

Trade Mission Smart and Green Mobility to the People's Republic of China

Guangzhou - Shanghai
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Mr. Nico Anten – Executive Chairman

Mrs. Lia Hsu – Project Manager

Company description

Smart and sustainable mobility' - this is the motto of the Dutch Connekt network and the ambition that businesses, public authorities and knowledge partners are working towards within it. They are taking these steps together as partners. After all, such is the speed of technological, political and social developments that an increasing number of businesses and organizations are joining forces to safeguard the health of our economy and society.

Globally, the political balance of power, cultural patterns and the ecological balance are shifting, and all the while physical and social systems are increasing in complexity. Emerging realities are upsetting the economic, ecological and social status quo. The number of points of intersection within our economy is therefore increasing too. Decisions taken at each of these points impact on the continuity of the system as a whole. Responsibility for these decisions can no longer be placed with a single institute or an individual. That means professional, committed and independent networks are taking on an increasingly important role.

At the heart of this complex environment Connekt functions as an 'outstanding, broad and committed network of professionals from the mobility and logistics sectors', as one Connekt member recently put it. Broad, because - together - Connekt's members have access to a wealth of knowledge and expertise: the network is made up of businesses, public authorities, knowledge institutes and innovative start-ups. Committed, because members not only feel a connection to the social challenges of our age, but also want to do something about them. Outstanding, because - together - Connekt's members form an independent network of partners who work together, by means of network meetings, study trips, trade missions, programs and projects, to achieve a sustainable impact - at international level too.

Together, Connekt's members make up an organization with a vigilant, open culture that anticipates and inspires. Connekt therefore facilitates a proactive and creative dialog on critical and complex issues and in doing so creates scope for solutions and promotes freedom of action. Within Connekt we can act as 'learning pioneers', in the knowledge that our trusted network environment will support us as a kind of living safety net.

Connekting...

The 500-plus members are 'learning pioneers' in the area of smart, sustainable and social mobility and carry out this role through various programs, projects and other activities, often initiated by members themselves. Connekt's strength lies in the connections it creates. After all, establishing surprising links between fields that have previously had little to do with each other generates new business opportunities.

Connekt carries out so many programs and projects that it is impossible to mention them all. However we want to introduce you to two of our programs the 'Smart Mobility Embassy' and 'Lean & Green Europe'.

Smart Mobility Embassy: the world's gateway to smart mobility in the Netherlands

The Netherlands is an advanced society characterized by a successful economy and a highly complex transport infrastructure. As such, it offers an optimized environment for the research, testing and deployment of the transformative mobility technologies that will define the future of mobility. Within this context, the Smart Mobility Embassy acts as the source of knowledge, innovation, best practices and deployment options for Smart Mobility across the Netherlands.

Lean & Green Europe: 100% collaboration 0% emissions

In today's age of ultra-mobility, advanced logistics enable the rapid and just-in-time transportation of goods by land, air and water. Press 'Buy now' and your order arrives within hours. Lean & Green

Europe appreciates all the lifestyle benefits as much as anyone. But at the same time we believe that with mobility must come sustainability. And that sustainability can – and must – equal profitability. Hence our determined, collaborative and sophisticated effort to eliminate emissions in the logistics supply chain.

Our mission is to achieve 0% emissions through 100% collaboration. A unique process of sharing and working together – a process that has built our reputation and will continue to ensure our relevance and success. Where all 500 logistics companies in our network create a vibrant arena for the exchange of ideas and expertise. An arena in which the forging of trusting relationships is every bit as important as technical knowledge.

智能可持续出行” -这是荷兰 Connekt 网（Dutch Connekt network）的座右铭，也是其企业、公共机构和知识伙伴共同的追求。他们正作为合作伙伴一起采取这些步骤。

Connekt 网的成员们组成的组织有着机警、开放的文化，能够预测和启发。Connekt 网推动就关键复杂问题进行积极、创造性的对话，来为解决问题创造机会，推动行动自由。

500 多名成员在智能、可持续和包容性出行方面是“学习先锋”，他们通过各种计划、活动、项目完成这一使命，活动通常是由成员发起的。Connekt 网的优势就在于它所建立的联系。两大亮点是：

- Smart Mobility Embassy (智能出行大使馆)：全球通往荷兰智能移动的门户
- Lean & Green Europe：欧洲领先的 100% 合作，零排放社区

Company objectives in China & specific request for the program

- Meet with new partners active in Smart & Green Mobility
- Share best practices on public & private collaboration
- Promote Dutch expertise, knowledge and best practices of the Smart Mobility Embassy
- Find a partner for Lean & Green program in China

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Mrs. Lieke Arts – Senior Advisor

Mr. Jonathan Beard – Head of Business Advisory & Sector Lead for Transportation, Asia

Arcadis is the leading global Design & Consultancy firm for natural and built assets. Our 28,000 staff are active in over 70 countries generating revenues that exceed €3 billion. In China, Arcadis has over 2,000 professionals in 20 cities. Our services include Business Advisory, Urban Planning, Master Planning, Conceptual and Detailed Design and Engineering, Quantity Surveying, Project Management, Program Management and Operational Consulting in three asset classes: Infrastructure, Water and Buildings, and Environmental Solutions.

Arcadis has a proven track record in Smart Mobility. We publish a number of thought leading reports on intelligent transportation systems and mobility, including the Sustainable Cities Mobility Index. In the Netherlands, we advise a wide range of clients including ministries, municipalities and road authorities. Examples include our smart mobility innovative coaching for the Dutch road authority and government organizations, and with the city of Amsterdam, we are working to implement Mobility as a Service.

Arcadis 是全球领先的自然和建筑资产设计与咨询公司。我们的 28,000 名员工在 70 多个国家工作，创造的收入超过 30 亿欧元。Arcadis 在中国的 20 座城市拥有 2000 多名专业技术人员。我们的服务包括商业咨询、城市规划、总体规划、概念性详细设计与工程、工料测量、项目管理、在基础设施、水和建筑以及环境解决方案等三个资产类别进行项目管理和运营咨询。

Arcadis 在智能移动领域拥有公认的业绩。我们发表了许多关于智能交通系统和移动性方面具有指导思想的报告，其中包括可持续城市移动指数。在荷兰，我们为包括各部委、市政部门和道路管理部门在内的广泛的客户群提供建议。例如，我们为荷兰公路管理局和政府机构提供智能移动创新训练，并与阿姆斯特丹市一起正在努力实施移动即服务。

Company objectives in China & specific request for the program

- Present the Big Urban Clients program to cities Guangzhou and Shanghai.
- Meet with decision makers
- Present at seminars & round tables. Topics Mobility as a Service projects in the Netherlands, smart mobility and examples of cooperation with governments in the Netherlands.

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ARRIVA

Mr. Anne Hettinga - CEO



Company description

Arriva Nederland is part of Arriva Group, which is owned by Deutsche Bahn. Arriva is a leading provider of passenger transport, and operates in 14 European countries.

In The Netherlands, Arriva operates with a staff of more than 6,000 people across nine provinces. In addition to rail and bus transport, Arriva, in cooperation with Koninklijke Doeksen, operates the Waterbus in South Holland, and is active in the Dutch coach industry under the name of Arriva Touring.

Arriva is committed to provide zero-emission public transport. Presently, Arriva already has a substantial number of electric buses, uses green power where available for its rail transport and is developing a train that runs on biofuel.

Arriva is convinced that competition is essential to provide the best services to passengers. Arriva, with an annual turnover of 650 million, is one of the largest players in the Dutch public transport market.

Arriva 荷兰分公司隶属于德国铁路公司拥有的 Arriva 集团。Arriva 集团在欧洲 14 个国家经营公共交通服务。Arriva 荷兰分公司在荷兰各地拥有 6000 员工。除了铁路和巴士运营，也在南荷兰省运营水上巴士。它也通过分支品牌 Arriva tour 在旅游商务车市场很活跃。

Company objectives in China & specific request for the program

- Added value of Chinese electric busses compared to European busses

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Mr. Zsolt Szabo – Vice President Public Sector

Mr. Bas Morselt – Vice President

Company description

Capgemini is a global leader in consulting, technology services and digital transformation, Capgemini is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. It is a multicultural company of 200,000 team members in over 40 countries.

Digitization and rapid advances in technology have revolutionized the industry. Incorporating the technology shift and open innovation partnerships we build engineering solutions for successful products and services in the intelligent automotive ecosystem. Our agile way of working and our global presence help us develop organizational and technological structures to drive efficient and value adding delivery of solutions.

凯捷是咨询、技术服务和数字化转型领域的全球领先企业。凯捷处于创新的前沿，致力于在不断发展的云和数字平台领域为客户提供广泛的机会。凭借 50 年的深厚传统和丰富的行业专业知识，凯捷使各个公司通过包括从战略到运营在内的系列服务实现商业目标。凯捷确信技术的商业价值来自员工，并通过员工而实现。凯捷是一个多元文化公司，在 40 多个国家拥有 20 万名员工。

数字化和技术的快速发展已经使该行业发生了革命性的变化。我们将技术变革和开放式创新合作伙伴关系相结合，为智能汽车生态系统中的成功产品和服务构建工程解决方案。我们灵活的工作方式和全球影响力有助于我们发展组织结构和技术结构，推动解决方案高效且增值的交付。

Company objectives in China & specific request for the program

- Road pricing
- Use of blockchain in mobility
- Autonomous drones and how these are integrated in existing infrastructure
- Visit to EHANG or one of their competitors

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City of Amsterdam



Mr. Pieter Litjens – Alderman for Traffic & Transport

Mr. Tijs Roelofs – Head of Innovation Programs

City description

Amsterdam serves as an example to the rest of the world when it comes to using innovation to solve urban issues. In 2016, the European Commission recognized this by naming Amsterdam the 2016 European Capital of Innovation, praising the way Amsterdam's innovation ecosystem connects citizens, public organizations, academia and business.

The city of Amsterdam facilitates innovation in many ways, whereby openness, creativity, pragmatism and collaboration come first. This can be seen in the big number of startups, high-tech companies, top universities, knowledge institutions, and initiatives.

Amsterdam's successes were therefore never truly derived from a top-down structure – instead they were rooted in the capability to mobilize the power and creativity of different stakeholders, leading to collaboration and co-creation.

The ambition is to have an accessible, smarter and more future proof City. Via a program Smart Mobility Amsterdam wants to improve the safety, accessibility, air quality, quality of life, and attractiveness of Amsterdam.

the goals of this action program Smart Mobility contribute to the goals of the Executive agenda Mobility and Agenda Sustainability: improving the safety, accessibility, quality of life and attractiveness of Amsterdam.

Improve the safety, accessibility, air quality, quality of life, and attractiveness of Amsterdam.

Goals for the action program specifically:

1. Get insights in (technological) developments and innovations in the field of mobility and its impact on the city.
2. Anticipate on technological innovations and use these to reach the goals.
3. Stimulate and accelerate innovation in the city
4. Strengthen cooperation with knowledge institutions and market parties.
5. Become smarter as a municipality by working data driven with knowledge institutions and market parties. Condition is to protect privacy and sensitive information more and better. This program needs to work on mobility solutions for Amsterdam. Clean Air is important, but is a bigger topic in the Agenda Sustainability.

在利用创新解决城市问题方面，阿姆斯特丹为世界其他地区树立了榜样。2016年，欧盟委员会授予阿姆斯特丹“2016年欧洲创新之都”之称，认可了这一点，并赞赏了阿姆斯特丹的创新系统将公民、公共组织、学术界和商界联系起来的方式。

阿姆斯特丹市以多种方式促进创新，排在第一位的是开放、创新、务实和协作。数量众多的初创企业、高科技公司、顶尖大学、知识机构和倡议正反映了这一点。

因此，阿姆斯特丹的成功从来不是自上而下驱动的，而是植根于动员不同利益攸关方的力量和创造力的能力中，倡导合作和共同创造。

我们的目标是建立一个无障碍、更智能、更经得起未来考验的城市。阿姆斯特丹智能出行计划旨在提高阿姆斯特丹的安全性、可达性、空气质量、生活质量和吸引力。



阿姆斯特丹正通过智慧城市计划来实现其交通的安全，快速通达，同时保护空气质量和生活品质。该项目的几大目标是关注/预测交通的技术创新及对城市影响。促进创新在城市中的应用，加强知识机构和市场参与者的合作。这两者驱动的大数据能帮助城市交通更绿色和智慧。

City objectives in China & specific request for the program

1. Innovation, Smart Mobility & Urban Development
 - a. Cities are expanding, how do they keep the cities attractive and liveable (use of incentives etc?).
 - b. What are the starting points for developing new areas (for example first infrastructure and then the number of citizens)
2. Developments on Mobility as a Service
 - a. Collect and analyze data
 - b. What parties are involved?
 - c. What is the role of the government?
3. Cooperation with private organizations.
 - a. Role of start-ups
 - b. Do cities such as Shanghai and Guangzhou have specific teams on smart mobility and innovations?

City of Amsterdam

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DELTAS PLANET EARTH



Mr. Gepco de Kruijff – General Partner CEO

Deltas Planet Earth partners help the daring build resilient and flourishing river delta communities around the world. We initiated Enterprise HollandDelta, a public-private partnership (PPP) for the Dutch Rhine Meuse delta as launching delta to reconnect communities with the planet and transform deltas in a safe operating space of humanity with creative and innovative economies. In the Netherlands we transform the Rhine Meuse delta as spearhead project to convert € 75 billion spendings per year in sustainable forms of tourism. We are creating a (aspiring) UNESCO Global Geopark, a National Park and a tourism destination infrastructure with € 1 billion assets under management. We develop areas and destinations by combining cross-cutting domains as Water, Tourism, Mobility, Health, Sport, Food, Nature, Culture, Digital and Education. By providing services for governments and orchestrate services provisioning for multi-actor, multi-level platforms and networks for generative economies.

Deltas Planet Earth 合作伙伴帮助锐意进取者在世界各地建设高适应性和繁荣的河流三角洲社区。我们发起了 **Enterprise Holland Delta**，这是一个面向荷兰莱茵河三角洲的公私合作伙伴关系（PPP）。作为启动三角洲，PPP 将社区与地球重新联系起来，并将三角洲转变为人类安全运营的区域，发展具有创造性和创新性的经济。在荷兰，每年在可持续性旅游中转化 750 亿欧元的开支，我们的莱茵河默兹河三角洲是其中一个先锋项目。我们正在建立一个（有抱负的）教科文组织世界地质公园，一个国家公园和一个旅游目的地基础设施，拥有 10 亿欧元的管理资产。我们通过将水、旅游、交通、健康、体育、食品、自然、文化、数字和教育等交叉领域相结合，对区域和目的地进行开发。通过为政府提供服务，多领域、多层次平台和网络提供汇集服务，进行经济发展。

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EINDHOVEN UNIVERSITY OF TECHNOLOGY

Mr. Auke Hoekstra – Senior Advisor Electric Mobility

Company description

The Eindhoven University of Technology is one of the three technical universities in the Netherlands. It is located close to companies like ASML, NXP, Phillips and VDL and is a very entrepreneurial university. It focusses on renewable energy and smart electric mobility. Specific research areas are charging infrastructure, heavy electric trucks and light electric vehicles (LEV).

Mr. Hoekstra is the senior advisor electric mobility, sometimes called "Mr. EV". He advises government and companies on electric vehicles. He tells them what to expect and which policies are best. He also tells them where to place charging stations. His main research is into agent-based models of neighborhoods with a lot of renewable energy and electric vehicles. The models show that the batteries of electric vehicles can make the system more efficient by using the batteries in the electric vehicles to store energy from solar and wind. An example is SparkCity.org.

埃因霍温科技大学是荷兰的三所技术大学之一。该大学位于阿斯麦、恩智浦、飞利浦和VDL等公司附近，是一所充满创业精神的大学。埃因霍温科技大学侧重于可再生能源和智能电动交通领域。具体的研究领域包括充电基础设施，重型电动货车和轻型电动车（LEV）。

Hoekstra先生是电动汽车方面的高级顾问，有时被人称为“电车先生”。他为政府和公司在电动汽车方面献计献策。他会告诉他的客户期望什么以及哪些政策是最有利的政策。他还告诉他的客户在哪里放置充电桩。他的主要研究是以代理为基础并包含大量的可再生能源和电动汽车的社区模型。这些模型显示，电动车辆的电池可以使系统更加高效，这是通过利用电动车辆中的电池存储来自太阳能和风能所产生

Company objectives in China & specific request for the program

My company ENTRAMO (ENergy TRAnSition MOdelling) can predict the speed of EV adoption in a city, best roll-out strategy for charging infrastructure and how to run the city on 100% renewables, using batteries in electric vehicles to overcome intermittency problems. Our agent-based models can really show you what the future of your city looks like in terms of renewable energy and mobility and allows you to explore different policy options. We hope to find modeling assignments from municipalities or companies in China.

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HARDT HYPERLOOP



Mr. Mars Geuze – Commercial Director

Mr. Bertrand van Ee – Non-Executive Director

Company description

Hardt provides solutions that align with the global challenges of congested transport networks, climate change and accelerating supply chains. By developing the Hyperloop we create on-demand, high-capacity and affordable transportation so people and goods can be transported over any distance in a short time. Clean, safe and accessible for everyone.

Hyperloop is based on a network of tubes through which vehicles can travel directly to their destination without transfers or intermediate stops with almost no air resistance. Speeds of up to 1000 km/h are attainable.

Due to the scalability of hyperloop, it functions to connect urban hotspots with surrounding communities to accommodate rapid urbanization over a larger area, and simultaneously as a clean alternative to aviation to help reach climate goals.

Hardt fundamentally believes that cooperation and international standardization will bring us further and is open for collaboration through our partner network.

公司为全球日益拥挤的交通系统提供解决方案。开发的 Hyperloop 能提供基于需求，高容量和经济性的交通方案，保证人和货物能在最短时间去往目的地。Hyperloop 是研发的一种超级管道系统，作为一种“超级高铁”能将时速达到 1000 公里/小时。不用中转或中途停靠。Hyperloop 的规模能让它连接城市交通热点区及周边社区。满足城市快速直达保护清洁城市的目标。

Hardt 坚信合作和国际标准化能推进这个进程。期待和更多合作伙伴的合作。

Hardt Hyperloop

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Life Wisdom Parking and Mobility

Mr. Jeroen de Vries – Managing Director

Mrs. Siyuan Wang - Translator



Company description

Searching for a parking space takes on average 20 minutes, and in bigger cities like Paris and Madrid 30 minutes on average. The biggest impact however is on the environment, 30% of the air pollution in urbanized areas is caused by search traffic.

Life Wisdom Parking and Mobility offers a total smart parking solution, offered as Parking as a Service. Our parking solution is a license plate based parking system which is fully automated and intelligent and can be used 24/7. All systems are connected to the Life Wisdom Parking and Mobility Suite from where they can be monitored, controlled and operated through one user interface. All administrative and workflow processes are automated and can be managed out of the control center.

Every segment of parking is covered within our system, whether it is on street parking, off street parking, or simply increasing the number of parking spaces with modular car parks, we have the solution. No parking strategy can succeed without strict enforcement therefore we also integrated enforcement solutions as well, so every parking violation will be noticed and can be punished immediately. Every connected system has proven itself all over the world and can be characterized by its high reliability and accountability.

The Life Wisdom Parking and Mobility system will ensure cities and operators that their parking spaces will be used in the most optimal and efficient way possible.

With our Web and App solution, drivers no longer need to search for a parking spot, instead they will be guided to the nearest available parking space in the vicinity of their destination. This results in the most efficient use of the available parking spaces.

Life Wisdom Parking and Mobility

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NEDERLANDSE SPOORWEGEN (DUTCH RAILWAYS)

Mr. Roger van Boxtel – Chief Executive Officer

Mr. Bas Bakker - Director Network Development and Planning

Company description

NS operates in the public transport sector. We encourage the use of public transport and we keep the Netherlands moving. Our activities are always centred on our passengers and we are working to make their door-to-door journeys as pleasant and as sustainable as possible.

Our staff in the Netherlands and abroad is working every day on reliable passenger transport, comfortable trains and buses, and world-class stations. Together with our public transport partners, we are working continuously on improving the door-to-door journey. The operations of NS cover both passenger transport and station development and operation

荷兰铁路（NS）从事公共交通行业。我们鼓励使用公共交通，保证荷兰交通运输顺畅。我们的活动始终以乘客为中心，努力使他们“门到门”的旅行尽可能愉快和可持续。

我们在荷兰和海外的员工每天都在努力提供可靠的客运、舒适的火车和公车，以及世界级的车站。我们和公共交通合作伙伴一起，不断改善“门到门”的旅程。荷兰铁路的运营包括客运和车站的开发和运营。

Nederlandse Spoorwegen (Dutch Railways)

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NXP Semiconductors



Mr. Maurice Geraets – Executive Board of NXP Netherlands

Company description

NXP Semiconductors is a global semiconductor company with 33,000 employees in 31 countries and a revenue of \$9.3 billion in 2017.

We address 'Secure Connections for a Smarter World' in a wide range of automotive, identification & security, smart cities, internet of things and mobile applications.

In cyber security we have the world's number one semiconductor portfolio. Next to being the NFC inventor and market leader (near field communication, e.g. for secure mobile payment), we are the global market leader in chips for passports, banking cards, ID cards and transportation tickets.

In automotive we are the world market leader with over 90% of all cars being produced globally using NXP chips sets. With Smart Mobility, ITS (Intelligent Transport Systems) chips, we enable automated driving, safer traffic, less traffic congestion and lower pollution.

恩智浦半导体 (NXP Semiconductors) 是全球半导体公司, 在 31 个国家拥有 33000 名员工, 2017 收入 93 亿美元。

我们为多种汽车、识别&安全、智能城市、物联网和移动应用提供“更智能的世界中更安全的连接”。

在网络安全方面, 我们有世界第一的半导体系列产品。我们除了是近场通讯的发明者和市场领导者 (近场通讯, 例如安全移动支付), 也是护照、银行卡、身份证和交通票据芯片行业的全球市场领导者。

在汽车行业, 全球生产的超过 90% 的汽车使用恩智浦芯片, 我们是这一行业的全球市场领导者。在智能出行方面, 有了智能交通系统芯片, 我们可以自动驾驶, 安全出行, 减少交通拥堵和污染。

Company objectives in China & Specific request for the program

- Visit to NXP Shanghai with a demonstration of the collaboration with Alibaba
- Paving the road for automated driving:
 - Required technology for Connected & Automated Driving
 - Initiatives in Europe and The Netherlands to drive deployment
 - Example of Sino-Dutch partnership on research and development of communicating cars (with Tongji University)

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Mrs. Editha Hoogenberg-Derksen – Manager Intertraffic China, Mexico & Indonesia

Company description

Accelerating the connection between today's and tomorrow's mobility challenges is our Intertraffic mission.

Intertraffic is the international marketplace for smart mobility, infrastructure, traffic management, road safety and parking.

Connecting professionals in traffic technology industry worldwide with events in Amsterdam, Mexico City, Shanghai, Beijing, Jakarta and Istanbul.

Intertraffic 的使命旨在加速今天和未来移动性挑战之间的联系。

Intertraffic 是汇集了智能移动、基础设施、交通管理、道路安全和停车的国际市场。

我们将全球交通技术行业的专业人士与阿姆斯特丹、墨西哥城、上海、北京、雅加达和伊斯坦布尔等城市的大型活动紧密联系在一起。

Company objectives in China & specific request for the program

Developments in China in mobility are expanding fast. With existing and new partners we want to create a genuine market place where both Chinese and international professionals do business, share their knowledge and network in this dynamic market. For example the Smart Mobility conference that we organise in close cooperation with ITS China and ITSUP, an event for startups in mobility.

The traffic and mobility industry are getting more and more connected with the automotive industry. Our vision is to highlight developments as Connectivity, Mobility as a service and electrification at our events. And seek cooperation with new industries as OEM, ICT, big data and telecom.

I would be pleased to meet you, learn from your expertise and look into a possible cooperation.

Intertraffic China will take place from 28-30 May 2018 in Beijing.

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RDW (Netherlands Vehicle Authority)



Mr. Zeger Baelde – Chief Operations Officer

Company description

RDW is the Netherlands Vehicle Authority in the mobility chain. RDW has developed extensive expertise through its years of experience in executing its statutory and assigned tasks. Tasks in the area of the licensing of vehicles and vehicle parts, supervision and enforcement, registration, information provision and issuing documents.

在交通领域，RDW 是荷兰车辆管理局。RDW 通过执行法定任务的多年经验积累了丰富的专业知识。车辆和车辆零部件牌照方面的工作包括监督和执法、登记、信息提供和文件签发等。

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TECHNOLUTION

Mr. Jan van der Wel – Chief Executive Officer

Company description

Technolution is a diversified high-tech technology integrator that realizes innovations within the Transportation, Utility, Public Safety Security and High-Tech Technology sectors. Technolution provides software and services including technology hardware and equipment

Products for smart and green mobility are:

- MobiMeastro is a platform developed for coordinated network-wide traffic management. Cities realize their pollution and traffic KPI's using this decision support toolbox that uses multiple data sources like roadside and in-vehicle sensors and actuators like Variable Message Signs, Traffic Light Controllers and Floating Car Data
- FlowRadar. A secure and safe ITS 5G/G5 (IEEE 802.11p) compliant V2V/V2I solution for cooperative driving
- EyeCentral. Audio/Video switching and control equipment for control rooms including pixel space management, operator task management, camera control and control hand-over
- Tunnel and Bridge system control
- Electronic Public Transport Ticketing Equipment

Together above products are building blocks to implement a full Mobility as a Service.

Types of clients served are:

- owners of roads, tunnels and rail tracks;
- government agencies & cities,
- construction & engineering companies
- telecom operators
- public transportation operators and ticketing agencies
- homeland security and alarm services like police, fire brigade and ambulance.

Unique selling points are 1:

- our specific domain knowledge concerning traffic management, cooperative driving and tunnel safety.
- control room technology
- security and safety by design
- multi modal transportation e-ticketing

Technolution 是一家多元化的高科技技术集成商，致力于实现运输、公用事业、公共安全和高科技领域的创新。

Technolution 提供包括技术硬件和设备在内的软件及服务。

智能和绿色交通产品包括：

•MobiMeastro 是为协调全网交通管理而开发的平台。城市利用这个决策支持工具箱实现污染和交通的关键绩效指标。该工具箱使用多种数据源，如包括可变消息标志、交通灯控制器和移动车辆数据在内的路边和车内传感器和执行器

- FlowRadar。一个用于协同驾驶的安全的 ITS 5G / G5 (IEEE 802.11p) 兼容的 V2V / V2I 解决方案
- EyeCentral。用于控制室的音频/视频切换和控制设备，包括像素空间管理，操作员任务管理，摄像机控制和控制切换

- 隧道和桥梁系统控制
- 电子公共交通售票设备

以上产品一起构建了完整的移动服务模块。

Company objectives in China & Specific request for the program

- Looking for road operators (cities, provinces, toll operators) that want to realize sustainability with the use of traffic management. Sustainability in the sense of improve traffic flows, air quality and/or safety.
- Contact with Value-Added-Resellers, Agents and Integrators to explore possibilities for cooperation in China. What would be valuable is if these partners have knowledge and expertise that can help Technolution with their approach in Europe and North America.
- Contact with (possible) clients to get a general impression of the challenges they face in China.
- Partners that have knowledge of the Chinese and European/American business culture. Contact with people who for example have studied, lived and/or worked in Europe/America and have returned to China is an important element for finding suitable partners for Technolution.
- Preferably contact with decision makers, people with knowledge of transportation and infrastructure.

Technolution

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TNO/BDVC

Mr. Jan Wester – Director

Company description

TNO is the largest applied research organization in the Netherlands, with a mission to accelerate and implement highly advanced innovations and a highly valued partner for bridging the gap between fundamental knowledge and the commercial market. We improve quality of the urban environment and competitiveness and safety of industries in urban hotspots by:

1. Creating environmental sensing networks and data platforms for environmental management and safety, either to minimize nuisances, hazardous and polluting sources or to reduce the impacts in terms of exposure to these sources of the environment and inhabitants.
2. Developing modelling tools, enabling users to assess and evaluate current and future resource flows, their impact on local economy, infrastructures and environment, thereby enabling optimal industrial symbiosis, resource and energy use, minimal pollution and minimal impact on urban health.
3. Creating technologies to scale circular business models that maximize sustainable use of resources through design, logistics and upcycling waste.

As the national institute for applied science TNO covers all technologies like IoT, blockchain, AI and 5G. Core competences that enable smart city developments and integrated services. TNO's main themes are: smart mobility, circular waste & energy and full water cycle management are targets as well as eHealth and mHealth.

The Big Data Value Center (BDVC) is a unique open innovation platform for shared value creation with Big Data. As independent foundation the BDVC offers a large network that contributes knowledge, insights and business cases. It hosts the Dutch national Linked Data community and offers access to operational field labs like the Amsterdam ArenA Stadium and exports smart stadium solutions.

TNO（荷兰国家应用科学院）是荷兰最大的应用研究组织，其使命是加速和实施高度现代化的创新，并成为缩小基础知识和商业市场之间差距的重要的合作伙伴。我们通过以下方式提高城市环境质量和城市热点产业的竞争力和安全性：

1. 为环境管理和安全建立环境传感网络和数据平台，以尽量减少干扰，危险和污染源，或降低这些有害因素对环境和居民的影响。
2. 开发建模工具，使用户能够对当前和未来的资源流动和资源流动对当地经济、基础设施和环境的影响进行评估，从而实现工业共生、资源和能源利用的优化，污染程度最低且对城市健康的影响最小。
3. 创建规模循环商业模式的技术，通过设计、物流和废物升级循环，在最大程度上对资源进行可持续的利用。

TNO 作为国家应用科学院，涵盖物联网、区块链、人工智能和 5G 等所有技术，拥有可以促进智能城市发展和一体化服务的核心能力。TNO 的主题包括：智能出行，循环垃圾&能源，水循环全程管理，电子健康和移动健康。

大数据价值中心（BDVC）是利用大数据共同创造价值的独特开放创新平台。作为独立基金会，该中心的大型网络可以提供知识、见解和商业案例。荷兰国家关联数据社区在这里运营，中心同时可接入现场实验室，如阿姆斯特丹 **ArenA** 体育场，带来智能体育场解决方案。

TNO/BDVC

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UNICON EUROPE BV

Mr. Nico Leerdam – Member of the Board

Mrs. Bonnine Xie – Chief Executive Officer



Company description

Unicon Europe participates in Joint ventures and investment projects in the area of infrastructure equipment and software, water/waste management and sustainable energy since 1999. We are specialised in the development of business in the Asian market by acting as project managers or partner for public and private European companies. Unicon is involved in: Realisation of radar, security, ATC/ATM Systems for Airport; Seaport, Highway and Railway.

Our main activities:

- Project management
- Procurement
- Engineering
- Lobbying
- Production and Manufacturing
- Marketing and Sales
- Investments

Unicon selects an individual expert or team of professionals with full understanding of and extensive practical experience with the projects. These professionals are part of an expanding global network of experts, build up from a nucleus of well-qualified independent advisors.

欧洲（荷兰）联纵集团公司是一个综合性发展的集团公司,为企业提供: 项目工程管理,业务运作策划与管理,市场与项目的策略和新市场组织开发。同时,集团公司致力于项目开发,并承担项目代理与融资管理,另外还为上市及私人公司提供顾问及参与投资。

联纵集团公司主要在以下领域业务:

- 项目管理:项目融资,商业发展计划,项目投标。
- 机场,海港,铁路安全运营系统与空管安全设备。
- 建筑与环境领域:环境管理,水资源发展,生态,废物管理。
- 基础设施:道路和铁路技术工程,噪音控制工程,交通和运输。

联纵集团公司寻求与客户建立长期性合作的战略伙伴关系及专业工程项目合作。

联纵集团公司的专家或专家组以充份的理解和广泛的实践经验为基础进行方案处理。这些专家是我们全球扩展网络上的重要组成部份,都是具有专业资格,开展工作得到高度专业化公司内部各方面的全力支持。

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Company description

VNA, the Association of Dutch vehicle leasing companies, has been acting as the spokesperson for the interests of the industry for 35 years. It has grown into a professional association for car leasing, fleet management and mobility, representing 91% of the Dutch vehicle leasing industry.

Over the years, car leasing has developed from a financial product into a full-service product, with outsourcing and cost savings as important core values. As a business partner, car leasing companies in the Netherlands support their customers to achieve their goals in the areas of mobility, sustainability and employee satisfaction.

Nowadays, mobility is transforming. The future is less about people owning cars and more about intelligently connecting different modes of transportation. The Dutch car leasing industry is evolving from B2B car leasing towards both B2B and B2C, acting as mobility provider. Connected (shared) vehicles, autonomous driving, electrification and digitalization are some of the key developments. Smart and green are the main topics that fuel the new age of mobility.

荷兰汽车租赁公司协会 VNA 35 年来一直是该行业利益的代言人。现已发展成为汽车租赁、车队管理和出行方面的专业协会，代表 91 % 的荷兰汽车租赁行业。

多年来，汽车租赁已经从一种金融产品发展为一种全方位的服务产品，并以外包和节约成本作为重要的核心价值。荷兰的汽车租赁公司作为业务合作伙伴，支持客户实现在出行、可持续性和员工满意度方面的目标。

如今，出行正在经历变革。今后的关注点不再是人们拥有汽车，而是将不同的交通方式智能地连接在一起。荷兰汽车租赁业正在从 B2B 汽车租赁向 B2B 和 B2C 两者发展，成为出行服务提供商。联网(共享)车辆、自动驾驶、电气化和数字化是关键发展方向的一部分。智能和绿色是推动出行新时代的重要主题。

Company objectives in China & Specific request for the program

- Fact finding on smart & green mobility
- New business cases for mobility

Association of Dutch vehicle leasing companies (VNA)

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University description

VU Amsterdam: Recent developments in information and communication technology are transforming the way people live, how enterprises of all sizes operate and the shape of society itself. Through smart mobile devices and ubiquitous Internet, people, devices and objects can be continuously in contact with each other. Networks and systems are able to span across previous spatio-temporal barriers whereby real-time coordination and optimization of daily personal activities and businesses processes becomes feasible. These possibilities will have a great effect on the transportation sector. This in turn creates a huge opportunity for the public and private sectors, civic organizations and knowledge institutes to join hands to foster innovation.

Meeting this challenge requires an interdisciplinary approach. Our research is aimed at developing new models, methods and tools for improving the efficiency of logistics processes for human mobility and freight transport. These tools can then be used by the target groups for policy and decision support.

信息和通信技术的最新发展正在改变人们的生活方式，各种规模企业的运作以及社会本身的形态。通过智能移动设备和无处不在的互联网，人、设备和物之间可以保持不间断的联系。网络和系统能够跨越以前的时空障碍，从而实现个人日常活动和业务流程的实时协调和优化。这些将对交通运输业产生巨大的影响。这也为公共和私营部门、民间组织和知识研究机构携手推动创新创造了重大的机遇。

迎接这一挑战需要跨学科的方法。我们的研究旨在开发新的模型，新的方法和新的工具，以提高客运和货运的效率。目标群体可将这些工具可以用于政策和决策支持。

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V2FUTURE



Mr. Nathan Fox – COO & Co-Founder

Mr. Liwei Lang – Sourcing Director

Company description

V2FUTURE, co-founded in 2013 by executives of leading Chinese companies in Europe, was aiming at bridging Chinese and European innovative enterprises and technologies. The focus of V2FUTURE includes two businesses:

Innovative Hardware Distribution

V2FUTURE successfully introduced various leading innovative hardware from China to Europe and distributes them into over 10 European countries, e.g. DJI, Hikvision (Ezviz), etc.

New Retail Eco-System

2PAYNOW, a sub-brand of V2FUTURE, also as the only technology platform in Europe that unifies leading Mobile Payment (Alipay & WeChat Pay), Cross-Border E-Commerce and Marketing, and Tax Refund, helps merchants in more than 13 European countries to embrace more visitors from China and worldwide.

To continue the success on Innovative Hardware and New Retail business in Europe, V2FUTURE also provides consulting services to share the extensive experience, network and know-how in the innovative technologies sector, to help Enterprises enter, expand and manage their markets between China and EU.

V2FUTURE (伟图前程), 于 2013 年由前著名中企欧洲高管在荷兰创立, 旨在帮助中国领先科技公司落地和拓展欧洲市场, 同时协助具有前瞻眼光的欧洲企业顺利进入和适应中国市场, 从而成为中欧未来科技商桥。经过数年的发展, V2FUTURE 在数十个中欧项目及与各大中欧科技公司的合作中, 逐渐发展沉淀出了两大主营业务: 创新智能硬件商拓和分销平台, 以及 2PAYNOW 新零售生态系统解决方案。

创新智能硬件商拓和分销

数年来, V2FUTURE 成功将众多中国领先的智能科技引入欧洲, 并广泛分销于欧洲十多个国家和核心渠道, 代表的行业独角兽品牌包括: 大疆、海康威视(萤石)、Makeblock 等等, 其中部分品牌曾在 2015 年荷兰国王访华议程中签约。

2PAYNOW 新零售生态解决方案

2PAYNOW 作为 V2FUTURE 子品牌, 专注于基于移动支付的新零售生态解决方案, 是欧洲唯一将移动支付(支付宝、微信支付等)、跨境电商、全额退税和跨境营销无缝整合的解决方案, 成功帮助欧洲 13 个国家的商户获取更多中国和全球顾客。

为复制公司在智能硬件和新零售科技的成功, V2FUTURE 也向科技领域的中欧企业提供咨询服务, 以分享公司多年的经验、资源网络、人脉和策略, 帮助企业降低试错成本, 更好地在中国和欧洲落地和发展。

V2FUTURE

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