

# Netherlands Economic Mission to Vietnam

18 - 21 March 2024



Netherlands



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## Foreword



This year marks the celebration of 50 years of diplomatic relations between the Netherlands and Vietnam, as well as the 10th anniversary of our Strategic Partnership Arrangement on Sustainable Agriculture and Food Security. Our nations have cultivated a strong strategic alliance. United by

common traits as delta countries and pivotal trade hubs, we are also navigating through shared challenges.

As delta nations, we both face the risk of floods and extreme weather due to climate change. It is crucial that we swiftly transition to sustainable food systems, balancing food production and consumption while protecting nature, addressing climate issues, and promoting fair economic development. We need solutions that cover multiple aspects. With our two countries aligned in a common approach, we will have ample opportunities.

With pride and delight I see numerous esteemed Dutch organizations joining this trade mission focused on sustainable green growth. With their expertise in agriculture, water, and logistics, they can significantly contribute to Vietnam's transition to sustainable food systems. Likewise, we look forward to learning from our Vietnamese partners' expertise and entrepreneurial spirit. Collaboration strengthens us both.

I am excited to meet various partners from Vietnam and the Netherlands during this timely mission, coinciding with a visit from our Royal Couple. Let us continue building our strong bilateral partnership for a sustainable and prosperous future for both our countries.

**Christianne van der Wal**

*Minister for Nature and Nitrogen Policy*

## Foreword



With its fast-growing economy, Vietnam is an important trade and investment partner for the Netherlands. Our countries already enjoy close economic ties and I firmly believe this relationship will continue to grow and prosper.

This trade mission is taking place in parallel with the state visit of Their Majesties King Willem-Alexander and Queen Máxima, at the invitation of President Vo Van Thuong. I am proud to be joined on this mission by a large delegation comprising representatives of companies and organisations with wide-ranging expertise in both the water and logistics sectors.

The delegation's size and composition affirms our commitment to contribute to solutions, including nature-based solutions, in the areas of water, climate adaptation, maritime transport and logistics, port development, inland shipping and aviation. These sectors offer countless opportunities for bilateral cooperation and hold great potential for growth in trade and mutual investment. Dutch companies and organisations are looking forward to working with Vietnamese partners, exchanging views and contributing innovative concepts for sustainable development and growth.

Our countries also enjoy excellent relations at government level, building on the framework provided by our Strategic Partnership Agreement on climate change adaptation and water management.

During this visit we will take the robust relationship between the Ministry of Infrastructure and Water Management and our counterparts in Vietnam to the next level. Our time in Hanoi and Ho Chi Minh City will provide opportunities for dialogue with government representatives and the private sector, and for building and consolidating partnerships.

### **Mark Harbers**

*Minister of Infrastructure and Water Management*

## Foreword



It is a great honor and privilege to be the head of the business delegation that accompanies the Royal Couple of the Netherlands, King Willem Alexander and Queen Maxima, on the State visit to Vietnam.

The visit of the Royal Couple is combined with a visit of the Minister of Infrastructure, Mr. Mark Harbers, a business delegation with companies from the agrifood & horticulture, water, and logistics (aviation & ports) sectors and a CEO delegation, representing some of the largest Dutch investors in Vietnam.

The Netherlands and Vietnam have a flourishing trading relationship. This has only improved since the signing of the EU-Vietnam Free Trade Agreement in 2019. The Netherlands is Vietnam's biggest European trading partner, and the Netherlands is also the largest European investor in this growing country.

During our stay, the participating companies will visit Hanoi, Dalat, Hai Phong, and Ho Chi Minh City. These cities have grown more and more in recent years to become important centers of innovation and growth. They are in that view appealing destinations for this economic mission and offer great opportunities for our increasing business relation. Vietnam-Dutch economic relations have a rich past and a promising future. I encourage businesses of both our countries to seek for opportunities to strengthen our relationship even more and I am convinced that this mission will be of great added value to that process.

I wish you all good business!

**Ingrid Thijssen**

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





## 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)

Production and auctioning of cut flowers and flower bulbs

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)

Largest foreign investor in the world (1,256 billion US dollars)

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

Capital:  
Amsterdam

Seat of government:  
The Hague

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

Location:  
Western Europe,  
bordering Germany,  
Belgium and the  
North Sea

Administrative structure:  
The kingdom consists of four entities.  
The Netherlands and three territories in the  
Caribbean: Aruba and Curaçao and St. Maarten

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>**

Number of inhabitants (2022):  
**17,564,623**

Monetary Unit:  
**Euro**

Languages:  
Dutch, Frisian and on the  
overseas islands also  
English and Papiaments

GDP per capita  
(World Bank, 2021):  
**58,061** US dollars

Number of provinces:  
**12**

Number of inhabitants  
per km<sup>2</sup> (2022):  
**423**

Unemployment rate  
(CBS, 2022):  
**3.3%**

English speaking Dutch  
people:  
**90%**



## Vietnam and the Netherlands

### Transforming to green growth together

Since the mid-eighties, Vietnam has made tremendous strides to become one of Asia's high-growth emerging markets. Although half a world apart, Vietnam and the Netherlands have much in common: They are both open and entrepreneurial trading nations with long coastlines, large agricultural sectors and fertile deltas. At the same time, the two long-lasting and close trading partners share common interests in dealing with water and climate challenges. Vietnam and the Netherlands have worked together for many years on climate adaptation and mitigation in the Mekong Delta, exchanging knowledge, lesson-learned and best practices. The two countries also strategically work on coastal management, water management, marine sand extraction and increased sustainability in Vietnam's food production.

### The Netherlands as Vietnam's sustainable partner

Over 50 years, Vietnam and the Netherlands have become close economic and knowledge partners. The two countries cooperate in various areas, including climate adaptation and water, sustainable agriculture and food

production, renewable energy, logistics and high tech. But these are not the only reasons the Netherlands is Vietnam's largest EU investor and export destination. The Dutch have built a reputation for offering quality products and services in areas in which Vietnam is interested. Vietnam is a promising market for the Netherlands, partly because of its strategic location in the world's fastest-growing regional economy. Its working-age population is young and has a strong work ethic. In its partnership with Vietnam, the Netherlands aims to combine sustainable development, trade, and investment. In recent years, the close and successful economic cooperation between Vietnam and the Netherlands has resulted in several high-level visits and trade missions in both directions.

### [Agrifood and Horticulture](#)

In recent years, Vietnam's agriculture sector has witnessed substantial growth and remains an essential part of Vietnam's economic development. The country has become one of Asia's fastest-growing emerging economies. Agriculture accounts for almost 20% of the GDP in Vietnam, and it's projected to grow due to rising government support, investments

*Picture with courtesy of Fresh Studio*



overseas, and increasing demands. But - like in the Netherlands - the country also faces several challenges. For instance, salinisation is an increasing problem. Also recognisable between the countries is that both countries are facing a significant labour shortage. They are trying to solve that by mechanising more and looking for other solutions, such as educational and training programs that aim to empower people to change their futures through global development. Only in this way will a sustainable food-producing region in the Mekong Delta be achieved, and the country as a whole will be based on an integrated food system approach with attention to food, nature, and people.

### Water

Like the Netherlands, Vietnam is a delta country located by the sea. This makes the country vulnerable to rising sea levels. Vietnam is confronted by many water challenges that risk jeopardising the economy and the environment. Rapid economic development and urbanisation, combined with climate change, are placing tremendous pressure on the country's water resources. Only 12.5% of urban and 71% of industrial wastewater is treated before discharge, and farmers in coastal regions and river basins need more fresh water. Rising demand for water from the urban, industrial, and hydropower sectors is competing with the agriculture sector, which currently uses 80% of water in the country. Increasing water security and water safety is critical to sustainable economic development. Delta and water technology, nature-based solutions, and urban flood management are all areas in which the Netherlands is ready to work with Vietnam on a water-secure future.

### Logistics

To fulfil its commitment to net-zero emissions by 2050, Vietnam focuses on developing science and technology application-based multimodal transportation and logistics services. The sector prioritises intensifying “greening” efforts across domains, including green logistics in agriculture, the port and aviation. Vietnam is a central regional trading hub in Asia due to its geographical position as a gateway to South China and ASEAN



markets, being the 2nd largest in ASEAN and ranks 5th worldwide for shipbuilding. The government has declared the maritime sector one of its priorities and is investing in increasing its output capacity as well as the technology level of the industry. By sharing the Netherlands' expertise and technology in the logistics chain with Vietnam, both countries can continue to find intelligent and integrated solutions that result in more sustainable trade, investment, and cooperation in projects and knowledge exchange in efficient transport systems.

### **Towards a long-term partnership**

Increasing global pressures on global resources and climate change underline the need for international collaboration. Vietnam and the Netherlands are both countries that seek practical applications and ideas for global challenges. Together with their commitment to becoming comprehensive partners, positioning companies and knowledge institutions from the Netherlands and matching their knowledge and expertise to Vietnamese demand, they can accelerate the global transition towards a sustainable future.



# Company profiles

[Agrifood & Horticulture](#)

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## Agrifood & Horticulture

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East West Seed	29	Rabo Foundation	49
ESG Wings	30	Rabobank	50
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Invest International	37	Research	55
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## Abundigro

Abundigro is a pioneer in crafting specialized, plant-based solutions designed to bolster soil and plant health across the horticultural sector. Our commitment lies in enhancing soil and plant biology to maximize agricultural yields, ensuring crops thrive in an optimally nourished environment. Our product line, including Ukelp, Champion, and Gladiator, embodies our dedication to sustainable growth and soil vitality.

- Ukelp, a cold-pressed *Ecklonia maxima* kelp seaweed suspension, is a potent plant extract that mitigates stress factors like salinity, drought and malnourishment while stimulating root and plant growth. It provides a rich source of amino acids, polysaccharides, betaines, and sterols, essential for the synthesis of growth hormones in plants.
- Champion is our biological “plant protein shake,” composed of 55% protein hydrolysate, 21% fulvic acid, 21% kelp, 3% flavonoids and citric acid. This blend offers a natural nitrogen source, delivering all 18 amino acids and a full spectrum of microelements to support nutrient uptake and transport throughout the plant, supporting up and down gene regulation, fostering vibrant health and vitality.
- Gladiator enhances plant resilience with a best-in-class monosilicic acid solution, fortified with Boron and Calcium. It strengthens cell walls and the vascular system, improving the plant’s structural integrity and natural defence mechanisms against fungal attacks.



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## **Agriterra**

Agriterra was founded in 1997 by the Dutch agricultural cooperative sector: The Netherlands Agricultural and Horticultural Association; The National Cooperative Council for Agriculture and Horticulture; The Dutch Foundation of Cooperating Women's Organisations and The Dutch Agricultural Youth Organisation.

As an international specialist in cooperative development, we work by using a three-track approach. We make cooperatives bankable and create real farmer-led businesses. We improve extension services to members and enhance farmer-government dialogues. We use Agripooler, our knowledge broker agency, a unique pool of hundreds of agricultural experts from the Netherlands and other countries.

Officially in Vietnam since 2017, our presence extends to 17 provinces, and we have directly supported more than 60 primary cooperatives and indirectly supported 200 cooperatives. Reaching over 80,000 farmers, Agriterra equips and strengthens farmers' organizations so they can boost their services for farmers to increase their productivity and involve youth & women leadership. Through bankable investment plans, we facilitate the development of their agroindustry to generate rural off-farm and off-farm employment. We prepare farmers' organizations and cooperatives to lobby effectively and accountably in favour of farmers to improve the agricultural enabling environment and boost rural development. As of 2023, Agriterra has provided TA to assist 35 cooperatives in accessing banking services and mobilized loans for working capital and investments of more than 2.2 million euros.



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**Ammerlaan Construction**

We are your one-stop full-service partner for any Horticultural project.

Active for 75 years - Ammerlaan Construction has evolved from a regional greenhouse builder into a company that occupies a leading position in the horticultural sector. Ammerlaan Construction builds on significant years of experience and delivers you perfectly customized total projects.

Ammerlaan Construction in cooperation with Big Dutchman Asia, realizes complete Horticultural Projects in the region. The combination of our products and services ensures that we can offer a complete package. Providing tailor made greenhouses, shading systems, irrigation solutions with water filtration and fertigation as well as heating-, cooling-, and dehumidification solutions all controlled by advanced Climate control system.

Our Mission is to offer growers and investors innovative horticultural greenhouses that meet the highest quality standards, which helps you reaching the highest yield from your crop. Ammerlaan works in accordance to the principles outlined in the Sustainable Development Goals of the United Nations. We respect sustainability and our mission is to take meaningful actions for future generations.



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## **Ausnutria**

Ausnutria is a Dutch dairy company serving both consumers and business customers worldwide. We produce infant and toddler nutrition based on (organic) cow and goat milk, as well as dairy ingredients used for a wide range of end products.

In addition to the production of our own brand Kabrita, companies can contact us for the development and production of their private label products and contract manufacturing services. Our customers can rely on expertise based on over 100 years of experience in the dairy industry, high quality products produced in our own factories and a high degree of flexibility to meet their needs.

### **New Retail CPG**

New Retail CPG are Vietnamese importer and distributor of consumer goods and food products, strategically utilising technology and data solutions.

We are reliable partner to develop your products in Vietnamese market offering multitude of services. We go extra miles to bring more value to our partners, customers and consumers and take pride in being the exclusive distributor of esteemed global nutrition brands, sharing our vision of nutritional excellence and strong investment in Vietnam market.

As a valued member of the Seedcom group, we benefit from strong ecosystem support, and a widespread distribution network of 20,000 outlets nationwide, covering diverse sectors such as traditional and modern trade, online, and horeca.



## CNV Internationaal



**Danielle Woestenberg**

Chair CNV Internationaal

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CNV Internationaal is the solidarity arm of the Dutch trade union confederation CNV. We support trade unions in Asia, Africa and Latin-America to become strong negotiating partners in their own countries and strengthen the voice of workers along the supply chains they are part of.



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CNV Internationaal has been active in Vietnam for 7 years to promote effective social dialogue at the workplace and collective bargaining in the garment sector. For the implementation of our activities in Vietnam we closely cooperate with the national trade union VGCL, employer's associations Vitas and VCCI, the Ministry of Labour and Social Affairs as well as the Dutch government and business community.



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Together with local partners, CNV Internationaal has the ambition to expand its social dialogue work beyond the garment sector. During the trade mission we therefore like to meet companies and organisations that are interested and would like to know more about social dialogue in the workplace in Vietnam, and how they can invest in collective bargaining and good working conditions.



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## CTC Group



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

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



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## DanDutCH

### Irrigation for professionals

DanDutCH ApS is a partnership with combined more than 100 years of Danish and Dutch horticultural experience. Dutch design with a Danish quality product.

The 3 shareholders Jacob Sørensen, Xander van der Zande and Bo Jørgensen of DanDutCH export the products of Staal&Plast A/S and Danvan A/S to the installers and distributors in Asian countries. DanDutCH is the exclusive distribution channel to Asia.

### Approach

We would like to assist and develop together with our local installation partner. We want to share our dedicated horticultural experiences in order to improve the yield of the grower.

We can create the most efficient way of irrigating the plants together with the installer by our flexible approach and wide scope of supplies.

- Irrigation equipment
- Bench trays for ebb-flood irrigation
- Nutrient mixers, valves and water treatment
- MGS systems for lettuce and leafy green production
- Sales assistance with the installer to the growers
- Design of greenhouse logistics
- Training and service
- Complementary greenhouse products



### DanDutCH

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## De Heus Animal Nutrition

De Heus Animal Nutrition is an international producer of a complete range of compound feed, premixes, concentrates and feed specialties. Our customers are small and large farmers, integrations and dealers. We provide them with nutritional concepts that ensure maximum animal health and optimal performance. Allowing them to feed their poultry, pigs, ruminants and aquaculture every single day. We invest throughout the supply chain to support the development of the agricultural sector.

Under the name Koudijs, De Heus exports complete and supplemental feeds, concentrates and premixes worldwide. With our solutions, we support farmers in most countries in Africa, Eastern Europe, Middle East, Asia and numerous countries in Western and Southern Europe and in South America. In total, Koudijs exports to more than 75 countries around the world.



### De Heus Animal Nutrition

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### De Heus Vietnam

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### De Heus Vietnam

De Heus Vietnam is market leader in the free market segment for poultry, pig and cattle and aqua feed. Further De Heus Vietnam has substantial investments in the value chain ranging from Genetic multiplication and improvement to processing of food products for the final consumer.



## Dutch Green Coconut Company

Green Coco Foods is an organic coconut products producer based in Ben Tre and 100% invested capital from the Netherlands. We produce and export high quality organic virgin coconut oil, coconut flour, desiccated coconut and coconut fiber. We're currently working on a project to step in to a sustainable production plant of Biochar in Mekong delta.



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## Dutch Greenhouse Delta

Global cities are growing, and new metropolises will be added to the map in the coming decades. Increasing population density, climate change and resource scarcity such as water are increasing the demand for smart, integrated solutions for the production and distribution of tasty, healthy, and safe food. The Netherlands is world champion in horticulture, thanks to a unique 'ecosystem' of greenhouse builders, horticulture suppliers, installers, growers, seed companies, research institutes and universities. This 'Dutch Delta' offers opportunities and solutions for world cities such as Ho Chi Minh City, Delhi, Shanghai, Lagos, Jakarta, and Sao Paulo.

Dutch Greenhouse Delta (DGD) is a powerful platform representing the strength of Dutch horticulture by promoting the sector globally to identify and accelerate opportunities. It's a foundation under which various partners join forces and enable common growth. In doing so, we ensure that the sector's innovations, developments, and its individual companies go hand in hand with providing solutions to an ever-increasing need to produce safe, healthy, fresh, and affordable food sustainably and locally. We offer the entire horticultural eco-system of Fork2Farm, consisting of science, enterprise, education, and government.



### Dutch Greenhouse Delta

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## East West Seed

East West Seed is one of the 10 largest vegetable seed companies in the world, with a leading position in the most important Southeast Asia countries and rapid expansion into India, Africa and South America.

East West Seed is a fast-growing, multicultural organization with over 2,800 employees. It has 20 R&D establishments in 9 countries. The company exports to over 75 countries in tropical areas of the world. It has its headquarters in Thailand.

Having been a presence in Vietnam since 1995, East-West Seed stands out as one of the pioneers in developing the tropical hybrid vegetable varieties. Presently, East-West Seed (Hai Mui Ten Do) offers nearly 100 vegetable varieties in the Vietnamese market and 110 employees are serving the Vietnam smallholder farmers.



### East West Seed (Hai Mui Ten Do)

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## ESG Wings



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ESG Wings is a consulting firm that supports companies to improve their ESG (Environmental, Social and Governance). Our main focus is global supply chains between Asian producers and European markets.

We assist clients that are sourcing from Asian producers or invest in sustainable production in Asia in their need for comprehensive insights into the ESG aspects of their suppliers and supply chain partners to comply with stringent CSRD regulations and enhance transparency.

We support suppliers in their data collection and ESG reporting. We develop practical hands-on tools, and assist suppliers in business improvement. Also we support smallholders, trade companies and manufacturers in improving sustainable production and circular practices, as well as in reviewing and supply chain transformation projects.

Many SMEs, including family-owned businesses, in both Asia and Europe embrace sustainability as a core value, driven by internal values or business growth opportunity. We assist our clients in structuring their organizations to gather and process the necessary ESG data, develop and implement sustainability policies, to prepare them for the current and future global market developments.

### ESG Wings

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## Eurofins Agro Testing



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Eurofins Scientific is a group of international life sciences companies which provide a unique range of analytical testing services to clients across multiple industries.

Eurofins Agro focusses on soil, crop, water, compost and manure analyses. With the results of the innovative analyses plus tailored guidelines, landowners can close yield gaps, optimise crop quality and use nutrients and water in a prudent way.

Eurofins Agro is established in 1927. Headquarter is located in Wageningen, the Netherlands.



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Eurofins Agro embraces the system approach, acknowledging the inter-relationships and inter-dependency of the components of the agri-food system. By analysing the total system and its components, we get a better understanding of the functioning of the agri-food system, and of the factors that may influence and modify these systems. We believe that providing tools (based on analysis) for the system approach contributes to improving crop productivity and quality, and to nutritional security and environmental sustainability. By doing so, we support farmers and growers by optimising their farm management, while food and feed companies are enabled to claim and prove sustainable food and feed production. In addition, governments and research can use the tools for monitoring and guiding purposes (e.g. the SDGs)



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# FMO

Entrepreneurial  
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**FMO: Dutch  
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## FMO: Dutch Entrepreneurial Development Bank

FMO is the Dutch Entrepreneurial Development bank. As a leading impact investor, FMO supports sustainable private sector growth in frontier and growth markets by investing in ambitious projects and entrepreneurs.

FMO believes that a strong private sector leads to economic and social development and has a close to 50-year proven track record of empowering people to employ their skills and improve their quality of life.

FMO focuses on three sectors that have a high development impact: financial institutions, energy, and agribusiness, food & water. With a committed portfolio of EUR 13.2 billion spanning over 85 countries, FMO is one of the larger bilateral private sector development banks globally.

Over the coming decades, the global population will increase to over 9 billion with fewer resources available. FMO has made Agribusiness a priority to help meet this challenge by investing across the value chain - enhancing food security, supporting sustainability and promoting inclusive development. We offer various forms of financing, including long-term loans, equity, mezzanine and working capital finance.

FMO collaborates with SNV on the Dutch Fund for Climate and Development (DFCD). The DFCD enables private sector investment in projects aimed at climate adaptation and mitigation in developing countries. In Vietnam, SNV manages a program for the DFCD Origination Facility that identifies promising climate-focused projects and helps them develop into scalable, bankable solutions.





## FoodVentures



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We firmly believe to have proven solutions to sustainably produce fresh & tasty food. The key to meeting the growing demand for food lies not only in increasing production, but also in minimising our environmental impact.

By embracing nature and innovation, we advocate for a shift towards plant-based diets and the global adoption of modern farming (CEA) practices, near large cities where the consumers need it most.

The CEA industry has transformed in the Netherlands over the past 100 years, which is something to be very proud of, but also something to bring to the rest of the world. It is our mission to lead the way in this transformative journey, rooted from the Netherlands to the world.

### Why Us?

- **Pioneer Spirit:** We excel in initiating and operating new greenhouse locations in frontier markets, setting new standards for sustainable modern farming.
- **Global Expertise:** With our roots and FVEC (FV Expertise Centre) in The Netherlands, the undisputed powerhouse of high-tech greenhouses, we are the forefront of tomorrow's farming practices.
- **Empowering Local Farmers:** Our experienced and dedicated team of FoodVentures Expat Growers are deployed on-site, ensuring hands-on expertise and a professional start for the local team.



**FoodVentures**

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## FPT Software

FPT Software is a subsidiary of FPT Corporation – the leading ICT corporation in Southeast Asia. FPT Software is focused on IT services, specializing in digital consultancy and software development. As a pioneer in digital transformation, FPT Software delivers world-class services in Smart factory, Digital platforms, RPA, AI, IoT, Cloud, AR/VR, BPO, and more. Established in 1999, the company has grown to employ 30,000 skilled professionals, with operations spanning more than 30 countries and boasting an extensive network of 82 offices and development centers. In Europe, a dynamic team of over 2,000 employees operates across 7 offices in France, Germany, the Netherlands, Denmark, the UK, plus three development centers in Romania, Czech Republic, and Slovakia.

In 2023, FPT Software achieved a remarkable milestone with a revenue of 1 billion USD, after years of consistent growth. The company excels in delivering innovative IT solutions and consultancy on digital transformation across various industries including Healthcare, Banking and Finance, Manufacturing, Automotive, Aerospace, Aviation, Logistics and Transportation, Utilities and Energy, and the Public Sector.

In 2023, FPT Software established its presence in the Netherlands, offering tailored services such as Smart Manufacturing, AI, Big Data, Process Automation, and comprehensive Enterprise Business Solutions (ERP, CRM, etc.). This expansion highlights FPT Software's commitment to driving innovation and supporting digital transformation efforts globally, making it a trusted, reliable partner in Europe.



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## Fresh Studio

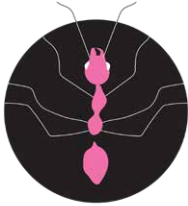
Fresh Studio is an international consulting and research & development company. We are passionate about the world of food and aim to be the most recognized consulting firm in Vietnam and Myanmar for the sourcing and marketing of agriculture products. Committed to transfer product chains into sustainable value chains, we collaborate with our clients and partners to fast-track innovations throughout entire food value-chains.

Since 2006, we have worked passionately to assist our clients to improve all practices from farm to fork. We inspire our clients with refreshing insights into their sourcing, quality assurance and marketing opportunities. With 4 offices and 2 R&D farms (one for crops and one for aquaculture), over 50 staff and more than 250 successfully delivered assignments for private and public sector clients, we play a key role in SE Asia in professionalizing the agriculture sector in the SE Asian region.

Awareness and understanding are prerequisites for doing business in Asia. With knowledge and experience from our work in different countries and cultures, we assist our clients in developing this crucial mindset.

With our teams based in Vietnam, Myanmar and the Netherlands we look forward assisting you to further develop your business in Asia and enhance the development of a sustainable and inclusive agricultural sector in the region.

“Grow better lives from farmers to consumers by making our clients successful in the production and marketing of sustainable food”



**GreenAnt**



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## GreenAnt

Founded in 2021, GreenAnt has been focusing on developing tools for climate resilience and has operated in Thailand and Vietnam. In 2023, we merged with SarVision, a Wageningen University's data analysis spin-off, to become a leader in analyzing radar satellite data to provide climate adaptation tools and services.

We have developed unique intellectual property for analyzing radar data. Desidera, our flagship product, offers data-backed services to help manage climate risks. This includes predicting harvest failures, assessing flood risks, and estimating damages promptly after such events. Our approach combines artificial intelligence with extensive satellite data, offering a powerful tool for insurers, farmers, and traders to collaboratively tackle climate risks.

Using our AI-powered SaaS platform, Desidera, users have the flexibility to choose from a variety of subscription packages to obtain services such as EUDR certifications, comprehensive floods and harvest insurance policy bundles, and a variety of data-driven tools for evaluating and managing climate risks.

By making satellite data analysis accessible to the sectors most exposed to climate risk, we aim to promote sustainability and climate stewardship, across agriculture, real estate, and insurance.

## Invest International



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## Invest International

### Who we are

Invest International invests in Dutch solutions for global challenges. We offer tailor made financing and project development expertise for international projects. Invest International is a private company financed by public means. The company opened its doors in October 2021, in The Hague. Shareholders are the Dutch Ministry of Finance (51%) and Dutch Entrepreneurial Development Bank, FMO (49%). Invest International has 131 employees.

### What we do

We provide capital solutions for companies and investment funds whose international activities contribute to realizing the Sustainable Development Goals (SDGs). For governments in emerging economies, we make funds accessible for infrastructure projects. We also provide project development capacity. In combining these, we support projects at every stage of their maturity making use of all funding sources at our disposal.



### Invest International

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**Land Water Food  
Consult**



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## Land Water Food Consult

Land Water Food Consult (LWF) is a consultancy firm, established in 2014 by Peter Prins. LWF focuses on farmers and agricultural development, especially when issues related soil and water hamper production. Vietnam is one of the spearheaded countries. Vietnam Farmers' Union and leading Vietnamese companies are strong partners in various projects.

Core activities are private sector development, technical training, capacity building or study tours. The company connects the Dutch agribusiness and water sector with Vietnamese partners. Customers can be the private sector, the public sector and international agencies, such as Asian Development Bank.

LWF supports farmers in improving the cultivation of Mango (Dong Thap), Pomelo (Ben Tre) and Dragon Fruit (Long An, Binh Thuan). Goal is to improve the quality of the fruit and to strengthen the export position of the farmers.

Saline water intrusion is an increasing problem in the Mekong Delta, just as in the coastal zone of the Netherlands. Peter is part-time CEO of SALTA, a Dutch cluster of 40 public and private partners that join forces on the knowledge of salinity issues in the coastal zone of the Netherlands.

LWF is member of the Global Alliance on Climate Smart Agriculture.



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## Larive International

Larive International, established in 1975, is a Netherlands-based international business development advisory firm. We are specialized in developing and implementing market-entry and growth strategies in emerging markets. Larive has local partner offices in 24 countries in Asia, Sub-Saharan Africa, and Central and Eastern Europe, combined in the Larive Group. In Vietnam, OpenAsia has been the Larive group partner since 2001.

We shorten the time, lower the costs and reduce the risks associated with entering into, or expanding in, emerging markets. The available services include business and market intelligence, strategy development, and market entry implementation support.

Larive supports a range of multinational companies and SMEs, predominately active in the agri-food, automotive, energy and manufacturing industries. In addition, we service national and multi-lateral public organizations.



### Larive International

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## Municipality of Westland



**Bouke Arends**

Mayor

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Westland boasts the world's largest concentration of glass greenhouses in the world. The greenhouse industry in our municipality generates around €6 billion annually. In Westland and the Greenport West-Holland all the key players in the entire chain of greenhouse horticulture are concentrated in an area of less than 100 square kilometers: from seeds to growing and from packaging to trade, supported by government and knowledge institutes.



**Wesley Toelen**

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Every day, companies from our region work on new innovations to improve horticulture, such as electricity production by cogeneration, different types of closed greenhouses and sustainable water use. We enthusiastically show these innovations to the rest of the world and are constantly reaching out to other businesses.



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These innovations try to offer solutions to some of the macro developments the world is facing. By 2050, it is expected that the world population will reach 9 billion people, living in so-called megacities. Feeding the populations of these megacities will become increasingly important.

We strongly believe that food production must be done more locally, which can be achieved through high-tech horticulture.

### Municipality of Westland

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# NEDSPICE

## Nedspice



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Nedspice is a privately-owned company with worldwide activities in the sourcing, processing and distribution of spices, herbs and dehydrated vegetables.

Nedspice is headquartered in the Netherlands and operates processing facilities in India and Vietnam. Sales offices, warehouses and distribution facilities are located in the Netherlands, India, Vietnam, the United States of America, the United Kingdom, South Africa, and China. The group has around 900 employees and delivers 32,000 tons of products to food processing industries in over 60 countries.

Nedspice Processing Vietnam Ltd was established in 1997 and currently comprises 2 factories located in Binh Duong and Binh Phuoc provinces, employing some 550 people and shipping 25,000 tons of processed spices. It is one of the largest exporters of processed spices in Vietnam.

We aspire to be a flavour ingredients company with profitable growth that contributes to environmental, social and economic development. We believe in growth, but not at the expense of our future. We believe that agriculture and nature should cooperate instead of compete. That is why we are at the forefront of an ongoing search to find the best possible and most sustainable solutions that benefit our farmers, communities, customers and our employees.



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## Netherlands Food Partnership

Netherlands Food Partnership makes food systems more economically, socially and environmentally viable by bringing people together and by connecting and supporting agri-food initiatives with an impact in LMIC.

By playing a convening role, NFP strengthens relationships and networks between partners from the Global South and the Netherlands. We provide linkages and knowledge access to all Agri & Food organisations - from farmers to consumers. And we stimulate knowledge exchange and policy dialogue.

We also promote multi-stakeholder collaboration between the private sector, knowledge institutes, civil society and the public sector. By fostering and supporting the emergence and growth of action oriented partnerships and coalitions, NFP contributes to tackling concrete, LMIC owned food system challenges.



### Netherlands Food Partnership (NFP)

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## NLWorks

At NLWorks, we believe in the power of collaboration. Sharing strengths and knowledge and working together in consortia is essential for businesses, knowledge institutes and governments to prepare for the challenges of today and the future.

We develop international private-public partnerships by connecting competitive Dutch knowledge, technology and expertise with international partners. This way, we help to build businesses with impact in multiple sectors and various countries. This fits with NLWorks' aim of addressing international economic, social and environmental challenges by facilitating and organizing local solutions where available with Dutch where needed.

Together we create viable solutions for global problems, with sustainable impact.



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## Nuffic



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Nuffic, a Dutch non-profit organization for internationalization of education, extends its reach to Southeast Asia through Nuffic Southeast Asia (SEA). Serving as the Dutch knowledge sector's representative in the region, Nuffic SEA facilitates the development of the knowledge infrastructure crucial for sustainable food systems. This is grounded in the fact that the Netherlands is the second largest food exporter in the world and the largest European investor in the agriculture sector in Southeast Asia.



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Nuffic has a proven track record in managing capacity-building programs, including the successful implementation of the Orange Knowledge Programme and public-private partnerships such as Living Labs. Additionally, Nuffic SEA plays a pivotal role in coordinating the Empower Youth4Food Campaign, to empower and engage youth to contribute to the sustainable development and resilience of food systems in Southeast Asia.



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## Orangeworks / Tanis Food Tec

Orangeworks, a global leader in process installations and production equipment for FMCG producers, offers tailored solutions for confectionery, chocolate, cocoa, and bakery production. Established in 1970 as Staalwerk Mill, the company evolved into a premier supplier of process technology and industrial automation, acquiring Tanis Food Tec in 2020. With expertise in process knowledge, engineering, and production, Orangeworks provides end-to-end solutions, from design to maintenance.

Internationally acclaimed, Orangeworks and Tanis Food Tec excel as partners in the sweet, confectionery, chocolate, cocoa, and bakery industries. Their continuous production systems integrate classic processes like premixing, aeration, tempering, depositing, dosing, and more. Fast product changes with minimal downtime are prioritized, complemented by Tanis Food Tec's consultancy for new ideas, process optimization, and recipe assistance.

Explore our premium confectionery range, featuring marshmallows, creams for sandwich biscuits, and caramels for chocolate bars. Immerse yourself in the latest Tanis Food Tec marshmallow processing line, setting industry benchmarks with options for sugar-free, no-sugar-added, vegan, halal, and kosher marshmallows. Elevate your production capabilities with Orangeworks – a legacy of innovation and excellence.



## P.C. van Tuijl Feed Enrichment



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Van Tuijl is a service organisation in animal feed production. We process raw materials and manufacture animal feed commissioned by third parties. We start from your recipe. We aim for top quality across the entire chain of meat production through to consumption. We are fully compliant with the relevant HACCP and GMP+ standards. P.C. van Tuijl is founded in 1962 in The Netherlands. The founder, Mr. P.C. van Tuijl, was a millers son. Since he was young, he learned to grind in the mill of his father. As a young man he worked as a representative in animal feed business. After that, he started a company in compound feed for livestock. When compounding recipes, he worked accurately and liked it to improve the product after getting feedback from his clients.



**Koen La Feber**

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Meanwhile, the third generation of the family is joining the company. We are running a milling-, extruding-, mixing- and bagging-line and a warehouse to store products in bulk and bagged goods. Meanwhile, we started with a complete new product line in fat coating and encapsulating vitamins and amino acids, in order to make feed additives for dairy cows much more effective.

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**Feed Enrichment**

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**Priva SEA**

Priva South-East Asia (SEA) is a part of the Priva group, a family business emerged to a global leader in irrigation, greenhouse climate, energy, and farm management solutions for over 65 years. Vietnam holds a special focus for Priva SEA, with a dedicated market and numerous projects underway in various regions of the country and the rest of South-East Asia.

Priva SEA today is an expert in hardware and software for controlling greenhouse climates and closed-loop irrigations in Asia.



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## PUM

PUM is an impact-driven organisation with knowledgeable, committed and entrepreneurial people. We empower ambitious entrepreneurs in building a structurally better future for their community; socially, ecologically and economically.

### PUM:

- Is a Dutch NGO founded in 1978 by the confederation of Netherlands Industry and Employers (VNO-NCW), and the Dutch Ministry of Foreign Affairs
- Collaborated with over 40,000 businesses worldwide in the past 45 years
- Has an expert pool of around 1,200 professionals providing advice on a voluntary basis
- Has expertise in more than 30 sectors of the economy
- Makes positive impact in more than 30 countries
- Collaborates on about 1,500 projects annually
- Has a large local network with 130 representatives worldwide

### Changemakers

PUM works with small and medium-sized enterprises, as well as entities that support them. Our clients are true changemakers, who have the ambition to grow, operate sustainably and inclusively, and create a lasting positive impact on their communities.



### PUM

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## Rabo Foundation



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Rabo Foundation is Rabobank's impact fund. Founded in 1974 and globally active. Rabo Foundation aims to realise continuous positive change and create a more inclusive and sustainable world. Internationally the fund invests in the self-sufficiency of farmer organizations in Africa, Asia and Latin America, by putting up finance and by sharing the cooperative, banking and agricultural expertise that the Rabobank has built up over many years. This helps organizations to achieve their goals of offering smallholder farmers access to financing, savings opportunities, knowledge and new markets.



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For half a century Rabo Foundation has touched the lives of millions of people. By providing more than 400 organizations each year with impact solutions that give people in a vulnerable position, such as smallholder farmers, opportunities to grow and improve their livelihoods.

We invite companies that work in the Agrofood sector in Vietnam and that want to grow their business in a climate-smart way to submit an investment proposal to the Rabo Foundation.

At Rabo Foundation we have room for new funding applications. The focus is on providing Working Capital specifically for local Vietnamese SMEs/enterprises/companies, cooperatives and institutions across the entire commodity value chain.

Check out the possibilities. Click on the PDF icon and submit your application!



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## Rabobank



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## Rabobank

The Rabobank International Desk Asia aims to help Dutch mid-corporate clients to achieve their sustainable international growth ambitions.

Rabobank offers a range of banking services, both at a domestic and international level, including retail, corporate and commercial finance services. With over 40 years' international experience, we can offer a comprehensive range of international products as well as connect clients with other businesses and local network partners.



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## Rijk Zwaan

Rijk Zwaan Vietnam was established in 2017 in Vietnam as a subsidiary of Rijk Zwaan, a family-owned vegetable breeding company founded in 1924. It originated in The Netherlands and today operates in more than 100 countries worldwide. Our head office is situated in De Lier, the Netherlands.

Rijk Zwaan has over 30 subsidiaries worldwide handling sales, R&D and seed production activities. We are the number 4 vegetable breeding company in the global vegetable seed market with a turnover of approx. 600 million euros and a market share of 10%. Our main focus is developing high-quality indoor vegetable varieties, transferring scientific and technical advances in high-tech cultivation to farmers, connecting growers with consumers through a sustainable value chain, bringing higher profits to farmers in Vietnam.

Rijk Zwaan Vietnam is leading company on transferring high technology and transform agriculture from traditional practise to applying high technology cultivation.



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## Stamex Technology



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Stamex is a Dutch owned group of companies with its premises in Thailand.

Since 2005, Stamex manufactures equipment and provides process solutions for the starch industry, selling worldwide.

Our mission is to manufacture starch processing equipment and services that excel in quality, innovation, durability, sustainability at best price-performance ratio.

Our state of the art manufacturing workshop, following European production methods and quality standards, using latest CNC and laser-cut machines, highly skilled welding professionals, dedicated mechanics and situated at a cost effective location.

Service is paramount. Our in-house trained mechanics are equipped with all the necessary tools to execute accurate and efficient service. spare parts are kept on stock at several locations worldwide.

In conjunction with strategic partners, we offer complete sustainable solutions for tapioca (cassava), wheat, corn and potato processing industry.

Colubris Cleantech and STAMEX, are jointly working on a developing a cutting-edge technology for protein recovery from cassava fruit juice. The successful development and implementation of this protein recovery technology have the potential to bring about positive environmental impacts and foster innovation in the field of agri-food processing.



### Stamex Technology

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## Topsector Horticulture & Starting Materials

In this economic mission I have the honor to chair the mission track Agri&Food and Horticulture & Starting Materials to jointly address economic opportunities of societal challenges. This requires close cooperation between governments, businesses and knowledge institutes.

Horticulture & Starting Materials and Agri&Food are sectors in the Netherlands that excel globally, supporting public-private cooperation on innovative solutions for societal challenges concerning sustainable value chains, climate adaptation, water quality, and the circular use of raw materials. Main objectives of this cooperation are to stimulate innovation on sustainable goals, valorization of knowledge, human capital development and support of international R&D and innovation for global challenges such as food security and quality, climate change, labor shortage, the sensible use of raw materials and the protection of our environment and biodiversity.

This so called topsector approach involves government, the business communities (over 170.000 mainly SME companies), educational and research institutes and information-providing organizations. Dutch entrepreneurs, researchers and suppliers of technology can be found all over the world. The Netherlands is the largest exporter of vegetable seeds in the world. Almost 40% of the seeds traded globally for horticulture and arable farming come from the Netherlands.

Dutch and Vietnamese companies and knowledge institutes closely cooperate for many years providing technologies and knowledge for sustainable and high quality agrifood production. In this mission we seek opportunities to extend this cooperation.



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## Vietnam Food Europe

Miss Linh is a unique B2B e-platform that makes it possible for businesses in the food sector in Europe to buy directly from the food companies in Vietnam in particular led by women. These communities in Vietnam receive a fair price for their products and the food businesses in Europe receive the best products that Vietnam has to offer. The food companies in Vietnam will be able to sell their products to a large network of potential buyers throughout the whole of Europe, starting with the Netherlands. This way Miss Linh contributes to creating an equal, fair and better world

The reason why we started Miss Linh is to create an opportunity for food companies in Vietnam to easily sell their products to European companies for a fair price. For the people in Europe, this is the best and most honest way to taste the best products that Vietnam has to offer.

Miss Linh, an honest way to taste the best of Vietnam!



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## Wageningen University & Research



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Wageningen University & Research (WUR) stands as the premier institution in the Netherlands dedicated solely to the advancement of agriculture and food sciences. With a network of around 30 research locations, 7,000 esteemed staff members, and a vibrant community of more than 14,000 students, we proudly hold a global reputation as frontrunners in the fields of agriculture, food, and forestry.

What sets us apart is our unwavering commitment to bridging the gap between knowledge creation and real-world application. Unlike conventional universities, we seamlessly integrate research, education, and value creation to deliver tangible solutions for our partners and clients. This unique approach has been pivotal in our international success.

Our influence extends far beyond the Netherlands, with a significant footprint in countries worldwide, including extensive involvement in projects across Vietnam. Through our collaborative efforts, we continue to drive innovation and foster sustainable development, shaping the future of agriculture and food systems on a global scale. In addition to our core focus on fundamental research and academic instruction, WUR is deeply involved in contract research, strategic consulting and capacity building initiatives.



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## Wesemael Group

The Wesemael Group originated in 1960, has over 300 employees and consists of various pillars, here we represent the division “Plantsupport /Hardware”. We operate in the Horticulture (greenhouses), Tree Nursery, Fruit Growing / Vineyards and Automotive protection sectors, with delivery to end-users, public landscapers, growers, wholesale and retail. Certified ISO, BSCI and FSC.

For the agricultural sectors, Wesemael Group is a leading supplier in the field of plant & tree support with all necessary binding materials. We provide bamboo sticks and canes (upon request treated against fungus), metal wire forms, wire tree baskets, jute, synthetic and biodegradable solutions, in addition we protect fruit trees / vineyards and cars by means of hail nets, that we deliver turnkey. With customers worldwide we deliver 40 countries and still counting.

Characteristic for the group are the connections with and knowledge of the market / sector. Short lines with the end user and being aware of the latest developments coincide with years of experience. On the purchasing side, there are own production locations in Europe and Asia. We supply worldwide and offer short delivery times from our own warehouses. This enables us to act rapidly and spread innovations worldwide on short-term.

The Wesemael Group strives for long-term collaborations in which we envisage joint growth. Thinking in possibilities, with a passion for doing things right and the products we supply.





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## FPT Software

FPT Software is a subsidiary of FPT Corporation – the leading ICT corporation in Southeast Asia. FPT Software is focused on IT services, specializing in digital consultancy and software development. As a pioneer in digital transformation, FPT Software delivers world-class services in Smart factory, Digital platforms, RPA, AI, IoT, Cloud, AR/VR, BPO, and more. Established in 1999, the company has grown to employ 30,000 skilled professionals, with operations spanning more than 30 countries and boasting an extensive network of 82 offices and development centers. In Europe, a dynamic team of over 2,000 employees operates across 7 offices in France, Germany, the Netherlands, Denmark, the UK, plus three development centers in Romania, Czech Republic, and Slovakia.

In 2023, FPT Software achieved a remarkable milestone with a revenue of 1 billion USD, after years of consistent growth. The company excels in delivering innovative IT solutions and consultancy on digital transformation across various industries including Healthcare, Banking and Finance, Manufacturing, Automotive, Aerospace, Aviation, Logistics and Transportation, Utilities and Energy, and the Public Sector.

In 2023, FPT Software established its presence in the Netherlands, offering tailored services such as Smart Manufacturing, AI, Big Data, Process Automation, and comprehensive Enterprise Business Solutions (ERP, CRM, etc.). This expansion highlights FPT Software's commitment to driving innovation and supporting digital transformation efforts globally, making it a trusted, reliable partner in Europe.



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## KLM Royal Dutch Airlines

Carrying 34.1 million passengers and 621,000 tonnes cargo, KLM and KLM Cityhopper form the heart of the KLM Group.

Via a vast network of 92 European cities and 70 intercontinental destinations, KLM offers direct services to key economic centres all over the world.

KLM is part of the SkyTeam Alliance, offering passengers even more possibilities, jointly serving 1,063 destinations in 173 countries.

The KLM Group includes the wholly owned subsidiaries Transavia and Martinair. Transavia is the leading low-cost airline in the Netherlands, operating out of Amsterdam, Eindhoven and Rotterdam.

Following the merger with Air France in 2004, KLM has pursued the concept of 1 Air France-KLM Group, 2 airlines, and 3 core activities (passengers, cargo and engineering & maintenance). Together with Air France, KLM plays a pioneering role in the European air transport industry. KLM pursues profitable growth to achieve its own commercial objectives as well as more general economic and social objectives.

KLM is actively driving sustainable growth at Amsterdam Airport Schiphol and seeks to gain access to any market that will improve the quality of its network. In addition, KLM endeavors to ensure a level playing field for all participants in the sector.



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## **NACO, Netherlands Airport Consultants**

NACO, Netherlands Airport Consultants, is a world-leading independent airport consultancy and engineering firm with 75 years of experience in the aviation and air transport industry. Since 1949, NACO has provided integrated full-service planning, design, and development services to over 600 airports in more than 100 countries around the globe.

As the aviation business company of Royal HaskoningDHV, NACO is one of the few consultants in the world that offers products and services in all aspects of airport development, from business consultancy to project implementation, construction supervision, and starting operations (ORAT).

Being at the forefront of the developments in aviation, we are experts in sustainability, passenger experience, smart aviation and digital transformation. With our services, we produce tangible benefits for airports while safeguarding and future-proofing their operations.

In Vietnam, NACO has been involved since the early 2000s with Da Nang terminal design, Van Don international airport project management and ORAT, and most recently in the feasibility study and design review for Long Thanh International Airport.



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## OTTO Work Force

There are a multitude of different industries which are currently struggling with a shortage of qualified personnel. From agriculture and horticulture to logistics and construction. We have developed into the largest international employment agency in Europe since our foundation back in 2000. We help employers to find professionally trained personnel from the Netherlands and abroad. This allows companies to focus on their core tasks without having to worry about personnel. We take good care of our people.

Anyone who works hard here simply forms part of the team! Our starting principle is that we treat our people in the exact same way as we would like to be treated if we were working in a different country. That means well-organised work, fair and correct pay, good support to settle in the Netherlands and a decent place to live. That's been in OTTO's DNA since day one.



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## PostNL

PostNL is the Local Hero in the Netherlands and next to that we have our own parcel network in Belgium with 100% coverage. For entities outside of the Benelux we use the name Spring. We have 12 Spring entities in Europe and one in Canada and one in Hong Kong. All Spring entities are a 100% daughter company of PostNL.

Spring Asia is located in Hong Kong and we cover the whole Asia region. We are proud to offer you our best-in-class, hassle-free cross-border B2C eCommerce solutions, from China, Hong Kong, Vietnam and Singapore to worldwide destinations, leveraging on our global logistics and postal networks.

In the EU and the world, we work together with PostNL and hundreds of logistics service partners. We simplify logistics for our customers. Creating responsive and responsible solutions with local flavour and global reach.



## PostNL

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## Royal Schiphol Group

Royal Schiphol Group is a world-renowned airport operator. We own, operate, master-plan and carry out capital programs and real estate development activities at our home base Amsterdam Airport Schiphol and at airports throughout our international airport network.

Every year, Amsterdam Airport Schiphol welcomes over 62 million passengers and process 1.7 million tonnes of cargo. In addition, we own and operate Rotterdam The Hague Airport, Lelystad Airport, Maastricht Airport (40%) and Eindhoven Airport (51%) in The Netherlands. Internationally, Schiphol holds a stake or management contract Brisbane Airport and Hobart Airport in Australia, JFK Terminal 4 in New York, St. Maarten Airport and Aruba Airport.

Schiphol is well-known for its sustainability efforts. Last year, three of our airports were among the first ten airports worldwide to be awarded ACI's highest level for airport sustainability (level 5). Other than that we are highly experienced in route development (Schiphol is one the best-connected airports in the world), innovation, operational efficiency, and non-aeronautical revenue development. Moreover, Schiphol was the founder of the Airport City concept.

What we stand for, is being a long-term and loyal partner that wants to build strong partnerships on the back of cooperation and co-creation. We are very much looking forward to establish new partnerships in Asia!



## Signify

Signify (Euronext: LIGHT) is the world leader in lighting for professionals, consumers, and the Internet of Things. Our Philips products, Interact systems and data-enabled services, deliver business value and transform life in homes, buildings and public spaces. In 2023, we had sales of EUR 6.7 billion, approximately 32,000 employees and a presence in over 70 countries.



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We unlock the extraordinary potential of light for brighter lives and a better world. We have been in the Dow Jones Sustainability World Index since our IPO for seven consecutive years and have achieved the EcoVadis Platinum rating for four consecutive years, placing Signify in the top one percent of companies assessed.



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



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## To70 Aviation Consultants (Thailand)

To70 is a global research and consultancy company that helps public-sector bodies and the global aviation industry to cope with today's problems. To70 was founded in The Netherlands in 2000 and has since expanded with offices in Europe, Australia, Asia and South-America. Our clients include airports, airlines, governments and air navigation service providers.

At To70 we believe that society's demand for transport and mobility can be met in a safe, efficient, environmentally friendly and economically viable manner. To achieve this, policy and business decisions have to be based on objective information.

With our diverse team of specialists and generalists To70 provides pragmatic solutions and expert advice, based on high-quality data-driven analyses. Our consultants work in close cooperation with our clients and are renowned for their drive to assist them in realizing their short- and long-term goals. Over the last years, To70 has successfully completed over 700+ projects for 150+ different clients on 6 different continents.



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Vanderlande is a market-leading, global partner for future-proof logistic process automation in the airports, parcel and warehousing sectors. Its extensive portfolio of integrated solutions – innovative systems, intelligent software and life-cycle services – results in the realisation of fast, reliable and efficient automation technology.

The company focuses on the optimisation of its customers' business processes and competitive positions. Through close cooperation, it strives for the improvement of their operational activities and the expansion of their logistical achievements.

As a global partner for future-proof airport automation, Vanderlande's market-leading baggage handling systems and related passenger solutions are capable of moving over 4 billion pieces of baggage around the world per year. These are active in more than 600 airports, including 12 of the world's top 20. In addition, over 380 of Vanderlande's passenger security lanes are installed at checkpoints worldwide.

Vanderlande is also a leading supplier of process automation solutions that address the challenges in the parcel market. More than 52 million parcels are sorted by its systems every day, which have been installed for the world's leading parcel handling companies.

Vanderlande's warehousing solutions are the first choice for many of the largest global e-commerce players and retailers in food, fashion and general merchandise across the globe.



## AAS Logistics

Worldwide Logistics by Sea, Air, Road, Warehousing, Multimodal, Physical Distribution & Supply Chain Processing.



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From the provision of a complete range of international freight forwarding and eCommerce Fulfillment activities. We are reliable partner in international gateway and network-structures to and from Europe and beyond.

AAS Logistics is a specialist in the coordination and optimization of services that will generate added value.



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AAS Logistics strategy is to offer the right combination of infrastructure, know-how and service. The company has a closely-knit European network all over Europe and CIS countries. Our network includes a series of logistics distribution centres that handle goods of several international accounts. We perform door-to-door delivery services between Europe and CIS Countries to the main industrial areas worldwide.

The ambition is to grow in a number of selected markets including logistics for halal produced products where we intend to be a leading independent logistic provider. This position will be realized through organic growth and selective acquisitions.



### AAS Logistics

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## APM Terminals



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APM Terminals operates one of the world's most comprehensive port networks of 62 container terminals. We have more than 22,000 employees and we moved around 46 million million containers (ETEUE) in 2022. We serve shipping line and landside customers and ensure safe and uninterrupted supply chains. We take pride in our strong ties with the local communities where we operate. APM Terminals is part of the A.P Moller Maersk Group offering shipping and landside services.



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Vietnam is an important market for APMT. In March 2023 we announced a strategic partnership with Vietnamese HATECO group for a project to develop two new deep-water berths at Lach Huyen port in Haiphong City. The project entails the development of two berths with the total length of 900 metres, capable of accommodating container vessels of up to 18,000 TEUs capacity. The new terminal is expected to become operational by the first quarter of 2025.

In addition to our activities in Haiphong, APMT is active in our joint venture in Cai Mep since 2007. Cai Mep International Terminal (CMIT) is strategically located 50 kilometers southeast of Vietnam's commercial hub, Ho Chi Minh City. CMIT is one of the few terminals in Vietnam capable of accommodating vessels up to ~ 20,000 TEU.



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## Boskalis

Boskalis is a globally recognized maritime services company with a rich heritage spanning over a century. Specializing in dredging, offshore energy, seabed intervention, and maritime infrastructure, the company has solidified its reputation as a leader in providing innovative and sustainable solutions for complex maritime and infrastructure projects across the globe. With a diverse fleet of specialized vessels, cutting-edge equipment, and a team of skilled professionals, Boskalis offers a comprehensive suite of services encompassing dredging, offshore energy, seabed intervention, and maritime infrastructure.

The company's commitment to excellence, safety, and environmental stewardship is evident in its approach to project execution and long-term sustainability. Boskalis consistently delivers value to its clients, leveraging its expertise to overcome challenges and drive progress in a dynamic industry.

Driven by a dedication to quality and a forward-looking vision, Boskalis continues to play a pivotal role in shaping the future of maritime and infrastructure development. Through its unwavering focus on operational excellence, environmental responsibility, and its expertise, Boskalis stands as a trusted partner, contributing to the advancement of sustainable and resilient global infrastructure.

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## Cofano Software Solutions



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Cofano is a leading software company specializing in the digitization of port and hinterland operations. We collaborate closely with key industry stakeholders, including Terminals, Shippers, Carriers, Transport companies, and Port Authorities, to develop cutting-edge and market-specific operating systems. Our expertise spans a range of sectors, providing solutions for hinterland and deep sea terminals, barge transport, and intermodal transport, covering container, dry, break, and liquid bulk.



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Cofano was founded in The Netherlands in 2010 and in 2022 we established an office in Vietnam and implemented a state-of-the-art barge berth system for a prominent terminal and collaborated with 17 barge operators, contributing to the seamless and efficient movement of goods.

With a focus on innovation, collaboration, and delivering solutions tailored to the unique needs of our clients, Cofano stands for progress in the digitization of port and logistics operations.



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## Damen Shipyards



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The family-owned Damen Shipyards Group has been in operation for over ninety years and offers maritime solutions worldwide, through design, shipbuilding, ship repair and related services. Damen operates 35 shipyards in thirteen countries. We offer direct employment to more than 12,500 people, with a turnover of over 2.5 billion euros and delivering over 175 ships annually. In addition to fellowship, craftsmanship and entrepreneurship, stewardship is a starting point for Damen. We aim to be the most sustainable shipbuilder and maritime service provider in the world. Digitalization and standardization of platforms are important preconditions in our operational excellence program. Our main activities are the design and serial construction of inventive ships by integrating various components and subsystems into high-quality platforms. These activities are supported by a worldwide sales and service network.

Damen Shipyards Group focuses on niche maritime markets. On workboats for towage, dredging, offshore, fishing, aquaculture, and other markets. On high-speed craft and maritime public transport. On ships for naval purposes and defence & security and on exclusive yachts. In addition, we are also active in (digital and financial) servitisation, the repair and conversion of existing ships and the sale and production of components for the maritime industry.

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## Delta Context

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 has focus and key staff experience in particularly Africa, South and Southeast Asia. Current emphasis is on water related projects in Bangladesh, Vietnam and India.

Delta Context is working for National Governments, private sector and Development Partners like World Bank, Asian Development Bank, African Development Bank, Dutch Government and United States Agency for International Development. 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. Climate adaptation in the coastal, riverine and urban environment is Delta Context's core and is done via means of modern tools and innovative and nature-based approaches in a flexible and interactive manner.



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## Maritime Transport Business Solutions

MTBS advises public and private clients in the global Port and Transport Sector regarding strategy & (investment) planning, market & tariff studies, transactions preparation and implementation, PPP & concessions, Mergers & Acquisitions, Valuation & Business Cases, Bankability & Financing, Training & Summits.



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Our mission is to drive the value creation for our clients and to support their strategic decision making towards implementation of Investments & Developments.



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Our vast track record of successfully executed project supported by Client Satisfactory Performance Letters provides proof of MTBS' 'first choice reputation' amongst Port Authorities and Governments, Global Terminal Operators and Investment Funds, Commercial and Institutional Banks.



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## Nestra

At nestra, we strive for sustainable transport solutions through cooperation, innovation and multimodality. We are committed to developing efficient transport and logistics systems, focusing on intermodal concepts, greening, and strategic advice. With our global experience and network, we build bridges between government and industry, focusing on sustainable economic development and reliable logistics chains.

nestra's services cover a wide range, including the formulation of sustainable transport policies, trade facilitation, and the development of national logistics strategies. The company also contributes to enhancing the roles of public and private sectors in transport, monitoring transport corridor performance, assessing national logistics costs, and developing sustainable transport strategies.

nestra provides training and technical assistance to promote sustainable development in the transport and logistics sector. Our expertise spans several continents, with projects in countries such as The Netherlands, China, Brazil, Indonesia, South-Sudan and India. The focus is on strengthening and improving the professionalism of the sector, both within Europe and beyond. Through comprehensive training and technical support, nestra contributes to the development of sustainable transport and the optimisation of logistics processes on an international level.



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## NxtPort International

Ports are key nodes in global commerce and the energy transition. To remain competitive and sustainable in today's volatile economic and geopolitical climate, and capture opportunities the new energy supply chains will bring tomorrow, port communities need to drastically reimagine the way information is shared in the value chain.

NxtPort International supports private and public sector port users in their digital transformation journey by providing foundational IT infrastructure that allows neutral and secure data exchange in what is a zero-trust environment by nature.

By offering strict data governance through our unique technology, data providers retain ownership and control over what happens with their data. This has proven one of the critical success factors when building trust among supply chain actors.

And as data collection in port supply chains is increasingly automated using I-IoT devices like cameras and sensors, the need for our highly secure data orchestration capabilities, compliant with prevailing cyber security and privacy regulations is rapidly becoming a non-negotiable.

In coming years, ports will evolve into energy hubs that require seamless information exchange for planning & forecasting, as well as authentication & certification of renewable energy flows. NxtPort enables the sustainable and profitable supply chains of today and tomorrow.



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## **Royal HaskoningDHV**

Royal HaskoningDHV is an international, employee-owned consulting engineering company since 1881. Our consultants and engineers provide impactful sustainable solutions for the natural and built environment. We guide clients in their journey to be sustainable and future-ready, enabling them to thrive and communities to flourish.

We are dedicated to solving complex client challenges by providing people-centric and independent advice, building on over 140 years of deep domain knowledge, integrated with data and software.

Through our mission Enhancing Society Together, we take responsibility for having a positive impact on the world and contribute to UN Sustainable Development Goals.

Backed by the expertise of 6,000 colleagues working from offices in more than 20 countries globally, we are helping clients with challenges ranging from climate change and digital transformation to changing customer demands and the energy transition.

Our head office is in the Netherlands, and we have offices across Europe, Asia, Africa, Australia and the Americas.



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In Vietnam, we are serving public and private clients in light industry, maritime, aviation, renewables, water treatment and flood resilience. Our 100+ strong expert team from operates from offices in Hanoi and Ho Chi Minh City, combining over 35 years of local knowledge with insights from our global competence centres.



## Royal IHC

Anchored in a rich Dutch maritime history, Royal IHC is a leading supplier of maritime technology and expert craftsmanship.



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With the right people and skills on board, and driven by innovation, we provide a competitive edge to our worldwide customers in the dredging, offshore, mining and defence industries. However, Royal IHC is much more than vessels, equipment and services. We deliver reliable, integrated solutions that improve operational efficiency and allow for a more sustainable performance.



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All over the world, our people are deeply committed to technological innovation, supported by our long-standing experience in our core markets. Our experts work in close collaboration with multiple stakeholders to meet the specific needs of each customer.

As we navigate new waters in an ever-changing world, our aim remains unchanged: to discover the smartest and safest way forward for both our customers and our people. Together, we create the maritime future.



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## STC Next

STC Next is a global centre of excellence in project management and consultancy with the aim to enhance the capacity of public and private organisations active in the maritime, port, transport and logistics sectors across the globe. STC Next is active in Latin America, Africa, Europe, Middle-East and Asia.

STC Next always aim for the very best. The best education, the best courses and training, the best advice and the best innovations and developments. This ambition requires a different view of training and an innovative approach. We look ahead to your next step and everything that follows. We always ask the question: What's Next? We do this with one foot in the port and one foot in front of the class. An ultimate combination. With an ultimate objective: the best development of professionals in the port, around the port and to and from the port.

We are the Next Step for every professional in every port who wants to continue to develop themselves. Always and everywhere, Today, tomorrow, next week, for a lifetime.



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**Bosman Watermanagement**

Introducing Bosman Watermanagement, your partner in pump solutions for flood control, irrigation applications, and wastewater treatment solutions since 1929. As a family-owned business, we take pride in crafting pumping equipment, aeration- and filtration systems that are not only built to last but designed for your needs.

We're not just about products but about finding answers to your challenges. When you work with us, you get a team of problem solvers dedicated to making your water management and wastewater management efficient and effective.

With Bosman Watermanagement, you're investing in more than just equipment. You're investing in decades of experience, innovation, and a commitment to helping you overcome hurdles. Let us be the solution that transforms your obstacles into clear, manageable solutions.



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Colubris Cleantech is a privately owned Dutch company with over 40 years of experience in separation and purifying technologies. We offer a complete range of products and processes for water, waste recycling and bioresource solutions.

Colubris designs, manufactures, constructs and commissions complete (waste)water, water reuse, waste recycling and biorefinery systems. From a simple screen to the integration of the most advanced technologies aimed to generate value from waste and wastewater. And we do this worldwide through a network of subsidiaries, agencies and distributors. From idea to the turnkey realization.



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Deltares is a world leading Dutch knowledge institute in the field of water and subsurface. We are driven by societal needs, conducting applied research to provide accessible knowledge for decision-making. With collaborative efforts involving governments, companies, and NGOs, Deltares strives to ensure the safety, sustainability, and livability of coastal and river areas—a pursuit spanning over a century.

In Vietnam, we exemplify our commitment by addressing intricate water challenges through tailored solutions developed alongside local stakeholders. Our expertise in data analysis, fieldwork, and capacity building significantly contributes to enhancing water security and environmental sustainability in the country. This engagement underscores our dedication to our mission and relevance in addressing pressing global water issues.

Our impact extends beyond borders, resonating with the urgent need for sustainable water management worldwide. Our holistic approach, blending research and practical solutions, set a benchmark for addressing complex water challenges, demonstrating the institute's value as a crucial player in shaping a more resilient future for vulnerable regions like Vietnam and beyond.



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## Fibre Security

FibreSecurity is providing very innovative monitoring systems using sensors in microfibre which can measure stress, vibration, deformation, corrosion, weight, pressure, temperature, electrical current, chemical spills, etc. The main focus is its applications in the building, (air)port, construction (bridges/tunnels) and watersector.

FibreSecurity bv is the Dutch arm of the Mon-It group, tech company with a lot of influence in the discipline. We developed innovative and unique patents for the use of fibreoptic based sensors. These systems are important across almost all engineering sectors, measuring stress, deformation and many other physiochemical characteristics.

The inspiration for these applications began through seeking solutions to unusual but vital needs in engineering contexts for continuous live data. In particular, strategic services: roads and bridge infrastructure, harbours, airport runways and aprons, pipelines of all types: water, sewage, gas, oil, as well as communications infrastructure, both in use and new construction.

Our systems contribute to carbon reduction for asset management of networks by remotely flagging issues as well as AI intuitively analysing and predicting failures or significant changes. The reduction in intrusive interventions and consequent minimising traffic delays is a significant advance for all sectors, particularly those dependent upon smooth customer focussed operations: roads, ports and airports.



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### Who we are

Invest International invests in Dutch solutions for global challenges. We offer tailor made financing and project development expertise for international projects. Invest International is a private company financed by public means. The company opened its doors in October 2021, in The Hague. Shareholders are the Dutch Ministry of Finance (51%) and Dutch Entrepreneurial Development Bank, FMO (49%). Invest International has 131 employees.



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### What we do

We provide capital solutions for companies and investment funds whose international activities contribute to realizing the Sustainable Development Goals (SDGs). For governments in emerging economies, we make funds accessible for infrastructure projects. We also provide project development capacity. In combining these, we support projects at every stage of their maturity making use of all funding sources at our disposal.



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LG Sonic is a Dutch company that develops cutting-edge technologies to monitor water quality and control algal blooms. With ultrasonic algae control technology, aquatic ecosystems are recovered without chemicals. Investments in research and development have made LG Sonic leaders in algae management. In the last years, the company has grown worldwide with projects in 55 countries.

Recently, the company introduced a Digital Twin to allow utilities to map their catchments, alert themselves to water quality issues and optimise water treatment optimisations at source such that they realise a return of investment. Within the range we offer remote sensing, water quality monitoring, vertical profiling system and Phosphate sensor as well as solar-powered, chemical-free ultrasonic control of harmful algal blooms.

LG Sonic works primarily with drinking water utilities, governments and power plants, to remediate large reservoirs and lakes.



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## NX Filtration



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NX Filtration is a leading provider of innovative hollow fiber nanofiltration membranes (HFNF) and membrane solutions for water treatment applications and for producing pure and affordable water to improve quality of life. Established with a vision to address the growing global water scarcity challenge.



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The company's proprietary nanofiltration membranes are designed to efficiently remove contaminants, such as micropollutants (including pharmaceuticals, medicines, PFAS and insecticides), colour and selective salts, but also bacteria, viruses and nanoplastics, from water whilst offering strong sustainability benefits.



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NX Filtration's membrane solutions are characterized by their superior performance, cost-effectiveness, and sustainability. They are engineered to deliver reliable and consistent results, enabling customers to achieve higher water quality standards while minimizing energy consumption and environmental impact.



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With a team of experienced scientists, engineers, and water treatment specialists, NX Filtration is committed to driving innovation and advancing the state-of-the-art in membrane technology. The company collaborates closely with customers and partners worldwide to tailor solutions to their specific needs and challenges, ensuring optimal performance and efficiency.

Overall, NX Filtration is dedicated to delivering sustainable water treatment solutions that contribute to a safer, healthier, and more sustainable future for communities and industries around the globe.



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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.



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### Fields of expertise

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

### Partner in Vietnam

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## ROwat Water Control

ROwat Water Control is a trade name of Bergschenhoek Water technology B.V. a company with over 50 years experience in providing Water Control and Water Storage Solutions worldwide.

ROwat Water Control supplies Penstocks, (Flap)Valves and Weirs for quantitative Water Control. ROwat products are suitable for Flood Control, Waste Water Treatment Plants, Pumping Stations, Surface Water management and Wetlands Creation.

ROwat combines both HDPE and Low Carbon Stainless Steel in order to reach the sustainable quality required for most aggressive environments like tropical marine applications and the inlet section of Sewage Treatment (plants).

Due to its excellent material compound with no breakdown or deterioration during the product lifetime, HDPE and Low Carbon Stainless Steel are already for many years proven materials for optimum Water Control.

### ROwat Water Control product portfolio contains:

- Flap Valves
- Inline Check Valves
- Penstocks
- Irrigation gates
- Sluice gates
- Channel Penstocks
- Overflow Weir Gates

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Our head office is in the Netherlands, and we have offices across Europe, Asia, Africa, Australia and the Americas. In Vietnam, we are serving public and private clients in light industry, maritime, aviation, renewables, water treatment and flood resilience. Our 100+ strong expert team from operates from offices in Hanoi and Ho Chi Minh City, combining over 35 years of local knowledge with insights from our global competence centres.

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Saxion University of Applied Sciences stands at the forefront of higher education with a focus on the application of technology, management and its profound impact on society. With a commitment to resolving global and regional social issues, Saxion, boasting over 27,000 students, utilizes education, applied research, and entrepreneurship to pave the way for a smart, safe, and sustainable world.



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For more than 26 years, Saxion has been a key player in advancing higher education and applied research in Vietnam. Notably, the collaboration extends to water technology and the circular economy, contributing to the professional orientation of the Higher Education system in Vietnam. Our two Professors in the delegation also uphold positions at a partner university in Vietnam.

Saxion's initiatives include joint study programs, business partnerships, and impactful internships, fostering knowledge exchange between Dutch and Vietnamese partners. Actively seeking collaborative projects in sustainable water technology, organic agriculture, aquaculture, and circular business models, Saxion's proven international track record positions it as an ideal collaborator.



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Together with Dutch and Vietnamese partners, Saxion aims to address global challenges and contribute to lasting, locally-driven solutions for a smarter, more sustainable world. The commitment extends beyond academia, with practical projects reflecting Saxion's dedication to positive societal change.



## Saxion University of Applied Sciences



### Ton Duc Thang University, HCMC, Vietnam

For more than 26 years, Saxion has been a key player in advancing higher education and applied research in Vietnam, particularly in water technology and the circular economy. Two Saxion professors also uphold positions at Ton Duc Thang University (TDTU, HCMC, actively contributing to courses and research projects in the area of the circular economy benefiting SMEs in sustainable development.

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Together with Dutch and Vietnamese partners, Saxion and TDTU aim to address global challenges and contribute to lasting, locally-driven solutions for a smarter and more sustainable world.



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The commitment extends beyond academia, with practical projects reflecting Saxion's and TDTU's dedication to positive societal change. With a focus on sustainable solutions, Saxion and TDTU seek partners to carry out applied research & development and capacity building projects.



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## The Water Agency

The Water Agency is a social enterprise that aims to increase the positive impact of international water projects in Asia through local stakeholder and community engagement, youth leadership and water education.

Through our 'Water Hubs' in Indonesia, Vietnam and Myanmar, we support our partners and clients to align interests, expectations and ambitions between international and local experts across government, private sector, communities and academia – ensuring strong local ownership in every project.

In Vietnam, TWA leads several projects:

- Development of a Serious Game for Soc Trang and Ben Tre provinces to promote dialogue between government and water users (farmers, industry, water companies) to reduce groundwater extractions. Partners include Deltares, CTU, HUNRE, ICED and WUR. Funded by Partners for Water.
- The UNESCO Water Resilience Challenge, a competition that invites innovative solutions to address water problems in UNESCO sites across SE Asia. Funded by UNESCO.
- Two-year innovation project in Tra Vinh province to experiment the potential of tools and approaches supporting farmers with salinity. Partners include TVU, Kim Delta, Salt Doctors, Skilled, Saxion University, HZ University and Acacia Water. Co-funded by Partners for Water.
- The Vietnam AquaVenture (VAV) water innovation competition for young water entrepreneurs. Co-funded by RVO/Netherlands Embassy.



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As a family owned marine contractor Van Oord has a wide international presence in dredging, offshore, offshore wind and marine contracting. We enjoy a long and proud tradition of bringing our precision engineering expertise to construct offshore wind farms, ports waterways, flood protection and coastal defences and to creating new land for a vast array of commercial and public sector projects with a strong perspective on sustainability, Climate adaptation and incorporating Building with Nature knowledge.



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In particular for our Ocean Health mission, we are exploring ways to restore marine ecosystems at scale. With respect to Vietnam we are looking into opportunities to integrate mangrove restoration with sustainable aquaculture practices and the use of mangroves as a nature based solution for coastal protection.



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## VEI

VEI works on behalf of 7 water utility organization in the Netherlands to support water utilities in middle and low income countries to improve their financial, technical and organizational operations and help increase service coverage. We do this by engaging in long term Water Operators Partnership in which we engage Dutch and national water utility experts of transferring expertise. Our mission is driven by the Social Corporate Responsibility charters of the Dutch water sector, aiming to contribute reaching SDG-6.

VEI currently works with over 55 water utility partners in 21 countries in Asia, Africa and Latin America. With 15+ years of experience, we have a proven track record in utility improvements and utility turnaround. In 2023, our inputs contributed to 650,000 people gaining access to basic and safely managed water and / or sanitation.

Our fields of expertise cover asset management, financial management and revenue increase, non-revenue water reduction, water safety plans, water resources management and all fields of water operations, including water production, distribution, household supply and commercial operations.



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## WORLD WATER ACADEMY



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### World Water Academy

World Water Academy, renowned as the leading independent training institute for water professionals, provides globally recognized interactive and practical courses. Operating as “[Wateropleidingen](#)” in the Netherlands, we advocate for the acquisition and dissemination of essential water knowledge and skills to foster a sustainable water sector worldwide.

Our recent initiatives include the OKP “WATRA” project in Jordan, where collaboration with partners IHE Delft and Al-Balqa’ Applied University resulted in sustainable solutions for water sector challenges. Engaging 84 professionals, our multiple-level education approach addressed the needs of drinking water and wastewater sectors.

In the OKP “Bridging the Water” project, we collaborated with TU Delft, Hogeschool Rotterdam, University of Cape Town, and Durban University of Technology. Facilitating knowledge exchange and collaboration, our action-learning and practical training involved over 600 professionals, bridging theory and practice for improved water management and enhanced services in South African municipalities.

World Water Academy remains committed to advancing global water expertise and contributing to a more sustainable future.



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The Confederation of Dutch 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 health sector; 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.

In cooperation with governments and other social parties, VNO-NCW strives for an inclusive and sustainable Netherlands, where everyone benefits from increasing prosperity. This requires sustainable economic growth and a high quality business and investment environment.

VNO-NCW 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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Ministry of Infrastructure and Water Management

Ministry of Foreign Affairs

Ministry of Economic Affairs and Climate Policy | Netherlands Enterprise Agency

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