



Make it in Zeeland!

There is room for your ambitions





Zeeland... the province with attractive possibilities for locating business.



Doing business in Zeeland means operating in a dynamic province with numerous opportunities and development potential for your company. In Zeeland, there is room for your ambitions and you can benefit from the enormous diversity that characterises the province. You will find a unique combination of factors, which form a successful environment for your enterprise.

Locating a company in Zeeland is attractive:

- The land prices in Zeeland are up to 50% lower than in other provinces.
- Zeeland has an ample supply of business parks.
- There are no traffic jams!
- Zeeland and its deep-sea ports Vlissingen and Terneuzen are ideally located between the ports of Rotterdam and Antwerp.
- Good connections to the hinterland via water, rail and road links.
- Zeeland has a favourable climate for establishing a business for logistics service providers and internationally-oriented companies in the chemical, foodstuffs and luxury goods industries.
- The average level of education in Zeeland is high.
- Zeeland offers first-class living and working possibilities for your employees.

If you would like to know more about the possibilities for locating your company in Zeeland, please contact the Zeeland development authority, N.V. Economische Impuls Zeeland, accessible by telephone +31 (0) 118 – 67 35 77 or by e-mail info@impulszeeland.nl.

This brochure will give you a bird's eye view of what dynamic Zeeland has to offer you as an entrepreneur and what makes it such an attractive region for business settlement. The choice of an optimum business location is of course no sinecure. To make a reasoned choice, a dedicated information service and personal advice are essential. For these, you can count on the expertise of the staff of the N.V. Economische Impuls Zeeland.

dynamic
opportunities
ambitions
diversity
room

Zeeland... and the N.V. Economische Impuls Zeeland



The most important goal of the N.V. Economische Impuls Zeeland (Impuls) is strengthening the economic structure of Zeeland. The central theme is reinforcing the competitive strength in the long term. We do that by focusing on the currently strong sectors in Zeeland and by investing in the development of promising sectors for the future. Another central theme is enhancing the possibilities for job creation for Zeeland's work force, and making jobs more accessible. This also offers challenges and perspectives for the long term. Impuls is a bridge between the old and the new economy.

Impuls is also the bridge between the people involved inside and outside Zeeland. To develop Zeeland into an in all respects innovative and healthy province, it is necessary to combine strengths. Collaboration is human work. Impuls is therefore characterised by its personal approach.

Impuls's personal approach is expressed in all three of its core tasks. The core task of *Economic structure enhancement* develops and realises innovative projects in the fields of the process, maintenance, sustainable energy, tourism and logistics industries, among others. In the core task *Knowledge economy*, we develop projects aimed at effective knowledge development and exchange and we wish to see the numbers of qualified people in Zeeland increase. Certainly with the third core task, *Acquisition & Promotion*, a contact-oriented approach is also crucial.

Acquisition & Promotion focuses on bringing new activity to Zeeland. For companies wishing to locate themselves in Zeeland, adequate information is

essential. Whether it concerns information about the Zeeland's labour market, business parks, fiscal benefits or the, certainly in Zeeland, abundant quality of life. This brochure gives a first impression of the possibilities in Zeeland.

From Impuls however, you can expect more! Personal support when looking for and selecting the right location for your company. Personal introductions to the tightly-knit Zeeland networks. Personal attention once you are located in Zeeland and start doing business, because: "Companies go where they are wanted and stay where they are appreciated!"

Make it in Zeeland!

Zeeland... the province for entrepreneurs

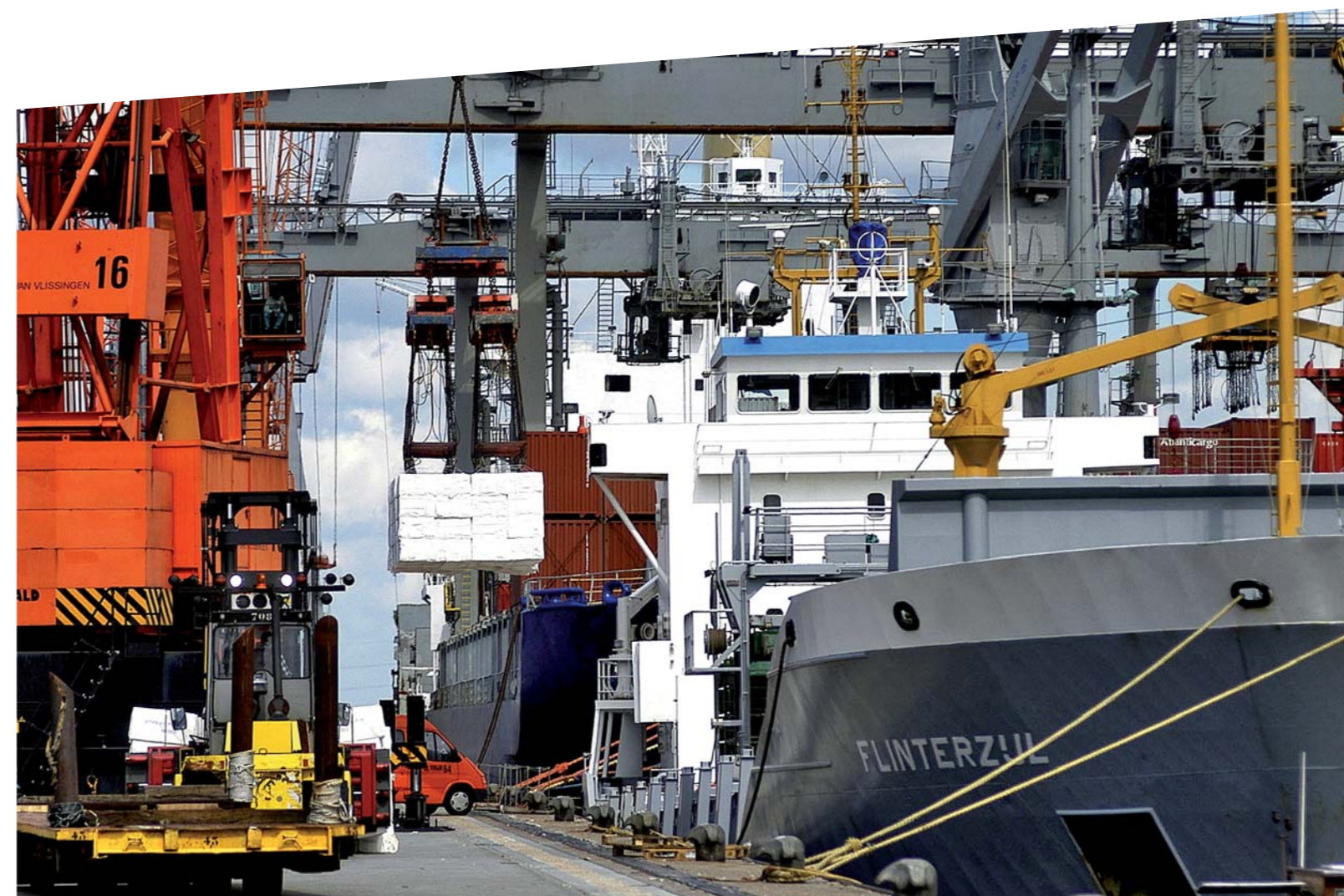
Zeeland offers you many advantages from which your enterprise will benefit. Economic developments follow one after the other in rapid tempo, there are sufficient large high-quality business and office locations available. Due to the construction of the Westerschelde tunnel and traffic-free roads, companies can easily be accessed. Add Zeeland's well-educated labour force, the magnificent living and working environment to the bustling towns, the three-dimensional landscape and the perfect location in Europe, and you have found the ideal location for your enterprise!

Central location

Zeeland is situated in the south-west of the Netherlands. This strategic location in Northern Europe, between the world ports of Rotterdam and Antwerp, is an ideal basis for business. It is no wonder that many companies have already found their way to Zeeland. In Zeeland there is the space to do business, moreover. The cities of Middelburg, Vlissingen, Goes, Zierikzee and the channel zone near Terneuzen offer places for small and large (industrial) companies. In the smaller municipalities, small and medium-sized entrepreneurs can locate themselves on modern business parks.

Excellent connections by land and water

The province consists of a number of peninsulas and a strip of mainland along the border with Belgium. The connections with the hinterland and between the different peninsulas and the mainland of Zeeland are excellent. A well-maintained network of roads, bridges and tunnels ensures this. Car and goods transport can count on traffic-jam free roads in Zeeland. Zeeland also has excellent public transport facilities by bus and train. Goods transport by rail is likewise possible in Zeeland, via the Sloe line to the seaport of Vlissingen.



growth
and financing
regional projects
business location

Westerschelde tunnel centrally located traffic-jam free

industry and services



In a province as abounding in water as Zeeland, shipping takes an important place. The largest flow of goods in Europe goes via the water from the Netherlands and Belgium via the Rhine to Germany, eastern France and Switzerland. The ports of Vlissingen and Terneuzen along the Westerschelde play an important role in this route, due to their link with the North Sea. Via the Scheldt-Rhine-Canal, Rotterdam and Antwerp are easily accessible by inland vessels. The Ghent to Terneuzen Canal provides a link between the Westerschelde and the Belgian port of Ghent.

At the forefront in corporate social responsibility

Zeeland is at the forefront in the area of corporate sustainability or corporate social responsibility. Education and the business community undertake numerous initiatives to ensure that their operations are not at the cost of a proper balance between people, planet and profit. The business community in Zeeland is stimulated by an involved authority. The Province supports entrepreneurs with platforms, projects and initiatives like the Environmental Barometer, Master Class for Large Industrial Companies and Sustainable Innovation.

The supply of well-qualified personnel begins with Zeeland's educational institutions.

High-quality education and qualified personnel

Well-qualified personnel are indispensable for almost every enterprise. Zeeland's educational institutions provide high-quality education. Together, these institutions fulfil the demand for competent staff. They offer a wide range of educational possibilities and certainly, as far as professional training is concerned, a great deal of collaboration with the business community takes place to achieve as optimal as possible cohesion between education and professional practice.

Zeeland... the province with strong sectors

The five strongest sectors in Zeeland are: industry and services, ports, agriculture, fishery and aquaculture and recreation and tourism. In total, there are about 35,000 companies and institutions located in Zeeland.

Industry and services

Zeeland is heavily industrialised in comparison with other Dutch provinces. In the relatively rural province of Zeeland, the industrial and port sectors are the most important compared to the other sectors. The port and industrial areas in Vlissingen and the Channel zone in Zeeuws-Vlaanderen are the driving force behind Zeeland's economy. Strongly represented businesses in the port area are, among others, the chemical industry, the metal industry and the electrical industry. Outside the port area the foodstuffs and luxury articles industries make a significant contribution to Zeeland's economy. In recent years, the proportions of transport, logistics and export have increased.

The business services sector is playing an increasingly prominent role in Zeeland since the advent of the Internet. It is no longer necessary for companies to locate themselves in the Randstad conurbation and therefore, many entrepreneurs opt for the benefits that a more rural environment provides. The favourable location of Zeeland in relation to the rest of the Netherlands and European countries like Belgium, France and England, has already attracted many internationally-oriented companies to the region. The

non-commercial service sectors, such as care and education, are flourishing. About a quarter of Zeelanders work in them.

The ports of Zeeland Seaports

The ports of Vlissingen-Oost and Terneuzen together form Zeeland Seaports. The ports, which lie on opposite banks of the Westerschelde, are closely connected and complement each other. Together, the ports process large quantities of goods from sea shipping. This is more than 30 million tons annually. Furthermore, inland shipping transports a further 30 million tons of goods. This means Zeeland Seaports is the third-largest port in the Netherlands.

About 250 companies are located in the port area of Zeeland Seaports. This concerns high-quality industry and port-related enterprises. The Zeeland Seaports Port Authority plays an essential role.





Agriculture

The agricultural sector in Zeeland amounts to about 4,000 concerns. More than half of the agricultural concerns are located in the regions of Zuid-Beveland and Zeeuws-Vlaanderen. Combined, these concerns occupy around 123,000 hectares of the Zeeland's land area. The largest part of the agriculture consists in arable farming. Primarily wheat, potatoes, barley, peas, beans, grass seed, onions and sugar beets are cultivated. Cattle farming, horticulture and fruit farming are also well represented in Zeeland.

The number of biological concerns has increased in recent years. Agricultural concerns are taking advantage of the changed attitudes of the consumers, who are increasingly aware of the environment and hence, have a greater need for biological products. Zeeland has approximately forty concerns engaged in biological agriculture and the expectation is that this number will continue to grow. Especially horticulturists and intensive cattle farms are switching to biological operation.

Fisheries and aquaculture

Zeeland and fishing have been inseparably linked for centuries. Nowadays, there is still a large number of Zeelanders engaged in fishing, fish and shellfish farming and fish processing. Besides the deep-sea and coastal fisheries, Zeeland is primarily renowned as a distributor of shellfish. Particularly Zeeland's mussels and oysters are world famous. Aquaculture, the farming of fish, crustaceans and shellfish and vegetation, is occupying an increasingly important place in Zeeland.

Technical innovations in aquaculture are stimulated by the Zeeland authorities.

The clean water in the Oosterschelde is eminently suitable for farming salt-water fish. There are also experiments with farming saline-tolerant plants like sea coral and sea lavender. Aquaculture could provide a solution for problems like over-fishing. The Zeeland authorities stimulate technical innovations in aquaculture.



mussels agriculture
environmentally aware
fishing and aquaculture
horticulture oysters



Recreation and tourism

Zeeland is well developed as a holiday area. With its extensive nature, historic towns, picturesque villages, beautiful holiday parks, great attractions, water sport facilities and broad beaches, the province has for many years attracted numerous tourists and holiday-makers. Entrepreneurs in the tourist sector focus largely on families with young children. Camping sites and bungalow parks abound. Water sports fans can also enjoy the many forms of water sports the province has to offer to their heart's content. Zeeland has been dubbed by domestic and foreign divers as the most treasured diving area in the Netherlands.

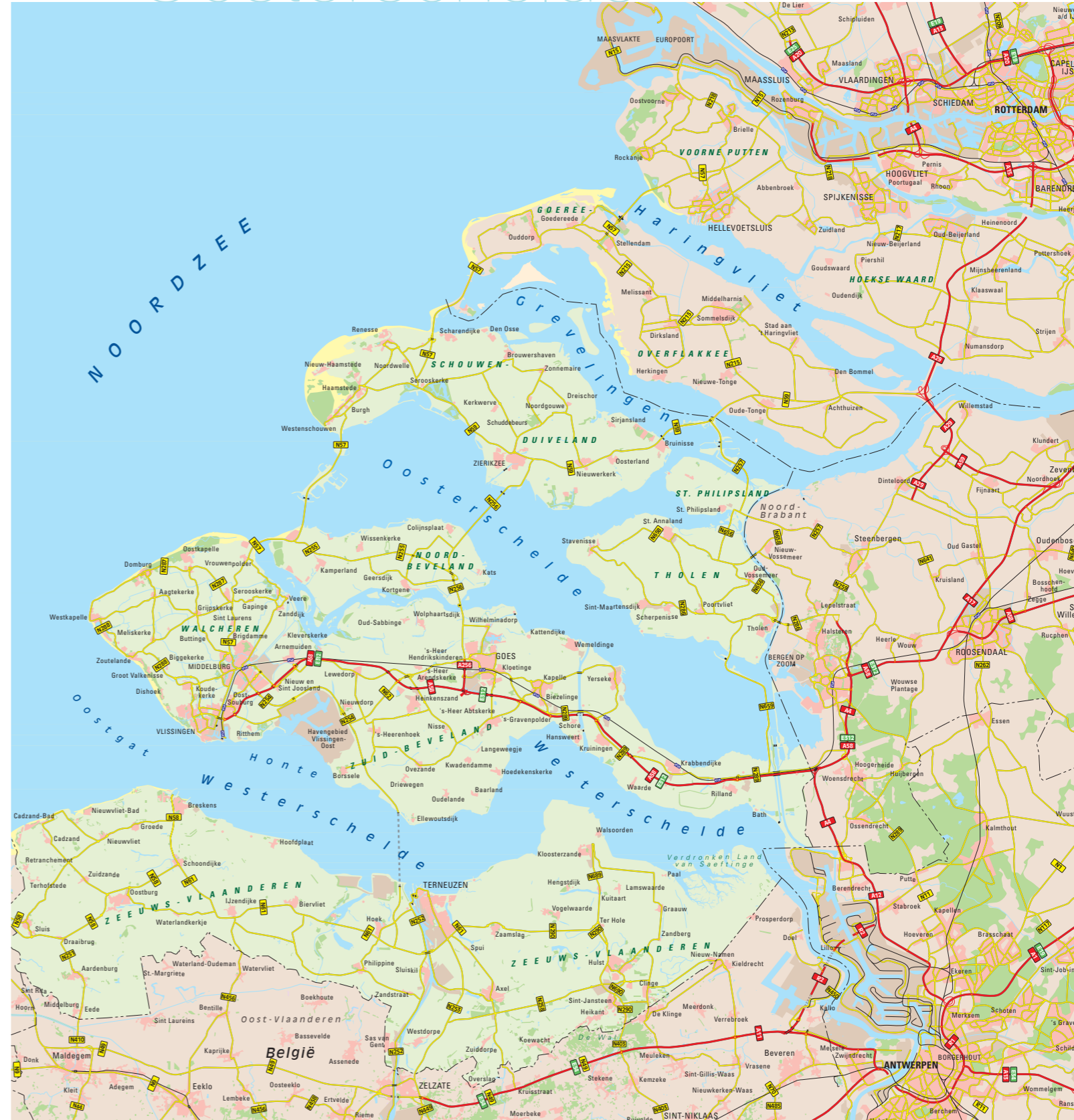
Zeeland is well developed as a holiday area.

Small and medium businesses (MKB)

The Small and Medium Businesses sector in Zeeland consists of a diverse group of companies. Zeelanders are entrepreneurial and active in a variety of sectors. The Small and Medium Businesses sector provides work for approx. 75,000 people and is thereby good for 46 per cent of all employment in Zeeland. Characteristic is the relatively large number of small businesses.



Wissingeren Westerschelde Middelburg Goes Terneuzen Zierikzee Oosterschelde



Travelling distances: Middelburg - Amsterdam ± 203 km / Middelburg - Rotterdam ± 104 km / Middelburg - Brussels ± 137 km / Middelburg - Antwerp ± 84 km

