

Dutch Jiangsu Maritime & Offshore Week

12-17 May 2013

荷兰江苏海事和海洋工程周



Introduction

From 12-17 May 2013 a Dutch Jiangsu Maritime & Offshore week is organized in China with the support of the Dutch Consulate General in Shanghai & the Province of Jiangsu. Goal of the week is to strengthen Dutch business partnerships with Jiangsu, the no. 1 maritime, offshore & wind manufacturing hub in China.

During this week a range of maritime and offshore events will take place in Nantong, Nanjing and Shanghai, including business meetings, matchmaking sessions, CEO round tables, company and ship yard visits, networking dinners, receptions, seminars and exhibitions. Dutch participants are offered the opportunity to benefit from tailor made high level business meetings that can be combined with existing relevant Dutch projects in Jiangsu. The program is jointly organized by the Rotterdam Commercial Representative Office (RCRO) Shanghai, Ahoy Rotterdam and the Netherlands Business Support Office (NBSO) Nanjing; in close cooperation with Holland Marine Equipment (HME) and IRO, the association of dutch suppliers to the oil and gas industry.

Shipbuilding & offshore

China ranks 1st in the world of shipbuilding countries and 2nd when looking at the order book by owner country. China is particularly strong in the production of bulk carriers, oil tankers and container vessels but also increasingly focuses on “new” segments. Particularly yards in Jiangsu Province are active in producing specialized ships such as offshore and LNG vessels. The Jiangsu region counts over 80 big shipyards and is widely active in offshore oil & gas exploration.

Nantong is the largest shipbuilding and offshore engineering base in Jiangsu, with more than 500 shipbuilding and offshore engineering companies. Its shipbuilding orders reached 167 in 2011, with total 8.8 million dwt. Its shipbuilding and offshore engineering companies all together completed a total industrial output value of RMB 130 billion which accounts for 1/3 of the Chinese market.

Wind energy

Offshore wind energy is one of the focus areas in the bilateral cooperation between the Netherlands and China. China has made substantial progress in boosting offshore wind power by launching its largest inter-tidal wind farm at the end of 2011. According to the National Energy Bureau (NEB), China will construct 5 GW of offshore wind projects by 2015, five percent of its total wind installed capacity, while developing full technology and setting up a complete industrial supply chain. By 2015, China will enter into scaled development of offshore wind power and its technology, and by 2020, China will construct 30 GW offshore projects, becoming the largest country for offshore-wind power development. Jiangsu is implementing rapidly its strategy for coastal development and currently has several tenders issued for offshore wind farms.

The aim for this week is to:

- Promote the Dutch TopSector Water/Maritime as global high tech industry brand;
- Promote / brand Holland as Maritime & Offshore business partner to Jiangsu;
- Promote / brand Holland as EU Maritime & Offshore Hub to Jiangsu;
- Create business opportunities for Dutch maritime & offshore sector in Jiangsu;
- Create a long-term networking platform for the Dutch maritime & offshore sector in China.

Organizers, co-organizers and partners:

- Consulate General of the Kingdom of the Netherlands, Shanghai
- Netherlands Foreign Investment Agency (NFIA), Shanghai
- Netherlands Business Support Office (NBSO), Nanjing
- Holland Marine Equipment (HME) + HME Singapore branch office
- The Association of Dutch Suppliers in the Oil and Gas Industry (IRO)
- Ahoy Rotterdam (co-organizer CIMPS-Europort)
- Rotterdam Commercial Representative Office (RCRO), Shanghai
- Rotterdam Investment Agency (RIA) Shanghai
- Port of Rotterdam China representative office Shanghai
- + local governmental organizations in Nanjing, Nantong and Shanghai.



Programme

Sunday May 12 - Shanghai

Arrival in Okura Garden Hotel in Shanghai.

- Internal networking, briefing, buffet dinner
- Possibility to include guest speakers from offshore, shipbuilding and wind energy sectors

Monday May 13 - Shanghai, Nantong, Qidong

Morning:

Departure in groups (shipbuilding/offshore + wind). Site visits in Shanghai incl. business presentations:

- ZPMC (focus on offshore, opened office in Rotterdam in 2012);
- Hudong Zhonghua (focus on shipbuilding);
- Wind farm visit (focus on offshore wind).

Bus transfer (including lunch) to Nantong + Nantong – Qidong briefing.

Afternoon:

Business meetings + presentations in Jinshi Hotel between Dutch participants + targeted Nantong companies like Keppel – Honghua – Daoda – Cosco Nantong – Rongsheng - Mingde etc. with pre-selected audience from purchasing, design and procurement departments. Focus on maritime, offshore, wind & project logistics

Evening:

Dutch - Nantong Maritime & Offshore business dinner for all participants + Nantong business people + relevant Nantong / Jiangsu government & business representatives.

Tuesday May 14 - Nantong, Qidong, Nanjing

Morning:

Site visits in Nantong + Qidong (Nantong offshore manufacturing base) incl. 1 on 1 company matchmaking and business presentations at Keppel, Honghua – Daoda – Cosco Nantong – Rongsheng - Mingde.

Simultaneously

Seminar: The Netherlands / Rotterdam as EU Maritime & Offshore Hub, incl. NFIA – RIA – Port of Rotterdam.

Afternoon:

Bus transfer to Nanjing (arrival time ± 16.00 h.) Possibility to check and finalize stand preparations for CIMPS-Europort at the Nanjing International Expo Center.

Wednesday May 15 - Nanjing

09.30 – 17.00 Participation CIMPS-Europort.

Morning:

Opening ceremony CIMPS-Europort + official touring Dutch pavilions, for more info on CIMPS-Europort see brochure.

Afternoon:

Participation to CIMPS-Europort special matchmaking event, followed by Dutch / Jiangsu networking & cocktail reception.

Thursday May 16 - Nanjing

09.30 – 17.00 Participation CIMPS-Europort.

Morning:

- Seminar (China outbound): The Netherlands / Rotterdam as EU Maritime & Offshore Hub, incl. NFIA – RIA – Port of Rotterdam, followed by lunch;
- Seminar (China inbound): The Netherlands & Jiangsu: maritime & offshore partnership (incl. wind), followed by lunch.

Afternoon:

Optional: site visits Shipbuilding / Wind / Offshore.

Friday May 17 – Nanjing, Shanghai

09.30 – 14.00 Participation CIMPS-Europort.

Afternoon:

Traveling to Shanghai by train / own arrangements / tailor made arrangements at request.

Evening:

Shanghai, Sino - Dutch Maritime & Offshore Dinner, financed by participating companies from Maritime, Offshore & Wind sectors.

Participation details

Target companies

Participation to the Dutch Jiangsu Maritime & Offshore Week is open for Dutch companies, based in the Netherlands and/or China, in the field of shipbuilding, offshore and wind energy. The program is based on a minimum number of 20 persons.

Participation costs for the Dutch Jiangsu Maritime & Offshore Week

Participants to the Dutch Jiangsu Maritime & Offshore Week benefit from an all-inclusive package including the following services:

- All company and shipyard visits as listed in the program
- All seminars, matchmaking- and business meetings as listed in the program,
- Buffet dinner in Shanghai on Sunday
- Dutch–Nantong Maritime & Offshore business dinner with Chinese invitees on Monday
- Networking cocktail reception on Wednesday
- Participation in the exhibition CIMPS-Europort with company stand or through national pavilion (*)
- 5 Hotel nights in Shanghai, Nantong and Nanjing
- Bus transfers on mon/tue/wed/thu/fri
- Use of translators during the technical program on mon/tue/wed
- Train ticket (bullet train) from Nanjing to Shanghai on Friday
- Use of meeting- and seminar rooms during the whole week
- Coordination services from RCRO and Ahoy Rotterdam
- Closing dinner in Shanghai on Friday (**)

Participation fee: € 2,000 per person

**) Participation in the Dutch Jiangsu Maritime & Offshore Week is only possible in combination with participation in CIMPS-Europort. Stand costs for CIMPS-Europort will be charged additionally depending on the reserved stand size and stand options.*

***) closing dinner in Shanghai is at own account*

Participation options for CIMPS-Europort

- Participation through the Maritime By Holland Pavilion, organized by HME. The pavilion is located near the ship yard section.
Additional costs: € 4,950 all in per company
- Participation with an individual stand to be reserved with exhibition organizer Ahoy Rotterdam. For rental prices see brochure CIMPS-Europort.

All prices are excl. VAT.

For more information or to apply for participation please contact:

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or

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