

# Netherlands Agro Mission to Vietnam

19 - 23 March 2017



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## The Netherlands

Foreword Marjolijn Sonnema	5
Map of the Netherlands	8
Introducing the Netherlands	10
Vietnam and the Netherlands	12

## Company Profiles

AgriProFocus	16
Agriprom The Netherlands	17
Agriterra	18
Aweta G&P	19
City of Oss	20
Control Union	21
Deep Arctic Water	22
FMO	23
HAS Hogeschool	24
Kenlog	25
Mavasol	26
Omnivent Techniek	27
PETC+	28
Proagrica	29
Ridder Group	30
TEN Innovation Design	31
Trinity Meat	32
Vrolijk Fruit	33
Wageningen University & Research	34
W. van der Zwan & Zn	35

## Official Delegation

Official Delegation	38
Contact details Embassy in Vietnam	40
Contact details Consulate General in Vietnam	42





## Foreword



It is a great privilege to lead a Dutch economic mission to Vietnam. The country's economic development, young population, political stability and unique position as a gateway to the Chinese and Southeast Asian markets have made it into an attractive destination for foreign businesses and investors. In particular the Vietnamese pragmatic way of doing business, focused on cooperation and partnerships make Dutch companies, knowledge institutions and investors feel at home. And the Vietnamese are well aware of the excellent reputation of the Netherlands in water management and agrifood, vital economic sectors for the development of their country.

The Vietnamese agricultural sector is growing fast, representing over 18 percent of Vietnam's current GDP. This puts pressure on the environment and leads to impacts such as the excessive use of pesticides, deforestation and water pollution. The Vietnamese government is committed to moving towards increased sustainability and delivering high-quality agricultural products. This will increase Vietnam's food security and will improve the economic strength of the sector.

The Netherlands is keen to play a role in this transition. Dutch knowledge, technology and innovative agricultural products are top-notch and can be put to good use in Vietnam. The two countries have therefore developed a strong relationship during the last decades, signing strategic partnerships in the fields of water and climate adaptation (2010), and agriculture and food security. (2014).

Together with the Dutch delegation of businesses and knowledge institutes accompanying me, I look forward to strengthening existing partnerships and to launching new initiatives of Vietnamese-Dutch cooperation.

I wish all participants an inspiring and successful mission.

**Marjolijn Sonnema**  
*Vice-Minister for Agriculture*

# The Netherlands

# The Netherlands



## Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem |  
3. Eindhoven | 4. Enschede | 5. Flushing | 6. Groningen |  
7. The Hague | 8. 's Hertogenbosch | 9. Leeuwarden |  
10. Maastricht | 11. Rotterdam | 12. Utrecht | 13. Zwolle

# Introducing the Netherlands

Joining forces to create sustainable solutions for the most liveable world, now and in the future.

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive,

pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land. The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



## Worldwide ranking

- 1st** Best performing European healthcare system (2013, Euro Health Consumer Index)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 2nd** Number of broadband connections per 100 inhabitants (39.4%)
- 2nd** Density of road network
- 2nd** Export of agricultural products (103.3 billion US Dollar)
- 2nd** Quality of Water Transportation (9.04)
- 2nd** Logistics performance Index (4.05)
- 4th** Largest seaport in the world (Port of Rotterdam), largest in Europe
- 6th** Exporter of goods (555 billion US Dollar)
- 7th** Foreign direct investment in the Netherlands (From Europe)
- 8th** Import of commercial services (119 billion US Dollar)
- 9th** Dutch investments abroad (976 billion US Dollar)
- 9th** Importer of goods (501 billion US Dollar)
- 9th** Export of commercial services (134 billion US Dollar)

## Facts & Figures

- **Official name** Kingdom of the Netherlands
- **Form of government** Constitutional monarchy, parliamentary democracy
- **Head of State** His Majesty King Willem-Alexander, King of the Netherlands, Prince of Orange-Nassau
- **Capital** Amsterdam
- **Seat of government** The Hague
- **Administrative structure** Twelve provinces and the overseas territories of Aruba, Curacao and St. Martin. The overseas island of Bonaire, Saba and St. Eustatius, all three of which are situated in the Caribbean, are 'special municipalities of the Netherlands'
- **Surface area** 33.800 km<sup>2</sup>
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 16.915.195 (April 2015)
- **Number of inhabitants per km<sup>2</sup>** 500 (April 2015)
- **Monetary unit** Euro
- **Languages** Dutch, Frisian

Sources: Holland Compared, CBS, DNB, World Bank, IMF, OECD, WTO, UNCTAD, EIU, IMD Business School



## Vietnam and the Netherlands

Creating a sustainable future together

### **Strong and growing economic ties**

Although geographically far apart, the longstanding relationship between Vietnam and the Netherlands is strong. In recent decades, our bilateral relationship with Vietnam has resulted in joint-initiatives that have contributed to our mutual social-economic development. Our similarities make us natural partners in many fields, especially in agriculture, horticulture and water. This mission to Vietnam builds on several official missions to and from both countries and serves to further strengthen our partnership.

### **Sharing knowledge and expertise to make new solutions**

From the standpoint of Vietnam's ambitions in agriculture, horticulture and water, Vietnam and the Netherlands can find common ground. Vietnam and the Netherlands, both being delta countries, face the same kind of challenges such as climate change and food security. Through sharing knowledge and innovations on matters such as sustainable food production, food waste and sustainable aquaculture, we can find new solutions benefitting the economy and increasing

food security. Both countries are major agricultural producers and exporters of agricultural products, knowledge and technology. Facing the challenges of the 21st century, environmental issues and sustainable food production are shared concerns. By working together through sharing know-how and expertise, these and other challenges can be approached more effectively. The Dutch are world renowned experts on the issues of food security and safety, and water management. The Netherlands is eager to join hands with their Vietnamese partners in finding innovative solutions. An encouraging example of our cooperation is the Strategic Partnership Agreement on agriculture and food security signed in 2014, whereby we cooperate on crop production, horticulture, aquaculture, fisheries and livestock breeding.

### **Partnering for sustainable future growth**

Just as previous visits in recent years have highlighted, this visit again emphasizes the importance of collaboration to further build on the joint-initiatives and to find integrated solutions to common challenges. By combining smart approaches and well-thought-out ideas, together the Netherlands and Vietnam can better realize the Vietnamese ambition to build a food secure future. The Netherlands is committed to further strengthening our partnership in the interest of mutually sustainable future growth.





# Company Profiles



**Sander Mager**  
Managing Director AgriProFocus

## AgriProFocus

**AgriProFocus** is a unique multi-stakeholder network representing the ‘Dutch Diamond’ model in the agri-food sector, consisting of farmer entrepreneurs, private sector enterprises, governments, knowledge institutions and civil society organisations. By bringing these stakeholders together, their individual and collective impact increases. Active in 13 countries in Africa and South-East Asia, and linking 22.000 agribusiness professionals worldwide, we are the go-to network for innovative entrepreneurs in agricultural value chains.

The AgriProFocus network members collaborate to strengthen the position of farmers and other agri-entrepreneurs in agricultural value chains. Entrepreneurs, small and medium scale, who are market oriented, business driven and willing to learn, innovate and grow. Entrepreneurs who together can, and will, make a difference for sustainable food and nutrition security at national, regional and international level.

### The role of AgriProFocus secretariat and Country Networks is to facilitate:

- **Linking:** AgriProFocus members work through the network to be able to have access to each others resources, contacts, expertise, tools and knowledge.
- **Learning:** Through the learning activities AgriProFocus facilitates members to explore, create and strengthen opportunities for synergy and joint action.
- **Leadership:** Building on evidence based cases, our members jointly shape the discourse at national, regional and global level. Our leadership activities offer members leverage and improved visibility & credibility.

### AgriProFocus

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**Ewen Staal**  
General Manager Asia



**Saidah Van Lierop**  
Business Development Manager  
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## AgriProm The Netherlands

**AgriProm** bringing you complete integrated farming solutions based on more than 25 years of International dairy farming expertise. With branch offices over 10 different countries and a global network of distributors we can create the best possible solution for your dairy farm; new or existing.

The philosophy of AgriProm is the “total cow comfort” concept.

This means that product and know-how go hand in hand to optimize the conditions for the cow so that she will return the favour and produce the maximum for the investor. For the medium or large scale dairy farms or investors we could be the partner for turnkey projects, this means from design, towards the first milking time, and beyond.

### Our Integrated solutions:

- Herd Management
- Manure treatment Solutions (Scraper, Separators and pumps)
- Cow Comfort Solutions & Barn equipment

### Our veterinary/hygiene products cover a broad range:

- Hoof care (e.g. hoof liquids, paste, glue and bandages)
- Rapid tests for milk (e.g. somatic cell count, ketosis, antibiotics, diarrhea)
- Udder health (e.g. Pre-milking Wipes, Sanofam, Peppermint spray)
- Feed supplements (e.g. Digestar probiotic range, Silage inoculants)

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**Kees Blokland**  
Managing Director



**Harm Haverkort**  
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## Agriterra

**Agriterra** is a development organisation of Dutch agriculture and horticulture.

Agriterra was founded in 1997 by Dutch's farmers' organisations and is explicitly committed to the professionalisation of cooperatives and farmers' organisations in developing countries. Agriterra believes that farmers and horticulturalists in developing countries can play a key role in economic development by forming organisations and working together. Through producers' organisations and cooperatives they can improve their productivity and strengthen their position in the chain. Agriterra supports them by stimulating cooperatives' business development, strengthening extension services within cooperatives and improving their advocacy. We have over 80 professionals working in local branch offices in 15 countries. Agriterra is keen to play a connecting role as advisor and 'knowledge broker' between producers' organisations and cooperatives in developing countries on one side and, on the other side, companies and organisations in countries such as the Netherlands.

What sets us apart is the exceptional contribution of experts from our Agripool: agricultural entrepreneurs and professionals from agribusinesses who ensure high-value peer-to-peer knowledge exchange.

### Products and services offered:

- Advisory services
- Financial management training,
- FACT training (Farmers Advocacy and Consultancy Tool)
- Cooperative management and governance training
- Internal capitalisation of cooperatives training
- Women's leadership training

### Unique selling points:

- Very large network of Dutch farmers' organisations
- Peer to peer knowledge exchange through our extensive network of Agripoolers and other external consultants



**Rin Alleblas**  
Marketing Executive

## Aweta G&P

**AWETA:** Company dedicated to the development of turnkey solutions for sorting and packing of fruits, vegetables, flowers, and fish. With more than 50 years of experience, presence in 5 continents and installations in over 60 countries.

Technological innovation drives our success. Our optical high definition sorting systems makes it possible to grade products by both external and internal quality. Our new solutions to track the fruit; Tracking & Tracing are the most advanced on the market and our R & D department continuously searches for the best technological advances seeking new solutions and ways to improve our technology to always be able to give the best to our customers.

### Aweta G&P

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## City of Oss

The city of Oss is a city in the Netherlands at the industrial heart of **AgriFood Capital**. Throughout history this area provided food through agriculture. It has developed into a foodeconomy: many farms with meat production, food processing industries, packaging industries, even organic (and chemical) pharmaceutical industries..



**Wobine Buijs-Glaudemans**

Mayor of the city of Oss  
Vice- chair of Agrifoodcapital



**Christian Heerings**

Accountmanager Economic Affairs

### City of Oss

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Oss is strategically located between the harbours of Rotterdam and Antwerpen. Oss inland terminal is connected with railway and highways and serves as an extended gate for Rotterdam's largest container terminal ECT, the food port to the rest of Europe. And vice versa – products from Brabant and the rest of Europe are exported just as efficiently to Vietnam and to the rest of Asia.

Vietnam is also familiar with products from Oss. In the 1970s Vietnam was supplied with food aid. Most of the meat was 'Made in Holland', and therefore made in Oss: millions of sausages and tins of meat. For Oss was the birthplace of Unilever.

Oss is most inspiring global sustainable development goals city 2017 of the Netherlands. Together with **AgriFood Capital** we work on food production (goal 2 no hunger), responsible production and consumption (12) and a sustainable economy (8). Regional and national agricultural universities (fi. The professional University of Agriculture and Food, HAS) and the Jeroen Bosch academy of Data science work together with companies in **AgriFood Capital** towards a smart and sustainable foodeconomy in a unique regional ecosystem with excellent access to (European) markets and technologies, outstanding education & knowledge on food production and innovation facilities (pilot factories, labs & machines). In September 2013 Oss and An Giang signed a Memorandum of Understanding, which has resulted in us working closely together on trade, pharmaceuticals, culture and education. Distribution and logistics are also high on the agenda aiming on allowing Vietnamese products to reach Europe efficiently and in excellent condition – properly packaged and transported quickly and safely. The city of Oss introduced the Post Harvest Network to Vietnam to start a project on reducing post harvest food loss.

## Control Union

**Control Union** provides inspection, certification, consultancy services in the agriculture, aquaculture and forest industry and is active in more than 70 countries worldwide including Vietnam. As a family-owned company Control Union places emphasis on building long-term relationships with its clients. Control Union's extensive agricultural knowledge and experience at local and global level can help organisations to achieve their goals.

### Products and Services Offered:

- Pre-shipment inspections (PSI)
- Ship/cargo hold inspection
- Certification
- Consultancy
- Collateral Management
- Pest control

### Unique Selling Points:

- In-depth knowledge and experience of Dutch and Vietnamese market
- Local office in Vietnam
- Service in Dutch, Vietnamese and English language
- Customized service depending on client need



**Richard de Boer**

Managing Director



**Wouter van Ravenhorst**

Project Manager

### Control Union

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## Deep Arctic Water

Our affordable, scalable and cost effective circular agro systems combine multiple waste streams (CO<sub>2</sub>, heat, waste water, nutrients), use reverse cycle capabilities and advanced reverse treatment technologies.



**Claude Monique Mampaey**  
Manager

For example our modular dredging unit can drain efficiently and affordably. The residues (sludge, waste water and heating) will be processed in our scalable water treatment units. Therefore, no polluted water or sludge is being discharged into rivers. The water purification units generates clean water, drinking water and heat/cold streams. The clean water is used for the production of algae, protein-rich plants, and shrimp/krill for animal feed for fish farms.

The units can also be used separately as a stand-alone, but the modular systems are developed to be affordable and through the circular operation of the unit (uses residual- and process flows), costs fall dramatically.

The modular units generates their own energy (biomass, biofuel and solar energy), nutrients and sweet water by combining the high tech knowledge of our agricultural partners with our innovative modular units and the conversion of organic and liquid residue into biomass.

### Products and Services Offered

- Deep Arctic Water provides the cross sectional water treatment-, energy-, aquaponics- and dredging units.

### Unique Selling Points

- Multidisciplinary approach using 4 types of modular systems: on land, offshore, rivers and lakes.
- Dedicated units: dredging (for agricultural or site preparation), water treatment (sanitization, drinking and process water), waste disposal, energy, air-conditioning, research, and logistics.

In 2014 the project has been nominated as an innovative Dutch National icon by the Dutch Ministry of Economic Affairs.

### Deep Arctic Water

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**Rianne Heijboer**  
Senior Investment Officer  
Agribusiness Asia

## FMO (Netherlands Development Finance Company)

**FMO** is the Dutch development bank. FMO has invested in the private sector in developing countries and emerging markets for more than 46 years. Our mission is to empower entrepreneurs to build a better world. We invest in sectors where we believe our contribution can have the highest long-term impact: financial institutions, energy and agribusiness. With an investment portfolio of €9.2 billion spanning over 85 countries, FMO is one of the larger bilateral private sector development banks globally.

### Agribusiness

In the coming decades, the global population will increase to over 9 billion with fewer resources available. FMO has made Agribusiness a priority to help meet these challenges by focusing investments across the value chain: (a) enhancing food security, (b) supporting sustainability and (c) promoting inclusive development in an environmentally viable and socially inclusive manner.

### Financing and investing

FMO finances and invests in commercially viable companies and projects through a variety of finance products and services – designing our funding packages to match each client's needs. Products include project finance, private equity, loans, mezzanine, trade finance and working capital finance. Our loans are characterized by typical maturities of 3 to 10 years. We look to provide €5 to 50 million, thereby taking a maximum 25% stake of the project size. We arrange syndicated loans by bringing together commercial banks, investors and other development finance institutions, with FMO structuring the financing. We invest in private equity funds and make co-investments alongside these funds.

### FMO (Netherlands Development Finance Company)

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## HAS Hogeschool, University of Applied Sciences & AgriFood Capital

**HAS Hogeschool, University of Applied Sciences** consists of two organizational units: the University with its Bachelor courses and HAS Knowledge Transfer which focuses on the strategic cooperation with the professional field through innovative projects and certified trainings/ courses.

From the labour market perspective, the Bachelor courses at HAS Hogeschool can be positioned as follows:

### Primary sector and subcontracting/ service providing companies:

- Horticulture & Arable Farming;
- Animal Husbandry & Animal Care;
- Business Administration & Agribusiness;
- Geo Media & Design; Applied Biology.

### (Food) Industry and subcontracting/ service providing companies:

- Food Technology; Food Innovation;
- Environmental Studies;
- Business Administration & Agribusiness;
- International Food & Agribusiness.

### Nature & Landscape:

- Urban & Rural Development;
- Garden & Landscape Management;
- Landscape Design;
- Geo Media & Design;
- Environmental Studies;
- Applied Biology.

HAS Hogeschool is member of **AgriFood Capital**, which is the regional economic development organization of North-East Brabant (South-Netherlands). **AgriFood Capital** is developing this region into one of Europe's most leading agrifood-ecosystems for growth and innovation.



**Liz Chermin**  
Member Executive Board



**Toon Keijsers**  
Lecturer and Coordinator International Projects



**Roel Schutten**  
Managing Director AgriFood Capital

### HAS Hogeschool

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**Henk van Eijk**  
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Business Consultant



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### Kenlog

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## Kenlog

**Kenlog** is the hub of a network of specialized parties in the entire horticultural food supply chain, particularly the development, monitoring, operating and improvement international horticultural projects. An extensive business network and Kenlog's project approach from a managerial background in horticulture enable our company to select the most appropriate and specialized partners to work together on customer's questions. Demand-driven solutions, practical approach and independence are the premise of the work of Kenlog. 'Knowledge exchange' is embedded in the heart of our business, which means we combine our Dutch horticultural background with the local knowledge.

### Products and Services Offered

Facilitate horticultural projects of the total fresh food chain. Together with their key partners Kenlog offer:

- project facilitation
- sustainable business
- urban farming (closed water system, circular economy, green energy, vertical farming)
- practical training programs
- consulting services (cultivation, greenhouse technology, logistics, supply chain management)

### Unique Selling Points

- A combination of business knowledge, horticultural background (Westland, Netherlands), know-how and experience in the entire food chain makes Kenlog unique;
- We focus on the specific situation of each client, tailor our solutions and put them into practice;
- In-depth knowledge of Vietnamese horticultural market.



## Mavasol

Organize the manure processing on farm scale is the main activity of **Mavasol**. We represent DariTech outside North America.

From a strongly focus on reliable and innovative thought we bring customized solutions at all possible settings.

Mavasol create for the livestock farms a more profitable set up, by getting a practical layout, where the by getting a practical layout, where the gain is to reduce the manure problem and relieve the environment.

The main products of Mavasol are the manure processing systems of DariTech. These consist mainly of BeddingMaster, Sand Recovery Systems, separators, roller presses and control systems.

Mavasol designs systems for cost-effective processing of manure which is mainly made used of these machines.

### Products and services offered

- Separate manure
- Manure sand separation (Sand Recovery System)
- Hygienic bedding (BeddingMaster)

### Unique Selling Points

Mavasol Specialist in Manure processing:

- Delivers and assembles manure handling systems
- Realization of a hygienic export worthy fertilizer or final product
- Advises on processing and manure systems
- Processing of manure into bedding and more added value
- To realize the most profitable application
- Environment conscious processing of manure



**Klaas de Vries**  
Director Sales

### Mavasol

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## Omnivent Techniek

From concept to profitable investment in Innovative Crop Storage Solutions.

Start today to experience the power of storage. Omnivent is a worldwide specialist in the development, manufacturing and installation of modern ventilation and air-conditioning techniques.

Omnivent started about 60 years ago as a small local ventilation supplier and has since grown into an international provider of storage technology operating in more than 40 countries.

Our core business is to design and manufacture custom made ventilation systems, eco-friendly refrigeration, humidification, heating and energy recovery systems and control automation. Omnivent is part of the Omnivent Holding, other subsidiaries include MB Koeltechniek in the Netherlands, Omnivent Spzoo in Poland and Beijing APH Omnivent Trading Company Ltd, a joint venture in China.

This special company structure enables us to develop customized storage solutions, thanks to years of expertise and our in-house production and Research & Development. Omnivent employs 150 passionate staff who are willing to go the extra mile to ensure a high quality product.

### Products and Services Offered

World class Storage Solutions systems for potatoes, onions, garlic, carrots such as:

- Suction ventilation storage systems
- Drying wall ventilation storage systems
- Bulk storage storage systems
- Room ventilation systems
- OmniBreeze (compact high efficient humidifier)
- OmniPad (humidification control unit)
- OmniCuro (controlled computerized automation)
- OmniRecup (CO2 extraction and heat exchange unit)
- OmniBox boxes (high quality wooden boxes to optimize the storage system)
- Omnivent Storage Academy,
  - Store Coach & Trainer (Agronomist)
  - On site / Online support
  - Dedicated custom made training programs



**Tony Na**  
Area Sales Manager South East Asia

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**Ad de Ponti**  
Director

## PETC+: “Learning by doing”

**PETC+** is an international Training Centre for the development and training of businesses and individual professionals in livestock, aquaculture or fish farming, agriculture and horticulture. Increasing the knowledge level of every individual participant is our main target. Skills and entrepreneurship are gathered here and shared according to a unique didactic concept: “learning by doing”. This means that all training takes place in theory and practice. PETC+ is grounded in Horst aan de Maas: one of the biggest agri centres in Europe.

### Products

PETC+ offers training courses, business training plans, development projects and practical assessments. These are always custom made to the participants individual requirements.

### Participants and clients

Annually a lot of students and professionals attend PETC+ training programmes. A large number of agricultural schools, colleges and universities in the Netherlands make use of PETC+ to provide practical training to their students. Furthermore, national and international companies from all over the world send groups of professionals for training and retraining to PETC+.

### Trainers and experts

PETC+ employs experienced ‘expert trainers’, who have several years of (residential) working experience in various countries around the world.

### Return on Investment

Our motto is: learn today’s solutions, put it into practice tomorrow’s standards. Participants make the required new skills their own in practice. The return that PETC+ training offers is therefore very high.

### Cooperation

PETC+’s training courses provide direct result for the participants by the unique training concept: learning by doing. We are ready for cooperation with you!

### PETC+

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**Matt Earle**  
Commercial Director

## Proagrica

**Proagrica** provides critical decision-support to the global agricultural industry by delivering high-value insight and data, trusted workflow tools, proven integration technology and effective channels-to-market.

F4F’s integration and connectivity solutions have been used by agriculture industry participants across the supply chain globally. From internal systems integration and supply chain connectivity to Precision Agriculture enablement, connecting systems and standardising data is our business. In fact, we have created the industry standards. F4F is now part of Proagrica, a global provider of critical decision-support to the agricultural industry by delivering high-value insight and data, trusted workflow tools, proven integration technology and effective channels-to-market.

### Proagrica

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**Jan Hoogewoning**  
Business Development Manager  
South East Asia

## Ridder Group

Our future depends on secure, sufficient, sustainable and safe food supply. At the same time our future depends on sufficient and a wide variety of ornamentals to ensure a happy and healthy living environment. To accomplish this we need more controlled environment agriculture. The Ridder Group believes that technology drives the evolution of controlled environment agriculture. Investing in growing technology will enable us to produce local, safe, sustainable, year-round available or premium products that distinguishes itself in the market.

### Products and Services Offered

- Management Systems
- Greenhouse Control
- Water Management
- Climate Screens
- Ventilation Systems
- Housing Systems

### Unique Selling Points

- Worldwide market leader in Drive Systems;
- 60 years of experience in global growing solutions;
- Family business;
- Locations worldwide, also one in Shanghai China

### Ridder Group

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Head of Operations



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Country Manager



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Investor (Chairman of Dai  
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## TEN Innovation Design

**TEN Innovation Design** is an innovative startup company, founded in 2015 in Wageningen, The Netherlands. Currently we are developing Smart-Pond Control System (Smart-PCS) which will allow shrimp farmers to increase production in Southeast Asia. In addition to this, we also provide collaborative farming solutions related to optimization of supply chain, allowing market participants, including suppliers and buyers to achieve sufficient forecast accuracy and increase margins by bypassing intermediaries.

### Products and Services

- Smart-Pond Control System - to secure shrimp production
- Collaborative & innovative farming solution - to disrupt the traditional trade practices

### Our Selling Points

- Our integrated biological, chemical and smart IT solutions help aquaculture industry to become smarter and be ready for 2050.
- Our pragmatic business solutions allow small famers to connect with other market participants around the world.
- Our Team consists of Dutch and Vietnamese experts who have extensive knowledge in aquaculture industry and geographical markets.



**Rudolf Rietbroek**  
Global Sales Manager



**Vincent Kamping**  
Global Sales Director

### Trinity Meat

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### Trinity Meat

**Trinity** is an established poultry processor with its establishments in the Netherlands and Germany and many years of experience in the industry. With big emphasis on innovation and development Trinity has been able to offer a wide variety of products to different customers. Main portfolio consists of processed meat, oils and protein powders.

International network of suppliers and partners has allowed Trinity to provide consistent quality and service throughout the years. Frequent quality checks, various certificates, modern equipment and software, large cold store with computerized temperature management are all in accordance with strict regulations and have resulted in Trinity's reliability.

In addition Trinity embraces long-standing partnerships and relations and tailors all of its products to the customer's individual needs. By building on its consistent high-quality image Trinity hopes to promote a responsible business practice that ensures the safety of its product and people. The company's vision is to continually evolve and improve so that your customers want to buy more from a brand they trust and love.

Considering the above, Trinity Meat seeks contact with processors, distributors, importers and wholesalers which they can supply with frozen poultry products, poultry oil and chicken protein powder with the specifications and in time deliveries to your needs.

#### Products and Services Offered

- Frozen Poultry Meat
- Chicken Oil
- Chicken Protein Powder



**Corine de Jong**  
Owner/Director

### Vrolijk Fruit

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### Vrolijk Fruit

**Vrolijk Fruit** would like to participate in this Vietnam mission to find out about the opportunities to do business in Vietnam. Our preference is for fruit cultivation.

## Wageningen University & Research

**Wageningen University & Research (WUR)** is the only specialized university and research organisation in agriculture and food in the Netherlands. With approximately 30 locations, 6,000 staff members and 12,000 students, we are a world leader in agro and food. We develop knowledge and we help our partners and clients to apply the knowledge. In this we differ substantially from other universities. The combination of research, education and value creation has made us internationally successful. We implement projects all over the world including Vietnam, while at the same time attracting many international students and staff to come to Wageningen.



**Arjo Rothuis**

Manager International Cooperation  
Asia

Besides fundamental research and academic training WUR provides:

- **Contract Research**, for example on improving the shelf life of agriculture products, flowers or food, technical studies on the application of your product in nutritious foods, precision agriculture technology, smart irrigation, water management etc.
- **Consultancy**, for example advising companies on international market developments in agro and food,
- **Capacity building**, for example specialist training courses for professionals in high tech agriculture, horticulture and aquaculture.

### Wageningen University & Research

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**Frederik Eggharter**

Assistant Export Manager

## W. van der Zwan & Zn

Throughout its long history, since 1888, **W. van der Zwan & Zn** has always remained a family business. We continue to provide our international customers with healthy, nutritious, high-quality fish. We do so by catching, processing and distributing fish in an efficient, sustainable and responsible way. With respect for the environments in which we operate. In doing so, we help meet the growing global demand for affordable and sustainable sources of animal protein. Nowadays we provide approximately one million people worldwide with affordable high-protein fish every day. Most of these people live in Africa and Asia.

### Products and Services Offered

- Sea-frozen pelagic fish

### Unique Selling Points

- We provide more than a million people worldwide with affordable high-protein food every day;
- We ensure a sustainable method of fishing and a first-class quality product;
- We have been in the fishery sector since 1888.

### W. van der Zwan & Zn

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# Official Delegation

## Official Delegation

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