

# Netherlands trade mission to Vietnam

27 - 30 November 2022



Netherlands

# Index

Foreword	4
Map of the Netherlands	6
Introducing the Netherlands	7
Vietnam and the Netherlands	9

## Company profiles

ACCV	12	Holland International	
Amsterdam Airport Schiphol	13	Distribution Council	31
Arcadis	14	HoSt / INFINRG	32
Atradius Dutch State Business	15	Hyva	33
Blue Dragon Program	16	IRO - Association of Dutch	
Boskalis	17	Suppliers in the Offshore	
Climate Fund Managers	18	Energy Industry	34
Cofano	19	Jumbo Cargo Products	35
De Heus	20	KUBO Greenhouse Projects	36
Delta Context	21	Lentiz Education Group	37
Deltares	22	Movexx International	38
Dutch Business Association		NACO, Netherlands Airport	
Vietnam	23	Consultants	39
Eindhoven International Project		Netherlands Enterprise Agency	
Office (EIPO)	24	(RVO)	40
Exept Integrated Sustainability	25	Nijhuis Saur Industries	41
Ferm O Feed	26	Paques	42
FrieslandCampina	27	Pon.Bike	43
HammenHof	28	Pondera Group	44
Harvest Waste	29	Port of Rotterdam	45
Heineken Vietnam Brewery	30	PowerCem Technologies	46

# Index

## Company profiles

Probiotec	47	TNO	53
ReXil Agro	48	TONZON	54
Royal HaskoningDHV	49	Van Oord Dredging and Marine Contractors	55
Saxion University of Applied Sciences	50	Victron Energy	56
Signify	51	Witteveen+Bos	57
Sustainability Included	52		

## Official delegation & Contact details

Ministry of Foreign Affairs	59
Dutch Business Association Vietnam	60
Ministry of Economic Affairs and Climate Policy I	
Netherlands Enterprise Agency	60
Embassy of the Kingdom of the Netherlands in Hanoi	61
Consulate General of the Kingdom of the Netherlands in Ho Chi Minh City	64

# Foreword



It is a great honour to be heading this mission to Vietnam. I am proud to be joined by a business delegation from the Netherlands comprising representatives of over 44 companies and organisations with expertise in a wide range of sectors: water, agriculture and horticulture, logistics, renewable energy and waste management.

The Netherlands attaches great importance to good economic relations with Vietnam, which is a major trade and investment partner with significant potential given its economic growth rate of 7 to 8 %. We cherish this relationship and are keen to deepen contacts between our countries.

Currently our countries' societies are facing challenges related to climate change, urbanisation, water and food security, to name only a few. I am confident that close cooperation between Vietnam and the Netherlands can create solutions and shared opportunities in these areas. By working together, we can also support the transition towards a carbon-neutral society by 2050.

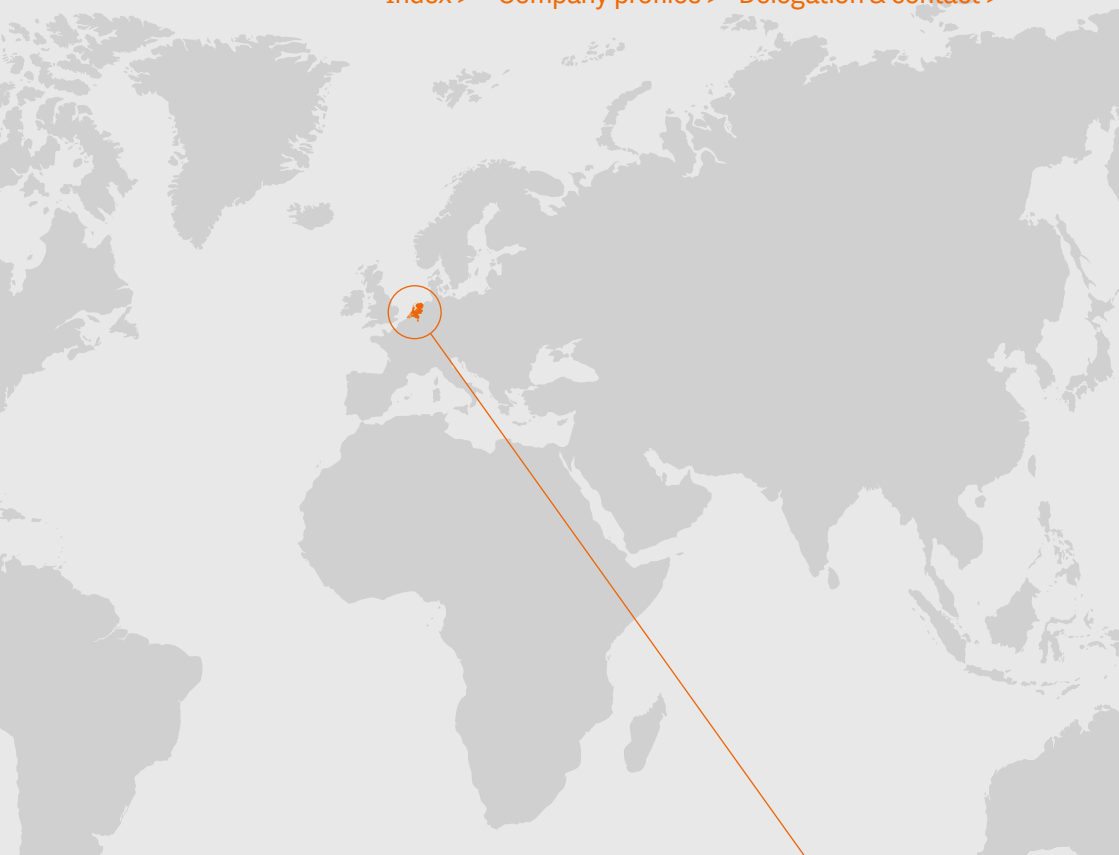
Next year Vietnam and the Netherlands will celebrate 50 years of diplomatic ties. I am particularly pleased to visit Vietnam in the run-up to this very significant moment. I am confident that this visit will further enhance the partnership between our countries.

The Green Economy Forum & Exhibition (GEFE) offers an excellent platform for the participants in this trade mission to showcase their expertise and to make new contacts in Vietnam in support of sustainable business opportunities. For participants who are already active on the Vietnamese market, this visit offers an opportunity to expand their network. For others, the mission provides an excellent introduction to Vietnam and to potential Vietnamese partners.

Mr. Alexander Koch, Chair Board of Directors DBAV (Dutch Business Association Vietnam and Managing Director of Heineken Vietnam) is leading the business delegation. I am confident that under his guidance your meetings at GEFE will boost trade and investment and help forge new partnerships. I wish all participants an inspiring and successful mission and look forward to meeting you in Vietnam.

**Liesje Schreinemacher**

*Minister for Foreign Trade and Development Cooperation*



## Map of the Netherlands

### Locations

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



# Introducing the Netherlands

## How do the Dutch make a difference?

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

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



### Worldwide ranking

- 1st At WEF's ranking of most competitive economies in Europe. 4th in the world. (WEF, 2019)
- 1st Production and auctioning of cut flowers and flower bulbs
- 1st World's largest flower exporter
- 2nd Largest exporter of agricultural products in the world (WTO, 2019)
- 5th Greatest place to live (World Happiness Report, 2022)
- 6th Best at Global Innovation Index (GII, 2021)
- 7th Largest exporter of goods in the world (CIA World Factbook, 2020)
- 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** Parliamentary democracy (cabinet of Prime Minister and Ministers) within a constitutional monarchy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** The kingdom consists of four entities. The Netherlands and three territories in the Caribbean: Aruba and Curaçao and St. Maarten. Number of provinces 12. Special municipalities: The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean.
- **Surface area** 41.545 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17,564,623 (2022)
- **Number of inhabitants per km<sup>2</sup>** 423 (2022)
- **Monetary Unit** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 58,061 US dollars (World Bank, 2021)
- **Unemployment rate** 3.3% (CBS, 2022)
- **90% of all Dutch people** speak English



# Vietnam and the Netherlands

## Together towards green transformation

Vietnam and the Netherlands share a dedication to bringing about circular and carbon-neutral economies. Just like Vietnam, the Netherlands strives towards a society where economic prosperity, environmental sustainability and social equality go hand in hand. As two delta countries, we are natural partners. We know all too well how important addressing climate and water challenges is to keep our feet dry. And how vital innovation and digitalisation is to feed our increasing population and keep our growing cities healthy, safe and liveable.

Building on 400 years of contact and on the road to celebrating 50 years of diplomatic relations in 2023, we have already established strategic partnerships to address topics such as water and climate change adaptation and food security. At GEFE 2022, we are ready to take this partnership to the next level.





### Shared challenges, join solutions

With the world facing major environmental challenges. Our current way of living is too demanding for nature's capacity and vital resources such as water, energy and food. We need to transition from fossil fuels to renewable energy sources, harnessing the power of sun, wind and water. It's time for a green transformation across the board, focusing on circular economy, waste management, sustainable agriculture and water purification.

### The Netherlands as your sustainable partner

The Netherlands and Vietnam are committed to achieving climate neutrality by 2050. To make this happen, government, businesses and knowledge institutes collaborate to create innovative solutions for challenges related to water, agriculture, energy, logistics and more. We are keen to work with countries around the world to share our knowledge and expertise or adapt our proven solutions to local circumstances.

Let's connect at GEFE 2022 to realise a green future together!

# Company profiles

ACCV	12	Jumbo Cargo Products	35
Amsterdam Airport Schiphol	13	KUBO Greenhouse Projects	36
Arcadis	14	Lentiz Education Group	37
Atradius Dutch State Business	15	Movexx International	38
Blue Dragon Program	16	NACO, Netherlands Airport Consultants	39
Boskalis	17	Netherlands Enterprise Agency (RVO)	40
Climate Fund Managers	18	Nijhuis Saur Industries	41
Cofano	19	Paques	42
De Heus	20	Pon.Bike	43
Delta Context	21	Pondera Group	44
Deltares	22	Port of Rotterdam	45
Dutch Business Association Vietnam	23	PowerCem Technologies	46
Eindhoven International Project Office (EIPO)	24	Probiotec	47
Exept Integrated Sustainability	25	ReXil Agro	48
Ferm O Feed	26	Royal HaskoningDHV	49
FrieslandCampina	27	Saxion University of Applied Sciences	50
HammenHof	28	Signify	51
Harvest Waste	29	Sustainability Included	52
Heineken Vietnam Brewery	30	TNO	53
Holland International Distribution Council	31	TONZON	54
HoSt / INFINRG	32	Van Oord Dredging and Marine Contractors	55
Hyva	33	Victron Energy	56
IRO - Association of Dutch Suppliers in the Offshore Energy Industry	34	Witteveen+Bos	57



## ACCV



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ACCV is the Vietnam based affiliate of Asia Clean Capital, a leading distributed solar developer for the high-end industrial and commercial market. Core clients include Nestle, Coca-Cola, Danone, Volkswagen, Schindler, Unilever, Andritz, Fujitsu, Mapletree, and many more.

Focused on carbon reduction and energy efficiency solutions, ACCV invests all of the project costs and provides the design, engineering, equipment, government approvals, installation, and long-term maintenance of solar systems. All electricity produced is provided to clients at below-grid prices under long-term agreements. ACCV's project sites are typically large production facilities with electric demand from 1 to 20 MW.



### Asia Clean Capital Vietnam

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# Schiphol

## Amsterdam Airport Schiphol



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Amsterdam Airport Schiphol welcomed 25.5 million passengers in 2021 and processed 1.7 million tonnes of cargo. With its 296 direct destinations all over the world, Schiphol offers one of the best destination and frequencies networks in Europe. This makes Amsterdam Airport Schiphol one of the most important mainports in Europe and one of the two European hubs of Air France-KLM and the SkyTeam alliance. Schiphol is an important contributor to the Dutch and regional economy.

Amsterdam Airport Schiphol is part of Royal Schiphol Group, an enterprise that operates airports in the Netherlands, conducts international activities and participates in airports abroad. Royal Schiphol Group's mission is connecting your world.

### Royal Schiphol Group

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## Arcadis



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Arcadis is a leading global Design & Consultancy organization for natural and built assets. Applying our deep market sector insights and collective design, consultancy, engineering, project and management services we work in partnership with our clients to deliver exceptional and sustainable outcomes throughout the lifecycle of their natural and built assets.

We are 33,000 people, active in over 70 countries that generate €3.8 billion in gross revenues (including IBI group, based on 2021 full year pro forma figures). We support UNHabitat with knowledge and expertise to improve the quality of life in rapidly growing cities around the world.

### Arcadis

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## Atradius Dutch State Business



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Atradius Dutch State Business is the official Export Credit Agency of the Kingdom of the Netherlands. Atradius offers exporters of capital goods or international construction companies in the Netherlands a wide range of credit insurance and guarantee products when doing business abroad.

Credit insurance on behalf of and for account of the Dutch State usually involves export transactions with credit periods or a completion time in excess of twelve months. They always involve the supply of capital goods such as machinery, ships or greenhouses, or construction works.



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Through its insurance and guarantee products Atradius can assist you in winning export transactions and increase your financing capacity with your bank. Customers of the exporters can benefit from deferred payments or financing and favourable financing conditions.



### Atradius Dutch State Business

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## Blue Dragon Program



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The Blue Dragon Program is a partnership under the umbrella of Blue Deal since 2019. The partnership is the long-term assistance of Dutch Water Authorities in Mekong Delta. Within the partnership, Dutch experts and Vietnamese experts are working together to improve capabilities to implement integrated water resources management in the region through knowledge and experience exchange. Altogether, we can analyze the specific situation in Mekong Delta and choose the most suitable approach through four work packages:



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- Firstly, The heart of the Program is Blue Dragon Pools which plays a key role to attract most of the input. The Pools introduce an issue-based and integrated approach for collaborative learning, on-the-job support and capacity building.
- Next, Blue Dragon Academy introduces a multi-level training program not only aiming for increased knowledge and expertise but also for increased Vietnamese training capacity.
- Also, Blue Dragon Scale-up Accelerator focuses on scaling-up of new ideas and innovative solutions.
- Lastly, Blue Dragon Community sets up and nurtures a growing group of water sector professionals, who keep the impact of the program in the region continuously, develop the partnership gradually and open business opportunities.



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### Blue Dragon Program

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## Boskalis



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Boskalis is a leading global services provider operating in the dredging, maritime infrastructure and maritime services sectors. The company provides creative and innovative all-round solutions to infrastructural challenges in the maritime, coastal and delta regions of the world. With core activities such as coastal defense, riverbank protection and land reclamation Boskalis is able to provide adaptive and mitigating solutions to combat the effects of climate change, such as extreme weather conditions and rising sea levels, as well as delivering solutions for the increasing need for space in coastal and delta regions across the world.



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The company facilitates the development of offshore energy infrastructure, including renewable wind energy. Boskalis is furthermore active in the construction and maintenance of ports, waterways, access channels and civil infrastructure, thus helping to facilitate trade flows and regional socio-economic development. In addition, Boskalis is a global marine salvage expert. With a versatile fleet of more than 500 vessels and floating equipment and 10,000 employees Boskalis is creating new horizons around the world.

Boskalis has executed various dredging and offshore related projects in Vietnam and has a permanent presence in the South East Asia region with staffed offices in, among others, Singapore, Indonesia, Philippines and Vietnam.



### Boskalis

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## Climate Fund Managers



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Climate Fund Managers (CFM) is an investment manager proudly contributing towards mitigating and building resilience to climate change in the areas most affected by its consequences. We use blended finance structuring to attract public and private capital to invest in high-impact sectors in emerging economies. We believe in a world where sustainable investing and profitability are not mutually exclusive.

We provide financing solutions for infrastructure developers in the renewable energy, water sanitation and ocean sectors, and our fund structures provide investments across the entire project lifecycle (development, construction and operational stages).



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Our long term vision is to raise, deploy and manage funds for climate change mitigation and adaptation that will play a transformative role in our target sectors.

Our business model promotes the avoidance of harmful greenhouse gas emissions (GHG) through investments that have a positive impact on the environment and local communities, while also delivering risk-adjusted returns to our investors.



### Climate Fund Managers

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## Cofano



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Vietnam's production and export numbers are driving the Vietnamese economy forward, but the distribution lines are under pressure. The current infrastructure is reaching its limits. Vietnam needs to find a way to expand these limitations to sustain economic growth.

Cofano offers solutions that enable our customers to work smarter instead of building bigger. We digitize and connect their operational processes in the supply chain with industry 4.0 technologies. In Europe, we've been implementing these solutions, for instance, a digital twin for hinterland operations, since 2010 and since 2021 we've been exporting our knowledge, expertise and products to Vietnam.

We've started with a port information platform that optimizes the barge visit operations at terminals in the port of Cai Mep, which diminishes barge congestion. Now, we're talking with shipping lines, carriers, container terminals, barge operators, and trucking companies to use our software operating systems for their terminal, barge, gate and forwarding operations.

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## De Heus

De Heus Vietnam (a subsidiary of the Dutch Royal De Heus) entered the Vietnam market in 2008. It offers a wide range of animal feed solutions for livestock and aquaculture to Vietnamese independent farmers through popular brands such as De Heus, Proconco, Anco, Windmill and Koudijs.

De Heus has achieved rapid growth throughout the years and recently further strengthened its position in the Vietnam market through the acquisition of 100% of Masan's MNS Feed.

De Heus is now one of the top players in Vietnam's animal feed sector with more than 20 production plants and a nationwide depot system.



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Delta Context is an independent engineering consultancy firm operating in the international water arena of deltas, coasts, rivers, water management, ports and waterway transport. Delta Context is based in the Netherlands and Bangladesh and has focus and key staff experience in particularly Africa and South-East Asia; emphasis is on water related projects in Bangladesh and Vietnam. Delta Context is working for National Governments, private sector and Development Partners like World Bank, Asian Development Bank, African Development Bank and Dutch Government. Although the company has been established in 2020, it can rely on more than 30 years of international experience of key staff, and a wide network of professional expertise in various fields.

Delta Context is driven by water and providing embedded and integrated solutions to clients, funding agencies and stakeholders within the context of both the physical and socio-economic setting. As climate and coastal adaptation is Delta Context's core, strengthening the climate resilience of water sector infrastructure is done via means of modern tools and innovative and nature-based approaches in a flexible and interactive manner.

### Delta Context

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# Deltares

## Deltares



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### Deltares

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

From the perspective of water, the subsurface and infrastructure, we will be working on four Mission Areas in which we set out our contributions to the international and Dutch agendas and tasks: Future deltas, Sustainable deltas, Safe deltas and Resilient infrastructure.

Managing densely populated and vulnerable areas is complex, which is why we work closely with governments, businesses, other research institutes, universities and NGO's at home and abroad.

Our mission is Enabling Delta Life. As an applied research institute, the success of Deltares can be measured in the extent to which our expert knowledge can be used in and for society. For Deltares the quality of our expertise and advice comes first.

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



## Dutch Business Association Vietnam

The Dutch Business Association Vietnam (DBAV) promotes trade and relations between the Netherlands and Vietnam.



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We support market entrants with a “soft landing” in Vietnam by connecting them to a high-level professional business community, consisting of Dutch, European and Vietnamese enterprises.

Founded in 1999, we currently have more than 150 members, and we are adding new members in both Vietnam and the Netherlands.

We organize more than 50 events per year, such as trade missions, business matching, gala dinner or golf tournament.

Besides our event calendar in Vietnam, we organize several events in the Netherlands too.

We maintain strong relationships with the Dutch Embassy and CG in Vietnam and RVO.

We are accredited by NLinBusiness as an “NL Business Hub”, which means we are regarded as a trustworthy network partner to facilitate Dutch companies that are looking to do business in Vietnam.

Want to know more? Contact Guido van Rooy or visit [www.dbav.org.vn](https://www.dbav.org.vn)



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## Eindhoven International Project Office (EIPO)



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Eindhoven International Project Office (EIPO) is a Brainport Eindhoven based international business developer and strategic advisory, with a focus on socio-economic development, innovation ecosystems and (industrial) transformations.

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



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### Main services

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

- (Innovation) ecosystems & industrial development
- Marketing, branding, FDI attraction & relocation
- Smart Cities, innovation roadmaps
- Triple Helix collaboration, governance and (stakeholder) participation

EIPO's approach is to engage locally to strategize and accelerate smarter development towards a more knowledge-based economy with higher added value to local communities and businesses.



### Eindhoven International Project Office (EIPO)

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For the last 7 years, EIPO is the strategic partner of Binh Duong Province and Becamex IDC, working on the Binh Duong Smart City project and developing the Binh Duong innovation ecosystem together with all stakeholders. Currently, EIPO is also working on projects in Thailand and Bangladesh.





## Except Integrated Sustainability



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Except Integrated Sustainability is a Dutch consultancy and design firm headquartered in Utrecht with a secondary office in Ho Chi Minh City, Vietnam. Founded in 1999 and operating globally, Except is one of the Netherlands' first sustainability consultancies.

Except designs resilient and inspirational buildings and cities, organizations, and industries to help reimagine the built environment, fight climate change, and address our most significant environmental and social challenges.



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Additionally, Except provides training and support to businesses and organizations via Symbiosis in Development (SiD) framework, their unique approach to systems thinking, ensuring the robust foundations of a sustainable society.

Except are known for their multidisciplinary and creative approach to problem-solving, combining research, design, and business intelligence to ensure integrated solutions. No matter how ambitious, Except provides adaptive, resilient, and feasible strategies that set new benchmarks in sustainable development.

As a B Corporation certified enterprise, Except is driven by purpose in addition to profit and is committed to collaboration across all sectors and stakeholders in project design and implementation.



### Except Integrated Sustainability

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## **FERM O FEED**

### **Ferm O Feed**



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An increasing world population, but a decreasing amount of fertility in our Earth's soil. In many places and countries in the world food is or becomes scarce, because the human population exhausts the planet's resources. We want to take care of this problem. Ferm O Feed, a company that belongs to Den Ouden Groep, is a producer of Organic solutions situated in the Netherlands. Our goal is to help the Earth maintaining its fertility by producing Organic solutions. Ferm O Feed products find their way all over the world; approximately 95 percent is exported to more than 75 countries. Soil and planet needs to maintain healthy and fertile.



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Our main clients are distributors and farmers around the world.

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## FrieslandCampina

Royal FrieslandCampina is one of the largest dairy companies in the world with a cooperative tradition going back 150 years. The company processes the milk from dairy farms into a wide range of dairy products and ingredients. This way Royal FrieslandCampina provides hundreds of millions of people throughout the world with valuable nutrients from milk.

FrieslandCampina provides consumers with dairy products, such as milk, yoghurt, condensed milk, dairy-based beverages, cheese, butter, quark, and cream. The dairy company supplies specific nutrition to specific consumer groups, such as children, the elderly, and sportspeople. Professional customers, such as bakers, pastry chefs, chocolate confectioners, chefs, and caterers can rely on FrieslandCampina for a broad product range, including creams, butters, desserts, and fillings. In addition, the company supplies high-quality ingredients to international food producers and pharmaceutical companies.

FrieslandCampina has operated in Vietnam for over 25 years, supplied every year over 1.5 billion consumer units of high quality milk with many preferred brands such as Dutch Lady, Friso, Yomost, Fristi, Hoan Hao and Truong Sinh.



### FrieslandCampina Vietnam

Binh Hoa, Thuan An,  
Binh Duong, HCMC,  
Vietnam

[www.frieslandcampina.com](http://www.frieslandcampina.com)

Inline with its corporate purpose 'for Vietnam to leap forward and reach higher, FrieslandCampina Vietnam's sustainable development strategy with four focal areas: better nutrition – committed high quality nutrition products, affordable & accessible to all Vietnamese, better climate – committed CO2 Reduction; better packaging – 100% Recyclable or Reusable by 2030; and better livelihood for Vietnamese people.



## HammenHof

HammenHof of the Netherlands focusses on developing sustainable and bankable Waste to Value projects in the Asia Pacific region.



**Eric van der Hammen**

Owner/Director

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These projects typically process 650-1000 metric tons of Municipal Solid Waste (MSW) per day and require an investment of € 24-32 Million to establish a fit-for purpose, sustainable and future scalable processing facility.

Typical finished commercial products generated are biogas, biofertilizer, bio-CO<sub>2</sub>, recycled raw materials for further processing in other value chains, and refuse derived fuel (rdf) components.

Ultimately, only a minor fraction of the 650-1000 metric tons MSW, which can't be valorized into any commercial products, will be disposed in long term safe and sustainable landfills.



**Romil Sagar**

Director Global Operations

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HammenHof and partners design, finance, build, own and operate these integrated Waste to Value units in close cooperation and partnership with selected local municipalities, industry partners and buyers of the finished products generated.

We also focus on industrial and agriculture waste such as: press mud, bagasse, poultry and animal husbandry waste, etc., which are potential nuisance in various parts of the world and currently have poor waste management systems.



### HammenHof

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6524 CV Nijmegen

The Netherlands

[www.hammenhof.com](http://www.hammenhof.com)

HammenHof's role in these projects is that of consortium Kickstarter, driver, and architect in guiding waste to value programs from idea to fruition.



## Harvest Waste



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Operations Manager

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Harvest Waste develops, engineers, finances, owners and operates Waste-to-Energy plants around the world using our proprietary High Efficiency WtE technology. It is Harvest Waste's mission to turn residual municipal solid and light commercial waste, which in large parts of the world still ends up untreated on landfills or worse openly dumped generating huge amounts of methane, into clean baseload renewable energy and providing a safe disposal solution for waste, avoiding the need for more landfilling and/or dumping of waste.



**Luuk Rietvelt**

Regional Manager APAC

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Using our unique HE technology, we are producing around 40% more electricity from every ton of waste compared to the "conventional" WtE technology. This allows us to make WtE competitive to landfilling, thereby providing a sustainable solution to treat end of life waste at the lowest cost to society. Our HE WtE plants are helping in closing the loop of the circular economy. The plants have a negative carbon footprint making them eligible for carbon credits. During development and operation, >150 jobs stable jobs will be created.

We are looking for co-development partners in Vietnam to jointly develop WtE projects helping Vietnam to move away from landfilling and helping the country achieve its NDC commitments under the Paris climate treaty.



### Harvest Waste

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1059 CM Amsterdam

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[www.harvestwaste.com](http://www.harvestwaste.com)



## Heineken Vietnam Brewery



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Managing Director

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### Heineken Vietnam Brewery

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5 Me Linh Square,  
Ben Nghe Ward, District 1,  
Ho Chi Minh City,  
Vietnam

[https://heineken-vietnam.  
com.vn](https://heineken-vietnam.com.vn)

HEINEKEN Vietnam is a successful joint venture between HEINEKEN and SATRA (Saigon Trading Group). The company has a proud history of over 30 years - growing from the first brewery in Ho Chi Minh City in 1991 to 6 nationwide with over 3,000 employees today.

We take Vietnamese people on our growth journey in the country. We are currently creating 152,000 jobs across the value chain, contributing an equivalence of 0.7% of Vietnam's total GDP to the local economy and are among the country's top taxpayers.

As a relentlessly innovative company, we combine international expertise with the local know-how and talent; and have been delighting Vietnamese consumers with a wide product portfolio for a variety of local tastes and drinking occasions, including Heineken®, Tiger, Larue, BIVINA, Bia Viet, Strongbow and Edelweiss. Many of our beers are innovations made exclusively for Vietnam and by Vietnamese brew masters.

Sustainability and responsibility are the way we do business at HEINEKEN Vietnam. From day one, we have been committed to "Brewing a Better Vietnam", and for 6 consecutive years 2016 – 2021, we have been recognized by the Vietnam Chamber of Commerce and Industry (VCCI) as one of the top 3 most sustainable companies in the manufacturing sector. Currently 52% of the energy powering our breweries is renewable and 100% of our waste and by products are reused and/or recycled. We are also passionate about advocating responsible consumption and addressing drink driving in Vietnam, and in 2020 introduced Heineken® 0.0 to support the Government's efforts in this area.



Holland  
International  
Distribution  
Council

## Holland International Distribution Council



### Sjaak de Klein

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HIDC is a private, not for profit, organization supported and funded by the Dutch government and over 300 companies and organizations from the Netherlands logistics industry. Assists foreign companies setting up and/or (re)structuring supply chain activities in the Netherlands (as the Gateway to Europe).

Furthermore, we organize events, international trade & fact finding missions and we are involved in research and knowledge development. We can also be of assistance on logistics related topics such as customs, tax, corporate structuring etc.

Our confidential services are free of charge which makes us a highly attractive organisation to team up.



### Holland International Distribution Council

Louis Pasteurlaan 6  
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**Jeremy Timmer**

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## HoSt / INFINRG

### INFINRG converts organic waste into profitable energy products

We would like to meet business owners of palm oil mills, wastewater treatment plants or agri production locations with existing (liquid) organic waste (of at least 100 tons per day) capable to produce biogas volumes of at least 500 Nm<sup>3</sup> per hour (4,3 million Nm<sup>3</sup> per annum or 160,000 MMBTU per annum).

We are partnered with HoSt Holding (HoSt), the only global able to convert organic waste into Renewable Natural Gas (RNG) having the complete technology portfolio and experience under one roof. These come as sustainable transportation or industrial fuel and liquid CO<sub>2</sub>. The technology and business will be fully operated by INFINRG and HoSt and is currently replicated to other locations.

We will invest up to 100% in the project.



### HoSt

Thermen 10

7521 PS Enschede

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**Fabio Ricco**

Managing Director

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## Hyva

Hyva is one of the world's leading providers of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries.

Our waste handling solutions include compactors and collection bodies for the better logistics of waste handling in urban, rural, commercial districts, hospitals and other areas; Hyva offers a wide range of refuse collection bodies, compactors, hook loaders, cranes and moving floors to deliver a smart logistics solution for the collection, transfer and transport of waste. Fewer driving miles deliver cost and environmental savings.



## Hyva

Antonie van

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## Hyva Vietnam

Lot CN3, Tu Liem IZ, Minh

Khai Ward

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## IRO - Association of Dutch Suppliers in the Offshore Energy Industry



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

“Embracing the energy transition” is our motto, actively supported by our members.

We strongly believe that the offshore energy industry plays a vital role in achieving the climate targets for 2030 and 2050. From fossil to wind, from hydrogen to floating solar, from marine energy to CCS, from geothermal to ecology.

A sharp focus on cost efficiency, innovation and sustainability within the Dutch supply industry is instrumental to achieve this goal.

Supporting countries all over the world in their ambitions towards a sustainable energymix is one of our main drivers.

### Wind & water works

(<https://windandwaterworks.nl/about>)

Dutch innovation to support global offshore wind ambitions.

This gateway reflects the expertise and innovative approach of Dutch companies and government in the field of offshore wind energy.

Our supply chain is a strong one with global reach and it's here to help you develop your own offshore wind industry with confidence.



**IRO - Association of Dutch Suppliers in the offshore energy industry**

Boompjes 40  
3011 XB Rotterdam  
The Netherlands  
[www.iro.nl](http://www.iro.nl)



**JUMBO  
CARGO  
PRODUCTS**



**Monique Ansink**

Owner

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[jumbo-products.com](http://jumbo-products.com)

## Jumbo Cargo Products

Jumbo Cargo Products manufactures TUV certified tie downs, towropes, bungees and trailer netting to secure loads safely during transport.

We own a production facility in Vietnam (HCMC) and the Netherlands (Hoorn) and sell the branded products (JUMBO brand) in 25 countries.

Our main goal is to create 300 sustainable jobs for at least 300 women.



### Jumbo Cargo Products

Electronweg 3

1627 LB Hoorn

The Netherlands

[www.jumbocargoproducts.com](http://www.jumbocargoproducts.com)

### Vietnam

Lot P-3B,

No. 8 Street Long Hau,

Long An

Vietnam



**Dennis van Leijde**

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## KUBO Greenhouse Projects

### Kubo philosophy on sustainable food production

The world population is growing expansively. Growth that is using up the earth's natural resources. Energy sources are drying up, water is becoming a scarce resource. At the same time the demand for food safety, CO2 emission reductions and locally-produced products is increasing.

At KUBO we play a huge role in this with our Ultra-Clima, revolutionary, innovative, and sustainable greenhouse concept. In every respect the Ultra-Clima is the ideal solution to the needs of today and tomorrow. It combines everything that is required of a modern greenhouse: increased production, maximum food safety, minimal energy and water consumption, minimal CO2 emissions, and a better yield. This concept is based on semi-closed cultivation using overpressure and a meshed air inlet and outlet. This reduces the risk of disease pressure and enables residue-free cultivation. Energy-efficient fans, dehumidifying, cooling, are some of the features of the Ultra-Clima. CO2, an important and essential fertilizer to crop, is used much more efficiently than in conventional greenhouses.

All this results in significantly lower energy consumption and CO2 emissions, ensuring sustainability.



### KUBO Greenhouse Projects

Vlotlaan 710

2681 TX Monster

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

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## Lentiz Education Group



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Lentiz is a public education institution in the Netherlands and specialized in vocational education and training in the agriculture sector and related fields. Lentiz Education Group has built up worldwide experience and expertise, and an extensive network. Over the past decades, Lentiz has gained international experience and knowledge in the fields of horticulture, floriculture, food processing, and Horti business. We would like to share our knowledge with our partners abroad.

Our teachers and instructors are well equipped to develop and implement training programs for our two main target groups:

- Students and teachers at Vocational Colleges, Universities, and other institutions for higher education.
- Employees, Operators and Managers of modern horticultural projects (established by large government or private sector investors), to boost their understanding of Horticulture, Floriculture, Gardening and Landscaping, Marketing & Sales of Fresh Produce, Food Processing, and Supply & Cold Chain Management.



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### Lentiz Education Group

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## Movexx International

Movexx is a global innovative company which delivers smart electric tug solutions for internal logistic material handling on wheels. These solutions will improve efficiency and the ergonomic way of the material handling. Focus market segments are Retail & Distribution, Healthcare & Laundry, Food & Pharma, Waste & Facility, Industry, Datacenters, Hospitality & Events and Airports.



### Movexx International

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## NACO, Netherlands Airport Consultants

NACO, Netherlands Airport Consultants, is a world-leading independent airport consultancy and engineering firm with over 70 years of experience in the aviation and air transport industry. Since 1949, NACO provides integrated full-service planning, design and development services to over 600 airports in more than 100 countries around the globe.

As aviation business company of Royal HaskoningDHV, NACO is one of the few consultants in the world that offers products & services in all aspects of airport development, from business consultancy to project implementation, construction supervision and ORAT. Achieving greater climate resilience and sustainability and enhancing society together is in our DNA. We are experts on sustainable air mobility – and provide independent expertise producing tangible benefits for the airport stakeholders while safeguarding and future-proofing operations.

In Vietnam NACO was involved in Da Nang terminal design, Van Don international airport project management during construction and ORAT. Together with CONINCO, NACO is actively involved in the feasibility study and design review for Long Thanh International Airport LTIA. NACO leads Dutch Aviation for Vietnam government to government program aimed at exchange of know-how and expertise in ATM, airport capacity, the environment and airport city. Together with CAAV, VAA and ACV partners various master classes and workshops are being organised in Vietnam and the Netherlands aimed at capacity building for the future civil aviation generation.



**NACO, Netherlands Airport Consultants**

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



Netherlands Enterprise Agency

## Netherlands Enterprise Agency (RVO)

The Netherlands Enterprise Agency (RVO) supports entrepreneurs, NGOs, knowledge institutes and organisations.



**Steven Trijsburg**

Business Development

Manager

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We aim to facilitate entrepreneurship, improve collaborations, strengthen positions and help realise national and international ambitions with funding, networking, know-how and compliance with laws and regulations.

We are a government agency which operates under the auspices of the Ministry of Economic Affairs and Climate Policy.

Its activities are commissioned by the various Dutch ministries and the European Union.

### Netherlands Enterprise Agency

Prinses Beatrixlaan 2

2595 AL The Hague

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## Nijhuis Saur Industries



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Nijhuis Saur Industries delivers innovative and sustainable solutions for water use, energy and resource recovery to our customers based on over 100 years of global expertise and experience for industries and municipalities around the world.

Our mission is #MissionWater, with our unique Customer for Life approach to reduce, reuse and recover to advance water and climate change adaption contributing to circular economy with a strong safety record, meeting international safety standards with a firm commitment to Corporate Sustainable Responsibility.



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## Paques

For more than 40 years, Paques has been one of the world's leading companies in the field of development and construction of cost-effective purification systems for water, wastewater and gases, based on innovative biotechnology. With almost 3,000 reference installations worldwide, Paques has helped companies and municipalities to contribute to one of the major challenges of today: to reduce their water and carbon footprints and reclaim valuable resources. The biogas produced by the wastewater treatment plants can be used as green energy in boilers or gas engines. Besides the headquarters in the Netherlands, Paques has subsidiaries and/or production locations in China, Brazil, Argentina, Colombia, United States of America, India, Malaysia, Singapore and Thailand. In many other countries, Paques is represented by licensed partners. This ensures local presence and the best service for our clients worldwide.

### Fields of expertise

Anaerobic/ Aerobic treatment, renewable energy, reclaim resources, purification systems for (industrial) water, wastewater and gases, reduction of water and carbon footprint.



### Paques

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8561 EL Balk

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

### Paques Asia Pacific

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## Pon.Bike

We are Pon.Bike, the top player in the global bicycle industry

Pon.Bike is a global group of brands that provides the best bikes in any market segment – from offroad downhill racing, to urban luggage carriers.

We distinguish ourselves through a premium brand portfolio, with more than 15 bicycle brands, including Gazelle, Cannondale, Cervélo, FOCUS, Santa Cruz, Kalkhoff, Veloretti, GT, Schwinn, Mongoose, Caloi, Charge and Urban Arrow. Based in Europe, North & South America, Asia and Australia.

More and more people see the benefits of cycling with pedal assist. You can cover longer distances without too much extra effort. Cycling is sustainable and, in addition, reduces the congestion in urban areas. Due to our large portfolio of products we always manage to connect with the needs and tastes of each individual cyclist.

## Pon Bicycle Holding

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## Pondera Group



### Eric Arends

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Pondera Group's activities are purely focused on renewable energy. The main divisions in the Pondera Group are Pondera Development and Pondera Consult. Pondera Development is the entity for project development in different development stages, countries and renewable energy sources. Pondera Consult is our consultancy for renewable energy planning, development and technical support. Pondera Group has its head office in Arnhem, the Netherlands and several offices in Asia (Korea, Indonesia and Vietnam).

Our field of expertise encompasses various renewable energy sources, such as solar, geothermal and in particular onshore and offshore wind energy. We can boast more than 15 years of experience as a renewable consultant and project (co-)developer. In our day-to-day work, we work with many partners and serve a wide range of customers, including governments, project developers, utilities, manufacturers and (national) electricity grid operators.

### Pondera

Amsterdamseweg 13

6814 CM Arnhem

The Netherlands

<https://ponderaconsult.com/en>

Pondera Consult is involved in all major onshore and offshore wind projects in the Netherlands and is also actively involved in offshore wind energy developments in other European countries and Asia. With experience in offshore wind projects with a total capacity of more than 12 GW, we believe we are a good partner for international and Vietnamese developers, consultants and governments.

### Pondera Vietnam

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62 Tran Quang Khai,

Tan Dinh Ward,

District 1, HCMC,

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## Port of Rotterdam



**Anita van der Laan**

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The aim of the Port of Rotterdam Authority is to strengthen the competitive position of the port of Rotterdam as a logistics hub and a world-class industrial complex in terms of both size and quality. The Port Authority's core tasks are the sustainable development, management and operation of the port, the maintenance of the smooth and safe handling of shipping and supporting the future-resilience of the port of Rotterdam.

The role and focus of the Port of Rotterdam are shifting. Next to our traditional 'landlord' role we focus on optimizing processes in the supply chain and on digital infrastructure as well. Not only we want to be the most efficient container hub for our direct customers, we also want to serve supply chains as (cost)efficient and sustainable as possible.

A very important part of this approach is getting to know and understand the shippers and forwarders that are shipping to and from Europe. Key for us is to share thoughts on industry developments, port choice criteria and other supply chain bottlenecks and needs, so we can try to tackle these issues and increase supply chain efficiency. We therefore fully focus on shippers and forwarders in different geographical areas.



**Port of Rotterdam**

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## PowerCem Technologies

PowerCem Technologies is a highly successful company specialised in sustainable, ecological and economical in-situ soil stabilizations for impermeable road infrastructure, ports, storage- parking areas, container terminals, mines, airports, heavy lift platforms for windmill parks and immobilization of (severely) contaminated soils so these do not constitute any danger anymore for the environment and population.

Active for 26 years in more than 40 countries, PCT has proven its ability to provide for infrastructural constructions and environmental solutions that are in line with the demands of the 21st century.

PCT works closely with (inter)national scientific, building and engineering organizations. In this way the focus stays on continuing the enhancement and development of the products and their applications.

PCT has a sales and marketing team supported by a specialized engineering department and is based near Rotterdam in The Netherlands. It works world-wide with a network of distributors who have proven professionalism, reliability, and familiarity with the fields of operation.

The distributor would be responsible for the promotion, marketing, sales and engineering for the implementation of the company's products and technology in a specified area/country, backed by the head office in Moerdijk. The distributor would enjoy exclusive rights for the area/country it is working in.

**PowerCem  
Technologies**

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4782 SK Moerdijk

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[www.powercem.com](http://www.powercem.com)



## Probiotec



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The mission of Probiotec is to provide cleaning & personal hygiene products that contain no chemicals of high concern as a green substitute for the existing polluting and irritant products on the market. Using the latest developments in the domain of bio-chemistry and bio-technology, the effects of the use of our products are accelerated by incorporation of probiotics as a component that renders the surfaces hygienically stable long after they have been treated.



**Gjorgji Jovanovski**

Manager Product

Development &

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Probiotec cleaning & personal care products render the environments clean and hygienically stable. The unique probiotic formula has positive microorganisms that neutralize only the pathogen microbes, while preserving own protective microbiome on the surface or skin. This provides effective cleaning without heavy chemicals and antimicrobial after-protection that lasts days after cleaning. The solutions of probiotech are designed, developed and produced responsibly and are up to the highest environmental standards, non-toxic, non-irritant, not tested on animals, completely biodegradable and where possible, completely biobased made from certified ingredients, registered biobased by USDA.



### Probiotec

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Director

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## ReXil Agro

Modern agriculture has entered an era of technological plateau where intervention of smarter technology like biostimulants, probiotics, and nanotechnology is imminently required for making this sector economically and environmentally sustainable.

Rexil Group of companies exploit the novel properties of biotechnologies to make several cultural practices where the wastage of resources can be minimized more efficiently. To solve issues related to agriculture, aquaculture, animal husbandry, human health, food supplement and cosmetic. For example, in the field of crop improvement and crop protection, detection of plant and animal diseases and agrochemical residues, and augmentation of chloroplast mediated photosynthesis.

In a nutshell, there is enormous scope Rexil formulate, and design patented Silicic acid-based solutions for applications in agriculture, aquaculture, and animal husbandry making this sector more sustainable.



## ReXil Agro

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**Methi Pieper**

Sustainability Lead APAC

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## Royal HaskoningDHV

Royal HaskoningDHV is an independent engineering and project management consultancy firm with over 140 years' of international experience in connecting people through sustainable development and innovation. Guided by our mission “Enhancing Society Together”, we take responsibility to make a positive impact on the world through our projects.

We constantly challenge ourselves and others to develop sustainable solutions to local and global issues related to the built environment and the industry. Backed by 6,000 experts in more than 25 countries, we help clients with challenges ranging from climate change and digital transformation to changing customer demands and the energy transition.



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## Saxion University of Applied Sciences

Saxion University of Applied Sciences has a strong international orientation in education, research and entrepreneurship. The world is becoming more and more international, and we make sure our students are equipped to face this reality.

Saxion has more than 25 years of relationships with the educational community in Vietnam and has learned to appreciate the culture and tradition of the country. One of the main achievements of Saxion (and her Dutch and Vietnamese) partners is assisting the Ministry of Education and Training (MOET) in developing a more profession oriented Higher Education system.

The chair International Water Technology (IWT) is very active in R&D-projects involving both (SME-) companies from both countries as well as researchers and students from both countries.

IWT & Saxion have extensive experience in setting up and executing international (subsidy) projects aimed at knowledge development, valorisation and capacity building. Looking at the challenges the world is facing in relation to sustainable circular water use we are looking for partners to carry out applied research & development and capacity building projects involving Dutch and Vietnamese (SME-) companies and local/ regional research institutes in the area of sustainable water technology & management, organic agriculture & aquaculture, and implementation of circular business models.



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## Signify

Signify (Euronext: LIGHT) is the world leader in lighting for professionals and consumers and lighting for the Internet of Things. Our Philips products, Interact connected lighting systems and data-enabled services, deliver business value and transform life in homes, buildings and public spaces.



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In 2021, we had sales of EUR 6.9 billion, approximately 37,000 employees and a presence in over 70 countries. We unlock the extraordinary potential of light for brighter lives and a better world. We achieved carbon neutrality in 2020, have been in the Dow Jones Sustainability World Index since our IPO for five consecutive years and were named Industry Leader in 2017, 2018 and 2019.

News from Signify is located at the Newsroom, Twitter, LinkedIn and Instagram. Information for investors can be found on the Investor Relations page.



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## Sustainability Included

Sustainability Included supports organisations to transform their strategies and operations to reach a net zero impact on the environment. We help to set up sustainable business models and support in greening the sector, company or local environment. We also support local projects and initiatives with best practices, knowledge and our network of innovative partners in the Netherlands.

We are experienced to bridge different cultures, connect and build networks both internationally as well as within the Netherlands.

Our participation to this Vietnam mission aims to investigate the market, meet potential clients and possible partners for cooperation.

### We are looking forward to be in touch with:

- Manufacturers of products for European/Dutch market, who are willing to improve their ESG/CSR performance
- Manufacturers of sustainable products that are seeking a market or partners in Europe/Netherlands
- Organizations in need of innovative solutions, to develop joint projects with Dutch and Vietnamese participation (circular economy, waste recycling, education, sustainable manufacturing, packaging, building, horticulture, etc)
- Clients looking for knowledge and experience from Netherlands and Europe and need matchmaking, a study trip or likewise exchange
- Potential Vietnamese partners: Consultancies in Sustainability, Business Consultancies in trade support.

### Sustainability Included

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TNO is an independent and not for profit, applied research institute founded by Dutch law in 1932. With over 3,600 professionals TNO connects people and knowledge to create innovations that boost the sustainable competitive strength of industry and well-being of society. As a pre-competitive organization, TNO works for public, academic and private organization globally. TNO is also a designated knowledge partner for public authorities in performing legal tasks.

Within the unit Traffic & Transport we aim to improve the safety, efficiency and sustainability of cities, thereby focusing on 3 zero's; Zero Emission, Zero Casualties & Zero Loss. To achieve these goals our 2 roadmaps Smart & Sustainable cover all key aspects of R&D. Our multi-level approach allows TNO to gain advanced technological insights on a broad range of innovations starting from vehicle level (safety, automation, electrification, emissions, powertrains), to system level (Intelligent Transport Systems, Logistics) and ultimately to societal impact level (Smart Cities, Strategic Urban planning, Digital Twins).



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### TONZON

TONZON Thermal insulation, a different technique with better effect and the lowest carbon footprint.

The TONZON technique is based on trapping air between surfaces with very low thermal emission. These surfaces are applied to thin but very strong plastic films. The foil products produced with these films are completely foldable and will only be filled with air at the place of destination. So the volume needed for a house can be easily transported with cargo bikes or small boats. TONZON products are perfect for blocking the heat from the sun shining on a roof or radiating through windows. In cold climate zones it is used to keep precious heat inside.

### Areas of application

- TONZON insulation can be applied to the complete envelope of a building (roof, wall and floor).
- With TONZON you can optimize your heat emission system as well as cooling installations.
- The foil products improve indoor blinds to such an extent that they can become more effective than outdoor blinds.
- Improvement of heat/cold transport pipes.

TONZON is looking for partners who can use this very effective and climate-friendly insulation technique. TONZON is also prepared to hand over the secrets of this unique technique to educational and research institutions for the benefit of the Vietnam people.

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Van Oord is a leading international contractor specializing in dredging, marine engineering and offshore projects (oil, gas and wind). We are an innovative partner for our clients and, for more than 150 years, have been helping to create the infrastructure for the world of tomorrow. The growing world population needs more space and the demand for energy is rising constantly. Increasing world trade requires more and better port facilities and climate change is threatening coastal areas. Van Oord provides innovative solutions for worldwide maritime challenges, both now and in the future.



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Van Oord is a Dutch-based, independent family business, which is characterized by visible leadership, long-term vision and a sound financial position. Substantial investments in people and equipment are made with great care to ensure the continuity of our business. Our staff, appr. 5,000, are committed, entrepreneurial professionals who are passionate about water and technology. They know the importance of cooperation in achieving the best possible result. Being open and honest, they build on mutual trust and respect. Products and services offered are Dredging, Offshore Oil and Gas, and Offshore Wind.



**Van Oord Dredging and  
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Victron Energy was founded in 1975 by Reinout Vader. Over the last 47 years, Victron Energy has grown from a small, one-office, technology company into an international enterprise with nearly 1000 different products sold in more than 60 countries worldwide.

Our extensive product range includes sine wave inverters, sine wave inverter/chargers, battery chargers, DC/DC converters, transfer switches, battery monitors, batteries, solar panels, solar charge regulators and many more. Victron Energy's innovative products play key roles in recreational and commercial boating, overland transportation, land-based off-grid energy systems and in industrial settings.

At Victron Energy, our procedures and processes are securely in place, which allows us to concentrate on developing new and improved products offering the dynamic and innovative features that will help our customers continually improve their own products without additional expenses.

Moreover, we are committed to developing the skills and knowledge base of our distributors, dealers, and installers, which is critical to transforming the features of Victron Energy products into meaningful and valuable benefits for the ultimate end users experience.



### Victron Energy

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As an engineering and consultancy firm from The Netherlands established in 1946, we advise and help clients all over the world in resolving today's complex challenges. With a network of offices in 11 countries including our head office in The Netherlands and a representative office in Vietnam and a labour force of some 1,400 engineers and consultants, we work on improving the human environment for everyone, today and for future generations. Together with our stakeholders, we contribute to social, ecological and economic progress, with the sustainable development goals of the United Nations serving as an inspirational guideline.



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Every year, we complete some 4,500 projects in the fields of infrastructure, water, the environment and construction. We work on challenging technical and social issues such as carbon-neutral and circular construction, building sustainable infrastructure, the energy transition, flood protection, climate adaptation and improving industrial processes, high-quality drinking and wastewater treatment, and environmental issues. In these projects, our aim is to maximise value creation. That means sustainable solutions for society, maximum value for clients, and opportunities for talent development for our employees.



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[Index >](#) [Company profiles >](#) [Delegation & contact >](#)

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[Index >](#) [Company profiles >](#) [Delegation & contact >](#)

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[Index >](#) [Company profiles >](#) [Delegation & contact >](#)

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[Index >](#) [Company profiles >](#) [Delegation & contact >](#)

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[Index >](#) [Company profiles >](#) [Delegation & contact >](#)

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