clear communication across multiple jurisdictions. Global reach, local knowledge: helping you do business seamlessly across borders.

TMF Group has eight core service lines, each of them integral to our offering:

- HR and Payroll
- Accounting and Tax
- Corporate Secretarial
- International Structuring
- Fund Administration
- Structured Finance
- Private Clients
- Emerging Service Lines (ESL), including International Incorporations



Theo Deen
Director



Flinn Deen
Seal Director

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TLO Deen provides firefighting training and education. TLO Deen builds a standard or custom training concept around the learning targets provided by the customer. If applicable we implement (national) standards into the program. Trainings can be organized at a training facility chosen by the customer or TLO Deen can advice/certify/improve a training facility where the learning targets are best met. Both theoretical and live/realistic training can be provided. TLO Deen also organizes everything around the training. Such as travel, hotels, transport of training materials, coordination of the training, etc..

The unique selling point of TLO Deen is connecting learning targets to a tailor made training concept. The customer is always in control of the process and direction of the training. We provide firefighting training and education in all area's, such as: Hazmat, Heavy Rescue training, Command & Control, Fire development, Hose handling, Airport firefighting, Ship & vessel firefighting, Basic fire education, Basic rescue training, Basic hazmat training, Confined space training, Fire captain training, Firechief training, Urban search and rescue training, Industrial firefighting, Petrochemical firefighting, etc..

Besides a wide variety of customers in the public safety area we also serve private companies such as: Shell, DOW Chemicals, Sitech Chemelot, Dupont, Akzo Nobel and many others. We are currently active in countries as: The Netherlands, Sweden, Germany, Belgium, Poland, France and The United States of America.

TLO Deen likes to meet public and private safety organizations looking for a training and/or education provider in the firefighting/ safety area.



Richard Bosman
CEO

WerkendStedendriehoek is a HR-network company in the region Stedendriehoek and is founded in 2009. VNO-NCW (the largest employers' organisation in the Netherlands), the Chamber of Commerce and a group of 30 companies and institution were the promoters.

The region Stedendriehoek consists of 7 municipalities, 450,000 people and 29,000 companies and institutions. A wide range of business such as Healthcare, Research & Development, Industry, ICT, Agriculture, Insurance, but also Education and Government can be found in our region. Today, many of these companies and institution is a member of WerkendStedendriehoek.

WerkendStedendriehoek deals with todays and future labor issues. Main topics are how to share HR-knowledge and staff between companies and how to team up in hiring and educating new staff. Main solution hereby is collaboration. Next to that, by constantly seeking opportunities within the HR-network and outside the network WerkendStedendriehoek provides their members with several solutions.

Since the start we are an active participant in a partnership of business, government and education. In this partnership we are dealing with near future issues such as a decreasing number of available young professionals. In this context collaboration is also an answer.

In the context of this Indonesian trade mission, we seek to partner with universities and companies.

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