

YOUR PARTNER TO MAXIMISE PORT POTENTIAL

The port of Rotterdam is a global hub for international trade and home to some of the world's leading industrial clusters. As Europe's largest sea port we are one of the leaders of the energy transition and are committed to digitisation to make the port, and the supply chain, more efficient. As Port of Rotterdam we use our knowledge and experience to manage and develop ports and industrial areas internationally. Do you want to work together to maximise your port potential? Discover the opportunities!



**CONNECTED PORTS.
A WORLD OF OPPORTUNITIES.
MAKE IT HAPPEN.**



YOUR PARTNER TO MAXIMISE PORT POTENTIAL

CREATING ECONOMIC AND SOCIAL VALUE

Strong partnerships start with the exchange of ideas. We offer advisory services, training programs, management programs and management capacity to ports and stakeholders open to develop their full potential.

Our range of services is relevant both for established ports in advanced economies and for ports in emerging economies. We assist ports to go after the opportunities most relevant for their situation.

'An opportunity for others is an opportunity for yourself': this is a modern approach that fits in perfectly with the vision of the Port of Rotterdam to create economic and social value by working on sustainable growth with partners and stakeholders. Examples are: higher efficiency, increased investments, job creation, growth of shareholder value, more innovations, sustainable developments and lower CO₂ emissions.

YOUR TICKET TO AN INTERNATIONAL COMMUNITY

Rotterdam has a lot to offer. Working with Port of Rotterdam means that you get specific advice for your situation. In addition to that the Port of Rotterdam connects you with international companies, knowledge institutes, universities, governmental organisations, standardisation and regulating bodies.

The knowledge portfolio is extremely valuable for ports both in established and emerging countries. There is a considerable demand for partners who help develop ports, implement new standards and attract economic activities from all over the world.

Port of Rotterdam provides ports with the best options for professional expansion, enabling you to access a network of potential investors and clients, companies and other ports. At the same time this exchange of knowledge establishes new partnerships.

PARTNERSHIPS FOR UNLOCKING POTENTIAL

As the home to some of the world's leading industrial clusters and a global logistics hub, the Port of Rotterdam not only has excellent access to the sea and strong connections to an extensive hinterland, it also knows how to manage complexity.

Providing jobs to 385,000 people (directly and indirectly) comes with a huge responsibility. The contribution of the port of Rotterdam to the Dutch economy is € 45,6 billion (or 6.2% of GDP). Port of Rotterdam shares its knowledge and experience in different partnerships. This allows your port to unlock its full potential.

Together with its partners Port of Rotterdam creates economic and social value by realising sustainable growth in international port and industrial areas. This is done by offering the services, products and opportunities mentioned below which can either be executed as an integral solution or can be made to your specific needs.



ADVISORY SERVICES AND PORT MANAGEMENT

Broad consultancy for the development and management of ports and industrial areas. When it comes to Port Management our experts can join your organisation for a longer period of time.



DIGITAL BUSINESS SOLUTIONS

We offer solutions to improve nautical and logistical processes. Key elements include the use of international standards, a high level of security, support of lower CO₂ emissions and fast implementation.



EDUCATION AND TRAINING

Tailored training programmes for port authorities and relevant stakeholders, in cooperation with universities and vocational institutes. This can either be in Rotterdam or at a location of your choosing.



PARTICIPATIONS

Port of Rotterdam can become a shareholder jointly with a local partner in another port complex. The key to success is to develop a shared longterm vision, including economic and social values for the port complex.



LEGENDA (STATUS Q3 2019)

- Joint Ventures
- Advisory Services
- Foreign Office Port of Rotterdam
- Rotterdam Representative Offices

"OUR EXPERIENCE, KNOWLEDGE AND NETWORK
SUPPORTS YOU TO INCREASE YOUR PORT POTENTIAL.
LET'S EXPLORE THE OPPORTUNITIES!"

RENÉ VAN DER PLAS
DIRECTOR OF PORT OF ROTTERDAM INTERNATIONAL

INTERNATIONAL CORE ACTIVITIES

Port of Rotterdam provides the following services and products to enable you to maximise your port potential.



ADVISORY SERVICES & PORT MANAGEMENT

Port of Rotterdam has a wide range of services, for example in the field of commercial and financial analyses, consultancy programmes for organisations, operations, planning and infrastructure and digital maturity scans. Our customers are port companies, governments and private investors. In recent years, Port of Rotterdam has provided services to ports all over the world. Examples: Italy, United States, Mexico, Brazil, Argentina, Egypt, Oman, Qatar, Mozambique, Indonesia, India and Australia.

CONTACT

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DIGITAL BUSINESS SOLUTIONS

Port of Rotterdam has Cloud-based (Software as a Service) Solutions which support your core business processes to enhance nautical and logistical efficiency. The Port Forward solutions portfolio includes:

- Pronto: port call optimisation for harbour masters, shipping companies, agents, pilots, terminals and other service providers. Provides a shared view to co-ordinate and optimise planned services around a vessel calling into port, combining real-time AIS data with data on planned activities.
- Navigate: an online route planner that provides a complete overview of the connections to, from and via your port. Navigate lets port users tap into the entire port network and all available services.
- Portmaster and Portinsider: the central harbour master and basic port community systems for ports. Ensuring your core port processes and the administration and interaction around it are handled effectively.

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EDUCATION AND TRAINING

Every port organisation faces the question of how to develop the port further in the light of a changing economy and dynamic market conditions. In other words: how do you continuously improve port infrastructure and management in a changing environment?

This represents a range of challenges for which Port of Rotterdam together with partners provides tailor-made training programmes: we introduce participants to the broader field of port management, and to more specific areas such as the energy transition, digitisation, port development and stakeholder management.

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PARTICIPATIONS

To add long term value the Port of Rotterdam invests in port management companies and port infrastructure. For this we work together with local partners. An overview of our current joint ventures:

- SOHAR port and Free Zone in Oman. Port of Rotterdam has a joint venture with the government of Oman since 2003. SOHAR is now one of the fastest-growing ports in the world. www.soharportandfreezone.com
- Since 2012, Port of Rotterdam has a joint venture called Porto Central with Brazilian partner TPK Logística S/A to develop a completely new, large-scale port for both industry and logistics. www.portocentral.com.br
- Pecém Industrial Port Complex is a joint venture of the Brazilian state of Ceará and Port of Rotterdam since 2018. The joint venture includes the port area, industrial zone and freezone of Pecém. www.cearaportos.ce.gov.br

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