

ELDORET AGRI-BUSINESS TRADE FAIR

24 – 26 SEPTEMBER 2015

Sharing Dutch Expertise with Kenya





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say
Agrico



SEED POTATOES
KENYA | THE NETHERLANDS
UNITED IN INCREASING FOOD SECURITY



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www.dlvplant.nl



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Introduction

It gives me great pleasure to introduce the companies and organizations that are participating in the Holland Pavilion at the Eldoret Agriculture Fair of 2015. Kenyan-Dutch business relations have a long standing history. This is demonstrated by the fact that the Netherlands is the third export destination for Kenyan goods. For many years now the Netherlands has been an important partner in the Kenyan horticultural industry; especially for cut flowers and for vegetables. More recently the cooperation has been extended to the potato value chain; including provision of new varieties, improving production technology, storage and processing. This years' participation underlines the commitment of the Netherlands government and many Dutch companies to further strengthen the cooperation between our private businesses that can contribute to a successful potato value chain in Kenya.

And there is much more as Dutch companies are also showcasing dairy, aquaculture, integrated pest management, soil testing and soil improvement innovations. Finally decision makers from Rwanda, Uganda and Tanzania have been invited to the fair to interact with the Kenyan colleagues and to participate in a round table discussion regional cooperation. And in that context the Potato Value Chain Platform for Africa will be launched.

Throughout the fair, both at the individual stands as well as during short seminars in the Holland Pavilion, we will be showcasing a number of areas where the Netherlands excels internationally and has added value to the development of the agriculture sector in Kenya. And the Netherlands has much to offer; of which a selection will be highlighted in the Symposium Stand during the fair.

In our approach to agricultural development in the Netherlands there has always been a strong cooperation between companies/business, knowledge institutes and government. That has permitted us to maintain, a high level of practical knowledge on the agricultural and horticultural value chains, innovation, responsible and efficient use of resources and nature. And this all contributes to the strong position that the Netherlands holds international trade, being the second largest exporter of agricultural goods in the world.

We would like to share this knowledge and practices with local partners; creating an enabling business environment, always looking for ways to adapt to the local reality, while being economically viable, climate smart and socially responsible.

The Eldoret fair is an excellent podium for all stakeholders in the agricultural value chain to broaden their network, exchange information and knowledge and do business and I am very happy that the Netherlands Embassy can play an active role in facilitating this process.

I very much look forward to welcoming you at the Holland Pavilion.

Bert Rikken

*Agricultural Counsellor for Kenya and Tanzania
Embassy of the Kingdom of the Netherlands
Nairobi, Kenya*



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The Potato Nutritious and Healthy

Excellent culinary properties, adapted to any menu can be cultivated almost everywhere makes the potato occupying an increasingly important role as food security crop. Today the potato is one of the four major food crops along with rice wheat and maize due to its high productivity, short growing period and easier incorporation in crop rotations, it's adaptability to different climates and soil types and suitability for industrial processing.



The potato is grown in most of the world's countries. In the cold and moderate climatic regions the potato is generally the number one staple crop. In many developing countries in the sub tropical regions, the potato is an important additional source of essential nutrients. In many 'new economy ' countries potatoes are increasingly popular as an ingredient as fast food recipes and snacks creating opportunities for the potato processing industry as well as the development of the potato value chain.

The Netherlands - Potato country

Growing potatoes is a Dutch speciality rooted in a long tradition with about 60% of the total world's exports of certified seed potatoes, the Netherlands plays an important role as world-wide supplier of healthy seed of a broad range of potatoes varieties to more than 90 countries. The success of profitable production of potatoes is to a large part determined by the guaranteed availability and use of healthy and viable seed potatoes of varieties suitable to most growing conditions and end -use. Contributing factors are favorable temperate maritime climate, fertile soils, experienced and skilled farmers, high ranked research and extension service, the highest seed quality standards, a strict quality inspection by an independent inspection service, efficient marketing system and close cooperation in the potato value chain. As a result Dutch potatoes enjoy the confidence of growers all over the world and the list of customers increase year by year.



Cultivation and production

Every year, the Netherlands produces some 7million tonnes of potatoes. About half are ware potatoes mainly for the processing, approximately 20% are seed potatoes and the remaining 28% are potatoes grown for starch. With total area arable crops in the Netherlands being 532,000 ha potatoes are grown on 150,000 ha, which after maize is the second largest crop. Of this area about 25% is used to grow seed potatoes,45% for ware potatoes and on 39% of starch potatoes are planted. Potatoes yields in the Netherlands gradually increased over the past century to the average of approximately 50 t/ ha and are among the highest in the world.

This could not be possible without the joint public private efforts on education, practice- oriented research as well as agricultural extension within an ever improving infrastructure.



The Introduction of Modern Varieties

Potato breeding in the Netherlands is an entirely private affair. Millions of euros are invested annually in the search for new potato varieties. Potato breeders constantly face the exciting challenge of marketing new varieties to optimally meet customer's wishes. Bringing the new varieties into the market requires a combination of excellent values for cultivation and commerce. The development and trade of new varieties would not flourish if there was not a legal base.

Therefore in 1967 the seed and plant material law was introduced in the Netherlands. The law gives a description of breeder's rights. During 30 years only the owner of the breeder's right or his representative is allowed to trade the variety. Important variety innovations were made not only concerning yielding capacity.



Characteristics like better tolerance against pests, diseases and difficult growing circumstances are required but even so the processing industry demands varieties that are specifically bred, in terms of size and frying characteristics for processing into different potato products. More than 350 varieties are grown for production of certified seed, seed certification, modern storage management resulting in reduced losses and dedicated attention to cropping technology in combination with integrated pests and diseases management proved to be of primary importance.

Potato Processing

More value can be added to the potato crop by processing potatoes into for instance french fries, crisps and other potato products. The sector has developed at an exceedingly fast pace in the history of the potato. In the period since 1960 till now the processing of fresh potatoes increased in the Netherlands from 30,000 tons to approximately 3.5 million tons.

Seed Potato export

Thanks to the broad range of varieties, the almost year around availability of high quality seed, about 750,000 tons of Dutch seed potatoes of more than 300 varieties finds its way each year to thousands of satisfied farmers in more than 90 countries all over the world.

About 58% of the export is destined to EU countries, 27% to Northern Africa, 13% to Asia and 2% to America.



Sustainable Agricultural Production



In the coming years still many countries will be able to double their production using the most suitable Dutch varieties in combination with appropriate cultivation methods. As modern integrated production technology gives the most profitable return, the availability and use of high quality seed of the right variety is an essential tool towards a sustainable potato value chain.

SEED POTATOES

KENYA | THE NETHERLANDS

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The Seed Potato Development Project In Kenya

The importance of good quality seed potatoes in Kenya

The potato plays an important role in Kenyan agriculture. Potato is the second food crop in Kenya (after maize), and the crop has the potential to improve the food security situation in Kenya. Yet, current yields are far below their potential, mainly because of the lack of good quality seed potatoes.



As a result, different Dutch and Kenyan public and private partners are working together in a four year seed potato project (2012-2015) to improve on the seed potato supply system.

The seed potato project in a nutshell

Key to the project is to establish a yearly import of Dutch quality seed potatoes, and to multiply these potatoes by professional multipliers. These professional growers and multipliers form the link between the import of Dutch seed potatoes and the many small-and medium-scale Kenyan potato growers, and the processing industry.

What has been achieved to date (a selection):

1. Investment in laboratory equipment at KEPHIS to facilitate identification, control and management of potato pests and diseases;
2. Increased capacity of KEPHIS staff to facilitate seed importation and certification of locally multiplied seed;
3. Testing and registration of 31 high yielding Dutch potato varieties for ware and processing purposes. These varieties are currently available for import;
4. Linking Dutch and Kenyan business interests through trade missions, making information available and stakeholder meetings
5. Capacity building of county agriculture staff and other stakeholders

Where the project stands now

In 2015 some 500 tons of certified seed was imported from the Netherlands; most of this was multiplied in Kenya by 4 different seed companies and their Kenyan partners. Multipliers are investing in storage facilities to facilitate seed potato marketing and distribution.

In early 2015 an explorative market study has been conducted to identify bottlenecks in the potato value chain. The study has led to the identification of two business cases in which the supply of quality seed potatoes is linked to the most important chain players in Kenya to prove that the Kenya – Netherlands partnership on seed potatoes can lead to profitable business opportunities for all parties in the value chain while increasing food security in Kenya.

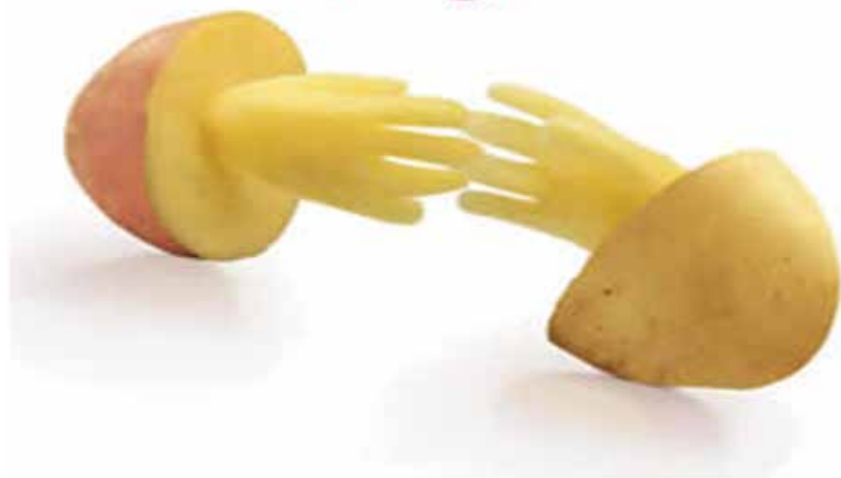
Partners in the project (a selection):

- Dutch seed potato companies and trading houses: HZPC, Agrico, Meyer, Den Hartigh, Europlant, KWS, Danespo;
- KEPHIS, MoALF, NPCK, SNV;
- Wageningen University, Netherlands Food and Consumer Product Safety Authority (NVWA/NAK);
- Kenyan potato producing counties and Kenyan potato farmers;
- Potato processing industries in Kenya such as Norda and Sereni fries; and
- Potato storage companies such as Omnivent and Tolsma

This project is funded by the Netherlands Government



**Say partnership
say
Agrico**



Agrico East Africa in Partnership with Agrico Holland imports new seed potato varieties from Holland. These varieties are available in Kenya now. They have been selected by some of the worlds leading potato experts for Kenyan farmers. We have varieties for Crisping, French Fries, and Cooking. Good yields and great quality can turn your farm into a valuable business.

**Say potato,
say Agrico.**

Celtic Cooling is a Dutch supplier and installation company of cold rooms and refrigeration equipment. The headquarter of Celtic is based in Nieuw-Vennep, close to Amsterdam airport The Netherlands. Due to the strong international focus the company currently has 5 branch offices. 3 in Africa (Addis Ababa, Ethiopia / Nairobi, Kenya / Tema, Ghana) one in Astana, Kazakhstan, and one in Moscow, Russia.

Celtic Cooling is specialized in creating the best storage conditions for your produce. We are known for our knowledge in optimizing the storage length of produce like apples, onions, herbs, potatoes, pears, flowers and other fresh produce. With our Dutch partners for ULO equipment, ventilation equipment, humidification and dehumidification equipment we can design and supply both short as long term storage facilities.

Celtic Kenya LTD started in 1999 when the flower industry was booming. Since then, the company has installed and maintained over 400 cold rooms in Kenya. Due to our experiences in constructing long term potatoes storage facilities in Europe, Central-Asia and Russia, and our local presence in Kenya, we are the ideal partner to construct, install and maintain these storage facilities in Kenya.

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Geerlofs Refrigeration knows today's multi-faceted cooling capacity inside out, from first concept to finished product. With more than eighty (80) years specialist experience, we have built up an enviable reputation in agricultural, horticultural and foodstuff conservation.

A reputation based on comprehensive technical expertise and complete commitment. From consultation and design to professional after - sales service, Geerlofs can take care of all your refrigeration needs. For a one-stop service that suits, its got to be Geerlofs.

Every Product is Different.

A pepper, a rose and a potato don't differ merely in appearance. They also have to be looked after in very different ways. Meat, fish, vegetables and fruits: each kind of produce requires special treatment. Bulbs and flowers may be products of the same industry, but that doesn't mean they can be kept under similar conditions. At Geerlofs, we know all the ins and outs of optimal storage and refrigeration. So clients can be sure of sound advice and a system tailored to their needs. From production to assembly, installation and servicing, Geerlofs takes care of everything in-house. So, on quality, price and delivery time, Geerlofs won't let you down. Whatever your storage needs, it makes sense to use Geerlofs.

Our Comprehensive Range.

Geerlofs supplies a comprehensive range of cold and freezer stores, built using Gisopanel. Stores can be built to any conceivable specification, right up to fully refrigerated workplaces. As well as making the store structures, Geerlofs naturally supplies refrigeration systems tailored to the client's produce requirement. We can even supply computer – controlled systems, with conveniently visualized control panels.

For the client, the big advantage is a true one-stop service. Geerlofs takes care of everything: from consultation and design to insulation panel and door construction, installation and assembly, right through to switchgear and software installation and commissioning of the store. And every step is fully customized, with the ultimate aim of ensuring the perfect environment for your produce. When your products are your livelihood, it's good to know that every item is being looked after properly.

Consistent Quality, Worldwide.

Geerlofs is committed to quality – quality based on efficiency, reliability and continuity. Safety and environmental requirements are directly reflected in our system designs. The insulation, the refrigeration unit, the instrumentation, the control system: everything meets the highest quality standards. And you don't simply have to take our word for it – Geerlofs is certified under ISO 9001. Geerlofs cold and freezer stores are in use all over the world. But, wherever we work, the Geerlofs philosophy remains the same. After all, good practice is good practice, wherever you are. Anywhere in the world, quality is guaranteed with Geerlofs.

Servicing: Our Strongest Suit.

Our work doesn't end when we hand a store over. At Geerlofs, we believe in lasting relationships – in continuity. So we provide reliable after sales service, because we recognize that a technical problem could ruin your produce. However, for complete peace of mind, regular maintenance by Geerlofs is a must. Regular maintenance means extended store life, optimal energy consumption, enhanced performance and reduced risk of problems or faults. In short, total reassurance.

All this means that when you do business with Geerlofs Refrigeration, you do not only strike a lasting relationship with a professional service provider to your business, but you also add necessary value – value that has stood the test of time.



Jambo Fish Western (K) Limited is an aquaculture company in Kenya established in 2010 by three partners: Fleuren & Nooijen (a Dutch company with over 25 years of experience in aquaculture production of fingerlings, designing fish farms and related consultancy) and two local partners; Josephus Verwiel (Director, Charles Gerard Ltd) and Marion van Dijck (Managing Director, Sarakasi Trust).

The company focuses on African Catfish and Natural Male Tilapia (all-male, mono-sex) fingerling production and grow-out and on marketing a range of fish products for the local market.

Jambo Fish Ltd. promotes fish farming in Kenya and aims to introduce new techniques and practices to further develop the aquaculture industry to contribute to the already existing efforts of promoting food security in the country.

The Farm is on a 16.5 acre piece of land with an all seasoned spring that acts as our main source of water. The land that was initially used for growing sugar cane offers a very good soil profile for making natural earthen ponds and conducive warm climate throughout the year for fish farming. The farm produces fish with a present capacity of 1,500 kg a month of both tilapia and catfish. The fish is raised on high-quality feed and in the most hygienic set-up using the RAS technology (Recirculation Aquaculture System), used in the hatchery and a flow through system in the Grow Out.

Jambo Fish can support fish production through the provision of imported high quality fish feed (larval, fry and fingerlings, grow out feeds) and various aquaculture products (including nets, water quality test-kits, thermometers, spawning nets, liners, aeration equipment, graders, etc.) Jambo Fish, through its partner Fleuren & Nooijen can provide quality consultancies and advice on a wide range of aquaculture issues including hatchery and grow out systems.

These are our core business activities;

- a. Production and Supply of Catfish & Tilapia Fingerlings
- b. Supply of catfish and tilapia Broodstock
- c. Sale of Fish Feeds – Larval, starter and grow out Feeds
- d. Design, Construction and Sale of RAS (Recirculation Aquaculture Systems)
- e. Sale of farming tools & equipment e.g. nets, thermometer, test kits
- f. Training and Consultancy on fish farming Systems
- g. Turnkey Projects
- h. Fresh, whole, fillets and smoked Catfish and Tilapia
- i. Ponds Construction – earthen and Lined



General Business Activities: Jan's Cheese is the exclusive distributor of Baraka Farm House cheese based in Eldoret. As part of our social business responsibility, we exclusively distribute Baraka Farm House Cheese because our efforts directly support the Lewa Children's Home.

Other capacity building programs that Baraka Farm manages include "Farm Days" for local farmers to learn new, innovative and low-tech, farming techniques to improve crop yields for their families while protecting the local environment. The program also includes agricultural training for orphans of the Lewa Children's Home and employs over 100 people from the local community.

Besides, the farm also works in partnership with a Netherlands based organization in equipping agricultural instructors from the region with up-to-date modern sustainable farming and processing techniques.

All these initiatives form the vision of Jan's Cheese.

Business Strategy:

- **Purpose:** To be a leader in the value-added dairy products in Kenya by providing premium dairy products at a fair price.
- **Vision:** To supply value-added dairy products that exceed the expectations of our consumers.
- **Mission statement:** To build long term relationships with various businesses by providing locally made value-added dairy products at an affordable price.

Business Information

- Business Name: Jan's Cheese
- Business Address: Off Manderu road, Kileleshwa, Nairobi – Kenya.
P.O Box 6897 - 00100
- Email: jans.cheese@gmail.com
- Tel: +254 703 119246
- Web: www.janscheese.com





Kisima Farm Ltd is a Kenyan mixed farming company, incorporated in 1943 with an extensive agribusiness, based in Timau, focused on cereals and floriculture. It is the largest certified seed supplier in Kenya. We are able to produce 2000 tons of certified seed potato per year, benefitting close to 14,000 small-scale growers. We currently grow CIP varieties, and have recently partnered with HZPC.

Please contact John Kibet on 0721325269 for more information.



When quality matters; use Kisima Farm seed Potato.



Koppert Kenya is a subsidiary of Koppert B.V. Netherlands -the international market leader in the field of biological crop protection and natural pollination. Koppert contributes to better health of people and the planet. **In partnership with nature**, we make agriculture healthier, safer and more productive. We provide an integrated system of specialist cultivation knowledge and natural, safe solutions that increase crop health, resilience and production.

These include:

- **Biological control agents** - these are beneficial macro-organisms that are used in crop protection. They include predatory mites and parasitoids.
- **Microbials** - beneficial micro-organisms used in crop protection and as bio-fertilizers. This includes microbial seed treatment.
- **Botanicals** – crop protection products that are obtained from plant extracts. Associated products - products that do not fall under the biological control agents, microbials or botanicals category, that are used for crop monitoring and protection.
- **NatuGro System** – innovative products that help farmers to grow resilient crops, achieve high productivity, better quality and greater returns.

These innovative products and systems also enable growers to meet increasingly stringent international market demands. Whereas Koppert traditionally focused on horticulture and floriculture, in recent years we have ventured into field crops and cereals whereby we now offer the applicable products from our range. Through efficient use of water and nutrients, combined with increased resistance to abiotic stress, these products enable farmers to increase their yields while reducing quantity of inputs such as fertilizers.

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www.koppert.com
www.partnerswithnature.org

KOPPERT
BIOLOGICAL SYSTEMS

Why the potato as a food crop?

Growing potatoes brings more sustainable income to smallholder farmers, improves food security for the growing population, and greater food security and sustainable livelihoods for the rural population.

Why the chain as a model?

When producing potatoes, the following elements are involved:

- 1 Research & Development**
- 2 Growing Potatoes**
- 3 Harvesting & Storage**
- 4 Trade & Distribution**
- 5 Processing**
- 6 Consumption**



When organised into a potato value chain and seen as links, these elements work together to realise the joint end product. Every successive link adds value to the product. To ensure maximum efficiency and the highest-quality product, each link in itself is optimised. Cooperation between links is also optimised.

ome for the farmer, sustainable feeding of the
ainable economic growth for the country.

What are the benefits?

Organising a potato value chain brings many rewards. The best way of growing. Increasing yield per land area. Efficiency in managing operations. Minimising post harvest losses. Optimal storage. High product quality and value. Creating added value through processing. Higher market prices.

Why the Netherlands as a partner?

The Dutch potato sector perfected its potato value chain long ago. Around 70 per cent of all seed potatoes worldwide originate from the Netherlands as certified.

Why this portal site?

The Dutch government wants to share the model of the potato value chain to contribute to food security and sustainable economic growth in developing countries. This internet portal site is the knowledge base for the project Potato Value Chain Africa.

www.potatovaluechainafrica.com



**POTATO VALUE
CHAIN AFRICA**

info@potatovaluechainafrica.com



We at Livatty Africa import and distribute specialty fertilizers.

This specialty fertilizer range is produced by the Dutch company Mivena using the latest technologies to benefit the plant, the growers and the environment.

Our portfolio includes a range of Controlled and Slow Release Fertilizers, Water Soluble Fertilizers and Foliar Feeds segmented as follows:

- Field grown: Field-cote, Granusol
- Container grown: Horti-cote
- Turf & Amenities: Granu-form

The principle of these smart fertilizers are based on:

- Improved productivity.
- Improved quality
- Substantial reduction of fertilizer use p/Ha.
- Less residue in the soil.
- Reduction labor costs through one off application at the time of planting.
- Reduction of transport costs handling etc.

We are based in Nairobi, Kenya and are able to supply customers throughout Africa.

Website.www.livatty.com or call us on +254 722 522 897 or +254 20 2042810 or email us on info@livatty.com

Miedema has generations of experience manufacturing agricultural machinery for soil cultivation, planting, grading and storage of potatoes and other types of full-field vegetables. Miedema's specialisation in potato handling machinery stretches back to the 1960s. Located in the seed potato growing region in the north of the Netherlands, Miedema has amassed tremendous knowledge about potato growing, and about seed potatoes in particular. Miedema will continue its focus on this speciality, producing innovative potato handling machines that are easy to use and maintain. This vast wealth of potato growing knowledge and experience enable us to produce exactly the machines today's potato growers require – machines that are easy use and maintain, and that boost yields.

Miedema is specialised in machinery for growing and handling potatoes and offers a range of products, divided into four product groups: soil cultivation, planting, grading and storage solutions. Tremendous knowledge and more than 60 years' experience in the potato sector gives the brand a leading position in the market.

Miedema offers a wide range of machines for soil cultivation, enabling farmers to create perfect soil structure under virtually any conditions. Even the toughest soils are no match for our powerful cultivators. We offer full-field and in-row rotary cultivators that can be mounted behind or in front of the tractor, with four to twelve rows and widths of 75 cm, 90 cm or 36 inches. Practically any combination is possible.

Miedema planters are unmatched by any other party in the market. When maximum planting accuracy or speed are essential, Miedema's potato planters are, without a doubt, the best choice. Easy to use and maintain, with low cost of ownership and high planting capacity, and unparalleled product-friendliness to ensure the very highest quality potatoes, Miedema planting machines are in a class of their own. The product range consists of two types of potato planters: the cup planter (CP) and the Miedema Structural belt planter (MS).

Miedema graders excel at accurately sorting products and preventing product damage. This means a high-quality end product and a higher net yield. Our product range includes numerous roller and web graders, which sort by size with tremendous accuracy. For those who demand the highest standard in potato grading, Miedema has developed the Smart Grader. This optical unit can sort by size, shape and colour. Wireworms, rhizoctonia, growth cracks, rot, scab and discolouration (green) are detected and automatically diverted. It is this performance that allows the Smart Grader to immediately provide you with higher yields.

Miedema offers a wide range of products for potato storing and potato handling – from basic conveyor belts to advanced hopper combinations or box fillers, we can provide a wide variety of options. Miedema storage machines are easy to operate, from a control panel designed for intuitive operation. They are built to provide good access to all parts for ease of maintenance, which ultimately results in a longer service life for the machine. The proven low maintenance costs and energy consumption of our machines mean that our customers get the best return on their investment.

Miedema will continue to specialise in soil cultivation, planting, grading and storage of potatoes. This strong focus on products for the niche market of potato growing and handling will make Miedema an increasingly valuable knowledge partner for dealers and end users. With our large, dedicated research and development department at Miedema, we will continue to create and develop new solutions to make our customers' work easier, less time consuming and more profitable. Advanced technologies, smart user interfaces and easy to handle machinery are the hallmarks of the brand. By building machines that enhance yields and have a low cost of ownership, we believe our products help farmers to be more productive and profitable, worldwide.



C. Meijer B.V. is a potato variety breeding company. We have innovative varieties for the French fries and crisp industry and for the fresh table market. Our seed potatoes are sold worldwide and cultivated under license.

Our breeding Station 'Oosthof' is located in Rilland (The Netherlands). Here we develop new potato varieties with the latest techniques. Dedicated employees like to share their skills and knowledge with our relations. Together we make the right choices, which contributes to the reliability of your potato activities. Our varieties are the living proof of this truss.

Growing seed potatoes: The commercial varieties that arise from the breeding program are going to professional seed growers. These growers, who are located in the Netherlands and France, multiply the high quality Class S material to Class SE, E or A.

Sales worldwide: Our innovative potato varieties are sold and used worldwide as high quality seed potatoes or produced under license. Our sales takes place to some fifty countries. We are active in the segments French fry, crisp and table market. The focus of our sales team and our logistic department is to strengthen and expand our business relationships. Our motto "Meijer for sure" and our target to provide most optimum service are the basis for the future.

Our varieties are:

Crisp market: Lady Claire, Lady Rosetta, Lady Britta, Lady Amarilla.

French fry market: Lady Amarilla, Lady Anna, Lady Olympia.

Table market: Cupido, Jazzy, Lady Christl, Melody, Musica, Orchestra, Rock, Soprano.

If you want to contact us or would like to have additional information please visit our stand at Eldoret Agribusiness Trade Fair 2015 or have a look at our website www.meijer-potato.com.



Mooij Agro is a Dutch company, operating globally, that creates and develops innovative ventilation solutions for growers and store managers for various arable crops. Over 30 years of experience in the agricultural sector, in-house R&D, strong hard- and software development support enables Mooij Agro to deliver cutting-edge technology and technical solutions at affordable prices. Mooij Agro also provides professional climate control systems and storage solutions.

We deliver customized product solutions based on our extensive knowledge and profound personal attention to individual projects. Mooij Agro is committed to offer customer security and complete support with regard to professional climate control and storage solutions. Over hundred dedicated employees serve our customers across five continents.

Mooij Agro was founded in 1981 and is part of Hotraco Group since 2001.



Omnivent is the international storage specialist, specialised in storage solutions for potatoes, onions, garlic and carrots. Omnivent is active in more than 45 countries and develops storage facilities for small growers to large agricultural multinational companies and everything in between. Omnivent is a guide to its customers through consultancy, development, manufacturing and installation of modern ventilation and climate technology. In the past 60 years, Omnivent developed itself from a local Dutch storage supplier to a worldwide partner in business, with its focus to improve product quality through high efficient systems and custom made storage management educations and courses.

From our head office in the Netherlands, Omnivent develops, supplies, commissions and supports 150 new storage facilities every year. Through our two offices in The Netherlands, two production and Sales and support offices in Poland, and Sales and support offices in China, India, Latin America and Canada and through our dealer network Omnivent services and supports all storage facilities, worldwide. In close cooperation with the processing industry and our own Research & Development department, our international Agricultural clients are assured of innovative en future focussed solutions which contribute to the sustainability of the supplychain. Therefore Omnivent is the market leader in providing state of the art storage solutions.

From idea to feasible investment

Your requirements will be translated by our experts into a technical solution. The main focus of the solution will be; logistical situation, requirements of the end product and local climate conditions. This will result in a well thought through storage facility where product quality and return on investment are key!"



Gentle handling your harvest

Prinsen Handling Solutions BV/Agricultural Handling Equipment

Prinsen Handling Solutions is as a leading international, agricultural production mechanisation and trade company located in Emmeloord with partnerships all over the world.

The company has been involved in agricultural mechanisation since 1892 and is specialised in machines for agriculture and industry. It delivers full service: sales, training, finance, maintenance and repair.

Prinsen is specialised in Post-harvest solutions store filling / unloading, washing, grading, sorting, weighing, packing and palletising of potatoes, onions, carrots or other bulk products. The company has its own design department and manufactures various machines and process control systems for agriculture and industry under its own brand. Professional engineers are on hand to guide installation and after sales services.

Prinsen can also deliver a wide range of second hand different types of agricultural machines. These machines can be completely rebuild in the company's high qualified technical shops.

The company philosophy is focused on customer requirements with complete or part solutions for specific areas.

"A combination of knowledge and technical understanding is the basis for Prinsen to build reliable machines for all over the world." Frank Prinsen, Prinsen Handling Solutions

www.prinsenbv.com

Contact: Frank Prinsen

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SoilCares is a company offering franchise based mobile and portable soil testing solutions based on remote sensing technologies. With a history of 85 years of offering soil testing for farmers we have built up experience in analyses and offering soil fertility recommendations. Our infrastructure employs expert soil scientists, agronomists, analytical chemists, statistical experts and GIS software engineers from all over the world.

SoilCares has changed common practice of offering soil analyses and recommendations from a central laboratory to easy-to-run mobile soil testing units. These units offer instant analyses-based soil fertility recommendations and trainings. They guide farmers in their choice of crops and improving yields.

Contacts

The SoilCares head office and research center are based in the Netherlands while the field operation is based in Kenya.

SoilCares Limited

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TempSen Electronics Company

TempSen Electronics Company, founded in 2006, Shanghai China, specializes in developing, manufacturing, sales of data loggers and data acquisition systems for cold chain monitoring, and our clients range from pharmaceutical, life science to food, chemical and industrial companies around globe. Our expertise and technology will help customer locate potential problems existing in their supply chain, suggest the best approach to minimize risk, and ultimately prompt correct measures to be carried out to eliminate problems, optimize supply chain management efficiency and lower operation costs.

TempSen is now one of the leading providers of cold chain data loggers in the world, our data logging products are capable of measuring and monitoring temperature, humidity for ambient, dry ice and even ultra-low environments, generating the precise, reliable and protected data reports for further analysis. With easy-to-use design and robust performance, TempSen products enable you to invest the minimum time and money for training and deployment and integrating TempSen data logging products into your cold chain transportation, warehousing and last mile delivery We focus on customers' needs and follow international regulations and standards, today, our international sales network has covered most of the major countries and areas around the world, ensuing quick delivery of products and necessary customer services to you anywhere anytime.



Quality System

As an SGS ISO 9001:2008 certified company, we employed stringent quality management system to ensure procedures implemented from product development, manufacturing to servicing comply with international standards, our commitment to pursuing premium quality drive us continuously improve and optimize internal quality control system, ensuring each product or service provided by TempSen maximizes your satisfaction.

TempSen Europe BV, founded in 2014, based in Holland is taking care of distribution, sales and support in Europe and on the African continent.

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Tolsma Storage technology designs and manufactures innovative storage techniques that improve the storage efficiency of potatoes, onions and carrots. Climate control like no one else does. Growers, traders and processors on a global scale choose Tolsma products for their innovative character, ease of use and reliability.

Tolsma provides total solutions and components for storage of potatoes, onions or carrots in bulk or in boxes to give you the highest storage efficiency. In addition to above and underground ventilation systems for bulk storage, Tolsma specialises in box storage with forced ventilation (blowing or suction) and space ventilation systems. Tolsma Emmeloord also provides up-to-date and valuable storage advice.

Tolsma works closely together with its sister company, Grisnich, a specialist in the field of sorting and cleaning potatoes, onions and carrots. Together, the Tolsma-Grisnich Group forms a reliable and innovative partner for growers and processors.

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About SNV Netherlands Development Organisation and KMDP

SNV Netherlands Development Organisation is an international development organization founded in the Netherlands in 1965. It operates in 38 of countries worldwide in agriculture, livestock, renewable energy and WASH.

In agriculture SNV works in various commodity chains, including dairy. In Africa, SNV implements dairy projects in Ethiopia, Rwanda, Tanzania, Uganda, Zambia, Zimbabwe and Kenya. SNV's Kenya Market-led Dairy Programme (KMDP) is funded by the Netherlands Embassy in Nairobi.

KMDP looks at the entire dairy value chain and works with smallholders, medium and large scale dairy farmers (and commercial fodder producers) and with dairy cooperatives and processors. In addition KMDP partners with input suppliers, service providers and training centers. KMDP's approach is private sector and market-led. Focus is on systemic issues like feed & fodder, farm productivity, milk quality, practical training & skills transfer. Introduction and adoption of best practices and innovations are key.

KMDP facilitates linkages between Kenyan dairy value chain actors and technology/knowledge providers, input suppliers, investors and other private and public parties. This includes Dutch players who wish to profile themselves in the Kenya market. Preferably this is done on a business-to-business basis, sometimes with seed capital provided by SNV/KMDP to kick-start introduction of new technologies and business concepts through demos.

www.snvworld.org/en/sectors/agriculture/our-work/agriculture/dairy



Chase Bank is a privately owned commercial bank that was incorporated in Kenya in August 1995. It has become one of the most dynamic financial institutions in Kenya. With total assets of over KES 100Bn, Chase Bank is currently ranked as the 12th largest bank in Kenya (Banking Survey, 2014). The bank has been able to achieve this tremendous growth as a result of its philosophy of delivering exemplary customer service and Relationship Banking.

Since inception, Chase Bank has grown from just a banking business to a holistic financial provider having incorporated Islamic Banking, Bank Assurance and Micro Finance all under the Chase Group brand.

Chase Iman was formed as an Islamic window providing full-fledged Sharia compliant banking solutions. Founded in 2008, Chase Iman currently gathers around 12% of the total customer deposits in Chase Bank.

Chase Insurance Agencies Limited (Chase Assurance), a wholly owned subsidiary of Chase Bank providing Insurance intermediary services was founded in 2010. It deals with both General Insurance and Life Insurance and has created good relationships with leading Kenyan Insurance underwriters in various categories to offer a unique agency value proposition.

Founded in 2011, Rafiki Microfinance Bank Limited (“Rafiki”) was the first Kenyan microfinance institution to be owned by a commercial bank. Rafiki has grown from 2 branches in 2011 to 19 banking branches to date and endeavors to widen financial access in the microfinance sector through multiple delivery channels.

To further enhance the Group’s positioning as a one stop financial shop, Chase Bank entered into strategic partnership with Rivières Finance which provides operating leasing solutions to Kenyan SMEs and focuses on diverse sectors as follows: Healthcare, Transport and Logistics, Education, Light Manufacturing, Agribusiness and Real Estate, etc.

Chase Bank also enjoys strategic partnerships with Genghis Capital, a fully-fledged Investment Bank licensed by the Capital Market Authority of Kenya and founded in 2008. Orchid Capital, an offshore investment and wealth management firm set up in 2010 and, Lighthouse Property, a Real Estate Investment and Management Company founded in 2014, are also associated to Chase Bank.

Chase Bank has through research and continuous improvement, has developed solutions for the Agri business sector. These solutions span from the everyday Savings and Transactional Banking Solutions to Working Capital Solutions to help you better manage your cash as well as meet your day to day operating expenses. The bank also provides tailored made Project / Investment Financing Solutions allowing for Agri businesses to expand their operations through acquisition of Plant, Equipment & Machinery, Green Houses, Energy Efficiency Solutions, and Storage/Cold Chains etc. In addition to this, Chase Bank also provides Risk Management Solutions in the form of FX Hedging and Insurance to safe guard the business from any eventuality.



CHASE BANK
The Relationship Bank

The services of DLV Plant-GreenQ are focused on delivering the total package in terms of horticultural expertise. Trainings, Consultancy and International Projects are the main divisions of the company and its staff are prepared to support the stages the investors are going through during the construction and exploitation of greenhouses.

Business activities

GreenQ - DLV Plant adjusts the characteristics of the services to the identified demand and requirements of the client and his location. Our services are provided to investors and entrepreneurs in the greenhouse industry, governments, suppliers of horticultural goods, growers and all others on the periphery of the greenhouse sector. To secure quality and identification we provide the following services to the worldwide horticultural market: Education, Consultancy and International Projects.

Improvement Centre

Our Improvement Centre in Bleiswijk is a state-of-the-art greenhouse facility, which exists exclusively for the development and presentation of new growing concepts and technical installations. Jointly with our business partners various trials are executed and the newly generated knowledge is then transferred by the consultants to their clients and through trainings. Part of the Improvement Centre is devoted to an educational centre for students and trainees from all over the world. In this centre the practical work makes the training as close as possible to the reality of actual greenhouses.

Activities in CIS countries

Market analysis and technical design for new projects, Support for new horticultural projects, financial, technical & guidance, Training of middle management in the Netherlands for new horticultural projects, Facilitating the finding of suitable growers for new greenhouse projects, On-site consultancy & training of staff during the cultivation process, Off-site crop management guidance during the absence of the consultant/trainers.



www.dlvplant.nl



www.greenq.nl

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Finance for Agriculture (f4a) is a 3-year, EUR 6.5 million Public Private-Partnership of two Dutch specialist firms, Financial Access and SCOPE insight, the Dutch government and several local partners in Kenya. The objective of f4a is to assist Financial Institutions to improve their Agriculture credit skills, to accelerate lending to the Food & Agriculture Sectors, to ultimately stimulate enhanced agricultural production, and hence make a meaningful contribution to sustainable growth in employment.

f4a is implementing 12 inter-linked projects that simultaneously target:

- a) Committed financial institutions that require assistance with building the right skillsets, products and processes to create a profitable Agri-Finance business line;
- b) Potential borrowers (Farmers, Producer Organizations, Co-operatives and SMEs) that need to meet reasonable minimum requirements to qualify as being “bankable”.

Key to the project’s success is to address both sides of the coin concurrently. In other words, to stimulate and assist the financial sector to lend - whilst at the same time help to create a vibrant sector that offers attractive investment opportunities.

The 12 projects are as follows:

Managed by Financial Access:

1. Capacity Building Financial Institutions
2. Building an active Agri-Finance Community
3. Workflow & Credit Scoring tools
4. Guarantees & Insurance
5. Missing Middle Finance Company
6. Value Chain Finance platform
7. Agriculture Trade & Innovation Centres [ATIC]

Managed by SCOPEinsight:

1. Agribusiness Assessments
2. Agri-portal
3. Basic Agribusiness Graduation
4. Advanced Agribusiness Graduation
5. Multi-stakeholder Alignment

Supply Chain Finance - Working Capital Made Easy

At F4A we understand the pressures that farmers, entrepreneurs and SMEs face when it comes to the timely availability of working capital. As such we have made Supply Chain Finance one of the cornerstones of our activities in the Food & Agriculture Sectors.

Through our eBiashara and FACTS subsidiaries we offer a range of Early Payment solutions for banks and businesses to help you optimize your cash flow management.

Please contact us through **info@f4a.co.ke** or telephone **+254 724 114 111** for more information. For us Farming means Business - and we fully play our part in building a competitive, vibrant and dynamic sector in Kenya.

<http://www.f4a.co.ke>



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