
WELCOME TO **ROTTERDAM.** **MARITIME** **CAPITAL** **OF EUROPE.**

DISCOVER THE MARITIME BUSINESS SERVICES

WHAT A SHIP NEEDS TO SAIL AND HOW THE BUSINESSES IN ROTTERDAM COOPERATE TO MAKE IT HAPPEN

Rotterdam is the place to be for the frontrunners in the new economy, an affordable and attractive business and living climate. The city is home to Europe's largest port with a significant maritime ecosystem and with a strong network of maritime business services providers. Companies who offer financial services, legal and tax advice, insurance companies, surveyors and more. In many ways, it functions as a one-stop-shop, generating a "flywheel effect", one especially helpful for start-ups and scale-ups.

Services is a less tangible aspect of that ecosystem, yet a very important one. In this article, you will learn more about the invisible power of this community of maritime business services and how we make ships sail in Rotterdam, the Maritime Capital of Europe.

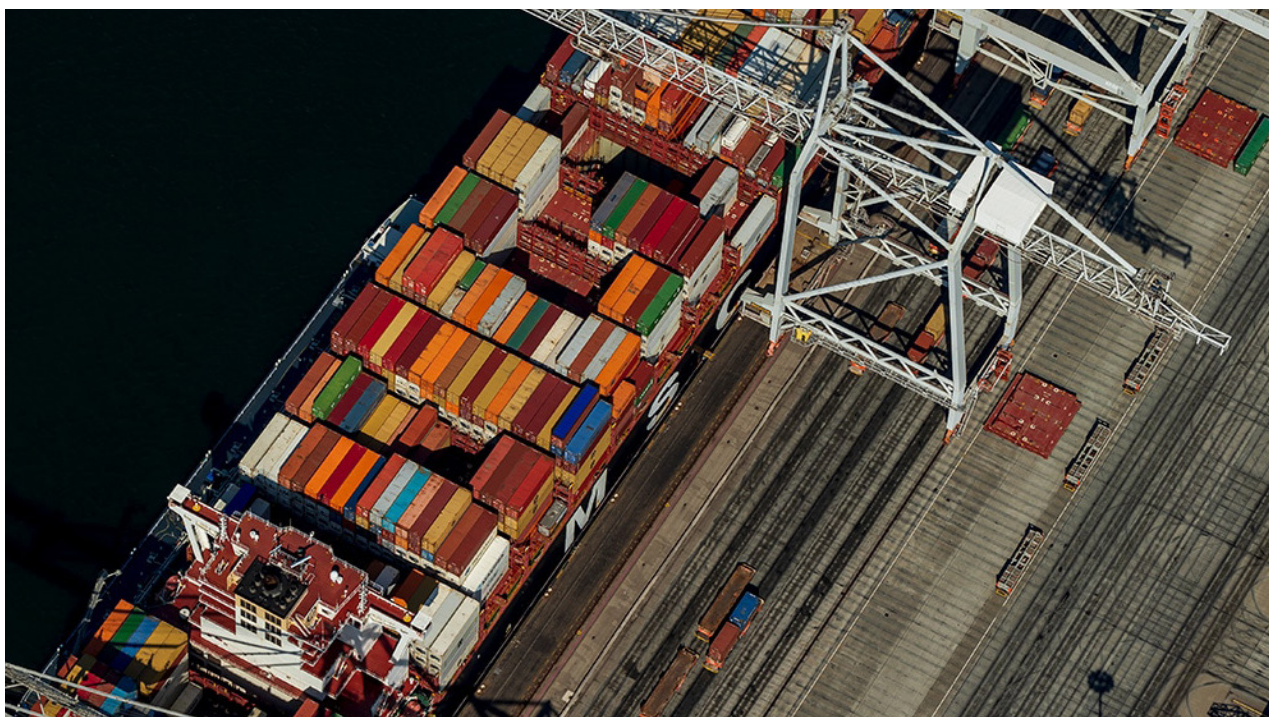
The complete sector of maritime business services entails more than 150 companies, and a large part of those, are clustered via the [Rotterdam Maritime Services Community](#), the branch organization for the maritime business services. Next to that, you can also find the classification societies, shipbrokers, and maritime educational institutions in Rotterdam.

FINANCIAL SERVICES TO PROMOTE A GREEN TRANSITION

Adequate funding is step one to make your ship sail. Shipping is a capital-intensive industry; facilitating the arrangement of funding for shipping projects is crucial. The three major Dutch banks, and multiple alternative financial services companies, offer maritime financial services for the shipping and offshore sector.

Rotterdam-based financial institutions build upon great heritage in the maritime sector. On top of that, they differ from competitors as they are not only familiar with deep-sea shipping, but with specific segments like short-sea shipping and inland shipping as well. Next to that, they have close ties with specialized maritime lawyers, legal advisors, and maritime insurers to ensure a thorough risk assessment of financing.

[Zuyderzee Capital](#) is a financial boutique advisory in the greater Rotterdam area, focused on maritime and logistics. According to Michiel Steeman (Managing Partner, Zuyderzee Capital), "The shipping sector is [entering] a green transition, [a transition that] can only take place with adequate funding. And the Netherlands is the place to collect that funding".



EXCELLENT TAX CONSULTANCY

Maritime tax consultancy plays an important role in the maritime sector as well. As a result of the excellent education in tax law and tax economics at Dutch universities, the quality of Dutch tax advisors is recognized internationally. There are numerous firms advising on issues related to the maritime sector and international tax planning.

For example, C&B More, a tax advisory firm, offers services to companies in the maritime sector. The firm deliberately based their office in Rotterdam to be close to the heart of the industry. [C&B More](#) acts as a partner for start-ups and scale-ups, setting up the tax structure from the beginning, and assisting them throughout this structure.

“ROTTERDAM IS TRULY THE PLACE TO BE FOR THE MARITIME INDUSTRY, HOSTING THE WHOLE PACKAGE; MARITIME BUSINESS SERVICES IN ONE CITY MAKES ROTTERDAM MORE ATTRACTIVE AND ACCESSIBLE FOR INTERNATIONALLY OPERATING SHIPPING COMPANIES”.

- GÜLSEV YILDIZTURAN (TAX ADVISOR, C&B MORE).



TOP 10 INSURANCE MARKET & MARITIME CHAMBER

Many enterprises are attracted by the character of Rotterdam as an international port and maritime hub. As for the insurance industry, Rotterdam is in the top 10 of global insurance markets. It is the only insurance market, other than the UK, that operates a co-insurance system. The Rotterdam Court has a special Maritime Chamber and shipping & trade arbitration institutions, which can be used to settle disputes in Dutch, English, and German. The Chamber's expertise is known for its speed and cost-effectiveness.

One of those enterprises who was attracted to Rotterdam is [UK P&I Club](#) – a UK-based company for over 150 years that recently opened an office in Rotterdam. Brexit was one of the

push factors for the company to move. René Doff (Chief Risk Officer, UK P&I Club) explains that Rotterdam attracted them because they were familiar with the way in which business is conducted here and interested in becoming part of its big maritime network. René continues; the motivation to become part of the Rotterdam ecosystem of Maritime Business Services, made it an easy choice to settle in Europe for us.

One of the world leading insurance brokers is [Marsh McLennan](#), also located in Rotterdam. They help clients minimizing their risk exposure by offering innovative insurance solutions and employer risk solutions. Since the port of Rotterdam is the gateway to Europe it is important to have these types of services here and insurance companies like these are embedded in the local community and also well-known recognized internationally

SURVEYING

All major firms that are specialized in maritime surveying and loss adjusting, have offices in Rotterdam. Today, a damage expert is increasingly seen as a consultant to assist parties who are facing damage or accidents.

Van Ameyde Marine is an example of one of these firms. They have a large team of marine surveyors and experts located in Rotterdam. The clients of Van Ameyde Marine are based all over the world. Jaap Steenberg (General Manager, Van Ameyde Marine), believes that they are fortunate to be based in Rotterdam, having a huge port as their backyard in which their people are trained. A backyard that allows them to gain valuable experience. And this knowledge and experience is not only applicable to Rotterdam, but to the whole global marine industry.

LEGAL SERVICES

Legal services are inevitable for any company. Whether you are a multi million corporate or a start up. The shipping industry is a very fast based environment which constantly changes. Start and scale ups are often predominantly focused on the operation aspect of their business, but they sometimes tend to forget the legal aspect of their operations. Forgetting that aspect can become very costly for the future. In order to be future proof as a scale up or a start up it's important that your legal infrastructure is in place.

Van Traa is an example of the broad range of internationally renowned lawfirms specialized in shipping, trade, transport and logistics. They assist their clients with the drafting of contracts and dispute prevention. Their activities are amongst others claim management, cargo claims and ship arrest.

Each company has their own motivation to be based in Rotterdam, but one thing is certain, Rotterdam indeed is the Maritime Capital of Europe. Whether you are a multi-million corporation or a start-up, the maritime business services are here to help your ship sail.

Want to know more about the maritime business services providers in Rotterdam, Maritime Capital of Europe and what they have to offer?

[www.rotterdammaritimeservices.com/
maritime-business-services/](http://www.rotterdammaritimeservices.com/maritime-business-services/)

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