

20 May- 23 May 2013

Netherlands Trade Mission to Tanger, Morocco



Pioneers in international business

20 May - 23 May 2013

Netherlands Trade Mission to Tangier, Morocco



Pioneers in international business



Index

Maps of the Netherlands	4
Forewords	8
Relations Morocco - the Netherlands	9
Introducing the Netherlands	10
Sector Introductions	12

Company profiles

ADCIM B.V.	22
Royal Boskalis Westminster N.V.	23
C. Steinweg - Handelsveem B.V.	24
Eurofrigo B.V.	25
FMO	26
IHC Merwede B.V.	27
ILK B.V.	28
International Lashing B.V.	29
Lieverse Consulting Engineers	30
Port of Rotterdam Authority	31
STC- Group	32
Stig Consult	33

Support

Embassy of the Kingdom of the Netherlands	35
---	----

Organisation

Netherlands Council for Trade Promotion (NCH)	37
Connect2MENA	38
Contact	39



The Netherlands





Pioneers in international business





Pioneers in international business





Foreword



City of Rotterdam



Jeanette Baljeu
Alderman City of Rotterdam



Arnoud Besseling
Advisor International Relations
City of Rotterdam

City of Rotterdam
P.O. Box 70012
NL-3000 KP ROTTERDAM
The Netherlands
P +31 70 267 25 47
E a.besseling@Rotterdam.nl
www.rotterdam.nl

It is a great pleasure for me to act as your delegation leader on this Trade Mission to Tanger, Morocco. The economic relation between Morocco and the Netherlands is already existing for over 400 years. Morocco, which can be considered as a gateway into the African continent, is a country with a stable economy and a solid economic growth of 5% on average per year. The port Tanger-MED is one of the largest port of Africa and one of the most important maritime hubs in the world. Marokko is developing rapidly and offers a lot of business opportunities for Dutch companies. The overall goal of this mission is to identify and facilitate new alliances and opportunities between Morocco and the Netherlands.

In the last decade Dutch companies have gained extensive experience and knowledge in the field of construction, port development, transport and logistics, engineering and cold storage and this is exactly what the Moroccan government and companies are looking for. As Vice Mayor of Rotterdam, responsible for the Port, Traffic and the Regional Economy I am very proud to be able to present you our entrepreneurs. I am truly convinced that this mission will create new partnerships and will further strengthen long-term cooperation between our countries.

Our mission-program will kick-off in the city of Rabat on the 20th of May, where we will meet with the Minister of Equipment and Transport, His Excellency mr. Rabbah. On following days we will travel to Tanger, where we continue the mission until the 23rd of May with an interesting program.

I wish you all the best during this mission and please do not hesitate to ask participation from my side. As your delegation leader I am more then willing to be at your service.

Jeannette Baljeu
Alderman City of Rotterdam

Relations Morocco- The Netherlands

The relationship between the Netherlands and Morocco is very close. However, some of these relations are via the European Union. Morocco was the first North African country with bilateral relations with the Netherlands. In 2010, both countries celebrated their 400 years of diplomatic relations.

Political relations

- In 2005, then Prince Willem-Alexander and then Princess Maxima visited Morocco to celebrate 400 years of diplomatic relations between the Netherlands and Morocco.
- The cooperation between the countries covers many areas. For example, there is a treaty between the two countries to fight against crime.
- The European Union (EU) works closely with Morocco via the European Neighbourhood Policy. This policy must strengthen the relations between the EU and neighboring countries. Important items of the cooperation concern economic and financial matters, but also items in the area of human rights, democratization and good governance.
- The Dutch Embassy in Rabat pays special attention to Dutch nationals in Morocco. In addition, visa facilitation and guidance of Dutch prisoners are important tasks for the Dutch Embassy.

Economic relations

- In 2010, the Netherlands and Morocco celebrated their 400 years of economic relations.
- Several large Dutch enterprises have their own branch in Morocco, for example in the sectors Electronics, Consumer Goods, Chemicals and Oil and Gas. Also, some medium-sized enterprises are active, especially in sectors such as Agriculture and Fisheries.
- The Netherlands exports to Morocco include refined oil, shrimp, machinery and electronics. The Netherlands ranks on the 14th place of importers for Morocco. The Netherlands mostly imports processed shrimp, fruit and vegetables and oil. The Netherlands ranks on the 9th place of exporting countries for Morocco.

Development Relationship

- Morocco is not on the list of development countries. However, the Netherlands supports Morocco with some activities, for example in the field of environment and agriculture. These activities are financed by the fund for social transformation in the Arab region (Matra-South).

Relations in Education and Culture

- The Netherlands and Morocco are working together in the field of Education and Science. The Dutch Institute for Morocco (Nimar) in Rabat promotes this collaboration. They also offer courses and curricula in Arabic and Social Sciences for Dutch students.
- The Netherlands and Morocco are also working together in the cultural field. The Dutch Embassy in Rabat funds a number of activities in the field of Fashion and Architecture. Thus, in 2010 there was an exhibition of Dutch architecture and a cultural evening dedicated to the Dutch-Moroccan fashion designer Said Mahrouf in Casablanca.

Introducing the Netherlands



A country that the Dutch created in the delta of three large rivers, flowing into the North Sea... Where 70% of GDP is earned below sea level... Where there used to be a lake almost two million acres wide where Amsterdam Airport Schiphol is today... Where innovative and daring solutions for water control protect two thirds of the country from being permanently flooded. It earned us a worldwide reputation... **We know water.**

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



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

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



Worldwide ranking

1st	Production and auctioning of cut flowers and flower bulbs
2nd	Export of agricultural products
2nd	Household broadband connections
2nd	Logistics performance Index
3rd	Density of road network
4th	Largest seaport
5th	Export of goods
6th	Investments abroad
6th	Foreign direct investment
7th	Import of goods
7th	Energy infrastructure
10th	Export of commercial services
11th	Import of commercial services

Facts & figures

Form of government	Parliamentary democracy, constitutional monarchy
Capital city	Amsterdam
Seat of the government	The Hague
Composition of the country	12 provinces, overseas territories of Aruba and the Netherlands Antilles
Language	Dutch
Monetary unit	Euro
Population	16,735,100 (January 2012)
GDP	840 miljard \$ (2011)
Per capita income	43,500 \$ per capita (2011)
Export partners	Germany 24%; Belgium 12%; France 8.9%; UK 8%; Italy 4.8% (2011)
Import partners	Germany: 16.7%; Belgium: 10%; China: 8.4%; US: 8.4%; UK: 6.8% (2011)
Investments abroad	940 miljard \$ (2011)
Foreign direct investment	590 miljard \$ (2011)
Command of foreign languages	English (87% of > 15 years old), German (66%) and French (25%)

Sources: Here's Holland Compared, CBS, World Bank, IMF, OECD, WTO, UNCTAD.

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

The Netherlands is a key logistics hub connecting global markets

The Netherlands plays a key role in our globalised economy, by connecting producers and consumers worldwide. Our success is based on an alignment of cutting-edge infrastructure and world-class service providers, and our coastal location at the heart of Europe. Exemplary for our position are the Port of Rotterdam, Europe's largest port by far and the world's fourth-largest, and Amsterdam Airport Schiphol, a major European cargo and passenger hub. Both are supported by world-class logistics service providers and an extensive network of road, rail, waterways and pipelines. This powerful combination has allowed us to become the Gateway to Europe, accounting for significant parts of European road and water transport. The Netherlands also makes extensive use of IT to deliver optimised supply chain solutions, for example in time-critical areas like food and flowers. In addition, the country is making pioneering efforts in environmentally sustainable logistics and silent logistics.



Websites

www.hidc.nl - Holland International Distribution Council

www.tln.nl - Association of Dutch transport and logistics companies

www.evo.nl - Association of Dutch goods transportation companies

www.hollandintermodal.com - Cooperation between the Shortsea Promotion Centre Holland, Inland Shipping Information Agency and Rail Cargo information Netherlands

www.servcielogisticsforum.nl - Service Logistics Forum (SLF)

www.connekt.nl - Public-private initiative in the field of traffic and transport

www.portofrotterdam.com - Port of Rotterdam

www.portofamsterdam.com - Port of Amsterdam

Key aspects and strengths

- All major Dutch ports are serviced by companies specialising in storage, transshipment, industrial processing and auxiliary services, as well as transport, packing, warehousing and distribution. From the Port of Rotterdam, all major industrial and economic centres in Western Europe can be reached in less than 24 hours.
- The Netherlands is one of the leading road transport nations in Europe and the largest inland shipper. The Betuweroute, a dedicated double-track freight railway, enables fast transport of containers and bulk goods from Rotterdam to Europe.
- The Dutch inland navigation sector attracts worldwide attention. With Europe's largest, innovative and differentiated fleet it offers a reliable, cost efficient and sustainable extension of maritime transport chains to the European hinterland (in- & export).
- Under the Smart Cargo Hub for Europe initiative, Amsterdam Airport Schiphol, the Port of Amsterdam and the private sector aim to turn Amsterdam into the fastest and most-reliable multimodal hub for Europe.
- The Netherlands is developing a Neutral Logistics Information Platform (NLIP) that will be the standard data communications platform for the industry, to be completed in 2020.

Facts & Figures

- Transport services (transport of goods and persons) account for around 22 percent of Dutch service exports and 4.2 percent of the total value of exports. Around 610,000 people are employed in the direct transport industry (715,000 if support activities are included).
- Dutch inland shipping accounts for 54% of all European (EU 27) trade shipping. The Dutch fleet is with 6,500 (out of 13,500) vessels the biggest and most modern in Europe.
- In 2011, IMD Business School ranked the Netherlands 2nd worldwide with regards to the quality of its water transport infrastructure.
- Over 1.000 American and Asian companies have centralised their European distribution activities via the Netherlands. The country hosts over 19 million square metres of distribution centres (about 3,000 soccer fields).
- Dutch transport companies account for about 13% of all cross-border road transportation of goods (tons) within the EU.
- The Netherlands won three awards at the 2010 Asian Freight & Supply Chain Awards for best seaport in Europe (Port of Rotterdam), best container terminal in Europe (ECT) and best airport in Europe (Amsterdam Airport Schiphol). All three are also nominees for the 2012 Awards.
- The Netherlands took fourth place in the 2010 World Bank global Logistics Performance Index (based on terms of efficiency and effectiveness of its customs, quality of transport, IT infrastructure for logistics and ease and affordability of shipping).
- The Netherlands has the second-largest cooling and freezing storage capacity in Europe.

Sources: Cap Gemini, Amsterdam Airport Area, Nederland Distributieland, TNO, Supply Chain Magazine, World Bank, IMD Business School, Eurostat, Bureau Voorlichting Binnenvaart, Port of Rotterdam, AFSCA, Commissie van Laarhoven

Ports

Dutch ports are the Gateway to Europe

The Netherlands plays a key role in our globalised economy, by connecting producers worldwide with Europe's 500 million consumers. Central to this are the country's 15 sea ports, which are clustered around 4 main areas. The Port of Rotterdam, Europe's largest port by far and the world's fourth-largest, is located on the estuaries of the Rhine and Maas rivers, which provide easy access to Europe. Amsterdam Seaports, which include the Port of Amsterdam and several regional ports, is located near to Amsterdam Airport Schiphol, a major European cargo and passenger hub. Groningen Seaports, in the North, focuses on the region's energy cluster and is strategically located for trade with Scandinavia, the UK and the Baltic region. Zeeland Seaports is the logistics and industrial hub for the south-west of the country. All ports are supported by world-class logistics service providers and enable efficient access to the European hinterland via an extensive network of road, rail, waterways and pipelines.



Unique Selling Points

- The Port of Rotterdam, the world's fourth-largest, is Europe's undisputed logistics hub, as well as the world's second bunker port. The largest tankers can dock in Rotterdam 24/7. A 1,000 hectare expansion project is underway.
- From Rotterdam, all major industrial and economic centres in Western Europe can be reached in less than 24 hours. The area is a global hub for the import, production and export of petroleum and gas products.
- The Port of Amsterdam hosts a large cluster of specialty chemical and storage companies and is a major centre for cocoa. Under the Smart Cargo Hub for Europe initiative, Amsterdam Airport Schiphol, the Port of Amsterdam and the private sector aim to turn Amsterdam into the fastest and most-reliable multimodal hub for Europe.
- The Netherlands is the leading road transport nation in Europe and the largest inland shipper. The Betuweroute, a dedicated double-track freight railway, enables fast transport of containers and bulk goods from Rotterdam to Europe.
- All our major ports are serviced by companies specialising in storage, transshipment, industrial processing and auxiliary services, as well as transport, packing, warehousing and distribution.
- The Amsterdam and Rotterdam Ports are both engaged in major sustainability projects. Rotterdam aims to become Europe's centre for biofuels.

Facts & figures

- In 2009, IMD Business School ranked the Netherlands 2nd worldwide with regards to the quality of its water transport infrastructure.
- Dutch inland shipping account for 70% of all European (EU 25) trade shipping. Nearly half of the Northwest European vessels (6,500 out of 13,500) sails under Dutch flag.
- More than 500 scheduled services link Rotterdam with some 1,000 ports worldwide. There are more than 150 container and Ro-Ro liner services that call at about 300 ports in Europe.
- Every year, some 34,000 sea-going vessels and 133,000 inland waterway vessels call at Rotterdam. Throughput in 2008 amounted to 421 million tons. The port and industrial area stretches over a length of 40 kilometres and covers 10,000 hectares.
- 100 million tonnes of crude oil a year passes through the Port of Rotterdam. That is enough to fill Feyenoord's football stadium 65 times.
- One in every two Europeans drinks fruit juice that entered via Rotterdam.
- From Rotterdam, 270,000 American, European, Japanese and Korean cars a year find their way to dealers throughout Europe.
- Amsterdam Seaports is the fifth-largest port in north-western Europe. with a market share of 7.7%. Throughput grew by 8% in 2008 from nearly 88 million tonnes (2007) to almost 95 million tonnes. The number of containers processed in Amsterdam rose by 13% from 385,600 TEUs (2007) to more than 435,000 TEUs (2008).

Sources: Port of Rotterdam, Port of Amsterdam, IMD Business School, Bureau Voorlichting Binnenvaart, Railcargo

A few websites

- www.portofrotterdam.com - Port of Rotterdam
- www.portofamsterdam.com - Port of Amsterdam
- www.groningen-seaports.com - Groningen Seaports
- www.zeeland-seaports.com - Zeeland Seaports

Transport and Logistics

The Netherlands: connecting Europe to the world

The Netherlands plays a key role in our globalised economy, by connecting producers and consumers worldwide. Our success is based on an alignment of cutting-edge infrastructure and world-class service providers, and our coastal location at the heart of Europe. Exemplary for our position are the Port of Rotterdam, Europe's largest port by far and the world's fourth-largest, and Amsterdam Airport Schiphol, a major European cargo and passenger hub. Both are supported by world-class logistics service providers and an extensive network of road, rail, waterways and pipelines. This powerful combination has allowed us to become the Gateway to Europe, accounting for significant parts of European road and water transport. The Netherlands also makes extensive use of IT to deliver optimised supply chain solutions, for example in time-critical areas like food and flowers. In addition, the country is making pioneering efforts in environmentally sustainable logistics and silent logistics.



Unique Selling Points

- The country of choice for European Distribution Centres is the Netherlands: half of all American and Asian EDCs on the European continent are located in the Netherlands. The country hosts over 19 million square metres of distribution centres. This equals about 3.000 soccer fields.
- All major Dutch ports are serviced by companies specialising in storage, transshipment, industrial processing and auxiliary services, as well as transport, packing, warehousing and distribution.
- The Netherlands is the leading road transport nation in Europe and the largest inland shipper. The Betuweroute, a dedicated double-track freight railway, enables fast transport of containers and bulk goods from Rotterdam to Europe.
- From the Port of Rotterdam, all major industrial and economic centres in Western Europe can be reached in less than 24 hours.
- Under the Smart Cargo Hub for Europe initiative, Amsterdam Airport Schiphol, the Port of Amsterdam and the private sector aim to turn Amsterdam into the fastest and most-reliable multimodal hub for Europe.

Facts & figures

- The Netherlands won four awards at the 2009 Asian Freight & Supply Chain Awards for best seaport in Europe (Port of Rotterdam), best container terminal in Europe (ECT), best airport in Europe and best air cargo terminal in Europe (both Amsterdam Airport Schiphol).
- The Netherlands took second place in the 2007 World Bank global Logistics Performance Index (based on terms of efficiency and effectiveness of its customs, quality of transport, IT infrastructure for logistics and ease and affordability of shipping) as well as in the 2008 European Distribution Report (based on terms of rents, costs of labour, road congestion and road freight).
- Dutch inland shipping accounts for 70% of all European (EU 25). Nearly half of the Northwest European vessels (6,500 out of 13,500) sails under Dutch flag. In 2009, IMD Business School ranked the Netherlands 2nd worldwide with regards to the quality of its water transport infrastructure.
- The Netherlands accounts for approximately 14% of European road transport.
- The Netherlands has the second-largest cooling and freezing storage capacity in Europe.
- Some 34,000 seagoing vessels and 133,000 inland vessels call at the port of Rotterdam every year.

Sources: Cap Gemini, Amsterdam Airport Area, Nederland Distributieland, TNO, Supply Chain Magazine, World Bank, Cushman and Wakefield, IMD Business School, Eurostat, Bureau Voorlichting Binnenvaart, Port of Rotterdam

A few websites

- www.hidc.nl - Holland International Distribution Council
- www.tln.nl - Association of Dutch transport and logistics companies
- www.knv.nl - Royal Dutch Transport Association
- www.hollandintermodal.com - Dutch Shortsea, Inland Shipping and Railcargo
- www.portofrotterdam.com - Port of Rotterdam
- www.portofamsterdam.com - Port of Amsterdam
- www.schipholgroup.com - Amsterdam Airport Schiphol

Infrastructure development

Infrastructure expertise for a growing world

The Dutch have centuries of experience in building infrastructure in boggy delta areas. Dutch engineers have mastered the art of foundation technology, particularly in extreme environments and demanding applications like high-speed railways. Leading Dutch companies are particularly strong in infrastructure design, engineering-consultancy and training, and the supply of technology and machinery to international infrastructure projects. Dutch construction companies are involved in complex engineering projects such as bridges and tunnels, and have specialised knowledge in the area of airport construction. Dutch engineering pays particular attention to sustainability issues, so that economic interests are balanced with ecological demands. The Dutch invest heavily in innovation and R&D through public-private partnerships that align the interests and resources of government, business and research partners.



Unique Selling Points

- Dutch infrastructure projects routinely take a multi-disciplinary approach that balances social, economic, environmental and engineering needs. This concept, called Building with Nature, is of considerable interest to countries with large delta populations.
- The Port of Rotterdam, Europe's largest by far and the world's fourth-largest, and other Dutch ports such as the Port of Amsterdam connect producers worldwide to Europe's 500 million consumers through excellent multimodal links (rail, road and air traffic). This expertise is very useful in other delta areas, in countries like Romania, China and India.
- Amsterdam Airport Schiphol is third-largest network hub in Europe and one of Europe's most efficient airports. Dutch companies have extensive expertise in airport construction, particularly consulting on and designing new terminals, such as the one in Beijing.
- Dutch construction companies have mastered the art of building on the wet and weak soil of the Netherlands. Their expertise in underwater foundations and foundations in weak soil is relevant to the construction of windmill parks at sea, bridges and tunnels.
- The Netherlands, with its dense road network, exports knowledge in road construction. The Netherlands is a leading innovator in sound proof asphalt and the inventor of prefabricated asphalt. The Dutch are currently exploring the use of roads as heat exchangers to generate energy.
- Several Dutch consultancies have world-leading positions in maritime engineering, dredging, and spatial planning. They are called upon to construct and maintain ports and waterways worldwide. For example, Dutch companies help deepen the Panama Canal.

Facts & figures

- In 2008, there were 5,900 infrastructure companies in the Netherlands, employing some 73,000 people. Total turnover amounted to €13.5 billion.
- The Netherlands has 6.5% share (5th largest producer) of total EU production in civil engineering and construction.
- The Netherlands accounts for 11% of EU waterworks production, making it the 3rd largest after Spain and Italy.
- With a share of more than 8% the Netherlands is the 6th largest producer in the EU in transport construction.

Sources: CBS, Schiphol Group, Port of Rotterdam, Berenschot, Bouwend Nederland, SEOR, Rijkswaterstaat, Rabobank, ABN-AMRO.

A few websites

- www.nabu.nl - Netherlands Association of International Contractors
- www.onri.nl - Dutch association of consulting engineers
- www.hollandrailindustry.nl - Association of manufacturers, engineers and consultants in the rail sector
- www.nat.nl - Netherlands Airport Technology Group
- www.rmg.nl - Rotterdam Maritime Group - Consortium of Dutch companies in the maritime and infrastructure sector
- www.astrin.nl - Dutch traffic industry association
- www.nea.nl - Public-private knowledge institute in the field of transport, traffic, and infrastructure



Pioneers in international business



Company Profiles



Wilco van Dalen
Director

ADCIM B.V.
Rembrandtlaan 650
NL-3362 AW SLIEDRECHT
The Netherlands
P +31 (0) 184 677 500
F +31 (0) 184 617 790
E wvandalen@adcim.nl
www.adcim.nl

ADCIM B.V. is an independent Civil Engineering consultancy, founded in 1998 and established in Sliedrecht, The Netherlands. ADCIM supervise the project from conception to handover.

ADCIM supplies management and engineering services for the infrastructure, water, constructions, cultural engineering, environment, geodesics work fields and wind power. Our subsidiary company ADCIM

Geotechniek gives geotechnical advice for a project, where necessary. Good collaboration with our partners and local knowledge in combination with extensive experience and new insights ensures that we are able to offer unique solutions, in which sustainability, liveability and practical applicability are key.

We have experience in executing many different types of projects. We have realized a great variety of business parks and residential developments including the underground infrastructure for the RWG container terminal on Maasvlakte 2 in Rotterdam. We can design, engineer and supervise the implementation of the entire underground and above-ground infrastructure for residential developments. We also have years of experience and have developed specific knowledge in the design of structures such as bridges, embankments, underpasses and marinas.

In addition to civil engineering, we are also involved in land and water management, which includes designing sports fields, recreational areas and ecological zones.

With respect to sewage and water management, we have engineered and advised on a large number of projects including sewage system projects, water management projects, water supply projects, master plans for sewage and water management, pumping stations and delivery piping. We are currently busy with a large sewage project in Bagdad that involves the design of a 350 kilometre long waste and clean water sewage system, including all the delivery pipes, pumping stations and a water purification plant.

Opportunities in Morocco

We believe there are many opportunities in Morocco for sewage technology and water management systems. Furthermore, we see opportunities with respect to infrastructure for business parks, residential developments and access roads. We also want to investigate the opportunities connected with the development of wind energy. ADCIM is of the opinion that Morocco presents an interesting challenge for adapting and sharing its knowledge and it wants to investigate whether it is worthwhile opening a branch office there.



Bruno Fresel
Regional Manager



Hans Been
Project Manager



Amine Benai
Agent Boskalis

Royal Boskalis Westminster N.V.
P.O. Box 43
NL-3350 AA PAPENDRECHT
The Netherlands

Rosmolenweg 20
3356 LK PAPENDRECHT
The Netherlands
P +31 (0) 78 69 69 000
P +212 (0)5 39 39 08 08
M +212 (0)661 75 33 55
E hans.been@boskalis.com
www.boskalis.com

Boskalis is a leading global dredging and marine expert. We provide innovative, sustainable and all-round solutions for infrastructural challenges in the maritime, coastal and delta areas of the world.

Under brands such as Boskalis, Dockwise, SMIT and Smit Lamnalco we offer a wide range of maritime services comprising:

- the construction and maintenance of ports and waterways, land reclamation, coastal defense and riverbank protection
- the execution of projects and marine services for the offshore energy sector including subsea, heavy marine transport, lift and installation services
- towage and terminal services
- marine salvage services and projects.

Since our founding in 1910 our clients look to us to find cutting edge solutions to meet their specific requirements. Our main clients include oil and gas companies, port operators, shipping companies, EPC contractors, government agencies, international project developers, insurance companies and mining firms.

Boskalis is present in Morocco under the name of Boskalis International BV and is currently working as a subcontractor on the construction of the Tanger med II port for the account of BSTM (Besix-Somagec).

Boskalis' scope of work currently is the reclamation of approximately 46 Ha of future port- and storage area behind the quaiwall (1220ml) built by the main-contractor. For this reclamation 5,600,000 m³ of sand required which is dredged offshore in a dedicated borrow-area-by dredger "Gateway" (capacity 12,000m³). On average 4 to 5 loads of 11,000 m³ each are pumped ashore each day after which dry earthmoving equipment is used to level the areas according to the required profile prior to handover to the follow-on contractors



C. Steinweg - Handelsveem B.V.



Bokke Veltkamp
International Business Development



Andrea Bartalini
Managing Director - Steinweg GMT Italy

C. Steinweg - Handelsveem B.V.
P.O. Box 1068
NL-3000 BB ROTTERDAM
The Netherlands

Parmentierplein 1
NL-3088 GN ROTTERDAM
The Netherlands
P +31 (0)10 48 79 555
F +31 (0)10 48 79 200
E info@nl.steinweg.com
www.steinweg.com

C. Steinweg is an independent company, specialised in providing neutral logistic services for various commodities such as coffee, cocoa, minor- and non-ferrous metals as well as steel and project cargo

C. Steinweg was established in 1847 in Rotterdam, which is still the head office of the group. Now, about 165 years later the company has developed into a multinational organisation with worldwide more than 3000 employees in 90 offices, with our own warehouses and terminals in many locations.

Through this network Steinweg is able to fulfil the needs of their customers and provide the total logistic package with forwarding, stevedoring, chartering, warehousing, distribution, processing and customs services.

Steinweg operates modern multi-purpose terminals, equipped with heavy lift cranes and special storage accommodation for all kinds of commodities. Steinweg's European ocean terminals are in Rotterdam, Hamburg, Antwerp, Genoa and Trieste.

The office in Genoa, called C. Steinweg GMT is the regional head office for the Mediterranean and North Africa.

Branch offices:

Africa: Johannesburg, Cape Town, Musina, Durban, Maputo, Beira, Tete, Harare, Lusaka, Ndola, Blantyre, Lilongwe, Dar es Salaam, La Réunion, Abidjan

Europe: Rotterdam, Amsterdam, Flushing, Moerdijk, Oosterhout, Zaandam, London, Antwerp, Duisburg, Hamburg, Gothenburg, Helsingborg, Gdansk, Gdynia, Szczecin, Swinoujscie, Bordeaux, Barcelona, Bilbao, Vigo, La Coruña, Genova, Valencia, Monfalcone, Leghorn, Salerno, Trieste, Ravenna, Koper, Rijeka, Prague, Ostrava, Constanta, Gemlik, Istanbul, Iskenderun, Izmir, Mersin, Ambarli, Gebze, Thessaloniki, St. Petersburg, Kaliningrad, Novorossiysk, Tallinn

Middle East & Subcontinent: Dubai, Sohar, Mumbai.

North America: Baltimore, Toledo

South America: Sao Paulo, Santiago de Chile, Lima, Puerto Ordaz, Zárte, Montevideo

Asia: Singapore, Pasir Gudang, Port Klang, Hai Phong, Ho Chi Minh, Hai Duong, Hong Kong, Shanghai, Dalian, Tianjin, Ningbo, Qingdao, Lianyungang, Guangzhou, Shenzhen, Seoul, Busan, Gwangyang, Incheon, Keelung, Kaohsiung, Taipei.



EUROFRIGO B.V.

"Your cool partner"



Ricardo Rackwitz
Commercial Manager

Eurofrigo B.V. Head office
Distripark Eemhaven
Port No. 2783
Abel Tasmanstraat 1
NL-3165 AM ROTTERDAM
The Netherlands
P +31 (0) 10 49 13 109
F +31 (0) 10 49 13 144
E cz@eurofrigo.nl
www.eurofrigo.nl

Eurofrigo B.V.- The Netherlands is a division of the multi-national Nichirei Cooperation Tokyo - Japan.

Eurofrigo offers storage and logistic solutions for frozen and chilled products, as well as handling and services.(labelling, sorting, support by import procedures, etc)

With 2 coldstores based in the Port of Rotterdam and 3 coldstores in the South of Holland , close to the German border/ Ruhr Area, we offer assistance and support in terms of export to Europe and the rest of the world.

Eurofrigo is an officially EU approved Border Inspection Point operating 3 inspection points, facilitating the Veterinarian Authorities by assisting EU import control.

80 % of the incoming veterinary containers in the Port of Rotterdam are inspected at Eurofrigo's premises.

By our sistercompany Thermotrafic we can offer and assist in seafreight, container trucking and inland transportation as well as with all requested documents.



Entrepreneurial
Development
Bank



Steven Duyverman
Manager Fund Emerging Markets (FOM)



Elsbeth Bloemert
Investment Officer

FMO

P.O. Box 93060
NL- 2509 AB THE HAGUE
The Netherlands

Anna van Saksenlaan 71
NL- 2593 HW THE HAGUE
The Netherlands

P +31 (0)70 314 9746
P +31 (0)70 314 9912
F +31 (0)70 314 9754
E S.Duyverman@fmo.nl
E.Bloemert@fmo.nl
www.fmo.nl

FMO (the Netherlands Development Finance Company) is the Dutch development bank. FMO supports sustainable private sector growth in developing and emerging markets by investing in ambitious entrepreneurs. FMO believes a strong private sector leads to economic and social development, empowering people to employ their skills and improve their quality of life. FMO focuses on three sectors that have high development impact: financial institutions, energy, and agribusiness, food & water. With an investment portfolio of EUR 6.2 billion, FMO is one of the largest European bilateral private sector development banks. www.fmo.nl

The Fund Emerging Markets (FOM) is a joint initiative of the Dutch Ministry of Economic Affairs, Agriculture and Innovation and FMO. Main goal is to promote economic development in Emerging Markets by stimulating investments by Dutch companies in these countries. Financial markets in emerging market economies can prove to be inefficient. Together with higher risks and higher risk perception, this makes it difficult to raise capital. FOM offers a direct opportunity to strengthen the financial structure of a joint venture or subsidiary. The form is tailored to the specific finance needs of the enterprise and can be equity, a loan or a guarantee. One of the conditions of FOM finance is that the Dutch sponsor contributes to strengthening the financial structure of the local enterprise and is prepared and able to provide certain guarantees. The finance amounts to max. €10 million. The maturity can range from three to 12 years and often includes a grace period.



Praveen Badloo
Area Manager Africa

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

IHC Merwede has in-house expertise for engineering and manufacturing innovative vessels and advanced equipment, as well as providing life-cycle support. Its integrated systematic approach has helped to develop optimum product performance and long-term business partnerships. The company's broad customer base includes dredging operators, oil and gas corporations, offshore contractors and government authorities.

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

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

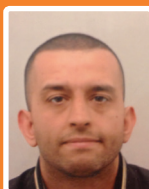
IHC Merwede BV
P.O. Box 204
NL-3360 AE SLIEDRECHT
The Netherlands

Molendijk 94
NL-3361 EP SLIEDRECHT
The Netherlands
P +31 (0) 184 41 15 55
F +31 (0) 184 41 18 84
E p.badloo@ihcmerwede.com
www.ihcmerwede.com

ILK B.V.



Seckin Ozturk
Co-Owner



Saïd Tachi
Co-Owner

ILK B.V.
Van Deventerstraat 15 B U.13
NL-3029AW ROTTERDAM
The Netherlands
P +31 (0)6 487 49 663
E ilk bv@hotmail.nl

ILK B.V. is an international company with almost 15 years of experience in preserving and coating metal. Our specialty is in the sandblasting and spraying of various types of steel structures such as rigs, bridges, yachts, ships and infrastructure. In the Netherlands we have successfully completed many projects. Some of our projects include the Maeslantkering, floodgates of Rozenburg, floodgates of Tiel, water pipes of TU Delft and various other projects throughout the Netherlands and other countries.

Morocco is a new country for us, and we believe it has a great potential. Tanger, Morocco, is strategically an important harbor with lot of traffic of ships and goods. Here, we would like to investigate the possibilities for expanding our activities into the country. We would like to invest in Morocco, preferably with partners from the region. During the trade mission we would like to learn about the current maintenance process on structures such as bridges, highway poles / signs in Morocco.

Our second activity lies in the operation of Dry Docks. During the trade mission we would like to understand the current organisation of ship maintenance in Morocco and learn about the possibilities for setting up a Dry Dock. We are ready to invest, together with local partners, in setting up our Business here. Our intention is to learn more about incentives from the Moroccan government and meet with potential business partners in our field.



INTERNATIONAL LASHING SERVICE B.V.

Gerard Baks
Managing Director

Gerard Baks jr.
Operational Manager

International Lashing
Service B.V.
P.O. Box 5066
NL-3008 AB ROTTERDAM
The Netherlands

Port number 2770
Willem Barentszstraat 11-19
NL-3165 AA Rotterdam-
Albrandswaard
The Netherlands
P +31 (0) 10 42 84 200
F +31 (0) 10 42 82 755
E g.baks@lashing.nl
gbaksjr@lashing.nl
www.lashing.nl

With almost 25 years of experience, International Lashing Service BV has become the region's most reliable multipurpose partner for various port activities. Our core business includes the lashing and securing of containers, break bulk and special project loads. In addition we are specialized in stevedoring activities and have a wide and directly deliverable range of lashing materials in stock.

With our team of 250 skilled and specially trained specialists we can, on several fronts, support your company activities in a fast, efficient and flexible way.

24/7 Service

Anticipating on the wishes of our customers we provide a round-the-clock-service, throughout the year, 7 days per week, 24 hours per day. We are able to handle large quantities of work, in an efficient, timely and especially safe manner. Flexibility, adaptability and a ongoing attention to detail, are a permanent part of our business.

Lashing & Securing

International Lashing Services BV is one of the key players in the "lashing and securing" of your cargo in the Dutch ports. Expertise and flexibility are for us ongoing pillars and are underlined by almost 25 years experience in lashing and unlashng containers and project cargoes. With our team of approximately 250 expertly trained specialists, we work according to newest techniques and the latest applying standards and requirements. Besides lashing your cargo on board of ships we also offer this service in/on containers, flat racks and railway wagons. In short, for nearly every form of transport we can offer you our services for (sea) fastening your cargoes, irrespective of form, weight or volume. To professionally carry out these activities, we have a wide range of immediately available stock of several materials and sophisticated tools. Our primary and continuous goal is the prevention of damage during transport, 24 hours per day, 7 days in the week, and 365 days per year.

Stevedoring

The strength of our company is being all-round and act as a multipurpose partner for divergent harbor activities. Consequently, stevedoring operations are alongside our core business lashing and securing, part of our main competences. Due to these activities we are able to provide our customers with even better support in their logistic process.



Sandor de Kluizenaar
Deputy Director

Lievense Consulting
Engineers
P.O. Box 3199
4800 DD BREDA
The Netherlands

Tramsingel 2
4814 AB BREDA
The Netherlands
P +31 (0)76 522 50 22
F +31 (0)76 522 30 26
E SdKluizenaar@lievense.com
www.lievense.com

Lievense consulting engineers is active in the preparation, realisation and monitoring of infrastructure. We are specialised in the sectors of ports, waterways, watermanagement, civil engineering, pipelines and pipeline integrity. In all sectors, Lievense plays a prominent role in the Netherlands.

We help our clients to realize their goals, as effectively as possible within the present complex society, in a sustainable and responsible way, and within the limits of time, budget and quality.

Company Profile

From the starting date Lievense Consulting Engineers have always focused on challenging projects which require innovative solutions. Some examples are: wind power stations with energy accumulation basins, reclamation of offshore island for airport and power stations, underground transportation systems, multi-pipeline utility tunnels and various port facilities.

Our customers include (semi-)governmental organisations (ministries, provinces, municipalities, water boards, port authorities) , industry, utility companies, project developers and construction contractors. Within the complex abundance of rules and regulations we help our clients to make their projects successful in a sustainable and environmentally sound way. Of course within schedule and budget and according to the highest quality standards. Our clients can count on our independent, professional and adequate approach of the tasks which they assign to us. And we are not afraid to propose innovative and creative solutions to make their projects successful.

Mission statement

We continuously focus on methods to achieve optimum performance for the benefit of our clients. Lievense Consulting Engineers are professionally skilled, innovative, reliable and customer-oriented. Our engineers and consultants are known for their economic designs, direct involvement and commitment of all team members of each project, good communication, reporting and management of our tasks. In every project the clients interest is our key motive.



Ronald Voogt
Senior Project Manager

Port of Rotterdam
Authority
P.O. Box 6622
NL-3002 AP ROTTERDAM
The Netherlands

World Port Center (WPC)
Wilhelminakade 909
NL-3072 AP ROTTERDAM
The Netherlands
P +31 (0) 10 25 21 684
E r.voogt@portofrotterdam.com
www.portofrotterdam.com

Havenbedrijf Rotterdam N.V. (or Port of Rotterdam Authority – hereafter “PoR”) is a publicly owned, company responsible for developing and managing Europe’s biggest port. The Port Authority leases sites to port companies and is also responsible for ensuring safe and efficient movement of shipping traffic within the port. Rotterdam handled almost 450 million tons of cargo in 2012 by 80 terminals handling a variety of cargoes.

PoR is dedicated to connecting Rotterdam with global markets by strengthening the logistics and industrial networks of its clients as well as by creating partnerships with ports overseas. PoR connects Rotterdam with foreign markets by leveraging its world class expertise and commercial networks. PoR has been involved in overseas port development and management since 2002 when it started a joint venture in Oman for the development and management of the port of Sohar.

Currently PoR is in the process of establishing a greenfield port in Brazil with a Brazilian private company – Porto Central. Additionally PoR has provided comprehensive boardroom consultancy to port authorities around the world including TEDA (a Chinese public entity developing a port in Tianjin) and the port of New York and New Jersey among others.

Facts and figures:

- No. 1 port in Europe
- Port area; 12,440 hectares stretching over 42 km
- Maximum draught; 24 meter
- Shipping; approximately 33.000 sea-going vessels and 100.000 barges per year.
- Employment; 90.000 jobs.



Sander M. Wubbolts
Senior Project Manager

STC-Group Holding B.V.
P.O. Box 63140
NL-3002 JC ROTTERDAM
The Netherlands

Lloydstraat 300
NL-3024 EA ROTTERDAM
The Netherlands
P +31 (0) 10 448 6024
F +31 (0) 10 448 6020
M +31(0) 6 511 99 084
E wubbolts@stc-r.nl
www.stc-r.nl

Summary of core business

STC-Group is the authority on (simulator assisted) education, training, consultancy and research for the maritime and transport (related) industries.

Competency, rules and regulations, efficiency, safety and security are key issues in the services provided.

STC-Group is an experienced partner, operating globally.

Products and services offered:

1. Cluster: Sea transport and related industries

Sea shipping (Deck Officer, Marine Engineering Officer and all STCW'95 related courses), cruise, offshore, dredging, hydrography, sea fisheries.

2. Cluster: ports and terminals

Port authorities (including Vessel Traffic Services), containers, dry, liquid and neo bulk handling and storage, all related terminal equipment.

3. Cluster: transport and logistics

Inland waterway transport, road transport, rail transport, air transport, pipeline transport, ship's agent, forwarding agent, loading, discharge and warehousing, customs (organisation).

4. Cluster: process industry and energy

Process operation and industrial maintenance (including refineries and power plant)

Many safety (HSSE) and security (ISPS) (related) programs are offered as well covering all clusters.

Centres of Excellence are operational in the Netherlands, South Africa, Korea, Oman, Vietnam, the Philippines and Brazil already.

STC-Group ... Putting People First

STC-Group is looking for contacts in the:

- Public domain; Governments (ministries of transport, economy, (higher) education), parastatal (national port authorities, railway companies, hydrographical services), pilot organisations.
- Private domain; port terminal operators (container, bulk (liquid and dry), stevedoring companies, shipping lines, agents, offshore/oil & gas companies



Arënso P. Bakker
Managing Partner

Stig Consult is a hands-on strategy motivated company, progressing the economic development of ports, terminals, corridors and port-cities and really practicing overall understanding of business interests, concepts and processes. Stig Consult is a spatial organiser. Therefore we have management capabilities, thorough understanding of business concepts and knowledge of the edge between public and private.

Examples of our products and/or fields of expertise are: Concessions, PPP (public-private -partnership), transactions advisory, business management, setup of port- and landlord operations and mastering port- city tension.

In the early stage of the development process there is maximum influence to reduce risks and to assure goals of developments and operations. Our focus lays on this early stage of an initiative as well as on the economic side of it from business perspective, rather than an early focus on the engineering side. Progress is a key objective rather than reporting as an exclusive end-result.

During the trade mission Stig Consult is looking for developments initiated by public or private bodies in order to support the setup of projects and/or operations and for an early stage preparation of future relationships with partners, investors or customers. Further Stig Consult is looking for local business partners to cooperate in future projects.

Stig Consult
P.O. Box 95956
NL-2509 CA THE HAGUE
The Netherlands

Laan van Beens 3
2289 DH RIJSWIJK
The Netherlands
P +31 (0)88 122 21 11
M +31 (0)6 23 13 15 41
E arenso@stigconsult.com
www.stigconsult.com

Support



Kingdom of the Netherlands

Embassy of the Kingdom of the Netherlands

Embassy of the Kingdom of the Netherlands

40 Rue de Tunis
Quartier Tour Hassan
Rabat
Maroc
P +212 537 219 600
F +212 537 219 665
E rab@minbuza.nl

Consulate General

57, Rue Salim Echerkaoui,
Résidence Al Hadi "A"
5^e étage - appt 17
Casablanca 20360
BP 15951
Maroc
P +212 522 26 28 28
F +212 522 26 89 78
E info@cgcasnetherlands.org

Consulate Nador

39, Route Principale de Taouima
6200 Nador
Maroc
T +212 536 604 848
F +212 536 320 934
E consulatpaysbasnador@gmail.com

<http://marokko.nlambassade.org/>



Embassy of the Kingdom of the Netherlands

40, Rue de Tunis
B.P. 329, Rabat
Royaume du Maroc
T +212 537 219 600
F +212 537 219 665
E ron.strikker@minbuza.nl

Ron Strikker
Ambassador of the Kingdom of the Netherlands
to the Kingdom of Morocco



Embassy of the Kingdom of the Netherlands

40, Rue de Tunis
B.P. 329, Rabat
Royaume du Maroc
T +212 537 219 616
F +212 537 219 665
M +212 661 097 723
E roeland.kollen@minbuza.nl

Roeland Kollen
Head of the Economic Division

Organisation



Nederlands Centrum voor Handelsbevordering
Netherlands Council for Trade Promotion



Jan Siemons
Managing Director



Mohamed Laroussi Tahiri
Chairman Netherlands - Morocco Council
for Trade Promotion

Netherlands Council for
Trade Promotion (NCH)
P.O. Box 10
NL-2501 CA THE HAGUE
The Netherlands

WTC Plaza (Tower D, 4th floor)
Prinses Beatrixlaan 712
NL-2595 BN THE HAGUE
The Netherlands
P +31 (0)70 344 15 15
E info@nchnl.nl
www.handelsbevordering.nl

The Netherlands Council for Trade Promotion (NCH) is the leading private Dutch Trade Promotion organization in The Netherlands. Currently, we work with approximately 24,000 clients and 150 corporate executives. NCH has solid partnerships with Chambers of Commerce in 38 countries worldwide and a close relationship with governments. As an important platform for the international business community, NCH provides useful information and organizes seminars, events, C-level conferences, incoming and outgoing missions and Holland Pavilions on international exhibitions worldwide.

NCH is the only organisation in the Netherlands that offers a unique network of 35 bilateral business councils, creating and connecting a network of leading Dutch business representatives. This worldwide network of business councils under the umbrella of NCH makes NCH different from other trade promotion organisations. Almost in every regional business council the Dutch government is represented in order to stimulate public-private cooperation in these councils.

A lot of the activities of NCH are executed in close cooperation with the Dutch Ministry of Economic Affairs and the Ministry of Foreign Affairs. Other organisations which NCH often cooperates with are local Chambers of Commerce, industry associations, banks, consultants and law firms.

NCH works closely with the Netherlands-Morocco Council for Trade Promotion in promoting Dutch companies to do business in Morocco. During the last 30 years, NCH and its partners have organized a lot of activities in order to strengthen trade between Morocco and The Netherlands.

NCH organises high quality trade missions and events in order to support Dutch companies in their endeavours towards the Moroccan market, in close cooperation with the Dutch government, Dutch municipalities, partners and Embassies. We are excited to present our Dutch trade delegation to Moroccan counterparts, and are available to support any follow-up activities.



CONNECT2MENA

The portal to the Middle East and North Africa

Connect2MENA assists companies to access markets in Europe, the Middle East and North Africa. Our goal is to provide our clients with the best services with a personal approach. Connect2MENA aims to be your partner for doing business in Europe and the MENA region.

Morocco has a stable economy with a sustained economic growth of 5% per year. There are a lot of opportunities for Dutch companies in Morocco, in many fields and sectors. For example, in the sectors Transport and Logistics, Maritime and Offshore, Agriculture and Construction. However, there are also cultural differences, language barriers and different ways of doing business between Dutch and Moroccan entrepreneurs. Our vision is to bridge the gap between the Netherlands and Morocco and promote business opportunities between these two countries. Connect2MENA B.V. strives to be the portal for Dutch companies to Morocco and vice versa.

Whether you are looking for investment opportunities in Morocco or expand your business to Morocco, Connect2MENA offers advisory services and market research you need to connect with lucrative business opportunities. In addition, we will help you develop market entry strategies and trade representations that align with your particular business objectives and help you complete your transaction.

Our offices in Morocco and the Netherlands are working very closely with the Netherlands Council for Trade Promotion to promote and to expand business opportunities between the two countries.

In brief, our services include:

- Market analysis
- Matchmaking
- Market entry strategies
- Project Management
- Advisory Services
- Partner search
- Business plans
- Finance & Investment Acquisition

Connect2MENA B.V.
Laan op Zuid 242
NL-3071 AA ROTTERDAM
The Netherlands

WTC Plaza (Tower D, 4th floor)
Prinses Beatrixlaan 712
NL-2595 BN THE HAGUE
The Netherlands
P +31 (0)70 344 15 15
E info@connect2mena.com
www.connect2mena.com
linkedin.com/company/connect2mena

Contact



***Netherlands Council for
Trade Promotion (NCH)***

WTC Plaza
Prinses Beatrixlaan 712
NL-2595 BN Den Haag
P +31 (0)70 344 15 15
M +31 (0)6 42 10 80 37
E miaallala@nchnl.nl
www.handelsbevordering.nl

Mohammed L. iaallala



***Netherlands Council for
Trade Promotion (NCH)***

WTC Plaza
Prinses Beatrixlaan 712
NL-2595 BN Den Haag
P +31 (0)70 344 15 15
M +31 (0)6 41 36 12 90
E kchan@nchnl.nl
www.handelsbevordering.nl

Yin-Kwan Chan

[illegible]

Notes

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Holland  ***Pioneers in
international
business***