

# INSPIRATION, KNOWLEDGE-SHARING AND MATCHMAKING VISIT



12TH-14TH SEPTEMBER 2021  
CAIRO, EGYPT



## ORGANISED BY:



## SUPPORTED BY:



Netherlands Enterprise Agency



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# FOREWORD

In this brochure, you can find an overview of the 12 Dutch companies that are participating in the Inspiration, Knowledge-sharing and Matchmaking visit to Egypt from September 12 - 14, 2021.

The 3-day programme consists of field visits, company visits and a day-long visit to the Sahara Expo, where a hybrid seminar about climate smart agricultural solutions is organised. Egypt's challenges in agriculture include limited availability of water and nutrients, saline soils, effects of climate change like unexpected storms, strong radiation and strongly fluctuating temperatures. These topics are addressed during this seminar, which is initiated to share the combined knowledge of the participating Dutch companies in the field of soil testing, irrigation systems, integrated pest management, hydroponics, fertilisers, salinity, biological crop protection, seeds and greenhouse technologies.

This overview of companies is meant to enhance the possibility of networking between Egyptian and Dutch companies, with the aim of creating sustainable and lasting trade relationships that benefit both sides. It is our ambition to work in partnership with Egypt to connect Egypt's challenges to opportunities for the Dutch companies and to work on sustainable and inclusive agribusiness to deliver impact on the SDGs in Egypt.

This visit is organised by the Netherlands-African Business Council (NABC) and Peter Prins from Land, Water & Food Consult, in cooperation with NL-Masr Agri-Food Network, the Embassy of the Kingdom of the Netherlands and the Netherlands Enterprise Agency (RVO).



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The Netherlands-African Business Council (NABC) is the leading organisation for trade and investment facilitation for Africa in the Netherlands. NABC strongly believes that the private sector has a crucial role to play towards an Africa that is economically thriving and globally competitive in trade and investment.

Our mandate is to empower the Dutch private sector to play a prominent role in the sustainable development of the African continent. Therefore, NABC's purpose is to inform, inspire, catalyse and connect businesses with Africa's opportunities and to assist businesses in making confident decisions about when, where, and how to do business in Africa.

The NABC today leads a network of nearly 250 engaged members across diverse sectors and has access to a community of over 10,000 African and European businesses, institutes, government entities and others interested in doing business in Africa. Headquartered in The Netherlands, with local offices and representations in Algeria, Ghana, Kenya, Nigeria, South Africa, and Tanzania, NABC supports its Members to achieve sustainable business growth both in Africa and Europe.

At NABC we place 'Partnerships of Equals' at the centre of our activities, meaning that we aim to develop opportunities that are beneficial for both the Netherlands and Africa. The NABC sees the Sustainable Development Goals as an opportunity for more responsible business in Africa. All our work relates directly to the achievement of the 17 SDGs, with a specific focus on SDG 2, SDG 8 and SDG 17 in which we believe we can maximize our impact.



## **Peter Prins**

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Land Water Food Consult B.V. (LWF) was established in 2014 by Peter Prins. Focus of the company is on agriculture and related issues on soil and water management. With an extensive track record on local water management for food production Peter contributes to international projects on drought, floods and salinisation, combining several fields of expertise to design integrated and resilient solutions for farmers. LWF is specialized in dealing with climate change related (extreme) weather events.

Improving the quality of tropical fruits is one of the fields of experience. LWF works currently with partners in Egypt, Vietnam and Colombia to strengthen the position of farmers, cooperatives and exporters. LWF has experience in the process of policy making but the need to translate this knowledge into the daily practices at the grass root level is continuously triggering founder Peter Prins. LWF aims to have concrete impact for farmers and companies who are working in the value chain.

Peter has an extensive network among Dutch agribusiness and research institutes as well as among farmers' organizations worldwide. He has been special advisor of World Farmers' Organization on climate change adaptation. From this perspective LWF is always looking for collaboration between the private sector, research, governments and producers' networks. Capacity building, building partnerships and knowledge transfer are the core activities of the company.

[www.landwaterfood.nl](http://www.landwaterfood.nl)

## **Ahmed Arini**

Mr. Ahmed Arini is an experienced agricultural consultant. He has been working alongside NABC and Peter Prins to make this visit successful and insightful.



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Bioclear Earth is an science based SME specialised in soil health and the investigation and characterisation of microbial populations and biological processes in soil. Healthy and resilient soils need less water, less pesticides and less fertiliser. These sustainable soils arise by the power of nature: a diverse and balanced microbiology. We aim to link land and water management to the microbial processes in order to provide farmers with effective measures and remediation techniques to create climate smart agricultural soils.

The role of microbiology in soils is relative young specialism in the agrisector. Bioclear Earth is a contributing and investigating partner in several national and international research programmes for more understanding in the mechanisms of microbial processes in soils and their relation with water and land use management and climate change. To achieve a better quality of saline, dry or sandy soils, achieving less GHG emissions, and less degradation. We aim to engineer and advise the best practices for optimal performance in agricultural environments.

Our in-home laboratory is fully equipped to perform molecular analysis such DNA and RNA sequencing to reveal the soil and water microbiome, qPCR of selected genes/species or functional groups, such as nitrifiers, on a range of materials including soils and metals. In-house software tools have been developed to perform the Data analysis. They are continuously improved.

In addition we developed a screening tool to test agricultural fields on their disease suppressive qualities. The sample kits are easy to use and make it possible for a non-biologist to take samples for analysis. The samples are conserved on site and can be shipped to the laboratory without the need of cooling.

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Broere Irrigatie B.V. has almost 30 years of experience in open field irrigation, design and realisation and crop monitoring projects in European countries. We build our own fertigation mixers, based on our experience and the most modern internet of things technology. Total off-grid installations, we realise them for many years.

Not only is irrigation our goal, we have done water harvesting during the rain periods for several years. A good healthy crop, and an installation that fits the circumstances and type crop is our purpose. Every installation has to be connected to your smart phone for a fitting price.

With most clients we have a relationship for decades, we grow with them. We are looking forward to cooperating with companies that have the same vision.



**bosman  
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Bosman Van Zaal is a member of Green Innovators Group that includes different companies, each specialised in specific horticulture technology. Together with our sister companies (Montera, Crea-Tech, Idigo, PhenoKey, and Synalgae), we form a strong alliance with more than 12 collective years of experience.

Our company is specialised in design, manufacturing, supply, and construction of complete integrated greenhouse (glass and foil) and vertical farming projects. A committed innovative partner for global multinationals, research universities, agricultural corporates, and growers. We help innovators to innovate. Leaders in smart, sustainable, tailor-made horticultural solutions to meet different climates, various crops, and specific customer requirements. Trendsetters in modern greenhouse horticulture, we offer solutions for long-term growth.

Our activities includes greenhouse and vertical farming structures, irrigation system, cultivation system, heating and cooling systems, electrical and control systems, and automation solutions. We provide growers and investors to realise their vision from simple to sophisticated solutions.

Active in more than 45 countries worldwide in different climate zones for food, ornamentals, and pharmaceutical markets and industries.

Our head office is in the Netherlands with branches in Germany, Belgium, Ethiopia, Kenya, Poland, United Kingdom, and South Africa. With representatives and dealers in different countries in the world.

[www.bosmanvanzaal.com](http://www.bosmanvanzaal.com)

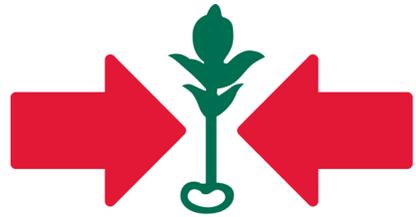


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EAST-WEST SEED

East-West Seed introduced market oriented plant breeding in South East Asia in 1982, with the mission to improve the income of smallholder farmers through high-quality vegetable seeds. Smallholder farmers were the main clients then, and continue to be up to now.

East-West Seed has played an important role in the improvement of tropical vegetable varieties that are adapted to local markets and growing conditions.

The privately-owned company produces and markets a wide portfolio of hybrid and open-pollinated seeds. In addition, the company educates farmers and helps them to maximize their yield through better knowledge on vegetable production.

Today, East-West seed is one of the 10 largest vegetable seed companies in the world, with a leading position in South East Asia and a rapid expansion into India, Africa and South America.



Agro

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### **Growing insight**

We help farmers to collect the right data and providing insight into soil and crop health, fertilisation, feed value and food safety. As leading laboratory in the agricultural sector, we provide innovative analyses and clear, case-specific advice, to help you manage your production process.

Your livestock, or crops, get exactly what they need, and you are guaranteed the highest possible yield and quality at the lowest possible cost.

### **Accurate and specific data**

Eurofins Agro wants to serve every entrepreneur who devotes himself with heart and soul to his farm and who feels a deep connection and responsibility for the environment. In a competitive global industry, it is critical to have accurate and specific data to ensure optimal crops while minimising your environmental footprint. This requires accurate and timely data and advice.

As a growing, international organisation with almost 100 years of experience, we offer innovative solutions to your agricultural needs. Our innovative products and services are the result of everyday, practical knowledge supported by scientific research. We cannot give you greater certainty, but we can give you greater insight with the prospect of profitable growth - growth that you can be proud of.

<https://www.eurofins.com>



## **Rick Wesdorp**

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Go&Grow Farm Solutions is a hardware supplying company and an entrepreneurial partner creating solutions for agricultural businesses. The team has a lot of experience in agricultural entrepreneurship in Europe and Africa. We use this knowledge to develop and deliver the best hardware solutions and farm support by agronomical training and guidance. Thus, we support agricultural businesses to accelerate in all aspects of the value chain. We all share a strong passion for agricultural business development and implementation of sustainable improvements.



## Engy Elarnaouti

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Represented by BioEgypt



## Koppert Biological Systems

Koppert Biological Systems produces sustainable cultivation solutions for food crops and ornamental plants. Together with growers and in partnership with nature, we work to make agriculture and horticulture healthier, safer, more productive and resilient. We achieve this by using natural enemies to combat pest infestations, bumblebees for natural pollination, and biostimulants that support and strengthen the crops both above and underground. Restoring and protecting vital ecosystems in a natural way is the basis for healthy crops and a balanced environment. Add our quality know-how and consultancy services to this and you will understand why an increasing number of growers regards us as a partner with whom they can realise their ambitions.

## BioEgypt

BioEgypt is an agricultural service company that aims to spread an awareness of using biological solutions instead of heavy chemical applications in treating the crops, this awareness can help much in saving the health and wealth of farmers. BioEgypt specialised in microbial products including bio-fertilizer, bio-pesticides beside the use of beneficial insects in biocontrol and pollination.

BioEgypt's approach is to help the farmers in applying latest techniques in agriculture as well as educating them the safest and economic farming practices both above and below soil and accordingly maximizing both their yield's quantity and quality. One of our dreams is to increase Egypt's exports from fruits and vegetables by reaching zero chemical residues.

<https://www.koppert.com/>



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We are Legro, a proud and independent family company with 275 employees. We were founded in 1924 and the fourth generation of Swinkels is currently at the helm. We can truthfully say that we are passionate about raw materials. As passionate as our customers, we work every day, on four continents, on producing the best, tailor-made substrates and casing soils for, in particular, soft fruit, vegetable and mushroom growers around the entire globe. To maintain its optimum quality, we like to manage the entire process on our own. Therefore we own our own peat fields, coir treatment plant and blending factories.



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**PHC**

**Plant Health Cure**

Plant Health Cure B.V. is a recognised and bespoke company in the field of innovative agriculture. The PHC team and all of its customers is convinced of the fact that the classical way of fertilising and disease control slowly comes to an end. The current practices lead to soil salinity, increased soil carbonate levels and other disturbing factors that hinder a good and resilient crop. We provide products and assistance in over 50 countries worldwide. PHC is your preferred partner in increasing sustainability of fruit and vegetable production at guaranteed lower costs and increased yields. With over 25 years of expertise, it might be a good idea to spend 30 minutes with our Managing Director Pius Floris to feed your knowledge of agriculture.



**Peter Raatjes**

Director

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# RMA

[www.rmacompany.nl](http://www.rmacompany.nl)

We are the expert in translating complex sensor data into practical and easy to understand growing advice. Our sensor technology is user-friendly and robust. Every day, we help growers make technology work for high yields. We do this with great pleasure both in the Netherlands and abroad. And our mission is far from complete. We are constantly developing to offer new technology that really works and delivers. With modern sensors, a smart dashboard and personal support, we have been guiding growers professionally and successfully for more than 35 years. Our sensor based advice gives growers maximum benefit. Our smart management of the use of water, fertilisers and crop protection products contributes to sustainable agriculture. RMA brings together passion for agriculture and innovation. We know which applications work in agriculture and respond to technological innovation without losing sight of the human touch.

<https://www.rmacompany.nl/en/>



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Tijms Trading International is part of Tijms Holding B.V. Tijms has been around for 73 years and has a wide customer base all over the world. Tijms is active in agricultural mechanisation, irrigation, steel constructions and the garden and park industry.

Tijms has already won many awards through many innovative developments and further development of existing irrigation systems. Due to the turnkey approach of large projects, and partly thanks to its own internationally operating assembly team, it is always possible to operate within the set time and budget.

We invite you for a conversation and discover the many possibilities of Tijms trading International B.V.



## Dr. Bas Bruning

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## The Salt Doctors

The Salt Doctors is a social enterprise from the Netherlands that specialises in improving crop yield under saline conditions and putting the solutions into the hands of farmers. We do this by research and consultancy and providing practical training in the field. In short, The Salt Doctors work as a service provider to make crop cultivation under saline conditions not only possible but also profitable. Besides working on the implementation of saline agriculture, The Salt Doctors is also part of different expert groups like the FAO-WASAG workgroup on saline agriculture, the International Network of Salt-Affected Soil (FAO-INSAS), as well as the EU Focus Group on Soil Salinisation and we are a member of the Global Alliance for Climate-Smart Agriculture (GACSA). Also, The Salt Doctors have a close network with different universities and contribute to several scientific papers each year.

Our services include salinity assessments, providing crop cultivation strategies (including crop/soil/water), teaching, training-of-trainers (in the field), assistance during the crop season, setting up demo trials, assist with research and breeding, and making sure that all the right input materials (like seeds) are available, are part of the services, as well as capacity building and developing adaptation strategies.

# SEMINAR PROGRAMME

Smart agriculture to adapt to climate related risks in Egypt: Joining forces for integrated farming systems

September 13th 2021, Sahara Expo

- 11:00**      **Welcome**
- Dr. Melle Leenstra, Agricultural Counselor, Embassy of the Kingdom of the Netherlands in Egypt
- 11:05**      **Introduction to mission, NABC and 'a day at the Sahara'**
- Ms. Rosmarijn Fens, Managing Director of Netherlands-African Business Council
- 11:10**      **Extreme weather events: how to cope with it in Egypt?**
- Introduction to the topic by Mr. Peter Prins (Land Water Food Consult). Focus on integrated approach and practical implications.
- 11:25**      **Egyptian-Dutch collaboration: experience**
- Interview with one of the Egyptian entrepreneurs
- 11:35**      **Interview soil fertility (moderated by Mr. Peter Prins)**
- Experiences of a farm manager
- Reflections by specialised Dutch company
- 11:45**      **Interview irrigation management (moderated by Mr. Peter Prins)**
- Experiences of a farm manager
- Reflections by specialised Dutch company
- 11:55**      **End of the online session**
- 12:00**      **Inspiration Sessions (round table, max. 15 persons each)**
1. Soil management (testing, fertilisation, bio-stimulants, growing on substrate)
  2. Robust varieties and healthy crops (improved seeds, tolerant crops, IPM)
  3. Tools for remote control irrigation management (sensors, geodata for agriculture)
  4. Perspective of protected systems (shade nets, plastic tunnels, glass greenhouses, requirements value chain)
- 12:25**      **Wrap-up and closing session by Dr. Melle Leenstra and Mr. Peter Prins**
- 12:30**      **End of seminar**
- 13:00**      **Informal and matchmaking session in VIP Lounge Sahara Venue**
- 15:00**



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