

Netherlands Trade Mission to Nigeria

9 - 12 July 2019



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Foreword



Last year, the Dutch and Nigerian governments agreed to strengthen their economic cooperation mainly, but not exclusively, in the agri-food sector. The aim was to enhance the sustainable and inclusive growth of our respective economies. However, as the Yoruba saying goes, 'Ibere ki i sonise, a feni to ba fori tii dopin'. In other words, a good beginning is of no value unless one perseveres to the end.

And this is the spirit in which I will be leading this trade mission to Nigeria. It is an honour to be accompanied by a wide range of companies and knowledge institutions with the right expertise in agriculture and sustainable development to add value to Nigeria's dynamic economy. Dutch entrepreneurs and academics excel in co-creating pioneering solutions to global challenges, such as managing the waste produced by cities or creating sustainable food systems that are more resilient to extreme weather.

The growth of Nigeria's economy and population represents opportunities and challenges for its growing cities and its food system. The Dutch agricultural sector - with its focus on improving the entire value chain 'from farm to fork' - is well positioned to make a significant contribution. I am proud to see Dutch companies offering innovative solutions for sustainable cities as part of this mission. Dutch expertise and solutions can serve as a model for Nigeria's cities of the future.

Nigeria has great potential for Dutch companies wanting to enter this emerging market. For companies who are already doing business in Nigeria, this visit represents an opportunity to expand their network. For companies who are here for the first time, it will be an excellent introduction to the Nigerian market and to potential business partners. I am confident that our work over the next few days will boost the already strong trade relations between our countries, providing new opportunities for all participants.

I wish you an inspiring and successful mission.

Sigrid Kaag

Minister for Foreign Trade and Development Cooperation

The Netherlands

The Netherlands



Locations

1. Amsterdam (and Airport Schiphol) | 2. Arnhem
3. Assen | 4. Breda | 5. Den Bosch | 6. Eindhoven
7. Enschede | 8. Groningen | 9. Haarlem | 10. The Hague
11. Leeuwarden | 12. Lelystad | 13. Maastricht
14. Middelburg | 15. Rotterdam | 16. Utrecht | 17. Zwolle

Introducing the Netherlands

Creating resilient and sustainable solutions for local challenges

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.



The Netherlands
Your partner in sustainable solutions

Worldwide ranking

- 1st** Best performing European Healthcare system (Euro Health Consumer Index, 2017)
- 1st** Production and auctioning of cut flowers and flower bulbs
- 1st** World's largest flower exporter
- 2nd** Number of patent applications per million inhabitants in the world (WIPO, 2016)
- 2nd** Best at Global Innovation Index (GII, 2018)
- 2nd** Largest exporter of agricultural products in the world (WTO, 2017)
- 4th** At WEF's ranking of most competitive economies in the world
- 4th** At RISE's global energy policy ranking
- 5th** Largest exporter of goods in the world (652 billion US dollars)
- 5th** Greatest place to live (World Happiness report, 2017)
- 6th** At World Bank's Logistics Performance Index
- 7th** Largest foreign investor in the world (1,256 billion US dollars)
- 7th** Largest recipient of foreign investment in the world (801 billion US dollars)
- 8th** Largest importer of goods in the world (507 billion US dollars)

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 and Curaçao and St. Martin. The overseas islands 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 km²
- **Location** Western Europe, by the North Sea, bordering Belgium and Germany
- **Number of inhabitants** 17.2 million (July 2018)
- **Number of inhabitants per km²** 509 (July 2018)
- **Currency** Euro
- **Languages** Dutch and Frisian (On the overseas islands also English and Papiaments)
- **GDP per capita** 42,926 euros (FocusEconomics, 2017)
- **33% of Dutch GDP** is derived internationally
- **1.3 bicycles** for each person in the Netherlands
- **Unemployment rate** 5.4% (average 2007-2018)
- **Moderate inflation** 1.6% (average 2007-2018)
- **90% of all Dutch people** speak English

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



Nigeria and the Netherlands:

teaming up for the challenges of today and tomorrow

Nigeria and the Netherlands have developed a strong social and economic relationship over time. The Netherlands is Nigeria's 4th largest importing partner and 3rd largest exporting partner. Both countries face similar challenges of growing urban populations and a need for sustainable food security. The aim of this mission is to strengthen our relationship and seek out potential partnerships for sustainable cities and agri-food and horticulture.

Working together towards sustainable cities and food security.

As the world rapidly urbanises, with people migrating from the countryside to the cities, there is increasing pressure on urban areas

to deliver sustainable and healthy food supplies. Food security is crucial to economic performance and social wellbeing. This means finding solutions that take into account the issues of animal welfare, food safety, waste-

disposal and habitation, as well as issues of governance, education, and a fair society. The Netherlands, a small, densely populated country, where land is at a premium, its farms are some of the most intensive, sustainable, and efficient in the world. The Netherlands is the world's 2nd largest agri-food exporter.

Thanks to a wealth of agricultural knowledge, fertile soil, intensive farming, quality of produce, and trading expertise, Dutch agri-food products are exported all over the world. This applies to plant-based produce as well as for animal products such as livestock, poultry (meat) and eggs. Machinery for the processing of agri-food products, from robotic soft-fruit pickers; to automated meat separators; to potato processing; is also a key global export product, as is the knowledge around food processing.

Just like in most other parts in the world, cities in Nigeria are experiencing the challenges of increasing population growth. Cities are both vibrant hubs of creativity and centres with many stakeholders with conflicting needs – innovation testbeds and established structures. They are important economic nerve centres that face increasing infrastructure challenges, such as future energy needs. Over the centuries, the Dutch have found innovative new ways to manage complex urban situations. Through original spatial planning, the Dutch have developed a quality of city living that is well-balanced with its agricultural landscape.

With this mission we hope to increase economic cooperation between our two nations, and to find integrated solutions for common challenges. We believe that this is exactly where Nigeria and the Netherlands can find common ground: innovative solutions are not only crucial for economic growth, but vital to the well-being of our societies as a whole.



Company Profiles



Agrifood



Maarten Hermus

Advisor & Business Developer

AgriProFocus

AgriProFocus brings together farmers, agribusinesses, civil society, knowledge institutes and governments. United in diversity, our members show that agribusiness and development are not mutually exclusive. Together, we find new, sustainable ways of creating impact with business. Exchanging perspectives and expecting the unexpected. Cultivating collaboration through linking, learning and leadership.

Agriprofocus offers a unique network of Dutch diamond actors and local actors in agribusiness. With offices in 15 countries worldwide and over 40 Dutch agribusiness members. Because of this we can offer a range of services to create and support linking, learning and leadership in agribusiness

LINKING - Build successful partnerships

AgriProFocus helps you find the right people to solve problems and do business with. Whether you are looking for change makers in the agri-food sector or partners to solve specific challenges with. Our network connects (un)usual suspects, facilitates innovative ways of working together and stimulates long term collaboration.

LEARNING - Expand your expertise

AgriProFocus facilitates exciting learning environments aimed at innovating your business. Our members share best practices, experiences and failures in order to learn from and with each other. Reflection and sense-making around specific issues are key in our learning processes.

LEADERSHIP - Find your leverage

AgriProFocus is the space for you to set and influence the agenda in collaboration with other relevant stakeholders. Our network aims to change both the ways of working and the rules of the game in the agri-food sector. By collectively improving the business environment for agripreneurs, we make sure impact is made at scale.

AgriProFocus

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Emmanuel Ezeani

Managing Director

Arosoft Technology Engineering NL

Arosoft Technology Engineering NL (ATEN) is a young and dynamic technology research and development company that provides organizations and individuals with innovative ICT solutions to enable them achieve strategic goals at affordable prices. We are specialized in intelligent, context-aware and smart systems for mobile devices and the traditional PC. Our IT products and services provide solutions to problems in diverse domains, e.g. alternative financial sector, educational sector, agric sector as well as geo-marketing, or where data acquisition, processing and consumption are of paramount importance.

Strategy

- Innovation
- High quality products and services
- Customer-centric
- Focus
- Cost efficient product development
- Networking

Our Team, Network & Strength

Arosoft Top Management team consist of diverse and dynamic specialists and profession - als with strong technical and commercial affinities. The team is led by by Engr. Emmanuel O Ezeani (M.Sc., BBA) NL., Founder/Managing Director of the company. A Dutch educated Nigerian computer scientist, business economist and entrepreneur, Ezeani draws on his vast knowledge and working expertise at international organisations like Shell, Nationale Nederlanden, First Aluminium Products Plc... to lead and direct the company. Besides the organisation cooperates with renowned innovation partners in creating and delivering unique value for its target group and stakeholders.

Product & Services

- Software Engineering (Development)
- Arosoft Mobile App Solution (soon to be released)
- Tailor-made software, and mobile app project development
- E-Commerce Solutions and Website/applications
- Intelligent, Context_Aware and Smart Systems Engineering & Consulting
- Innovation Adoption Consultancy (via our SOAAG® IT Adoption Framework)

Arosoft Technology Engineering NL

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Wouter Bakker
CEO

Bakker Brothers

Bakker Brothers is a seed company with a rich history and a futurist mindset. Established in the Netherlands in 1928, our company specializes in the breeding, production, and sales of vegetable seeds. We are knowledgeable of customer desires and needs, having been in the business for nearly a century. Bakker Brothers is an international company with offices and facilities in Europe, the Middle-East, and Sub-Sahara Africa. Our product development is mainly focused on the Middle-East and Sub-Sahara Africa, to ensure our seeds thrive especially in these markets.

Products and Services Offered:

- Vegetable seeds, including but not limited to: tomatoes, onion, carrots, beans, peppers, eggplants, cucumbers, squash, lettuce, cauliflower, watermelon.
- Forage crops, including but not limited to: maize, sorghum.

Unique Selling Points:

- Century-long knowledge of the African market.
- In depth technical and in-field knowledge of African agriculture.
- In-house breeding facilities dedicated to adapting seeds to customers' needs.

Profile of Commercial Contacts Wanted:

Looking for matchmaking with companies interested in expanding their seed trade or agricultural business locally by strengthening their portfolio with our specialized products.

Bakker Brothers

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Ron van den Berg
Regional Sales Manager

Chore-Time Europe

Chore-Time is a global manufacturer of complete equipment package for the poultry industry. Chore-Time is a global market leader in the development and production of systems and solutions for the intensive livestock farming sector and the grain industry. Recently we have integrated Volieres, Rearing systems and Nestsystems into the Chore-Time package. "We are Feeding the World with Proven Systems" with complete solutions for the poultry and egg industry.

The Chore-Time head office is located in the United States, with regional offices, local staff and distributors around the world.

Chore-Time stands for:

- Complete solutions for Poultry and Egg production
- World leadership through our tradition to innovate
- Maximize the natural potential; of your birds and minimize the cost of your company
- Service and Warranty as an important part of our product
- The Importance of a professional distributor in your own area
- As a part of the reliably CTB and Berkshire Hathaway family

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Coolfinity



Maarten ten Houten
CEO



Andrzej Grysiak
Senior Business Development
Manager

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Coolfinity is a Dutch technological start-up with staff of 5 persons. Coolfinity is marketing a unique, patented cooling technology applicable for virtually all cooling needs. There are two production partners that manufacture for Coolfinity commercial free standing coolers with our technology in – one in Malaysia and one in South Africa. Fridges we offer solve cooling problems at various points of sale (retail shops, on-the-go outlets and horeca businesses) as well as at farms where fresh milk, fruits or fishes could be kept in and cooled down even if there are severe power outages. Lodge camps, hospitals, private clinics and vaccination points may also benefit from usage of our cooling solution.

Product in offer:

- Single glass door cooler of 290 ltr capacity, with 4 shelves, R290 (HC) as cooling agent, LED illumination inside with energy efficient motors applicable for countries with 230V/50Hz power network
- Single glass door cooler of 350 ltr capacity, with 4 shelves, R134a as cooling agent, LED illumination inside with energy efficient motors and with photovoltaic panels and battery. This chiller works autonomously from any power network (solar cooler)

Unique Selling Points:

- Non solar cooler needs just 6 hrs of power per 24 hrs to keep the products inside cold even at +35degC stable ambient temperature
- At long lasting black-out non solar cooler can keep the product cold without power for as long as 2 days
- If at the end of the selling day warm products had been placed in the cooler and power outage then happened the next day morning all products will cooled down.

Customer profile:

- Manufacturers of dairy, beer, drinks (water, juices, carbonated-, energy-, functional drinks).
- Cooperatives of farmers producing milk or fruits; fresh water fishing companies.
- Distributors of horeca and retail equipment
- Makers and managers of lodge/tent/hut camps.



DAIRY TRAINING CENTRE



Han Tellegen
Managing partner



Zubaida Damakka
Executive Director Strategic
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Dairy Training Centre

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Dairy Training Centre

Dairy Training Centre (DTC) is a Dutch leading, international training centre for dairy and milk processing training located in the Netherlands, Oenkerk. For over 50 years now DTC (till 2013 called PTC+) runs international training programs, consultancy and capacity building alongside the total dairy value chain all over the world.

Currently, DTC offers short international training programs in the Netherlands and many tailor-made trainings in the Netherlands or the home-countries of our partners.

DTC establishes with L&Z Farms in KANO a partnership to enter the total Nigerian market for training in dairy management and milk processing with Nigerian and Dutch trainers and consultants involved, see also: www.dairytrainingcentre.com and www.l-and-z.net. L&Z farms is an experienced player on dairy farming, extension services and milk processing



Rutger Groot

Chairman EWS Knowledge Transfer Foundation, Supervisory Board
Member EWS Group



Hadiza Yaro

Business Development Manager

East-West Seed

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East-West Seed

East-West Seed is a Dutch tropical vegetable seed company. It is active in over 60 countries serving 20 million smallholder farmers through 5,000 staff. The company's mission is to improve smallholder farmers' livelihood. The EWS Knowledge Transfer Foundation annually trains 120,000 farmers on better farming skills, enabling to optimize their yields, improve their income and nutrition security. The company was started in SE Asia and is now becoming increasingly active in Africa. In Nigeria EWS has recently commenced a broad SDGP supported knowledge transfer project in Kaduna and Kano state.



Laurens Maartens

Export Manager

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Ep de Graaf / Food Today

Ep de Graaf / Food Today is a family company specialized in poultry since 1935. The current management is the third generation of the De Graaf family. In our BRC-A and HALAL CORRECT certified production plants in Putten, The Netherlands we work with approximately 300 employees on cutting and production of chicken products. The products vary from approximately 250mt of fresh chicken breast fillets per week, to chicken wings, semi-finished products like Baader and MDM to frozen convenience products like Halal chicken burgers and fricandelles. Apart from these production sites we also have a trading department, importing and exporting products all over the world.

Farmforte Europe



André Schaap
CEO

Farmforte is an impact-oriented value chain development firm focused on creating novel solutions to existing problems in the African Agriculture landscape and transforming them to economic opportunities. We have been able to achieve this through our best practice in storage and logistics, sustainable farming process, and access to the global market. By leveraging on technology and innovative models, we create the most efficient and affordable ways to produce crops and add value. Our techniques involve using specific well researched high yield agricultural products.

Farmforte Europe and Farmforte Agro & Allied Solutions Limited Nigeria offer smallholder farmers innovative solutions to Agriculture challenges by providing them guaranteed local and global market access and training them on best farming practices to minimize loss and maximize quality yields.

The collaboration between Farmforte and smallholder farmers is rooted in a shared goal: to create positive sustainability outcomes in agricultural supply chains, and this partnership has established mechanisms that will continue to build a positive economic impact on smallholder farmers in Africa in years to come.

Farmforte Europe

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FMO



Peter van Mierlo
Chief Executive Officer



Hans Bogaard
Manager AFW Africa & Farmer
Finance

FMO is the Dutch entrepreneurial development bank. We invest in over 85 countries, supporting jobs and income generation to improve people's lives in the parts of the world where we can make the biggest difference. Our role extends beyond financing, as we help businesses to operate and grow transparently in an environmentally and socially responsible manner.

FMO focusses on financing the private sector active in Energy, Agriculture and Finance. With our clients serving millions of customers, their adoption of good practices will have a broad positive impact on local development. They create jobs, provide people with an income, generate taxes and contribute to a healthy private sector. This makes it possible to build a local economy that offers opportunities for people today without compromising the opportunities of future generations.

Through our approach, we aim to demonstrate to other investors that strong financial returns and positive impact in developing countries and emerging markets can go hand-in-hand. Our success in higher-risk markets provides them with the confidence to get on board, allowing us to mobilize more funding for our clients.

FMO

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iCRA



Gieljan Beijen
Business Development Manager



'Gbenga Idowu
Country representative Nigeria

iCRA solves complex agri-food issues by finding solutions from the source. We believe in connecting local-level agri-food actors to create trust and mutual understanding as base for business success. When people truly connect, they are able to build trust, to find and own sustainable win-win solutions for a profitable business for all.

As an international not-for-profit service provider, we are dedicated to making research, education, innovation and agribusiness work for the agri-food sector. iCRA realizes this by investing in people, their skills and (business) relationships offering process facilitation, training and on-the-job coaching services for agri-food professionals, organisations and business partners in subsahara Africa and Latin America.

iCRA brings 35+ years experience in a small, flexible core team in the Netherlands and France, leveraging its impact by a strong local presence through the iCRA group of talented associated trainers and coaches in the field. We have a long standing relationship with our associates, most of whom are alumni from our international courses.

We are looking for matchmaking with agrifood processors, traders and their financiers with an inclusive agenda that aim to improve consistency of sourcing from small scal farmers to grow their business, as well as with higher education institutes that want to improve the delivery of employable youth.

iCRA

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Iribov



Kees Veldhuijzen
Business Development West Africa

Iribov West Africa is producing IMPROVED PLANTING MATERIAL for farmers and plantations in West Africa. The production is done via tissue culture propagation technology. The company is operating the largest commercial tissue culture laboratory in Ghana (Sogakope, Volta Region) with a capacity of 10 million plants per year and also a nursery operation to grow the tissue culture plants into hardened plants ready for the field.

A major constraint for farmers is the lack of good, healthy and uniform planting material. It is common practice that farmers save the planting material from their yields to use in the next season. Any disease in the plant material will carry over, it may cause genetic degeneration and the result are lower yields and higher post-harvest losses.

Tissue culture propagated planting material is vigorous, uniform and free from diseases and will increase yields and reduce the use of pesticides and the chance on post-harvest losses.

Tissue culture propagation is suitable for crops with vegetative propagation such as tuber crops (Yam, Cassave, Sweet Potato), fruit crops (Pineapple, Papaya), forestry crops (Teak, Bamboo) and others (Ginger, Turmeric).

Iribov West Africa has already a wide range of crops in production and is welcoming new crops and varieties for new clients.

Iribov

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KIT Royal Tropical Institute



Peter Gildemacher
Senior Advisor

KIT is an independent, not-for-profit organization founded in 1910. It acts as centre of knowledge and expertise in the areas of international and intercultural cooperation, operating at the intersections of theory and practice and between policy and implementation.

KIT's Sustainable Economic Development unit is an international team with the knowledge and expertise to inform and advise on sustainable local economic development. Its focus is on agricultural innovation, land governance and food value chains. The involvement of farmers and their organisations as active stakeholders in this process is key. Our team shapes collaboration between private and public sector, designs novel initiatives, coaches clients to make them successful, facilitates learning, and documents and publishes experiences and good practices.

KIT staff is composed of top professionals who combine their disciplinary expertise with knowledge about research, institutional and capacity development, monitoring and evaluation and partnership building. As a knowledge institute, KIT has a long history and reputation in the fields of Agriculture and Local Economic Development.

KIT staff have key competences and experiences in the fields of:

- rural development, agricultural and livestock value chain development,
- local governance and decentralization,
- organizational strengthening and institutional change
- natural resource management
- (facilitation of) learning, co-learning and Monitoring and Evaluation and Impact Assessment.

KIT is seeking partners and clients to pursue its mission of contributing to sustainable economic development, food and nutrition security and equality.

KIT Royal Tropical Institute

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New Generation Nutrition (NGN)



Marian Peters
CEO



Poppy Eyre
Project Developer

At New Generation Nutrition (NGN) we are front-runners in the insect sector. We cooperate with insect farmers, breeders, knowledge institutes, governments and consumers, to position and implement insects as a sustainable source of feed and food.

Our expertise are:

- Courses and education for insect rearing and value chain opportunities
- Advice, policy & business creation
- Breakthrough projects
- Network activities such as workshops and conferences
- Edible insect trade and insect rearing materials

New Generation Nutrition (NGN)

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Nuffic



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We are Nuffic: the Dutch organisation for internationalisation in education. From primary and secondary education to vocational and higher education and research.

At our Global Development department we create opportunities for strong and sustainable partnerships between Dutch and foreign education institutions.

Education is the engine of growth, everywhere. Our development policy is therefore based on strengthening competencies and skills of both individuals and organisations - through education. In the Netherlands, and abroad.

We manage funds for scholarships, group training, partnership projects and alumni events.

With a track record of over 65 years of successful programme management, we've reached hundreds of thousands worldwide. We see this as a great starting point for new opportunities, partnerships and programmes.



Pas Reform Hatchery Technologies



Adriaen Slijcher
Sales Director



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Sales Director

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Pas Reform

Pas Reform is the world's only single-source supplier of integrated hatchery solutions.

100+ years in incubation, of which **50+** years in single-stage
150+ colleagues

Two companies:

- Pas Reform Hatchery Technologies
- NatureForm Hatchery Technologies

1000+ single stage hatcheries



Anke van den Hurk
Deputy Director

Plantum

Plantum is the Dutch association for the plant reproduction material sector. The members of Plantum are active in breeding, propagation, production and trade of seeds, bulbs, tubers, cuttings and young plants.

Plantum represents and promotes the interests of its members and, on behalf of the sector, acts as a discussion partner with government bodies and interest groups. Plantum's focus is on consolidating the competitive position of the sector and of the groups of affiliated members on an international level. Plantum also initiates new developments and serves as a source of information for companies.

Plantum also is actively involved in collaboration with third countries. Plantum is for example a member of the African Seed Trade Association and shares knowledge and experiences with that association and its' partners.

Currently Plantum is involved in the development of a collaborative initiative SeedNL together with the Ministry of Foreign Affairs (MinBZ) and the Ministry of Agriculture, Nature and Food Quality (MinLNV). This aims to increase the availability, access and use of quality seed in a number of priority countries. Through sustainably contributing to increasing agricultural productivity, this will contribute to reducing poverty, promoting inclusive green growth and resilience to climate change. It will focus on the enabling environment for the seed and young plant sector as well as training and demonstration and capacity building.

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Martin Reesink
Banking4Food Center
Trade Promotion

Rabobank

Rabobank is a cooperative and socially responsible bank. Our aim is to be market leader across all financial markets in The Netherlands and the leading global Food and Agriculture bank. With over 400 offices, serving approximately 10 million customers. Rabobank has had a presence since 1975 in Africa with Rabobank Foundation (social Fund). In addition, since 2005, Rabobank is supporting institutions to professionalise their business in Finance and Food & Agri via Rabobank Development and shares in several Partner Banks, currently known as ARISE.

Most recently, in 2014, Rabobank opened its first Wholesale office in Nairobi, Kenya, from which it has a focus on Food & Agri sectors and the following countries: Kenya, Tanzania, South Afrika, Zambia, Ethiopia, Uganda, Rwanda, Mozambique and Mauritius.

Rabobank is the only Dutch bank in Africa, employing seasoned Africa Banking professionals (Dutch and African). Additional sectors (i.e. Energy and Offshore) and countries are serviced from Kenya of Utrecht on case-by-case basis.

Rabobank Foundation

Established in 1974, Rabobank Foundation ("RF") is the social fund of Rabobank focused on helping people become self-reliant. Rabobank Foundation has been very active in India for the last six years. Aligned with the Banking for Food agenda, RF's interventions are along two primary themes: Access to Finance and Supporting Small Producers.

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Rabo Partnerships



Frank Nagel
Director



Yannick de Rooij
Project Manager

Rabo Partnerships, established almost 30 years ago, is a wholly owned subsidiary of Rabobank. Drawing on Rabobank's position as the global leader in Food & Agri financing, Rabo Partnerships provides access to knowledge, networks and finance in emerging markets. In particular, Rabo Partnerships is focused on improving access to finance in rural areas thereby addressing one of the main bottlenecks in food security: financing. By catering for financial inclusion Rabo Partnerships contributes to Rabobank's mission: Growing a Better World Together.

Since 2005, Rabo Partnerships has taken minority stakes in 5 banks in Africa (now owned by and managed via an investment vehicle Arise, which is partly owned by Rabobank) and 4 in South America. These banks typically have large rural potential and with help of Rabobank capital, management and technical assistance they are transformed into efficient commercial banks with a strong rural and agricultural focus.

Rabo Partnership has built a 30 year track-record in advising governments on the promotion of agrifinance, it supports local financial institutions in becoming leading banks in their markets and reaching out to rural areas and it builds structures to support farmers in their transformation towards more sustainable agricultural practices.

Rabo Partnerships

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SeedNL

SeedNL



Bernard de Geus
Director

SeedNL is a partnership between the Dutch the Ministry of Foreign Affairs (MinBuZa), the Dutch Ministry of Agriculture, Nature and Food Quality (MinLNV), and Plantum, the Dutch association for the seed- and young plants sector.

SeedNL aims to strengthen seed markets in developing countries and emerging economies.

SeedNL will set the agenda for strengthening the seed market in selected countries to develop and to implement activities in trade and development, and will contribute to the aid and trade agenda of the Dutch Government.

SeedNL

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Single Spark, FeedCalculator



Peter Meijer
Managing Director

Single Spark is social and creative consultancy agency mainly working in developing countries.

We developed a solution for the millions of small livestock farmers all over the world hardly make a profit. Their biggest challenge is to get good and affordable feed. 70% of their total farm cost is spend on feeding their animals.

With our FeedCalculator App farmers and service providers can formulate their OWN high quality and optimized feed from local ingredients. It is based on specific animal requirement and includes novel and local ingredients like black soldier flies, cassava peels and other local by-products. The easy-to-use app takes fluctuating ingredient prices into account to formulate a least-cost feed.

We as a team, of feed experts, designers and in-country representatives, are able to do so by combining 30 years of scientific research and smart innovative software. 35,000 farmers and service providers downloaded the app from all over the world, to formulate feed recipes for their animals or to deliver a better service to their customers. Our main focus countries are: Nigeria, Uganda and Bangladesh.

We are looking for partners to collaborate and roll out the FeedCalculator in Nigeria.

Single Spark, FeedCalculator

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SolarCreed



Damola Alayande
Co-founder & COO



Saheed Okuboyejo
Co-founder & CEO

SolarCreed is a smart energy startup that supports livestock and horticulture sector in Nigeria. Over the past 2 years SolarCreed has worked with around 150 small and medium sized poultry farms in 13 States in Nigeria to boost production, save on fossil fuel and improve revenue. SolarCreed supports farmers by providing innovative solar energy solutions that target specific energy needs.

SolarCreed further promotes the acceleration of solar energy in agriculture by providing flexible financing options which prioritise farmers cash flow and working capital. SolarCreed's entry level product; Chicken Friendly Solar Lights has helped farmers save up to €250k in diesel and petrol cost, reduced about 85 Tons in carbon emissions and together generated about 13.8 MWh of electricity in 2018. To further improve overall performance of farmers in Nigeria, SolarCreed has launched a range of innovative electricity and irrigation products and seeks to work with partners interested in boosting the productivity of the Nigerian agriculture sector.

As a Dutch accelerated startup, and having recognised the vast opportunities for agribusinesses to effectively support sustainable development goals 2, 3, 6, 7, 8, & 13 in Nigeria, we actively seek to engage agribusinesses, finance organisations and international agencies with the mission to increase access to technology, capital and inputs for farmers with openness to support SDGs at local level.

We anticipate a successful trade mission which will provide a realistic picture of possibilities in Nigeria while connecting with key players for agribusiness growth. For questions about our products and local insights please feel free to contact us.

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Inge Segeren
Business Development Manager

Squiby Foods is an independent and broadline food consolidator operating worldwide. We offer the widest variety of food products and our dedicated team ensures high-quality, competitive and tailor-made food distribution. We are supplying wholesalers, airlines, supermarkets, catering companies, ships chandlers and importers/distributors worldwide.

Squiby Foods is a one-stop shopping supplier. This means we select, manage and distribute all the food products you need. Our long-term relationship with leading suppliers from France, Italy, Germany, etc. allows us to handpick the best European fish, cheese, meat, olives and other delicacies.

By years of experience and knowledge of the international markets, we can export worldwide by predetermined delivery agreements. We deliver a variety of quality gourmet products in one single shipment including the labelling of the products.

We can supply full containers of one item, but even more interesting we can supply any product in any quantity you desire.

Unique Selling Points:

- We are your go-to sourcing partner who selects, manages and distributes all your food products. Familiar or new. Easily found or hard to get. All you need in just one combined shipment.
- Furthermore we can offer you an all-round logistic experience and bring you any food product you need. Every quality and every quantity. On time and every time. From Europe to every country in the world.
- We deliver tailor-made supply solutions to meet the constantly changing export regulations. You can expect us to be committed and honest and quick in adapting to logistic challenges and label requirements.

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Squiby Foods



Salvador Roig-Coll
Founder



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Business Development MEA

Terranauta

Terranauta is a Dutch company focused on the transport of bio-ideas worldwide. The core of our business is to empower agribusiness & rural development. A partnership with you will help breakthrough ideas, products and technologies flow all over the world.

Our main goal is to bring to the Nigerian agriculture & horticulture special fertilizers and soil regenerative amendments. We have available liquid organic matters, bio-stimulants and plant self defense inducers. They can be applied through foliar treatments, seed treatments and fertirrigation in all kinds of crops.

These products help increasing yields (average 25% increase) and crop quality parameters (e.g. sweetness in tropical fruits). They have also positive environmental impacts and benefits for the farmers' health (plant-based fertilizers with ZERO chemical residuals).

We are looking for agricultural companies and distributors willing to apply our cutting-edge fertilizers. The motto of Terranauta is "Transport of bio-ideas", in this case bio-fertilizers to enhance health, productivity and taste of Nigerian fruits and vegetables.

Terranauta

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Topsector Horticulture & Starting Materials



Loek Hermans
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The Horticulture and Starting Materials sector makes a considerable contribution to the Dutch economy. Our knowledge and training institutes are internationally recognized and respected. And the business community in the cluster often ranks number one in their respective fields. The sector is world's largest exporter of fresh vegetables and the largest player in the export of cut flowers, flower bulbs and seed potatoes.

Societal and economic challenges compel us to do more with less. This is, however, the strength of this Dutch sector: propagation materials for disease and drought-resistant crops with a higher yield, a better taste and shelf life, achieve the highest productivity per hectare with less use of pesticides, water and minerals. In this process we work demand driven and look for solutions adapted to specific local circumstances all over the world. The Dutch top sector is at the forefront of energy efficiency, renewable energy and CO2 reduction.

The Topsector Horticulture & Starting Materials is one of the nine Top sectors appointed by the Dutch government. It is a platform where government, companies and knowledge institutions work together on knowledge and innovation programs, the Human Capital Agenda and internationalization.



Tyrone Oyewole
Director Business Development

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Tribes International

Tribes International is Lubricants solutions company that counts among its suppliers the biggest brands in Europe, in particular 77 Lubricant, of which it is the exclusive representative.

As one of the largest independent lubricants producer in Europe with an annual production capacity of 130.000 Metric Tons of finished lubricants.

Our product portfolio that includes all types of lubricants for commercial plant, machinery, agricultural, marine applications, greases, heavy vehicles and industry.

We produce and sell extensive selection of high quality lubricants and specialties that are used in a wide range of applications.

The products are developed and produced by specialists who can choose from a wide variety of base oils and additives, making sure they put together lubricants that meet the latest standards of the Original Equipment Manufacturers (OEM's) and International Standardization Committees.

The ISO 9001 certified plant has a fully equipped laboratory at its disposal, which guarantees 100 percent product compliance. It also offers an oil analysis program. A proud international brand that offers a sophisticated product line of the highest quality available in Europe. This is combined with excellent service from the sales staff and the technical team, who put the products on the market.

Van Aarsen International



Bashir Omar
Area Sales Manager

Van Aarsen International is developer, manufacturer and supplier of state of the art machines and complete feed mill solutions for the production of compound feed and premixes.

Van Aarsen International with 70 years of experience in feed milling, one of world's leaders & active in more than 140 countries.

The better the animal feed, the better the food on the table! It's as simple as that. We take our crucial role in the 'agro-feed's chain seriously, helping you to achieve optimal solutions. Our innovative machines and complete feed mill solutions are designed and constructed to increase production and lower operational costs; with minimum energy consumption and maximum benefit to feed safety and ease of operation. Since 1949. Worldwide.

Van Aarsen thinks and acts with you from initial idea to final completion. Our way of doing business is focusing on your objectives.

Our machines are designed with attention to details, meeting your demands of:

- Reducing maintenance & energy consumption.
- Increasing feed safety and safe operation.

Looking for matchmaking with:

- Commercial feed mills;
- Big integrated poultry farms;
- Local partner with good network.

Van Aarsen International

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Van Rooi Group



Addy van Rooi
Director

With a range of companies and locations, the Van Rooi Group offers several specialties.

Van Rooi Meat has a modern production facility where about eleven thousand pigs are slaughtered daily. Depending on the wishes of the customer, the carcasses are deboned or processed into packaged products, like meatballs, minced meat, steaks, pork chops, bacon rashers, steaks tartare, beef, rib-eyes, and specialties like skewers, meat loafs, casseroles, and dishes of meat for barbecue or gourmet. Subsequently the products are transported to customers in the retail, meat and meat products industry and wholesalers, all around the world. Van Rooi also offers high-quality (processed) beef of several races.

Another business unit is the trade in pigs, cattle, sheep and goats. This ensures a continuous supply of pigs for the slaughterhouse. Furthermore, pig breeders and fatteners are linked to each other, breeding heifers, sheep and goats find new destinations at home and abroad.

Van Rooi is looking for matchmaking with companies that might be interested in expanding their activities in the meat or livestock business.

Our goal is to establish long-term trade relationships, partners with whom we can set up a continuous flow of trade or production cooperation.

Van Rooi Group

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Wageningen University & Research

The mission of Wageningen University & Research (WUR) is “To explore the potential of nature to improve the quality of life”. Under the banner Wageningen University & Research, Wageningen University and the specialised research institutes of the Wageningen Research Foundation have joined forces in contributing to finding solutions to important questions in the domain of healthy food and living environment. With its roughly 30 branches, 5,000 employees and 10,000 students, WUR provides high quality knowledge, education and research to develop and implement paths of change addressing the global challenges and to design and accelerate the necessary transitions.

Our research is driven by our desire to understand and contribute to the world’s challenges and the transitions that lie before us. In Wageningen we encompass the entire chain of knowledge, from curiosity-driven fundamental research to science-based and up-scalable practical knowledge to create solutions that have impact.

WUR is one of the leading organisations in its domain. The unique Wageningen approach lies in its integrated approach to issues and the collaboration between different disciplines.

Since our founding a century ago, we have been driven to find answers and to improve our world. We want to make an impact. We create impact by providing high quality education, by carrying out innovative research with our partners and by establishing start-ups and spin-offs.



Sustainable Cities



Stine Carlé

Chief Commercial Officer



Tony Familia

VP Sales

AMMP Technologies

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AMMP Technologies

AMMP Technologies enables operational excellence for off-grid energy in emerging markets. We help the most advanced off-grid energy companies to realize their full potential, by reducing operational costs and enabling innovative business models.

AMMP is a digital platform for monitoring and management of off-grid, mini-grid, and grid-edge energy systems. We work with micro-utilities and providers of energy access, as well as with operators of renewable/hybrid energy systems for commercial and industrial users.

The innovative AMMP platform can serve a variety of usage scenarios:

- AMMP allows operators of off-grid energy systems to obtain a unified view of real-time asset performance, by integrating a range of vendors and technologies: solar PV, battery/inverter systems, diesel generation, and smart metering. This enables operators to efficiently identify issues, avoid trips to remote sites, and make the most effective O&M decisions that prolong asset lifetime.
- AMMP provides performance insights and reporting to business leaders, in order for them to make data-driven decisions about business processes, roll-out and system planning, and procurement. We also work with financiers, to give them the required visibility over their off-grid energy portfolios, enabling them to de-risk their investments.
- AMMP enables independent energy service providers and mini-grid utilities to pursue innovative business models with respect to providing clean energy to their end customers.

We already work with some of the leading renewable energy companies in Nigeria. We are looking to further expand our presence in Nigeria, by for example establishing channel partnerships.



Ali Aassoum

Account Manager – Africa

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BE Networks

BE Networks is an independent IT supplier & the exclusive partner of some of the largest Telecoms and Datacenter groups in the world – such as Vodafone & Equinix- for reversed logistics.

- This means we test, clean, repair, and wipe all products through our ESD-proof refurbishing process, then report to their asset manager what's collected.
- The end result of these partnerships for us is that we create a whole unique supply chain that makes us one of the most important players in the IT circular economy.

To briefly define our areas of operation, we are specialized in the complete range of Cisco and Juniper hardware.

I, personally, am responsible for our operations in the African market with high interest in continuing to provide our equipment to Telecoms and Data Centers, as well as doing buy backs/trade-ins.

Our prospective customer range is very wide as we target high level IT hardware users, such as Telecoms and Data Centers, to minor users such as schools, hospitals, etc.

BE Networks offers a great solution to the overkill of tech assets on the market, while we provide high-end products – Cisco, Juniper, and many more – within affordable, smart solutions and a responsible footprint.

A unique, 100% completely anti-static ESD processing of all our products, logistics and transportation, from our shoes and gloves to our racks and carts, maintaining their quality in a way only BE Networks can.



Closing the Loop



Reinhardt Smit
Director – Supply Chains



Annick Mantoua
COO

Closing the Loop is a social enterprise and international pioneer on circularity for phones. It's our mission to make mobile phones waste-free, and we have been labeled as a best-practice by large industry players. We offer companies an easy way to make their mobile phones material neutral and waste-free. Our closed loop solution for phones is called One for One. When you buy a new mobile phone, we collect and responsibly recycle a scrap one from an African country that would otherwise end up on a dump or in unsafe, illegal recycling practices.

This results in a closed loop for phones. Our clients are companies and governments who use our service to have a tangible solution for their corporate sustainability goals. Examples of clients are KPMG, Rabobank, T-Mobile and the various municipalities.

Most of our customers are based in Europe, and we are looking for the first African client as a pioneer. By setting an example as a company operating in Africa, and getting started with Circular Economy, you can gain a competitive advantage in this field.

We collect the scrap phones through local collection networks in various African countries. These networks are managed by our Local Partners in the countries themselves. The collection work provides income for everyone in the network, and it prevents electronic waste from ending up in, and polluting the environment. We currently ship the waste to recycling facilities in Europe, but we have plans to do more local recycling in the near future.

Closing the Loop

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LyondellBasell Industries



Jasper Loggers
Manager MTBE & Methanol

LyondellBasell is one of the largest plastics, chemicals and refining companies in the world. LyondellBasell produces materials and products that are key to advancing solutions to modern challenges like enhancing food safety through lightweight and flexible packaging, protecting the purity of water supplies through stronger and more versatile pipes, improving the safety, comfort and fuel efficiency of many of the cars and trucks on the road, and ensuring the safe and effective functionality in electronics and appliances.

LyondellBasell is a founding member of the alliance to end plastic waste. A new global value chain initiative, non-profit organization aiming at ending plastic waste in the environment. So far \$1.5 billion investment was committed over the next 5 years with a clear mission to develop, accelerate and deploy solutions, catalyze public and private investment and engage communities to help end plastic waste in the environment.

We are the leading producer of clean fuel ethers worldwide. Fuel ethers, like MTBE, are clean high-octane components for gasoline. Fuel ethers help countries in improving their fuel quality and reducing hazardous emissions. MTBE drives fuel quality improvements such as raising octanes to help fuel efficiency, lowering Sulphur and/or aromatics to reduce emissions and improve air quality.

LyondellBasell is a member of the Clean fuels associations within Europe, Asia and the Americas. These associations advise governments around the world on the effects of cleaner fuels towards air quality and human health. Particularly cities that experience issues with smog and ozone formation have benefitted from introduction of MTBE such as Mexico City.

The Nigeria trade mission is an excellent opportunity to explore how LyondellBasell can support Nigeria in improving their fuel quality and reducing hazardous emissions.

LyondellBasell Industries

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Bert Dequae
Commercial Director

NXT Grid

NXT Grid is a recent start-up incorporated by 6 founders with an aggregate 25 years experience in solar mini-grids. Based on the founders' lessons learnt, NXT Grid developed an innovative and scalable B2B franchising offering to develop solar mini-grids through local entrepreneurs (franchisees) in Sub-Saharan Africa.

The NXT Grid B2B offering consists of 3 pillars:

- **In-depth technology expertise:** We are developing an online tool chain, consisting of software modules to support the local entrepreneurs in every phase, starting with new mini-grid site assessments based on artificial intelligence, a combination of databases, satellite imagery and surveys. In addition modules are being developed within this tool chain for the automated cost and design optimization, maintenance and customer support, including mobile payment systems. In addition we provide in-country train-the-trainer services;
- **Equipment supply:** Based on our experience, we are able to "Just-Right" size the design and equipment needs of our franchisees, the local entrepreneurs. Through our relationships with existing suppliers, we can provide a secure and validated supply chain, in-country stock, maintenance and expertise;
- **Financing:** NXT Grid targets to provide lease-to-own financing to spur the roll-out of mini-grids via the local SME's. The financing terms would be pre-determined and include a kWh-based fee to ensure an alignment between SME's and financiers. The financing will be arranged through separate special purpose vehicles ("SPV's") so investors can have oversight over lending operations whilst simultaneously enabling NXT Grid to efficiently and speedily deploy the funds available to local entrepreneurs.

NXT Grid

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Jan Matel
Director and Owner

SteelQore

SteelQore is an ambitious spin-off of a successful network of three companies located in the Netherlands. This network is specialized in complex sustainable steel structures that are inherent to craftsmanship. From 2012 until 2014 work activities spread to Nigeria, where several EPC projects were carried out in Okija and Lagos.

The initiator of SteelQore is Jan Matel who is founder and co-owner of the network which is named Matel Holding. By establishing a lean and agile spin-off, SteelQore is able to freely manoeuvre itself in the African market. Which can help to overcome the cultural, regulatory and technological barriers that exist in developing sustainable cities and constructions in Africa and Nigeria in particular.

The fast-growing economy and the need for high-quality standards and expertise in Nigeria led to the establishment of SteelQore. What started as an adventure turned into an ambitious and well-established company that strives for excellent quality.

In addition, SteelQore has the sales rights for an innovative modular steel profile (Greek Cross) in Africa. With the Greek Cross profile is it possible to construct the lightest steel structures in the world. Furthermore, due to modular characteristics of the product, a very sustainable steel structure can be engineered, with high recycling capacities. Therefore, contributing towards a more circular economy.

Products:

- architecturally steel
- steelstructure
- stairs and balustrades/railings
- canopies
- sales rights for a modular steel profile

Matchmaking:

We are looking for contacts with architects and contractors. But we also looking for contacts with steel companies to work together or to participate.

SteelQore

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Official Delegation

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