

**World Free Zone Convention in co-operation with DHV Group
and the Port of Rotterdam presents**

3-day Training Course

Monday 4th April to Wednesday 6th April 2011

Port Master Planning & Special Economic and Industrial Zones




Introduction

- The maritime sector, connecting cities, regions and countries has a significant impact on our growing global economy. Global trade is ever expanding, trading blocks are becoming effective and new markets are opening. Industrialisation of Asian, African and south American countries is creating a new economic and more powerful global landscape with more and new intensive supply chains, showing new trends with shippers and transport operators and the implementation of new innovative logistics concepts.
- The worldwide growth of industry and maritime transport and routes creates new opportunities for nations and regions to develop ports, industries, cities. The centre of gravity in worldwide trade is changing and countries like Brazil, Russia, India and China are taking a benefit of this, meanwhile, existing highly developed port city regions in the USA and Europe are putting a heavy pressure on existing/new infrastructure and facilities in seaports. They strengthen and bring new development perspectives to other regions connected to the chain.
- In the development of ports, infrastructure and cities, aiming to vitalise the economy, try to minimise the environmental impacts and contribute to the new guidelines for environmental protection. Global warming and the human intervention of water system cause major environmental problems to be dealt with. The development of a port should be build in harmony with nature and integrated in a context that is usually dominated by, cultural, social, water, political and other powerful planning aspects.
- The future of green port development aims to minimise the impact on the environment reducing the production of CO₂ by innovative integrated solutions, be built in harmony with nature, be integrated in a complex environment dealing with many other planning aspects. Sustainable development has become a key issue, especially regarding the optimisation of port infrastructure, industries, shipping activities and the development of clean and safe supply chains with areas of manufacture and services integrated or close by.
- Another important trend is the growing global interest in the transformation of old ports into city waterfronts and marinas. Since the ports and cities are highly integrated, future developments could spatially conflict on the land and the water. The waterfront is nowadays considered as the most valuable space for the city, enhancing tourism lifestyle and the quality of life. Cities are claiming more waterfront using the water for public events, public transportation and recreational purpose. Sustainable port development starts with an integrated vision of how the city and port can strengthen each other and avoid conflicts.



Why attend

What is the impact of these new perspectives on seaport development, industrial zone planning and its related land use and how to manage and assemble all different aspects into one integrated project? What about financing and governance?


 **THE WORLD FREE ZONE CONVENTION (WWW.FREEZONES.ORG) AND THE DHV GROUP (WWW.DHV.COM), ONE OF THE WORLD'S LEADING INTERNATIONAL CONSULTANTS IN PORT MASTER PLANNING, HAVE TEAMED UP TO OFFER A UNIQUE OPPORTUNITY TO LEARN FROM EXPERTS WHO WILL SHARE THEIR EXPERIENCE AND KNOWLEDGE WITH PARTICIPANTS.**


Cooperating with clients such as major shippers, transport operators and port authorities is the day-to-day business of DHV Delta Development-Ports, Waterways, Waterfronts and Marinas. Port planning, industrial zone planning, port management, institutional development, economic development and supply chain management will all be covered in depth. DHV is involved in the master planning in many prestigious projects in the maritime sector: To mention a few:

- **The reconstruction of the Panama Canal**
- **The development of 12 fishing ports in Ghana**
- **The development of nine coastal havens in Kuwait**
- **The development of the Port Said East Port and Industrial Zone in Egypt**
- **Improvement of the navigability on 250 kilometres of the Mekong River in Vietnam**


DHV with 5,500 employees has an outstanding reputation in Master Planning of ports, industrial zones and free zones throughout the world. They have teamed up with ECORYS (www.ecorys.com) one of leading international port consultants for this training

Based on their latest experiences in dealing with important trends, DHV concludes that developing port master plans and - more so - regularly updating the plans, is an effective tool for port and industrial zone development and management and development of regional and national economies.

 This new tailor made three day training course will facilitate an understanding of the basics of port master planning and allows participants to benefit from the latest experiences in port planning, design and engineering, land use planning, economic forecasting, feasibility studies, financing and governance and marketing. The training course will show participants key success factors, lessons learnt and practical tips and tricks to develop first class port master plans including examples of best practices.

 Professionals in the field of port planning and design, supply chain management, transport economy and port finance will be available to offer one-to-one consultancy clinics to discuss specific challenges.

The Port of Rotterdam Authority is supporting the training and will participate also. The Port is actively involved in the international business development to expand Rotterdam, one of the world's leading ports.

 *Speakers will be drawn from DHV, Ecorys, Port of Rotterdam and other selected organisations and the Rotterdam Port Authority, including:*

From DHV Group

Hans Vermij, Wim Klomp, Ben Reeskamp, Michiel de Jong, Frank de Graaf, Joban Paul Smith

From the ECORYS Group

Eric van Drunen, Simme Veldman, Nienke Uil

FULL BIOGRAPHIES CAN BE SEEN AT THE END OF THIS DOCUMENT

Each participant will be given a training manual of 250 pages

Outline Course programme

Sunday 13th March Check into Hotel

Day One - Monday 4th April 2011 *Opening by WFZC and the CEO of the DHV Group*

Morning Session

Port Master Planning: What is it?


- What is a Port Master Plan?
- The benefits of Port Master Planning
- Major trends and developments - Best practices
- Market analysis
- Location requirements in shipping, industry and port services

Afternoon Session

Feasibility (Ecorys)

- Traffic forecasting
- Cost analysis
- Benefit analysis
- Economic and financial feasibility
- Case study

Evening

 Consultant Clinics: One-to-one meetings with key experts

Day Two - Tuesday 5th April 2011

Morning Session

Location analysis and planning criteria


- Master plan criteria and zone planning
- Relevant design criteria
- Port zoning issues
- Land Use planning
- Case Study: Port and Industrial Zone Planning
- Governance of ports and industrial zones: service and management tools?

Afternoon Session

Redevelopment of ports and industrial zones

- Linking port and industrial zones
- Growing importance of transport, distribution and logistics zones
- Strategies to develop ports and industrial zones
- Development Strategies for Regional Port Cities: Rotterdam and the new Green Port Cities in Bohai China
- Green Port Development
- Dredging works and strategies

Evening

 Consultant Clinics: One-to-one meetings with key experts

 Tour of Amsterdam (*optional*)

Day Three - Wednesday 6th April 2011 - Transfer to the Port of Rotterdam

Morning Session

Port International (Port Authority Rotterdam)

- Port of Rotterdam International (PORTINT)
- The Rotterdam Port Promotion Council (RPPC)


Afternoon Session

Visit to the information centre of the construction of Maasvlakte 2 (FutureLand)

The Maasvlakte 2 project, in the Port of Rotterdam, is one of the largest ongoing port expansion projects in the world (1,500 hectares)

Lunch: will be served on a classic vessel en route to FutureLand, hosted by the Port of Rotterdam

Evening

 Farewell dinner with presentation of Certificates and transfer to Amsterdam

Thursday 7th April 2011: Check out of Hotel



Port Master Planning & Special Economic and Industrial Zones

ADMINISTRATIVE DETAILS

Course Fees 2,200.00 GBP which includes full programme as shown on the brochure with expert lecturers and consultants, one to one clinics and Visit to the Port of Rotterdam and FutureLand (Maasvlakte 2). The fee also includes a welcome drink, 3 breakfasts, coffee breaks throughout, 3 lunches and a farewell dinner.

Speakers will be drawn from DHV, Ecorys and the Port of Rotterdam

Hotel accommodation has been arranged at the NH Carlton Hotel in Amsterdam at special rate €134,00 (Double bed/Twin room excluding city tax)

Address: Vijzelstraat 4, 1017 HK Amsterdam (The Netherlands)

E-mail: nhcarltonamsterdam@nh-hotels.com Tel.: +31 20 622 22 66 Fax: +31 20 521 68 15

Website: <http://www.nh-hotels.com/nh/en/hotels/the-netherlands/amsterdam/nh-carlton-amsterdam.html>

With receipt of registration participants will be sent a link to make their booking direct with the hotel.

Visa Support

Delegates who need visa support letters should register **AS EARLY AS POSSIBLE** to the WFZC secretariat being sure to give their passport information on the application form as requested. Full information is available on the following website: http://www.minbuza.nl/en/Services/Consular_Services/Visa

Discounts

A 15% discount for each second and subsequent delegate from the same organisation is available, or a 15% discount for each delegate from LDC status countries. Only one discount may be applied for each delegate. ON RECEIPT OF YOUR REGISTRATION WE WILL FORWARD OUR INVOICE FOR PAYMENT BY BANK TRANSFER OR CHEQUE. FEES ARE PAYABLE IN ADVANCE – THE ORGANISERS RESERVE THE RIGHT TO REFUSE ADMISSION IF PAYMENT HAS NOT BEEN RECEIVED. *Please contact us before the event if for any reason you have not received written acknowledgement of your registration.*

Terms and Conditions Our full terms and conditions including Cancellation Policy are on www.freezones.org

Participants from more than 110 countries have attended WFZC meetings in the past ten years!

Partners



REGISTRATION FORM



TO: WORLD FREE ZONE CONVENTION

DATE: 2011

Please register the following to the April 2011 Training Course

Registration Fees: 2,200.00 GBP which includes full programme as shown on the brochure

Port Master Planning & Special Economic and Industrial Zones

Send by Fax to +44 870 131 9578 (*Please photocopy this form for each delegate*)

First Name	Last Name	Position
Passport No *	Expiry Date	Date of birth
Organisation		Abbreviation
Address		P.O.Box
City	Postcode	Country
Telephone	Fax	Email
Contact name	Position	Contact email

* If Visa support is required

WFZC The No 1 Meeting Place for the World's Free Zones

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Email: info@freezones.org

PLEASE SEE NEXT PAGE FOR SPEAKER BIOGRAPHIES

SPEAKER LIST

Speakers include:



Hans Vermij (DHV) is an international transport economist and has more than 22 years experience with transport, distribution and logistics in Europe, Middle East and Asia. He is an international recognised expert in economic and financial feasibility of infrastructure projects, port and hinterland development, implementation of logistics concepts and development of free zones, seaports and airports. Since 1989 Hans has been a member of the Benelux Inter-university Association of Transport Economist (BIVTEC). He has developed a strong network among regional development agencies and port authorities in Europe, Middle East and Asia. Mr. Vermij is also a frequent speaker and trainer at various events, such as MIPIM (Europe's largest real estate fair in

Cannes, South of France), the World Free Zone Convention (Cape Town 2004, Izmir, Turkey 2005, Paris 2006 and Kuala Lumpur 2007) and WAIPA, World Association of Inward Promotion Agencies, in Geneva (2004 to 2006). He is an advisor to the WFZC and WAIPA boards, since 2003, and has published several articles about transport, distribution and logistics in Central and Eastern Europe. Hans has been actively involved in port development and industrial zone development. Hans is a member of PIANC, the world association for Waterborne Transport Infrastructure

Projects that Hans has recently been involved in are:

- **Strategic development plan of the Bohai-Cangzhou region in the Hebei province, China.** Strategic development plan to integrate Huanghua new town in the port development of China's largest coal exporting port: Huanghua;
- **International assistance for the development of 11 technological and industrial zones in Macedonia.** Strategic development plan to set up models to finance, exploit and manage 11 zones in Macedonia
- **Master Plan: Port Said East Port and Industrial Zone, Egypt.** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.)
- **Marketing Strategy to attract Value Added Logistics Services to Incheon Airport, in South Korea.** Feasibility study and marketing and acquisition strategy to attract Value Added Logistics Services to the Airport Logistics Park in Incheon, Seoul;
- **Industrial Development Strategy Free Port Authority of Ventspils, Latvia.** Industrial development strategy to diversify the economic structure and throughput in the Port of Ventspils in Latvia. The Port of Ventspils is the main transit oil terminal for Russian oil. The Industrial development Strategy developed a land use plan for 250 ha of port area, based upon an assessment of demand, benchmark of competition, trends and developments in the oil sector and chances to generate downstream investment projects;
- **Training Ras Al Khaimah Free Zone (RAK FREE ZONE)** and developing a strategy to attract logistics companies to RAK Free Zone in the United Arab Emirates. During a one week training course 45 sales and marketing executives have been trained to promote and market the RAK Free Zone as an attractive zone for foreign investments. The training dealt with the market of investment for manufacturing plants, office projects and logistics centres
- **Development of Logistics Sites in the Port of Rijeka, Croatia.** Second opinion on the feasibility study for the development of logistics parks around the seaport and airport of Rijeka



Wim Klomp (DHV) is an experienced project director in the field of ports, waterways, coastal development and flood defences. He has more than 15 years experience with port and coastal defence projects in Europe, Middle East, Africa and Asia. He is a civil engineer who has worked at all different fields of port planning, from cargo forecasting, conceptual design of terminals, hydraulic and morphological studies to entrance channels and coastal impact and environmental impact to the surrounding. In his role as team leader and project manager for master plan studies. He has also been involved in port management models, custom operations, port operation models and procurement of works. Mr. Klomp has been actively involved in master planning of ports and inland navigation studies.

Projects that Wim has recently been involved in are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt.** Feasibility study of the development of a new port (3500 ha) and industrial zone (8700 ha) in Port Said East Port. Presently the port consist of a single container terminal and a plan is to develop a port with some 6 container terminals, 3 multi-purpose terminals, 3 tank farms and several bulk terminals in the next 25 years.
- **Master Plan: Kyung-In Canal, Republic of Korea.** Feasibility study to develop a seaport, inland canal and inland port to connect Seoul to the West Sea and relieve the traffic between Incheon Port and Seoul Metropolitan area. Project involves 2 container terminals, sand wharves, multi-purpose terminal and Ro-Ro terminal as well as several inland ports for inland barges and recreation (yachting, cruises).
- **Master planning for container terminal in Vlissingen, the Netherlands.** Feasibility and strategic development study to develop a container terminal in the South West of the Netherlands as alternative for further extension of Rotterdam port. Environmental impact, hinterland connections and conceptual design of dredging and terminal construction were studied and discussed with stakeholders.
- **Maasvlakte II, extension of Port of Rotterdam, the Netherlands.** Mr. Klomp has been involved as senior advisor in the successful bidding of the Dutch Dredging companies for the construction of huge reclamation and terminal construction of the extension of the port of Rotterdam.
- **Pan Korea Grand Waterway Project, Republic of Korea.** Project consists of the construction of a connection canal between the two major rivers in Korea and make both rivers suitable for inland navigation. Mr. Klomp has been involved as advisor to the government in the field of cargo transportation studies, conceptual design of facilities (locks, terminals, etc.) and dredging and sand mining operations.

Wim Klomp is a member of the Royal Association of Engineers in the Netherlands since 1990. Since 2004 he is actively involved in the development of port business in DHV and has given numerous presentations on port development and inland navigation to Government and Port Authorities, Contractors and Project Developers. He has been a speaker on seminars and public hearings as expert on inland navigation, port development and master planning of port and industrial areas.



Ben Reeskamp (DHV) is a very experienced Project director, Project Manager and Civil Engineer in the field of civil and maritime infrastructure. He is the head of the Civil and Maritime group of DHV. He has a large national but also a large international expertise in ports, maritime and civil infrastructure. His main expertise lies in maritime works such as harbours design and planning, harbour works such as quays, dams, breakwaters, jetties and infrastructure. In these fields he has extensive experience in studies, design, making of contract documents, contracting of works and in the construction phase. A large part of the projects he has been involved in are complex multidisciplinary project. Besides the technical expertise these projects often involve economical and architectural fields of expertise. Within the total DHV group, based on his experience with complex multi disciplinary projects, he gives courses on the subject of risk management. He is an active PIANC member and is part of the Dutch Water-Front committee dealing with maritime and water related projects including research and development in and of these fields.



Michiel de Jong (DHV) is a senior project manager and consultant in the field of Ports, Waterways, Marinas and Waterfronts. Mr. De Jong is one of DHV's most experienced Port Planners and has been involved in 25+ commercial port planning and design projects, 15+ waterways planning and design projects and 30+ marina and waterfront projects. His assignments have a worldwide geographical spreading covering over 20 countries, including Western Europe, Central Europe, the Mediterranean, Africa, USA, Far East and Middle East. His role in projects is diverse and includes International Team Leader, Project Manager and Technical Expert. The project scope often comprises the early stages of development: project definition, strategy development, master planning, feasibility studies, concept and functional design, schematic and preliminary design. Mr. De Jong has 10+ years of professional experience and is educated as a Civil Engineer at Delft University of Technology and holds a MSc degree in Ports & Waterways and a Certificate of Civil Business Administration. He is a member of PIANC, the International Navigation Association.

Projects that Michiel has recently been involved in are:

- **Master Plan Port Said East Port and Industrial Zone, Egypt.** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha.)
- **Tunisia: Master Plan for the extension of Port de Sousse.** The Port de Sousse is a medium-sized port in Tunisia. Based on a new cargo and traffic forecast, a new master plan for the port is assessed. Alternatives include restructuring of the present port and extension by creating a new port basin outside the current port.
- **Azerbaijan: Consultancy Services for the feasibility study for Baku International Sea Trade Port.** New seaport development to phase out old port facilities in downtown area that will be redeveloped into waterfront residential, office and leisure facilities.
- **Portugal: Master Plan and design New Lisbon Container Terminal.** Location analysis and site selection, master planning, economic feasibility and schematic and detailed design of a new high capacity throughput container terminal for the Port of Lisbon
- **Portugal: Regenerating the Lisbon Waterfront.** Defining projects that will guide the redevelopment of the Lisbon Waterfront, including the out phasing and replacement of commercial port activities, public space development, leisure and retail facilities, integration of scattered yachting facilities.
- **China: General Layout of Guangzhou Nansha Port Area and Related Industrial Areas.** General layout plan of a new large port project in the Pearl River Delta, in the south part of China, close to Hong Kong. Technical master plan of a new port island (65 km²), large industrial facilities (steel, petrochemical and ship building) (100 km²) and a major logistic hub function, to create a new deepwater port for Guangzhou, China's third largest city in the economic motor of South China.



Frank de Graaf, (DHV) is an urban planner (Msc) specialised in port cities, waterfront planning and coastal development. He started his career in China where he did several large regional planning projects. In DHV he specialised in planning from a water to land perspective, developing new innovative planning solutions in coastal areas. With his integrated vision of water and spatial planning he aims to tackle the conflicts between port and city development using the understanding of how port and cities evolves, how water can be used by the city and port and how the coastal hydraulic systems effect the city and port environment. His understanding of living with water in harmony `with` the Delta, will be translated into sustainable city and port waterfront concepts and designs. In the last few years frank was involved in several coastal and waterfront development projects in Kuwait, China, Korea, USA, and the Netherlands.

Projects that Frank has recently been involved in are:

- **The development of a master plan and spatial concepts for nine coastal havens `NIKAS` along the coast of Kuwait.**
- **Conceptual design of the Atlantic Basin for the New York Brooklyn Rotterdam Waterfront Exchange workshop.** The design was based on the transformation of an old port into a new integrated urban waterfront hub.
- **Strategic conceptual design of the `Yongam Barrier Bridge` in the south of Korea.** The integration of the barrier bridge with the surrounding landscape and city was the most important element of the conceptual design.
- **The analysis and development of a development strategy for the port city of Cangzhou in the Hebei provence in China.** Water and the integration of the port and the city is the main strategy.
- **Development of sustainable regional planning strategy and program for the Urban Summit in Rotterdam.** This strategy was developed for the RCI and presented on a C40 conference in Seoul in May 2009.
- **Waterfront and water master planning for Tianjin Teda Masterplan**
- **Conceptual regional master plan for an eco-port city in the international Caofeidian design competition.**
- **Advisor waterfront program NDSM Amsterdam the Netherlands**
- **Designer of the key success factors for urban waterfront development.** These factors were presented by DHV on the Hangang Renaissance International Symposium in Seoul Korea.
- **Shenzhen Cruising Industrial Masterplan.**



Johan Paul Smith (DHV) is a Senior Project Manager with over 10 years of dredging experience with an international dredging company. Started as a Trainee followed by the position of Superintendent, Project Manager and Commercial Manager he was involved with all the aspects of dredging in the world. Works included amongst others dredging works executed on behalf of oil companies in the Delta of Nigeria, dredging the port of Pelepas (Malaysia) and reclamation for the new terminal, reclaiming land for the Dubai Palm and The World. Dredging for the port of Kiunga in Papoea New Guinea and reclaiming land for Singapore. These projects showed and required a large range of disciplines involving amongst others the preparation of feasibility studies, tender preparation and submissions, execution and supervision, responsibility for the turnkey projects in combination with close cooperation

and communication with the client and stakeholders. Currently he is involved in the supervision of the dredging works on behalf of CFM in the Port of Beira Mozambique.

The ECORYS Group is an international consultancy and research organisation specialised in economic and social development. It is one of the oldest and largest economic research and consulting companies in Europe, employing over 500 highly skilled and committed people. The company has been shaped by a remarkable history of more than 77 years, which started in 1929 with the establishment of The Netherlands Economic Institute (NEI) in Rotterdam. Since then, its economists have achieved international recognition, most notably in 1969 when the first Nobel Prize for Economics was awarded to a former NEI director, Professor Jan Tinbergen. ECORYS is also proud to see, or have seen, several of its alumni holding ministerial and executive positions with – among other – international finance institutions.

Today the ECORYS Group is operating from 18 permanent offices in 10 countries with the head office in Rotterdam. ECORYS works with clients in the public, private and non-profit sectors and apply its expertise to improve the economic and social conditions of:

- The countries in which we live and have our offices;
- The European Union and its neighbouring states;
- Developing countries, especially for poverty alleviation

A Sample of Ecorys Clients

Multilateral Institutions and International Finance Institutions

- European Commission
- European Investment Bank
- World Bank
- European Bank for Reconstruction and Development

Public Sector

- Ministries of Transport and Infrastructure
- Regional and local authorities

Private Sector

Various clients from the following sectors:

<p>Transport, Mobility and Infrastructure Roads, Tunnels and Bridges Rail and Urban Transport Airport and Aviation Other network sectors</p>	<p>Regions, Cities and Real Estate Regional Development Urban Development Public Real Estate</p>
<p>Economy and Competitiveness Macro-economics and Public Policy Competition and regulation Agriculture, Industry, Trade and Export Knowledge society Environment and natural resources</p>	<p>Social Policy and Governance Social policy, employment and income Education Health Care Safety Governance</p>

Eric van Drunen (Ecorys): Traffic Expert. Eric van Drunen was involved in over 25 port market studies and forecasting projects, in 10 CBA studies for maritime infrastructures and in several reviews of major project applications for EU funding of maritime infrastructure. Furthermore, he has been giving guest lectures at the Maritime Economics and Logistics Master Course at the Erasmus University Rotterdam since 2007.

His main areas of experience include:

- Maritime transport (all commodities);
- Forecasting of trade and traffic movements;
- Economic and financial evaluation;
- Intermodal transport;
- Strategic port planning.

Simme Veldman (Ecorys): Transportation Expert

Mr. Veldman is a very experienced transport economist. He obtained a PhD degree in economics in 1990, at Rotterdam Erasmus University, Thesis titled “Route planning in a centrally assisted liner system”, an application of operations research techniques on the efficiency of liner shipping services in Indonesia. He is a member of the International Association of Maritime Economists. He has carried out almost 100 transport economic studies in Azerbaijan, Bahamas, Belgium, Benin, China, Colombia, Egypt, Gambia, Greece, India, Indonesia, Italy, Jordan, Malta, Mozambique, Netherlands Antilles, Peru, Poland, Portugal, Puerto Rico, Russia, South Korea, Sri Lanka, Tanzania, Thailand, United Arab Emirates, United Kingdom, Vanuatu, Venezuela, Vietnam.

Selected recent projects carried out by Mr. Veldman are:

- **Master Plan: Port Said East Port and Industrial Zone, Egypt.** Feasibility study of the expected land use and development strategy in Port Said East Port and Industrial Zone (altogether 8700 ha).
- **Port relocation project on New Providence Island, Bahamas.** Feasibility study of relocation of the freight terminals from their existing downtown Nassau location to a new location in the South West corner of New Providence Island.
- **Feasibility study of maritime infrastructure projects in Malta.** Master Plan for the Maltese port sector and feasibility study of a series of specific maritime infrastructure expansion and improvement projects.
- **Feasibility study of the Kyung In Canal, South Korea.** Trade and traffic forecast and economic feasibility of a navigable canal between Incheon and Seoul.
- **Economic analysis of the Maasvlakte II expansion project in the port of Rotterdam.** Development of a logitmodel of port competition in the Hamburg-Le Havre range, which was used to assess future market shares per port and per hinterland transport mode for 35 hinterland regions of the HLLH-range, as well as the effect of pricing on the future market share of the Port of Rotterdam.

Nienke Uil (Ecorys): Financial modeller. Nienke works on several national and international projects. She is an all-round advisor specialized in Public Private Partnerships (PPP), cooperation between public and private partners in general and financial analysis. Sector wise she focuses on transport infrastructure (roads, ports) and energy (district heating, sustainable energy and innovation). Nienke has advised several governments (India, Egypt, Jordan, Kazakhstan) how to create an enabling environment for PPP (PPP Policy, PPP Unit, Financial Instruments, Regulations).

General areas of experience are:

- **Public Private Partnerships – policy development;**
- **Public Private Partnerships – institutional development;**
- **Project finance;**
- **Financial modelling;**
- **Scenario and risk analyses;**
- **Creating alliances and projects in cooperation between public and private entities;**