



BUSINESS IN THE
NETHERLANDS



EUROPE MORE
SELF-RELIANT



COOPERATION IS A
NECESSITY



INCREASED INTEREST
IN GREECE

NEDS

 **NIDV** EXHIBITION DEFENCE & SECURITY

LEARN ALL ABOUT THE LATEST DEVELOPMENTS IN THE FIELD OF DEFENCE AND SECURITY IN ONE DAY!



OPENING HOURS
08.00 – 17.00 HRS

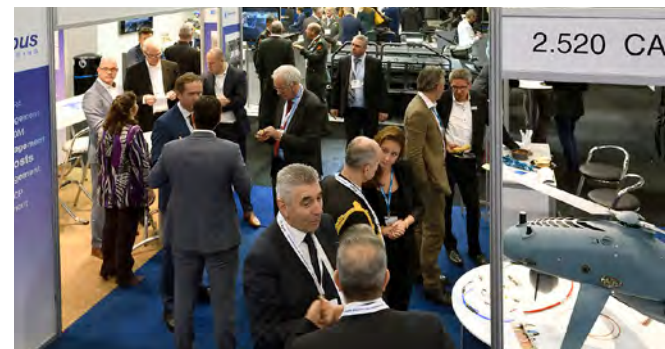


**LARGEST DEFENCE AND SECURITY
CONFERENCE & EXHIBITION IN THE BENELUX**

NUMBER OF VISITORS
2500 DECISION MAKERS

Types of visitors
Government agencies,
companies, politics,
knowledge institutes,
international companies,
Ministries of Defence,
Economic Affairs and Climate,
Foreign Affairs, Justice,
Security Regions, Police
Corps, Coast Guard and
military attachés

More information:
www.nidvexhibition.eu



33TH EDITION
THURSDAY NOVEMBER 17, 2022
AT ROTTERDAM AHÖY

NIDV DEFENCE & SECURITY
THE NETHERLANDS INDUSTRIES FOR DEFENCE & SECURITY

CONTENT

Europe

The European Defence Fund (EDF) aims to improve cooperation between armed forces and with the defence industry. Europe has set aside 8 billion euros for the EDF. The EDF wants to make Europe more self-reliant.

www.nidv.eu



12



The Netherlands industries provide our armed forces with the means to protect us against threats. They therefore make an essential contribution to the security and freedom of our citizens.

4



For decades there has been cooperation in many areas by Greece and the Netherlands.

21

For a sustainable future	4
Doing business in The Netherlands	9
European Defence Fund	12
Strengthen Dutch Defence	14
International cooperation	17
Interest in Greece	21
Nulkes' Notes	26
Colophon	27

Cover: Germany, the Netherlands and Norway delivered troops to NATO's enhanced Forward Presence in Lithuania for 5 years. For six months, this included the deployment of Leopard II battle tanks. It was the first time in 20 years that the Ministry of Defence, together with Germany, deployed tanks abroad again.

Photo: Mediacentrum Defensie



NEDS

NIDV EXHIBITION DEFENCE & SECURITY

Why is the Ministry of
Defence attractive for the
market?

VDL

SIEMENS
Ingenuity for life

DAMEN

NIDV, for a sustainable future

The Netherlands Industries for Defence and Security (NIDV) is a non-profit organization that was founded in 1984 by the ministries of Defence, Economic Affairs and Climate Policy, Foreign Affairs, and several partners in the defence and security industry.

The NIDV Exhibition Defence and Security (NEDS) is held annually and draws a wide array of governmental, military, and business representatives.

Text: Sander Zijlstra
Photos: Mediacentrum Defensie

The foundation is managed by a board composed of our participants with an independent chair overseeing the board. Membership is available for all companies, knowledge institutes, and universities that provided added value within the Netherlands.

The Netherlands Defence industries provide our armed forces with the means to protect us against various ourthreats. They therefore make an essential contribution to the security and freedom of our citizens.

Our mission is to ensure the sustainable positioning of the Dutch defence and security sector, both domestically and abroad. By linking companies, knowledge institutes, and the government, we act as an information provider, advocate, and service provider for the Dutch defence and security industry sector.

Webinars

While we want the Defence and Security industry to have a sustainable future in the Netherlands, we strive to help our members branch out internationally as well. For example, we organize webinars and invite our members and various international guests to participate. Through these online events,

our guests and members can exchange knowledge, debate current topics and gain an understanding of how certain subjects are viewed internationally. It's a great way to reach out and hear from people with a different perspective without requiring the participants to travel across the world.

Trade Missions

The NIDV frequently organizes trade missions in cooperation with the Ministry of Foreign Affairs, Ministry of Economic Affairs and Climate Policy and the Ministry of Defense. Alongside participating businesses and government officials, the NIDV will travel to the hosting nation and ensure a safe, engaging and productive trip. These trade missions often involve networking events, one-on-one sessions with prospective industry partners or government officials, interactive events such as in-depth lectures or debates regarding current topics relevant to the industry, or a visit to an exhibition.

Exhibitions

Whether it's related to a trade mission or not, the NIDV attends a large number of trade shows, exhibitions, and symposia relevant to the Defence and Security Industry. For example, you may have seen us at Defence Exhibition Athens (DEFEA), Defence



Our mission is to ensure the sustainable positioning of the Dutch defence and security sector.

Services Asia (DSA), or Eurosatory. For many international exhibitions, the NIDV books and organizes a Netherlands pavilion on the exhibition floor. There, participating companies can join the NIDV and present their products and services not only to the relevant stakeholders in the hosting nation's government and industry but also to thousands of international guests. These events are rarely lacking for attendants and, as such, they are a great way for companies to get noticed, find international contacts and explore opportunities abroad.

On the topic of exhibitions, it would be remiss of us not to mention that we organize one ourselves as well. The NIDV Exhibition Defence and Security (NEDS) is held annually and draws a wide array of governmental, military, and business representatives. NIDV Members can be found presenting their goods and services all over the exhibition floor and both exhibitors and visitors are given ample time to network or attend one of the many lectures or debates held that day. The NEDS is hardly a Dutch-only event, though, as we've always drawn foreign delegations from a wide array of countries to visit our exhibition.

Partners

The NIDV also takes part in government-sponsored programs, such as the Partners for International Business initiative (PIB) and the EU Alliance. The PIB initiative is a governmental program created specifically to allow Dutch companies to explore international opportunities. After all, while it can have many benefits, doing business internationally can be quite complicated and costly. Thanks to a financial contribution from the government and the use of both the NIDV's and the government's networks, this is made significantly easier. The program runs for three years, with two possible extensions of a year, and focuses in principal on one particular country. For example, the NIDV currently has ongoing PIB initiatives for both Malaysia, Singapore and Greece.

When a PIB's action plan is approved, the government provides a monetary contribution of up to €350.000. This money can be used to fund things like trade missions and participating in exhibitions and events relevant to the industry the PIB is meant to promote. The budget will also be used for a Holland Branding strategy to properly position the PIB and raise its profile and build a dedicated website. Furthermore, a local liaison will be hired to coordinate between the Dutch and foreign parties of the PIB and keep the NIDV and its members apprised of the situation in the target nation.

In short, the PIB grants many of the same benefits and possibilities as participating in a trade mission with the added benefits of a financial contribution from the Dutch government and access to both the government and the NIDV's contacts for the participants.

EU

Besides the EDF (see page 12), there is one more way in which we try to promote the Dutch industry internationally. Namely, by joining the European program EU-Alliance. Funded by the European Union's COSME program, this alliance brings together 6 key clusters which represent nearly 900 companies. The objective of EU-ALLIANCE is to support the internationalisation of small and medium-sized enterprises (SME) in the fields of technical textiles, connectivity, advanced technologies, and advanced materials, to address the dual-use defence/security markets in four target countries: the United States, Canada, Japan and Indonesia. By cooperating with these clusters, we can help our members explore markets far outside of the EU.

Through all of these activities and projects, we strive to highlight the strengths of the Dutch industry as a whole and our members in particular. If you feel we might be able to help each other, please send us an email or come say hello next time you see us at an exhibition. ●



At the NEDS exhibitors and visitors are given ample time to network.



SECURING THE FUTURE TOGETHER

From the MQ-9A Reaper to the certifiable MQ-9B SeaGuardian, Europe's solutions for affordable, persistent, multi-domain awareness are here.

Learn more at ga-asi.com.



Airborne Situational Awareness
24/7, Worldwide

ga-asi.com

©2021 GENERAL ATOMICS AERONAUTICAL SYSTEMS, INC.



Why do business in The Netherlands?

There are many good reasons why a company could benefit from doing business in the Netherlands.

Text: Sander Zijlstra

Photos: Mediacentrum Defensie

As we are a Dutch foundation staffed by Dutch people, we could highlight many of the good parts of the Netherlands quite easily. However, beautiful as the Netherlands is and wonderful as *stroopwafels* are, those things alone are hardly a good reason to do business in the Netherlands. Well, maybe *stroopwafels* are a good reason because you are missing out if you have never had one. However, there are many good reasons why a company could benefit from doing business in the Netherlands and we would like to draw your attention to a few of those.

Economy

The Netherlands has been an important part of international trade for many years and, with its growing economy and excellent geographical position, will likely continue to be one for many more.

Despite its small size, the Netherlands has a very strong economy. In 2019, the country came in 4th place in the World Economic Forum's (WEF) Global Competitiveness Report. Furthermore, the Netherlands exported \$675 billion worth of goods in 2019 and the GDP has grown by 4,3% in 2021, despite the financial impact of COVID-19.

Competitive

While the exact details of the Dutch fiscal system are beyond the scope of this article, the Netherlands offers several attractive fiscal regulations for foreign companies. These include a wide tax treaty network, a competitive corporate income tax rate, a full participation exemption for capital gains and dividends from qualifying participations and branches, and beneficial measures for highly skilled migrants.

Education

Innovation has always been highly important to Dutch culture. One of the reasons for this drive for innovation is the fact that, overall, the Dutch population is remarkably well-educated. The Netherlands was the 6th most innovative country in the World Intellectual Property Organization's (WIPO) annual Global Innovation Index, and its education system ranked 4th in the world in 2020. Not to mention that 11 Dutch universities are ranked among the top 100 universities in the world. If you're looking for a highly educated workforce, there are few better places to look.

Infrastructure

The Netherlands prides itself on the quality of its infrastructure for goods and travellers. The roads are well-made and frequently maintained, and our harbours, airports, and railways are among the best in the world. The quality of Dutch infrastructure played a big part in the Netherlands ranking 4th in the WEF's Global Competitiveness Report.

Of course, our infrastructure is not just a point of pride, but also something of a necessity. Thanks to the nation's geographical positioning and its centuries of experience with international trade, the Dutch tend to be very internationally minded. Thanks to its top-notch infrastructure and with easy access to some of the largest markets in the European Union, the Netherlands acts as a gateway to Europe.

Take the port of Rotterdam, for example. It's very easily accessible via the North Sea and a large number of companies and organizations are active in the port and industrial complex. Moreover, it is not only located quite near Schiphol close to Amsterdam, one of the four main European airports, but it sees an incredible amount of traffic every day as well. With an annual throughput of a staggering 469 million tons of cargo, the port of Rotterdam is by far the largest European seaport.

If your business relies more on Wi-Fi than on shipping lanes, however, the Netherlands has got you covered too. The Netherlands is in the top 30 countries in the world when it comes to internet speed and the Amsterdam Internet Exchange (AMS-IX) makes Amsterdam one of the most connected cities

in Europe. The AMS-IX is one of the largest internet hubs in Europe offering professional IP exchange services for a very diverse and unique mix of internet companies, including international carriers, mobile operators, content providers, voice-over IP parties, application providers, hosting companies, television broadcasters, and other related businesses.

Connected

So, whether it's by air, by sea, by land or, through the internet, the Netherlands is an incredibly well-connected nation. This is also reflected in the languages spoken in the Netherlands. According to the Netherlands' Central Bureau for Statistics, most of the population speaks two (94%) or three (75%) languages and over a third (35%) even speaks four languages. English is the most common, with almost

90% of the population speaking the language, but French, German and Spanish are among the most spoken languages as well. This knack for languages makes it easy for the Dutch to communicate in an international setting.

We hope that the factors mentioned above have given you some insight as to what makes the Netherlands such a great place to do business in. Should you wish to get involved, you will undoubtedly find plenty of opportunities here.

And if you're still not convinced, can we at least get you to try *stroopwafels*? Just trust us on that one. ●

The port of Rotterdam is by far the largest European seaport.

EDF wants to make Europe more self-reliant

The European Defence Fund (EDF) aims to improve cooperation between armed forces and with the defence industry. Europe has set aside 8 billion euros for the EDF.

Text: Riekelt Pasterkamp

Photos: Mediacentrum Defensie

"The EDF came into effect in 2021," says John Jansen, senior advisor for EU Affairs at the NIDV. "The 2021 Work Programme was published at the beginning of July 2021 and project proposals were required to reach the European Commission by 9 December 2021. It is the Commission that selects the received proposals for suitability."

Anticipating the EDF, NIDV is grateful that an Interministerial Coordination Group for European Cooperation has been established. 5 ministries, the special envoy for European Cooperation (gen. rd Tom Middendorp) and the director of NIDV coordinate the Dutch ambitions with EDF.

Although this annual program followed the pilot programs Preparatory Action Defense Research (PADR) and the European Defence Industry Development Programme (EDIDP), further experience has been accumulated in EDF2021 by all

stakeholders and there will also be lessons to be learned. This is applicable on both the public and private sides.

According to Jansen, the interaction between government (the Ministries of Defense and Economic Affairs and Climate Policy) and knowledge institutions/companies is also under review. "Also, efforts that ultimately did not lead to the conclusion of participation are of great importance. The NIDV has been requested to coordinate the input of knowledge institutions and companies."

What prompted the creation of the EDF?

The EDF is created because of the changes in the world that more or less forced Europe to act more independently. Whether or not in collaboration with the member states. Europe must become less reliant on aid from, for example, the United States. On an industrial level too, Europe wants to reduce its dependence on others. This requires a different policy for armed forces and industry. Cooperation yields more intelligent ideas, greater knowledge and more innovation, and is financially more advantageous. It could also improve interoperability between the armed forces. Radio systems, for example, need to be able to connect to each other.

What has the EDF accomplished since its inception?

After it was first discussed in 2017, the process of gaining experience began. European Union countries, including The Netherlands, with knowledge institutes such as TNO, NLR and MARIN, conducted research into the development of unmanned systems, artificial intelligence and quantum technology (mutual influence of atomic particles). In 2019, the further development of defense capabilities was added. For example, with the Sea Defence project, which focuses on the technologies of future naval vessels.

What is the role of the industry?

During 2021, through an official publication, industry has been called upon to form consortiums. In the Netherlands, this is done together with the 'Triple Helix' with the Ministry of Economic Affairs and Climate Policy, the Netherlands Enterprise Agency (RVO) and the NIDV. In addition to, for example, chemical, biological, radiological and nuclear threat (CBRN) and command and control, it revolves around projects for information provision, sensors, space, sustainability, simulation techniques and training.

What is the future of the EDF?

Every year the European Commission will call on knowledge institutes and companies to participate in defense projects through international cooperation. The Netherlands has worked hard to ensure that the EDF is also accessible to small and medium-sized enterprises. Like large companies, these can play an important role in the development of innovative defence systems. The European Defence Fund will continue until 2027. Then the current European Commission's coalition agreement ends. The EDF is a good path to greater European independence and more cooperation in the field of defense. ●



Cooperation can improve interoperability between armed forces.



The EDF was created because of the changes in the world that more or less force Europe to act more independently

Strengthen Dutch defence

The NIDV congratulates the new Minister of Defense Kajsa Ollongren and the State Secretary of Defense Christophe van der Maat with their swearing-in by His Majesty the King in January 2022. "We look forward to working with the new cabinet to further strengthen the Dutch defence and security sector and contribute to our collective security," said Ron Nulkes, director of NIDV.

As minister, Ollongren is responsible for the general defence policy. It deals, among other things, with the future composition and equipping of the armed forces and the deployment. International matters such as NATO and EU policy also fall under her responsibilities. As State Secretary, Van der Maat will receive the personnel, equipment and real estate files.

The new coalition agreement offers opportunities for the ministers to do good work in the coming years. Considerable investments will be made in the restoration and Renewal of the Dutch Armed Forces. Strategic independence of Europe is on the map and the government wants to join the mutual recognition of export licences. "The NIDV is ready to support the newly appointed ministers in this where necessary." ●

Photo: Mediacentrum Defensie





Detect and Protect

Our integrated solutions provide a full-spectrum package to our customers.

HENSOLDT has a 100-year heritage as a technology leader and we use that experience to deliver integrated solutions to meet customer needs across any domain. We develop innovative and customer-specific solutions in the fields of radar, electronic warfare, avionics and optronics. As technology leader we expand our portfolio continuously to combat a wide range of threats.



HENSOLDT
Detect and Protect

International Cooperation:

Not a luxury, but a necessity

We live in a time of technological acceleration, which places great demand on the adaptability of our defence organisation. Furthermore, a world order seems to be developing in which the United States is more focused on Asia and using its (limited) military resources to protect its allies in that region. This means that, increasingly, we will see a transatlantic division of labour in which European countries take greater responsibility for the defence of Europe. A strong, autonomous, European defence within NATO is not only a political choice, but also a military necessity.

Text: Gerlof de Wilde

Photos: DMO

The Defence Vision 2035 states that the ministry of Defence will engage in more international cooperation. More activities will be undertaken, both within the NATO framework and especially within the EU. International cooperation is a military necessity to ensure, maintain and improve interoperability. Moreover, international cooperation is necessary to achieve economies of scale and critical mass in critical areas.

For the Defence Materiel Organisation (DMO), more international cooperation primarily means more intense national consultations will be held with needs assessors and planners, regarding integrating international initiatives. International cooperation won't happen by itself. It requires knowledge of international processes and consulting with other international partners about ways to improve the cooperation.

More international cooperation also means we frequently must ask ourselves which developments we wish to introduce, where to introduce them (within the NATO, EU, or otherwise), and with whom (which countries and/or parties) we wish to do so. This requires choices and steering in line with the 2022 defence paper, which will be published later this year.

EU Cooperation: Commission, Defence Agency and the Member States in the driver's seat

In the EU, Defence has been on the political agenda for a few years now. Through the European Defence Fund, a sum of 8 billion euros was made available

for defence research and system development. The goal here is to encourage international cooperation and strengthen the European foundation for the defence industry and technology. The Dutch industry is participating both with companies like Damen, Fokker, and Thales and at the SME level. The EDF was preceded by two programs for Research and Development, respectively. From this, valuable experience was gained in cooperative projects, funded by an EU budget. The Netherlands leads the (maritime) project Sea Defence, within the framework of the development program.

EDIDP Framework Sea Defence

Sea Defence is a unique project in which twelve leading European shipyards and knowledge institutes (Including MARIN and TNO) are brought together in a consortium, led by the Dutch company Damen. The project has been submitted under the EDIDP call 2019 Future Naval Systems/Platforms. The project involves a feasibility study that aims to deliver a roadmap of (new) technologies, which are to be integrated into the next generation of maritime platforms (future warships) and continued in further European development programs. The project's name is 'Survivability, Electrification, Automation, Detectability, Enabling Foresight of European Naval Capabilities in Extreme Conditions', or Sea Defence for short. The consortium is supported by SEA naval the maritime workgroup of Sea Europe, the European Shipyards and Equipment Association and the Aerospace, Security and Defence Association of Europe (ASD). Denmark, France, Italy, Spain, Sweden, and the Netherlands are all participating

Chairmanship EDA Executive Board in the composition of NADs

As of January 2022, Director DMO, VADM De Waard is the chairman of the EDA Executive Council in the composition of National Armaments Directors (NADs).

"These days, as Europeans, we have to face facts: We have to band together to ensure peace and safety for all. When we speak of our armed forces' interoperability and interchangeability (making use of each other's systems without restrictions), we realise we still have a long way to go. Disruptive technologies, the extremely adaptive and flexible actions of potential enemies, climate change, challenges regarding energy supplies, conflict hotspots, refugee flows, and other threats (such as cyber and the spread of disinformation) are just some of the challenges we are faced with. We no longer have the luxury of time to respond; the aforementioned developments dictate the pace and it is up to us to keep up. As head of the Steering Board of National Armaments Directors (NAD's), under the banner of the European Defence Agency (EDA), I will strive to find an answer to these challenges together; and above all, avoid getting stuck in nice resolutions, but actually start doing things. Faster joint acquisition, ensuring that incorporating innovations (both short cycles and longer term) is considered a natural part of the transformation of our armed forces and promoting a strong EU Defence Industrial Technological Base (DTIB) with a significant role on the world stage. For this base, it is important to ensure full access to necessary financing opportunities for companies in the defence sector (both larger companies and SME's). Only if we do this together and at the start of the planning process, do we have a chance to succeed. Instruments like the CDP, CARD and EDF can be invaluable, but only if we are prepared to actually use them. Avoid thinking in silos, instead think and act to suit the communal challenge, the necessity is crystal clear and the time to act is now."



Director DMO,
VADM De Waard

countries. The support from member states is essential to ensure that the results of the project will lead to actual navy capacity, which can effectively support the next generation of European naval forces in the face of future threats. This support includes information sharing and a co-financing contribution. This cooperation is important to the Ministry of Defence and particularly to CZSK because of the knowledge acquisition required for the forthcoming replacement of the LC frigates, the connection with the Defense Industry Strategy 2018 (DIS), and the ambition concerning European defence initiatives such as EDIDP and the European Defence Fund.

In the European Defence Fund, the Netherlands aims for themes like Maritime, Cyber, Simulation,

and Sensors. Because of their knowledge, position, and experience, DMO will be involved with all of these processes and their implementation. With the EDF, coordinating and engaging with the industry/NIDV is highly important to ensure proper implementation of the DIS and to ensure the EDF can be used to maintain a good position and both create and take advantage of new opportunities for the Dutch industry. Hence why the Dutch efforts are coordinated interdepartmentally and in consultation with the NIDV. Furthermore, participating in the EDF gives the Netherlands an important vote in about how frameworks and plans for research and development are drafted. The Multi-Role Tanker and Transport Aircraft (MRTT) project is a good example of EU cooperation with origins in the EDA.

Cooperation in NATO Context: Replacement systems, innovation, and disruptive technologies

Within NATO, the DMO contributes to international cooperation through the Conference of National Armaments Directors. The working groups contribute to interoperability in the maritime, land, air, and industrial fields through standardisation programmes and knowledge development. Multinational cooperation programmes are also initiated in a NATO context, such as recently for CBRN protection, ammunition, and Maritime Unmanned Systems. Important capacities such as Air to Ground Surveillance and the follow-up of AWACS are developed from the NATO Common Budget. The NATO Industry Advisory Group is an advisory body where the industry advises the CNAD and conducts studies that can inform the capability development process.

The Director DMO participates twice a year as the Dutch representative in the CNAD Plenary Meetings, in which the progress of these international cooperation programmes and topics related to Emerging and Disruptive Technologies (EDT) are discussed with Interoperability Partners and Allies.

In addition to the multilateral forms of cooperation (such as within NATO and the EU), bilateral cooperation will remain an important instrument. There is intensive cooperation with countries such as Germany, France, Belgium, Sweden, Denmark, and Norway on various projects in different domains. New developments such as innovation and disruptive technologies are included: international cooperation is also growing in this area, both bilaterally and in NATO and EU contexts.

Conclusion

International cooperation is not a luxury but a necessity and will be an important foundation in the development of (new) Defence capabilities in the years to come. This will take place within NATO and the EU, but also in bilateral cooperation. In addition to political will and harmonisation of needs by the countries, there is an important role for the Dutch defence industry to exploit and actively seek opportunities for cooperation. ●

Sea Defence is a unique project in which twelve leading European shipyards and knowledge institutes are brought together in a consortium, led by the Dutch company Damen.



The NIDV bids farewell to defence official Gerlof de Wilde. He was an important liaison for the NIDV at DMO. Gerlof was able to connect companies to potential NATO and EDF projects,

for which the NIDV is grateful. NIDV wishes him all success at the EC's Joint Research Council, where he will strengthen the EC's scientific domain, in particular for Defence.

Their mission becomes ours ...

AAR

Delivering SOLUTIONS

AIRCRAFT SERVICES

- Component Repair & Overhaul
- Depot Level Training
- Test Stands & Support Equipment
- F-16 Aircraft Maintenance (MRO)
- Repair Management
- Logistics Support Services
- Engineering Services
- Diminishing Resources
- Supply Chain Management
- Hydraulic Oil Purification Systems



Aircraft Component Services – New York
747 Zeckendorf Boulevard, Garden City, New York, USA
+1-516-222-9000

Aircraft Component Services – Amsterdam
Kruisweg 705, 2132 ND Hoofddorp, The Netherlands
+31-20-655-2222



F-16 Jet Fuel Starter (JFS)



F-16 Accessory Drive Gearbox (ADG)



DOING IT RIGHT

To better connect the world

For a full listing of our capabilities:

Visit us at: www.aarcorp.com
or email us at: F-16@aarcorp.com

Increased interest in Greece

In the Summer of 2021, Ambassador Susanna Terstal started working in Athens. There she soon had the opportunity to meet some of the businesses which were visiting the Greek aviation industry. It gave her an opportunity to hear about the experiences with the Partners in International Business (PIB) program of the NIDV.

Text: Matthijs Olde
Photos: NIDV

For decades there has been cooperation in many areas by Greece and the Netherlands. What is the strength of this cooperation?

"Greece and the Netherlands are countries of similar size, they are both members of the EU and NATO and, as maritime nations, they are outward looking. Greece welcomes numerous Dutch tourists; many Greek students study at Dutch universities and important Greek companies have Dutch roots.

Although the two countries differ culturally, a synergy often emerges by combining the Dutch organizational ability with Greek inventiveness and flexibility. The Dutch directness has not always gone down well, especially in the difficult years of the financial crisis. However, people appreciate that the Dutch do not beat around the bush and try to assist when they have criticisms. In this way, the Embassy has coordinated to assist Greece with



In July 2021 the Hellenic-Netherlands Industry Day took place.

projects important for the reform process of the Greek government, such as trade facilitation and the establishment of the land register. Greeks, in general, are happy to work together with Dutch companies and experts to maximize their output. At the same time Greece offers opportunities for the Dutch in tourism, construction, agriculture and logistics, because of its favorable location and pleasant climate.”



What opportunities are there for companies in the cooperation between Greece and the Netherlands in the defense and security sector and how do you see them developing?

“Dutch industry has always been present in Greece, also during the years of the financial crisis. Recently, the Dutch defense industry has increased its interest in the Greek market significantly because of the plans the Greek government to modernize its armed

forces. This calls for replacement of equipment, improvement of procedures and exchange of knowledge. This is true for all the sectors: aviation, maritime and cyber and land systems.

Tensions in the EastMed in the summer of 2020 contributed to the Greek strategy to invest more in the armed forces. However, the decision to renew and invest was already on the table. Austerity in the past decade had taken its toll on the Greek Defense Force.

These new plans offer opportunities which are interesting for Dutch companies. In addition, we know through the PIB that Greek companies are also interested in working with the Netherlands.”

Last year the Partners-in-International-Business program between the Dutch security industry and government for Greece was signed. What extra opportunities does this program offer for Dutch and Greek organizations and what role does the embassy play in this?

“The PIB is the basis for a better positioning of the Dutch Defense and Security sector in Greece in cooperation with local stakeholders. It enables the companies to enter into a public-private partnership to realize their international ambitions in Greece and to implement activities in the areas of Business2Business, Knowledge2Knowledge and Government2Government. To see the companies succeeding makes this a great program which we wholeheartedly support.”

Despite the pandemic, several trade activities were undertaken under the PIB last year and several activities are also planned for 2022. How do you look back on the 2021 activities?

“The activities of 2021 show that it is still possible to reach our goals despite the limitations of the pandemic. The Dutch booth at the industry fair DEFEA and the Dutch Industry Day are nice examples of this. We have to thank Peter Huis in 't Veld (NIDV) for his energetic efforts for the program to succeed. The cluster started with 24 companies and now has 30, which is an achievement in itself. The collective approach of the PIB as a program contributes to strengthening the partnerships with the Greek government and companies which in its turn leads to economic growth, employability and innovations in both countries.

In this respect, all the activities that took place in 2021 and those planned for 2022 are equally important. We are looking forward to the NEDS (NIDV Exhibition Defence and Security) in which

Biography of the Ambassador of the Kingdom of the Netherlands to Greece, Susanna Terstal



Susanna Terstal has been the Ambassador of the Kingdom of the Netherlands to Greece since September 2021. She previously served as Ambassador to Iran (2015-2018) and Angola (2012-2015). From September 2018 to April 2021, she was the EU Special Representative for the Middle East Peace Process. Before becoming ambassador, she was deputy chief of mission in Geneva. Susanna joined the Ministry of Foreign Affairs in 1994 and began her career in the Legal Directorate where she held several positions. Before joining the Ministry, she worked in the private sector. Susanna studied in the Netherlands, the United States and Italy. She is a lawyer and holds master's degrees in political science, international relations and Italian language and literature.

Greek companies plan to be present, as well as two Industry days for companies that work with army and navy. We are convinced that they will contribute to the establishment of a long-term relationship with the Greek government and the private sector

alike, whether it is shaped in a partnership, an exhibition participation or an industry day in Greece or the Netherlands. The Dutch Embassy is very much looking forward to contribute.”



What message do you have for Greek and Dutch entrepreneurs and knowledge institutions interested in doing business in the other country?

"There are plenty of opportunities to do business for Dutch people seeking access to the Greek market. For the Greek government attracting investors is one of its priorities. The country has a highly educated workforce, good facilities for transport and logistics and, due to its location, can also serve as a gateway to the east. Promising sectors besides the defense industry include energy, agro, services and innovative technology. Dutch entrepreneurs should be

aware that procedures in Greece take longer than in the Netherlands and that the tax system is more complicated. For every challenge, however, a solution can be found and the Embassy is happy to connect potential investors to specialists in those fields. I am convinced that Greek and Dutch entrepreneurs will find working together mutually beneficial as has also been the case in other areas." ●

(advertentie)

PREMIUM QUALITY SUPERIOR PERFORMANCE





Suprabeam Q7xr

- 1000 Lumen
- 2h 45min runtime on MAX – 37h on LOW
- Double runtime with 2x 5000 mAh Lithium batteries
- 345 meter beam distance
- Sliding Hyperfocus™
- USB Fast charging base
- Water resistant IPx4

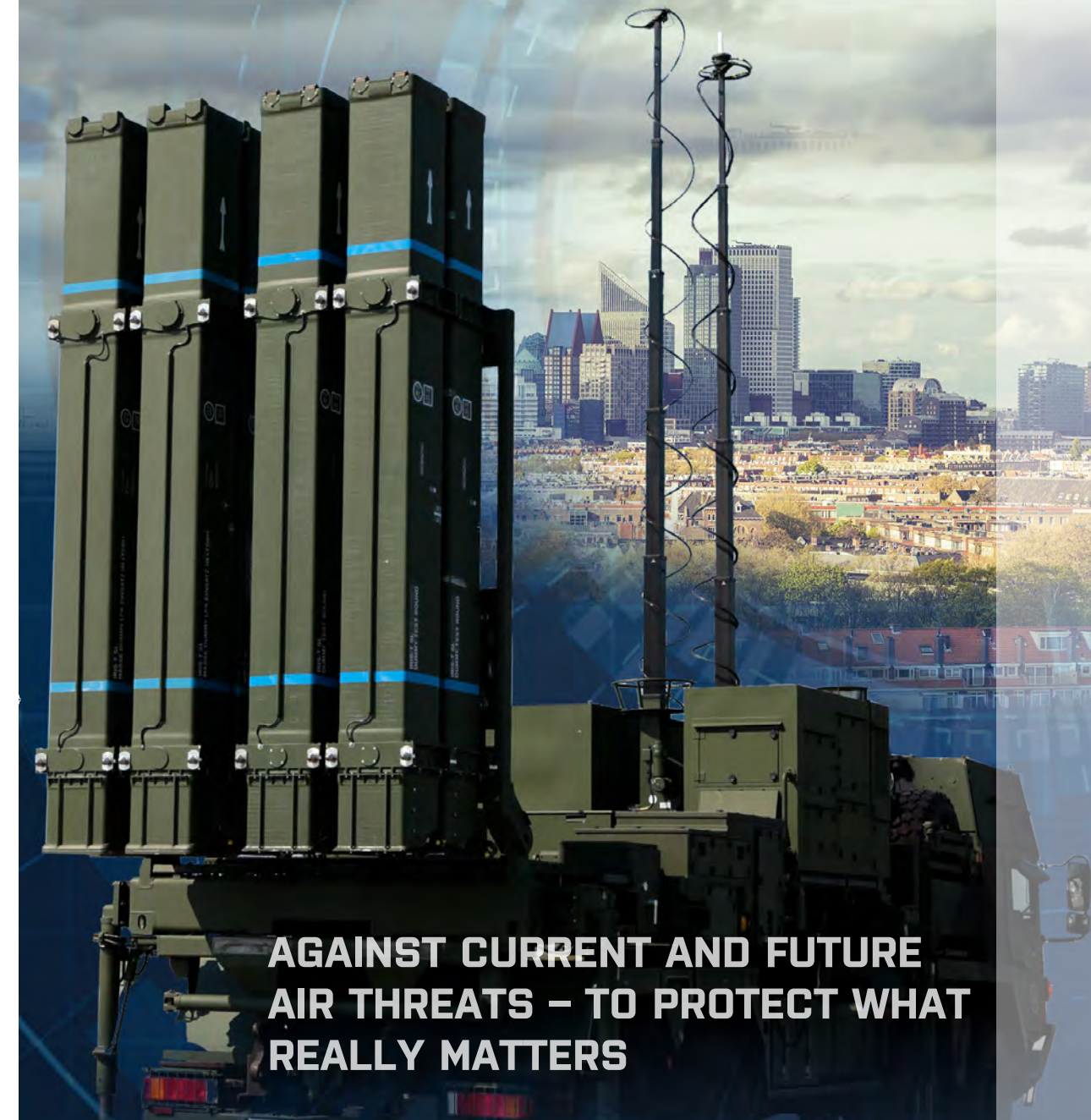


Vonk B.V.
Voorstraat 41 – 3265 BT PIERSHIL – Tel. 088-03 3030 0
info@vonkbv.com – www.vonkbv.com

DANISH DESIGN | SWISS ENGINEERING

(advertentie)

DIEHL
Defence



**AGAINST CURRENT AND FUTURE
AIR THREATS – TO PROTECT WHAT
REALLY MATTERS**

GROUND-BASED AIR DEFENCE

IRIS-T SLM and SLS - Flexible air defence systems
tailored to your mission

www.diehl.com/defence

No security without industry

The NIDV wishes the Rutte IV government, particularly the Minister and State Secretary for Defense, success in implementing the important components of the Coalition Agreement, which contribute to the maintenance of our peace and security. The Dutch Defense and Security sector are ready to contribute to this! The NIDV has presented the most important members of government for our sector with an information booklet (<https://www.nidv.eu/over-nidv/>). It contains an explanation of our sector and a description of specific points of attention.

The new coalition agreement provides Defence with billions of Euros more on a structural basis. However, it will not be possible to realize all the wishes for the new profile of the Armed Forces, such as information-driven operations and further digitization. But let us concentrate on what can be done. The Ministry of Defence is currently working hard on the distribution of the budget towards these resources. A new pay structure and better working conditions are high up on the list as well.

The NIDV is readying itself for which purchasing demand will result from the Defence Paper 2022 that will follow this spring. Our sector can then start preparing for that. Of course, we will let our members know through our business platforms and during the 4th Tuesday of September when the annual Defense/NIDV Project Day will focus on Defense projects.

The NIDV also looks forward to the consultation meetings with the DMO Procurement Directorate and the Military Production Commissariat in which the procurement strategies of the major projects as well as opportunities for industrial participation will be discussed. With our weekly tender information notifications, which our participants receive in advance, we keep our members informed of concrete market opportunities.

Acquisition in the Ministry of Defence often takes a long time. This is often at odds with industry. For companies, this poses various challenges, including financing, competition, and their market position. Long processes mean that rapid innovation also takes longer. As a high-tech and innovative country, the Netherlands cannot afford this. There is too much European and global competition for that. In mentioned information booklet, we ask for endeavoring a more efficient "Defence Materiel Process". With the current bureaucratic process and the dynamic technological environment, this is highly needed. It is in the interest of our warriors.

With a formation paper, VNO/NCW MKB Nederland, FME, TLN and the NIDV made a case for a higher defence budget to the new coalition in early 2021. One of the requests which did not make it into the coalition agreement was a defence-wide provision of €50 million to improve strategic autonomy. Defence wants to innovate, including developments from outside the sector, but has no money available to co-financing. With such a provision industry can be well-positioned for future projects. Certainly, when it comes to weapon systems that are not built in the Netherlands, without co-financing our SMEs can hardly enter the supply chain that the Original Equipment Manufacturers already form at the beginning of a development project independently. If the Netherlands buys existing technologies off the shelf, it will not be able to secure them in the market. When it comes to weapon systems that are not built in the Netherlands, without co-financing our SMEs can hardly enter the supply chain that the

NULKES' NOTES

Mr. Ron Nulkes, Director NIDV



Original Equipment Manufacturers already forms at the beginning of a development project independently. We will continue to call for attention to this.

The EDF is taking shape. In response to the first call, over 40 of proposals, supported by Defense and EZK, were sent to Brussels in December. It represents a mix of SMEs, knowledge institutes and larger companies. Around the summer, the EC will announce the winners. A strategic session will soon be held with Defence and NIDV participants, during which we can think along about the EDF deployment of the Netherlands. What needs of Defence can be met through the EDF and how can Defence and our companies collaborate in this, of course with other armed forces and foreign companies? We are also looking into the other question of how our companies can participate in EDF projects with co-financing from EZK. I very much appreciate the open consultations with Defence and EZK!

Our European umbrella organization, the Aerospace, Security and Defence Association of Europe (ASD), makes a strong case in Brussels for ensuring our sector's financial access to banks and other financial institutions. Proposals are circulating in Brussels to exclude companies that derive more than 5% of their turnover in military or security products. If these proposals are adopted, they will affect hundreds if not thousands of companies. I find this incomprehensible. On the one hand, the European Commission wishes to improve European capabilities and have a stronger European Defence and Industrial Base to improve strategic autonomy. On the other hand, the EC would then severely limit the possibilities of our sector. The Netherlands House of Representatives has expressed its concern and asked questions. The subject, sustainable finance, has been discussed in the cabinet. European and national politicians are stirring. Large European companies are worried. Several articles have appeared in the European press. The NIDV has also pleaded the case in the Dutch media. I consider the Brussels plan to be a bad idea and I think it should be taken off the table soon.

The NIDV has a small team that provides services to its participants, provides information and looks after your interests. The business development managers Land and ICT, Stefan Schaafsma and Harry de Groot have left NIDV. The NIDV is grateful for their contribution. The replacement of Stefan is soon to be announced. In the place of Harre comes Matthijs Olde. Matthijs has been succeeded as advisor communication & public affairs by Peter Buiting. The team has been expanded with Col. (ret.) Paul de Witte as a part-time advisor on sustainability and the environment.

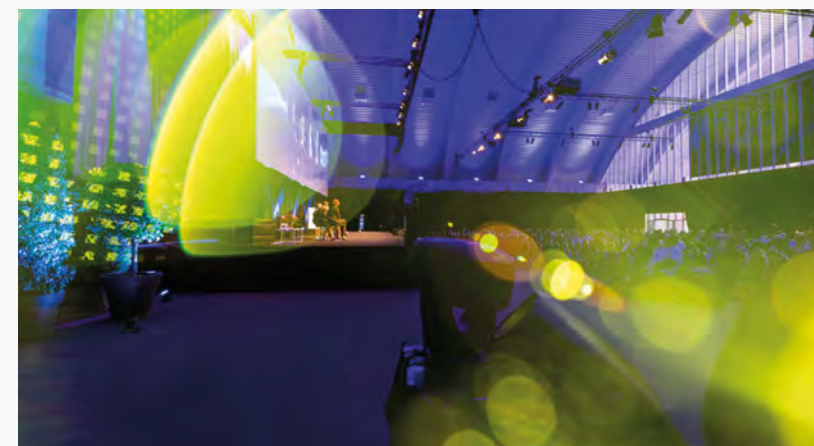
Last but not least, the NIDV bids farewell to defence official Gerlof de Wilde. He was an important liaison for the NIDV at DMO. Gerlof was able to connect companies to potential NATO and EDF projects, for which the NIDV is grateful. He will continue at the EC's Joint Research Council, where he will strengthen the EC's scientific domain, in particular for Defence. Gerlof will be replaced by Els Brands, who will soon introduces herself.

With our team, the NIDV is at your service. We would like to support our industry in their missions for a well-equipped armed force for peace and security. After all, without industry, there is no security!

Mission

The NIDV foundation promotes the sustainable positioning of the Dutch Defence and Security Related Industry (NL-DVI) for national/international (government) contracts and at (inter) national supply chains. The NL-DVI stands for the highest quality and efficiency of equipment, services and application-oriented knowledge. The NIDV is the strategic partner of public authorities in the field of defence and security, and pivot in the cooperation in the golden triangle of government, knowledge institutions and the business community. ●

NATO Edge 2022



The NATO Communications and Information Agency (NCI Agency) will host the first NATO Edge conference from 25 to 27 October 2022.

Over the last 15 years, the NCI Agency has fostered two successful events – the NATO Information Assurance Symposium (NIAS) and the Agency's flagship industry conference, NITEC. This year, as we celebrate the Agency's 10th anniversary, we are introducing NATO Edge, which combines these two conferences to bring a new flagship technology event for business and political leaders.

This year's conference theme is "Technology in Focus." This event will centre on the technology, and the collaboration and partnerships,

needed to future proof the Alliance. Following on the heels of the NATO Summit in Madrid, NATO Edge will feature discussions on the Agency's work on emerging and disruptive technologies (EDTs), which include artificial intelligence (AI) and data.

NATO Edge will gather industry, start-ups, academia, as well as national and NATO representatives, to discuss the most pressing tech topics. The Agency will also present its upcoming business opportunities for industry and not-for-profit organizations to learn more and ask questions. ●

COLOPHON



Stichting Nederlandse Industrie
voor Defensie en Veiligheid (NIDV)
Bezuidenhoutseweg 161
2594 AG Den Haag
(070) 364 48 07
info@nidv.eu
www.nidv.eu

Het nieuwsmagazine verschijnt enkele malen per jaar

Eindredactie Riekelt Pasterkamp

Abonnementen

Medewerkers van NIDV-deelnemers en overheid ontvangen dit blad gratis. Aanvragen via: office@nidv.eu.

Advertentieverkoop:

ER Communicatie 0314-334960/ 06-27028877
info@er-communicatie.nl

Alle rechten voorbehouden. Niets uit deze uitgave, mag worden verveelvoudigd, opgeslagen in een geautomatiseerd gegevensbestand of openbaar gemaakt, in enige vorm of op enige wijze, hetzij elektronisch, mechanisch, door fotokopieën, opnamen, of enig andere manier, zonder voorafgaand schriftelijke toestemming van de uitgever.

NIDV Kernteam

Mr. R. C. Nulkes, Directeur – P. Huis in 't Veld, Manager Business Development Luchtmacht – Ir. M.G. Lutje Schipholt, Manager Business Development Marine, Plv. Directeur – Mevr. S. Sahadew Lall, Manager – Mevr. L.G.D. Mayer, Management Assistent – Mevr. N.M. Rosbergen, secretaresse – J. M. Olde MSc, Manager Business Development Land – A. B. de Groot, Manager Business Development Informatie Voorziening – H.P.J. Buiting MA, Adviseur Public Affairs en Communicatie

NIDV Supportteam

Kol b.d. J. Zijlstra, Adviseur Luchtmacht – J. Jansen, Senior Advisor EU Affairs – H. Slager, Manager EU Government Affairs.

Algemeen Bestuur Stichting NIDV

Drs. A.M.C. Eijssink, voorzitter – R.F.M. Keulen, Damen Naval – ir. G. van der Molen, Thales Nederland – W. Riemersma, CGI – SBN b.d. M. G. L. H. Tossings, TNO – M.R. Brinkman, SPECTO Aerospace – Ir. R.J. van Baaren, ADSE Consulting & Engineering – drs. I. Veerman, Van Halteren Metaal BV – Drs. M. M. van der Maat, Fokker Technologies Holding – A. Hijwegen, directeur TriOpSys – J. Schaap, CEO SurCom International – ir. A.J. de Jong, Delft Dynamics B.V., Secretaris: mr. R.C. Nulkes, dir. NIDV.



PUSH LIMITS

At Aeronamic, we choose to dedicate ourselves to high-speed rotating components and precision parts. Developing, producing, assembling, testing, and servicing them thoroughly, according to all standards.

Innovative as we are, we always invest in tomorrow's productivity. From new production technologies like additive manufacturing to our state-of-the-art PTMS knowledge and repair center in Woensdrecht. That same commitment to innovation is what inspired us to develop our own software to support our primary MRO process. By staying ahead of the curve Aeronamic is also able to attract the industry's best and brightest new talent. To help us tackle future challenges. So we can continue to push limits.

www.aeronamic.com

AERONAMIC

