

Sustainable energy is advancing

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Achievements of the Amsterdam port region

- * Fourth port in Europe
- * Largest petrol port in the world
- * Largest cacao port in the world
- * Second coal port in Europe

Smart joint efforts towards sustainable growth

I am proud. I am proud of our port, our people, the port companies, the region, our cooperation partners and critical followers. Why is that you might wonder? Well, because together we are taking huge steps towards having a sustainable port, and a growing port as well able to come up with smart solutions. I would like to use this opportunity to thank you all sincerely for joining hands with us and for your dedicated and much appreciated efforts.

Growth and sustainability are key ambitions. In fact, they go hand in hand ... for the future of our port and also for our contribution to the city of Amsterdam, the region, the Netherlands and Europe. In 2011 Port of Amsterdam managed to grow nicely, despite the economic recession. The growth is even more special because it was ensured at a more sustainable level. This annual report includes all the underlying figures. Together with the port companies, shipping companies, environmental organisations and cooperation partners (e.g. other ports and governments) we are investing best efforts to become a sustainable port.

We are responsible for the environment; which means we must use the available areas of land and water efficiently and intensively. We want to grow without damaging the quality of the water, soil and air. For instance, our port is a trendsetter when it comes to innovative solutions companies, urban districts and the municipality have come up with in order to reduce smell. For holding inland navigation vessels and river cruise ships we have constructed shore power. This means local residents are guaranteed more comfort and cleaner air. We prefer to ship products across water and rail, sparing the road. We seek to encourage this alternative in many ways. For instance, we have designed a concept for a fine-meshed goods traffic system across water, which is similar to the underground system. It provides reliable intermodal connections with the hinterland.

Our clients too attach greater importance to sustainability. We know they have been testing our port against this criterion. And obviously they seek to benefit from the commercial opportunities sustainability has to offer as sustainable activity goes perfectly hand in hand with better efficiency.

We had every reason to spotlight sustainable energy and bio-based economy in this annual report. We are a strong energy port in transition where companies invest in green energy and pay increasingly more attention to sustainability. This annual report will explain how we proceed, together with the port companies.

We have not reached our target yet: being a sustainable energy port and one of the most sustainable ports in Europe in 2020. But we are making good progress. We continue to invest best efforts to grow in a smart and justifiable manner ... together with our environment.

Dertje Meijer, president and CEO

Energy port in transition: sustainable energy and bio-based economy

The Amsterdam port sets the tone when energy and agricultural bulk are involved, and has the ambition and position to become a leading port in terms of sustainable energy, fine-meshed recycling and bio-based economy.

Amsterdam is the fourth port in Europe and a busy international hub where different cargo flows are supplied, stored, transit, mixed and processed. It presents a platform where cargo flows, residual flows, commodity needs and energy production activities come together and use each other. Amsterdam is directly connected to busy shipping routes on the North Sea and enjoys a unique position in the largest delta in Europe, with water connections reaching far into the continent. This makes the Amsterdam port region perfectly suitable for fast and efficient transit (by ship) and the processing of bulk goods, such as agricultural products and fossil fuels.

From energy port to sustainable energy port

Amsterdam sets the tone when mineral energy is involved: it is the largest petrol port in the world and the second coal port in Europe. Boasting an extensive and ultramodern infrastructure for storing, transshipping, processing and mixing fossil fuels, Amsterdam is a professional and reliable partner for mineral energy, offering fast transit lines.

This may sound ambiguous, yet for different reasons the important position in the mineral energy domain (and agricultural products) is perfectly consistent with transition to sustainable energy, which is one of Port of Amsterdam's aims.

Good starting position: the authorities are compelling energy producers more and more to add sustainable fossil fuels (biofuels, biomass) to traditional energy (oil products, coal). For this the Amsterdam port is the location par excellence. Because of the existing cargo flows and port functions the indispensable ingredients already exist: cargo flows, required infrastructure and players such as energy producers and fuel storage/mixing companies.

Business location policy: Until the year 2020 Port of Amsterdam has decided not to welcome new coal and oil products (mineral energy) transshipment terminals to the port area. Nevertheless, the port is investing heavily to attract companies dedicated to sustainable energy and has actively been approaching market parties that are contributing to having a sustainable energy port. Existing 'traditional' energy terminals may continue to increase transshipment volume on their business parks.



Transshipment: Port of Amsterdam is attracting more new energy cargo flows and activities, such as the large-scale seaborne supply of biofuels and biomass. Obviously, in doing so Port of Amsterdam pays careful attention to origin. In addition, promising developments are taking place which might grant Amsterdam a significant role in transporting turbines for large-scale offshore wind farms.

Production: In addition to sustainable energy loading Port of Amsterdam is also attracting parties that are using waste and residual current to generate heat and biofuels, such as the Afval Energiebedrijf (AEB) and Greenmills. Also, Port of Amsterdam is creating space and opportunities within the port area to generate wind and solar energy.

Transshipment methods: This means Port of Amsterdam is a trendsetter when it comes to preserving energy transshipment itself: vapour processing systems for emission-free petrol and diesel transshipment, indoor conveyors for dust-free coal transshipment, dust monitoring for the quality of the air and LED lights at the energy terminals.

Bio-based economy

With the strongly represented sectors of energy, agricultural bulk and recycling, the port is developing increasingly more activities in the 'bio-based economy' domain. This economy is based on green (sustainable) raw materials whereby, in addition to energy, high-quality raw materials for the chemical industry (e.g. cosmetics and medicines) are extracted from organic waste, organic residual currents and agricultural load. Companies such as Greenmills, Vesta Biofuels, Waternet and AEB are already working successfully on the transition to a bio-based economy. Due to increasingly refined recycling processes at the port, this principle is also used for non-organic waste, for instance by companies such as Icova, Van Gansewinkel and Granuband. With the project Waste = Raw Material and the Sustainability and Innovation Fund, Port of Amsterdam is promoting and supporting local recycling initiatives whereby the residual currents of one company are used as raw materials by another company. Example: (1) ICL Fertilizers Europe C.V., using the port area's residual current that is rich in phosphate as a raw material for the production of chemical manure; (2) Cargill, transferring the residual pulp of fruit juices to Greenmills through a pipeline, where pulp is processed into biofuel; and (3) sewage sludge which during the combustion process at AEB is injected and converted into energy.

With ever more and permanently innovative activities, Port of Amsterdam aims at becoming a sustainable port promoting sustainable energy and fine-meshed recycling; a port contributing significantly to the bio-based economy.

Highlights 2011

At the end of May, Port of Amsterdam and NEN (knowledge network for standardisation and unequivocal agreements) organised the second Roadshow certification of sustainable biomass at the Amsterdam Shell Technology Centre. Special attention was paid to the Dutch certification system NTA 8080 for sustainable biomass. In addition, several companies gave presentations on their sustainability projects in and outside the Netherlands. Some of the attending companies signed a declaration of intent undertaking to seriously proceed with the NTA 8080 certification: Staatsbosbeheer, Energy Pellets Moerdijk B.V., North Sea Group and Woodchips Moerdijk B.V. Click **here** for more information.

DIHA

Companies adding wisely and innovatively to the sustainable development of the port area may count on Port of Amsterdam's financial support. All companies located in the North Sea Canal area may apply for a subsidy from Port of Amsterdam's Sustainability and Innovation Fund. In 2011 the following companies were granted the DIHA subsidy:

- ICL Fertilizers Europe C.V. (phosphate recycling Port of Amsterdam)
- Koopman Car Terminal B.V. (assembly and distribution of electric cars E-zone)
- Asphalt Productie Amsterdam B.V. (effective use of residual heat in an asphalt plant for (pre)drying mineral aggregate)
- WestpoortWarmte B.V. (CO2-free heat between Orgaworld Greenmills and WPW)
- Stortgas B.V. (sustainable energy from biogas)
- Granuband (recycling rubber into soundproof tram rail profiles)

For more information click **here**.



Waste = Raw Material

Port of Amsterdam, the municipality of Zaanstad and the Dienst Milieu- en Bouwtoezicht in Amsterdam are involved in the Waste = Raw Material project whereby the residual currents and waste products of some companies serve as interesting raw materials or sources of energy for other companies. Companies willing to exchange residues can be supported in their project management activities, when they apply for subsidies or try to find the right experts. In 2011 two Waste = Raw Material projects were launched. Chemical manure producer **ICL Fertilizers Europe C.V.** is using different phosphate-containing residual currents from the Amsterdam port as a raw material to produce artificial fertilizers (e.g. the struvite mineral from water purification and ashes released when combusting residual current from inter alia water purification, biofuels and fertilizer products). **Granuband** rail profiles. In January 2012 the project of **Koster Metalen** from Beverwijk that had been submitted in 2011 to recover copper from scrap was adopted as the third project. All three projects were granted the DIHA subsidy (Koster in 2012).

First biofuel load at the Hydrocarbon Hotel terminal

Halfway through December a tanker unloaded the very first major biofuel shipment at the new Hydrocarbon Hotel terminal of the Dutch North Sea Group and the British Harvest Energy. Both companies are actively involved in the petrol and diesel supply market and leaders when it comes to biofuels. At the terminal these biofuels are stored for further distribution. It means Port of Amsterdam has taken yet another step towards becoming a sustainable energy port.



Energy facts

- * Amsterdam is the largest petrol port in the world (and the 2nd coal port in Europe).
- * The energy transshipment level at the Amsterdam port amounts to 50 million tons annually: which suffices for driving 35 million cars one year long and providing over 31 million households with energy.
- * Annual production and handling of fuel at the Amsterdam port – 4x of what is being used in the Netherlands.
- * Annual production and handling of biofuel = 2x of what is being used in the Netherlands.
- * The Amsterdam port is generating green energy from waste and wind for approximately 400,000 households.
- * 50 million litres of recycled (frying) fat per year = 1 billion car driving kilometres.

Sustainable energy prognoses

Port of Amsterdam has the following prognoses for transshipping, processing or placing sustainable sources of energy:

| | 2010 | 2015 | 2020 |
|-------------------------------|---------------------------------|----------------|---|
| Biofuels | 0.8 million tons | 2 million tons | 3.5 million tons |
| Biomass | 0.4 million tons | 3 million tons | 6 million tons |
| Off-shore wind farms | 10 per year | 200 per year | 500 per year |
| Wind farms at the port | 37 /65 MW/ 40,000 households | | 45 /100 MW/ 60,000-65,000 households |

Sustainable port

Port of Amsterdam plans to seriously increase the transshipment level and at the same time the port aims at becoming one of the most sustainable ports in Europe in 2020. The Port is taking many initiatives to realise sustainable growth wherever possible.

Amsterdam's key ambition is to be one of the most sustainable ports in Europe in 2012. The ambition follows from the Port's social involvement and necessity: for the port to live on in the future, sustainable development is indispensable. At the same time, Amsterdam plans to double the transshipment volume in 2020 compared to the year 2006. This means sustainable growth without damaging the quality of the water, soil and air and whereby the port uses the scarce (environmental) space efficiently.

Influence wherever possible

As the port developer, Port of Amsterdam mainly has an influence on the sustainable use of space and on making transshipment methods and hinterland transport sustainable. This is how Port of Amsterdam, in association with the companies, is intensifying the use of ground and water areas and is regulating the amount of cargo transhipped per quay metre and the amount of cargo stored per square metre of surface area. Port of Amsterdam sets demands to the sustainable cargo transit share (by ship or train instead of truck), rewards clean ships with a discount off port dues and promotes companies' sustainable initiatives with the Sustainability and Innovation Fund.

Port of Amsterdam only has a limited influence on the type of products that either reach or leave the port, and the origin of these products. Nevertheless, wherever possible the port takes initiatives to monitor matters, for instance by encouraging the supply of sustainable cargo and welcoming sustainable companies to the port region, setting the tone in terms of legislation, influencing legislators or supporting organisations that are dedicated to sustainable production.

Highlights 2011

Logistics site

In 2011 Port of Amsterdam allocated some 4 hectares of new sites, particularly in Stadhaven Minerva. Also, new clients settled at the existing sites. Port of Amsterdam's objective to intensify matters thus developed shape in practice. Prior to allocating new sites, Port of Amsterdam makes sure to optimise the existing ones, as a result of which over 7 hectares were added in 2011. In addition, more tonnage is processed at the existing sites.

The Amsterdam port embraces shore power

As of February 2011 shore power cabinets were brought into use across the port area. Mooring inland navigation vessels and river cruise ships must use these cabinets. Shore power is clean and sustainable power, causing less sound nuisance, less carbon dioxide emission and cleaner air. Port of Amsterdam invested EUR 2.5 million in these clean energy facilities. The shore power system is tuned nationally and is being used by other ports as well. For more information click [here](#).

Discount for clean ships

In many different ways Port of Amsterdam is promoting cleaner shipping traffic. For instance, the port is rewarding sea-going vessels holding the Green Award certificate and is offering ships using clean engines and cleaner fuel a discount off port dues. Port of Amsterdam has helped design the Environmental Ship Index (ESI), the criteria ships must meet in order to qualify for this discount. The ESI, using a web application, calculates the emission score of the sea-going vessel; the higher the score, the cleaner the ship. The ESI has proven successful: by year-end 2011 approximately 60 participating shipping companies (518 ships) including Maersk, MSC and Hapag Lloyd joined the ESI. This number continues to rise for early in 2012 we counted 578 ships. The number of ports receiving the ESI discounts has gone up from only a few to 13 ports. After the port of Los Angeles too joined in towards the end of 2011, the ESI even gained a global character. In April the very first ESI sea-going vessel arrived at the Amsterdam port. The discount system for cleaner ships will live on in 2012. Click [here](#) for more information.

New environmental quality mark for clean inland navigation

Port of Amsterdam is co-financing and co-developing the Green Award Inland Navigation System. In February harbourmaster Janine van Oosten (Port of Amsterdam) signed this new quality mark, the purpose of which is to promote clean navigation and make it recognisable. The Port of Rotterdam Authority, Zeeland Seaports, Port of Moerdijk, Groningen Seaports and the municipalities of Harlingen and Den Helder also signed the quality mark. Click [here](#) for more information.

Cargill's odour reducing system

In June Cargill activated a new installation that should make odour nuisance at the Houthavens a thing of the past. It is the first step towards executing the Houthaven covenant. Amsterdam's mayor Van der Laan gave the green light, together with Cargill's managing director Rhandy Macnack, port alderman Freek Ossel and Port of Amsterdam's president and CEO Dertje Meijer. The port, along with the parties involved, contributed in an active manner (ideas, advice, steering) to reach solutions that should control nuisance in the area. Click [here](#) for more information.

Highest environmental rating for Rietlanden

At the end of September the coal transshipping company Rietlanden Terminals BV received the ISO 14001 certificate for introducing sound environmental and risk management to the company. Port of Amsterdam is proud of this top rating. Together with clients, it seeks to be one of the most sustainable ports in Europe in the year 2020. Click [here](#) for more information.

€ 35.000 for Emma at Work

The business community at the Amsterdam port, upon the initiative of Port of Amsterdam, has donated EUR 35,000 to the **Emma at Work** foundation. Dertje Meijer, president and CEO at Port of Amsterdam, presented the cheque during the Port Guild Dinner in November. Emma at Work is a temporary employment agency helping chronically ill young people to gain work experience, so they can join society independently once they reach adulthood. The port companies and Port of Amsterdam welcome these young people offering them temporary jobs. Also, they raise money every year to support the foundation. Click [here](#) for more information.

Economy & employment

Port of Amsterdam has ambitious yet realistic growth plans. The port is planning to double the transshipment volume in 2020 compared to the year 2006, up to 125 million tons on existing land. By then the Amsterdam port region will be offering 15% more jobs and 20% more added value. Properly tuned schooling and employment mediation services are preparing a sufficient number of people of all educational levels for a suitable job at the port. At different levels Port of Amsterdam has actively supported this initiative.

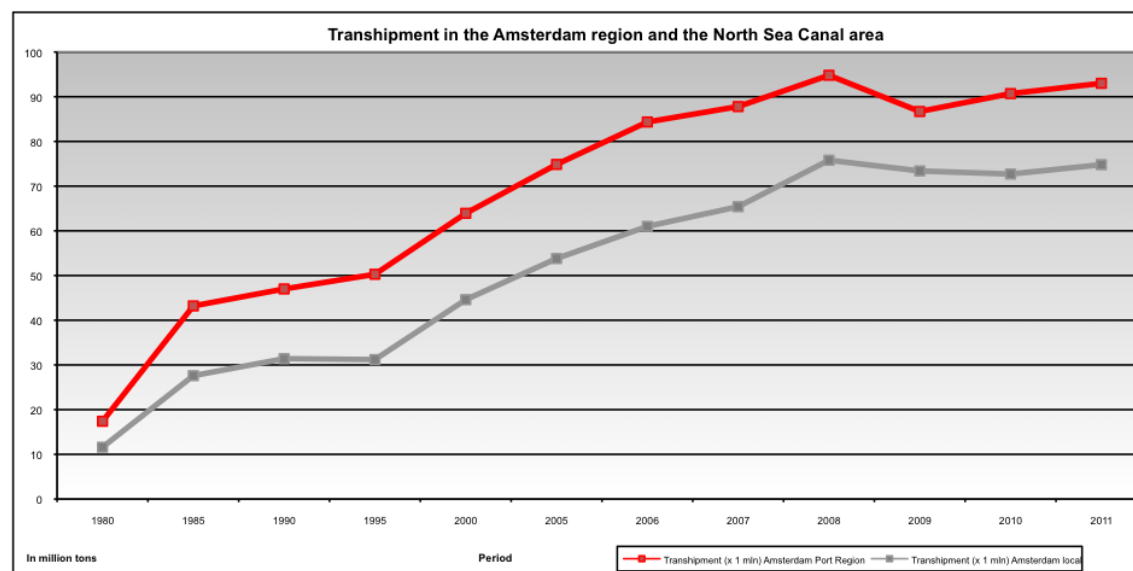
Highlights 2011

Transshipment

* In 2011 transshipment in the Amsterdam port region (the ports of Amsterdam, Beverwijk, Zaandam and Velsen/IJmuiden) increased by 2.4% to 93 million tons.

* In 2011 transshipment in the Amsterdam port increased by 2.9% to 74.8 million tons.

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Source: Port of Amsterdam, harbour dues system/regional reporters

| Year | Transshipment (x 1 mln) Amsterdam Port Region | Transshipment (x 1 mln) Amsterdam local |
|------|--|--|
| 1980 | 17,4 | 11,6 |
| 1985 | 43,2 | 27,6 |
| 1990 | 47,0 | 31,4 |
| 1995 | 50,3 | 31,2 |
| 2000 | 63,9 | 44,6 |
| 2005 | 74,9 | 53,8 |
| 2006 | 84,4 | 61,0 |
| 2007 | 87,8 | 65,4 |
| 2008 | 94,8 | 75,8 |
| 2009 | 86,7 | 73,4 |
| 2010 | 90,7 | 72,7 |
| 2011 | 93,0 | 74,8 |

Source: Port of Amsterdam, harbour dues system/regional reporters

Goods in the Amsterdam port

- * In 2011 transhipment of oil products increased by 7% to 37.1 million tons.
- * Coal transhipment increased by 9.6% to 15.6 million tons.
- * Transhipment of agricultural bulk declined by 10.3% to 8.1 million tons.
- * Transhipment of sand, gravel and minerals declined by 6.2% to 5.1 million tons.
- * Transhipment of Roll-on/Roll-off increased by 8.2% to 0.9 million tons.
- * Container transhipment dropped to 0.6 million tons.

| | Categorised transhipment in Port of Amsterdam | | | | | | | | |
|-------------------------------------|---|--------|--------|--------|--------|--------|--------|--------|--------|
| | 1995 | 2000 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
| Oil products | 7.094 | 11.207 | 19.131 | 23.428 | 24.866 | 30.617 | 35.252 | 34.651 | 37.082 |
| Coal | 4.760 | 11.289 | 12.597 | 12.314 | 17.266 | 17.290 | 14.656 | 14.199 | 15.559 |
| Agricultural bulk | 7.529 | 10.044 | 8.299 | 8.085 | 8.323 | 8.740 | 7.958 | 8.937 | 7.894 |
| Sand, gravel and minerals | 3.952 | 4.623 | 6.707 | 7.325 | 6.852 | 5.797 | 5.502 | 6.564 | 6.227 |
| Containers (in x 1,000 tons) | 1.111 | 782 | 925 | 3.257 | 3.435 | 3.902 | 1.868 | 830 | 605 |
| Other | 6.778 | 6.669 | 6.160 | 6.602 | 7.132 | 9.475 | 8.157 | 7.536 | 7.479 |
| Total | 31.225 | 44.614 | 53.819 | 61.011 | 67.874 | 75.821 | 73.393 | 72.717 | 74.846 |

Source: Port of Amsterdam's harbour dues system

Successful year for the PTA

Halfway through April the **Passenger Terminal Amsterdam** welcomed the one thousandth cruise ship: AIDAsol. Also, 2011 was a successful cruise year for PTA and Amsterdam.

Sea cruise

The number of sea cruise ships in Amsterdam (123) exceeded the 2010 record (90). For the year 2012 the number of bookings (150) again exceeds the 2011 record. The number of sea cruise ship passengers (274,149) too comfortably broke the 2010 record (198,530).

For the first time in history there are more 'turnaround calls' than 'transit calls', which means the number of shipping companies using Amsterdam as the final and starting point of a cruise has grown strongly.

In 2011 the sea cruising sector ensured a EUR 60 million turnover in the region. This spending is generating structural employment worth 1,750 up to 2,000 jobs annually. PTA's expertise is acknowledged and used worldwide.

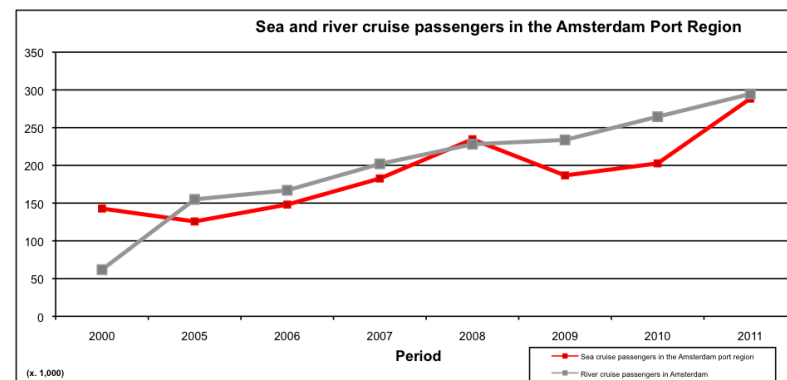
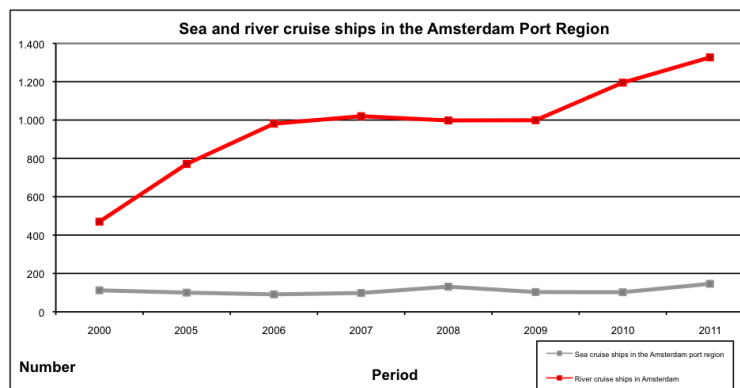
River cruise

The number of river cruise ships in Amsterdam increased from 1,195 (2010) to 1,327 in 2011. With 1,350 bookings for 2012 this record too is broken. The number of river cruise ship passengers in the Amsterdam port region went up from 264,540 (2010) to 294,589.

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| Cruise in Amsterdam - North Sea Canal area | 2000 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|
| Sea cruise | | | | | | | | |
| Sea cruise ships in Port of Amsterdam | 102 | 88 | 75 | 77 | 117 | 93 | 91 | 123 |
| Sea cruise passengers in Port of Amsterdam | 100.624 | 122.105 | 135.548 | 161.380 | 227.591 | 181.548 | 198.530 | 274.149 |
| Sea cruise ships in the Amsterdam port region | 112 | 100 | 91 | 98 | 131 | 103 | 102 | 146 |
| Sea cruise passengers in the Amsterdam port region | 142.781 | 125.714 | 148.094 | 182.638 | 234.617 | 186.703 | 202.655 | 288.481 |
| River cruise | | | | | | | | |
| River cruise ships in Amsterdam | 470 | 771 | 981 | 1.020 | 998 | 999 | 1.195 | 1.327 |
| River cruise passengers in Amsterdam | 61.817 | 154.961 | 166.996 | 201.960 | 228.012 | 233.766 | 264.540 | 294.589 |
| Total number of cruise ships | 582 | 871 | 1.072 | 1.118 | 1.129 | 1.102 | 1.297 | 1.473 |
| Total number of cruise passengers | 204.598 | 280.675 | 315.090 | 384.598 | 462.629 | 420.469 | 467.195 | 583.070 |

Source:
 Port of Amsterdam harbour dues system
 City of Amsterdam, Amsterdam's Bureau for Research and Statistics
 Passenger Terminal Amsterdam (PTA)
 Amsterdamse Cruise Port (ACP)
 DFDS Seaways IJmuiden
 Statistics Netherlands



The AEO certificate for Vollers and Koperen Ploeg

In 2011 two port companies were granted the AEO certificate for 'simplifying customs' and 'security'. These companies were the storage and distribution company Vollers and De Koperen Ploeg, the first European nautical technical service provider. In addition to mooring/unmooring services, De Koperen Ploeg is also dedicated to shipping and storing provisions for sea-going vessels. The AEO certificate grants companies more flexible international trade traffic inspections making fewer delays possible.

Stadhaven Minerva is popular

So far converting Stadhaven Minerva from an outdated port area into a lively site for creative entrepreneurs has been a successful project. Stadhaven Minerva (the new name of Minervahaven) is a transition area between the future homes in the Houthavens to be built by West urban district and the large port companies Igma, Cargill and ICL that are located within the A-10 motorway. After welcoming the first companies back in 2005, today the area is very popular among fashion and media companies.

The Danzigerkade, Minervahavenweg and Haparandadam have been developed for the greater part. Roads have been fully renewed and the public space has been redesigned. From the moment they settle, users are granted a completed area.

In 2011 five construction projects were launched. At the Archangelkade building activities are in full swing on behalf of Barts (winter fashion accessories) and G&S Vastgoed (lessees include Rick Engelkes Productions and advertising agency Aegis Media). At the Koivistokade a major studio complex is being constructed on behalf of United Broadcast Facilities (main lessee is Tuvalu Media), as well as a building for action sportswear company Sole Technology and the so-called Alfabetgebouw (alphabet building) including design agency Thonik. The timber company Pontmeyer relocated from the Archangelkade to the Rigakade to make room for new buildings. And at the Haparandaweg construction work has begun to build Haparanda 67.

Working visit to Brazil

In spring 2011 a delegation representing the Port of Amsterdam paid a working visit to Brazil to study the possibility of building business relationships with this economically fast developing country. The delegation also visited Cargill's soya and sugar export terminal at the port of Santos, and a project of which the owner is considering biomass container export to the Netherlands. In Belem, Port of Amsterdam discussed biomass export options via Amsterdam. It became evident that Brazil is offering many logistics challenges, particularly in terms of the development of inland navigation and expansion of the seaports' export capacity. Port of Amsterdam, with its expertise in running ports and international projects, might have a role in this.

International focus on the Amsterdam port

In March a delegation on behalf of the port of Oslo visited Port of Amsterdam. Both ports are developing from 'landlord port' to developer and they are both very popular cruise destinations. In April a delegation representing the Norwegian Logistics Society visited VCK Logistics, Waterland Terminal, Sea-Cargo and Port of Amsterdam. The purpose was to join hands in developing innovative logistics solutions with (economic) added value. Also in April an Indian delegation representing the ports of Calcutta and Chennai visited the Amsterdam port to discuss a possible cooperation, for instance at the sustainability level. In July Port of Amsterdam welcomed Korean members of parliament and managing directors of the ports of Busan, Ulsan and Incheon. Given the plan to convert Incheon into a cruise destination, the delegation was mainly interested in Amsterdam's developments in the cruise sector.

Grimaldi Lines chooses Amsterdam again

Since May the Italian shipping company Grimaldi Lines has been using the USA terminal of the Ter Haak Group on a larger scale as the first unloading port in its Southern Express Service. It is Grimaldi's second liner service calling at the USA terminal. Since 2009 Antwerp has been the only direct port of call of the Southern Express Service in the Benelux. After Hamburg, Tilbury and Antwerp the ships of this liner service will be carrying containers, timber, RoRo, break bulk and project cargoes to southern destinations in West Africa. Click [**here**](#) for more information.

In September and after 10 years the shipping company Delmas (specialist in West Africa) returned to the USA terminal. Click [**here**](#) for more information.

Trade fairs and conferences

In 2011 Port of Amsterdam attended many trade fairs and conferences, including:

- * **Paper & Pulp Industry Transport Symposium** (Amsterdam). Also thanks to the high concentration of paper and pulp manufacturers and specialised logistics service providers in Amsterdam, the number of visitors increased by 20% compared to previous years. Port of Amsterdam's president and CEO Dertje Meijer opened the symposium. At the matching trade fair focus was on the shared stand of Port of Amsterdam, VCK Logistics and Waterland.
- * **Intermodal Europe 2011** (Hamburg, 3,100 visitors). International trade fair and conference dedicated to the latest developments in the container and logistic world. Port of Amsterdam presented itself with lectures on the port's strategy and the intermodal component thereof, and on the development of inland navigation as part of the hinterland strategy. Port of Amsterdam shared a stand with Waterland Terminal, VCK and the Ter Haak Group.
- * **World Ports Conference** of the International Association of Ports and Harbours (Busan, South Korea). Port of Amsterdam gave different presentations.
- * **Provada** (Amsterdam, almost 23,000 visitors). At this property fair Port of Amsterdam was represented with a shared stand with eight parties (municipalities, governments and Schiphol) under the denominator Amsterdam Metropolitan Area.
- * **Transport Logistics Munich** (over 51,000 visitors). During the world's largest logistics fair Port of Amsterdam, together with other Dutch ports, was represented at a shared stand under the denominator Holland Ports.

Dertje Meijer in the Top-100 influential transport and logistics professionals

At the end of September the editorial offices of Nieuwsblad Transport (Netherlands) and DeLloyd (Belgium) claimed Port of Amsterdam's president and CEO Dertje Meijer was on the Top-100 list of the most influential transport and logistics professionals in the Benelux. Richard Ter Haak (managing director/owner of the Ter Haak Group) is also on this list. Click [here](#) for more information.

New Vopak terminal opens its doors

In late October the new Vopak terminal in the Amsterdam port was officially opened by the alderman of Economic Affairs Carolien Gehrels, Port of Amsterdam's president and CEO Dertje Meijer and chairman of Vopak's executive board, Eelco Hoekstra. The new terminal means the Amsterdam port will strengthen its worldwide prominent position in terms of storage, transshipment and mixing of petrol and diesel products. Following the staged delivery of the terminal in 2011 and 2012, the total storage capacity now reaches approximately 1.2 million cubic metres. It is a major growth impulse for the Amsterdam port in the years to come. Click [here](#) for more information,

Cacao container shipping companies choose Amsterdam

A joint promotional initiative of the Ter Haak Group and Port of Amsterdam to spotlight Amsterdam as the flexible and efficient port for containers, has paid off. No fewer than three container shipping companies have decided to supply cacao at the Amsterdam port: the weekly West Africa services ARN of Mitsui Osk Lines (MOL), NAF of Zim and WAX of Hapag Lloyd. In late December the first cacao container ship moored at the USA terminal. Click [here](#) for more information.

Haven College

Haven College is the desk for port and logistics study programmes at the MBO level in the Amsterdam region and also the contact and information centre for study programmes at the port. Since 2012 Haven College (2009) has served as a portal and network organisation at the same time. It no longer has its own classrooms. Lessons are provided at ROC Nova and the Amsterdam-based ROC. The new setup will help Haven College, in association with several job market organisations including the Schiphol College, offer port companies solutions in terms of inflow, outflow and training current and future employees.

Accessibility

Amsterdam is connected directly to busy shipping routes on the North Sea and at the same time Amsterdam benefits from its unique location in Europe's largest delta, with water connections reaching far into the continent. To ensure accessibility in the long term, preparations aimed at constructing a new large sea lock are in full swing. The Amsterdam port's connections to the hinterland are good and they are continuously upgraded and refined introducing minor adaptations and innovations on a regular basis.

Highlights 2011

Port Information Guide online

In January 2011 the Port Information Guide of the Amsterdam port region was uploaded onto the Port's English website. The guide contains all maritime and non-maritime information that might matter to ships visiting the Amsterdam region. Click **here** to view the guide.

Oil leak after collision

In early January a coaster and an inland navigation tanker with fuel oil onboard collided at the North Sea Canal near Mercuriushaven. The damaged inland navigation tanker was leaking oil. Port of Amsterdam instantly guided the ship to the nearby Cornelis Douweshaven closing the harbour basin with oil screens. The Directorate-General for Public Works and Water Management and Port of Amsterdam worked closely together with the (responsible) owner to pump out the ship and clear out the leaking oil (200 to 250 m³). After two weeks most of the oil had been taken care of and several weeks later the final cleaning activities were completed. Port of Amsterdam worked closely with the animal ambulance to take care of the oil-stained birds.

Preparations for the new large sea lock are in full swing

Preparations to construct a new major sea lock are in full swing. Port of Amsterdam is supporting this project, along with the Ministry of Infrastructure and the Environment, the Directorate-General for Aviation and Maritime Affairs, the Directorate-General for Public Works and Water Management and the North Holland province. The municipality of Velsen is closely involved in this project.

In 2010 preparations were launched with a plan study to determine the right dimensions of the sea lock, its location, the most efficient construction method and whether all environmental conditions can be met. In February 2011 the Directorate-General for Public Works and Water Management, North Holland department, instructed the advisory and engineering firm DHV to work out three variants of the new lock, with different designs and different locations. In spring 2012 the Ministry of Infrastructure and the Environment, the city of Amsterdam and the North Holland province will decide on the variant they prefer. The next steps will be the detailed designing of the selected variant, the preparing of an Environmental Effect Report, the commencement of the tender procedure for construction and the final choice for the actual realisation. The plan study has been selected for EUR 1.75 million from the European Union's TEN-T programme. For more information click [here](#).

Westrandweg and the Second Coen Tunnel

In 2011 different activities were performed in order to connect the Westrandweg and the Second Coen Tunnel to the A10 ring road. Work included the construction of connecting arches and the adjustment of slip and exit roads. In spring four tunnel elements were immersed for the Second Coen Tunnel in the North Sea Canal. This required the blocking of all business and recreational boating traffic several times.

Constructing the Second Coen Tunnel and the new Westrandweg (A5) means the Directorate-General for Public Works and Water Management ensures better accessibility to the Northern part of Randstad (urban agglomeration of western Netherlands) and better access to the western port area of Amsterdam. After completing the Second Coen Tunnel and the Westrandweg in 2012, the existing Coen Tunnel will be renovated. By year-end 2013 the entire projected track will be opened up for traffic. For more information click [here](#).

One desk for shipping traffic

Since July the shipping world may contact one desk for traffic handling and for all operational management affairs in the region. This includes requests for permits and exemptions, operational reports based on the Regional Port Regulations, such as an exemption from repair activities, for board/board transhipment or for reporting initiated bunkering activities. The Central Nautical Management handles all matters administratively, the purpose being less administrative burden and uniform services.

The new desk is the next step towards increasing safety and upgrading services in the North Sea Canal area. Uniform (commercial) shipping rules had previously been introduced to ports in the NSC area. This should help the port area become more attractive both nationally and internationally and increase competitiveness. In 2011 the municipalities of Amsterdam, Beverwijk, Velsen and Zaanstad joined hands to further develop the Regional Port Regulations of the North Sea Canal area, which will be put into effect in 2012. For more information click [here](#).

Port of Amsterdam widens the IJ waterway

Port of Amsterdam has widened the IJ's main channel and enlarged its northern section. To this end dredging activities were performed and new buoyage was constructed. The purpose is to allow inland navigation and shipping traffic to use the waterway efficiently. For more information click [**here**](#).

The Westpoort Bus has grown

Port of Amsterdam is trying to limit car traffic in the port area and make companies more accessible. It is why the Westpoort Bus, an exclusive 24 hour bus service transferring employees from the Sloterdijk train station to their work, has been called into existence. Towards the end of the year the Westpoort Bus also started to offer a new service in the port area, as an alternative to five GVB bus lines that had ceased to exist. At year-end 2011 about 40 companies and 800 to 1000 people were using the Westpoort Bus.

Innovation

Port of Amsterdam is working together with universities, national and international ports, and other relevant partners on updated port management, innovative logistics and sustainability. In order to promote innovations in the Amsterdam port, the Sustainability and Innovation Fund (2009) (**DIHA**) was set up to grant companies that are making smart and innovative contributions to the sustainable development of the port area financial support.

Highlights 2011

The Municipal Executive seeks to corporatize Port of Amsterdam

In March Amsterdam's Municipal Executive advised the municipal council to corporatize the Amsterdam port authority, which today is a municipal company. As a governmental public limited company Port of Amsterdam will be more able to join hands with strategic partners and thus better handle international competitors. Port of Amsterdam will be in a position to enter into large-scale international, national and regional collaboration and enjoy the possibilities of sharing the related responsibilities and interests with cooperation partners and also adopt a more enterprising role.

Port of Amsterdam seeks to grow in a sustainable manner whereby innovation and intensified use of space are key elements. To avoid congestion Port of Amsterdam plans to increase water and rail shipping activities following a new hinterland strategy. This requires the development of a strategic cooperation as a public limited company. The municipal council's final resolution will follow in October 2012. In the event of a positive decision corporatization will be effected as of 2013.

Brussels embraces Port of Amsterdam's Circle Lines

During an international conference held in Brussels in September 2011, Port of Amsterdam completed the European project **StratMoS**. This project which is supported by the European Union aims at strengthening the so-called motorways of the sea in the North Sea region. StratMoS studied how dry ports can be used more efficiently in order to expand the seaport inland and how to use ICT and benchmarks. Port of Amsterdam introduced the sustainable trimodal transport system called **Circle Lines**, focussing on high-frequency liner services across water. Brussels considered Circle Lines to be one of the best detailed solutions for seaports' future need for sustainable and efficient hinterland transport. The knowledge and extensive network of all 28 cooperating ports, shippers and shipping companies from Norway, Denmark, Germany, the United Kingdom, Belgium and the Netherlands will be invested to ship cargo flows across sea routes even more frequently.



Final preparations for a new shipping monitoring system

In order to efficiently and safely monitor the strongly increasing shipping traffic (ocean shipping, inland navigation and recreational shipping), the Directorate-General for Public Works and Water Management, in association with Port of Amsterdam, constructed a new radar and traffic monitoring system along the entire North Sea Canal. It is called the Walradar-VTS system. Ships used to be guided until Amsterdam, however in mid-2012 the capital too will be using the new Walradar system. Therefore, all traffic controllers in Amsterdam received appropriate training towards the end of 2011.

Attractiveness

Port and city are interconnected. To get to know each other better Port of Amsterdam is making the port a more attractive place for recreational visitors and tourists. Also, it is developing several initiatives to make sure the people of Amsterdam (the Amsterdammers) become more involved in the port. For instance, more cycling and sailing routes have been called into existence. New restaurants, hotels and cafes have emerged, and new look-out points and ways to communicate with the people of Amsterdam have been provided. What's more, Port of Amsterdam is realising an interesting transition area between city and port.

Highlights 2011

Stadhaven Minerva

In July 2011 the Haparandadam in Stadhaven Minerva welcomed the **REM-eiland** restaurant. With two restaurants, a multifunctional cultural stage (under construction), a multi-tenanted business boat, holding areas for inland navigation with a car parking option, houseboats and commercial vessels, the Haparandadam is becoming an attractive city street with a magnificent view. For more information click [here](#).

Port companies' new employees explore the port

Since spring 2011 the new employees of companies located in the Amsterdam port area may join port tours several times a year to familiarise themselves with the port. During these tours these newcomers are provided with interesting information about their new working area and they are introduced to colleagues who work for other port companies. For more information click [here](#).

Bike rides and round trips for the public

To present the port to the public, from May through September Port of Amsterdam organised bike rides and round trips (nine sessions, over 1,000 passengers) in the port area.

Each bike tour had a different theme:

- * Nature in the port
- * Stadhaven tour
- * Sustainable port (including a visit to Afval Energie Bedrijf)
- * Hemhaven
- * Ruigoord (including Open Ateliers)

Also, Port of Amsterdam supported the annual Port Safari in September, attracting over 1,500 participants. For more information click [here](#).

Port Photo Competition 2011

Port of Amsterdam's annual Photo Competition, in association with the Dutch daily newspaper De Telegraaf and the free newspaper Sp!ts, was themed 'The living port'. The winner was Jan Hoogland. The 20 most beautiful and winning photos were exhibited at the Vondelpark (September 2011), on the Haparandadam (to January 2012) and at the Orlyplein square nearby the Sloterdijk train station (thru March 2012). For more information click [here](#).

Westpoort to join the Top-10 business parks

Westpoort (port area plus the Teleport and Sloterdijk business parks) must become one of the 10 best business parks of the Netherlands. In order to reach this goal the associations of entrepreneurs ORAM and OV Westpoort, the Amsterdam Chamber of Commerce, the Development Company and Port of Amsterdam signed the action programme called 'Westpoort on the Map' in September 2011. With more than 50 initiatives they plan to push Westpoort from the 29th position in 2011 to the top-10 of Dutch business parks in 2012, without having to sacrifice the port's identity. For more information click [here](#).

Renewed Scheepvaartmuseum (National Maritime Museum) opens its doors

In October the new **Scheepvaartmuseum** opened its doors. The museum is home to one of the largest maritime collections in the world and has put together interactive exhibitions allowing visitors to discover five centuries of maritime history. The Amsterdam port has a prominent role at this museum. For instance, at the Port 24/7 exhibition a spectacular 20 metre long model shows us how large the port area really is, from IJmuiden to the Orange Locks. The exciting Container Ride allows visitors to experience the port themselves. Also, the museum reveals how the port developed in previous centuries from a small port on the IJ river to the fourth port in Europe.

Port of Amsterdam launches the first port-App: iamPort

In December 2011 Port of Amsterdam was the first port to launch a port app, the iamPort App. The free app provides information on the expected, arrived and departed ships. Details include size, agent and berth of every ship at the port, including river cruise ships. There is a possibility to view the river cruise berths and also to receive a message once a ship has reached its berth. The app also contains a newsfeed of Port of Amsterdam and can be downloaded from the [appstore](#).



Social media

Port of Amsterdam aspires to be a modern and innovative organisation and is studying different options to introduce new developments. Therefore the port uses several social media to contact people easily, have discussions and share information:

- * **Twitter:** @HavenAmsterdam en @Haven020foto
- * **LinkedIn:** www.linkedin.com, Port of Amsterdam network
- * **Facebook:** Haven Amsterdam
- * **Flickr:** www.flickr.com, portofamsterdam/havenamsterdam

In 2010 and in 2011 Port of Amsterdam used active social media to recruit participants and inform them about how the competition was progressing.



What does Port of Amsterdam do?

On behalf of the local authorities Port of Amsterdam is managing, utilising and developing the Amsterdam port: more than 1,900 hectares of port land (port sites, quays, roads, railways, ditches and green areas) and 600 hectares of waterways. Port of Amsterdam seeks to be a reliable port directing economic activity and employment in the Amsterdam port region in a sustainable manner. The Amsterdam port region comprises the ports of Amsterdam, Zaanstad, Beverwijk and Velsen/IJmuiden.

Port of Amsterdam has three main tasks:

1. Optimise service and business climate for companies in the port region. To this end the Port focuses on existing clients, attracting new cargo flows, new businesses and also on marketing and promotional activities.
2. Construct and maintain infrastructure, modernise the port and manage Amsterdam's port area Westpoort.
3. Ensure prompt, safe and environmentally friendly shipping traffic from 40 kilometres outside the piers near IJmuiden to the Orange Locks.

Smart port

Port of Amsterdam is the *fourth port* in Europe and seeks to be a *smart port* with *sustainable growth* being its key ambition. Growth that should provide *jobs and incomes*, whereby the port uses the available space efficiently. Growth without damaging the *quality of the water, soil and air*. Growth that should make the people of Amsterdam even prouder of the port area referring to it as being *interesting and attractive*. To this end Port of Amsterdam plans to *work closely together* with partners in the business community, the city, the region, at a national and international level.

The figures in 2011

The net result declined from € 43.0 million in 2010 to € 42.6 million in 2011 (- € 0.4 million)

Rental and lease operating income (exclusive of redemption of the ground lease) increased by 1.8% from € 64.6 million in 2010 to € 65.7 million in 2011.

Transshipment of goods at the Amsterdam port increased from 72.7 million tons in 2010 to 74.8 million tons in 2011 (+ over 3%). The average price per ton at € 0.63 is equivalent to the year 2010. Operating income from port charges revenues from port charges increased by 3% up to a total of € 47.5 million compared to the year 2010.

Investment in port infrastructure, buildings and sites totalled € 18.8 million.

Financial highlights

| | 2011 | 2010 | 2009 | 2008 | 2007 |
|---|-------|-------|-------|-------|-------|
| Capital employed (x € 1 million) | | | | | |
| Total capital employed | 638,6 | 632,1 | 614,6 | 582,0 | 556,3 |
| Tangible fixed assets | 517,3 | 522,0 | 504,4 | 469,0 | 452,5 |
| Gross investments | 18,8 | 36,7 | 53,2 | 35,9 | 39,4 |
| Financial impact (x € 1 million) | | | | | |
| Turnover | 133,0 | 123,4 | 122,4 | 125,3 | 157,0 |
| Operating profit | 42,6 | 42,2 | 41,4 | 45,0 | 46,8 |
| Depreciation | 23,1 | 15,0 | 15,7 | 16,0 | 57,7 |
| Cash flow | 65,7 | 57,2 | 57,1 | 61,0 | 104,5 |
| Key figures | | | | | |
| Profitability (profit + interest on loans as a % of the total capital employed) | 10,2 | 10,0 | 9,7 | 10,5 | 11,2 |
| Profit margin (profit as a % of turnover) | 32,1 | 34,2 | 33,8 | 35,9 | 29,7 |
| Transshipment (in millions of tons) | 74,8 | 72,7 | 73,4 | 73,6 | 65,4 |
| Of which: | | | | | |
| Liquid bulk | 39,4 | 37,4 | 37,9 | 33,6 | 26,5 |
| Dry bulk | 32,4 | 32,1 | 29,6 | 33,0 | 32,8 |
| General cargo | 3,0 | 3,2 | 4,3 | 7,0 | 6,1 |
| Number of ships passing through the port | 5.346 | 5.448 | 5.450 | 6.029 | 5.635 |
| Average port charges per ship (x € 1) | 8.882 | 8.466 | 8.447 | 7.113 | 6.427 |
| Number of staff at the end of the financial year | 353 | 365 | 364 | 361 | 318 |
| Average wage costs per position (x € 1000) | 71,8 | 71,5 | 69,4 | 64,8 | 67,8 |
| Absenteeism (%) > 1 year | 4,7 | 5,2 | 4,8 | 5,2 | 4,5 |

Balance sheet on 31 December 2011

(detailed breakdown of the various balance sheet items in €)

| ASSETS | | 31-12-10 | 31-12-11 |
|----------|---|-----------------------|-----------------------|
| A | Fixed assets | | |
| | Intangible fixed assets | 433.274,86 | 982.071,81 |
| | Tangible assets | 521.971.292,84 | 517.302.991,15 |
| | Financial fixed assets | 14.482.971,60 | 13.977.536,12 |
| | Capital contribution | 426.320,16 | 426.320,16 |
| | Other long-term loans | 11.336.565,03 | 11.267.117,07 |
| | Contributions to assets owned by third parties | 2.720.086,41 | 2.284.098,89 |
| | Appropriated reserves invested | 86.306.531,61 | 89.648.333,15 |
| B | Current assets | | |
| | Stocks | 0,00 | 0,00 |
| | Receivables | 26.466.658,69 | 29.507.414,94 |
| | Liquid assets | 54.367.915,57 | 85.428.757,81 |
| | Prepayments and accrued income | 7.194.048,65 | 6.545.252,09 |
| C | Other prepayments and accrued income | | |
| | Intra-municipal receivables | 6.174.386,35 | 498.363,08 |
| | Current account balances with Group Finance | 0,00 | 0,00 |
| | Current account balances with the City of Amsterdam | 0,00 | 0,00 |
| | | <u>717.397.080,17</u> | <u>743.890.720,15</u> |
| A | Fixed assets | 623.194.070,91 | 621.910.932,23 |
| B | Current assets | 88.028.622,91 | 121.481.424,84 |
| C | Other prepayments and accrued income | 6.174.386,35 | 498.363,08 |
| | | <u>717.397.080,17</u> | <u>743.890.720,15</u> |

Balance sheet on 31 December 2011

(detailed breakdown of the various balance sheet items in €)

| LIABILITIES | | 31-12-10 | 31-12-11 |
|-------------|---|-----------------------|-----------------------|
| A | Long-term liabilities | | |
| | Shareholders' equity | 95.333.914,84 | 106.378.982,34 |
| | Reserves | 95.333.914,84 | 106.378.982,34 |
| | Provisions | 29.672.894,48 | 18.401.404,08 |
| | Long-term debts | 536.764.963,64 | 532.237.279,95 |
| | Capital debt to the City of Amsterdam | 536.345.532,99 | 531.790.040,73 |
| | Private loans | 0,00 | 0,00 |
| | Guarantee deposits (securities) | 419.430,65 | 447.239,22 |
| B | Current liabilities | | |
| | Short-term debts | 8.618.763,73 | 8.645.957,12 |
| | Current account relationships with non-financial institutions | 322.619,23 | 1.018.819,52 |
| | Other debts | 8.296.144,50 | 7.627.137,60 |
| | Accrued liabilities | 33.476.058,08 | 37.828.723,81 |
| C | Other accrued liabilities | | |
| | Intra-municipal debts | 431.710,74 | 131.951,76 |
| | Current account balances with the City of Amsterdam | 13.098.774,66 | 40.266.421,09 |
| | | <u>717.397.080,17</u> | <u>743.890.720,15</u> |
| A | Long-term liabilities | 661.771.772,96 | 657.017.666,37 |
| B | Current liabilities | 42.094.821,81 | 46.474.680,93 |
| C | Other accrued liabilities | 13.530.485,40 | 40.398.372,85 |
| | | <u>717.397.080,17</u> | <u>743.890.720,15</u> |

Profit and loss account for 2011

(Port of Amsterdam including the maintenance of public roads in €)

| | 2010 | 2011 |
|---|-------------------|-------------------|
| Operating income | | |
| Rents, leases and quayage | 64.610.015 | 65.777.017 |
| Seaport dues | 46.121.630 | 47.485.180 |
| Inland port charges | 3.350.470 | 5.440.944 |
| Environmental tax (H.A.P. = Port Waste Ma | 1.244.240 | 1.529.240 |
| Contribution for maintenance of public road | 6.811.779 | 6.326.961 |
| Contribution for maintenance of public road | 489.858 | 6.409.430 |
| | 122.627.992 | 132.968.772 |
| Operating expenses | | |
| Staff costs | 27.993.604 | 27.347.491 |
| Depreciation | 15.005.855 | 23.067.886 |
| Interest on capital loan | 20.739.283 | 22.794.685 |
| Maintenance of infrastructure etc. | 7.557.422 | 7.584.480 |
| Waste disposal charges | 2.008.825 | 1.931.577 |
| Accommodation costs | 1.551.721 | 1.569.795 |
| Other operating expenses | 13.090.196 | 14.783.837 |
| | 87.946.906 | 99.079.751 |
| Operating profit | 34.681.087 | 33.889.021 |
| Capitalised interest | 427.374 | 0 |
| Reserves | 4.842.304 | 3.566.935 |
| Income and expenditure | 5.607.732 | 5.672.755 |
| Extraordinary income and expenditure | 640.454 | 4.445.369 |
| Provisions | 1.116.831 | 3.571.757 |
| Profit before transfer to reserves | 47.315.782 | 51.145.836 |
| Transfer to reserves | -4.248.391 | -8.499.822 |
| Net result | 43.067.391 | 42.646.015 |

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