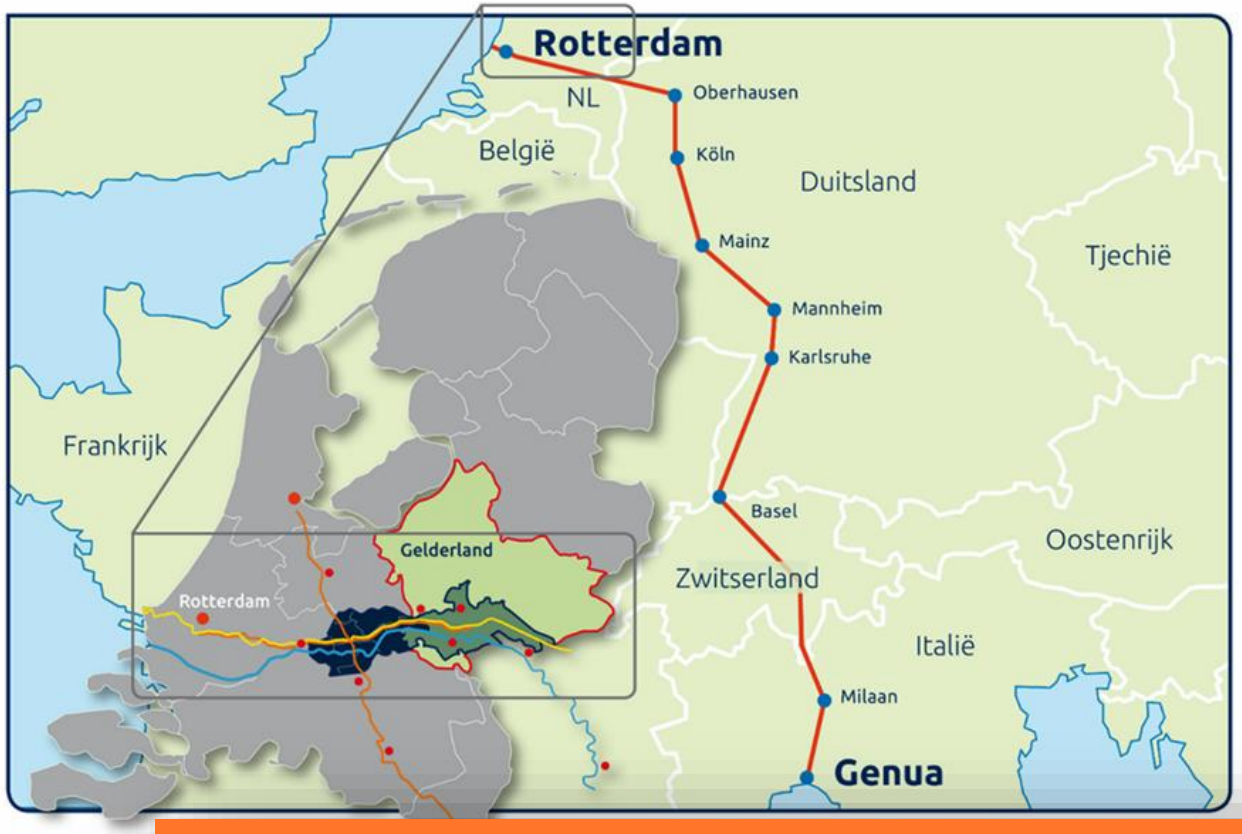
Letter of Intent

Cikarang Dry Port – LHR on behalf of Logistics Valley

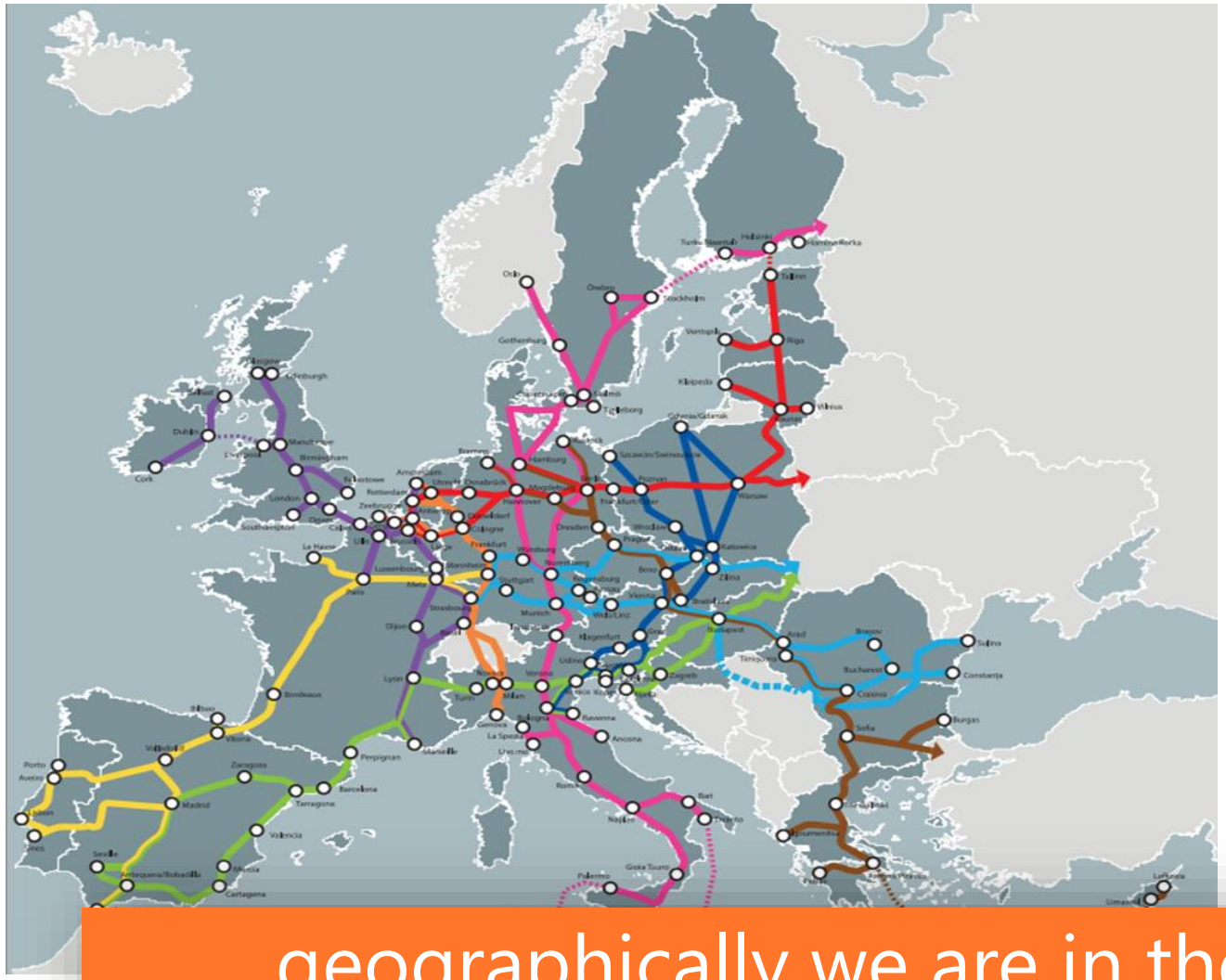
Economic Mission
Prime Minister Mark Rutte of The Netherlands
Jakarta, 21-24 November 2016
Meeting 22 November, Cikarang Golf Club

provincie
Gelderland

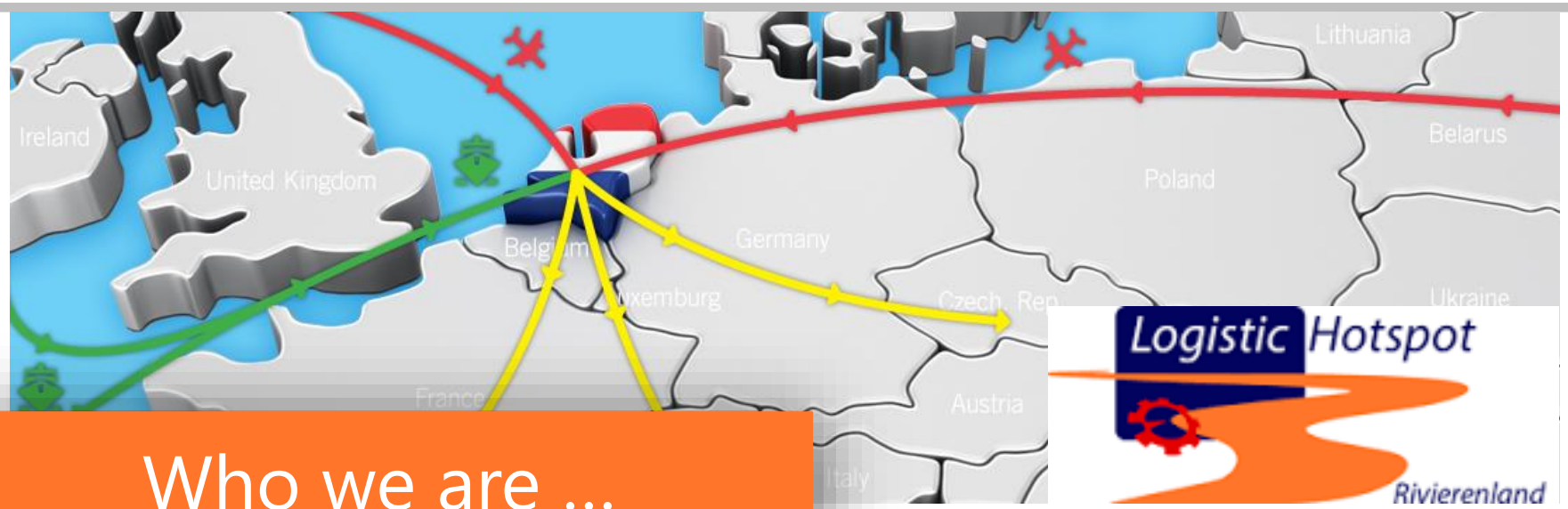


The Province of Gelderland is part of the Rotterdam-Genua Corridor

provincie
Gelderland



… geographically we are in the logistics hardland of Europe …

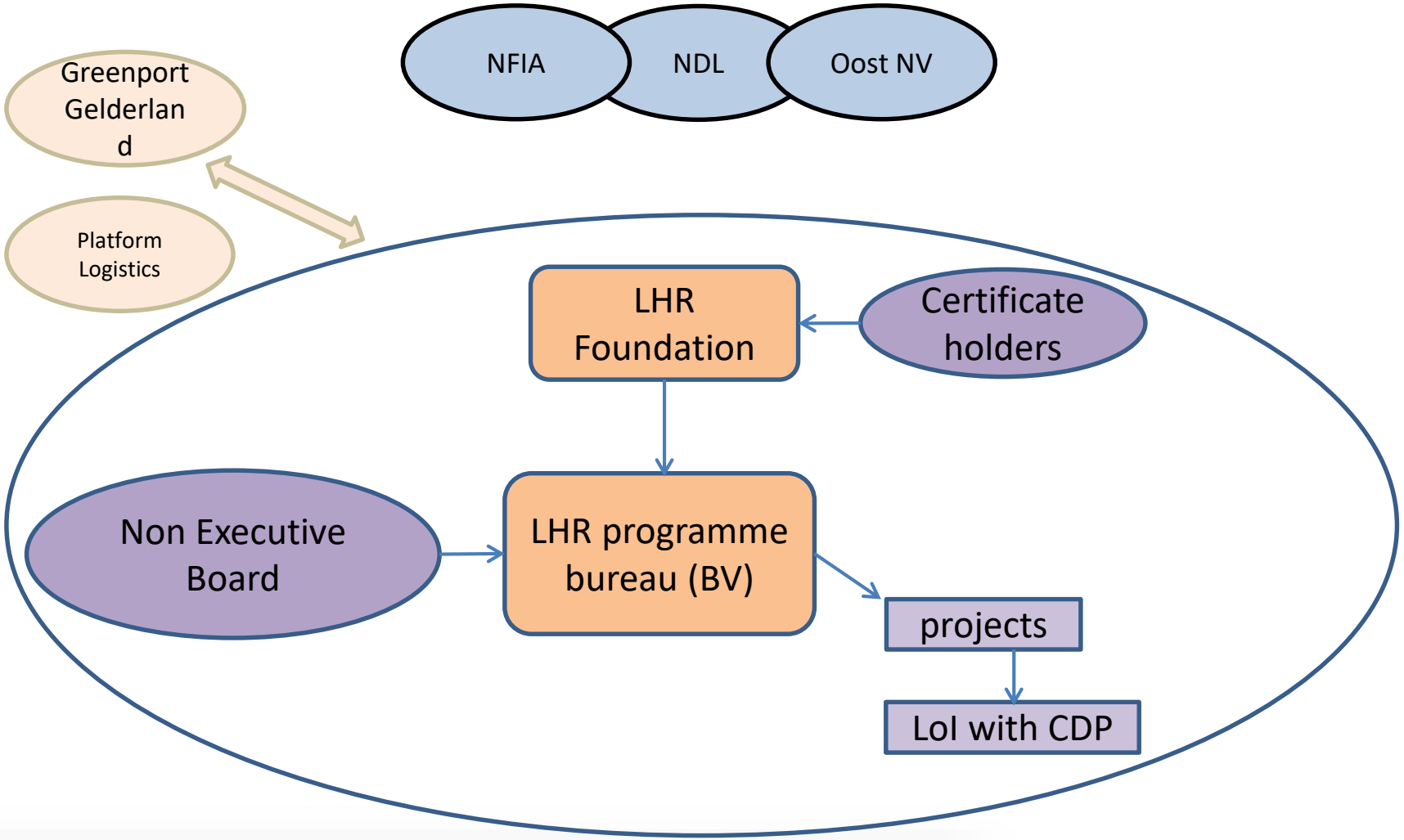


Who we are …

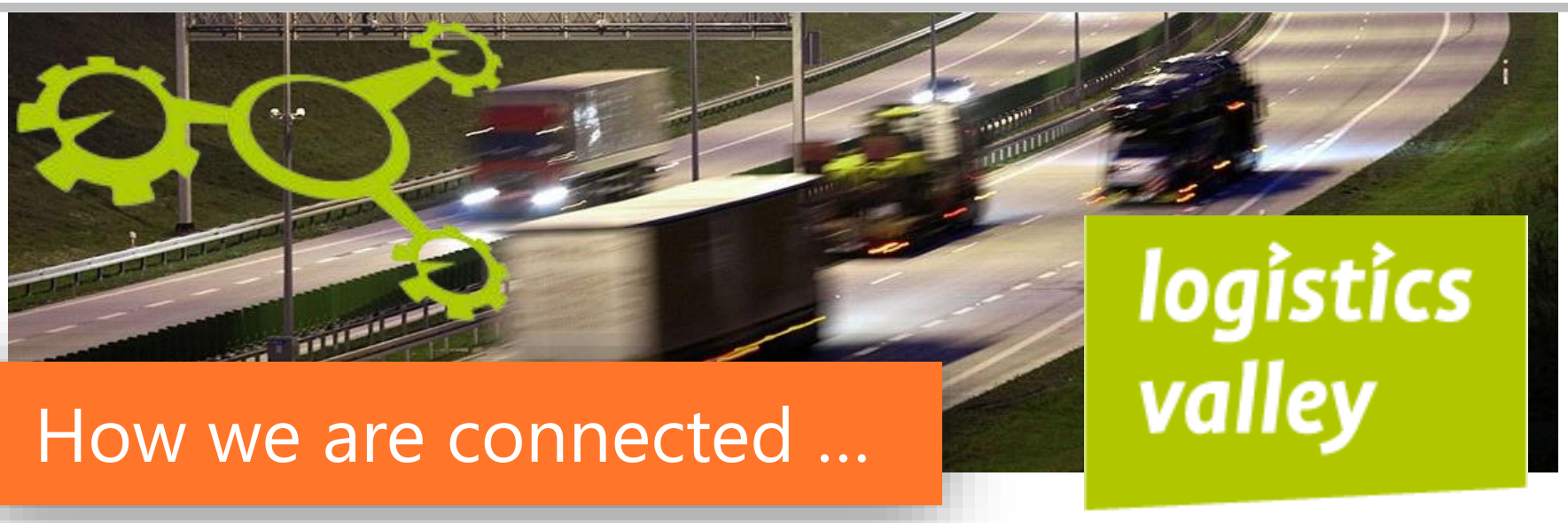
- Logistic Hotspot Rivierenland (LHR) is a limited company operating as a network organisation for its shareholders

- The shareholders of LHR are: port operator, logistic and supply chain service providers, investors, banks, landowners, the provincial development company Oost NV and the 11 municipalities in Rivierenland

- Goal: further develop the Rivierenland-region through initiating partnerships and logistics investment projects, both domestic and abroad



How it works under the hood …



How we are connected …

- LHR and the two other Logistic Hotspots in Southern Gelderland - LEC Region Nijmegen and LEC Liemers – form the ‘triple helix’ Logistics Valley

- Logistics Valley unites the 3 hotspots in Southern Gelderland and brings together: port operators, logistic and supply chain service providers, landowners, regulators and knowledge/education institutes

- Logistics Valley offers international partners: a. to grow their business by connecting with inland ports in The Netherlands, b. the opportunity to jointly invest in logistic facilities and warehouses, c. exchange knowledge and expertise, d. connect directly with policy- and decision-makers in Europe

An international hub …

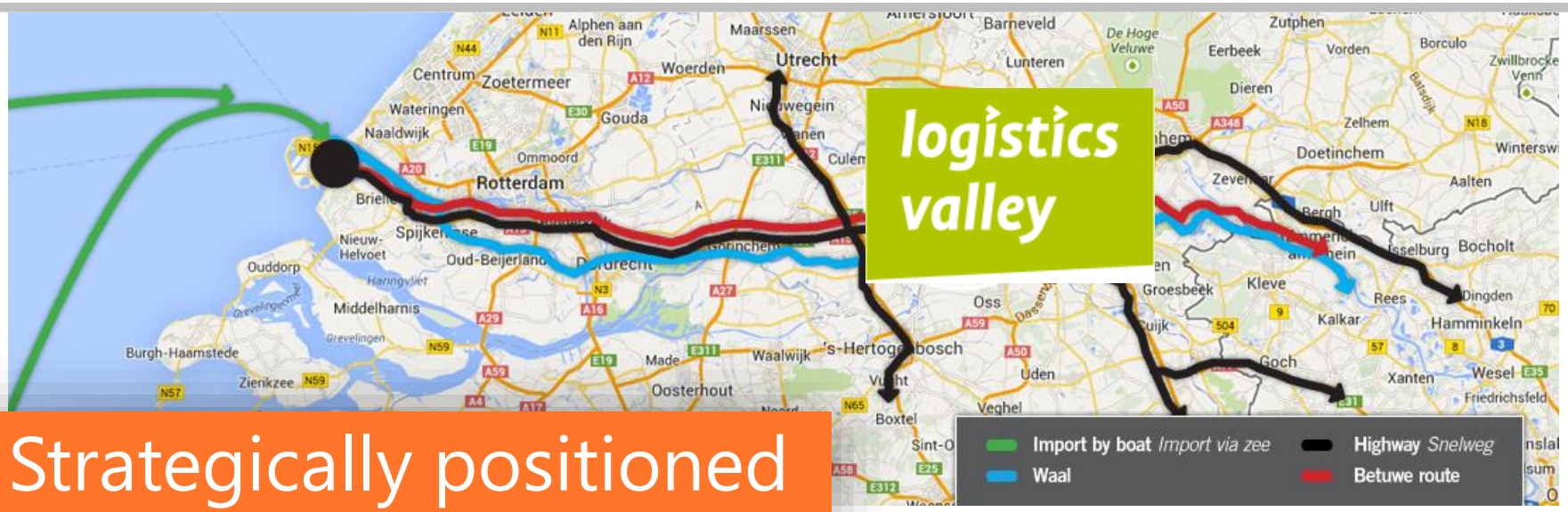
- The three Logistic Hotspots of Logistics Valley are home to multinational logistics service providers

- Some of our partners are: Kuehne+Nagel, Ceva, CH Robinson, Mainfreight, XPO, DHL, BCTN and a number of medium size dedicated logistic companies such as Midl, Visser and Verkroost.

- Each Logistic Hotspot has its own Logistics Expertise Centre (LEC) where companies and education/knowledge institutes match their expertise

How the LoI-partners and their networks match …

activity	Logistics Valley	Jababeka	'triple helix'
Landownership	government	PT Jababeka TBK	
LSP	Keuhne+Nagel, Ceva, DHL, C.H. Robinson, among others …	DHL, DAMCO, Nippon Express, Logwin, among others …	business
Operator	LHR/Logistics Valley	Cikarang Dry Port	business
Province	Gelderland	West-Java	government
Education	HAN/ROC's	President University	knowledge



Strategically positioned

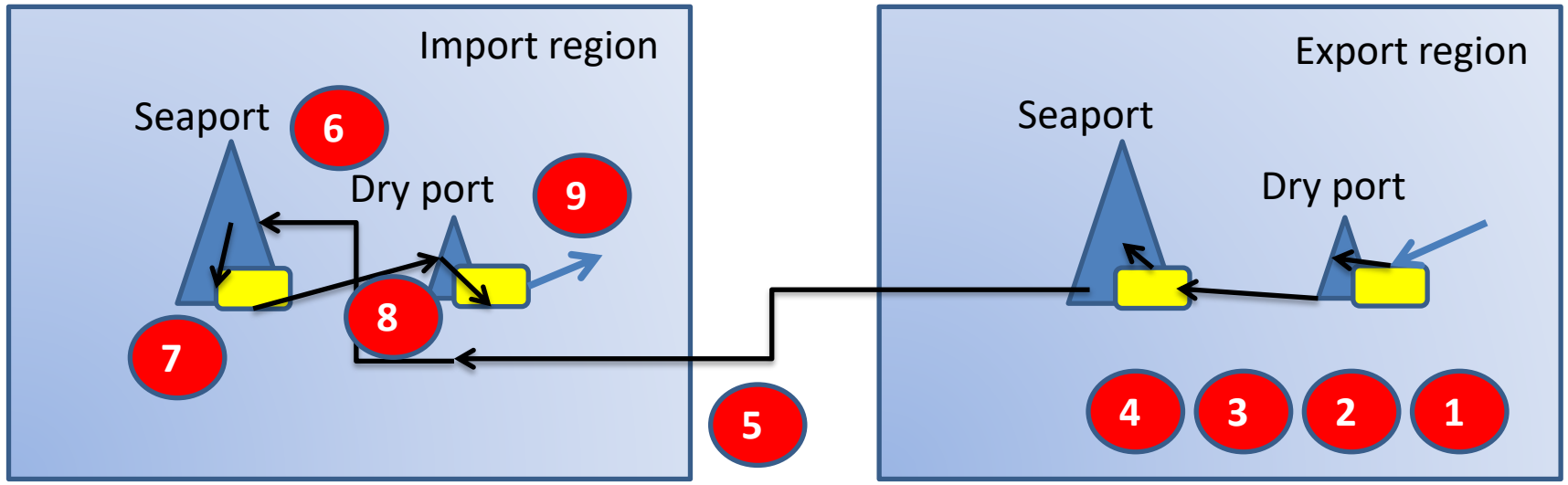
- With three inland container-terminals on the riverbanks of the Waal - the busiest river in Western-Europe - Logistics Valley has an excellent connection with the seaports of both Rotterdam and Antwerp
- Excellent river, road and rail connection with the European hinterland
- Bonded warehouses possible through close cooperation with Dutch customs
- Excellent relationships local/regional governments and private sector
- Modern logistics business parks

EU: largest market

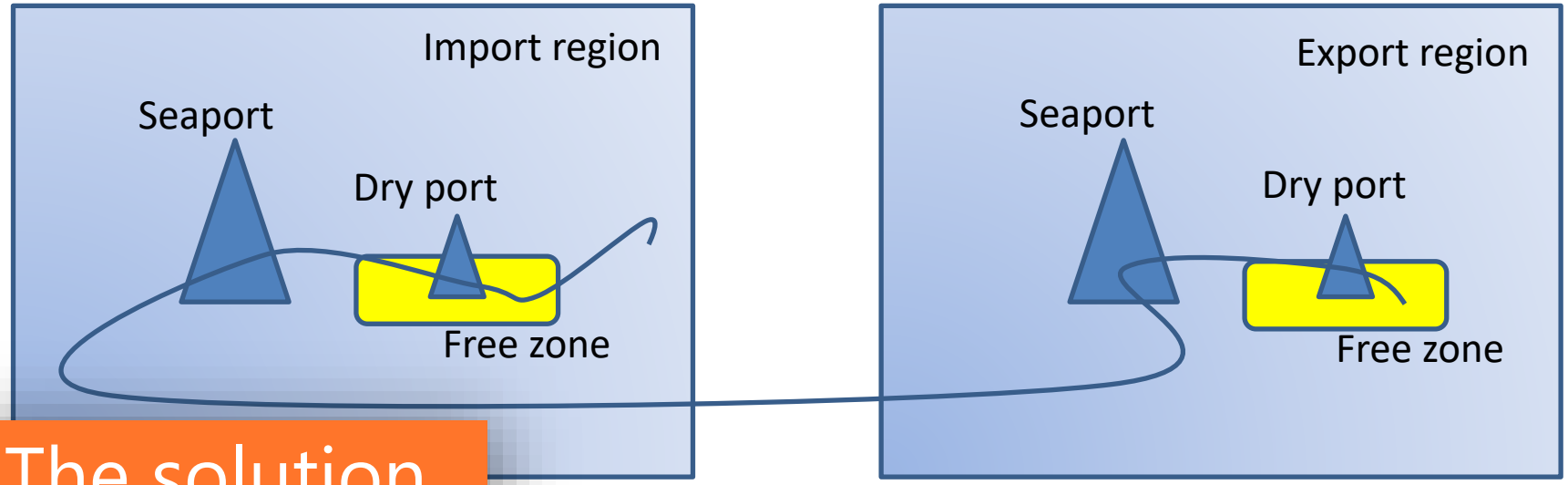
- Europe is the largest consumer and industrial market in the world and home to the world's largest trading block (60% of world trade)
- Trade volume between Indonesia and Europe increased over the last five years with 25% to yearly 28 billion US$
- Indonesia is with a population of 250 million people the largest economy of the ASEAN free trade zone and strategically positioned to develop into the industrial and logistics powerhouse of Southeast-Asia

Seaports are congested, which increases costs and slackens economic development

Current situation: complex transport flows with at least 9 cost increasing blockades



Seamless Chain Logistics: one integrated flow with no boundaries



The solution

Proposed LoI CDP-LHR

- Intend to investigate a cooperation on the basis of 'Seamless Chain Logistics' (SCL)
- Intend to start operating a SCL-connection from 1 January 2017 onwards
- Intend to expand the SCL-network to other dry and/or inland ports
- Intend to realise a volume over the next 5 years of 4.5 mln. ton or 220,000 containers
- Intend to jointly launch a campaign to acquire customers for warehousing and/or other activities in CDP and/or Logistics Valley and build the facilities they need to be ready for operation before 1 Jan. 2019 - or sooner - with a minimum of three projects yearly

provincie Gelderland

logistics valley

Our Delegation

Province of Gelderland

Conny Bieze
Vice-Commissioner of the King
Regional Minister Mobility and Logistics

Ron Dragt
Concern Manager

Logistics Valley

Jan Looman, CEO LHR on behalf of Logistics Valley
Marie-José Pijnenburg-Loman, LHR
Aernout Bouwman-Sie, LHR
Gert-Jan Willems, Director UTS Verkroost
Marjolein Roorda, Proj.-Man. UTS Verkroost
Joop Mijland, Man.-Dir. BCTN
Nanne Zwiep, Director Industry Park Medel
Cindy Visser, Proj.-Man. Visser Duiven
Werner Meijer,Man.-Dir. Midl