

Netherlands trade mission to India

3 - 6 April 2023



Netherlands

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Foreword



**India and the Netherlands. Shipping connects.
Water unites.**

India and the Netherlands share a special and cordial relationship going back many centuries. As partners we are strongly committed to further intensify our bilateral economic cooperation. Particularly in these turbulent times, it is important to reach out and to value our strong economic ties.

For me, this four day visit represents the next step in the profound relationship between the Ministry of Infrastructure and Water Management and our counterparts in India.

In India I will be accompanied by representatives of fifteen companies from the maritime sector. Participants have been selected on the basis of their knowledge and international expertise, their experience with public-private partnerships, their ability to put innovative concepts into practice, and their willingness to share their know-how with partners.

The size and composition of my delegation clearly indicates the Dutch commitment to make a difference in the field of maritime transport and logistics, port development and inland shipping.

Our stay in Delhi and Mumbai will give us the opportunity to have an exchange of views with various central and local levels of the Indian government and the Indian private sector.

Under the central theme of 'Shipping connects. Water unites' I will inaugurate working groups and workshops in Delhi and Mumbai.

I am looking forward to sign a Memorandum of Understanding on Maritime Cooperation with Mr. Minister Sarbananda Sonowal, Minister of

Ports, Shipping and Waterways, which will formally extend our relation for another three years.

There is a great potential for more growth in trade and mutual investments. I feel confident that this visit will further strengthen the friendship and good economic relations between our countries, both on a governmental and business level.

Finally it is a great honor for me to join the celebration of India's National Maritime Day on the 5th of April in Mumbai.

Mark Harbers

Minister of Infrastructure and Water Management

Foreword



The Netherlands is proud of its excellent maritime knowledge centers and highly skilled workforce, dedicated to creating long-term solutions and products that meet the highest quality and safety standards.

The Dutch maritime sector consists of world-class knowledge institutes, training centers, engineering

companies, shipbuilding industries, vibrant ports and related services all within the proximity of just 200 km.

It is my pleasure to lead the Dutch business mission to India. On a daily basis I lead Thecla Bodewes Shipyards, a family-owned shipyard with over 200 years of experience in the maritime industry. However, I head this mission in my capacity as director of Top Sector Water and Maritime. Top Sector Water and Maritime is a network organization with a strong focus on accelerating knowledge based innovations in the fields of delta technology, water technology and maritime technology. We connect government bodies, knowledge institutions and private entities to create a realm in which important new developments such as zero-emission shipping technologies can come about. In this way we address global challenges such as our dependency on natural resources and in large, climate change.

India offers great opportunities to Dutch companies in all different fields such as logistics, engineering, maritime consultancy and shipbuilding. On the other side Dutch product offering matches much what is needed in India.

I hope this mission will bring you new insights on (business) opportunities in India so let's join together and meet up!

Thecla Bodewes

Leader of the business delegation



Map of the Netherlands

Locations

- | | |
|--|----------------|
| 1. Amsterdam
(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 km²

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 km² (2022):
423

Unemployment rate
(CBS, 2022):
3.3%

English speaking Dutch
people:
90%

Company profiles

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[Royal HaskoningDHV](#)

[Royal IHC](#)

[STC-NESTRA](#)

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APM Terminals



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APM Terminals operates one of the world's most comprehensive port networks of 65 container terminals. Our team of more than 22,000 industry professionals is focused on delivering the operational excellence and solutions, which our 10,000 customers require to reach their potential. In 2022 we moved almost 13 million containers. 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. In India, APMT is active in the ports of Mumbai and in Pipavav and India is an important market for APMT where we are actively looking for new opportunities.



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APMT Mumbai is one of the three container terminals operating from Nhava Sheva's Jawaharlal Nehru Port (JNPT). In 2022, APMT Mumbai announced a US115 million investment in infrastructure to increase container handling capacity. With this investment, the container handling capacity of GTI will increase by 10% to 2.18 million TEU.

APMT Pipavav is located in Gujarat, 152 nautical miles from Mumbai. It has immediate access to key markets in northwest India and the largest sea food export belt in India via road and rail and has a capacity to handle up to 1.35 million TEU.



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Boskalis

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

The company facilitates the development of offshore energy infrastructure, including renewable wind energy. Boskalis is furthermore active in the construction and maintenance of ports, waterways, access channels and civil infrastructure, thus helping to facilitate trade flows and regional socio-economic development.

In addition, Boskalis is a global marine salvage expert and has a strategic partnership in terminal services (Smit Lamnalco). With a versatile fleet of more than 500 vessels and floating equipment and approximately 10,000 employees, including associates, Boskalis is creating new horizons around the world.

Our main clients are governments, port and terminal operators, oil, gas and wind energy companies, EPC contractors, shipping companies, insurance companies.



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broekmanlogistics.com

Broekman Logistics

Full supply chain logistics service provider

BLI is a full supply chain logistics service provider with air, ocean, road, and rail services, warehousing and distribution. We are an IATA approved agent, member of FIATA, ACAAI, Multiport & IFLN, GDP Certified and an exclusive Indian partner in the global operating NVOCC, Flash Line 2000 Limited with MTO License.

Covering all major ports and international airports in india

BLI expands by the day, carefully planning its expansion, Broekman currently operates 18 offices in India, covering all major ports and international airports. We provide tailor-made solutions based on customer requirements. On-going commitment to customers is assured, with a shared economy of scale, through Global reach with a personal touch.

India as the gateway to asia

Take full advantage of our strategic locations with which you can reach the rest of South Asia, Southeast Asia, East Asia, Oceania, the USA and Europe. India is home to over 20 international airports, various national airports, 13 major ports and 200 ports of intermediate size. Branch such as Chennai, one of the busiest airport in India in terms of air freight and major gateway to southern India. It gives you access to our full range of ocean freight services, such as (FCLs), (LCLs), consolidated or project cargo, breakbulk cargo, RoRo cargo, & buyer consolidation.

Broekman Logistics' freight forwarding services include:

- Preparation of contracts, licences and other documents for EXIM.
- Global network
- Customs clearance of goods & calculation taxes, duties and excises, Service tax advice
- Cargo insurance & Guidance on packaging and labelling



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Conas

Conas is a consultancy company specialized in Service Logistics. We help our customers to manage their spare parts supply chain:

- We clean, normalize and enrich spare part data
- We globalize spart part data management by linking the data of individual plants and assigning an internal global company spare part ID number
- We digitalize equipment spare part manuals of the equipment manufacturers and link them to the internal company spare part references
- We offer software solutions, complementary to the customers ERP system, to help them to better manage spare parts and to make spare part information easily available to the users by digital link / resolver techniques
- We support customers with spare part warehouse design and lay out
- We clean, reorganize spare part warehouses and implement the basics of 5S “*a place for every part & every part in its place*”
- We are experts in applying the GS1 data standards.
- We are specialized in the Marine, Ports & Terminals segments

We operate from our offices in Voorschoten, The Netherlands and Pune, India. We support our customers globally and are active in 20+ countries across 6 continents.



Conas

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DUTCHOFFSHORE

Dutch Offshore



Timon van der Vlies

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Dutch Offshore provides equipment to the maritime and offshore industry with a 24/7 service package.

Dutch Offshore supplies mobile offshore cranes, barges with up to 1400 ton heavy lift crane capacity, a fleet of dynamic positioning (DP2) multipurpose vessels, special offshore equipment such as grabs and has a strategic yard with deep sea quays in the main port of Amsterdam.



Dutch Offshore

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Green Award Foundation

The Green Award Foundation, a non-profit organisation, promotes the pursuit of the highest standards in the maritime industry by a certification programme. Green Award is a world-wide recognized quality mark for ships and their owners that exceed the applicable standards in the field of safety, quality, and environmental performance in the maritime industry.

The quality mark is awarded after a voluntary audit and survey. Green Award certificate holders are the front-runners of the maritime industry that strive for excellence. Certified ships are offered various financial and non-financial incentives by selected providers such as ports, shipping organisations and maritime services and products suppliers.

In 2011 the Green Award programme is extended to inland navigation. At present over 1.400 ships (both seagoing and inland navigation) are certified by Green Award, as well as more than 175 incentive providers.

Green Award has implemented into its certification programme actions as are mentioned in the UN' adopted "17 Sustainable Development Goals" (SDGs) as well the principles of the framework Environmental, Social and Governance (ESG).



**Green Award
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The Green Award Foundation, established in 1994, is governed by representatives of the international maritime industry with both public and private interests. A board of experts advises on the composition of the Green Award requirements.



MARIN



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MARIN is a globally recognised top institute for maritime research. Our mission is 'Better Ships, Blue Oceans': we stand for clean, smart and safe shipping and sustainable use of the sea and inland waterways. We do this as an independent knowledge partner for the maritime sector, government and society.

We have a complete range of model test facilities, software tools, simulators, numerical facilities and measurement techniques to test, simulate and monitor ships and operations including the human factor. The unique combination and synergy of these facilities and tools enable us to achieve reliable predictions of the performance in the design phases, but also to improve and ensure the optimal operational use of the ship or structure.



Nicole van Spronsen

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For India, MARIN can offer in-depth knowledge of sustainable maritime technologies. We are looking for partners to set up joint industry projects related to waterways, ports and operations (both sea going and inland). Our Zero Emission Lab is an example of the engine room of the future where multiple green technologies are demonstrated. MARIN aims to be a knowledge partner to accelerate the maritime energy transition.



MARIN

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Marine Masters

MMBV is a highly regarded Dutch contractor established in 2016.

MMBV employs Salvage Masters, Naval Architects, Structural Engineers, Tow Masters, Marine and Technical superintendents and Project Managers.

We are involved in the following activities:

- Salvage & Towage
- Transport and Installation
- Decommissioning
- Ship to Ship transfer of Gas, Crude, CPP, Chemicals and edible oils

Our Customers are Underwriters, Oil and Gas companies, Contractors and Government. We pride ourselves on both the expertise and the safety culture of our personnel. We are not asset owners and therefore we are free to choose the equipment required for the intended operations resulting in a solid and most cost-effective work method.

MMBV works with partners to provide the best equipment and personnel against competitive rates. The protection of the environment is always one of our highest priorities in any project that we are involved in. Our India Director Kajal Festen-Purohit is based in Mumbai.

Marine Masters

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Meever & Meever

Specialist in steel foundation solutions



Jan van Meever

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Meever & Meever is a globally operating organization which is specialised in the production, stocking, distribution of steel materials such as steel sheet piles (Z and U profiles, both hot and cold rolled / produced), spirally/longitudinally welded & seamless steel tubes and a variety of anchoring systems. We deliver these products to the nearest port or directly to jobsites as per our customer needs from our stock yards or our production facilities spread across the globe. We also offer services such as rental of steel materials, machinery and with the team of engineers we assist our customers with the technical side of the project including review of project requirements, conceptualising the design and methodology, value engineering by adapting latest techniques and tailor made solutions fitting in to our customer needs by considering safe industry practises and day to day experiences. Apart from these we also are specialised in handling jobs which are complex in nature on both land and marine areas.



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[Logistics](#)

[Energy transition](#)

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Port of Rotterdam

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Port of Rotterdam

Port of Rotterdam Authority. The aim of the Port of Rotterdam Authority is to strengthen the competitive position of the port of Rotterdam as a logistics hub and a world-class industrial complex in terms of both size and quality. The Port Authority is able and willing to make an impact and so it is focusing on accelerating sustainability in the port and it is a partner in the digitalisation of the port and logistics chains. The Port Authority's core tasks are the sustainable development, management and operation of the port, the maintenance of the smooth and safe handling of shipping and supporting the future-resilience of the port of Rotterdam.

Facts and figures for the Port of Rotterdam Authority and the port of Rotterdam:

- Port of Rotterdam Authority: approximately 1,300 employees, revenue approximately €825 million and €257 million gross investments.
- Port area: 12,500 hectares (land & water, including approximately 6,000 hectares of industrial sites). The port area is more than 40 kilometres long.
- Goods throughput: approximately 467 million tonnes of goods a year.
- Shipping: approximately 30,000 seagoing vessels and 100,000 inland vessels annually.
- Employment: (direct and indirect) 565,000 jobs in the Netherlands.
- Added value: €63 billion, 8.2% of Dutch GDP.



REDstack



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REDstack is a Dutch impact-scale-up company in the area of sustainable energy generation and water desalination. REDstack has developed the technology and key components for generating full sustainable and full continuous power out of combining fresh and salt water flows, in her proprietary membrane-stacks. This technology also reduces the need for large scale power storage, and enhances grid stability as the generated power is available on a full-continuous basis.



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REDstack's pilot plant is operating successfully and is now ready for upscaling into demonstration and implementation worldwide. At scale, this technology can generate more than 10% of global power demand. The ecological effects of such power plants are very minimal, the economics look very promising.

REDstack has opened her sister company REDstack Energy India Pvt Ltd (www.redstack.in) to enable implementation of the Blue Energy technology and power plants in India and Asia.

REDstack is the first spin-off from the water-technology institute WETSUS.

The full Board of Dutch Ministers has awarded REDstack with the title of Dutch National Icon.

The IP-position is build up by many national and international R&D-projects with respectable partners, and backed-up by a strong patent portfolio.



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**Mohammad Aslam
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Royal HaskoningDHV

Royal HaskoningDHV is an independent consultancy firm which integrates 140 years of engineering expertise with digital technologies and software solutions.

As consulting engineers, we care deeply about our people, our clients and society at large. Through our mission Enhancing Society Together, we take responsibility for having a positive impact on the world. We constantly challenge ourselves and others to develop sustainable solutions to local and global issues related to the built environment.

We are market leaders in port operations and environmental assessment and have a proven track record of supporting our maritime clients to meet the challenges presented by climate change. With experience of delivering a wide range of port infrastructure and planning projects across the globe, we understand the challenges of operating efficiently, delivering growth and improving sustainability in a sensitive marine environment.

We have experience of working with individual ports and port groups, terminal operators, port authorities, trade bodies, port tenants and contractors as well as international financial institutions including the World Bank, Asian Development Bank and EBRD.

The breadth of our experience means that we can draw on a wide selection of project scenarios to identify solutions that deliver. Every project is unique, however by drawing on our extensive portfolio, we are also able to share the lessons and innovations that have achieved success.



Royal IHC

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



Jan Pieter Klaver

CEO Royal IHC

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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-NESTRA

STC-NESTRA provides high-level consultancy and applied research services in the field of sustainable transport and logistics. STC-NESTRA aims on servicing public and private organisations on national and international level such as Ministries of Transport, Port and Waterway Authorities, International Organisations, and International Financing Institutions.

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

Main areas of work relate to:

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

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

STC-NESTRA

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Topsector Water and Maritime

Innovation is at the core of doing business in the Netherlands. We have an outstanding track record in creating innovative solutions for a wide array of challenges. Whether it be in the field of climate change or for instance, high efficiency propulsion systems: our scientists and highly skilled craftsmen are there to partner up in finding the right answer for your challenge.

To further enhance and accelerate innovation, the Dutch Government designated nine key industries, each covered by a Top Sector. One of them is Top Sector Water and Maritime (TSWM). TSWM exists of three chapters: Water Tech, Delta Tech and Maritime tech. TSWM focusses on bringing research, knowledge institutions and government together to create a helix in which innovation combined with entrepreneurship is nourished and fostered. In this, TSWM employs tools such as grants, guarantees and connecting people.

Each of the chapters has its own goals but the common denominator is water, the source of all life.

Please visit our website www.watermaritime.nl for more information on Top Sector Water and Maritime. During the trade mission our director Thecla Bodewes is more than willing to answer any of your questions related to Top Sector Water and Maritime.

Top Sector Water and Maritime

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Expertise



Equipment

Sustainability

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Van Oord India Private Limited

With its presence in India for over sixty five years, Royal Van Oord Dredging and Marine Contractors, has been active in major dredging and marine campaigns and is a key contributor to the dredging and marine requirements of this region. Our exclusive Indian entity, Van Oord India Private Limited, was founded in 1997 to better serve the nation's growing marine infrastructural requirements, with an established presence of over two hundred specialised Indian personnel along with necessary Indian flag equipment for executing various projects.

The office in Mumbai is in charge of Van Oord's operations in the Indian peninsula and has executed numerous projects along Indian shores for government and private ports. It is also the South West Asia Regional Office which oversees projects in neighbouring Sri Lanka and Maldives.

Our commitment to the Indian market was strengthened by the reflagging of TSHD 'Sagar Hansa', 'Costa Blanca', 'Volvox Delta' & WID 'Antareja'. Today we own and operate the largest Indian Flag TSHD vessel 'Volvox Asia' along with WID 'Antareja'.

Areas of expertise:

- Capital Dredging
- Maintenance Dredging
- River Training Works
- Pipe laying
- Reclamation
- Creation of islands through reclamation
- Construction of breakwaters
- Offshore dredging
- Offshore Wind Energy
- Port Development



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Waterking

Waterking is a full-service worldwide operating organization in the field of amphibious equipment, dredging equipment and (inland) dredging solutions.

Waterking's core business is amphibious equipment – ranging from amphibious excavators, transporters and special equipment for low ground bearing and/or wet terrain.

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