

Trade mission to China

面向中国的贸易代表团

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Netherlands

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Foreword



It is a privilege to lead this digital trade mission to China. China and the Netherlands have long-lasting economic relations. Our bonds are historic, our bilateral trade volume is vast and we find common ground in our position as economic hubs for our respective regions.

We are in challenging times, given geopolitical developments including the worrying situation in Ukraine, which also greatly affect worldwide trade and opportunities for business. We have to address these global challenges and uphold international standards. Global trade is in search of a new equilibrium. China and Netherlands have key interests and a role to play in search of sustainable economic growth and to combat climate change.

In our substantial and much valued dialogue, China and the Netherlands continue to look at shared opportunities and ways to address challenges. Areas of cooperation and opportunities can be found in sectors such as agriculture – especially smart agriculture – as well as life sciences, healthcare and elderly care, food and energy security. Last year, Dutch imports to and exports from China increased steadily, despite the pandemic.

Given our close economic ties, it is a privilege for me to lead this virtual trade mission to China which consists of a large group of innovative Dutch companies. Inside this booklet, you will find all you need to know about the program and the many opportunities offered by the trade mission.

50 years of diplomatic ties

Due to Covid-related travel restrictions, we are still not able to visit each other. Fortunately, we are able to maintain and strengthen our bilateral ties by digital means.

Our meeting coincides with the celebration of 50 years of full diplomatic ties at ambassadorial level between China and the Netherlands. Through a varied program of matchmaking and thematic seminars, participants are encouraged to learn more about economic opportunities, explore new projects and connect with business partners. We will focus on cooperation in the sectors of circular economy and clean energy.

I am confident that this economic mission will unlock new opportunities and foster lasting commercial relationships for a sustainable future, building on the close ties between China and the Netherlands.

I wish all the participants a successful mission!

Liesje Scheinemaker

Minister of Foreign Trade and Development Cooperation

序言



很荣幸能够率领此线上贸易代表团访问中国。中荷经济关系源远流长。我们保持着历史性纽带、双边贸易额巨大、在各自区域具有着经济枢纽站的地位，并且在这一方面找到了共同合作的领域。

受到地缘政治发展的影响（例如令人担忧的乌克兰局势），我们不仅进入到了充满挑战的时代，而且全球贸易与商业机会也收到了极大的影响。我们需要在应对这些全球性挑战的同时恪守国际标准。全球贸易正在寻求新的平衡。中荷两国在追求可持续经济增长与应对气候变化方面持有共同的兴趣，并可发挥关键的作用。

通过实质性以及非常有价值的对话，中荷两国将持续寻求共同的机会和应对挑战的方法。可合作领域与商机包括农业（尤其是智慧农业）以及生命科学，医疗保健与养老、食品与能源安全等领域。去年，虽然疫情仍在，中荷的进出口量仍实现了稳步增长。

鉴于我们两国密切的经济关系，很荣幸我能够率领这支线上贸易代表团“访问”中国，此代表团包含了很多创新型荷兰公司。本手册详细介绍了此次访问计划以及贸易代表团提供的许多合作机遇。

建交 50 年

由于新型冠状病毒肺炎病毒对旅行的限制，我们仍然无法互相访问。幸运的是，我们能够通过线上交流保持与加强双边关系。

我们的访问恰逢中国与荷兰建交 50 周年。我们会通过多样化的对接与主题研讨会，鼓励参与者更多地了解商贸机会、探索新项目以及与商业伙伴取得联系。此次线上贸易团将重点关注在循环经济与清洁能源领域的合作。

我相信，在中荷密切关系的基础上，此商务代表团将会挖掘出新的商机和合作机会，并促进持久的商业关系。

祝所有参与者此次的线上交流成功！

Liesje Schreinemacher
对外贸易与发展合作大臣

Foreword



In our current economy, we take materials from the Earth, make products from them, and eventually throw them away as waste. In a circular economy, by contrast, we stop waste being produced in the first place. The circular economy is a systems solution framework that tackles global challenges like climate change, biodiversity loss, waste, and pollution.

It's time to take care of our precious planet together. It's time to move our trade to the circular track.

It is a great privilege to participate in this digital trade mission to China, and I am proud to support a group of Dutch companies with expertise in a field that lies at the heart of the Ministry of Infrastructure and Water Management.

In 2016 the Dutch government published a governmentwide program titled 'A Circular Economy in the Netherlands by 2050'. This program introduces an ambitious target for the country to be fully circular by 2050. It defines five priority themes, which also includes the construction sector.

Our ambitions and action tracks are supported by numerous companies embracing the transition towards a circular economy: leading companies specialized in all parts of the circular value chain, ranging from companies developing technological and material innovations, to circular design strategies, to the more traditional waste processors.

Circular economy is a global transition: there is no other way to a sustainable future. And we have to do it together. I am therefore delighted that China is continuing to embrace the circular approach. With its continuing and large-scale building and infrastructure development, China can help to unlock the potential of circular infrastructure.

For those participants that are already active on the Chinese market, this digital mission offers an opportunity to expand their network. For other participants, the mission can be an excellent first introduction to China and to potential Chinese partners.

I wish you all an inspiring and successful mission!

Vivianne Heijnen

State Secretary for Infrastructure and Water Management

序言



我们目前的经济是从地球取材，使用这些材料制造产品，然后将其作为废物丢弃。而在循环经济中，我们会首先停止制造垃圾。循环经济是一种系统解决方案框架，可以解决气候变化、生物多样性损失、垃圾和污染等全球性挑战。

现在到了我们共同关爱我们珍贵星球的时候了。现在到了实现贸易转到循环领域的时候了。

非常荣幸能够参加此次前往中国的数字贸易代表团，并且很自豪可以为在荷兰基础设施与水利管理部的核心领域拥有着专业知识的荷兰企业提供支持。

2016年，荷兰政府发布了一项题为“截止到 2050 年荷兰实现循环经济”的政府计划。这项计划提出了截至 2050 年使整个国家实现完全循环的宏伟目标。其中明确了五个优先主题，其中包括建筑领域。

我们的宏伟计划与行动方针得到了众多愿意向循环经济转型企业们的支持，它们是专业从事循环价值链各个环节的龙头企业，包括从事技术与材料创新开发的企业、制定循环设计策略的企业，以及更为传统的废物加工企业。

循环经济是一次全球性转型，是通往可持续未来的唯一之路。需要我们所有人的共同努力。值得欣慰的是，中国始终坚持打造循环经济。凭借着持续不断以及大规模的建筑与基础设施开发，中国可以为挖掘循环基础设施潜力做出贡献。

对于已经活跃在中国市场的参与者而言，此次线上代表团为扩大其业务网提供机会。对于其他参与者而言，此次代表团可以成为初步了解中国与潜在中国合作伙伴的良机。

祝本次代表团的^{活动}圆满成功！

Vivianne Heijnen

基础设施与水利管理国务秘书



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)
- 1st Production and auctioning of cut flowers and flower bulbs
- 1st World's largest flower exporter
- 2nd Largest exporter of agricultural products in the world (WTO, 2019)
- 4th Best at Global Innovation Index (GII, 2019)
- 5th Greatest place to live (World Happiness Report, 2019)
- 6th Largest exporter of goods in the world (CIA World Factbook, 2019)
- 7th Largest foreign investor in the world (1,256 billion US dollars)
- 7th Largest recipient of foreign investment in the world (801 billion US dollars)
- 8th Largest importer of goods in the world (507 billion US dollars)

Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Parliamentary democracy (cabinet of Prime Minister and Ministers) within a constitutional monarchy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** The kingdom consists of four entities. The Netherlands and three territories in the Caribbean: Aruba and Curaçao and St. Maarten. Number of provinces 12. Special municipalities: The overseas islands of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean.
- **Surface area** 41.543 km²
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.4 million (2021)
- **Number of inhabitants per km²** 517 (2021)
- **Monetary Unit** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 51,064 euros (World Bank, 2020)
- **Unemployment rate** 3,1% (CBS, 2021)
- **90% of all Dutch people** speak English

荷兰简介

荷兰人是如何影响世界的？

通过他们的互动方式，寻找应对世界当前所面临巨大挑战的创新型解决方案。由于多个世纪以来一直生活在低洼三角洲的荷兰，荷兰人塑造了特有的思维与工作方式。几个世纪以来，荷兰人齐心协力，共同寻找创新方式应对不同挑战，例如：水、城市化、能源、食品、健康与安全等。荷兰人凭借创新、务实以及开放的态度应对新的挑战，创造出了欣欣向荣且韧性十足的土地。

荷兰是一个城市、工业、农业和自然通过智慧型基础设施融为一体持续发展的生态系统。荷兰人乐于分享的各种知识与经验，都来源于这个生态系统。在借鉴历史经验的基础上创造更加美好的未来。共同寻找可持续的解决方案，创造最为宜居的世界。



世界排名

在世界经济论坛关于欧洲最具竞争力经济体的排名中位列第一。全球位列第四。

(世界经济论坛, 2019年)

最大切花与球根花卉生产与拍卖国

世界最大鲜花出口国

世界第二大农产品出口国 (世界贸易组织, 2019年)

全球创新指数排名第四 (全球创新指数, 2019 年)

最佳居住地排名第五 (世界幸福报告, 2019 年)

世界第六大商品出口国 (CIA World Factbook, 2019 年)

世界第七大海外投资国 (1.256 万亿美元)

世界第七大外资流入国 (8010 亿美元)

世界第八大商品进口国 (5070 亿美元)

事实与数据

- 正式名称: 荷兰王国
- 政体: 议会民主制 (首相与部长内阁) 君主立宪国
- 国家元首: 荷兰国王威廉-亚历山大, 奥兰治-拿索亲王
- 首都: 阿姆斯特丹
- 政府所在地: 海牙
- 行政组织: 王国由四个构成国组成。荷兰与位于加勒比海的三个地区: 阿鲁巴、库拉索与圣马丁。
省份数量: 12 个。特别行政区: 博奈尔、萨巴与圣尤斯特歇斯海外岛屿, 这三个均位于加勒比海。
- 表面积: 41,543 平方公里
- 位置: 隶属西欧, 毗邻北海, 与比利时和德国接壤
- 居民人数: 1740 万 (2021 年)
- 每平方公里居民人数: 517 (2021 年)
- 货币单位: 欧元
- 语言: 荷兰语与弗里斯兰语 (在海外岛屿上还包括英语与帕皮阿门托语)
- 人均国内生产总值: 51,064 欧元 (世界银行, 2020 年)
- 失业率: 3.1% (CBS, 2021 年)
- 90% 的荷兰人会说英语

China and the Netherlands:

[cocreating zero-emission and zero-waste cities together](#)

As strong trading nations, China and the Netherlands have ties going back centuries. And 2022 marks 50 years of diplomatic relations between China and the Netherlands. Since China began to open up its economy, it has been among the world's fastest-growing economies. This has turned this huge Asian country into the world's second largest economy and it is still growing. However, global growth has put pressure on the world's natural resources and created huge quantities of waste, while the accumulation of CO2 emissions has led to climate change. As a result, circularity and renewable energy have become key issues in China and the Netherlands. The two countries can learn from each other in their transition towards circular build and sustainable energy.

China is the world's most populous country. As in other countries, rapid urbanisation and climate change are driving the need to seek circular solutions. As China's citizens become wealthier and increasingly move to its cities, demands on the country's resources will grow. To meet this demand, the Chinese government is embarking on a journey towards a circular economy powered by green energy. As a densely populated deltaic country, the Netherlands understands the imperative to introduce circular building and infrastructure processes to reduce construction waste, while lowering carbon emissions by implementing a zero-carbon energy policy. Together, the two countries are moving towards sustainability, as a result we can benefit from each other's lessons learned.



Themes

Circular Economy

There is growing awareness in China about the circular economy. By closing the loop for materials in buildings and infrastructure, China will be able to achieve one of its key strategic goals. In 2021, China set out its circular ambitions in a 5-year Circular Economy Development Plan, setting goals for industries to maximise resource use and the lifecycle of products. The plan envisages recycling 60% of construction waste by 2025. It also contains measures to reduce water and energy use, develop a circular systems in industry, expand the capacity for recycling materials and stimulate the market for recycled goods. Earlier this year, China launched a plan to raise awareness among consumers to encourage green consumption by lowering waste and enhancing the market share of green and low-carbon products. The quantity and complexity of refuse is making it imperative for China to invest in reducing and recycling waste. Circular build and infrastructure will make a huge contribution to reducing construction waste and make these sectors more sustainable in the face of growing demand.

Shenzhen and Shanghai are pioneering zero-waste cities. Shenzhen aims to become waste-free by 2035 partly by recycling its annual output of 150 million tonnes of construction waste. That is why the city is seeking cooperation to accelerate the transition in research and business. In a three-year action plan, Shanghai wants to address the impact of construction on the climate by reducing its construction waste by almost 6 million tonnes by 2023.

These two financial and tech hubs have also introduced zero-emission zones with more and more construction and logistics vehicles joining the cities' zero-emission hydrogen and electric fleet. Shenzhen already has the world's highest number of new energy vehicle registrations with 100% electrified busses and taxis, making it the world's largest city with a fully electrified public transport system. Likewise, the province of Jiangsu is also implementing green and circular energy-efficient construction methods. This and the closure of dumps in the wider provincial region of Zhejiang, for example, are stimulating cities to accelerate their sustainable circular solutions.

The Netherlands pioneers in circular build and infrastructure

The Netherlands is seen as a global pioneer in circular build and infrastructure, offering solutions for the whole value chain through prevention, sorting, recycling and high-quality reuse of construction and demolition waste.

The Netherlands is a frontrunner in waste management and also looking into new technology and business models for circular infrastructure. The Dutch construction sector is eager to exchange knowledge on new innovations and business models, such as:

- Solutions for the prevention, sorting and recycling for high-quality reuse of construction and demolition waste;
- New biobased and circular building materials;
- Materials passports or 'buildings and installations as a service';
- Digital material platforms to match supply and demand;
- Circular design.

In the future, circular design will ensure products will be fully recyclable. And the use



of locally sourced biobased and circular building materials will reduce the pressure on resources. Dutch circular innovations can help China tackle its waste challenges, and fulfil the ambitions of its pioneering zero-waste cities and other climate resilience initiatives.

Offshore Wind

China is investing heavily in accelerating its transition to clean energy. Its ambitious plans include building offshore wind farms along its entire 32,000-kilometre coast. The provinces of Jiangsu and Guangdong hope to generate 30 gigawatts of wind energy per year by 2030. The northern provinces of Shandong and Liaoning are also increasingly interested in offshore wind. At today's 26 gigawatt (GW), half of global wind capacity, China currently operates the world's largest offshore wind capacity.

Dutch innovation powering change

As a low-lying delta, the Netherlands is acutely aware of the importance of achieving the international climate agreements set out in the Paris Agreement. We also recognise the opportunities offshore wind provides for economic growth and employment. By 2050, all of the Netherlands' energy will come from renewable sources. The road to zero-carbon energy is largely paved by developing offshore wind farms. In 2030, Dutch offshore wind is predicted to generate 11.5 GW | that is 40% of today's domestic electricity consumption . The Netherlands' first wind farms were subsidised by the government, but within a few years efficiency improvements and cost reductions mean today's offshore wind industry no longer relies on government funding. As China has recently cut subsidies for offshore wind energy projects, the Netherlands can be a valuable partner for sharing its experience in this area.

The Netherlands has a 400-kilometre coastline with relatively shallow waters and a strong maritime sector, creating perfect conditions to develop offshore wind innovations. Although the Netherlands' coast is only a fraction of Europe's coastline, the Netherlands generates a quarter of Europe's offshore wind capacity. The Netherlands' proven experience in marine engineering and offshore wind installation means Dutch expertise is in demand for developing offshore wind farms all over the world.



The Netherlands can offer expertise and guidance in:

- efficiency and quality improvement in offshore wind farm installation;
- efficiency in operations & maintenance (O&M);
- alternative foundation techniques, such as ground-breaking slip foundations, self-installing gravity-based foundations, various types of pile foundations, and floating wind turbines – enabling winds farms to be located further offshore;
- knowledge and technology to the OEM (Original Equipment Manufacturers) wind turbine manufacturers in China.

Accelerating innovation together

Circularity and sustainability are playing an increasingly important role in both China and the Netherlands with regard to waste and energy. China has ambitious plans and innovative ideas, but also seeks knowledge and technology for circular and sustainable solutions to meet its goals. The Netherlands is knowledgeable and has expertise in the fields of waste management, circular models and sustainable energy. This offers opportunities for sharing know-how between Chinese companies and knowledge institutions with their Dutch counterparts. We believe that by partnering up, we can accelerate innovations in research and technology for circular build and offshore energy.

Let's start cocreating zero-emission and zero-waste cities together!

中国与荷兰

共同创建零排放与无废城市

作为强大的贸易伙伴国，中国与荷兰的关系源远流长。2022 年是中荷建交 50 周年。自中国开放经济以来，便一直是世界上增长最快速的经济体之一。这个亚洲大国现已成为世界第二大经济体，并且经济在继续增长。然而，全球增长对世界的自然资源造成压力，并且产生大量废物，同时二氧化碳排放的积累造成了气候变化。因此，循环性与可再生能源已经成为中国与荷兰共同面临的关键问题。两国可以在向循环建筑与可持续能源转型的过程中相互学习。

中国是世界上人口最多的国家。与其他国家一样，在快速城市化与气候变化的背景下，需要寻求循环性解决方案。随着中国公民变得更加富裕以及更多地向城市迁移，对于国家资源的需求将会增长。为了满足这一需求，中国政府开始着手打造以绿色能源为动力的循环经济。作为一个人口稠密的三角洲国家，荷兰意识到需要通过实施循环建筑与基础设施流程来减少建筑垃圾，同时通过实施零碳能源政策来减少碳排放。两国正在共同朝着可持续发展的目标迈进，因此彼此的经验教训可以让我们受益匪浅。



主题

循环经济

中国对于循环经济的意识日益增强。通过闭环管理建筑与基础设施材料，中国将能够实现其中一个关键的战略目标。2021 年，中国在一项为期五年的循环经济发展计划中表明了其在循环方面的雄心，为各行业最大化利用资源与延长产品生命周期设定了目标。该计划展望截至 2025 年，实现对 60% 建筑垃圾的回收利用。其中还包含减少水与能源使用、开发工业循环系统、扩大回收材料的能力以及刺激回收商品市场的措施。今年年初，中国推出了一项旨在提高消费者意识的计划，通过减少垃圾与提高绿色与低碳产品的市场份额来鼓励绿色消费。垃圾的数量与复杂性导致中国急迫在减少和回收垃圾方面加大投入。面对不断增长的需求，循环建筑与基础设施将会为减少建筑垃圾做出巨大贡献，并且使这些行业更具可持续性。

深圳与上海是无废先锋城市。深圳的目标是到 2035 年实现无废，一部分是通过对其年产 1.5 亿吨建筑垃圾进行回收利用实现。因此，这座城市正在寻求合作，以加速在研究与商业方面的转型。在一项为期三年的行动计划中，上海希望在 2023 年之前减少近 600 万吨的建筑垃圾，以解决建筑对气候的影响。

这两座金融与科技中心还设立了零排放区，有越来越多的建筑与物流车辆加入到了城市零排放氢燃料与电动车的行列当中。深圳已经成为全球新能源汽车注册数量最多的城市，公交车与出租车全部实现电动化，成为世界上拥有全电动化公共交通系统的最大城市。同样，江苏省也在实施绿色与循环节能施工方法。此外，还有更多举措（例如：浙江省更广泛地区垃圾场的关闭）正在促进城市加速其可持续循环解决方案的实施。

荷兰是循环建筑与基础设施方面的先行者

荷兰被视作循环建筑与基础设施方面的全球先驱，通过对建筑与拆除垃圾进行预防、分类、回收以及高质量再利用，为整个价值链提供解决方案。

荷兰在废物管理方面处于领先地位，目前还在研究循环基础设施的新技术与商业模式。荷兰建筑业热切希望在新的创新技术与商业模式方面展开知识交流，例如：

- 预防、分类与回收解决方案，以实现建筑与拆除废物的高质量再利用；
- 新型生物基与循环建筑材料；
- 材料护照或“建筑和设施即服务”；
- 适合于供需的数字材料平台；
- 循环设计。

在未来，循环设计将能够确保产品可完全回收利用。此外，使用就地取材的生物基与循环建筑材料，将可以减轻对资源的压力。荷兰的循环创新技术可以帮助中国应对其在废物方面面临的挑战，以及实现其无废先锋城市和其他气候适应力计划的宏伟目标。



海上风电

中国正在大力投资加速向清洁能源的转变。其宏伟计划包括沿整条 32000 公里的海岸线建造海上风电场。江苏省与广东省希望到 2030 年每年产生 30 千兆瓦的风能。浙江、山东与辽宁这几个省份也对海上风电表现出越来越浓厚的兴趣。中国目前的风电产能为 26 千兆瓦 (GW)，占全球风电产能的一半，同时海上风电产能目前位居世界第一。

荷兰创新推动变革

作为一个低洼的三角洲，荷兰敏锐地意识到实现《巴黎协定》国际气候协议的重要性。我们还认识到海上风电为经济增长和就业提供的机会。截止到 2050 年，荷兰所有的能源将来自于可再生资源。开发海上风电场很大程度上为实现零碳能源铺平了道路。2030 年，荷兰海上风电装机量将达到 22GW。荷兰第一座风电场由政府补贴建造而成，但是经过几年的效率提升与成本降低，如今海上风电行业不再依靠政府资助。荷兰可以通过分享其在海工领域的经验，成为中国有价值的合作伙伴。

荷兰拥有 400 公里长的海岸线、相对较浅的水域和强大的海事部门，为海上风电创新创造了完美的条件。尽管荷兰的海岸只是欧洲海岸线的一小部分，但荷兰的海上风电产能却占欧洲的四分之一。荷兰在海洋工程与海上风电装机方面拥有成熟的经验，这意味着荷兰的专业知识可供世界各地开发海上风电场使用。

荷兰可以在下列方面提供专业的服务和设备：

- 提高海上风电场装机的效率与质量的解决方案，设备和技术；
- 提高运营与维护 (O&M) 效率的设备和技術；
- 可替代基础技术，例如突破性的防滑基础、自安装重力式底座、各种类型的桩基础以及浮式风力机，这些使得风电场可以建造在离岸更远的地方；
- 为中国的 OEM (原始设备制造商) 风力机制造商提供知识与技术。



共同加速创新

在废物与能源方面，循环性与可持续性在中国和荷兰都发挥着越来越重要的作用。中国拥有宏伟的计划与创新理念，同时需要拥有关于循环与可持续解决方案的知识与技术，以实现其目标。荷兰在废物管理、循环模型与可持续能源领域拥有着丰富的专业知识。这就提供了很好的机会，使得中国企业与专业机构能够与荷兰同行共享专业知识。我们相信，通过相互合作，我们可以加速对循环建筑与海上能源的研究与技术创新。

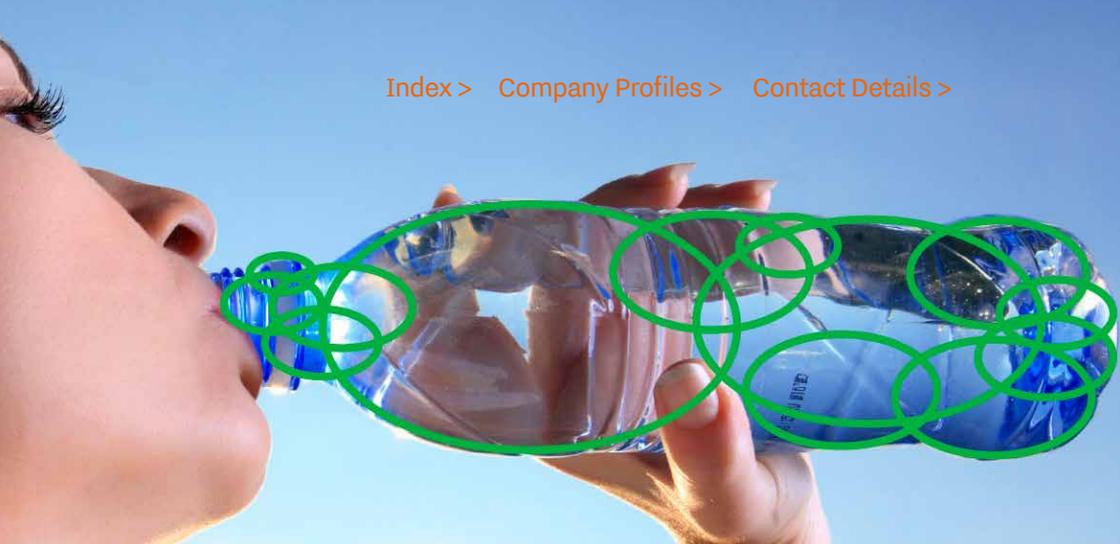
让我们携手合作，共建零排放与无废城市，进一步发展可再生能源，为能源转型，气候变化目标做出贡献吧！

Company Profiles 公司简介

[Circular Economy 循环经济](#)

[Offshore Wind 海上风电](#)

[Partners 合作伙伴](#)



Circular Economy 循环经济

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Brigitta van Staveren
Export
+31 6 5130 6687
brigitta@app-protect.com



APP All Remove

APP systems provide a cost-effective way to keep all infrastructure and building surfaces clean. In addition, our products are not harmful to the environment, they save water and are harmless to people and animals.

But what does that mean for you!?

APP All Remove is a leader in the development and production of advanced conserving and protective coatings and impregnations for architectural surfaces, but also all kinds of different infrastructure projects as bridges, noise barriers, bus stops and rail- or train-stops.

Our environmentally friendly protection systems are highly respected in the industry for their effectiveness. These systems have the ability to protect surfaces from penetrating dirt, liquids and pollution in general and at the same time it also keeps the surface vapour-permeable, without affecting the visual identity of the treated surfaces.

APP systems protect many surfaces in commercial, civil engineering, sports and infrastructure projects, but also art and heritage objects. Not only in our homeland, but also far beyond!

APP 系统为保持所有基础设施与建筑表面的清洁提供了一种经济有效的方式。

此外，我们的产品对环境无害、可节约用水，并且不会对人与动物造成伤害。但是那对于您有何意义？

APP All Remove
't Riet 9
NL-5431 NL Cuijk
The Netherlands
www.app-protect.com



APP All Remove
't Riet 9
NL-5431 NL Cuijk
The Netherlands
www.app-protect.com

APP All Remove 在开发与生产用于建筑表面，以及各种基础设施项目（例如：桥梁、隔音屏障、公共汽车站与火车站）的先进保护涂料与浸渍剂方面处于领先地位。

我们的环保型防护系统凭借着有效性在业内备受推崇。这些系统通常可以防止污垢、液体与污染物渗入表面，同时还可以保持表面蒸汽渗透性，且不影响处理表面的美观性。

APP 系统可以为商用、土木工程、运动与基础设施项目中的许多表面以及艺术品与文物提供保护。我们的产品享誉国内，并且远销国外！



Pieter van Os

Program manager
International
+31 6 5345 1028
pieter@circonl.nl

Circo

CIRCO is a circular design program sponsored by the Dutch Ministry of Environment. CIRCO have developed a design method facilitating (SME-) companies to create circular business. The method is based on academic input (Products that Last, research conducted by the faculty of Industrial Design of the TU Delft), made applicable in a concrete workshop cycle for both companies and designers. Participating companies design an initial circular proposition (business model, product redesign and complementary services). The program is delivering concrete and implementable outcomes, enabling companies to improve their business model and be more efficient with energy and materials at the same time. About 1.200 companies have participated in The Netherlands so far. About 70% indicate to implement (part of) the circular ideas they have developed during the workshops.

The methodology is available on a not-for-profit basis to international partners. These local partners apply the proven methodology in their local context. Currently there are 12 international hubs in Europe, Asia and South America. The methodology is proving its value in all countries despite cultural differences. We would love to share the method and deliverables during this Trade Mission and explore if the methodology and knowledge can also be of value in China.

Circo

Achtseweg Zuid 159-H
NL-5651 GW Eindhoven
The Netherlands
www.circonl.nl

CIRCO 是由荷兰环境部发起的循环设计项目。CIRCO 建立了一种促进中小企业创建循环业务的设计方法。该方法基于学术研究的成果（持久耐用的产品，由代尔夫特理工大学工业设计学院进行的



Circo

Achtseweg Zuid 159-H
NL-5651 GW Eindhoven
The Netherlands
www.circonl.nl

研究)，经过公司与设计师的反复具体研讨后应用。参与企业设计将一种初步的循环构想（商业模式、产品重新设计与配套服务）。该项目带来了实实在在并且可实施的结果，使公司在改进业务模式的同时，提高了能源与材料的使用效率。目前已经有大约 1200 家企业参与了荷兰的这项计划。大约 70% 的企业表明将要实施在研讨会期间形成的（部分）循环理念。

这种方法在非盈利的基础上供国际合作伙伴使用。当地的合作伙伴根据实地情况运用这一经过验证的方法。目前在欧洲、亚洲与南美洲设有 12 个国际枢纽。尽管存在着文化差异，但是此方法在各国证明了自身价值。我们愿意在此次贸易代表团会谈期间分享这一方法与成果，并且探究此方法与知识对于中国是否同样具有价值

DIESEKO GROUP

Dieseko Group



Arjen van der Schoot

Managing Director
Shanghai ICE
+861 356 4109050
arjen.vanderschoot@
icevibro.com

Shanghai ICE, a subsidiary of Dieseko, was set up in 2011 to service the Chinese market. We operate a rental fleet of vibratory hammers and sell from stock.

CIRCULAR ECONOMY ICE resonance free vibratory piling hammers are used to drive and extract steel sheet piles or combi-wall. These piles are used as temporary retainment walls for temporary excavation work, replacing concrete alternatives. After the completion of the groundwork the piles are extracted and can be reused for a next project. The method leaves nothing in the ground and eliminates the use of concrete and bentonite, which are both CO2 dense materials, as well as requiring a large transportation footprint.

作为 Dieseko 子公司的上海 ICE 成立于 2011 年，面向中国市场提供服务。我们运营一个振动锤租赁车队，并且现货销售。

循环经济。ICE 无共振振动式打桩锤用于打拔钢板桩或组合墙。这些桩用作临时挖掘工作的临时性挡土墙，替代混凝土挡土墙的作用。完成基础工作后，将桩拔出，可重新用于下一个项目。这种方法不会在地下留下任何东西，并且无需使用具有高密度二氧化碳以及需要长距离运输的混凝土与膨润土。

Dieseko Group

Lelystraat 49
NL-3364 AH Slidrecht
The Netherlands
www.icevibro.com



Christian van Maaren

CEO & Founder
+31 6 1868 6600
christianvanmaaren@excess-
materialsexchange.com



Excess Materials Exchange

The Excess Materials Exchange is best described as a dating-site for secondary materials and waste. It is a B2B platform that makes use of AI, ML and blockchain to identify the highest value matches for any kind of material.

Our products are: resources passports, tracking and tracing, matchmaking

We are looking for commercial contacts in China in construction, infrastructure. This can be developers, builders, designers and demolishers.

Excess Materials Exchange (多余材料交易所) 可看作次生材料和废料的匹配场所。该 B2B 平台利用人工智能、机器学习和区块链等技术, 对任何种类的材料识别价值最高的匹配。

我们的产品包括: 原材料贸易认证证书、跟踪和追踪、匹配

我们希望能在中国寻找建筑、基础设施领域的商业联系人。可以是开发商、建筑商、设计机构和拆除公司。

Excess Materials Exchange

Hullenbergweg 268
NL-1101 BV Amsterdam
The Netherlands
excessmaterialsexchange.com



Quinten Jongeneel

Intern

+31 6 4435 4975

quinten@floatingfarm.nl

Floating Farm

The world's first floating farm has been realised in Rotterdam. Priorities are: animal welfare, circularity, sustainability and innovation. Producing healthy food in cities, close to the consumer. We call this 'Transfarming'.

For the Floating Farm, it is important to prevent food losses, reduce food transport and improve food quality. But of course also animal welfare, circularity, sustainability and innovation. Bring the farm back to the city as part of a clean, liveable and conscious urban transformation.

Floating Farm stands for circular farming: a large part of the diet of our cows consists of organic waste streams from the city. Our cows are fed brewers' grains from a number of Rotterdam breweries, bran from Schiedam mills, grass from local sports fields and potato peels from a local processor.

Fresh dairy products of high quality made in a sustainable way. The processes are extremely automated. Therefore we could scale up very quickly.

鹿特丹已建成世界上首座漂浮农场，其首要任务是实现动物福利、循环性、可持续性与创新，在靠近消费者的城市中生产健康食品。我们称之为“农场转型”。

对于漂浮农场而言，防止食品损失、减少食品运输以及提高食品质量非常重要。当然了，动物福利、循环性、可持续性与创新同样重要。通过清洁、宜居以及有意识的城市转型，使农场回归城市。

Floating Farm

Gustoweg

NL-3029 AS Rotterdam

The Netherlands

floatingfarm.nl



Floating Farm
Gustoweg
NL-3029 AS Rotterdam
The Netherlands
floatingfarm.nl

漂浮农场代表着循环养殖：我们奶牛的大部分饮食由来自城市的有机垃圾组成。奶牛的饲料包括：产自鹿特丹多家啤酒厂的酒糟、产自斯希丹工厂的麸皮、来自当地运动场的草，以及来自当地加工商的马铃薯皮。

高质量新鲜乳制品以可持续的方式大量生产。整个流程的自动化程度极高，因此我们可以迅速扩大生产规模。



Auke van Nieuwenhuijze
Procurement Manager
+31 6116 24183
anieuwenhuijze@heijmans.nl

Heijmans

Heijmans is a listed company that combines activities related to property development, construction & technical services and infrastructure in the fields of Living, Working and Connecting. Our constant focus on quality improvements, innovation and integrated solutions enables us to generate added value for our clients. Heijmans realises projects for home buyers, companies and government entities and together we are building on the spatial contours of tomorrow.

Our recipe is as effective as it is ambitious. We make things better, smarter and sustainable, just what you expect from a creator. The basis is improvement. This also addresses issues like safety, project control and consistently working from our core values: together, result-oriented and based on ownership.

By making things smarter, we want to offer solutions which help make and keep the environment healthier. Because a healthy living environment is increasingly a smart living environment.

By improving sustainability, we ensure that we have a healthy living environment in the long term too. With attention for alternative energy sourcing, efficient use of energy, space and material, whilst providing optimal comfort and experience. Our challenge is to focus on the wishes of today, without losing sight of the long-term effects of those solutions.

Heijmans 是一家专注于居住、办公与连接领域的上市公司，集房地产开发、建筑与技术服务以及基础设施业务于一身。我们始终致力于改进质量、

Heijmans

Graafsebaan 65
NL-5248 JT Rosmalen
The Netherlands
www.heijmans.nl/en



Heijmans

Graafsebaan 65
NL-5248 JT Rosmalen
The Netherlands
www.heijmans.nl/en

创新与开发集成解决方案，从而为客户创造更多价值。Heijmans 为购房者、企业与政府实体开发项目，与其共同构建未来的空间轮廓。

我们拥有雄心勃勃且行之有效的策略。我们致力于优化、智能化与可持续化，创新企业理应如此。以精益求精为本。这样的精神能够有效应对各种问题，包括安全、项目控制，以及坚持核心价值观：携手共进、结果导向以及权利基础。

通过提高智能水平，我们希望提供有助于打造与保持更加健康环境的解决方案。因为健康的居住环境智能化程度越来越高。

通过提高可持续性，我们还希望确保长期拥有健康的居住环境。关注可替代能源，高效利用能源、空间与材料，以及提供最佳的舒适度与体验。我们面临的挑战是在全力以赴实现当前愿望的同时，兼顾这些解决方案的长期影响。



Pieter Hoogendoorn

Managing Director -

Asian countries

+852 566 39 299

p.hoogendoorn@hyva.com

peter@hyva.com.cn

Hyva International

Hyva is one of the world's leading providers of innovative and highly efficient transport solutions for the commercial vehicle and environmental service industries. With over 20,000 customers and more than 40% global market share in front-end tipping cylinders, Hyva's solutions move the world. Today, after being in operation for more than 40 years, Hyva is present in 110+ countries, has more than 30 fully-owned subsidiaries, has reached extraordinary service coverage and a manufacturing base that includes 12 production facilities across China, India, Brazil and Europe.

The growth and success of Hyva is built on two key aspects of its operation: the quality and innovative nature of the company's solutions, and the excellence of its customer support. The first of these, product quality, is illustrated by the fact that Hyva today offers the strongest front-end hydraulic telescopic cylinder in the world, as well as a full range of double acting cylinders, fixed mounted and rolling truck cranes, container lifting systems (hookloaders and skiploaders) and waste collection units. They are solutions which are used worldwide across a range of sectors including transport, construction, mining, materials handling and environmental services providers.

Service quality, too, is a fundamental part of the Hyva business philosophy: With operations in more than 110 countries, the company operates one of the world's most extensive customer support networks in the industry. It is a network which has earned Hyva an international reputation for excellence in customer care.

Hyva International

Antonie van Leeuwenhoek-
weg 37

NL-2408 AK Alphen a/d Rijn

The Netherlands

www.hyva.com



Hyva International

Antonie van Leeuwenhoek-
weg 37
NL-2408 AK Alphen a/d Rijn
The Netherlands
www.hyva.com

Hyva 是专为商用车与环境服务行业提供创新与高效运输解决方案的全球领先供应商之一。Hyva 拥有超过 20000 个客户，并且在全球前顶自卸油缸市场占 40% 以上的份额，其解决方案在世界范围内广泛使用。经过 40 多年的运营，如今 Hyva 的业务已覆盖 110 多个国家/地区，拥有 30 多家全资子公司，服务覆盖范围广，在中国、印度、巴西与欧洲建有 12 座生产厂。

HYVA，覆盖全球的解决方案提供商

Hyva 的成长与成功得益于其运营的两个关键要素：公司解决方案的质量和創新性，以及卓越的客户支持。首先是产品质量，Hyva 目前拥有世界上最坚固的前顶液压伸缩油缸，以及全系列的双作用油缸、固定式与流动式随车起重机、集装箱举升系统（拉臂式装载装置与翻斗式装载装置）与废物收集装置。它们是在全球范围内多个行业（包括运输、建筑、采矿、材料处理与环境服务提供商）广泛使用的解决方案。

此外，服务质量也是 Hyva 经营理念的重要部分：该公司在的业务覆盖 110 多个国家/地区，拥有世界上业内最广泛的客户支持网络之一。凭借该网络，Hyva 在国际上享有卓越的客户服务美誉。



Ron van Ommeren
Directeur
info@modulo-milieu-
straten.nl

Modulo Milieustraten

Modulo Milieustraten is the knowledge centre for the development of waste recycling centres, raw materials and circular craft centres. Because of the flexible construction method, user-friendly sustainable waste recycling centres are built that can be adapted, expanded, moved and reused over time. Depending on the changing environmental and legal requirements. With maximum space utilisation under the platform and minimum (capital) costs. Efficient and effective.

Our team consists of experienced consultants and specialists in the field of circular economy, waste and raw materials policy, financial management, design, engineering, permits, realisation and services. We support you in feasibility and variant studies as well as design and layout advice for the new and existing waste recycling centre. A clear cost-benefit analysis underpins the financial impact of the proposed changes. Modulo ensures that the recycling center is an “inspiration place” and “beacon” to the circular economy.

Modulo Milieustraten 是开发废物回收中心、原材料与循环工艺中心的知识中心。方便使用的可持续废物回收中心由于采用灵活的施工方法，因此可不断改建、扩建、移动和重复使用。顺应不断变化的环境与法规要求。最大限度利用平台空间以及减少（资本）成本。高效且有效。我们的团队由在循环经济、废物与原材料方针、财务管理、设计、工程、许可、实施以及服务领域拥有丰富经验的顾问与专家组成。我们在可行性与变体研究方面提供支持，并且为新建与现有的废物回收中心提供设计与布局建议。明

Modulo Milieustraten
Oostergracht 13-15
NL-3763 LX Soest
The Netherlands
www.modulo-milieu-
straten.nl



确的成本效益分析可以证实变更提议对于财务的影响。Modulo 可确保回收中心带给循环经济灵感与指引。

Modulo Milieustraten

Oostergracht 13-15

NL-3763 LX Soest

The Netherlands

[www.modulo-milieu-](http://www.modulo-milieu-straten.nl)

[straten.nl](http://www.modulo-milieu-straten.nl)



Xin ZHAO

Technical Lead, Nereda
APAC
+86 139 1182 5220
xin.zhao@rhdhv.com



Royal HaskoningDHV

The Nereda® technology was developed by Royal HaskoningDHV in close collaboration with the Dutch water sector and the Delft University of Technology.

Nereda® technology offers a natural, sustainable treatment for municipal and industrial wastewater, using patented aerobic granula sludge with fast settling characteristics.

It is sustainable and cost-effective water treatment technology, which requires 25% of the area of conventional technology and the process can reduce up to 50% on energy costs. With lower CAPEX and OPEX, Nereda® technology is truly a more sustainable solution to safeguard the quality of our rivers and seas.

Following the success of the first full-scale implementation in 2006, the Nereda® technology is quickly becoming the international standard for aerobic wastewater treatment. More than 90 Nereda® plants are currently in operation or contracted in Europe, Africa, Australasia, Asia, North and South America, whilst many more projects are under consideration.

Nereda® designs for plants in excess of 10 million PE in over 20 countries are currently underway showing that the system has fully matured and can be applied for the largest municipal and industrial wastewater treatment challenges.

Nereda® 技术由 Royal HaskoningDHV 与荷兰水行业及代尔夫特理工大学通过密切协作开发。

Royal HaskoningDHV

Water Technology Products
Laan 1914 nr. 35
3818 EX Amersfoort
Nederland
<https://www.royalhaskoningdhv.com/nereda/>



Royal HaskoningDHV

Water Technology Products
Laan 1914 nr. 35
3818 EX Amersfoort
Nederland
<https://www.royalhaskoningdhv.com/nereda/>

Nereda® 技术利用拥有专利、具备快速沉降特征的好氧颗粒污泥，可对市政和工业废水实施天然、可持续的处理。

这是一种可持续并符合成本效益的水处理技术，所需占地面积仅为传统技术的 25%，整个过程的能耗成本最多可降低 50%。凭借较低的资本支出和运营支出，Nereda® 技术堪称为保护江河湖海的真正可持续解决方案。

在 2006 年首次全面应用取得成功后，Nereda® 技术迅速成为有氧废水处理的国际标准。目前在欧洲、非洲、大洋、亚洲、北美洲和南美洲有超过 90 个采用 Nereda® 技术的处理厂已投入运营或在建，此外还有多个项目正处于考察阶段。

Nereda® 在 20 多个国家和地区为超过 10000 万 PE 的污水处理厂提供的设计目前正在落实，表明该系统已完全成熟，并可胜任最大规模的市政和工业废水处理挑战。



Alexander Pouw

Director

+31 6 5348 8197

apouw@theopouw.nl

Theo Pouw Groep

For almost forty years, the Theo Pouw Groep has been a leader in civil engineering and concrete construction. We are a one stop shop with products and services for the building industry. From primary and secondary building materials to container transport, from crane rental to demolition work and from earthworks to soil remediation. Since the foundation in 1981, the Theo Pouw Groep is convinced that building materials are infinitely suitable for high-quality reuse. In our concrete plants in Utrecht, Almere, Eemshaven and Groningen, we produce mainly green concrete which consists of at least 30% recycled concrete granulate.

We consider it our mission to reduce CO2 emission as much as possible. We do this, among others, by replacing cranes and shovels with green versions and by carrying out research into a 100% recycled product. Thanks to these innovations, we are ahead of our branch.

The Theo Pouw Groep currently has 12 branches and more than 500 employees. The daily management is in the hands of Theo Pouw, Marga Pouw and Alexander Pouw.

近 40 年来，Theo Pouw Groep 已成为土木工程和混凝土结构领域的领先者。我们提供一站式服务，涵盖面向建筑业的各种产品和服务。从主要和二级建材到集装箱运输，从吊车租赁到拆除工程，从土方工程到土壤修复等等应有尽有。自 1981 年创立以来，Theo Pouw Groep 坚信建筑材料极其适用于高品质的重复利用。我们位于乌德勒支、阿尔梅勒、埃姆斯哈文和格罗宁根的混凝土工厂主要生产环保混凝土，其中至少 30% 为回收利用混凝土颗粒。

Theo Pouw Groep

Isotopenweg 29

NL-3542 AS Utrecht

The Netherlands

<https://www.theopouw.nl>



Theo Pouw Groep

Isotopenweg 29
NL-3542 AS Utrecht
The Netherlands
<https://www.theopouw.nl>

我们将尽可能减少二氧化碳排放视为自身的使命。为此，我们将建筑机械和设备更换为环保型号，并投入研发 100% 回收利用的产品。凭借此类创新，我们得以脱颖而出。

Theo Pouw Groep 目前有 12 个分支机构以及 500 多名员工。日常管理由 Theo Pouw、Marga Pouw 和 Alexander Pouw 负责。



Wageningen University & Research



Shenglin Ding
Executive Director
+86 18611930758
shenglin.ding@wur.nl

Wageningen University & Research (WUR) is a world top level institution. The domain of WUR consists of three related core areas:

- Food, feed & biobased production
- Natural resources & living environment
- Society & well-being



Xiaoyong Zhang
China Coordinator
+31 6 4252 9519
Xiaoyong.zhang@wur.nl

Circular & Biobased economy is one of the investment themes of WUR. In the research programme 'Towards a circular and climate-positive society', Wageningen University & Research strives to develop new production systems for food and non-food products. We believe these systems should not only be circular and climate-neutral but should even have favourable effects on our climate.



Yutong Qiu
China Business
Development Manager
+31 6 8359 6558
Yutong.qiu@wur.nl

WUR shapes the circular bio-economy through the 'Connected Circularity' programme. In collaboration with farmers, industry, government and other stakeholders, we are working to make the transition towards a circular bio-economy as concrete as possible.

Wageningen University & Research is working on solutions to make the circular, biobased economy a reality.

瓦赫宁根大学与研究中心 (WUR) 是世界顶尖级学术机构。瓦赫宁根大学与研究中心涉足三个相关核心领域：

- 食品、饲料与生物基生产
- 自然资源与居住环境
- 社会与福利



**Wageningen University
& Research**

P.O.Box 9101

NL-6700 HB Wageningen

The Netherlands

www.wur.nl

循环与生物基经济是瓦赫宁根大学与研究中心的投资方向之一。在“实现循环与气候正效益社会”的研究计划中，瓦赫宁根大学与研究中心致力于为食品与非食品产品开发新的生产系统。我们认为这些系统不仅应具有循环性与气候中性，甚至应对我们的气候产生有利影响。

瓦赫宁根大学与研究中心通过“互联循环”计划塑造循环生物经济。通过与农民、工业、政府和其他利益相关者合作，我们正在努力向循环生物经济转变。

瓦赫宁根大学与研究中心正在研究解决方案，从而使循环生物经济成为现实。



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Kees Kamsteeg
Business Development
Manager
+31 6 1386 0560
kees.kamsteeg@cape-
holland.com

[Get the offshore vibro
technology guide >](#)

CAPE Holland
Romhof 5
NL-9411 SB Beilen
The Netherlands
www.capeholland.com

CAPE Holland

Driven by piles

We are passionate about piling; we continuously improve the performance of pile installation and removal: faster, easier, smoother and more sustainable. We love to make impact and contribute to good vibrations. Our customers' offshore oil, gas and wind projects are of the greatest significance. These mighty constructions require solid foundation, and we are there to support them with the smartest piling equipment and all our knowledge, skill and craftsmanship. At CAPE Holland we proudly build on six generations of piling experience. We get the job done!

Piling outside the box

Above all, we are solution providers. We think in possibilities. Whether we need to be creative in sourcing the proper equipment for you, or the situation requires an 'out-of-the-box' approach. We are the pioneers in offshore vibro driving. Our work includes research, design, and engineering. We try and test. Both behind a desk, and with our feet on deck. Resourceful as we are, we've invented better tools by learning from onshore piling, combining functionality, reducing frills and adopting to the most demanding circumstances. Challenge us, like we challenge ourselves!

Since its first commercial project in 2015, the CAPE VLT (Vertical Lifting Tool) has accumulated an extensive track record with highly efficient upending, positioning installation and extraction of offshore and nearshore piles. Using various CAPE VLT configurations and pile clamping systems a large



CAPE Holland

Romhof 5

NL-9411 SB Beilen

The Netherlands

www.capeholland.com

range mono-, pin-, jacket-, and anchor piles have been installed. The CAPE VLT has also been used for removal of piles during test and decommissioning projects.

受打桩需求驱动

我们热衷于打桩，并持续提高钢桩的安装和拆除效率，使其：更快、更容易、更顺畅和更可持续。我们热衷于为更好的震动做出贡献并改善，这对我们客户的海上石油、天然气和风电项目的意义最大。这些巨大的结构需要坚实的基础，我们用最先进的打桩设备，丰富的经验、技能和工艺来支持他们。在CAPE Holland，我们依赖积累了六代的打桩经验，并出色完成所有任务。

跳出陈规式打桩

最重要的是，我们是解决方案的供应商。无论是我们需要创造性的为您寻找合适的设备，还是在一种需要“跳出陈规”方式的情况下，我们都会寻找各种可能性。我们是海上振动打桩的先驱，我们的工作包括了调查研究，设计和工程制造。我们在办公室，在现场甲板上不断的进行尝试和测试。虽然我们足智多谋，但是我们也会通过学习陆上打桩、结合不同的功能、减少不必要的装饰，适应最苛刻的环境为目的发明更好的工具。来挑战我们，就像我们挑战自己一样！

自 2015 年第一个商业项目以来，CAPE VLT (翻桩式振动锤)已积累了广泛的业绩记录，可高效地在海上和近岸进行钢桩的翻身、定位、安装和拔出作业。通过使用各种 CAPE VLT 配置和夹桩系统，已安装了各种各样的单桩、销桩、导管架桩和锚桩。CAPE VLT 也被用于测试和退役项目中的钢桩移除作业

DIESEKO GROUP

Dieseko Group



Arjen van der Schoot

Managing Director
Shanghai ICE
+861 356 4109050
arjen.vanderschoot@
icevibro.com

Shanghai ICE, a subsidiary of Dieseko, was set up in 2011 to service the Chinese market. We operate a rental fleet of vibratory hammers and sell from stock.

OFFSHORE WIND ENERGY In 2010, ICE delivered its first 2 vibratory hammers for offshore windfarm foundations in Jiangsu. ICE hammers have been used in windfarm projects in Rudong, Qidong, Zhuanghe, Lemen, Binhai, and Yangjiang for positioning frames, jackets, the upending and driving of monopiles.

作为 Dieseko 子公司的上海 ICE 成立于 2011 年，面向中国市场提供服务。我们运营一个振动锤租赁车队，并且现货销售。

2010 年海上风能。ICE 交付了首批 2 台振动锤，供江苏海上风电场基础使用。ICE 的振动锤已在如东、启东、庄河、勒门、滨海、阳江的风电场项目中使用，用于定位框架、导管架以及翻桩与打桩。

Dieseko Group

Lelystraat 49
NL-3364 AH Slidrecht
The Netherlands
www.icevibro.com



Ed Smit

Team leader Sales
smit@geomil.com

Geomil Equipment

World's first manufacturer of CPT equipment

For over 85 years, Geomil has been developing and manufacturing Cone Penetration Technology, devices and related equipment enabling high-quality and effective geotechnical site investigations. CPT data is fundamental for reliable offshore soil profiling as it sets the basis for cost effective project planning and realization.

Offshore Products

The most commended Geomil systems are the Manta-100, Manta-200, Marlin-120 seabed clamp and the Orca-90/125. Geomil Manta's are CPT systems for the seabed and can operate at shallow to ultra-deep waters and have the unique design of the Continuous Drive System (CDS). Control and data acquisition are based on real-time communication. The Orca is a down-hole CPT and soil sampling system compatible with several types of drilling methods. The Orca allows for real-time data and has proven to ensure high efficiency and repeatable quality of test results. The Orca systems can be supported by a Marlin seabed system. Uniquely, all Geomil systems are modular.

Every corner of the world

Geomil has a global network of skilled resellers and agents. The company's highly motivated and experienced team aim for the highest standards in quality and always ensure focus is geared to supporting clients to achieve success. Geomil has an office in Kuala Lumpur.

Geomil Equipment

Westbaan 240
NL-2800 AL Moordrecht
The Netherlands
www.geomil.com



Geomil Equipment

Westbaan 240
NL-2800 AL Moordrecht
The Netherlands
www.geomil.com

全球首个 CPT 设备制造商

85 年来，Geomil 一直在开发与制造静力触探技术、装置与相关设备，以实现高质量和有效的岩土工程现场勘察。CPT 数据是可靠的近海土壤分析的基础，因为它为经济有效的项目规划与实现奠定了基础。

海上产品

最受好评的 Geomil 系统包括 Manta-100、Manta-200、Marlin-120 海底基座与 Orca-90/125。Geomil Manta 系列是用于海底的 CPT 系统，可以在浅水到超深水域运行，并采用独特的连续驱动系统 (CDS) 设计。通过实时通信进行控制与数据采集。Orca 是一种与多种钻孔方法兼容的井下 CPT 和土壤取样系统。Orca 可获取实时数据，并且可确保高效率以及可重复的测试结果质量。Orca 系统可以由 Marlin 海底系统提供支持。与众不同的是，所有 Geomil 系统均采用模块化设计。

世界的每一个角落

Geomil 拥有一个由熟练的经销商与代理商组成的全球网络。公司积极主动并且经验丰富的团队以最高的质量标准为目标，并始终确保专注于支持客户取得成功。Geomil 在吉隆坡设有办事处。



Jiska Bazuin
Business Manager
+31 6 23 686 666
jiska.bazuin@pronomar.com



Pronomar

We are Pronomar, founded in 2007 and born from a maritime background. During the years, Pronomar has become a major player in many different industries and business segments.

We are specialized in the provision of drying systems for workwear; a unique, innovative and environmentally friendly product that improves working conditions for people and organizations. Pronomar supplies its products worldwide, which means that we have many international partners and travel around the globe to keep up with current trends in the industry.

Personal protective equipment is used day in day out, intensively, and in greatly varying temperature and weather conditions. The result: wet clothes and boots. In order to start the next shift in comfortable attire, Pronomar supplies systems that will dry PPE the easy way; from the inside out. Fast and gentle, so that your valuable equipment receives the careful treatment it deserves.

Our systems are made of high-quality AISI316L (seawater resistant steel) and suitable for rough offshore applications. The longevity and the proven functionality is why our systems are very popular among our many maritime and offshore clients, and we can assure you of our vast experience from many projects with shipbuilders around the world.

我们是 Pronomar，成立于 2007 年，是一家从事海事业务的公司。多年来，Pronomar 已成为多个行业

Pronomar
Noordeinde 88C
NL-3341 LW Hendrik-Ido-
Ambacht
The Netherlands
www.pronomar.com



Pronomar

Noordeinde 88C
NL-3341 LW Hendrik-Ido-
Ambacht
The Netherlands
www.pronomar.com

与商业领域的主要参与者。

我们专业提供工作服烘干系统；这是一种独特、创新和环保的产品，可改善员工与组织的工作条件。Pronomar 面向全球供应产品，这意味着我们拥有许多国际合作伙伴，并且足迹遍布全球，能够顺应行业的当前趋势。

个人防护装备通常会在各种温度与天气条件下夜以继日地高强度使用，结果造成工作服与工作靴变湿。为了确保员工穿着舒适的工作服开始下一个轮班，Pronomar 提供可以便捷烘干个人防护装备的系统。快速而轻柔，让您贵重设备得到应有的精心处理。

我们的系统由优质的 AISI316L (耐海水钢) 制成，适用于条件恶劣的海上应用。凭借长久的使用寿命以及可靠的功能，我们的系统深受众多海事与海上作业客户的欢迎，我们参与过世界各地造船商的许多项目，这些丰富的经验将会使您受益匪浅。



Radac



Tuna Sener

Business Development
Manager
+31 6 1443 1600
tuna@radac.nl

Radac is the offshore technology company that manufactures WAVE-SEA STATE monitoring radar systems for:

- Offshore Wind farms
- Vessels
- Platforms
- Marine terminals

Within these segments our maintenance free systems are used in many applications to make the operations and maintenance safer and more efficient.

Radac 是一家海洋技术公司，生产用于下列应用的海浪状况监测雷达系统：

- 海上风电场
- 船舶
- 平台
- 海运码头

在该领域中，我们的免维护系统应用广泛，可提高操作与维护的安全性与效率。

Radac

Elektronicaweg 16B
NL-2628 XG Delft
The Netherlands
www.radac.nl



Tanja Claasen

COO

+31 6 1829 2476

tanja.claasen@robin-radar.com

Robin Radar Systems

Laan van Waalhaven 355

NL-2498 GM Den Haag

The Netherlands

www.robinradar.com

Robin Radar Systems

Our mission is to provide actionable information that increases safety and security for both humans and birds. We do that by combining purpose-built radars with unique software algorithms. Robin Radar Systems ('Robin Radar', 'Robin') is the global technology leader in radar tracking and classification of small objects.

Wind and Environmental Practice

Robin is supporting (on- and offshore) windfarms all over the world to increase situational awareness of bird movements by providing actionable information towards our customer. Based on this information, and the significant increase of situational awareness, operational wind parks can perform preventive actions to reduce bird collisions while maintaining a high operating efficiency of the park. Our systems can also provide information prior to installation of Wind Turbines to define high risk areas with respect to bird movements / mitigations.

我们的使命是提供可执行的信息，为人类和鸟类带来更高的安全性。为此，我们将专门打造的雷达与独特的软件算法相结合。Robin Radar Systems ('Robin Radar' , 'Robin') 是小物体雷达跟踪及分类技术领域的全球领先者。

风与环境实践

Robin 为全球各地的风力发电场提供支持（陆上和海上），通过为客户提供可执行的信息来提升对鸟类活动的态势感知。依托此信息以及显著提升的态势感知，运行中的风电场可通过预防性措施减少鸟类撞击，同时使风电场保持较高的运行效率。我们的系统还可在风力涡轮机安装前就提供信息，以确定鸟类活动/迁徙的高风险区域。

SMST

SMST



Charlotte Hietkamp

Sales Manager

+31 6 2150 8098

chietkamp@smst.nl



SMST, situated in Drachten, the Netherlands, is an internationally oriented company that designs and builds offshore equipment. The SMST products cover a wide range of systems for the safe and efficient transfer of personnel and cargo, drilling, pipelaying and specials.

Through the unique combination of our in-house design and engineering expertise, production facilities, testing capacity, worldwide installation and service, SMST is able to deliver complete, turnkey systems that are built to customer's specifications.

With over 25 years of experience and expertise in design and construction of offshore equipment, SMST has developed a complete system package for the offshore wind industry. SMST's portfolio for the safe and efficient transfer of personnel and cargo to and from offshore structures includes: gangways (Telescopic Access Bridges), 3D motion compensated cranes, Access & Cargo Towers, cargo handling equipment.

SMST is confident the Chinese offshore wind market can profit from the industrial advanced technology of the broad range of SMST's offshore equipment.

位于荷兰Drachten的 SMST 是一家设计与制造海上设备的国际化公司。SMST 产品覆盖多种系统，可确保安全、高效地转运人员与货物、钻井、铺管以及特殊作业。

通过将内部设计与工程专业知识、生产设施、测试能

SMST

De Steven 51-53

NL-9206 AX Drachten

The Netherlands

www.smstequipment.com

SMST

SMST

De Steven 51-53
NL-9206 AX Drachten
The Netherlands
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力、全球安装与服务进行独特组合，SMST 能够提供按客户要求建造的完整全包系统。

SMST 利用在海上设备设计与建造方面 25 年以上的经验与专业知识，为海上风电行业开发了一整套系统。SMST 拥有一系列将人员与货物安全与高效运往和运出近海结构的产品，其中包括：舷梯（伸缩式通道桥）、3D 运动补偿起重机、通道与货运塔、货物搬运设备。

SMST 坚信所拥有的广泛海上设备行业先进技术将会使中国海上风电市场受益匪浅。



Tebulo Industrial Robotics



Rob Beentjes
Managing Director
rob.beentjes@tebulo.com

Tebulo Industrial Robotics is the leading and innovative specialist in high-tech robot integrations. We work closely with top players in the steel & aluminum industry, construction and the sustainable energy sector. With an existing installed base of + 200 robots, own assembly and service center in China we offer local support and short leads times.

With our specific expertise and years of experience in the field of robotization, we realize and maintain high-tech integrated robot applications.



Pieter Oord
Business Developer
+31 6823 66 359
pieter.oord@tebulo.com

Our expert and multidisciplinary teams will surprise you with their approach, advice, realization and aftersales. We always seek for the most efficient solution to make robots work for your business. This way you are assured of a significant improvement in safety and productivity. This enables you to conquer and/or maintain a leading position in your market. In addition, we take care of optimization and ‘troubleshooting’ throughout the entire lifespan. Sustainability and high delivery reliability are self-evident for us.

We are an ambitious and driven employer and offer our team a challenging international working environment with room for personal input and development.

Our team consists of qualified and customer-oriented professionals who strive for the best result.

Taking responsibility and constantly improving is in our DNA.



Tebulo Industrial Robotics
Oudewal 27
NL-1749 CA Warmenhuizen
The Netherlands
www.tebulorobotics.com



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Oudewal 27
NL-1749 CA Warmenhuizen
The Netherlands
www.tebulorobotics.com

Tebulo Industrial Robotics 是高科技机器人集成领域领先并且具有创新意识的专家。我们与钢铁和铝业、建筑业以及可持续能源领域的龙头企业密切合作。我们的机器人目前在中国的安装台数已超过 200 台，并在中国设有自己的装配与服务中心，提供本地支持，交货时间短。

凭借在机器人化领域的专业知识与多年的经验，我们为高科技集成机器人的平稳应用提供了可能。

我们的专家与多学科团队将凭借自己的方法、建议、实施方式以及售后服务为您带来惊喜。我们一直在寻求最高效的解决方案，让机器人成为您业务的得力助手。如此一来，可以确保在安全性与生产效率方面得到明显改进。

这能帮助您在市场中缔造和/或保持领先地位。

此外，我们还会在产品整个寿命期内提供优化与故障排除服务。可持续性和高水平交付可靠性对我们重要程度不言而喻。

作为雄心勃勃、积极进取的雇主，我们为团队提供具有挑战性的国际工作环境，并为个人创造与发展提供空间。

我们的团队由以客户为导向的资深专业人士组成，在工作中致力追求完美。

勇于担当和持续进步的精神已融入我们的 DNA。

TNO

TNO the Netherlands Organisation for Applied Scientific Research, Wind Energy group



Piet Warnaar

Senior Business Developer /
Consultant

+31 6 1332 0852

piet.warnaar@tno.nl



TNO, the Netherlands Organisation for Applied Scientific Research, was founded by law in 1932 to enable business and government to apply knowledge. As an organisation regulated by public law, TNO is independent: not part of any government, university or company.

Since April 1st 2018, the Energy Research Centre of the Netherlands, ECN, has joined forces with TNO and has become TNO Energy Transition.

ECN (Energy research Centre of the Netherlands) has been the Netherlands flagship R&D and services centre for sustainable energy technologies. In the field of wind energy, ECN was a true pioneer and technical authority. It's internationally leading position has been built up through 40 years of dedicated investment and experience. At present as TNO Wind Energy, in-depth knowledge of the whole wind power plant system is combined with world leading full scale test facilities and accredited measurement experts.

Today, TNO Wind Energy's core mission is to reduce the cost of offshore wind energy. This is achieved by applying innovative solutions in the industry and driving ground breaking R&D forward. TNO Wind energy supports companies at the design, implementation and operational level.

**TNO, Netherlands
Organisation for applied
scientific research**

Westerduinweg 3
NL-1755 LE Petten
The Netherlands
www.tno.nl



TNO, Netherlands
Organisation for applied
scientific research

Westerduinweg 3
NL-1755 LE Petten
The Netherlands
www.tno.nl

荷兰应用科学研究组织 (TNO) 风能组

荷兰应用科学研究组织 (TNO) 于 1932 年成立，旨在帮助企业与政府应用知识。作为一家受公法管制的组织，TNO 属于独立机构，不隶属于任何政府、大学或企业。

自 2018 年 4 月 1 日起，荷兰能源研究中心 (ECN) 与 TNO 联手组建了 TNO Energy Transition。ECN (荷兰能源研究中心) 一直是荷兰可持续能源技术的旗舰研发与服务中心。在风能领域，ECN 可谓名副其实的先锋与技术权威机构。40 年的专业投入与经验逐渐奠定了其国际领先地位。目前，TNO Wind Energy 将对整个风电厂系统的深入了解，与世界领先的大规模测试设施和资深认证的测量专家结合起来。

如今，TNO Wind Energy 的核心任务是减少海上风电的成本。这是通过在行业中应用创新解决方案以及推动突破性研发实现的。TNO Wind energy 在设计、实施与运营层面为各大企业提供支持。



Teun Verschoor

Owner

+86 18019004140

t.verschoor4@outlook.com

Verschoor Trading & Sourcing

Verschoor Trading & Sourcing is a company that is located in Shanghai and represent several leading Dutch offshore companies in the Chinese market and supports also Chinese companies with sourcing offshore wind equipment or services from Europe.

Due to the extensive experience and network of the founder, you are at the right address finding the right solution for your challenges. Verschoor Trading & Sourcing is the bridge between the Netherlands and China. Cooperation is done in harmony and based on experience and trust.

Companies that are represented by Verschoor Trading & Sourcing are: DDC, CAPE Holland, Palfinger, KENC, GEOMIL, MME, Moverenewables, CPNL, Monobasewind, ECE Offshore and VDL Klima. The above companies are active in the foundation installation equipment, cable installation, cable protection, foundation design, floating wind foundations, soil investigation equipment and training.

Verschoor Trading & Sourcing是一家位于上海在中国市场代表多家领先的荷兰企业的公司，并帮助中国企业从欧洲采购海上风电设备或技术服务。创始人具有丰富的经验和资源，使您的商业挑战得以在合适的位置找到正确的解决方案。Verschoor Trading & Sourcing是荷兰与中国的桥梁。合作是建立在经验和信任的基础上和谐进行的。

Verschoor Trading & Sourcing

Ratelaar 15
NL-2923 GD Krimpen aan
den IJssel
The Netherlands

Verschoor Trading & Sourcing代表公司包括：DDC、CAPE Holland、Palfinger、KENC、GEOMIL、MME、Moverenewables、CPNL、



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NL-2923 GD Krimpen aan
den IJssel
The Netherlands

Monobasewind, ECE Offshore 和VDL Klima。
以上公司主要活跃在基础安装设备，电缆铺设，电缆
保护，风机基础设计，浮式风机基础，地质勘测设备
和培训等方面。



Arnold Timmer
CEO and joint owner
+31 6 1508 8448
arnold.timmer@we4ce.eu

We4Ce

We4Ce is a worldwide leading wind turbine rotor blade specialist, based in the Netherlands with representative offices in China, India and Russia.

The core business of We4Ce is rotor blade design. This from aerodynamic and structural design to a certified technology implementation at our customer's production premises.

The portfolio from on-shore to off-shore wind turbines in the range up till 14MW.

More than 30,000 rotor blades world-wide has We4Ce technology.

We4Ce is a European technology provider, looking for partners to bring its dedicated knowledge from engineering, certification up to certification with regard to rotor blades.

We4Ce 是全球领先的风机叶片企业，总部位于荷兰，在中国、印度与俄罗斯设有代表处。

We4Ce 的核心业务为叶片设计。业务范围从空气动力学与结构设计，到客户生产场所进行的认证技术实施。

产品包括最大功率为 14MW 的陆上与海上风机。全球有 30,000 个以上的转子叶片采用的是 We4Ce 技术。

We4Ce 是一家欧洲技术提供商，目前正在寻找合作伙伴，将其在工程与认证方面的专业知识应用于对叶片的认证。

We4Ce
Twentepoort Oost 53A
NL-7609 RG Almelo
The Netherlands
www.we4ce.eu



Partners 合作伙伴

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Freek van Eijk

CEO

+31 6 51080847

freek.vaneijk@holland-circularhotspot.nl

Holland Circular Hotspot

Holland Circular Hotspot (HCH) is the international gateway to the Dutch circular economy. Based on our knowledge of the international market and in collaboration with our international network, we create mutual business opportunities, link foreign circular investors to The Netherlands, organize international programmes on circularity, act as a content partner on circular economy, and we showcase Dutch CE leaders abroad.

HCH is a not-for-profit collaboration between the business community, knowledge institutions and governments. HCH was founded in 2015 as one of the actions of the government-wide program 'The Netherlands Circular!' and works closely with ministries, the Netherlands Enterprise Agency, Rijkswaterstaat, NLinBusiness and the missions abroad. HCH has established a unique network of companies, but also a strategic network of international circular hubs. These public-private coalitions of the willing, provide access to a local circular market. HCH is unique because of its knowledge of the CE landscape in the Netherlands, insights into market opportunities abroad and the effective way of connecting and supporting to realize mutual opportunities.

荷兰循环中心

荷兰循环热点 (HCH) 是荷兰循环经济面向国际的门户。立足于对国际市场的了解, 并通过与我们的跨国网络开展协作, 我们可创造共同的机会, 帮助外国循环经济投资者与荷兰建立联系, 组织有关循环的国

Holland Circular Hotspot

Rijnlanderweg 916

NL-2132 MN Hoofddorp

The Netherlands

www.hollandcircularhotspot.nl



Holland Circular Hotspot

Rijnlanderweg 916
NL-2132 MN Hoofddorp
The Netherlands
www.hollandcircularhotspot.nl

际项目，发挥循环经济的内容合作伙伴作用，并在海外宣传荷兰循环经济的领先者。

HCH 是连接商界、知识机构和政府的非营利性协作组织。HCH 于 2015 年作为政府项目 “The Netherlands Circular!”（荷兰循环！）的举措之一建立，并与政府各部、荷兰企业局 (Netherlands Enterprise Agency)、荷兰公共工程与水管理总局 (Rijkswaterstaat)、NLinBusiness (荷兰经济部和外交部联合组成的合作机构) 和海外代表团开展密切合作。HCH 已建立独特的企业网络，同时也是具有战略性的国际循环经济枢纽网络。这种自愿形成的公私联盟，可提供进入当地循环经济市场的通道。HCH 的独特之处在于它了解荷兰的循环经济状况，对海外商机具备洞察力，并可有效地提供联系和支持，使共同的机会得到落实。



Arjen Schutten
Managing Director
+31 6 4636 3854
arjen@hhwe.eu

Holland Home of Wind Energy

HHWE was founded in 2011 by Pontis Engineering, VDL Klima, and We4Ce. Convinced of the fact that combining strengths was fundamental for success, the three companies joined forces to explore market opportunities in China. As no organization in the Netherlands focused on facilitating the export of wind power knowhow, they decided to establish Holland Home of Wind Energy (HHWE). Aim is to facilitate companies entering new markets and sharing of knowledge, experience and networks. Today, HHWE has grown into a professional export association with a rapidly growing membership and activities in various countries on different continents.

In recent years, HHWE has distinguished itself by its active, successful approach to emerging wind markets. We have signed cooperation agreements with wind energy associations in China, Japan, Korea, and Taiwan. Trade missions and network meetings have brought new and close contacts with foreign companies, resulting in concrete assignments for our members. The HHWE members are also supporting each other commercially by offering joint solutions to foreign companies.

For more information about HHWE and the HHWE membership please contact us.

荷兰风能之家

HHWE 由 Pontis Engineering、VDL Klima 和 We4Ce 于 2011 年创立。乘着综合各自优势为成功奠定基础的信念，这三家公司携手在中国探索市场商机。由于在荷兰没有专门促进风电专业技术出口的

Holland Home of Wind Energy

Twentepoort Oost 53a
7609 RG Almelo
The Netherlands
www.hhwe.eu



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Energy**

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7609 RG Almelo
The Netherlands
www.hhwe.eu

组织，它们决定成立荷兰风能之家 (HHWE)。其目标是促进各企业进入新的市场，并且共享知识、经验和网络。目前，HHWE 已发展成为一个专业性的出口协会，会员规模迅速扩大，并在各大洲的多个国家和地区不断拓展业务活动。

近年来，HHWE 通过积极、成功地参与新兴风电市场，得以脱颖而出。我们与中国、日本、韩国和中国台湾的风电行业协会签订了合作协议。通过贸易代表团和网络会议与外国企业建立新的密切联系，让我们的会员得到了切切实实的合约。HHWE 会员还在商业上相互支持，面向外国企业提供联合解决方案。

如需有关 HHWE 和 HHWE 会员的更多信息，请联系我们。

Contact Details 联系方式

Embassy of the Kingdom of the Netherlands in Beijing:

T: +86 108 532 02 05

E: pek-ea@minbuza.nl

<https://www.netherlandsworldwide.nl/countries/china/about-us/netherlands-embassy-in-beijing>

Consulate General of the Kingdom of the Netherlands in Shanghai:

T: +86 212 208 72 88

E: sha-ea@minbuza.nl

<https://www.netherlandsandyou.nl/your-country-and-the-netherlands/china/about-us/shanghai-consulate>

Consulate General of the Kingdom of the Netherlands in Guangzhou:

T: +86 203 813 22 00

E: gnz-ea@minbuza.nl

<https://www.netherlandsworldwide.nl/countries/china/about-us/guangzhou-consulate>

Netherlands Enterprise Agency

The Hague, the Netherlands

nlbranding@rvo.nl

[@NLTrade](#)

[#NLChina](#)