

# Netherlands Trade Mission to India

14 - 18 October 2019 - #NLINDIA: Innovation through co-creation





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## Foreword



Last year I joined the biggest Dutch trade mission to India ever, led by Prime Minister Mark Rutte, which brought new momentum to the long-term trade and investment relations between the Netherlands and India. It is a great privilege to lead this mission to India and to build on last year's results, together with Bruno Bruins, Minister for Medical Care and Sport, and Mona Keijzer, State Secretary for Economic Affairs and Climate Policy.

India has the seventh largest economy in the world and is working to become a five trillion dollar economy by 2024. It is developing into a hotspot for research and development, low-cost innovation and IT talent. India's economic ambitions and its drive to improve the business and investment climate make it an attractive destination for Dutch businesses.

This trade and innovation mission coincides with the state visit of King Willem-Alexander and Queen Máxima to India. Their visit symbolises the excellent, longstanding ties between our two countries. I am proud to be accompanied by a delegation of Dutch businesses and knowledge institutions with wide-ranging knowledge and expertise in the water-food-health nexus, the maritime sector and key enabling technologies.

India and the Netherlands face a number of common challenges, such as the impact of climate change on water resources, accessibility of healthcare and increasing pressures related to sustainable food production systems. This mission offers the opportunity to share knowledge, build public-private partnerships and forge business-to-business agreements, which will help deliver affordable, scalable and integrated solutions to these and other challenges.

For participants visiting India for the first time, this mission will be an introduction to the Indian market and to potential partners. For those who are already working in India, it will be an opportunity to deepen contacts and explore additional business opportunities. The 25th Technology Summit, for which the Netherlands is India's partner country, provides an excellent platform to come together.

I am confident that this mission will further strengthen the Netherlands' outstanding relations with India. Let us build upon results from the past to achieve success in the present and promote cooperation in the future.

I wish you an inspiring and successful mission.

### **Sigrid A.M. Kaag**

*Minister for Foreign Trade and Development Cooperation of the Kingdom of the Netherlands*

## Foreword



On behalf of VNO-NCW, I feel honoured and delighted to be the leader of the business delegation that runs parallel to the Royal state visit of our King Willem-Alexander and Queen Máxima, and to accompany the visit of Sigrid Kaag, the Minister for Foreign Trade and Development Cooperation, Bruno Bruins, the Minister for Medical Care and Sports, Mona Keijzer, State Secretary for Economic Affairs and Climate Policy. These visits are not only a symbol of the long-standing Dutch-Indian relations throughout the centuries, but also the results of the strong efforts of these two nations to intensify their economic relations in this decade.

And the results are clear. The Netherlands is an important export partner for India (9th globally and 3rd in the EU), and also the 5th import partner in the EU for India (31st globally). India has invested 311 million euros in the Netherlands, and the Netherlands invested 9.850 million euros in India.

This trade mission reflects the strong efforts of India and the Netherlands, as it is ambitious in scale, focus and synergy. In scale, because we will visit the four promising cities of New Delhi, Mumbai, Bangalore and Kochi. In focus, because we will explore five sectors bursting with innovative energy, namely Horticulture and Agri & Food, Health, Water and Waste, Maritime Infrastructure, and High Tech Systems & IT. In synergy, because at the India-Netherlands Tech Summit at New Delhi, businesses from the three sectors of Agri, Water and Health will combine their expertise, together with their Indian partners, to tackle issues at hand in India.

The inclusion of knowledge institutions in the business delegation is of great importance and will complement the benefits we are going to reap of this mission. I especially think that the cooperation between businesses, government and knowledge institutions will come to fruition at the Tech Summit and I look forward to the results.

I am certain that many business opportunities between India and the Netherlands will be explored in this trade mission. Even more, I am convinced that this visit will be a formidable highlight of the efforts of our governments, knowledge institutions and businesses. Not only a solid foundation of the economic relationship between our countries will be formed. But also the challenges of the future will be engaged and solved. Let's step up to the future together!

I wish you the best and I hope to meet you during this visit.

### **Ineke Dezentjé Hamming**

*Vice President of the Confederation of Netherlands Industry and Employers VNO-NCW  
Leader of the Business Delegation*

# The Netherlands

# The Netherlands



## Locations

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

# Introducing the Netherlands

Creating resilient and sustainable solutions for local challenges

## How do the Dutch make a difference?

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

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



The Netherlands  
Your partner in sustainable solutions

## Worldwide ranking

- 1st** Best performing European Healthcare system (Euro Health Consumer Index, 2017)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 1st** World's largest flower exporter
- 2nd** Number of patent applications per million inhabitants in the world (WIPO, 2016)
- 2nd** Best at Global Innovation Index (GII, 2018)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2017)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 5th** Largest exporter of goods in the world (652 billion US dollars)
- 5th** Greatest place to live (World Happiness report, 2017)
- 6th** At World Bank's Logistics Performance Index
- 7th** Largest foreign investor in the world (1,256 billion US dollars)
- 7th** Largest recipient of foreign investment in the world (801 billion US dollars)
- 8th** Largest importer of goods in the world (507 billion US dollars)

## Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba and Curaçao and St. Martin. The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.2 million (July 2018)
- **Number of inhabitants per km<sup>2</sup>** 509 (July 2018)
- **Currency** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 42,926 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5.4% (average 2007-2018)
- **Moderate inflation** 1.6% (average 2007-2018)
- **90% of all Dutch people** speak English

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





## India and the Netherlands:

co-creating pioneering solutions for global challenges

From the first Dutch ship that reached the famous Malabar Coast in Kerala to complex data flows and digital exchange – India and the Netherlands have always found unique and powerful connections through trade. Exchanging goods, exchanging ideas, exchanging culture: a strong partnership exists between our two countries. The Netherlands is among the top 15 partners of India in terms of trade volume – and the Netherlands as India's 4th source of FDI. With the complementary talents, knowledge and resources of both countries, India and the Netherlands are optimally positioned

to create crosscutting Public-Private-Partnerships (PPP's), boost business and foster innovation-driven growth.

### **A shared connected future through scalable innovative solutions**

As the complexity and scale of global challenges increases, collaboration is key to finding solutions in areas that are important to India and the Netherlands - such as food security, accessible healthcare, clean water flows and resilient cities and ports. India has proved its ability to break through as an innovative global economy during the

past decade. It invests heavily in R&D and is a strong player in low-cost innovation. With an increasing economic growth rate, strong industry and agriculture markets and significant export and import volumes, India is now considered one of the faster-growing economies in the world. The Dutch have a track-record in creating efficient and smart solutions based on the latest research and development, for competitive prices. The Netherlands is ranked 4th on the 2019 Global Innovation Index. India's jump in the GII rankings shows our countries have a shared ambition of leveraging innovation as a vehicle of economic growth and development. It is through our unique strengths that we find a joint dedication to create pioneering solutions for global challenges. Collaboration is required not only to further develop our respective economies, but also to achieve the UN Sustainable Development Goals (SDG's). Working together, we can find new ways to make economic growth and sustainable solutions inclusive to all.

### **Connecting players across continents and across value chains**

With this trade mission, the Netherlands and India celebrate both existing public private partnerships - and stimulates new ones, as well as business-to-business cooperation. With the 10th anniversary of the Holland Innovation Network in India and the choice for the Netherlands as the partner country for the organization of India's 25th CII-DST Technology Summit, the partnership between our two nations continues to gather momentum. India's ambitious and innovative flagship programs like Clean India, Digital India or Ayushman Bharat provide opportunities for Indo-Dutch cooperation going forward. During this trade mission, we are excited to look at the possibilities to create impact in four specific domains: water management, agriculture, marine development, and affordable and accessible healthcare.



# Organization Profiles



## Horticulture & Agrifood



**Vikas Chaturvedi**

Chairman ASSOCHAM Netherlands

## ASSOCHAM Netherlands

ASSOCHAM is one of the oldest and largest Chamber of Commerce of India. It represents the interest of trade and commerce in India. The goal of this organization is to promote both domestic and international trade and reduce trade barriers while fostering conducive environment for the growth of trade and industry of India. ASSOCHAM has a membership base of over 400,000 companies and professionals across the country.

ASSOCHAM Netherlands is not for profit organization which provides market, tax and regulatory insights for doing business in India and The Netherlands. It serves as a key facilitator for Dutch companies who want to enter the Indian market and Indian companies wanting to enter the Dutch market.

Vikas Chaturvedi is the Chairman of ASSOCHAM Europe, Chairman of Netherlands Chapter of Institute of Chartered Accountants of India, Founding Director of Europe India Chamber of Commerce and CEO of Valuecent Consultancy. He is an expert on India-Europe business and an advisor to top multinationals corporates in India and Europe. Valuecent Consultancy is a member firm of Antea International, a Leading Alliance of Independent Firms which is ranked amongst top 20 in the world.

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**Eric Egberts**

CEO



**Desh Ramnath**

Director Business Development  
and Chairman Advisory Board

## Dutch Greenhouse Delta

Humanity faces some enormous challenges. The global population continues to grow and most people may eventually end up living in burgeoning megacities like Mumbai, Bangalore and New Delhi. It raises the question: how can we produce enough safe and fresh food for urban populations in the coming decades? What makes it even more challenging is that, if we are to reduce our environmental footprint, this needs to be achieved by using less energy and external inputs, such as pesticides and water.

Horticulture has firm roots in the Netherlands. World-renowned Dutch companies already provide customised cultivation solutions for healthy nutrition, high-quality crops and plant-based medicines. And, more importantly, these firms specialise in greenhouse systems which actually generate instead of use energy.

Dutch Greenhouse Delta was founded in September 2017 to market the Netherlands' greenhouse horticulture industry worldwide. As a powerful independent platform, we identify opportunities and create tailor-made solutions for different climates, markets and situations. We focus on large-scale, complex projects related to food and floriculture in growing megacities by assisting governments, academics and investors. By serving as a portal that parties can turn to, we can offer start-to-finish solutions that rely on the involvement of the entire Dutch horticulture ecosystem.

### Dutch Greenhouse Delta

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Some 20 leading greenhouse horticulture companies and eight strategic partners have joined forces in Dutch Greenhouse Delta. We work closely with the Netherlands Enterprise Agency and several Dutch ministries. All the affiliated bodies help the foundation achieve its objectives by contributing skills, knowledge and state-of-the-art horticulture technology. Whether it involves seeds, substrates, climate and water technology, greenhouse constructions, education or logistics, we aim to form consortia across the supply chain to tackle the challenges our world faces today.

By adopting a strong, unambiguous approach and collaborating internationally across sectors, we can contribute to the health and well-being of the global community!



**Peter van Mierlo**  
Chief Executive Officer

## FMO

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

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

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

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### HAS University of Applied Sciences

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## HAS University of Applied Sciences

HAS University of Applied Sciences is the key training institute and a center of expertise for the sectors Food, Agriculture and Living Environment in the southern part of the Netherlands. HAS provides education and tailor-made training for approximately 3600 students.

HAS University liaises with rural enterprises and the farming and food industry, but also with public and governmental services. HAS participates in consultancy services, applied research and tailor-made training programs. This guarantees that the majority of HAS staff is participating in commercial activities, contributing to business experience and a hands-on approach. Customers are primary producers and suppliers, the food industry, trading companies, R&D institutes, public organizations, agricultural cooperatives and even commercial banks.

### Unique Selling Points:

- Competence-based education and training in Green & Food Domain.
- Practical approach in education
- Close collaboration with agricultural sector
- Tailor-made education
- Consultancies related to education and training in the domain of Agri & Food and Living Environment

### Currently HAS is collaborating with several Agro & Food Universities in India:

- Takshinda Foundation which is in the process of establishing skills universities in India;
- D.Y.Patil Agricultural University in Kolhapur;
- RCPR Agricultural College in Goa and hopefully soon with ICAR-CCAR in Goa;
- Through Borderless Network, a platform of collaborating Netherlands Agricultural educational institutions, HAS is also involved in Training-of-Trainers program in Baramati Centre of Excellence/KVK.



**Englie Beenen**  
Founder & Partner



**Niek Botden**  
Founder & Partner

### HollandDoor Cooperative

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## HollandDoor Cooperative

HollandDoor is a well-known international partner in:

- Tailor-made training programs (One week till multi-years)
- Study-tours
- Business-matchmakings

We cover all agricultural sectors like horticulture, arable farming and animal husbandry, from breeding to final (export) sales. Our clients are private sector companies, NGO's, governmental organizations, educational and training institutes.

### India

Many Indian clients made use of our services the last 15 years for mainly study-tours to Dutch agribusiness and/or training on-site in India.

We maintain a strong relation with well-known Horticultural Center of Excellence for Vegetables (CoE) in Baramati, Maharashtra of which we trained the staff.

To increase the expertise in protected cultivation and value chain management in Maharashtra we're currently implementing, in collaboration with CoE and partners, a multi-year training program for staff of several private and public companies. (Suppliers, traders, FPO's, KvK's). In addition to this training program we initiate (with relevant local stakeholders) activities to reduce operational problems from field till fork.

In another initiative in Bangalore we supported in a business plan for a new Practical Horticultural Training center and currently we're training their recruited staff.

Lists of our track record with all projects for Indian organizations can be send upon request.

### Your gateway to the best experts

We're well known in the Netherlands and abroad for our hands-on but high quality services. To serve our clients' needs we establish consortia with Dutch and international experts or technical suppliers. HollandDoor operates independently from any commercial party, which is crucial to select partners who add value to your needs.



**Rajan Datta**  
CEO

### IPA Projects & Services

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## IPA Projects & Services

IPA is a specialized company with an existence of more than 20 years. IPA deploys its services to support companies and small-medium sized enterprises, wishing to achieve business growth by an expansion strategy, technical innovation and needing local experienced management and representation. IPA is synonymous to the improvement of efficiency through active project management and market effectiveness.

IPA is a leading company in doing projects from analysis till realization in different sectors of industries i.e. agro & food, medical, automotive, production logistics and electronics. The key values of the company remains i.e. strategic partnership, knowledge transfer and co-creation. We are a bridge between India and Netherlands. Being our partner means having access to our broad network within Europe and India, allowing our partners to achieve their goals on a win-win basis.

The Agro industry is very broad. When considering expansion, it is very important to know the target market, paired with a strong business case. The opportunities are vast in a fast-moving market. IPA can be a decisive partner in long term success.

IPA has got a proven network within the Dutch and Indian industry frame work i.e. Rotterdam Partners, FME, NFIA, Port of Rotterdam and as an ambassador of Smart Industry. Innovation, technology and doing business development projects is at the forefront in our business.

Our valued customer and partner references goes to Philips, Barco, Jabil, LT Foods, Dual Logistics, Holland Innovative, Symach etc.

- Technology transfer, merger and joint venture
- Market orientation
- Project management & finance control
- Business development strategy to realization
- Multidisciplinary network of partners, institutions and organisations



**Paul Oosterlaken**  
Director



**Bhavana Vishwanath**  
Director Kiremko India

### Kiremko

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## Kiremko

Kiremko, since 1965, is a leading Dutch manufacturer of processing lines for the potato processing industry. By focusing on product development, continuous improvement, innovation, sustainable technology and cooperation, we add value for every customer. We respect our team, our customers, our partners and the environment.

With a team of more than 180 qualified employees we innovate, design, manufacture and install advanced processing lines worldwide. These lines process potatoes into French fries, potato chips, potato flakes, pellet snacks, fresh cut and pre-cooked potato products, hash brown products and other potato specialties.

Kiremko's strength is to deliver total solutions for the processing of potatoes, from the infeed of potatoes to the packaging line. Based on specific requirements and in cooperation with our customers, we are able to achieve success. In this way Kiremko is able to get the best out of the potato and the customer's production process.

An important factor of success is our cooperation with Idaho Steel Products, Reyco Systems and other strategic partners. This enables us to offer the customer a total solution that adds value to the production process. Besides the Kiremko network of sales and support offices in the UK, Russia, India and China, we are also supported by a worldwide network of local representatives.

At Kiremko we challenge ourselves every day to improve potato processing. By improving our own process and know how, we are able to enjoy in the success of our customers.



**Vijay Kumar Arora**  
Chairman & Managing Director



**Alphonsus Stoelinga**  
Board Member

### LT Foods

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## LT Foods

LT Foods is a branded specialty foods Company. LT-Foods is engaged in milling, processing and marketing of branded and non-branded basmati rice, and manufacturing of rice food products in the domestic and overseas market. Its geographical segments: India, North America and Rest of the world. Its operations include contract farming, procurement, storage, processing, packaging and distribution. Its rice product portfolio comprises brown rice, white rice, steamed rice, parboiled rice, organic rice, quick cooking rice, value added rice and flavoured rice in the ready to cook segment. The Company's brands: Royal, Ecolife, an organic food brand; Devaaya, which offers branded Basmati rice, with staples, such as Atta, Suji, Besan, Dalia, Poha and Maida, and Heritage, a basmati rice brand. Its brands also include Daawat, Gold Seal Indus Valley, Rozana and 817 Elephant.

LT Foods recently expanded its global footprint further with a new rice processing plant in Europe at Rotterdam and is the first Indian foods company to set up a rice processing plant in Europe (initial investment USD 15 million; initial processing capacity of 60,000 +scope for expanding).

LT-Foods is partnering with local research institutions (Wageningen University) and with industry and is thus promoting India / Netherlands collaboration in R&D for sustainable agriculture and food production. It has developed its own tracking systems (thru satellite, drones, code bars) with which it traces every bag of rice to a farmer. It is involved in supporting the farmers in sustainable rice growing which will have a positive effect on the farmer's margins.



**Nancy Alexaki**

Lead Project Developer Asia Team

## MVO Nederland

MVO Nederland represents Europe's largest movement of entrepreneurs and businesses towards the new economy. With our network of more than 2.000 companies we strive for an economy that is climate neutral, circular, inclusive and with fair supply chains. In partnerships with Dutch and international companies we improve existing value chains and support companies with sustainable innovations and business models to enter international markets. At the level of Dutch and European governments, we lobby for ambitious CSR policies. Our goal is achieved when at least 20 percent of the national GDP is obtained by sustainable business. We aim to reach this tipping point by the year 2025.

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In order to make trade and investments between India and the Netherlands more sustainable, INDUS was launched by the Embassy of the Kingdom of the Netherlands in India and MVO Nederland. INDUS is an Indo-Dutch Sustainability Forum to match sustainable challenges to solutions, in several sectors like agriculture, textile and health. [www.indus-forum.com](http://www.indus-forum.com)

### MVO Nederland

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**Rajiv Mehra**

Executive Vice President

## Netherlands India Chamber of Commerce & Trade (NICCT)

Netherlands India Chamber of Commerce & Trade (NICCT) has been active in promoting business relations between the Netherlands and India for more than 15 years. NICCT is a non-commercial, voluntary association of business concerns and professionals with an interest in business and economic relations between India and The Netherlands. Various companies including major banks, insurance companies, IT related companies and multinationals are members of NICCT and are participating actively in its activities.

We believe that the economies of the two countries are mutually complementary in many ways, that there is a significant scope for expansion of trade and business relations between these two countries and that knowledge and understanding of both countries' business environments is a prerequisite for expanding business relationships between them.

NICCT endeavors to play a significant role in expanding this knowledge and creating a favorable climate for further improvement of business relations between these two countries. To achieve these objectives, NICCT serves as a focal point for contacts and information concerning Indo-Dutch trade and business relations, whereby it aims to represent, promote, and protect the common interest of its members.

NICCT provides an active platform, initiating many opportunities for networking on economic relations between India and the Netherlands.

### Netherlands India Chamber of Commerce & Trade

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## NLinBusiness



**Flin Veenstra**  
Business Analyst

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

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

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

### NLinBusiness

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## Numafa Cleaning & Automation



**Olaf Andeweg**  
Manager Business Development  
& Sales

Numafa is global market leader for industrial washing machines and handling systems for crates, pallets, containers, bakeware and more. We supply machines all over the world including India to for example large supermarket chains, industrial food processing companies and more. With this, we also supply filtration systems and several other solutions to minimize the usage of energy as much as possible during the process of washing. Our organization exports about 88% of what we produce, to over 45 countries in the last five years.

### Our key sellings points are:

- Ability to reach high capacities, both automated as well as non-automated.
- High flexibility to engineer lines specifically for the customers products.
- Ability to automate the systems with (de-)stacking, (de-)palletizing and more.
- Energy efficient systems.
- Ability to supply, install and train internationally with a team of skilled service engineers.
- Own automation department to program and install electrical installations belonging to the machinery.
- Over 40 years of experience in washing products in all industries.

### Numafa Cleaning & Automation

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## PUM Netherlands Senior Experts



**Ron Hemerik**

Senior Business Development  
Manager

PUM Netherlands Senior Experts is a unique organization that offers, together with the Dutch Government and the leading work organisation VNO NCW assistance and trade support in India and 33 countries around the world.

We connect directly with entrepreneurs, business support organisations and partners locally. We still have a trackrecord of cases in India with 400 to 500 impactful business cases.

We work with around 1.500 senior experts who share their knowledge on a one-on-one basis. Either through short-term and repetitive advisory missions at the work floor, or through online coaching activities.

Our strategy involves a programme based working method in order to realize more impact. Carrying out a series of missions for several entrepreneurs within the same chain or sector leads to better implementation of advice; a new strategy or technological method will be better developed by the receiving party(/ies). At the same time it allows our experts to optimize their approach and use it among several projects; creating a more long-term impact than performing a single mission for one entrepreneur.

### PUM Netherlands senior experts

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**Désirée Rasenberg**

Founder, Director



**Maartje Prinsen**

Sales & Marketing Manager

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## Pure Jute

### Climate Change needs innovative solutions.

Pure Jute as social business provides High Quality Fabrics & Custommade Products of Foodgrade certified Jute, Juco, Organic Linen & Organic Cotton.

**Sustainability:** Foodgrade certified, Biodegradable, Compostable & Cradle to Cradle after use of our sustainable fibres and textiles, free from MOSH MOAH, it can be upcycled for other purpose or used as natural fertilization for the soil.

**Quality:** we work with the highest certifications and strives for extraordinary products. Pure Jute stands for purity, handicraft, neat products and delivery on time.

**Pure:** is our Attitude, is our Motivation, is our Mission we spread all over the world.

**Transparent:** in her communication with the customer and supplier. Pure Jute is honest about the people who are involved in the process, what their circumstances are and what she strives for in life.

**Attention:** for India, Its people, culture, nature and talents.

**Dedication:** to human, animal and environment

**Cooperation & Communication:** between India and Europe. Together we can strengthen our powers for a better world where everyone can live up to their potential. Pure Jute is committed to her Indian supplier and customer and stands for a sustainable and lasting collaboration. We will work together as a team and treat each other with respect and dignity.

**Consideration:** for the customer and the people that make it for you.

We work already with Famous brands in the world and are very happy that Pure Jute can bridging the gap in transparency & sustainability.



Rabobank



**Renata Brabander**

Managing Director



**Wouter van Eijkelenburg**

Strategic Advisor Trade Promotion

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## Rabobank

Rabobank is a cooperative and socially responsible bank. Our aim is to be market leader across all financial markets in The Netherlands and the leading global Food and Agriculture bank. With over 400 offices, serving approximately 10 million customers Rabobank has been present in Asia for over 30 years and has built a strong franchise and network.

### Rabobank Group in India

Rabobank, with its predominant focus on food and agriculture related sectors, has identified India as an important focus country in Asia. As a leading Food and Agribusiness bank, Rabobank Group has been operating in India since 1998. Presently it operates as Coöperatieve Rabobank U.A., with its first branch and corporate headquarter located in Mumbai and Rabo India Securities, the investment banking arm of the group and provide specialised products and services. Rabobank offers a wide array of products to its clients and based on its deep understanding of the global Food and Agriculture and Renewable Energy sectors and its globally networked presence.

### Our product offerings in India:

- Corporate Banking
- Global Financial Markets
- Mergers & Acquisitions
- Equity Capital Markets
- Project Finance
- Food & Agri Research & Advisory Services
- Trade Commodity Finance
- Cash Management
- International Services Desk

Rabobank Foundation, Established in 1974, Rabobank Foundation ("RF") is the social fund of Rabobank focused on helping people become self-reliant. Rabobank Foundation has been very active in India for the last six years. Aligned with the Banking for Food agenda, RF's interventions are along two primary themes: Access to Finance and Supporting Small Producers.



**Ahmet Tunali**

Area Manager South East Asia

### Rijk Zwaan

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### Rijk Zwaan India Seeds

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## Rijk Zwaan

Rijk Zwaan is a Dutch family-owned vegetable breeding company. It is amongst the top 5 companies in the global vegetable seed market, with a turnover of approx. 450 million euros and a market share of 9%. Rijk Zwaan develops vegetable varieties and sells the seeds produced from them. It combines the huge genetic diversity that nature has to offer with continuous investment in R&D (approx. 30% of the annual turnover). This results in plant varieties with ever-better combinations of desired traits.

Rijk Zwaan has more than 1,200 varieties in its assortment, across more than 25 different vegetable crops. Rijk Zwaan seeds are sold in more than 100 different countries through 30 locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, the Netherlands. In addition Rijk Zwaan has over 30 foreign subsidiaries handling sales, R&D and seed production activities. Rijk Zwaan employs around 3,300 people and they are the company's most important asset. The company culture is centred on involvement, teamwork and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service.

Since 2010 we have a subsidiary in Bangalore, India. A dedicated team of sales and product managers sells our vegetable seeds to growers all over India. In February 2017, a new breeding station near Bangalore was opened. Rijk Zwaan is highly driven to be the most customer centric seed company and lead the way in vegetable cultivation through focus on sustainability, protected cultivation, and tackling rising issues on urbanization and climate change in the region of India.



## Shree Chakra Foods



**Sathish Sastry**  
Managing Director

Shree Chakra Foods is a private limited company registered in the Netherlands. We are an importer and distributor of packaged and semi-packaged food products and spices from India to Europe. We are looking to meet potential suppliers and business partners in India. We are an exclusive distributor of OGARA ([www.ogara.in](http://www.ogara.in)) food products in Europe. We are also looking to meet potential logistics providers and handlers from India especially from Bengaluru who can seamlessly provide us with these services. Certifications to export to EU and holding such necessary license and having experience dealing with exports to Europe and specifically to the Netherlands is a big plus. Also companies experienced with packaging requirements, safety and health guidelines and compliancy with EU standards is a must.

We are also open to import any other food related products that may have a potential market across Europe. We also are very much interested to learn about new trends in technology related to agriculture and farming effectively. This will help us make our products greener and eco-friendly.

### Shree Chakra Foods

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## Terranauta



**Salvador Roig-Coll**  
Founder

Terranauta is a Dutch company focused on the transport of bio-ideas worldwide. The core of our business is to empower agribusiness & rural development. We are focused on soil fertility, soil regeneration, water management, organic fertilizers and developing specialty farms such as agrihoods from design to branding and franchising.

Terranauta is compound Wageningen UR trained staff, we speak altogether 12 languages, including Mandarin and Arabic. A partnership can help your breakthrough ideas, products and technologies flow all over the world.

Our first main goal is to bring to the Indian agriculture & horticulture special fertilizers and soil regenerative amendments. We have available liquid organic matters, bio-stimulants and plant self defense inducers. They can be applied through foliar treatments, seed treatments and fertigation in all kinds of crops. These products help increasing yields (average 25% increase) and crop quality parameters (e.g. sweetness in tropical fruits). They have also positive environmental impacts and benefits for the farmers health (plant-based fertilizers with ZERO chemical residuals).

For this first goal we are looking for agricultural companies and distributors willing to apply our cutting-edge fertilizers.

Our second goal is to meetup with interested visionary partners who can imagine an agrihood full of organically grown food, fresh air and with a focus on wellbeing. A place where residents and visitors have a place to grow, restore and reconnect to themselves, make new friends and be closer to nature.

The motto of Terranauta is "Transport of bio-ideas", in this case on the one hand bio-fertilizers to enhance health, productivity and taste of Indian fruits and vegetables and on the other hand agrihoods where together we unlock the potential of farming, food and wellbeing.



**Mohamed Machbouâa**  
Business Development MEA

### Terranauta

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**Willemien van Asselt**  
Director International Strategy

## Topsector Agri & Food

Topsector Agri&Food is one of the 9 topsectoren in which the Netherlands excels worldwide. Business, universities, research centres, government and social organisations work together on knowledge and innovation, internationalisation, human capital in order to strengthen this position.

Topsector Agri&Food stimulates new knowledge and innovations, first and foremost by creating and financing research and innovation projects. This does not just include fundamental and applied research, but also valorisation. Through international cooperation we actively connect our Dutch organisations to innovative companies, universities and government abroad. Internationalisation focusses not only on research and innovation but also on trade and international Cooperation.

The Agri&Food related challenges like Climate smart agriculture, data driven Agriculture, AMR but also foodwaste and food processing are crucial topics for the Topsector Agri&Food and we like to explore how key technologies can help solve those challenges and aim to build new and relevant networks during the Tech Summit and the networking events.

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**Loek Hermans**  
Chairman



**Gert Stiekema**  
Managing Director

### Topsector Horticulture & Starting Materials

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## Topsector Horticulture & Starting Materials

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

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

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



**Jos van Doren**  
CEO/owner



**Ingrid Emonds**  
HR Business Partner

### Van Doren Engineers/ Dutch Plantin

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## Van Doren Engineers/Dutch Plantin

The Van Doren Group in Boekel is a family owned company with 2 types of businesses: Van Doren Engineers and Dutch Plantin.

VAN DOREN ENGINEERS is active in industrial automation and production-ICT.

With 350 employees it has established its own place within the continuity of production processes of industrial companies and equipment manufacturers. Van Doren Engineers is a family business characterized by willpower and entrepreneurship. We are straight forward and live up to our value of following up on agreements. Van Doren Engineers has four branches in the Netherlands, one in Germany and also a branch in Nitra (Slovakia). Van Doren Engineers belongs to the Van Doren Group.

DUTCH PLANTIN is active in coir production and substrate production for the horticultural industry. It owns 14 production sites in India, Ivory Coast and the Netherlands and is the world's largest producer of coco products. Clients from Dutch Plantin are pottingsoil producers, importers/distributors and large growers worldwide. Coco products are eco-friendly and used as 100% substrate (pottingsoil) or as a substitute for peatmoss in mixtures up to 50%. Coco products have unique characteristics no other products for substrates have.

Recently we joined the consortium HortiTechIndia with other Dutch companies to develop and support the upcoming Indian horticulture for growing out of soil. Several growers and research stations in India are provided with Dutch Plantin coir substrates.



**Robbert Mica**  
Co-Founder & CMO

### VanderSat

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## VanderSat

VanderSat is a global provider of commercial satellite-derived data products and services. VanderSat develops water, vegetation and temperature related products for different sectors, with a special emphasis on social environmental impact, the agri-food industry, insurance and water management. Together with our clients and partners a variety of applications have been developed to improve crop yield prediction, reduce the use of pesticide, optimize irrigation practices, and to enhance climate resilience of hazard prone societies.

Our mission is to build the best satellite products to solve the global water and food crisis and always keep innovating. Together we set one big hairy audacious goal to make impact on 1 billion hectare agricultural land within 5 year.

## Wageningen University & Research



**Raoul Bino**

Managing Director Agrotechnology  
& Food Sciences Group



**Marco Otte**

Senior Advisor Corporate Strategy  
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### Wageningen University & Research

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

Besides fundamental research and academic training WUR provides:

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

Wageningen Food & Biobased Research is one of the Contract Research Organizations of WUR, part of the Agrotechnology & Food Sciences Group. Together with our clients we develop healthy and tasty food, truly-sustainable food chains, and chemicals and materials that use biomass instead of fossil resources. Our in-depth knowledge of the entire chain, from raw materials through processing to end product, drives our approach. We work with national and global companies, governments and other research institutes to create innovative solutions.



**Gerrit van Dieren**

International Officer

### Wellantcollege

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## Wellantcollege

Wellantcollege is the largest agricultural (pre-)Vocational Education and Training (VET) institution in Europe.

- Over 13000 students
- 1300 teaching staff
- 21 pre-VET schools and 10 VET-schools
- Located in centre and west part of The Netherlands

We provide practical hands-on education of high quality with personal approach and involvement for lifelong career in green industries.

#### Keywords:

- Sustainable
- Innovative
- Entrepreneurial
- International

Additionally Wellantcollege provides, in the Netherlands and abroad, professional courses and training as part of LifeLong Learning from the various centres of excellence that are linked to our vocational schools.

Since 2 years we provide training sessions in cooperation with SKUAST University (Srinagar) and Progressive Growers Association (Shimla) to improve level of fruit production in Kashmir and Himachal Pradesh.

#### Education departments:

- Agri Food and Health
- Water, Urban Green and Land Management
- Agri-business and Green Technology
- Countryside and Environment
- Horticulture
- Veterinary nursing

Wellantcollege holds the Erasmus+ VET Mobility Charter, a European recognition of our proven quality.

## WorldEmp



**Frank Korf**  
CEO

WorldEmp makes Dutch IT and Engineering companies stronger which is good for the economy of the Netherlands. WorldEmp has its head office near Amsterdam in the Netherlands and its engineering/support offices in Pune and Bangalore in India.

The WorldEmp concept is a new way of working which allows European companies to have their own employees at a distance without having to have their own office abroad. The employee works from a WorldEmp international office from where all daily activities are carried out.

With the help of the WorldEmp high-end videoconference system the employees will work directly for and with their western colleagues as though they are face to face.

The WorldEmp concept gives a western company the ability to recruit from a global pool of talent and will contribute to the international development of the employee and the European company they work for.

### **Products and services offered:**

- Facilitating IT and Engineering talent for Dutch organizations
- Hosting of the employee at a distance in a high-tech office environment
- Recruitment / Talent assessments
- Providing online tools for working remotely
- Managing technology centers for Dutch companies in India
- Facilitating Indian business development professionals in India for the Indian market

### **Unique selling points:**

- Your own employee at a distance without opening your own office abroad
- Highly talented workforce to fill the skills gap in Europe
- Fixed monthly "All-in" fee, no surprises
- Only 2 to 8 weeks recruitment time

### **Profile of commercial contacts sought:**

- We seek matchmaking with educational institutes tailor made schooling programs in different sectors
- We seek Dutch companies who wish to benefit from the opportunities available in the Indian labour market and are looking for a structured way to operate from India

### **WorldEmp**

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## Life Sciences & Health



**Akbal Mohamed**  
Director

## Amrit Consultancy

Amrit Consultancy develops web applications and mobile apps. For the diabetes sector, Amrit has developed an application for the D-Support Foundation and the Diabetes Fund to link babysitters of families with children with diabetes and to monitor the process of babysitting a child with diabetes.

For the Halotherapy Foundation, Amrit is developing a project to monitor clients of Salt Rooms who are connected to the Foundation in their visits to a salt room. Halotherapy is a treatment in a specially developed salt chamber, where the natural microclimate of salt caves is simulated. The client inhales a fine salt spray. Due to the small particle size (less than 1 micron), this natural salt even ends up in the lower respiratory tract and lung vesicles.

Amrit has previously developed an application for Haga Hospital to administer heart surgery. The quality of cardiac surgery is determined based on the data from that application. We work together with Stabij and Palime.

### Amrit Consultancy

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**Remko van Leeuwen**  
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### Amsterdam Institute for Global Health and Development

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## Amsterdam Institute for Global Health and Development

The Amsterdam Institute for Global Health and Development (AIGHD) is an international research and education institute that works to develop sustainable solutions to major health problems. AIGHD was initiated as a partnership between the Amsterdam UMC, the University of Amsterdam (UvA) and the Vrije Universiteit Amsterdam (VU). Today, it is a dynamic research and education institute that thrives on intense collaboration among experts from multiple disciplines including biomedicine, economics and social and behavioral sciences. With its interdisciplinary and translational approach, AIGHD addresses the most critical medical, social, economic and political challenges in global health and development that cut across national and political borders.

We are participating in the mission, as we would like to connect with parties in India for collaborative work in 4 of our priority areas:

- The global fight against the rise antimicrobial resistance
- Development low-cost vaccines for poverty related diseases
- Reversing the epidemic of diabetes mellitus
- Supporting entrepreneurship in healthtech via an intensive three months program through a global accelerator program.

We aim to link up with partners that can help us:

- Create a strong innovation climate for innovative strategies and products
- Promoting an interdisciplinary and cross-sectional approach towards development of new technologies
- Ensure equitable, faster & better access to those technologies for to achieve better health for all

## Amsterdam University of Applied Science



**Ben Kröse**  
Professor Emeritus Digital Life

The Amsterdam University of Applied Science (AUAS) is the largest institute for higher professional education and cutting-edge research in the Netherlands, taking advantage of its privileged location in a city where 175 nationalities live.

Scientific research at AUAS develops knowledge and applies it in professional practice and society. The Digital Life group focuses on information technology for healthy living and e-health applications. The group studies the use of sensors and advanced data analysis methods. It also researches the design, acceptance and effects of digital interventions. The group is embedded in the faculty of Digital Media and Creative Industries, thus involving advanced design methods and elements of gaming and play.

Together with professors from the faculties of Health, Sports and Social Sciences, a program Urban Vitality has been developed, focusing on the creation of a vital and healthy Amsterdam. This program is carried out in close cooperation with the city of Amsterdam, health organizations and companies.

AUAS is interested in collaboration with universities, health institutes and companies in India in particular in the field of research and education.

### Amsterdam University of Applied Science

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## Careanimations



**Rob Neeter**  
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**Shekhar Jakhadi**  
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### Careanimations

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Careanimations develops libraries of animated videos, explaining health(care) and public health related subjects in easy-to-understand spoken language. Our video content is meant for everyone, but we give extra effort to accessibility and understandability for people with low literacy and/or limited digital skills.

All videos are adapted to local situation(s), language(s) and culture(s) and – if useful – personalized to the individual user.

We use a highly efficient production process, that enabled us to produce over 7,500 animated videos in the 2.5 years since foundation. In the Netherlands we have proven our value and we actively partner with the Ministry of Health, health insurers and >80% of pharmacies.

Careanimations India is located in Mumbai. Here we develop our software and we have started business activities, focused on India.

### We have two focus areas:

- Watchyourmeds®, our existing solution of easy-to-understand information about medicines, diseases, diagnostic tests, interventions, etc. We offer Watchyourmeds to chains of private hospitals and diagnostic facilities. Watchyourmeds will be adapted to Indian interests, circumstances, languages, cultures and customer needs.
- The not-for-profit Careanimations Public Health Initiative (CPHI), offering a comprehensive library of animated videos on Public Health challenges, such as sanitation, drinking water, education, nutrition, female hygiene, mother&child, (non-)communicable diseases, mental health, substance abuse, domestic violence, etc. CPHI is meant for the people in rural territories and urban slums. Together with NGO's at grassroot level and CSR partners, CPHI empowers health workers to bring a tangible and structural improvement to the lives of hundreds of millions in the last mile.



**Anupam Nayak**  
Founder & co-CEO



**Maarten Steinbuch**  
Founder & co-CEO

### Eindhoven Medical Robotics

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## Eindhoven Medical Robotics

Eindhoven Medical Robotics aims to be the world leader in high precision surgical robots. We do not replace surgeons, but give them image guided mechanical hands to perform the impossible – complex surgeries with reliable, safe and successful patient outcomes. Our competitive pricing makes the systems more attractive as compared to others in the market.

Our current portfolio includes robots for

- supervised autonomous skull base surgery
- deep brain instruments for positioning of electrodes, biopsies
- steerable shape memory alloy catheters for guided cardiac ablations
- minimally invasive laparoscopic surgery
- retinal surgery

We aim to be a 1000+ team by 2028 with engineering and manufacturing located in Eindhoven, The Netherlands. We recently won Euro 4m in grants, one out of which is the NL-India GlobalStars – where we will develop spine surgical systems with RadboudUMC, CMC Vellore & IIT Madras. We are faculty at the World Skull Base Centre, Bangalore.

In India we are actively working with hospitals in Mumbai and Bangalore. We look forward to setting up world class training programs in NL-India for educating surgeons in robotic surgery. We have secured our first robot orders for India this year.

#### Profile of Commercial Contacts Wanted:

Hospitals (commercial and with medical colleges) interested in participating in development and clinical trials in the Netherlands, scaling trials from NL to India in collaboration with Dutch hospitals; pre-order training simulators, pre-clinical and commercial systems. Surgeons interested in joining our panels may also get in touch.



PARTNER FOR LIFE



**Len de Jong**  
President & CEO

### Enraf-Nonius

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## Enraf-Nonius

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

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

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

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

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



## Erasmus University Medical Center



**Bart Haagmans**

Workgroup leader Viroscience  
Department



**Jan Nouwen**

Coordinator Research & Global  
Health Education

### Erasmus University Medical Center

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

#### Research&Innovation:

Erasmus MC has been consistently ranked in the world's top 25 for clinical medicine (USNews Clinical Medicine 2017: no21) and it's research publications are cited 1.75 times the world average.

The overall research aim of Erasmus MC is to translate bench discoveries to bedside applications.

#### Education&Training:

Erasmus MC is also the largest medical school in the Netherlands, with ~2,500 medical students and ~250 PhD graduations/year. It has the most research-focused medical education in the Netherlands and 20% of medical students finishes as MD-PhD, being both clinical doctor and scientist. Erasmus MC offers BSc, MSc and PhD programs to train the next generation of medical practitioners and researchers.

#### Patient care:

Erasmus MC has built a new ~1,000 single patient bedrooms hospital to accelerate its medical innovation and ability to treat patients with the newest and best materials and treatments.

#### Economic impact:

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



**Erwin Sieders**

Partner - International Tax &  
Transaction Services



**Virender Sharma**

Director - International Tax and  
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### Ernst & Young

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## Ernst & Young

At EY, our purpose is *Building a better working world*. The insights and quality services we provide help build trust and confidence in the capital markets and in economies the world over. We develop outstanding leaders who team to deliver on our promises to all of our stakeholders. In so doing, we play a critical role in building a better working world for our people, for our clients and for our communities.

Through our four integrated service lines - Assurance, Advisory, Tax and Transaction Advisory Services - and our deep sector knowledge, we help our clients to capitalize on new opportunities and assess and manage risk to deliver responsible growth. Our high-performing, multidisciplinary teams help them fulfill regulatory requirements, keep investors informed and meet stakeholder needs.

As industries converge, they create new value and opportunities for business. EY helps organizations identify and capitalize on these new opportunities.

From mobility to health care to future cities, traditional industry boundaries are being disrupted, as sectors converge to adapt to technological and societal changes.

Navigating this fast-changing environment requires agility and fresh thinking. As we reinvent how we work, live and play, EY is helping clients embrace industry disruption as an opportunity.

#### Desired Profile of Commercial Contacts:

Looking for matchmaking with companies, institutions and organizations that consider expanding their activities to Europe and the Netherlands or expanding into India.

#### Key words:

M&A, due-diligence, joint-ventures, financing, capital markets, holding, tax structuring, transfer pricing, supply chain, cash flow management.



**Jacco Vroegop**  
Medical & Clinical Director

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## Faceland & Worldeye

**Faceland** is established in 2013 and has 12 locations in the Netherlands, 1 in Germany and 1 in Switzerland. Our vision is to make aesthetic medicine and cosmetic / plastic surgery acceptable and accessible to everyone.

**Worldeye** Amsterdam is established in 2017 and belongs to an international leading group of eye hospitals. We are offering all kinds of eye treatments and are specialised in refractive surgery: helping people seeing again without glasses or lenses by an trifocal implant lens or a laser treatment.

### Why us:

Both companies are working together in bringing healthcare to a next level and helping people to stay mentally and physically healthier during their lives. Our presence in the Dutch market is significant. We are a team of professionals with the goal to become the number one in Europe in anti-aging treatments and stem cell therapy.

### What we are looking for:

We believe stem cell treatments are the next step in healthcare. Therefore we are planning to open a stem cell clinic in Zürich Switzerland before the end of the year. We are looking for partners with experience in stem cell treatments and innovation in healthcare related to stem cells. In doing scientific research with us, and the possibility to sell us high quality of mesenchymal T- and B-stem cells and or setting up a business together.

We are looking forward to cooperating with you!



**Louis Hendriks**  
Managing Director



**Malika Belani**  
Sales Manager, India

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## Global Value Web

Global Value Web (GVW), with strong presence in India provides enabling services to Global Lifesciences Industry.

In the digitization journey of the industry, there is an increasing amount of business and science data that needs to be processed seamlessly. This places an increased workload on the scientist and laboratory analysts throughout the global platform networks operated by the leading LifeSciences companies. GVW has been providing science and business-related data services since 2007. Through its current global network of 100+ professionals, GVW enables dozens of (leading) laboratories around the world. Laboratories and manufacturing sites that comply to the most stringent rules related to Data Integrity and cGMP.

Through the GVW Enabling Services for R&D, Manufacturing, QA/QC and Global Planning, GVW Clients can meet the demand placed on them to keep their data Attributable, Legible, Contemporaneous, Original and Accurate. As well as Complete, Consistent, Enduring and Available.

To achieve the needed data quality level a high level of professional experience is required to treat the data accordingly. All the way from gathering, organizing, curating and analyzing the involved science and business data. It's the talent/the people working the data, in advanced digitized environments, that make the entire Life-Sciences globally extended value chain reliable. GVW's unique global collaborative operating model is tuned to deliver data services that meet the highest quality standards, is affordable, and brings sustainable savings to any globally extended LifeSciences value network or platform.

Turn to GVW for Data first, in a world that is organized around People, Data, Process & Technology. The future is "Control by Data".

**Carmen van Vilsteren**

Chair of the Top Sector Life Sciences & Health and Director of the Strategic Area Health at Eindhoven University of Technology (TU/e)

**Health-Holland**

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**Health-Holland****About Health-Holland (Top Sector Life Sciences & Health)**

The Dutch Life Sciences & Health (LSH) sector is one of nine “top sectors” in the Netherlands. The top sectors are designated by the Dutch Ministry of Economic Affairs and Climate Policy and are selected on their ability to contribute substantially to global societal challenges. Health-Holland is the Top Sector LSH’s communication channel.

The Top Sector LSH entails a broad scope of disciplines, from pharmaceuticals to medtech, from healthcare infrastructure to vaccination. In order to realise its mission – vital functioning citizens in a healthy economy - the Top Sector builds on the strengths of the Dutch Life Sciences & Health sector to address the biggest societal challenges in prevention, cure and care: improving the quality of life (vitality) while restraining the costs of healthcare.

The Top Sector LSH initiates and stimulates multidisciplinary public-private partnerships (PPPs) to valorise innovation. By attracting financial means, sharing best practices and the univocal Health-Holland sector communication, the Top Sector boosts a productive infrastructure.

**Bart Geerts**

Founder and CEO

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**Healthplus.ai**

Healthplus.ai is an artificial intelligence start-up based in Amsterdam.

We build and provide accurate, affordable, scalable and work-flow-integrated (EHR, PACS) tools that support health care professionals and patients to become more proactive towards health and sickness management. Our award-winning team has in-depth expertise in cutting-edge machine-learning, IT architecture, medicine and clinical science. We link data to new insights and actions.

Our first tool, PERISCOPE, predicts infections after surgery at 90+% accuracy 5 days before the normal diagnosis. It allows personalised monitoring and treatment to reduce stress, infection rates and cost, in a value-based business model.

We are looking for R&D and pilot partners (hospitals and industry).



**Frans van den Boom**  
Executive Director Europe

## Human Vaccines Project Europe

The immune system is the human body's primary mechanism for staying healthy. Decoding it should be central to our efforts to understand and fight disease, whether non-communicable or infectious diseases. HVP is harnessing the power of the human immune system with the enormous potential of machine learning and artificial intelligence, to decipher the key principles guiding human immunity across diseases.

### In the first 3 years of the Project:

- Open sourced the first sequencing of the human immune system.
- Used machine learning to predict who will and will not respond to vaccination.
- Established one of the world's leading scientific consortium across industry, government, and academia.

### In the next five years, we aim to:

- Finish the initial genetic sequencing of the human immune system.
- Determine the initial rules by which the immune system fights disease.
- Develop the first AI models of the human immune system

### The purpose of the European Program is to:

- Contribute to overall objective of the HVP to accelerate the development of vaccines and immunotherapies to prevent and treat important diseases.
- Focus on outreach, advocacy, fundraising, creating partnerships and consortia to strengthen the European contribution to the global effort by:
  - Establishing a network of leading European consortia for human immunology and vaccination and connect them to the mission and activities of the HVP.
  - Mobilizing financial support
  - Advocate for scientific prioritization of the decoding of the immunome
  - Working together with government, academia, industry and non-state actors – build champions and powerful alliances

### Stichting Human Vaccines Project Europe

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**Gaurav Gupta**  
Regional Ambassador

## i-team Global

i-team Global focuses on the development & design of high-end cleaning machines, products and utilities. Ranging from scrubber dryers, vacuum cleaners, gum removers, lighting solutions, microfibre pads and all-in-one cleaning islands. Our goal is to simplify the entire cleaning process and to bring back the fun in cleaning. Our flagship innovation is the i-mop XL scrubber dryer, which has revolutionized the cleaning industry by changing the process of cleaning. Since the introduction of this innovation, we have expanded our entire range with over 20 products.

i-team Global is considered a worldwide key innovator, spanning more than 60 countries and ever expanding. We are not limited to only innovating machines as most other companies do. We innovate in processes and cleaning related mediums e.g. water, chemicals etc. to achieve real sustainability in the cleaning industry.

i-team Global redefined the standards and expectations of cleaning. We redefined the cleaning space as 4D, including the dimensions of floors, furniture, walls & ceilings and the air within a facility. It is only by addressing these interrelated dimensions that a facility can be made optimally clean.

### i-team global

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## Indo Dutch Healthy Village Foundation



**Yusuf Goedbloed**  
Chief Innovation Officer

### Healthy Villages a tailor made global approach:

Rural development and improving health care for rural population is a global challenge that may be addressed with an overarching approach: Healthy Villages. Access to health services depends on availability of health clinics and hospital, presence of doctors and medicines, but also the awareness and education to decide to seek health care at the right time as well as the (economic) possibility to get to a health post. A tailor made approach is developed with a modular programme for each unique location.

### The concept:

Healthy Villages provide adequate availability and access to health care in rural areas. The concept bears community development at heart in order to guarantee health conditions in vital communities. Together with health care a clean environment, a healthy diet, security and presence of government institutions with provision of basic services such as education, clean water, energy and telecommunications, are considered crucial elements of well-being. Healthy Villages promotes self-determination and (economic) empowerment in order to achieve durable and adequate, personal well-being in communities and (rural) regions. By meeting the needs of health care a local development process with the population, the government and public private (international) projects is ignited over a number of years.

### Indo Dutch Healthy Village Foundation

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## Intravacc



**Gideon Kersten**  
Chief Scientific Officer

Intravacc, the Institute for Translational Vaccinology, is an experienced R&D organization with a proven track record in vaccinology of over 100 years. Intravacc originates from the Institute of Public Health in the Netherlands in Bilthoven. We have a wide range of expertise to independently develop vaccines from lead concept to clinical phase I/II studies as well as our own product pipeline and patents. Our ambition is to bridge the translational gap between vaccine lead finding and clinical development.

### Products and services offered

Product development and licensing:

- Vero cell based viral vaccines
- Outer membrane vesicle bacterial vaccines
- Conjugate vaccines

Fee for service vaccine development:

- Upstream processing
- Downstream processing
- Analytical development
- Formulation and adjuvants

### Unique selling points

- One-stop shop for human vaccine development
- Experienced technology transfer partner
- Proven track record from bench-to bedside development
- Knowledge-driven (120 + peer reviewed publications last 5 years)
- GMP certified
- Strong in public-private partnerships

### Profile of commercial contacts wanted

- Vaccine manufacturers wishing to expand their product portfolio with licensed vaccine concepts, co-develop with Intravacc their own vaccine concepts or improve their existing products and production processes.
- Biotech and R&D institutes to bring their vaccine leads to the clinic.

### Intravacc

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**Peyoush Datta**  
Director

## IPA Projects & Services

IPA is a specialized company with an existence of more than 20 years. IPA deploys its services to support companies and small-medium sized enterprises, wishing to achieve business growth by an expansion strategy, technical innovation and needing local experienced management and representation. IPA is synonymous to the improvement of efficiency through active project management and market effectiveness.

IPA is a leading company in doing projects from analysis till realization in different sectors of industries i.e. agro & food, medical, automotive, production logistics and electronics. The key values of the company remains i.e. strategic partnership, knowledge transfer and co-creation. We are a bridge between India and Netherlands. Being our partner means having access to our broad network within Europe and India, allowing our partners to achieve their goals on a win-win basis.

The Health industry is very diverse. When considering expansion, it is very important to know the target market, paired with the legislations and policies. The opportunities are vast, and investments are high. IPA can be a decisive partner in long term success.

IPA has got a proven network within the Dutch and Indian industry frame work i.e. Rotterdam Partners, FME, NFIA, Port of Rotterdam and as an ambassador of Smart Industry. Innovation, technology and doing business development projects is at the forefront in our business.

Our valued customer and partner references goes to Philips, Barco, Jabil, LT Foods, Dual Logistics, Holland Innovative, Symach etc.

- Technology transfer, merger and joint venture
- Market orientation
- Project management & finance control
- Business development strategy to realization
- Multidisciplinary network of partners, institutions and organisations

### IPA Projects & Services

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**Jan van den Berg**  
Supervisory Board Member at  
Achmea, PGIM India, DPLI India,  
MyTomorrows  
Principal and health activist at  
Joep Lange Institute

## Joep Lange Institute

The Joep Lange Institutes (JLI) was established in 2015 as an independent activist institute, inspired by the life and work of Joep Lange who sadly lost his life in the MH17 plane crash.

Joep was on the front lines of HIV/AIDS research from the 1980s onwards, as well as a pioneer of HIV/AIDS treatment in Africa, which he started in 2001 through the PharmAccess Foundation.

JLI combines science, activism, and pragmatism to reach its goal: making health markets work for the poor. There is a historic opportunity thanks to the mobile revolution. Mobile technology is trusted. It allows inclusion of those formerly excluded at minimal marginal costs. It allows value created from data to flow back to the health system.

JLI's ultimate goal is to convince, mobilize and build forceful coalitions of the willing who can make change happen. By shaping, testing and activating Big Ideas.

For India we are deeply engaged in re-engineering diabetes medical care with a real time data platform and empowering patients to adopt life style change with our partners in India en Netherlands: Piramal Foundation, Asia Heart Institute Mumbai, Eternal Hospital Jaipur, Voeding Leef Amsterdam.

### Achmea

Achmea is the leading health care insurance company in the Netherlands and the largest European health care insurer. Achmea serves more than 10 million customers. It has gained highly acclaimed recognition for digital service and customer engagement concepts. As a health care insurer it actively helps customers find the best and most suitable care.

### Joep Lange Institute

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## LiteVax



**Luuk Hilgers**  
CSO, CEO a.i.



**Peter Paul Patenburg**  
COO

LiteVax is a Dutch biopharmaceutical SME with the mission to impact global health by developing and exploiting novel vaccine adjuvants used to increase efficacy. Vaccines are the most cost-effective, medicinal products and half of the world-wide volume is manufactured in India. New vaccines against a wide range of infectious diseases are still needed and to develop these joint efforts of R&D organizations, manufacturers and regulatory authorities is required. India has the know-how, technology and infrastructure to develop state-to-the-art products as well as private parties with the ambition to develop and commercialize new products for domestic and foreign markets. This all makes India attractive for partnering our technology for a range of targets.

Our strategy is to establish open and long-term partnerships with public and private vaccine R&D organizations. We follow an open business approach by supplying test material for internal evaluation, which expresses our confidence in product and partner. We were in India several times to meet R&D organizations and discuss possible collaborations. Next to B2B cooperations, we submitted collaborative grant applications, for example for the development of a new generation of flu vaccines with several EU and Indian parties.

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## Maastricht University Medical Centre+



**Leonard Wee**  
Senior Research Scientist

MAASTRO is a nationally and internationally renowned radiotherapy center that explicitly seeks to make the connection between optimal patient care, education and effective scientific research. We want to offer patients a treatment aimed at the greatest possible chance of cure and with as few side effects as possible. Our starting point is that the patient retains control. We do this in a socially responsible way in collaboration with our partners in radiotherapy, with ground-breaking scientific research, training and education.

Within MAASTRO, the research line of Knowledge Engineering and Clinical Data Science performs research with the aim to provide decision support systems for individualized radiotherapy. We have 3 general research themes.

- Build global data sharing infrastructures
- Learn cancer outcome prediction models from this data
- Apply outcome prediction models to improve lives of cancer patients

We have a leading worldwide profile as experts on FAIR digital health data sharing via the innovative Personal Health Train method (that we invented). To this end, we would benefit from close and regular networking with technology companies and large healthcare providers in India, in addition to the ones we already partner with. Contact with regional and national stakeholders in National India Cancer Grid and other similar initiatives would be beneficial to us, as we can raise the profile for creating greater societal value through ethical use of large-scale digital health data.

We are generally on the lookout for other healthcare partners and technology partners who are interested in collaborative R&D and clinical translational research.

### Maastricht University Medical Centre+

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## Mantis Therapeutics



**Nuno Viegas**  
Chief Executive Officer

Mantis Therapeutics has developed a unique bacterial vector that is cheap to produce and is capable of eliminating several tumours with one single dose. This anti-cancer treatment is long-lasting and is safe. Our lead vector can be further developed as a vaccine platform due to its high immunogenicity and high load capacity.

We are looking for collaborators for further development of our bacterial vector.

We have developed a live attenuated *Salmonella enterica* serovar Typhimurium vector (BaCure™) that has best-in-class efficacy against several cancer types. In pre-clinical models, our lead drug candidate elicits 100% colorectal cancer (CRC) growth inhibition, 100% renal cell carcinoma (RCC) growth inhibition and considerable life extension in fibrosarcoma. BaCure™ has built-in safety features that contribute to its inability to proliferate in healthy tissue and increased safety in immunodeficient animals. Our lead vector is so safe that it can be used to treat cancer in Rag 1<sup>-/-</sup> mice, that are deficient for B and T cells. All animals treated and cured with BaCure™, survive the remaining of their life span tumor free and can eliminate any additional tumor challenges tested in months following treatment and cure. The multiple advantages of Mantis vector over competitor technologies, include long-term efficacy, 100% survival, stimulation of a powerful and specific anti-tumour immune response, oncolysis, potential usage as 'trojan horse' to deliver active molecules to the tumour and is easy and inexpensive to produce. This platform can also be further developed as a vaccine platform or drug production and encapsulation platform.

### Mantis Therapeutics

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**André ten Brinke**  
Managing Director



**Rob Baak**  
Marketing Director

### MEDpro Medical

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## MEDpro Medical

MEDpro Medical is a Dutch manufacturer and supplier of medical products such as catheters, dilators and stents. We were established in 2010 and are privately owned. Our MEDpro products are registered and sold in more than 40 countries across the globe. We are ISO 13485 certified, FDA registered and we are CE Certified to the EU Medical Devices Directive 93/42/EEC.

Our facilities are located in the Dutch city of Veenendaal, in close proximity to Holland's leading academic hospitals and life sciences universities. We have close relationships with institutes such as the AMC Amsterdam, AMC Utrecht and the Radboud University in Nijmegen.

### MEDpro's products and services:

- Urology, oncology and radiotherapy products
- Worldwide medical product distribution
- Catheters, dilators, stents, guide wires etc.
- Product development

### MEDpro's Unique Selling Points:

With over 40 years of combined international experience in the medical industry, we are specialists in developing innovative new concepts, product designs and manufacturing processes for medical disposables. We have a large worldwide sales network of distributors, enabling us to deploy new products quickly and efficiently. We also have partnerships with suppliers and OEM agreements with major system manufacturers.

### Profile of the commercial contacts wanted:

We are looking for high quality suppliers and distributors of medical products, interested in expanding their business from India to the rest of the world, through a successful manufacturer and distributor in The Netherlands and vice-versa.



**Namita Krul-Taneja**

Founder and CEO

## Meri Body

### **Making body literacy mobile, empowering and tangible!**

Meri Body, (meaning 'my body' in Hindi) is an e-health mobile app that forms a solution to a huge problem of ignorance around menstruation and the female cycle. We aim to empower and educate millions of semi-literate young women on female body literacy using simple animation videos and technology.

Presently, lack of basic knowledge due to taboo around this topic and misconceptions unfortunately exist so a huge number of women in India think they are fertile during the menstruation days. The usage and knowledge of the Meri Body app will lead to improved healthcare, eradicating abortions (National estimate at 15,6 million in India in 2015) and tackling a worldwide problem of ignorance. With the present demography of approximately 50% of its population under 25 years of age (65% under 35 years) in India, it's highly essential to educate the youth on matters of menstruation, cycle tracking, reproduction, fertility, mother and child healthcare and anti-conception.

The mission, vision and goals of Meri Body are aligned with the United Nations Sustainable Development Goals (SDG) 3, 4 and 5.

### Meri Body

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**Servaas Morré**

Founder and Advisor

## Microbe&Lab

I represent both the SMEs and my Professorships in Maastricht-NL and Allahabad-India. The central theme in both settings is Female Reproductive Health (FRH). Improvement of FRH is achieved by developing new diagnostic tools and treatments via research and epidemiological studies (India, Tanzania, South-Africa). We work on 4 levels:

- Level 1. Sexually Transmitted Infections: development of state of the art STI tests for both Laboratories/Hospitals and for Direct to Consumer testing. CE-IVD approved assays available (CT, NG, TV and MG)
- Level 2: Infertility. When you are too late with treatment of for example Chlamydia trachomatis women get infertile. We develop a host genetic based assay linked to an online platform for big data analyses to aid in better diagnosis of tubal factor infertility (CE-IVD Ready 7/2020)
- Level 3: IVF failure: We have developed a microbiome based prediction rule (linked to an online analyses tool for big data interpretation) which can predict failure of IVF with 95% based on your vaginal microbiome (CE-IVD). Unique assay which we want to promote in India since Female Infertility is among the highest worldwide in India
- Level 4: Vaginal microbiome adaptation. Women who have a microbiome which results in IVF failure should be able to modify their microbiome via pre/probiotics & antibiotics.

### Microbe&Lab

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**Maria van der Heijden**  
Director

## MVO Nederland

MVO Nederland represents Europe's largest movement of entrepreneurs and businesses towards the new economy. With our network of more than 2.000 companies we strive for an economy that is climate neutral, circular, inclusive and with fair supply chains. In partnerships with Dutch and international companies we improve existing value chains and support companies with sustainable innovations and business models to enter international markets. At the level of Dutch and European governments, we lobby for ambitious CSR policies. Our goal is achieved when at least 20 percent of the national GDP is obtained by sustainable business. We aim to reach this tipping point by the year 2025.

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In order to make trade and investments between India and the Netherlands more sustainable, INDUS was launched by the Embassy of the Kingdom of the Netherlands in India and MVO Nederland. INDUS is an Indo-Dutch Sustainability Forum to match sustainable challenges to solutions, in several sectors like agriculture, textile and health. [www.indus-forum.com](http://www.indus-forum.com)

### MVO Nederland

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**Cornelis Boersma**  
Board Member

## NADP

The Netherlands Antibiotic Development Platform (NADP) facilitates the collaboration between public and private organisations, to enhance the development of new antibiotics and alternative therapies for infectious diseases in humans and animals.

NADP identifies relevant research groups, institutes and companies involved in chemical, biological, and/or biomedical antibiotic research to forge collaborations through targeted connections and organises regular meetings with interested parties.

An important objective of NADP is to increase R&D productivity related to new antibiotics and alternatives. To promote the accelerated development of promising 'leads', NADP has developed a financing instrument specifically for this purpose (the NADP Vouchers) and is looking into alternative financing models to enhance R&D output.

This to enable various phases of drug development as well as to gain advice and intensive supervision of research projects from independent consultants or CROs that have specific knowledge and expertise pertinent to the pharmaceutical development process and clinical applications.

(see [www.nadp.nl](http://www.nadp.nl))

### NADP

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**Freddy Weima**  
Director General



**Eveline van Engelen**  
Team manager External Relations  
& Project lead

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## Nuffic

Nuffic is the Dutch organisation for internationalisation in the entire education sector.

Education is the engine of growth. Our activities are based on strengthening international and intercultural competencies and skills of both individuals and organisations.

With a track record of over 65 years, we advise institutions on internationalisation activities; we act as an intermediary in student exchanges and work placements abroad; we share knowledge of foreign education systems and provide assessments of the value of foreign academic degrees and professional qualifications; we manage funds for scholarships, group training, partnership projects and alumni events. Our Holland Alumni network connects more than 50,000 alumni with companies and associations around the world. Organisations use the network to recruit talent globally and to promote events.

With 10 offices around the world we strive for linking international higher education and research with international relations. Our 10 Netherlands Education Support Offices (Neso's) are at the frontline of Dutch knowledge diplomacy and aim to meet the needs and opportunities in attracting and retaining talent as well as preparing foreign students for a smooth arrival and integration in student life, society and work environments.



**Bartelt de Jongh**  
Medical Microbiologist

### PUM Netherlands senior experts

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## PUM Netherlands Senior Experts

PUM Netherlands Senior Experts is working with SME's in selected emerging economies to help entrepreneurs improve their business and become more self-sustaining, by providing hands-on practical advice.

### Key sectors include:

- Agri and Food
- Energy, Water, Waste & Environment
- Healthcare
- Textiles and Leather

Key measure of success is achieving lasting impact. We work with some 2000 senior experts, all volunteers, who share their knowledge and experience on a one-on-one basis. Either through short-term and repetitive advisory missions at the work floor, seminars, through online coaching activities or business link visits to the Netherlands. This can be at the request of the entrepreneur, industry associations, FPO's, or government institutions. Founded in 1978 by the Confederation of Netherlands Industry and Employers VNO/NCW and the Netherlands Ministry of Foreign Affairs, we have been assisting over 40.000 businesses worldwide.

Small and medium enterprises are the backbone of any economy. We offer expertise from entrepreneur to entrepreneur. By doing this, the local economy will improve, resulting in vibrant businesses, better lives.

### Products and Services Offered:

- Agri- & Horticulture
- Animal husbandry & Fisheries
- Food & Beverage
- Energy, Water, Waste & Environment
- Healthcare
- Building & Construction
- Chemical & Synthetic materials
- Metal Industries
- Textile & Leather
- Tourism & Hospitality
- Vocational Education



**Henk Siebren de Jong**  
Chief of International Markets,  
Executive Vice President, Member  
of the Executive Committee



**Daniel Mazon**  
Vice-Chairman & Managing Director,  
Philips Indian Subcontinent

### Royal Philips

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### Philips India

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## Royal Philips

Royal Philips (NYSE: PHG, AEX: PHIA) is a leading health technology company focused on improving people's health and enabling better outcomes across the health continuum from healthy living and prevention, to diagnosis, treatment and home care. Philips leverages advanced technology and deep clinical and consumer insights to deliver integrated solutions. Headquartered in the Netherlands, the company is a leader in diagnostic imaging, image-guided therapy, patient monitoring and health informatics, as well as in consumer health and home care. Philips generated 2018 sales of EUR 18.1 billion and employs approximately 78,000 employees with sales and services in more than 100 countries.

As of January 1, 2019, Philips' reporting segments are composed as follows:

- **Diagnosis & Treatment**, which unites the businesses related to the promise of precision diagnosis and disease pathway selection, and the businesses related to image-guided, minimally invasive treatments. This segment comprises the Diagnostic Imaging, Ultrasound, Healthcare Informatics and Image-Guided Therapy businesses.
- **Connected Care**, which focuses on patient care solutions, advanced analytics and patient and workflow optimization inside and outside the hospital, and aims to unlock synergies from integrating and optimizing patient care pathways and leveraging provider-payer/patient business models. This segment comprises the Monitoring & Analytics, Therapeutic Care, Population Health Management, and Sleep & Respiratory Care businesses (including the Home Respiratory Care business).
- **Personal Health**, which focuses on healthy living and preventative care. This segment comprises the Personal Care, Domestic Appliances, Oral Healthcare, and Mother & Child Care businesses.



**Micha van Lin**  
Director



**Esther van den Heuvel**  
Programme Manager

### Task Force Health Care

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## Task Force Health Care

The Task Force Health Care (TFHC) is the public-private platform for the Life Sciences and Health sector with over 120 partners founded in 1996. Our mission is to improve healthcare and wellbeing internationally with the use of Dutch expertise and in a sustainable and demand-driven manner.

The TFHC network consists of partners from industry, knowledge institutes, NGO's, healthcare providers and the government, all active in the Dutch Life Sciences & Health sector. Our partners provide smart solutions to various healthcare challenges.

### We aim to:

- Stimulate cooperation and knowledge-sharing in order to combine forces within the Dutch healthcare sector, and;
- Present and position The Netherlands abroad in order to be involved in the global and local healthcare challenges.

### Why?

To improve healthcare internationally with the use of Dutch expertise.

### How?

- Through weekly activities within and outside The Netherlands, like health missions, Holland Pavilions, meetings and conferences;
- Through developing and sharing knowledge with the use of our website, social media and various publications;
- Through network facilitation and extensive relationship management.





**Eras Draaijers**  
Programme Manager

## Taskforce for Applied Research | Regieorgaan SIA

In applied research, universities of applied sciences and public and private sector organisations work closely together aimed at improving professional practice and higher professional education. This enables the applied research performed by universities of applied sciences to make an important contribution to resolving social and economic issues. The Taskforce for Applied Research is committed to promoting more and even better applied research by universities of applied sciences.

A key characteristic of this applied research is that it focuses on finding solutions to problems encountered by professionals in actual practice. Through the active collaboration between SME entrepreneurs and public sector professionals, the knowledge and findings acquired during the research ends up directly in professional practice. It also ends up in the curriculum of universities of applied sciences via research groups, lecturers and instructors. The Taskforce for Applied Research is part of the Netherlands Organisation for Scientific Research (NWO) and is financed by the Ministry of Education, Culture and Science.

As a networking organisation, we work closely together with the Netherlands Association of Universities of Applied Sciences, the Confederation of Netherlands Industry and Employers (VNO-NCW), SME Netherlands, the Netherlands Organization for Applied Scientific Research (TNO) and the Chamber of Commerce.

### Taskforce for Applied Research Regieorgaan SIA

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**Shaji Krishnan**  
Senior Scientist

## TNO

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

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

### TNO

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**Nico Verdonschot**  
Scientific Director

## University of Twente | Technical Medical Centre

The Technical Medical (TechMed) Centre of the University of Twente is a leading Innovation Hub impacting healthcare by excellent Research, Innovation and Educational programs. It is equipped with state-of-the-art infrastructure, ranging from research labs, preclinical testbeds and simulated hospital environments.

Our MISSION STATEMENT is: Improving healthcare by personalised technology

Technology is a tool to enable high-quality healthcare. Not only for diagnosis and treatment, but also for improving the quality of life and to stimulate independent living. We strive to have a significant impact on society, both by scientific excellence as well as by linking fundamental research to clinical applications, from the nano to the global scale. Ultimately, we bring our technology to the clinic or to the home environment. For this purpose, it is imperative to have close working relations with clinical and industrial partners.

In our mission to impact society, we stimulate entrepreneurship and enable (new) companies to grow within our regional Novel-T ecosystem, and collaborate with industry, hospitals, governments and insurance agencies on the development of new solutions for healthcare.

Facts & figures about the TechMed Centre of the University of Twente:

- We educate 1500 students in our TechMed BSc & TechMed MSc programmes
- We annually train 500 healthcare professionals by Life Long Learning
- We have 400 fte scientific staff
- 40% of the University of Twente's funded scientific projects focus on Healthcare
- 50% of the University of Twente's recent spin-off companies are dedicated to Healthcare

### University of Twente Technical Medical Centre

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**Koert Stittelaar**  
General Manager, Viroclinics Xplore

## Viroclinics Xplore

Viroclinics Biosciences was founded in 2001 as a virology contract research organisation which operates at a global level, being the preferred virology testing laboratory. Our mission is to improve human and animal health by serving start-ups, the biopharmaceutical industry and NGOs in the development of vaccines, antibodies and antiviral compounds targeting viral infectious diseases.

We are an expertise virology/immunology contract organization, and specialized in virus detection, diagnostics, and surveillance. We routinely perform a range of pre-clinical and clinical diagnostic services, including but not limited to: high throughput serology, immunology-, virology- and molecular assays, phenotyping, and genotyping in both translational studies and phase I-IV clinical studies. Besides our current standard operations, the company also offers the option of design, transfer, and implementation of customized models and protocols to achieve sponsor's development goals.

### Viroclinics Xplore

Viroclinics offers, a clinical service department, a pre-clinical business unit Viroclinics Xplore, an assay development R&D department and a clinical trial operation department all working in an ISO 15189 accredited quality management system, GCLP compliant (clinical) and GLP certified (pre-clinical).

Within Viroclinics Xplore, specific for the anti-viral and vaccine field we perform pharmaco kinetics, immunization, safety and efficacy studies, which we can perform under strict high-containment conditions. Examples of viral targets are respiratory viruses like Influenza, RSV, hMPV, PIV3, MERS-CoV and other viruses like Rabies, Herpes and Enteroviruses. Viroclinics also became a recognized partner for polio eradication. Furthermore, we have the ambition to stretch our expertise into the fields of bacteriology and oncology.

### Viroclinics Xplore

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## Virtuvax



**Ernst Soethout**  
Managing Director

Virtuvax was founded in 2016 and is headed by Ernst Soethout PhD. Having extensive experience in pharmaceutical research, vaccine development and business development, Virtuvax strives to accelerate vaccine development and make the best possible technology available to our clients. For this, we make use of our extensive network in the vaccine industry, governments and the academic field.

### Products and Services Offered:

Virtuvax provides strategic advice, technology and expertise for the development of your vaccine. We generate the business plan for complete product development. Programs range from the development of single unit steps to full development starting from early concept until market authorization. In addition, we provide technology for the production of influenza vaccine (generic, split on eggs), development of RSV vaccine (now at Phase I level) and cell lines for production of biosimilars.

### Unique Selling Points:

- A unique approach for development of vaccines enabling the swift transition of your technology to a marketed vaccine.
- A broad range of expertise in vaccine development that can be targeted to your specific requirements, based in the Netherlands and made available in India.
- In-depth knowledge of market opportunities in The Netherlands and EU.

### Profile of Commercial Contacts Wanted:

- Looking for companies that are expanding their product portfolio of vaccines and/or biosimilars.
- Looking for companies that aim to enter the EU market.

Let's make technology work!

### Virtuvax

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## Vital10



**Roderik Kraaijenhagen**  
Co-founder and Director

The Healthcare system is complicated, opaque and difficult to navigate for even the healthiest among us. Whether we are trying to speak to a doctor, stick to a medication regime, analyze test results or monitor recovery progress, we are often reliant on a slow moving and uncommunicative network of clinics, hospitals and insurers. As health consumers, we expect more from our providers. We demand responsive, customized, clear and transparent support so that we can take on our personal health challenges with confidence. On demand healthcare is our solution. A doctor in your pocket!



**Sabine Pinedo**  
Co-founder and Director

We all want to live a healthier and happier life, whether that means recovering from a heart attack, fighting diabetes, reducing cholesterol or blood pressure, or simply working out more often. Unfortunately, managing our personal health issues can be confusing and frustrating. We have so many questions but can't ask a doctor without a costly appointment. We set goals but struggle to achieve them. We have become reliant on a broken system when all we want is the freedom to be healthy and happy. Getting healthy shouldn't be hard. With Vital10, it won't be. Vital10 inspires you to set goals and works with you to accomplish them. Every step of the way, our digital health coach will monitor your progress and ensure that your path to a healthy life is both efficient and effective. And if you need help along the way, Vital10 will connect you with an accredited expert (physician, physical therapist, trainer, or nutritionist) to conveniently answer any question you have, via your smartphone or computer.

### Vital10

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Vital10 is not only a digital platform but it is a ecosystem for healthy living. Together with network partners outside the healthcare system we build a ecosystem for healthy living. Patients and clients can become member of vital10 and are provided dicount and extra services by partners in the eco-system. For example with supermarkets we focus on healthy products, we give access (via the platform) to all kinds of healthy recipes and by preparing your meal members earn V-points (health credits) by which they can earn extra discount and services. The eco system is provided by a 2 sided personal health app(lication) by which the preverences and needs of the member are connected to suppliers.

**Wim van der Poel**

Professor of Emerging and Zoonotic Viruses, Research Leader Global One Health

Wageningen Bioveterinary Research works on the prevention, eradication and control of animal infectious diseases, including zoonoses, through research, diagnostics and consultancy. By safeguarding animal and public health we contribute to welfare and prosperity as a whole.

[www.wur.nl/nl/Onderzoek-Resultaten/Onderzoeksinstituten/Bioveterinary-Research.htm](http://www.wur.nl/nl/Onderzoek-Resultaten/Onderzoeksinstituten/Bioveterinary-Research.htm)

In this role, we help to guarantee international trade and to preserve the international top position of the Dutch livestock industry. Furthermore, we offer high quality routine analyses and provide innovative solutions to veterinary and biomedical research questions.

Wageningen Bioveterinary Research is coordinator of the Epizone European Research Group, the largest research network working on the prevention and control of epizootic animal diseases.

[www.epizone-eu.net](http://www.epizone-eu.net)

We are a founding partner of the Netherlands Centre for One Health (NCOH) which aims for an integrated One Health approach to tackle the global risk of infectious diseases.

[www.ncoh.nl](http://www.ncoh.nl)

Within the European program of One Health we develop dedicated Joint Research Projects (JRPs) and Joint Integrative Projects (JIPs), and establish education and training in the fields of Foodborne Zoonoses (FBZ), Antimicrobial Resistance (AMR) and Emerging Threats (ET).

[www.onehealthjeu.eu](http://www.onehealthjeu.eu)

In 2018, we established an international Global One Health network with three other top-ranked agricultural universities: University of California in Davis, USA, Nanjing Agricultural University in China and Massey University in New Zealand.

This network stimulates Global One Health collaborations and enables PhD exchanges. We are currently working on a Global One Health cooperative research programme for this network. <https://onehealthjeu.eu/places/wbvr>

### Wageningen University & Research

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**Peter van Londen**

COO

WorldEmp makes Dutch IT and Engineering companies stronger which is good for the economy of the Netherlands.

WorldEmp has its head office near Amsterdam in the Netherlands and its engineering/support offices in Pune and Bangalore in India.

The WorldEmp concept is a new way of working which allows European companies to have their own employees at a distance without having to have their own office abroad. The employee works from a WorldEmp international office from where all daily activities are carried out.

With the help of the WorldEmp high-end videoconference system the employees will work directly for and with their western colleagues as though they are face to face.

The WorldEmp concept gives a western company the ability to recruit from a global pool of talent and will contribute to the international development of the employee and the European company they work for.

#### Products and services offered:

- Facilitating IT and Engineering talent for Dutch organizations
- Hosting of the employee at a distance in a high-tech office environment
- Recruitment / Talent assessments
- Providing online tools for working remotely
- Managing technology centers for Dutch companies in India
- Facilitating Indian business development professionals in India for the Indian market

#### Unique selling points:

- Your own employee at a distance without opening your own office abroad
- Highly talented workforce to fill the skills gap in Europe
- Fixed monthly "All-in" fee, no surprises
- Only 2 to 8 weeks recruitment time

#### Profile of commercial contacts sought:

- We seek matchmaking with educational institutes tailor made schooling programs in different sectors
- We seek Dutch companies who wish to benefit from the opportunities available in the Indian labour market and are looking for a structured way to operate from India

### WorldEmp

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# Maritime



**Richard Smallegange**  
Director International Antea Group



**Vikram Bapat**  
Managing director Unihorn India

### Antea Group

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## Antea Group

Antea Group is a consultancy and engineering firm that operates internationally. We have over 3.200 staff working all over the world. Antea Group combines strategic thinking, multidisciplinary and technical expertise and pragmatic actions. This enables us to provide effective, sustainable solutions to the challenges our clients are facing. We have offices in Europe, North and South America, Africa and Asia. In partnering with the Inogen alliance of environmental consultancies, Antea Group has an almost worldwide presence.

### Antea Group on the international stage

Antea Group operates worldwide, so clients from outside the Netherlands can also benefit from our expertise. Wherever you are in the world, from Colombia to France or India to the USA, we provide expertise, products and services that meet the specific requirements of each country or region.

### Improving societal development

Ports, roads, bridges, water supply, railways and underground tunnels - they are the arteries of society, essential for livability, accessibility and economic growth. However, infrastructure is more than just connecting two points. We understand that the focus is much broader, a comprehensive undertaking involving legislation, regulation and communication. We develop infrastructure solutions that strengthen our built environment without detracting from our natural environment.

### Maritime Sector Services

- Port planning
- Port structures
- Flood protection
- Rivers, coasts & ports
- Dredging & sediments
- Stormwater & wastewater
- Water stewardship
- Data Management & GIS
- Climate adaptation
- Water fund set up and management
- Integrated water resource management (IWRM)
- Drinking water & Groundwater



**Fokko van der Goot**  
Senior Environmental Engineer

### Boskalis

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## Boskalis

As a leading global dredging contractor and marine services provider we offer a unique combination of experts, vessels and services. Maintaining the highest safety and sustainability standards, we provide innovative and competitive all-round solutions to our clients in the offshore energy sector, ports, and coastal and delta regions of the world.

With its roots in the Netherlands, Boskalis has over 100 years' experience in hydraulic engineering, coastal protection and land reclamation. Our head office is located in Papendrecht and we have an extensive network of branches around the world. We operate in 90 countries and across six continents, with a versatile fleet of more than 900 vessels and floating equipment. Shares in the company have been listed on Euronext Amsterdam since 1971.

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

We provide towage services, emergency response and salvage through SMIT. Together with our strategic partners in harbor towage (Keppel Smit Towage in Asia, Saam Smit Towage in the Americas and the joint venture Kotug Smit Towage in Northwest Europe) and terminal services (Smit Lamnalco), we cover more than 90 ports in 36 countries around the world.

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

**Carmit Glik**

Managing Director and Europe CEO

Cogoport's innovative digital freight marketplace transforms the booking and management of container shipping. Shippers can search and compare great rates and book their preferred sailing in moments. Using the platform cuts the effort involved in hunting down prices for ocean freight, leaving businesses more time to look after their customers and win new business.

We do it by working with more than 60 major international carriers and shipping providers who post rates for port pairings around the globe. The prices quoted are the ones the shipper pays; this, along with our progress tracking tools mean that shippers can give their consignees confidence about when their freight is coming and the costs incurred.

**Products & Services:**

- Discover freight rates and book containers instantly
- Digitalize all your shipping documents and access them 24\*7
- Track containers online

**Unique Selling Point:**

- We use advanced breakthrough technology such as AI, Deep learning etc. to provide seamless services to SMEs worldwide.
- Industry leaders with more than 20 years of experience and young tech brigade are the backbone of this organisation.
- Global reach and in-depth market insights.
- One of a kind market place that connects shippers, forwarders and carriers to make trade simpler and cost-effective.

**Profile of commercial wanted:**

Looking for companies that might be interested in cross-border trade from the Netherlands and vice versa.

**Cogoport**

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**Larissa van der Lugt**

Director

**Maurice Jansen**

Senior Researcher - Business Developer

**Erasmus University Rotterdam**

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Erasmus Centre for Urban, Port and Transport Economics is a centre of expertise founded by Erasmus University Rotterdam. Our mission is to help today's and future leaders develop a deeper understanding of the economic, managerial and social evolutions relating to city, port and airport, transport and mobility.

Our experts develop thought leadership by connecting high quality academic research with profound knowledge of inclusive port-led development, transport corridor management and logistics. We provide theoretically informed and evidence-based policy interventions that fundamentally update conventional approaches to port-city development.

**Our objectives:**

- support India in shaping maritime ecosystems, particularly by aligning port-led development with human capital development
- Technical assistance relating to Indian ports and port-city ecosystems in developing human capital, through enhanced capacity building programmes
- Assist development boards in assessing and determining port and port logistics related labour market needs and qualification frameworks
- Assist universities in developing maritime and port logistics curricula.



**Partha Talekar**  
CEO Parikh Power

## Hydromaster Propulsion

Hydromaster is an OEM of marine steerable propulsion with products dedicated to and specialized for commercial inland river transportation. With a history of 60 years and clients worldwide, we offer propulsion solutions that are typically of a mechanical design, easy to install, easy to operate and easy to maintain and service. Therefore, making Hydromaster the best choice for operation in remote and challenging conditions with no local service facilities.

In addition, the company also develops state of the art electric powered propulsion systems. These can be powered by diesel-electric, hybrid, plug in or solar powered systems.

Our focus in India is on indigenization of products and activities. That includes use of local manufactured (sub) assemblies in our propulsion units to reduce the import value and make the technology more accessible. As well as structuring a local network for sales, service and support with our partner in India, Parikh Power.

### Products and Services Offered:

- Steerable Propulsion Systems

### Unique Selling Points:

- Extensive experience with inland river transport and its challenges
- Partnering in India with Parikh Power, offering Local Sales, Local Service, Local Support, maximizing Local Content;

### Profile of Commercial Contacts Wanted:

Shipyards, Naval architects, Private and Public operators

### Hydromaster Propulsion

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### Parikh Power

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**Aniel Autar**  
Notary, Partner

## Kooijman Autar Notaries

Kooijman Autar is a notary-legal firm that assists entrepreneurs and companies and their employees in every phase of their existence: from the setting up of entities to mergers and from demergers to liquidation. We have extensive experience in assisting foreign companies (including Indian companies) that want to set up a subsidiary in the Netherlands, want to cooperate through a joint venture structure or want to take over companies. We also have expertise in the legal aspects of inland and maritime shipping. Kooijman Autar is located in Rotterdam, which hosts one of the largest seaports in the world and is seen as the gateway to Europe.

Giving advice, offering clarity, preventing costly procedures, and providing cost savings come first at Kooijman Autar. Over the years, this has resulted into a client portfolio that includes many successful entrepreneurs. The firm's experts think along with the clients and are constantly investing in the advising role. Clients appreciate this, which is part of the reason why Kooijman Autar has such a loyal client portfolio. The innovative and inventive nature of the company is expressed among other things in the development of new services and products. In addition, the firm has a vast European network.

Due to the fact that the managing partner Aniel Autar LL.M. has its roots in India, is familiar with Indian culture and speaks Hindi, we are able to advise and assist Indian companies like no other.

### Kooijman Autar Notaries

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**Joy Maikoe**  
Managing Director Netherlands

## Maikoe x Maikoe & Partners

Maikoe x Maikoe & Partners is established in 2011 by mr. drs. ir. J.D. Maikoe RA and is specialised in Maritime Capital. Our mission is to proliferate best practices and lessons learned in the Maritime World by the creation and participating in various networks (e.g. global, national, B2B, B2G, Ports, universities). We at Maikoe x Maikoe have been devoted to helping drive awareness on the importance of cooperation, linking and preparedness in the Maritime World.

### Products and Services Offered

Facilitating B2B and B2G cooperation in India and Netherlands. This varies from determining investment and financing opportunities, transforming plans to operations, Triple Helix implementations, optimizing legal tax-business structures and logistics and applications for permits/subsidies and further developing Maritime innovations and startups,

### Unique Selling Points:

- We know the Maritime eco-system of India and Netherlands;
- We have a wide network in Maritime Business Services, Commodity Trading, Offshore, Shipbuilding, Ports & Logistics and Energy & Industry;
- Strategic connection with Rotterdam Maritime Capital of Europe in Rotterdam.
- We understand return on investment and financing in the Maritime World. With an experienced team of accountants, tax-advisors, notary, lawyers, insurance and commodity traders in Maritime World, we support you with legal/accounting/tax/insurance matters. This makes the establishment of your company and your objectives much more easier (vice-versa).

### Profile of Commercial Contacts Wanted:

- Matchmaking with companies interested in expanding business from India to Netherlands (vice-versa);
- Facilitate governmental institutions/enterprises with their goals in India and Netherlands.

### Maikoe x Maikoe & Partners

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**Wouter van Reenen**  
Business Development

## Mampaey Offshore Industries

Mampaey Offshore Industries is specialized in towing, berthing and (auto-)mooring systems. We develop applications that contribute to the safety and efficiency of the maritime, offshore and oil & gas industry. The highly reliable equipment and resulting safe procedures secure the valuable assets (vessels, terminals, quaysides) and human capital involved in these operations.

Mampaey Offshore Industries has an extensive history and vast experience in this niche market, which resulted in pinpointing many products and services opportunities for improving mooring and towing operations.

Initially we focused on the production of the equipment's hardware. We expanded with software, enabling control and monitoring of the equipment while it is used. This addition of intelligence integrated into the products was an important step in the growth and competitiveness of the company.

With state-of-the-art towing, mooring and berthing solutions and integrated information systems, Mampaey Offshore Industries contributes and takes care of the safety and efficiency of the port, maritime & offshore industry. One prime example and current strategic business unit is our intelligent dock locking (iDL) automooring system, an automated magnetic mooring system. This system enables faster & safer mooring procedures. The first series is tested as a ship-to-ship version. This series has been the basis for type approval and market introduction of ship-to-ship and ship-to-shore systems.

### Mampaey Offshore Industries

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## Port of Rotterdam



**Edwin van Espen**  
Program Manager International

The Port of Rotterdam manages and develops the port and industrial area of Rotterdam and is responsible for maintaining the highest safety standards. It operates according to the landlord model, meaning that it develops the basic infrastructure and leases plots to terminals and industries. The objective of the Port of Rotterdam Authority is to enhance the port's competitive position as a logistics hub and world-class industrial complex. Not only in terms of size, but also with regard to quality. The Port Authority is therefore leading the transition to sustainable energy and it is committed to digitalization in order to make the port, and the supply chain, more efficient. With an annual throughput of 460 million tons, the port of Rotterdam is the largest in Europe and is one of the leading ports in the world.

The Port of Rotterdam is developing international partnerships to generate new business opportunities around the globe and promote trade with Rotterdam and the Netherlands. By bringing its commercial network, quality standards and expertise to other markets, Port of Rotterdam helps ports and industrial areas across the world to achieve their maximum potential. Rotterdam is participating in the Port of Sohar in Oman, has an office in Indonesia and acquired a stake in the Port of Pecém in Brazil. The international activities are focusing on developing partnerships, advisory services, participations and digital business solutions.

### Port of Rotterdam

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## Prolusion



**Prewien Pandohi-Mishre**  
Founder/Director



**Mahesvari Autar**  
Marketing & Communication  
Consultant

### Prolusion

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Prolusion Engineering Consultants is specialized in design solutions in the buildings and infrastructure markets. We also develop innovative real estate concepts.

### Engineering Consultancy and Innovative solutions

Our core business is engineering and consultancy in the buildings and infrastructure market. We design bridges, viaducts, tunnels, train stations and ports. Our know-how includes specialties such as floating structures, clean technologies for water purification, waste and wastewater treatment and the integration of these technologies into commercially viable real estate projects. Projects we worked on include Rotterdam Central Station, Train station Driebergen-Zeist and DFDS Terminal Vlaardingen.

### Resort Development

We have developed our own hospitality concept Amaresa Resorts, reflecting our vision on modern society and its needs. We have designed and built our first tropical eco-friendly resort on the island Koh Phangan in Thailand and operate it since 2009. At this moment we are conducting a feasibility study for a floating sustainable river resort in India following the Trade Mission to India in May 2018.

### Marketing and Media Communication Consultancy

Through our strategic partner DesiYUP Media Productions we offer consultancy to companies who want to develop a bilateral relationship between India and the Netherlands in the diplomatic and economic field. DesiYUP Media Productions also helps companies to convey their corporate message through visual storytelling.

### Strategic Partnerships

We have formed strategic partnerships to strengthen our services with:

- TRZIN office for Architecture, Urbanism, and Landscaping;
- DesiYUP Media Productions Marketing, Visual Storytelling, Indo-Dutch Corporate Events.
- TecDesign 3D modelling & Virtual Reality Development;
- Floccqua, Waste/ Water Treatment Technologies;
- Siri Advisory, Financial Advisors;



**Edo de Ronde**  
Business Manager Asia & Logistics

## Rotterdam Partners

The City of Rotterdam is a 'World Port City' being the largest port of Europe and a 'hip and happening' city. Rotterdam is the Maritime Capital of Europe and a global hub of logistic innovation and smart & sustainable port development. International talents are living a good life in Rotterdam.

Rotterdam Partners is the promoter of the regional economy. The International Trade & Investment department is attracting FDI, promoting trade and supporting the innovation ecosystem.

We offer our 'Red Carpet Treatment' to new international companies that want to do business in Europe. Besides, we are informing and supporting expats through our Rotterdam Expat Centre. All our services are confidential and free of charge!

Rotterdam Partners International Trade & Investment and Expat Centre is working closely together with Port of Rotterdam, Netherlands Foreign Investment Agency (NFIA) and Netherlands Enterprise Agency (RVO).

Overall, the goal is to position Rotterdam as a strong, dynamic urban region where you can find a place to work, live, and enjoy the good life. These efforts are to ensure that Rotterdam is known worldwide as a tourist, congress, business and investment destination.

### Rotterdam Partners

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**Johan van Voorthuizen**  
Director Business Unit Maritime &  
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**Aslam Bijapur**  
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### Royal HaskoningDHV

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## Royal HaskoningDHV

Royal HaskoningDHV is an independent, international engineering and project management consultancy with over 135 years of experience. We deliver innovative and sustainable consultancy services in the fields of aviation, buildings, energy, industry, infrastructure, maritime, mining, transport, urban & rural planning and water.

Our 6,000 staff, working from around 100 permanent offices in over 30 countries on projects in some 150 countries, are committed to our promise to enhance society together.

We focus on delivering added value for our clients while also addressing the challenges that societies are facing. These include the growing world population and the consequences for towns and cities; the demand for clean drinking water, water security and water safety; pressures on traffic and transport; resource availability and demand for energy and waste issues facing industry.

Through our in-house digital experience and expertise, we focus on implementing SMART tailored technological solutions for Smart Ports. Our technology is the fruit of a network of experts who develop, design and implement smart, innovative solutions in the sector.

Our Head Office is in Netherlands. We have a 50 years track record in India. We have over 25 years of established presence in India with Corporate office at Noida (NCR), Design Office at Mumbai and several project offices spread across India.

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## Royal IHC



**Arne de Kock**  
Executive Commercial Director



**Olivier Geijtenbeek**  
General Manager IHC India

Royal IHC: innovative solutions for maritime service providers

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

With a history steeped in Dutch shipbuilding since the mid-17th Century, we have in-depth knowledge and expertise of engineering and manufacturing high-performance integrated vessels and equipment, and providing sustainable services. From our head office in The Netherlands and with 3,400 employees working from sites and offices on a global basis, we are able to ensure a local presence and support on every continent.

Royal IHC is world market leader in dredging equipment. Since 1926 Royal IHC has supplied over 100 dredgers to the Indian public and private sector. Product support is rendered by its Mumbai based branch and workshop.

At Royal IHC, we have the knowledge and experience to rise to the challenges facing the industry by providing an integrated solution to different type of customers worldwide.

With our commitment to technological innovation, in which sustainability and safety are key, we strive to continuously meet the specific needs of each customer in a rapidly evolving world.

### Royal IHC

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## Royal Vopak



**Dick Richelle**  
President Asia & Middle East  
Division



**Deepak Dalvi**  
Managing Director India

Royal Vopak is the world's leading independent tank storage company. We store vital products with care. With over 400 years of history and a focus on sustainability, we ensure safe, clean and efficient storage and handling of bulk liquid products and gases for our customers. By doing so, we enable the delivery of products that are vital to our economy and daily lives, ranging from chemicals, oils, gases and LNG to biofuels and vegoils. We are determined to develop key infrastructure solutions for the world's changing energy systems, while simultaneously investing in digitalization and innovation. Vopak is listed on the Euronext Amsterdam and is headquartered in Rotterdam, the Netherlands. Including our joint ventures and associates, we employ an international workforce of over 5,500 people.

### Products and Services Offered

Vopak offers safe, efficient and clean storage and handling of bulk liquid products and gasses ranging from oil, chemicals, gases and LNG to biofuels and vegoils.

### Unique Selling Points

- Independent position, i.e. we do not compete with our customers and never own the products stored
- Wide variety of liquid bulk products and gasses
- Leading assets in leading locations: Global network of 69 terminals in 24 countries located at strategic locations along major trade routes, with a combined storage capacity of 36.9 million cbm.
- Leadership in service, technology, operations and people.

### Profile of Commercial Contacts Wanted:

Looking for producers, distributors and traders of oil products, chemicals, gasses, biofuels, edible oils and LNG.

### Royal Vopak

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### Vopak Asia

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## STC International



**Sander Wubbolts**

Area Manager Africa, Middle-East,  
India

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

STC International provides education, training, technical assistance and research services to the sectors Maritime & Offshore, Ports & Terminals, Transport & Logistics. As such the shipping and transport experts transfer knowledge, train skills, and share experiences.

Our value proposition includes co-creation, impact-driven, long-term commitment.

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

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

STC International – Putting People First

### STC International

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## STC-NESTRA



**Harrie de Leijer**

Partner

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

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

### Main areas of work relate to:

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

STC-NESTRA is active in India in the field of logistics management, ports and hinterland logistics and inland waterways.

### STC-NESTRA

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## Van Oord Dredging and Marine Contractors



**Martin Smouter**  
Director



**Jelle Mens**  
Area Manager

### Van Oord Dredging and Marine Contractors

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Van Oord has a long and varied history in marine engineering, an industry that has its origins in the Netherlands. Van Oord has grown into one of the largest marine engineering companies in the world. Our work is rooted in the Netherlands' centuries-long battle against water. This unique pioneering spirit runs deep in our veins and makes us the best partner for our clients. Our company culture is one of entrepreneurship and engaged employees. We think and act with responsibility and focus on the long term.

As a global marine contractor, we are specialized in dredging, oil & gas infrastructure and offshore wind. We work closely and safely with our clients and stakeholders to create innovative and sustainable solutions. Marine ingenuity is characteristic of Van Oord. By using innovative, smart and sustainable solutions, we wish to contribute to a better world for future generations. In 2018, Van Oord celebrated its 150th anniversary and was granted the title 'Royal'.

Van Oord has been working in India since 1958 starting with Dredging works in Kolkata Port. Since then, we have undertaken several Capital and Maintenance Dredging Projects both for Central and State Governments as well as Private Ports on the East and West Coasts of India. While operating in more than 50 countries worldwide, we have especially established our own Indian subsidiary, Van Oord India Pvt. Ltd. to cater to the Indian Maritime Projects with our Marine Ingenuity.



## Water & Waste



## aQysta



**Pratap Thapa**

Co-founder and Commercial Director

aQysta is a technology company based in Delft, Netherlands, which aims to provide sustainable hydro-powered pumping solutions that can have a positive economic, environmental and social impact.

aQysta develops and sells water pumps which are powered by water, and do not require any fuel or electricity to operate.

aQysta has implemented its flagship product, the Barsha pump in more than 19 countries globally and is launching other versions of water-powered pumps.

aQysta is located in Yes!Delft, Netherlands, one of Europe's biggest high-tech incubator that grants access to expertise, network and research facilities. At its Delft office, aQysta conducts technology research, product design and development, sourcing and global sales. Through its local offices in India, Nepal, Indonesia, Colombia and Malawi, aQysta sells its innovative water pumps.

aQysta is looking to introduce its water pumps in India through demonstration events and at the same time looking establish the manufacturing hub for its pumps in India.

aQysta is looking for suitable partners for manufacturing, distribution, financing and implementation of Barsha pumps in India.

### aQysta

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## ASSOCHAM Netherlands



**Prachee van Brandenburg-Kulkarni**

Secretary-General ASSOCHAM Netherlands

ASSOCHAM is one of the oldest and largest Chamber of Commerce of India. It represents the interest of trade and commerce in India. The goal of this organization is to promote both domestic and international trade and reduce trade barriers while fostering conducive environment for the growth of trade and industry of India. ASSOCHAM has a membership base of over 400,000 companies and professionals across the country.

ASSOCHAM Netherlands is not for profit organization which provides market, tax and regulatory insights for doing business in India and The Netherlands. It serves as a key facilitator for Dutch companies who want to enter the Indian market and Indian companies wanting to enter the Dutch market.

Prachee van Brandenburg-Kulkarni is Secretary-General of ASSOCHAM Netherlands, first Maharashtrian women to be elected as a Municipal Councillor for D66 in Gemeente Leiderdorp and an entrepreneur with her own company Vriksh2grow Coach & Consult B.V. Furthermore, she has extensive international experience and has worked for 15 years to facilitate India-Europe business.

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**Evert Lichtenbelt**  
CEO

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## Awect

The Amsterdam Waste Environmental Consultancy & Technology company (AWECT) provides services for Waste-to-Energy (WtE) projects. These services include studies, engineering and implementation of High Efficient (HE) WtE facilities. The HE technology allows for the best net electrical efficiency (30%+) in the world. This technology generates more energy from the same amount of incinerated waste than any other conventional WtE technologies with the lowest CO<sub>2</sub> footprint per MWh of electricity produced. The HE technology achieves the best environmental performance at superior financial returns in communities where WtE is mainly used for electricity production. As a result of the Paris Agreement, governments reconsider their waste management policy and their energy mix. The HE WtE technology is a strong option for reaching environmental goals. AWECT stands ready to provide customers with the solutions for their waste issues. AWECT works through a partner network and is open to new partnerships.



**Kristel Groenenboom**  
CEO

### Container Service C.Groenenboom

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## Container Service C.Groenenboom

Container Service Groenenboom offers a total service package around containers, from repairing old waste containers and reefers to building new containers for the armed forces, onshore and offshore. Building, blast cleaning, spray painting and adapting containers, we carry out all work in house. Our container service company in Oosterhout (Province of North Brabant, NL) covers 25,000 m<sup>2</sup>, with 27 covered workshops, a blast cleaning workshop and a spray painting workshop.

### The main products of our company:

- Building of custom-made containers. For example: containers equipped with water recycling tools. For example: waste containers for the recycling sector.
- We have a spraying and blasting workshop.

### Unique Selling Points:

- We have been a trusted family business since 1986.
- Completely specialized in containers.
- High quality products

### Profile of Commercial Contacts Wanted:

We are always on the lookout to improve our conservation processes, from optimizing the conditions in the blast cleaning and spray painting workshops to new techniques for applying coatings. The next goal for our company is to build a new spraying and blasting workshop. The plan is to start with the new-building around August 2020. Feel free to give us some advice about using spraying robots and blasting robots, so we can improve our process.



## COOL Separations



**Rob van der Meij**  
CEO



**Lei Fan**  
COO

COOL Separations is an innovative company, focusing on development and commercialization of low temperature crystallization technologies. Our technologies treat waste water in an energy efficient and chemicals-free way. They can be applied to a wide range markets, such as Textile, Oil & Gas, Refining & Petrochemicals, mining and Agriculture. It enables customers to achieve zero-liquid-discharge while industrial grade, high purity salt is recovered. COOL Separations technologies are also very suitable for the removal of water from heat sensitive water streams such as fermentation broths, mixes of organic materials etc.

COOL Separations offers custom process design as well as the supply of turnkey installations.

COOL Separations plans to enter the vast Indian water treatment market with two goals:

- to find outlet for our offerings, albeit through an established partner such as a system integrator or an EPC company;
- to identify key equipment suppliers and fabrication suppliers, leveraging the vast manufacturing capability in India.

### COOL Separations

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## Delft University of Technology



**Krista Knopper**  
Programme Manager Non-EU focus  
countries Brazil, China & India

Delft University of Technology is a public university. Key tasks include providing scientific education, conducting scientific research, transferring knowledge to society and promoting social responsibility.

The university's Global Engagement Framework intends to increase Global Impact by creating technology-based solutions to the societal grand challenges as articulated in UN SDGs. To deliver Global Impact, TU Delft will focus on growing global partnerships in priority locations such as INDIA, in order to create joint access to talent, knowledge, complementary research environments, state of the art research facilities and funding.

The INDIA programme aims to consolidate TU Delft relations on joint thematic programme-based mission driven research agendas with a select number of key partners. All partnerships at TU Delft develop bottom-up and arise from the research interest and contacts of TU Delft faculty. Their focus is on partnerships where long-term relations and matching expertise create synergy as results of collaboration. Faculty initiatives are crucial for exploration of collaborative research areas and for matching expertise and needs of Dutch and Indian partners. The INDIA programme believes in building relations through a strategy of short-term seed funding of projects and long-term investment in specific programmes through dedicated funding.

The INDIA programme focuses on the following themes with potential to grow into long-term collaboration programmes for the TU Delft:

- Climate, weather and air quality
- Water management and sanitation
- Cyber Security
- Clean energy, negative emissions
- Health Medical Devices
- Nano-satellites and robotics
- Urban development, affordable housing
- Ports and inland waterways

### Delft University of Technology

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**Tjitte Nauta**  
Regional Manager Asia



**Kees Bons**  
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## Deltares

Deltares is an independent institute for applied research in the field of water, subsurface and infrastructure. Throughout the world, we work on smart solutions, innovations and applications for people, environment and society.

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

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

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

#### Deltares addresses six societal themes:

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

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



**Therus Gieling**  
Owner-CEO

## GC International

GC has a main focus on setting up its own projects by the principles of design, build, finance, operate and maintain. The scale of projects can go up to hundreds of crores of rupees. GC has the need to improve something, make it sustainable, following the concepts of circular economy and cradle to cradleness.

Main sectors are agri&food, water, energy, infrastructure, waste and urban development. In the first stages of an Indian project generally a mix of sectors play a role. Projects emerge out of local complexities, people's everyday problems such as scarcity of reliable water. The first stage of a project is the development of a concept together with Dutch and local stakeholders with whom we form a solid team, always a blend of business and government. Local issues will be fitted in the larger context, for instance a clean Ganga. We nicely frame the concept in texts and strong imagining. Then we start working on our multiple business models that will make the concept feasible and stable for long term operation. The same team then develops the designs, will finance it, build it. operate and maintain it for decades to come.

We work in the Netherlands, Africa and Asia. We will not stop with our work when the masterplan is celebrated, we make sure the dreams in the plan become reality and will exist for many years.

What we do in India?

Waste to energy to food, part of restored natural habitats and complex urban developments. We recently opened our Indian office

Let's meet

### GC International

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**Probal Banerjee**

Managing Director  
Head of Corporate Clients, India

## ING

ING is a global bank with a strong European base. Our 54,000 employees serve around 38.4 million customers, corporate clients and financial institutions. Our purpose is to empower people to stay a step ahead in life and in business.

Our products include savings, payments, investments, loans and mortgages in most of our retail markets. For our Wholesale Banking clients we provide specialised lending, tailored corporate finance, debt and equity market solutions, payments & cash management and trade and treasury services.

Customer experience is what differentiates us and we're continuously innovating to improve it. We also partner with others to bring disruptive ideas to market faster.

Our shares are listed in Amsterdam (INGA NA, INGA.AS), Brussels and New York (ADRs: ING US, ING.N).

When it comes to sustainability, we facilitate and finance society's shift to a low-carbon future and pioneer innovative forms of finance to support a better world. As such, we're ranked as a leader in the banking sector on the Dow Jones Sustainability Index (Europe and World) and we're included in the FTSE4Good Index.

### ING in India

ING has supported its Indian client's offshore activities for more than 20 years through leveraging its strong cooperation with its international Wholesale Bank network across 40 countries.

In 2015, ING Vysya Bank was merged with Kotak Mahindra Bank, being the first voluntary merger between two banks in India. ING has applied to the Indian regulators for opening a representative office in India. ING's office in India will be primarily engaged to conduct liaison functions between the clients in ING Bank's network and in India. ING's India office will report to ING Bank's Singapore branch being the regional Head Quarter for Asia and Australia and will support ING Bank's worldwide Wholesale Banking business line operations.

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**Merle de Kreuk**

Programme Leader LOTUS-HR  
(The Netherlands), Professor  
Environmental Technology,  
TU Delft

## LOTUS-HR consortium

LOTUS-HR is a collaboration between Dutch and Indian universities and companies, funded by DBT and NWO-TTW. Within this project we take a holistic approach to develop and combine wastewater treatment technologies for local treatment of municipal sewage and water reuse. Minimizing health risks of using this treated drainwater is an important aspect of our study. The final goal is to create a toolbox of different technologies, of which a treatment train can be compiled, suited for the recovery of water, energy, nutrients and other resources that can be used in the direct vicinity of the small scale wastewater treatment plant. In this way, we aim to clean up drains, lower water stress in urban areas and create an economical incentive to treat wastewater locally.

Technologies studied are: anaerobic sewage treatment in combination with dissolved air flotation or membranes (Anaerobic membrane bioreactor), vital filters, photobioreactors and electro-coagulation. Other technologies are studied in spin-off projects. Within the project, we created a pilot-location along the Barapullah drain that is open for new initiatives, as long as it contributes to the basic idea of LOTUS-HR, described above.

### Research partners:

IHE Delft, IIT-Delhi, NEERI, NIOO-KNAW, TERI, TU Delft, VU Amsterdam, Wageningen University.

### Company partners:

Cityblob, Drainblock, Greenyard, Heineken, Het Waterlaboratorium, Ipstar, JCB, Kilian Water, Leaf, Nijhuis Industries, Rikilt, Saxion Hogeschool, Waste.

### LOTUS-HR consortium

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## Netherlands India Chamber of Commerce & Trade (NICCT)



**Edith Nordmann**  
Chairman

Netherlands India Chamber of Commerce & Trade (NICCT) has been active in promoting business relations between the Netherlands and India for more than 15 years. NICCT is a non-commercial, voluntary association of business concerns and professionals with an interest in business and economic relations between India and The Netherlands. Various companies including major banks, insurance companies, IT related companies and multinationals are members of NICCT and are participating actively in its activities.

We believe that the economies of the two countries are mutually complementary in many ways, that there is a significant scope for expansion of trade and business relations between these two countries and that knowledge and understanding of both countries' business environments is a prerequisite for expanding business relationships between them.

NICCT endeavors to play a significant role in expanding this knowledge and creating a favorable climate for further improvement of business relations between these two countries. To achieve these objectives, NICCT serves as a focal point for contacts and information concerning Indo-Dutch trade and business relations, whereby it aims to represent, promote, and protect the common interest of its members.

NICCT provides an active platform, initiating many opportunities for networking on economic relations between India and the Netherlands.

### Netherlands India Chamber of Commerce & Trade

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**Lies Janssen**  
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**Anusha Sanjeev Mehta**  
Project Officer India

### Netherlands Water Partnership

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## Netherlands Water Partnership

### Netherlands Water Partnership: Uniting Dutch Water Expertise

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

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

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

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



## NLinBusiness



**Marijke van Liemt**  
Manager International Business

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

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

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

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**Cor de Boer**  
Head Life, Environment and Health  
NWO - Domain Applied and  
Engineering Sciences

## NWO - Dutch Research Council

NWO, the Dutch Research Council, is the national research organisation of The Netherlands. NWO ensures quality and innovation in science and facilitates its impact on society. The main task of NWO is to fund scientific research at public research institutions in The Netherlands, especially universities. NWO focuses on all scientific disciplines and fields of research. The funds are allocated by means of a national competition on the basis of quality and independent assessment and selection procedures. NWO plays several roles as a broad, national research organisation that actively contributes to various elements of national science and innovation policy.

NWO's mission is to advance world-class scientific research that has scientific and societal impact.

The Netherlands and India are long-term partners in research collaboration. NWO shares partnerships with the Indian Department of Science & Technology (DST), the Indian Department of Biotechnology (DBT), the Indian Ministry of Electronics & Information Technology (MeitY), and the Indian Council of Social Science Research (ICSSR). NWO and these Indian partners have built a relationship of mutual trust and benefit to each other. Some of the best universities and research institutes in The Netherlands and India have been linked together through joint programming. This relationship will grow in the future.

NWO runs joint bilateral calls together with the Indian partners every year. The focus is on joint research projects for three to five years. NWO, DST and DBT have adopted a mission-oriented, impact-focused approach, funding large coherent, multidisciplinary research projects, in the areas of 'Water', 'Agro-Food' and 'Health'.

### NWO - Dutch Research Council

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Rabobank



**Marcel Heijman**

Head International Desk India

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## Rabobank

Rabobank is a cooperative and socially responsible bank. Our aim is to be market leader across all financial markets in the Netherlands and the leading global Food and Agriculture bank. With over 400 offices, serving approximately 10 million customers Rabobank has been present in Asia for over 30 years and has built a strong franchise and network.

### Rabobank Group in India

Rabobank, with its predominant focus on food and agriculture related sectors, has identified India as an important focus country in Asia. As a leading Food and Agribusiness bank, Rabobank Group has been operating in India since 1998. Presently it operates as Coöperatieve Rabobank U.A., with its first branch and corporate headquarter located in Mumbai and Rabo India Securities, the investment banking arm of the group and provide specialised products and services. Rabobank offers a wide array of products to its clients and based on its deep understanding of the global Food and Agriculture and Renewable Energy sectors and its globally networked presence.

### Our product offerings in India:

- Corporate Banking
- International Desk
- Global Financial Markets
- Cash Management
- Mergers & Acquisitions
- Equity Capital Markets
- Project Finance
- Food & Agri Research & Advisory Services

Rabobank Foundation, established in 1974, Rabobank Foundation ("RF") is the social fund of Rabobank focused on helping people become self-reliant. Rabobank Foundation has been very active in India for the last six years. Aligned with the Banking for Food agenda, RF's interventions are along two primary themes: Access to Finance and Supporting Small Producers.



**Lisette Heuer**

Global Director Flood Resilience



**Vikas Goyal**

Director Water

### Royal HaskoningDHV

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## Royal HaskoningDHV

Royal HaskoningDHV is an independent, international consulting firm with over 135 years of experience with our global headquarters in the Netherlands. We deliver innovative and sustainable consulting services in the fields of aviation, buildings, energy, industry, infrastructure, maritime, mining, transport, urban planning and water.

With our 6,000 staff, working from around 100 permanent offices in 30 countries on projects in some 150 countries, we focus on delivering sustainable solutions to our clients with an objective of enhancing society together. Our solutions include effects of growing world population and its consequences on cities; the demand for clean drinking water; water security and safety; efficient transport systems, impact of high traffic; demand for energy; waste and disposal; clean air; noise pollution etc. With our vast in-house experience coupled with our digital expertise, we focus on implementing SMART tailored technological solutions for water and waste water in cities. With the in-depth understanding of issues our technical experts have developed, designed and implemented smart, innovative solutions in the sector.

Our solutions and software applications, such as Aquasuite®, are designed by process technologists who draw on a wealth of data and information to support operators in their decision making, performance management improvement and process optimization. Our flood resilience and decision support solutions enable early warning of disaster, its impact and mitigation to save the built and natural environment.

We have over 25 years of established presence in India with registered office at NOIDA (NCR), regional office at Mumbai and several project offices spread across India.

## Saxion University of Applied Sciences



**William Sanchez**  
Project Manager

Saxion University of Applied Sciences (Saxion) is a multi-campus knowledge institution with a strong international orientation in education, research and entrepreneurship. Our mission is to prepare students for the national and international labour market and give them the competences these markets call for. Education and research are applied for the benefit of society. Hence, the slogan of Saxion is: Get Ready for A Smart World.

Since 2013, Saxion has explored a new wave of cooperation agreements in India. These partnerships have led to annual visits and capacity building projects. Each year students come to India for their elective program and internships. Saxion has participated in trade missions to India and have given presentations at several prestigious conferences such as the Vibrant Gujarat and the Smart Grid Conference Ahmedabad.

In 2017 Saxion has consciously explored new partners, with as a goal to increase bilateral exchanges and to forge new research partnerships. This has resulted in the unique participation of Saxion in the NWO funded LotusHR project (Delhi) and in the Wetskills competition. Saxion has implemented applied research projects in the area of Water Technology, Water Management, Urban Planning, Flood Risk Management and in Health Care.

### Saxion University of Applied Sciences

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## TNO/BDVC



**Jan Wester**  
Director BDVC

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

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

### TNO/BDVC

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## Trinity Advisors



**Ashwani Dhaul**  
Founder-Director

Facilitating Cross-Border Business Development and Venture Development. Sourcing, Qualifying and Facilitating Business Ventures and Trade of Goods and Services between Developed and Emerging Markets. Representing Business Interests of US and European Companies (NL) in emerging markets, and vice versa, for a high velocity market access, market penetration and market presence. Supporting Technology Start-Up companies with market reach, market access, and seed and Venture capital. Support Start-Up companies establish market relationships and market access. Provide Market Research, Industry/Domain specific research and advisory services, market and Industry/Domain specific market intelligence. Provide match making services for Netherlands based companies/businesses and India based companies/businesses to access and connect with potential partners/clients for their goods and services. Provide access to key thought leaders, senior decision makers, policy and regulatory administrators and leading business and commerce icons in both markets for ease of business and facilitating quicker and smoother decision making for client business proposals.

### Trinity Advisors

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## TU Delft / Water4Change



**Fransje Hooimeijer**  
Associate Professor Environmental  
Technology and Design

The Water4Change research programme addresses the complex challenges to urban water systems faced by fast-growing cities in India. India is a country which is rapidly growing into urban agglomerations showing infrastructure deficits and adaptation gaps in relation to current and future climatic, societal and economic change.

The programme embraces water as a basic necessity for life that is both an agent and catalyst of positive transformative changes that are needed to pro-actively deal with and respond to these challenges. To facilitate long-term sustainability and resilience of urban water systems, the programme will co-create and mainstream an integrative, fit-for-purpose and adaptive water sensitive design framework in close collaboration with stakeholders in three Indian cities. The framework will be developed by synergistically connecting four realms - governance, built and natural environment, technology and infrastructure design and societal behaviours - for the delivery of transformative change.

The project is co-funded by the Dutch Research Council (NWO) and the Indian Government Department of Science and Technology (DST) under the Cooperation India - the Netherlands programme.

### Research and Company partners:

TU Delft, IIT-Roorkee, Deltares, MANIT, CWRDM, EUR-Drift, CEPT University, IRC Wash, IIT-Gandhinagar, ITC Twente, IHE Delft.

### TU Delft / Water4Change

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**Jaap Vandehoek**  
CEO Umincorp

## Umincorp

The world is suffering from a plastic crisis. The current plastic recycling approach needs to be changed fundamentally to solve this growing waste flow. An integral and local processing solution is required to turn waste into 'new' raw materials, reducing unwanted emissions and residue flows.

Umincorp technology can recycle mixed rigid post-consumer plastic packaging waste into high-quality resources. We do this in a local processing plant, close to the community that has generated the waste, with a 90% recovery (current recycling techniques reach 60%) and attractive economics (as our pure polymer products have a high value). After 10 years of development we now do this for and in the city of Amsterdam.

Thanks to our proprietary Magnetic Density Separation technology we can separate small flakes of PP, HDPE, PS and PET originating from mixed plastic household packaging waste cheaply into 99% pure polymer products. We supply a total recycling solution, our approach is worldwide applicable, can be applied on large scale, has a low carbon footprint and is per ton of waste less expensive than other technologies.

We offer recycling lines that truly help solving the plastic waste problem. Where conventional recycling plants stimulate cherry picking of easy to recycle plastic objects (like PET bottles), our process converts all rigid plastics in the waste into high grade polymer products. In this way, the generation of a plastic residue flow that is even less attractive to recycle and therefore often ending up in the environment (being current practice) can be prevented.

### Umincorp

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## UNIVERSITY OF TWENTE.



**Geert Dewulf**  
Director Strategic Business  
Development



**Jelle Ferwerda**  
Coordinator International Affairs

## University of Twente

The University of Twente is a research university in the Netherlands that offers students, scientists and educators from around the world the best possible conditions.

Our research and education is aimed at making a difference in today's society, while preparing the next generation for the future. In this pursuit, the entrepreneurial mindset and global awareness of talented scientists, educators and students lead to move beyond differences, disciplines, borders. The cross disciplinary way of working that characterizes the university opens up unexpected possibilities - especially in combination with creativity and excellence in scientific disciplines. The distinctive educational model, engineering approach and open culture generate new ideas, new energy, new ways forward.

Today we are a catalyst to many high-tech communities and sectors with strong partnerships in a wide range of industries and societal domains. We participate in groundbreaking, globe-spanning networks and programmes. We collaborate in networks consisting of academics as well as businesses and governments.

The campus of the University of Twente is an international hot spot: a meeting place for students, for scientists with a multidisciplinary focus and for companies and governments in their quest for knowledge. Our facilities for top research are state-of-the-art. In the modern laboratories our researchers work together on simulations, tests and prototypes with external parties.

### University of Twente

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**Joke van Dijk**

Water Governance and Water Management Expert



**Mohammed Bany Mustafa**

Water Information and Water Management Expert

### Van Dijk Water Management

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## Van Dijk Water Management

Van Dijk Water Management was founded in 2007 by Mrs. Joke van Dijk. Combining the logo and company name unify the content (waste) water knowledge and skill (interim or change) management.

Further, the foundation of the company is built on about 30 years of experience in different organizations, industries on the work level as well as the management level.

We work for companies and governments, especially in the field of water governance as we strongly believe that not technology is the sole key success factor to solve the global water problems but governance aspects (like culture, history, cooperation and between stakeholders) are.

#### Products and Services Offered:

- Water governance audits, approaches
- Water quality management
- Integrated Water Resources Management
- Water quantity management
- Flood protection and early warning systems
- Capacity building
- Water education initiatives
- Solid waste management
- Project management and training

#### Unique Selling Points:

- Independent consultancy company (no commercial ties with production companies).
- Network organisation with many national and international partnerships (we have entrance to different suppliers and innovations, entrepreneurs).
- In-depth market and segment knowledge.
- Project experience in the Netherlands as well as abroad like in India, Philippines, Oman, Romania, Moldova, Croatia, Slovenia, Hungary, Jordan, Egypt, Tunisia, Libya, Morocco, Ghana and Cameroon.

#### Profile of Commercial Contacts Wanted:

Looking for companies that might be interested to partner with us in expanding their business in the water sector to cooperate in projects in India and maybe in the Netherlands or globally.



**Ingrid de Vries**

Program Manager India

### Van Hall Larenstein, University of Applied Sciences

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## Van Hall Larenstein, University of Applied Sciences

Training students to become high-quality, ambitious and innovative professionals who contribute to a more sustainable world, is our main thrive. As a University of Applied Sciences, we conduct high-quality practice-based research, which enhances both our teaching and our position as a research institute. As a research institute, we supply practice-based solutions for issues from national and international businesses and societies working in the so-called 'green and blue sectors'. Along bachelor (BSc) programmes, we also provide master (MSc) programmes, postgraduate training programmes and courses in these sectors, for regional, national and international students.

Since 2010 Van Hall Larenstein (VHL) is active in India. We started our collaboration with the Agriculture Development Trust Baramati in a 2+2 /twinning programme which means that students study for 2 years in Baramati/India and then join Van Hall Larenstein in their 3rd year and 4th year of the Bachelor in Agribusiness and Administration.

In 2019 we started the English-taught Master's programme River Delta Development. This is a unique joint degree offered by three universities of applied sciences with complementing expertise in the field of water: HZ University of Applied Sciences (coastal regions), Van Hall Larenstein University of Applied Sciences (river systems), and Rotterdam University of Applied Sciences (urban water). Students from all over the world enroll in this program.

In Kerala VHL developed a VPA together together with Cochin University of Science and Technology, TU Delft and Wageningen UR about the coastal zones. Visual Problem Appraisal (VPA) is a film-based learning strategy to enhance the analysis of complex issues and facilitate a plan of action. It is used in workshops dealing with problem analysis and policy design, and involves the participants 'meeting' stakeholders through the latter's filmed narratives. We use VPA in our Master programmes and applied research activities. Different Applied Research Centres and professorships are active within Van Hall Larenstein:

- Mr Toine Smits, working on circular economy and water resources in Delta areas
- Ms Paddy Walker, professor in coastal an marine management
- Mr Jeroen Rijke, professor in sustainable river management and involved in the VPA Kerala Coastal zone.

## Water Alliance



**Hein Molenkamp**  
Managing Director

Water Alliance is a unique partnership of public and private companies, government agencies and knowledge institutes involved in the Dutch water technology. We focus on innovative and sustainable water technology that can be used worldwide and support small and medium sized enterprises in the water technology industry in terms of (international) matchmaking, networking and business development. To do so, we host booths on international trade fairs and organize the annual WaterLink Symposium which is the biggest water technology business symposium in the Netherlands. In 2018 we co-organized The European Water Technology Week in Leeuwarden, which attracted over 1.500 participants from more than 30 countries.

Water Alliance is based at WaterCampus Leeuwarden, the Netherlands. WaterCampus Leeuwarden is the physical core of the Dutch water technology sector and has the ambition to play a sector uniting role for the rest of Europe as well.

The WaterCampus is an innovation eco-system, which brings together a complete chain of innovation for water technology, from first ideas to research & development, specialized laboratories, a water application centre and various demo sites to launching customers and ultimately tangible business. We help companies to find the best way through the innovation chain to cover their needs and speed up their developments.

WaterCampus stimulates cooperation between (inter)national businesses, knowledge institutes and governments within the water technology sector, in order to create synergy for world class innovation, education and entrepreneurship. This strengthens the global position of the European water technology sector. Additionally, WaterCampus offers a unique research infrastructure, and is a meeting point for scientists and companies from all over Europe. The international cooperation organized and stimulated by WaterCampus Leeuwarden leads to knowledge, talent and entrepreneurship that contribute to solutions for global water problems.

Water Alliance has around 110 business members in The Netherlands and is happy to connect foreign interested parties with business cases to our members.

### Water Alliance

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## Water Footprint Implementation



**Jaap Feil**  
Co-founder and Director



**Johan Oost**  
Co-founder

### Water Footprint Implementation

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### What we believe in

WFI (Water Footprint Implementation) is your partner for a sustainable water future. We are passionate about water. We believe that the best way to reduce your Water Footprint, is to work together with the best experts and innovative suppliers worldwide. WFI gives you honest advice and guides you to the best solutions around, rather than just selling you the solutions we have. We give you practical, made to measure solutions. Our expertise and worldwide network allow us to think out of the box. Sometimes a small scale, low tech solution may work better for you than the latest innovative technology. The solution may also lie outside the factory walls.

### Who we are

WFI is a passionate collective of experts and organizations which builds upon the work of the Water Footprint Network. This network, founded by Prof. Arjen Hoekstra (inventor of the Water Footprint) has raised awareness worldwide about the importance of reducing the Water Footprint. Because we believe the Water Footprint is a valuable concept that people worldwide are able to understand.

WFI focuses on implementation and the realization of solutions in practice. While we work closely together with WFN and benefit from each other's expertise, we are two independent organizations. WFN and WFI both believe that working together with a worldwide network of experts, sharing expertise, working from a collaborative spirit, is the best way to reduce the Water Footprint worldwide.

### The way forward

WFI's aim is to build local knowledge hubs worldwide, and advise farmers, industries, governments and NGOs on how to reduce their Water Footprint in a way that best suits their needs. If you want to share your expertise, your tips or questions with us, please let us know!



# Key Enabling Technologies / High-Tech Systems and IT

related to the nexus of water-agriculture-healthcare



## Adyen



**Aditya Khullar**

Country Head, Adyen India



**Alice Selby**

Senior Regulatory Advisor, Adyen

Adyen – Surinamese for ‘start over again’ – is a global payments company founded in 2006 by a group of Dutch entrepreneurs with the aim to help businesses grow, together with meeting the rapidly evolving needs of today’s global businesses.

Through modern infrastructure, Adyen delivers frictionless payments across online, mobile, and in- store channels to serve more than 4,500 businesses, including Airbnb, L’Oreal, Skype, LinkedIn, Microsoft and Spotify.

Based out of Amsterdam in the Netherlands, Adyen is listed on the Euronext stock exchange and employs over 800 people operating in offices across the globe. Adyen continues to expand its footprint in Asia Pacific as a high-growth and tech focused region. In line with this expansion, Adyen recently opened an office in Mumbai. In conjunction with local payments partners, Adyen aims to bring technology focused solutions to the Indian market.

### Adyen

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## amsterdam inbusiness



**Jolanda van der Aart**

Senior Manager Foreign Investments, Head of India Desk

**amsterdam inbusiness assists Indian companies in their expansion into Europe.**

We are a government agency representing the Amsterdam Metropolitan Area, official partner of Invest in Holland. Being a one stop shop, we offer free, active support and independent advice to enterprises planning to invest or settle in the region. We organize Fact-Finding visits: tailor-made fact finding programmes to become informed about the market, availability of talent, business climate, service providers and to visit office locations.

We provide information on the Dutch legal regulatory & fiscal framework, the labour market and available incentives. Independent benchmark reports are available on salary levels, office rent, cost of living for your European location.

Support for international staff: apartment search for expats, (short stay/long stay), introductions to international schools, expat clubs, and referrals to doctors, dentists, accountants through our International Newcomers Center in Amsterdam.

In addition offer assistance with connections to the labour market via introductions to recruiters, networks and communities of professionals.

Furthermore we link you to business & partner networks: introductions to strategic partners, business networks, associations, knowledge institutions, tax authorities, governmental agencies and- via our network - to potential clients.

Indian companies have made a great contribution to the Amsterdam region, and we’re excited to invite even more businesses from India to establish themselves in The Netherlands and participate in our vibrant economy!

### amsterdam inbusiness

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**Daniel Lipschits**  
Founder and President

*'The root cause of our ecological problems is that we differentiate between a built and a natural environment. In reality, there's just ONE environment: the biosphere that supports all life on earth.'*  
(D.L. Lipschits)

### Let's make the world BIG again

Biosfera offers an answer to accelerate on the Sustainable Development Goals (SDGs), based on three principles:

- Give a voice to the ecosystem
- Measure, book, and value generated impact
- Invest in real-time monitored environmental impact

### Our core business

BIOSFERA presents Smart Ecosystem Engineering: a revolutionary approach in generating positive impact. We measure the value of both natural and engineered ecosystems and offer a smart way to (re)distribute this generated value amongst the dependent actors.

Our specialism is the development and implementation of frameworks for sustainable bio-based, circular and creative economies, industries, and societies in emerging and developing economies. Our ultimate goal is to facilitate the global trade of 'pure positive impact': impact that is monitored and managed by the ecosystem itself.

### How can we help with impact generation?

- By lecturing and training on Smart Ecosystem Engineering
- By screening promising technologies through measuring the impact on the ecosystem
- By comparing impact scenarios to support investors and decision-makers
- By developing a monitoring and managing system for your ecosystem.

### BIOSFERA

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**Ritu Mehrotra**  
Regional Manager India, Srilanka & Maldives

Established in 1996 in Amsterdam, Booking.com has grown from a small Dutch start-up to one of the largest travel e-commerce companies in the world. Part of Booking Holdings Inc. (NASDAQ: BKNG), Booking.com now employs more than 18,000 employees in 200+ offices in 70 countries worldwide.

With a mission to empower people to experience the world, Booking.com invests in digital technology that helps take the friction out of travel. At Booking.com, we connect travellers with the world's largest selection of incredible places to stay, including everything from apartments, holiday homes, and family-run B&Bs to 5-star luxury resorts, tree houses and even igloos. The Booking.com website and mobile apps are available in 43 languages, offer over 28 million total reported listings, including more than 5.7 million listings of homes, apartments and other unique places to stay, and covers more than 146,000 destinations in 228 countries and territories worldwide.



**Kees Jan Boonen**  
Head Public Affairs, APAC

Each day, more than 1.5 million room nights are reserved on our platform. So whether traveling for business or leisure, customers can instantly book their ideal place to stay quickly and easily with Booking.com, without booking fees and backed up by our promise to price match. Via our customer experience team, customers can reach Booking.com 24/7 for assistance and support in over 43 languages, any time of the day or night.

### Booking.com

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**Lars de Vries**

Senior Project Manager Foreign Investments – Head of India Desk

## Brabant Development Agency (BOM)

Choosing the optimal location for your European business is a considerable undertaking that must meet the best interests of your organization. Just imagine, being in the heart of Europe, surrounded by talent and innovative people. Where your next-door neighbours are global leaders, startups and institutes in industry sectors such as high tech, life sciences and agrifood. Imagine empowering Brabant.

When you relocate, set-up or expand your business, you need the essentials to be taken care of, quickly and thoroughly. BOM Foreign Investments is your partner every step of the way, providing a comprehensive range of services and support to help you save time and money. A local team of experts is at your disposal – free of charge – on a wide range of subjects. Part of the Provincial Government, BOM is also an official partner of the national Invest in Holland Network (NFIA), with offices in Delhi, Mumbai and Bangalore.

### Providing you with the essentials

#### • Information

Domestic and regional regulations are demystified via our team of experts, and information relating to tax rules and the business climate in your industry is provided.

#### • Network

Relationships and talent acquisition are key to a company's success and often prove to be powerful differentiators. We introduce you to our huge corporate and government network, so that you have the best contacts right away.

#### • Site selection

Where and when? These are the biggest decisions of all. We see you through the site selection process from start to finish and keep showing you sites until you find the perfect location.

### Profile of contacts wanted:

Looking for Indian companies interested in setting up their business in Europe. Specific in High Tech Systems, IT & AI.

### Brabant Development Agency (BOM)

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## Bronkhorst High-Tech



**Pim van der Hall**

Manager Distributor Sales



**Seshagiri Rao Bobba**

Country Manager, Bronkhorst India,  
Site Developer, Bronkhorst Asia Pacific

Bronkhorst High-Tech is a family owned company based in Ruurlo, the Netherlands. Bronkhorst develops, manufactures and markets an extensive product range of gas and liquid flow meters and controllers, both standard as well as customized solutions for a wide variety of markets and applications. Worldwide our low-flow fluidics handling technology is used in the healthcare and pharmaceutical industry, chemical laboratories, water treatment, food & beverage industry, the analytical market, semiconductor and solar industries and many other fields of application. Bronkhorst has a reputation for providing very robust and reliable products, highly innovative and with a long lifespan.

Bronkhorst is a truly world-wide organization with around 600 employees and an extensive network of distributors and service stations across Europe, Asia Pacific, the Americas, Africa and the Middle East. In September 2109 Bronkhorst opens a wholly owned subsidiary office in Pune, India. By this office and together with local partners we will be able to offer the Indian market the best support on sales and after sales demands in the various markets for our products, services and solutions.

### Products and Services Offered:

- Flow meters and controllers for gases and liquids
- Pressure transmitters and controllers
- Customised flow solutions (subsystems)
- Repair and calibration services

### Unique Selling Points:

- More than 35 years of expertise in the field of low-flow fluidics handling technology;
- Widest product range on the market, also offering co-design of customised flow control solutions;
- Worldwide network of sales and service offices and well-trained distributors.

### Looking for:

Companies that are in need of our products and solutions.

### Bronkhorst High-Tech

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## Cyberwaves



**Sanjeev Wewerinke Singh**

CEO



**Punita**

Head of Solutions

### Cyberwaves

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Cyberwaves is an innovation-driven IT services company with a multinational team spread across Europe, Asia and the Americas and headquarters in The Hague, the Netherlands.

Our target market is small and medium businesses across Europe. We also strive to engage with entrepreneurs, solopreneurs and freelancers based in India, and provide them the market access to Europe.

Our mission is to help businesses and organisations harness the power of digital technologies in driving their growth and transformation agenda.

#### Products and Services Offered

- If you have a manual process, we can digitize it for you.
- If you are a group of IT knowledge experts, we arrange for you to expand to the EU.
- If you have built up IT best practices over time, we can map them against the industry standards for you.
- If your business faces a process challenge, we help you streamline and then automate it.
- If you have resources with technical know-how, we can get them to the EU market.

#### Profile of the Company contacts wanted

- Consortium of Coder/Developers specifically working on end to end implementation of web apps over AWS.
- Association of IT professionals engaged in benchmarking or standards development.
- Knowledge experts on the smart technologies like AI, Blockchain etc.



## Delft University of Technology – Delft Safety & Security



**Eveline Vreede**

Manager TU Delft Safety & Security Institute, Managing Director Cyber Security Academy



**Ranga Rao Venkatesha Prasad**

Associate Professor

### Delft University of Technology – Delft Safety & Security

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Delft University of Technology is a public university. Key tasks include providing scientific education, conducting scientific research, transferring knowledge to society and promoting social responsibility.

Its TU Delft Safety & Security Institute aims to make an important contribution to making societies safe(r) and more secure by enhancing and promoting innovation, research, design and engineering in the extensive field of safety and security. Academic knowledge institutes play an incremental role in solving complex and multifaceted safety & security challenges. Collaboration is sought nationally and internationally with fellow knowledge institutes, industry and governmental organizations for joint access to talent, knowledge sharing, capacity building, complementary research environments, state of the art research facilities and funding.

Delft Safety & Security has the following activity lines:

- Integrating cyber – physical safety & security. Connecting cyber to physical safety & security in multidisciplinary and integrative approaches that can deal with fragmented and heterogenic requirements and high interference.
- Interdependency & complexity in safety & security. Connecting safety & security to society as solutions and resilience can only be found by collaborating on multiple levels in multidisciplinary approaches.
- Integrating approaches to safety & security. Connecting safety to security as new insights will emerge through connecting, harmonizing or aligning techniques using more unified methodologies.

The Cyber Security Academy is a conjunction of TU Delft, Leiden University and The Hague University of Applied Science for accredited and online executive education and shared, integral expertise in the field of Cyber Security.



## DutchBasecamp Foundation



**Emilie Verbunt**

Lead International Projects

At DutchBasecamp, we are fully geared towards helping scale-ups to become internationally successful. We believe startups bring the necessary change the world needs. Our mission is to help startups become internationally successful, so they maximise their positive impact.

We are firm believers of the pay it forward culture. It is the basis for true relationships. Through relationships and connections magic happens. We focus on impact over numbers and believe an open mind and a learning attitude are key to take on (international) adventures and cultures.

Preparation is the fundamental first step to becoming internationally successful. The market changes constantly, we listen and adapt to the demands of the teams we work with in order to create most impact.

We help startups and scale-ups to grow their business across borders by a variety of activities and services: international strategy coaching, masterclasses, network building, organising trade missions, preparatory programmes for tech events and trade missions, and by connecting founders to founders.

For this trade mission, DutchBasecamp has prepared and assists all participating startups and scale-ups to increase their successes at the Indian market.

Please connect with me if you would like to talk about how startups and scale-ups grow their businesses across borders. I would also love to hear more about your experiences and the things that give you energy in your current job.

### DutchBasecamp Foundation

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## Erasmus University Rotterdam



**Peter Knorringa**

Professor

## Erasmus University Rotterdam

The Erasmus University Rotterdam (EUR), named after Rotterdam-born humanist and theologian Erasmus, is a research university with a strong international orientation and a pronounced social focus, both in its education and research activities. On the lively, modern campus, more than 28.000 students and scholars of more than 100 nationalities are constantly encouraged to develop their talents and meet their ambition. Our more than 2700 scientists and employees work together with all our students to solve challenges faced by global society, drawing their inspiration from the consistently dynamic and cosmopolitan city of Rotterdam. The academic education offered at our faculties is intensive, engaging and strongly focused on practical application. We increasingly perform our research in multidisciplinary teams, which are closely interwoven with international networks. In terms of research impact and the quality of its degree programmes, EUR can compete with the foremost universities in Europe, which is reflected in its consistent top-100 position in most major universities rankings. Erasmus University Rotterdam's key values are daring, curiosity, social involvement, breaking new ground and striving for success.

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## FMO



**Emma Houterman**  
Investment Officer

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

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

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

### FMO

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## Fox-IT



**Robin Goudappel**  
Global Commercial Lead

Fox-IT prevents, solves and mitigates the most serious cyber threats with smart solutions for government, defense, law enforcement, critical infrastructure, banking, payment service providers and multinational corporations worldwide.

It is Fox-IT's mission to make technical and innovative solutions that ensure a more secure society.

We accomplish that by offering advanced cyber security solutions and services that are trusted by government bodies and major enterprises worldwide. We have a strong focus on innovation and a tireless dedication to our clients, our values and our integrity.

As advancements in internet technology expand opportunities for misuse by increasingly sophisticated cyber criminals, state actors and terrorists, fox-IT is continuously at the forefront of protecting our customers against these threats. Our products and services improve prevention, detection and response capabilities by continuously monitoring network and endpoints of our customers with our own innovative products and specialist staff. We harden the security of critical IT networks and systems and train employees in various areas of cyber security. Intelligence is key throughout the services we deliver and Fox-IT is proud of its customer base, e.g. in the financial industry: 8 out of 10 biggest banks in the world, 5 out of 6 biggest banks in the USA, all leading banks in Europe, 11 out of 15 leading payment service providers in the world. With our highly experienced security specialists gathering and analyzing threat intelligence on a 24/7 basis we have one of the most advanced Security Operation Centers worldwide.

We monitor the IT infrastructure of numerous large enterprises and focus on areas where systems are most vulnerable, and in sectors where security is most essential -including government systems up to 'state secret level' sensitivity- and in critical infrastructure industries like energy and banking.

### Fox-IT

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## GKN Aerospace



**Michiel van der Maat**  
Vice President Business  
Development Defense



**Mike van den Broek**  
Director Business Development

GKN is a global business. We design, manufacture and service systems and components for most of the world's leading aircraft, vehicle and machinery manufacturers. Founded more than 250 years ago, we have adapted, developed and grown into a £10 billion business at the forefront of global technology.

Approximately 59,800 people work in GKN companies and joint ventures in more than 30 countries.

We are the Global Tier One aerospace partner to all major Aircraft OEMs in the world with market leading positions driven by technology, advanced processes and strong talent.

We provide empennages, wing structures, fuselages and components for major platforms ranging from helicopters to business jets and from advanced fighter aircraft to the most used single aisle aircraft and the largest passenger planes in the world. With lightweight composites, additive manufacturing and innovative high speed machining technologies we help to reduce emissions and weight on the aircraft and enhance passenger comfort. We are a leading Tier One provider of high performance metallic and composite structural engine components. We are provider of transparency systems and second with regard to electrical wiring interconnection systems. The latter amongst others through a joint venture in India.

In India we are looking for potential Aerospace and Defense Market partners (Supply Chain) to support the offset market in India as well as to provide solutions to the Indigenous Market, in order to create growth by combining the best of two worlds.

### GKN Aerospace

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## Global Business Academy



**Ilse Kerling**  
Founder

India is strategically importance to you. Being selected for this trade mission, you are strategically important to India. To create success, you will climb two important steps.

The first is to find the right clients, business partners and localise your offering. The second is to execute effectively. Here, multiple teams in India and the Netherlands are involved and miscommunication and misalignment rises. This impacts time lines, profit margins and client satisfaction.

You could carry on accepting that problems will occur, or you could empower yourself and your teams using the most formidable weapon in the business world – knowledge.

### Products and Services Offered:

Global Business Academy is a performance accelerator that combines coaching with video-based e-learning to help western professionals anticipate and understand obstacles in collaborating with Indian professionals. As a result, they will overcome them, optimising the strategic advantages of doing business in India.

### Unique Selling Points:

- Understand how to read Indian professionals and recognize red flags
- Build the right skillset to deal with challenges effectively such as:
  - Know how to create alignment
  - Know about problems in time
  - Develop your partnerships to the next level

### Clients

KPMG, Akzo Nobel, DSM, Dow Chemical, Boskalis, Scania, Philips, Aveva, Ahold, Essent and other Multinationals, SME's and Governments.

### Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies that operate on a west-Indian level.

### Global Business Academy

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## HVK Stevens



**Sandra Singh**  
Tax Lawyer

HVK Stevens specializes in advising entrepreneurs, corporations, private equity funds, families and family run businesses. We have the legal and financial knowledge and experience and take an integrated approach to provide a customized solution. We assist with asset structuring, mergers and acquisitions, recapitalisation and financing transactions and provide clear, understandable solutions that you can use immediately.

Our clients engage us as we are innovative and have an out of the box approach. From the very start HVK Stevens has had a strong focus on Indian clients, today, among our peer group, we serve the largest clientbase of inbound Indian companies in the Netherlands.

### HVK Stevens

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## i-tee media solutions



**Apurwa Peters**  
CEO

i-tee media solutions is a Dutch webagency which is primarily focused on the Dutch market. At this moment our customers are small to medium sized businesses. We are in direct contact with the business owners. Our team in the Netherlands consists of 6 people and in our development office we employ 12 people at this moment.

### We offer a wide range of services for the Dutch market:

- Webdesign  
With our own designers in the Netherlands and our developers in our development office in India (Pune).
- Webapplication development  
More advanced websites and business solutions. For example we developed a dealer management system for Yanmar.
- Online marketing services  
Specific Search Engine Optimization (SEO) is one off our strong points in the technical SEO. This is a labour intensive process which we have streamlined.
- I-Flipbook.nl  
This is our online Publishing platform. With i-Flipbook you can publish PDF magazines and enrich them with videos and customize them. At this moment we service several hundreds of clients in the Netherlands with i-Flipbook. This product is easy to start with and everything is web based.

### What we are looking for primarily:

Indian partners who can help us with launching our Dutch / English online publishing platform I-Flipbook in India. Please check [www.i-flipbook.nl](http://www.i-flipbook.nl) for more information.

### We would like to work together with the following types of partners:

- Marketing Agencies
- Advertising Agencies
- Small publishers \_ publishing association
- Larger Web Agencies.

### Technology partners

Partners who will be able to support us in webdevelopment and new techniques.

### i-tee media solutions

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iai industrial systems  
part of HID Global

## IAI industrial systems



**Bart Crols**  
Managing Director



**Gautam Paul**  
Sales Director APAC

IAI industrial systems develops, delivers and supports innovative equipment for securing and personalising documents such as passports, identity cards and driver licenses. Our solutions are highly valued for providing effective new security measures that lock out counterfeiters in every corner of the world. Many governments entrust their challenging projects with us because they value the reliability, accountability and results we deliver.

Our systems are designed with the advanced security and personalisation features you need to safeguard your documents. Their modular design allows you to create a custom solution that meets your specific needs for functionality, speed, finishing and special applications. Each system features our unique laser and inkjet applied technologies that are robust, highly counterfeit-proof and easy to verify.

We assure long-term value and build our reputation on developing unique applications and custom solutions that exceed the expectations of our customers and partners.

Prominent countries in the world have chosen IAI as their preferred partner to help them create highly secure passports and ID cards.

### IAI industrial systems

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## IHE Delft Institute for Water Education



**Sajid Pareeth**  
Researcher

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

Since 1957 the Institute has provided graduate education to more than 15,000 water professionals from over 162 countries, the vast majority from the developing world. Numerous research and capacity development projects are carried out throughout the world. The Institute offers a unique combination of applied, scientific and participatory research in water engineering combined with natural sciences, social sciences and management and governance. Since its establishment the Institute has played an instrumental role in developing the capacities of water sector organizations in the Global South, not least by strengthening the efforts of other universities and research centres to increase the knowledge and skills of professionals working in the water sector.

IHE Delft carries out educational, research and capacity development activities that complement and reinforce each other in the broad fields of water engineering, water management, environment, sanitation, and governance.

### IHE Delft Institute for Water Education

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## INCO Business Netherlands



**Berend Buningh**

Director of Business Development

INCO Business Group is one of Netherlands biggest company incorporation agents, focused on global entrepreneurs. We assist with the incorporation, administration and development of a company, and can act as a country manager on behalf of companies entering a new market, such as The Netherlands. INCO has incorporated more than 1.000 companies, and has a long history in India, working with multiple companies and business partners.

Our legal and tax experts will help you determine the right strategies and corporate structures, while our operational teams offer all corporate services in-house, such as the compliance process to open a bank account, corporate secretarial services and bookkeeping and accounting.

We are always looking for solutions with an independent attitude, enabling entrepreneurs world-wide. With the help of our partners, we stay innovative and adjust our business to ever changing legislation. To ensure that our network expands in a responsible way, our partners and us maintain high quality clients through compliance checks.

INCO Business Group is an innovative firm, reshaping the traditional Corporate Service Industry by providing free feasibility consults, and its unique approach. INCO Business Group regularly hosts professional (startup) events worldwide, where entrepreneurs can set up their company on the spot.

### INCO Business Netherlands

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## ING



**Michael Driessen**

Managing Director / Head of Asia Desk

ING is a global bank with a strong European base. Our 54,000 employees serve around 38.4 million customers, corporate clients and financial institutions. Our purpose is to empower people to stay a step ahead in life and in business.

Our products include savings, payments, investments, loans and mortgages in most of our retail markets. For our Wholesale Banking clients we provide specialised lending, tailored corporate finance, debt and equity market solutions, payments & cash management and trade and treasury services.

Customer experience is what differentiates us and we're continuously innovating to improve it. We also partner with others to bring disruptive ideas to market faster.

Our shares are listed in Amsterdam (INGA NA, INGA.AS), Brussels and New York (ADRs: ING US, ING.N).

When it comes to sustainability, we facilitate and finance society's shift to a low-carbon future and pioneer innovative forms of finance to support a better world. As such, we're ranked as a leader in the banking sector on the Dow Jones Sustainability Index (Europe and World) and we're included in the FTSE4Good Index.

### ING in India

ING has supported its Indian client's offshore activities for more than 20 years through leveraging its strong cooperation with its international Wholesale Bank network across 40 countries.

In 2015, ING Vysya Bank was merged with Kotak Mahindra Bank, being the first voluntary merger between two banks in India. ING has applied to the Indian regulators for opening a representative office in India. ING's office in India will be primarily engaged to conduct liaison functions between the clients in ING Bank's network and in India. ING's India office will report to ING Bank's Singapore branch being the regional Head Quarter for Asia and Australia and will support ING Bank's worldwide Wholesale Banking business line operations.

### ING

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## InnovationQuarter



**Philip Meijer**  
Account Manager Security

InnovationQuarter is the Economic Promotion Agency of the greater Rotterdam - The Hague area in The Netherlands. We are a private-public organization as we have a private company structure and we are publicly financed. Our goal is to guide companies from abroad towards the Dutch Market, free of charge. Economic growth is our driver in terms of jobs and foreign direct investment.

Are you planning to expand business to mainland Europe? Consider and Invest in Holland. Access to Talent, Knowledge, Innovation, Capital, Market and Events. Our area is strong in Life Science & Health, Horticulture, Maritime and last but not least IT-Security.

In general we facilitate the process of setting up business: finding a suitable office location, incorporating a legal entity, registering at the Chamber of Commerce and opening a bank account.

Furthermore, we can assist you with:

- Quick market scan: providing information about the Netherlands, the Rotterdam - The Hague area and our strong sectors
- Visit program: 1-2 day Fact Finding Trip to show the opportunities in Holland
- Intermediaries: trustworthy experts who provide services for incorporation, work & residence permits, recruitment, housing, social communities, schools, etc.
- Networking opportunities: introduction into networks and to potential partners
- Media attention: increasing your visibility via our media channels

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## Knowingo



**Antoine Jansen**  
CCO

Knowingo+ is an innovative cloud-based learning platform that uses Artificial Intelligence (AI) and Gamification to revolutionize the way people learn.

We provide organizations “measurable return on Knowledge” by helping them to solve vital knowledge problems. Practice shows that employees only possess approximately 40% of the required knowledge to perform their jobs properly. This ‘knowledge gap’ costs organizations millions of euros every year and exposes companies to reputation damage, business of loss and customer dissatisfaction.

### About Knowingo:

- Exited stealth mode and entered Dutch market in 2018
- Serving 70+ enterprise customers, including government in the Netherlands and abroad
- Powered by award winning learning technology and top learning experts



**Adnan Sawadi**  
RVP

### What is Knowingo?

- Makes learning fun  
Automatically gamifies your content and plays like a trivia game
- Delivers measurable results  
Self-learning AI guarantees the learning process is reliable and what is learned is actually valid
- Brings learning anywhere  
Learn anytime, anywhere, even at home and on the way, right on your mobile device

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## Markets and Partners | Strategic Intelligence (M&P)



**Nedthesh Sarma**  
CEO



**Pritam Parashar**  
Managing Director

### Markets and Partners | Strategic Intelligence (M&P)

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Markets and Partners | Strategic Intelligence (M&P) is a one-stop transaction oriented global consultancy and advisory firm with emphasis on Market intelligence and Business development, Merger and Acquisitions, Corporate finance, Branding Design, (in) organic business growth and Strategy Consultation for emerging and developing Organizations. The company is headquartered in Amsterdam, Netherlands and has offices in number of jurisdictions including India, Singapore, UK, Germany and Turkey.

The unique strengths of M&P are our people and clients. We offer our clients business solutions that are based on our international professional standards and experience which fit within the Indian context and are practically executable.

The model and strategy of M&P is unique, whereby business partnerships, domain, market, industry expertise, culture, and emerging technologies help our people to think as entrepreneurs and bring in their true value, expertise, creativity and solutions to our clients.

M&P's constant effort is to create value for its clients with deep knowledge and experience of business, tax, legal, finance expertise for each of our client customised.

#### Profile of Commercial Contacts Wanted:

- Indian companies that are looking for accessing and/or expanding their business into the Netherlands/Europe;
- Indian companies that are looking for Dutch partners for strategic partnerships and/or joint ventures/cooperation;
- Dutch companies that are interested in accessing and/or expanding their business into India.



**Wim van den Doel**  
Member Executive Board NWO



**Berry Bonenkamp**  
Senior Policy Officer

### NWO - Dutch Research Council

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## NWO - Dutch Research Council

NWO, the Dutch Research Council, is the national research organisation of The Netherlands. NWO ensures quality and innovation in science and facilitates its impact on society. The main task of NWO is to fund scientific research at public research institutions in The Netherlands, especially universities. NWO focuses on all scientific disciplines and fields of research. The funds are allocated by means of a national competition on the basis of quality and independent assessment and selection procedures. NWO plays several roles as a broad, national research organisation that actively contributes to various elements of national science and innovation policy.

NWO's mission is to advance world-class scientific research that has scientific and societal impact.

The Netherlands and India are long-term partners in research collaboration. NWO shares partnerships with the Indian Department of Science & Technology (DST), the Indian Department of Biotechnology (DBT), the Indian Ministry of Electronics & Information Technology (MeitY), and the Indian Council of Social Science Research (ICSSR). NWO and these Indian partners have built a relationship of mutual trust and benefit to each other. Some of the best universities and research institutes in The Netherlands and India have been linked together through joint programming. This relationship will grow in the future.

NWO runs joint bilateral calls together with the Indian partners every year. The focus is on joint research projects for three to five years. NWO, DST and DBT have adopted a mission-oriented, impact-focused approach, funding large coherent, multidisciplinary research projects, in the areas of 'Water', 'Agro-Food' and 'Health'.



## NXP Semiconductors Netherlands



**Maurice Geraets**

Executive Board Member NXP  
Netherlands

NXP Semiconductors is a NASDAQ-listed, global semiconductor company with 31,000 employees in 31 countries and a revenue of \$9.4 billion in 2018.

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

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

In automotive we are the world market leader with over 95% of all cars being produced globally using NXP chips. With car-to-car and car-to-infrastructure communication chips, radar, image processing and artificial intelligence chips, we enable automated driving, safer traffic, less traffic congestion and lower pollution.

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

### NXP Semiconductors Netherlands

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## PAL-V International



**Carlo Maasbommel**

Vice President International  
Business Research & Development  
and Sales

PAL-V International is a Dutch company that has developed and is commercializing the first flying car in the world. PAL-V is specializing in personal flying mobility. By combining flying and driving in one vehicle a new unprecedented form of mobility has become reality. Seamless door to door traffic with one FlyDriving vehicle. Its first product, the PAL-V Liberty, is complying with EASA and FAA regulations for air use and with standard regulation for road use. The company is also offering versions of the product for policing, military, boarder control, first aid, etc. The company started in 2007 and has over 60 employees. Its partners are well known companies, universities and research institutions. The company is supported by various Dutch ministries. The production model was launched in March 2018 at the Geneva International Motorshow.

### Products and Services Offered:

- The PAL-V Liberty Flying car.

### Unique Selling Points:

- The PAL-V Liberty is the first product in the world combining flying and driving
- 2 persons
- As a gyroplane with two engines it is very safe to fly.
- It is very safe and comfortable in turbulent and gusty conditions
- The product is easy to fly: 30 hours of practical training is enough to get licensed.

### Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies for partnering to develop the Indian market: creating sales, training and maintenance offices in India. Companies for supply of (aviation certified) components.

### PAL-V International

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## ReaQta



**Kenneth Ratnam**  
Vice President – Global Sales & Partnerships



**Dinesh Chandna**  
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ReaQta is a Cyber Security Company and has a very unique AI Threat Response Platform.

With ReaQta's Hive Artificial Intelligence solution, customers will now have the in-depth behavioral analysis for detection tracking and protection of all unknown and sophisticated malware and file less attacks which exhibit malicious behaviors.

With a live-hypervisor based monitoring at the chip level, customers have the ability to identify more stealthy behaviors compared to many other solutions. And with one hundred and eighteen (118) ready-made perimeters for daily Threat Hunting the power of the AI platform will ensure the customer is well on top of the risk levels of all the end points.

Customers will now have the ability to build and script detection strategies which gives a far wider catch of all anomalies at the endpoint in real time.

Hence with no signatures updates required, the solution can also be deployed in an air-gaped environment. A.I. Behavior detections, full response and remediation with a remote kill ability will enhance the power and time to triage in minutes for the customer.

The A.I. engines do not require external updates, the solution remains fully performant without any connection to the internet.

- ReaQta-Hive can be fully customized to activate and react to any type of custom behavior or event
- Advanced Threat Hunting is made easy with 118+ ready-made commands to speed up Hunting Campaigns
- Full remote interaction with the endpoints via real-time console for remote remediation, quarantine and monitoring
- Advanced dynamic monitoring for critical behaviors like:
- key logging, process impersonation, harvested credentials, token stealing and screenshots
- Live Hypervisor monitoring
- Dual AI Based engines for local and infrastructural threat detection



## Rockstart Health



**Akshat Kshetrapal**  
Director Rockstart Health

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Rockstart launched in 2011 in Amsterdam as one of Europe's first startup accelerators. Today, Rockstart is an international company that supports and empowers the best startups on their way to success across four domains: Energy, Health, AgriFood, and Emerging technologies. We provide startups with access to the capital, market, community, and expertise by connecting them to partners, investors, mentors and the wider Rockstart network.

Rockstart also creates programs that are customized to boost collaboration between startups and corporates, driving faster access to co-creation, commercial partnerships, and investment. Rockstart has experience in designing and executing programs for Maersk, Shell, Dutch Ministry of Health, and many others.

Since its inception, Rockstart has invested in more than 150 startups and supported them in their journey to raise more than €87 million and hire more than 700 people. Rockstart is an international team of 35+ professionals dedicated to support and empower startups to become scalable and change their world for the better.

**Rockstart Health is a hands-on investment program focused on market-validated startups in the health sector.**

Disruption of the medical industry has brought a plethora of rich benefits, from cures for diseases to new, AI-powered diagnostics methods to making healthcare more accessible for everyone, in every part of the world. With unparalleled access to hospitals, payers, care organisations, research institutions, and investors in the space Rockstart has built a launchpad for innovative health startups that are making a positive change in the industry.



**Jannet de Jong**  
International Project Director

## StartLife

StartLife believes that startups are the propelling force behind the food and agtech innovations required to meet future global food demand. The company fosters entrepreneurship in food and agtech, and supports entrepreneurs in translating innovative business ideas into global enterprises. StartLife collaborates closely with Wageningen University & Research and other knowledge institutes, multinationals, government organizations and investors. Since 2009 it has built, supported and funded 300+ startups, in bringing breakthrough technologies, to market.

### About

Tomorrow's global food supply challenges demand a radical approach to innovation in the Food and Agriculture sectors today. Due to their innovative capacity, StartLife believes that startups are the propelling force behind the food and agtech innovations required to meet global food demand in the future.

StartLife has worked with startups for over ten years. We supported more than 300 startups that develop technological innovations in the domains of Food and Agtech.

Our mission is to foster entrepreneurship in Food and Agtech, and support entrepreneurs and their teams as they build their innovative business ideas into global enterprises with a lasting impact.

### StartLife

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**Hans Osnabrugge**  
Chief Executive Officer



**Sander de Boer**  
Business Developer

## Talk360

Talk360 is one of the largest calling apps in the world and differs from free alternatives because of the possibility to call any offline (mobile or landline) phone number in the world, for a few cents. Currently Talk360 services 1 million customers in more than 215 countries.

We believe that reliable communication should be affordable and accessible to everyone, regardless of technical knowledge or background. Distribution and being able to pay, are key in solving this accessibility gap both for consumers and businesses wanting to serve them.

### Products and Services Offered:

At Talk360 we strive to make reliable communication available for every consumer and business in India through our easy to use application. For less than a rupee per minute every landline – or mobile number can be reached!

In 2019 we started to solve the accessibility gap in India by integrating Paytm (one of the largest payment methods in India), introducing the local currency and opening a local entity which is supported by an Indian sales and business development team.

### Unique Selling Points:

- Only (international) calling app that supports Indian Rupee
- Only (international) calling app with a local entity in India
- Only (international) calling app that supports local payment methods
- Local and experienced Indian sales and business development team
- Unique recurring commission model for partnering organizations

### Profile of Commercial Contacts wanted:

Looking for companies that might be interested in increasing our footprint in India and earn recurring commission or enjoy barter advantages:

- Retailers and Media (Online and Offline)
- Resellers of pre-paid products
- Resellers of telecom accessories
- Companies with a lot of promotion agents which want to add new products
- Optional: Travel and Loyalty companies

### Talk360

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The Hague.  
Business Agency



**Anesh Kisoen**  
International Business Advisor

## The Hague Business Agency

The Hague Business Agency, a government organisation, assists and advises international companies and organisations with establishing, expanding or relocating operations in The Hague region. The Hague, the International City of Peace and Justice, is the Gateway to Europe and home to 300 international organisations, tribunals & NGO's. It also boasts key industries such as Energy; IT, Tech & Telecom; Finance & Legal and Impact. The international character and quality of life in The Hague make the city and it neighboring municipalities an excellent location for Headquarter Operations. Together with its partners, The Hague Business Agency helps the local economy grow by attracting these foreign companies.

### Strong ties with India

The Hague hosts a large Indian diaspora community and has had a good relationship with India for many years. To strengthen this bilateral relationship, The Hague has signed MoU's with the state of Karnataka and the state of Telangana, which actively focuses on startups, cyber security and elderly care technology. The Municipality of The Hague regularly visits Bangalore (the state of Karnataka) and Hyderabad (Telangana) to implement the MoU's and creates awareness for The Hague as an international city that welcomes Indian entrepreneurs and businesses.

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

### The Hague Business Agency

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**Michel Rademaker**  
Deputy Director

## The Hague Centre for Strategic Studies (HCSS)

**Transforming global challenges of today into solutions for tomorrow.**

HCSS is a geopolitical and strategy organization that conducts its activities independently and in collaboration with its large network of affiliated experts. Our products are diverse: e.g. full-fledged reports, issue briefs, interactive dashboards and quick topic reports, as well as and commentaries in the media. HCSS is also a platform for the exchange of ideas and development of new concepts and strategic insights.

We create models and monitors for public and private organizations to improve their situational awareness and provide them with a better understanding of their strategic environment. We also compile, collate and generate new datasets, design tailor-made analytical frameworks and build fully interactive dashboards. Our in-house competencies include predictive modeling using both structural and dynamic data, web scraping, text mining, advanced internet search techniques and data visualization.

Our client portfolio is diverse, comprising government institutions (Defense, Security, Foreign Affairs, Economic Affairs, International Corporations and Nonprofit organizations).

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## The Hague Security Delta



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The Dutch security cluster 'The Hague Security Delta' (HSD) is a network of businesses, governments and knowledge institutions that work together on innovative security solutions and knowledge development. In this network, security issues are discussed and knowledge is shared on cyber security, national and urban security, protection of critical infrastructures, and forensics. The HSD partners have a common goal: a more secure world, more business activity and more jobs. The core of the security cluster is the HSD Campus, the national innovation centre for security in The Hague.

Security is a societal issue with many challenges in today's complex world. Knowledge sharing and collaboration are crucial for the realisation of the necessary and viable innovations in the field of security. Now and in the future.

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## TNW



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**Inge Wijnja**  
Head of Government Relations

In 2006, founders Boris and Patrick were looking for a tech event to showcase their new startup. When they couldn't find one that checked all the boxes, they decided to host their own. As they were organizing things, they soon realized they needed somewhere to promote the conference, and that's how thenextweb.com was launched. It later became a blog and the result is what you are looking at right now.

TNW was started to bring insight, meaning -and every now and again, the lulz- to the world of technology. But we didn't want to stop there. Today the company has grown from those two parts to four pillars that brought forth TNW News, TNW Deals, TNW Conference and Events, our new tech hub called TQ and Index, our market intelligence platform.

There's a large and growing group of people who take a special interest in technology. This is what we call Generation T. Their need for information, data and personal connections is increasing.

TNW is a future-proof tech media company that focuses on this cross-generational group and helps them get the most out of technology by informing them through remarkable stories and insights, and by bringing them together through extraordinary events and workspaces.

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## Van Hall Larenstein, University of Applied Sciences



**Jan van Iersel**  
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**Rik Eweg**  
Director Applied Research Center  
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Training our students to become high-quality, ambitious and innovative professionals who contribute to a more sustainable world, is our main thrive. As a University of Applied Sciences, we conduct high-quality practice-based research, which enhances both our teaching and our position as a research institute. As a research institute, we supply practice-based solutions for issues from national and international businesses and societies working in the so-called 'green and blue sectors'. Along bachelor (BSc) programmes, we also provide master (MSc) programmes, postgraduate training programmes and courses in these sectors, for regional, national and international students.

Since 2010 Van Hall Larenstein (VHL) is active in India. We started our collaboration with the Agriculture Development Trust Baramati in a 2+2 /twinning programme which means that students study for 2 years in Baramati/India and then join Van Hall Larenstein in their 3rd year and 4th year of the Bachelor in Agribusiness and Administration. In 2015 we also started a 2+2 programme in Animal Husbandry.

Nowadays we surrounded these study programs with applied research projects and LivingLabs were as well students as staff can work on projects that are important for the Indo-Dutch collaboration on different subjects:

- Setting up an Indo-Dutch center of Excellence in Horticulture in Baramati to showcase Dutch technology
- Providing training to different groups together with Dutch knowledge institutes, f.e train the trainer programs
- Setting up an CoE in Dairy in Baramati to research dairy innovations
- Incubator programs in India and the Netherlands
- Improving possibilities for Indian rural youth by guiding start-ups and business opportunities.

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## VSNU - Association of Universities in the Netherlands



**Pieter Duisenberg**  
President

The societal task of research universities is to provide high-quality academic education and to conduct high-quality scientific research in order to build a strong knowledge society. Important scientific questions for society are studied and resolved if possible. Knowledge is created in order to encourage innovation. This is how research universities contribute to a strong society, whereby the Netherlands achieves and maintains a prominent international position.

By joining forces through VSNU, research universities show to the outside world how they fulfill their societal task, they formulate common goals for education and research, and they lobby for the conditions that are necessary to achieve these goals.

The VSNU office supports these goals by unlocking figures and data about the university sector, by providing a platform for knowledge exchange, by informing universities about the political realities in The Hague, by lobbying towards national politics and by fulfilling the role of employer. The lobby for conditions, such as less rules and more funding, is more successful when universities make their ambitions and successes visible and when they are accountable for what their choices and actions.

For more information please check: [www.vsnunl/en\\_GB](http://www.vsnunl/en_GB)

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## Wageningen University & Research



**Sjaak Wolfert**  
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Wageningen Research (WR) consists of a number specialized institutes for applied research in the domain of healthy food and living environment. Wageningen Research (WR) collaborates with Wageningen University under the external brand name Wageningen University & Research.

WR has a strong track record of multidisciplinary projects and is involved in hundreds of EU-funded projects (FP7 and Horizon 2020) and many other large national and international research projects. Other clients include water boards, provinces, municipalities and businesses in e.g. the agrochemical and agro-technology industries. One of the strengths of Wageningen University & Research (including WR) is that its structure facilitates and encourages close cooperation between the approximately 3000 experts from Wageningen University and its renowned research institutes. These institutes cover a wide range of expertise including food technology, plant, animal and economic sciences.

Wageningen Economic Research (WEcR) is the socio-economic research institute offering governments and companies (socio) economic insights and advice for sound policies and better decision-making in an innovative way. We develop insights using market intelligence and an integrated approach. We have a (inter)nationally proven track record and extensive experience in setting up and carrying out ICT projects for the agriculture sector, as well as (social) cost/benefit analyses, impact evaluations and consumer research.

WEcR as part of WR is backed up for technical expertise by the other specialised WR institutes that will be involved when specific expertise is required.

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## Women on Wings



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Women on Wings' mission is to take families in rural India out of poverty through economic development. We co-create jobs for women in rural India. A job empowers women and gives them financial freedom. Mothers will spend their income on educating their children; the next generation.

We provide business consultancy and mentoring to Indian social entrepreneurs (our partners) operating in rural India. Dutch and Indian professionals bring extensive professional experience in e.g. business development, marketing & sales, branding, finance, product development, retail and supply chain management. In interactive sessions they work with our partners on creating growth plans for their companies. We act as an accelerator, guide on strategic level and support in operational implementation.

Products and Services Offered: business consultancy and mentorship.

### Unique Selling Points:

- Proven track record: 12 years' accelerating social enterprises in India;
- Long-term partnerships;
- Large network in social space India;
- Fusing western business knowledge with local entrepreneurship to co-create lasting impact on ground;
- Over 60 very experienced Dutch and Indian professionals;
- In-depth knowledge in food & agri, textiles & handicrafts sectors;
- Founded in the Netherlands, since 2013 an office in India;
- Co-created 266,400 jobs for rural women till date;
- Launching Women on Wings community-platform October 2019.

### Looking for:

Social investors, wholesalers and retailers in The Netherlands and India that want to contribute to our mission by providing access to markets and access to finance to Women on Wings' partners in India and becoming member of our community-platform.



# Other

VNO NCW



**Ineke Dezentjé Hamming**

Vice President VNO-NCW & President Association FME, Chair Smart Industries



**Louise Beduwé**

Deputy Director International Affairs

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## VNO-NCW

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

It covers practically all sectors of the Dutch economy: industry, commercial services, construction, the retail trade and the care sector.

VNO-NCW represents the whole of Dutch industry, from the smallest firms to the largest corporates. It represents 80% of companies with more than ten employees and 95% of companies with over 100 employees and all companies in the Netherlands employing more than 500 staff.

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

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



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**FMO**

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

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

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

# Official Delegation

## Official Delegation

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