

# “Increasing investments of the Dutch Agri-food sector in emerging economies”

Second meeting Innovation Network Feeding Cities  
Pre-event foodFIRST conference “Join-up with African Agripreneurs”

## Date & location

*Date:* Tuesday, January 16, 2018

*Time:* 13:30 to 17:00 + network drinks

*Venue:* Rabobank, Bezuidenhoutseweg 5, 2594 AB The Hague

## Introduction

Sufficient and healthy food for the booming African cities is a huge challenge. Dutch agri-food companies already play a significant role in the increasing worldwide demand for (fresh) food produce. It is believed that the agri-food sector can even do better, using the opportunities offered by the growing cities and contributing to sustainable food systems. Topics for improvement are: build on the lessons learned; collaborate with other partners from within and outside the sector; form coalitions; share knowledge and contacts; initiate innovative and scalable projects; and position the agri-food sector better.

At the Round Table event “Feeding Cities”, held in the Demokwekerij Westland on April 18, 2017 ([read more about the meeting conclusions here](#)) participants embraced the idea of an “Innovation Network Feeding Cities” to facilitate sharing of experiences in practice, matchmaking of ideas and people, and looking for improvement of the enabling institutional environment. The ambition is to be an informal network of professionals from companies, sector organizations, consultants, knowledge institutes, policy officers, civil society organizations. The Food & Business Knowledge Platform (F&BKP) and MVO Nederland, in close collaboration with relevant parties, will initiate activities to increase collective action.

In the second meeting of the Innovation Network Feeding Cities, the following concrete opportunities and ways forward are central:

1. Sharing experience of ambitious small and large scale initiatives and the innovative ideas that they brought forth;
2. Match-making and networking for early movers: linking with running projects and initiatives with hands-on experience;
3. What can be done so that policy support enables such initiatives.

## Draft programme

13:00 *Registration and coffee*

13:30 Welcome and introduction (Frans Verberne, Director F&BKP and Gerard Teuling, Sector manager Food & Agribusiness at MVO Nederland)

13:45 Plenary presentation of inspirational cases:

- Errol van Groenewoud, Chief Operational Officer at Omnivent Techniek B.V. and Chairman at NAFTC-India.
- Joep van den Bosch, Chief Innovation Officer at HortiMax.
- Edo Offerhaus, Managing Director at NL International Business.

14:30 Introduction on case work and pitching of cases (see more information below)

14:45 *Coffee break*

15:00 Dialogue per case in multiple subgroups.

- Each subgroup: short intro by pitcher who sets the scene.
- Per subgroup: specific format and focus on one or more of the three central topics above.
- Each subgroup: report three statements in plenary session.

16:15 Plenary feedback and proposals for follow-up (including on future activities of the Innovation Network Feeding Cities).

16:45 Closure: some people will give their take-aways.

17:00 *Drinks – networking*

## Registration

There are still a limited number of places available for the meeting. If you have not registered yet or know someone from your network who would be interested to participate, please register by replying to this email ([info@knowledge4food.net](mailto:info@knowledge4food.net)) before January 12, at 12:00. An immediate confirmation will follow.

## Information on the presentations

**Errol van Groenewoud, Chief Operational Officer at Omnivent Techniek B.V and Chairman at NAFTC-India**, will share his experiences working with clusters, such as the Dutch Potato Cluster and Dutch Dairy Cluster, as entry points for Indian business and Government to the Dutch agribusiness sector. The Netherlands Agro, Food & Technology Centre (NAFTC), a public-private partnership, representing the Dutch agri-food sector in India, provides Dutch expertise, products & technology relevant to Indian requirements. NAFTC-India works in close cooperation with the Embassy of the Kingdom of the Netherlands, the biggest Dutch technology sector association FME-CWM and with various Indian State Governments. Does this cluster approach facilitate a better match between what the Dutch Agri-food sector has to offer and the local demand?

**Joep van den Bosch, Chief Innovation Officer at HortiMax** *Text will be included in final programme.*

**Edo Offerhaus, Managing Director at NL International Business, an initiative of VNO-NCW and MKB the Netherlands**, will present *Netherlands International Works ("De Werkplaats")*, a cooperation space for international public-private partnerships. He will share his views on and experiences with the design of projects and partnerships, how to create commitment of consortium partners and how to link to local opportunities and partners. "De Werkplaats" facilitates concrete international projects of Dutch public-private consortia to define the demand, supply and financing. It offers organizational capacity and is not a subsidy instrument.

## Information on the cases

*Due to the holidays some cases and/or facilitators have yet to be confirmed.*

### 1. **Demokwekerij Thailand– Frank Hollaar, Demokwekerij**

Demokwekerij Westland is the leading innovation centre of the Netherlands when it comes to applied technology within horticulture. Demokwekerij stimulates, demonstrates, organizes and facilitates innovation and research for the horticulture sector and is one of the initiators of World Horti Centre. Would the concept of a "demokwekerij" implemented locally (e.g. Thailand) be an efficient way to stimulate investments of Dutch companies in local food systems?

### 2. **Technology for midtech farmers in India – Niek Botden, Hortisolutions Holding BV**

The fast growing urban population of Pune and other Indian cities asks for more, safe, fresh and healthy vegetables. The Indo-Dutch Centre of Excellence Vegetables in Baramati supports tens of thousands small and medium sized farmers to invest in vegetable production. They demonstrate and train farmers on Dutch methods and technologies. Dutch companies from the Horticulture sector are involved. How can they use this initiative in developing new business cases for the Indian market?

### 3. **Sustainable, small-scale soy production in Bolivia – Heleen van den Hombergh, IUCN**

*Text will be included in final programme*

### 4. **HortIMPACT – Eelco Baan, SNV**

HortIMPACT focuses on the development of fruit, vegetable, and potato value chains in Kenya by taking a business case approach. Together with entrepreneurial small and medium size farmers, and Kenyan and Dutch Agri-businesses, HortIMPACT promotes innovative solutions and technologies from the private sector that improve production and help build inclusive market growth. Through cooperation with national and county government agencies, the programme also aims to formulate and implement policies that support the inclusion of small & medium size farmers, and stimulate market growth.

- 5. Water-food nexus, Acacia in Bangladesh - Peter Prins, Netherlands Water Partnership**  
Combining techniques and information on soil fertility, soil moisture, water buffering capacity and irrigation is called an integrated approach on Water & Agrofood. Acacia Water will share its experience in providing integrated water-agri solutions. An innovative project in Bangladesh that captured rainwater for underground storage and use in a drip-irrigation system exported its solution to the northern provinces of the Netherlands. A coalition in cooperation with local partners also saw an opportunity to implement this solution in Colombia.
- 6. Green Proteins in Uganda – Facilitator to be confirmed**  
With Dutch technology it is now possible to separate protein fractions from plant material. Specific crops result in higher concentrations. Several tests have been done. At the moment experiments with hyacinths, a water plant that is troublesome for the Dutch Water Authority, are carried out. After extraction, the proteins can be processed in products for human consumption. However, this is currently not allowed in the Netherlands according to EU regulation. In Africa experiments are running with specific crops, such as the Mucuna bean and Napier grass. The challenge: which products for human consumption can be developed and brought to scale to substantially contribute to a healthy daily diet of urban people in Uganda?
- 7. FoodStars – Walter aan de Wiel, IMPACT Booster**  
FoodStars is an open platform to connect the Dutch horticulture and agrofood sector to build an ecosystem for innovative start-ups. As global leader, the Dutch sector warrants the innovation and start-up ecosystem that matches its reputation - the industry's own "Silicon Valley". FoodStars focuses on driving innovation and entrepreneurship in controlled environment agriculture to help secure the Netherlands' position as the most sustainable food producer and to contribute to feeding the world's cities. The first FoodStars accelerator is launched in December 2017 on controlled farming.  
Together with MVO Nederland and the Food & Business Knowledge Platform FoodStars will launch an accelerator for start-ups, with innovative solutions that reduce postharvest losses. FoodStars also supports existing companies in developed markets to translate their innovations to a product / service that is "fit-for-purpose" in emerging markets. Innovations can be in the area of – but not limited to – better packaging, storage or transportation, increasing shelf life, up-cycling of waste or B-products or soil improvement.
- 8. An enabling policy environment – Facilitator to be confirmed**  
This case will discuss opportunities and challenges for policy support to create a favourable climate for the Dutch agri-food sector to invest in opportunities. There will also be opportunity to discuss collaboration and partnership building. Lead questions will be: how to enhance an enabling environment that stimulates investments of the Dutch agri-food sector?; and how to identify opportunities in developing countries and emerging economies?
- 9. Postharvest Network India and Vietnam - Peter Ravensbergen, Wageningen Food & Biobased Research - Case to be confirmed**  
In the past few years, the Postharvest Network has developed an own and unique approach to reduce postharvest losses in developing countries in collaboration with government, knowledge institutes and business. The approach has been implemented in concrete projects in various countries. At the meeting the focus will be on how this method was implemented and on the opportunities for Dutch companies.