



Report Second Meeting Innovation Network Feeding Cities

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

January 16, 2018



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"Increasing investments of the Dutch Agri-food sector
in emerging economies"
The Hague, January 16, 2018

Colophon

Authors of the report

Judith Jacobs, Rojan Bolling, Frans Verbere (F&BKP)
Gerard Teuling, Meine van der Graaf, Steven Trijsburg (MVO Nederland)

Lead facilitator of the workshop

Frans Verberne (F&BKP)

Food & Business Knowledge Platform

Bezuidenhoutseweg 2
2594 AV The Hague
The Netherlands
T: +31 (0)70 3043 754
E: info@knowledge4food.net
W: www.knowledge4food.net
Tw: @foodplatform



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Programme

13:30 Welcome and introduction

- Jaap Wielaart, Director Rabobank Regio Den Haag.
- Frans Verberne, Director Food & Business Knowledge Platform (F&BKP).
- 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 Ridder HortiMax.
- Edo Offerhaus, Managing Director at NL International Business.

14:30 Introduction on case work and pitching of cases

- Technology for Midtech farmers in India - *Niek Botden, HollandDoor Coöperatie U.A.*
- HortIMPACT - *Eelco Baan, SNV*
- Water-food Nexus, Acacia Water in Bangladesh - *Tine te Winkel, Acacia Water*
- Green Proteins in East Africa - *Peter Beerens, ABC-Kroos B.V.*
- FoodStars - *Walter aan de Wiel, ICCO (IMPACT Booster)*
- Postharvest Network India and Mexico - *Peter Ravensbergen, Wageningen Food & Biobased Research*

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.
- 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.

1. Introduction

By Frans Verberne, director Food & Business Knowledge Platform and Gerard Teuling, Sector manager Food & Agribusiness at MVO Nederland

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. The intensive agri-food system in the Netherlands offers high value food production, with attention for health and sustainability. The integrated approach and the strong linkages between private sector, knowledge and education, government (Golden Triangle, Dutch Diamond) are a unique selling point. In addition the innovative capacity of the sector helps to transform high-tech and high-org for local purposes in emerging economies. A lot is happening, both on the private and public side, but 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 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, and civil society organizations. The Food & Business Knowledge Platform (F&BKP) and MVO Nederland (CSR Netherlands), in close collaboration with relevant parties, will initiate activities to increase collective action.

The Food & Business Knowledge Platform focuses on knowledge sharing, making better use of lessons learned at different levels, not only at private sector level but also at the institutional level. MVO Nederland is a networking organization for Dutch companies. Together with these companies MVO Nederland moves things further by connecting the right people, bringing the right parties together, sharing lessons and by getting to action.

In this second meeting of the Innovation Network Feeding Cities, the following objectives were central:

- Sharing experience of ambitious small and large scale initiatives and the innovative ideas that they brought forth;
- Match-making and networking for early movers: linking with running projects and initiatives with hands-on experience;
- Explore what can be done at policy and institutional level to support initiatives even better.

The meeting built on concrete cases, three of them presented plenary and six discussed in subgroups.



2. Inspirational presentations

2.1 Errol van Groenewoud, Chief Operational Officer at Omnivent Techniek B.V. and Chairman at NAFTC-India

Omnivent Techniek B.V. is an international specialist in small and large storage facilities for arable crops like potatoes, onions, carrots, and more. Currently Omnivent operates in over 60 countries. During his presentation, Errol shared his experiences doing business in India, working with clusters 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.



The full presentation can be found [here](#) (PDF).

Highlights

- Knowledge of the local sector is key. There may be the same demand as in the Netherlands, in our case retaining product quality, but the requirements in an Indian contexts are very different.
- It remains a challenge to work together with competitors; even though many believe working together is the way forward, most SMEs are still operating on their own. If we want to really work together we need to look for complementarity and sell this as one product in which all benefit.
- The Dutch Embassies can play a crucial role in providing information on the local context, market and partners.
- Partnerships need to focus on the unique selling points of Dutch expertise that is demonstrated and verified by (scientific) research.

Q&A

- Q: The NAFTC seems to focus on business development. To what degree are they also supporting an enabling policy environment and are they facilitating linkages with knowledge institutes?
- A: NAFTC works by writing result-oriented plans together with companies, but these do have a long-term focus. Links with government and knowledge institutes are sought for when this supports implementation of these plans.

2.2 Joep van den Bosch, Chief Innovation Officer at Ridder HortiMax

Ridder HortiMax, a family owned enterprise for over 75 years, provides both high-tech as basic all-in-one solutions for commercial horticulture. In his presentation, Joep presented the progress in the development of the High-Tech Demonstration zone of DongYing China for producing healthy, fresh and sustainable vegetables for a region of 300 million people. In a bilateral public-private partnership with the participation of multiple Dutch greenhouse technology companies, a hightech greenhouse demo center and an initial large scale greenhouse production of 120 ha will be realized in the eastern province Shandong. The first 7 ha greenhouse has been built in 2017 and currently a high-tech vertical farm is in construction.

The full presentation can be found [here](#) (PDF).

Highlights

- Provinces within China are invited to the Demonstration zone to see what is possible. So being part of this zone is very strategic to show Dutch technology and expertise.
- Public-private collaboration is of high importance. Government officials can open doors that remain shut for business, especially in countries as China. Currently, we still need to convince Dutch public officials of their importance. This could be better organized.
- Research and knowledge institutes need to be integral parts of large commercial projects instead of doing some research on the side.

Q&A

- Q: What are your main lessons learned?
- A: 1) Dare to make choices as a company. And once you make one, dare to invest in it.
2) Make use of networks, they offer many opportunities. For example there is a huge Chinese network in the Netherlands. Also many Chinese students and employees at Wageningen University who are often future employees of Chinese companies who we would like to do business with. They are the best promoters of our Dutch expertise.
3) Selling concepts works better than products. For example in China, you offer solutions. A product is often just a small part of the bigger picture. If you cannot offer the whole solution they are not interested. In the Netherlands, we offer very specialized expertise, but we also need to look at the bigger picture.
4) Partnerships cost time and money, but is it essential to be part of consortia. And especially put time and effort in consortium building and try to reduce competition and overlap, so you will be able to fully trust each other in the implementation phase

2.3 Edo Offerhaus, Managing Director at NL International Business, an initiative of VNO-NCW and MKB the Netherlands

Edo Offerhaus presented Netherlands International Works (“The Werkplaats”), a cooperation space for international public-private partnerships. “The 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.

The full presentation can be found online [here](#) (PDF).

Highlights

- “The Werkplaats” offers a framework to stimulate public-private collaboration by offering organizational capacity to concrete international projects.
- To better organize public-private collaboration, public efforts are bundled under a collaboration called “Trade NL”. At the moment the public side is fragmented as there are multiple entities working on internationalization. “Trade NL” will coordinate public efforts. On the private side efforts will be coordinated by “NL International Business”.
- Only projects that really need public-private collaboration will be supported. Once they are selected they will go through an innovation funnel. “The Werkplaats” is not a subsidy instrument, but offers organizational capacity.
- In March 2018, new projects will be admitted.

Q&A

- Q: It seems like we are talking about large projects, what is the size of an average project?
- A: It is not so much about the size, more about cross-sectorial collaboration and the need for public support to make things happen. It is about linking the right partners and speeding up the process.

3. Cases

3.1 Technology for midtech farmers in India – *Niek Botden, HollandDoor Coöperatie U.A.*

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 the Indo-Dutch Centre of Excellence in developing new business cases for the Indian market?



Main discussion question

Which features should the Indo-Dutch Centre of Excellence have if they want to function as a platform and/or stepping stone for Dutch companies who would like to enter or expand their business to the Indian market?

Remarks during case discussion

- During the discussion the existence of Centres of Excellence and their added value was discussed before moving into what features or activities they should perform.

Concluding statements

1. Centre should be inextricably connected to value chains. The knowledge and skills needed by Dutch companies can only be acquired if the centre is firmly embedded in sectors.
2. The centre could serve as a local hub that could provide additional (knowledge) paid services to companies, like trainings.
3. The centre could accelerate business development and sales by providing live-demo sites. Here potential customers could visit innovative, scalable technologies.

3.2 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.



Main discussion question

How to move from a focus on selected business cases to sector transformation and accelerating investment?

Remarks during case discussion

- The discussion was first centred around the question whether scale is always needed to reach impact and if so, what kind of scaling; horizontal, vertical or both. A broader discussion on impact resulted in flagging the notion that awareness of the effects of scaling is needed, especially for the dynamics of export versus domestic markets. (and hence food and nutrition security).
- Scaling needs to be an integral part of business development, already from the start. And additionally, there needs to be more emphasis on the scaling phase of businesses as at the moment most emphasis is on the start-up or development phase.
- Partnerships are needed for sector transformation, and partnerships need to pay out. Different interests need to be met before partnerships can really create impact.

Concluding statements

1. Well-functioning sector organizations are essential for scaling. Sectoral knowledge is needed in the development of business cases and to assess their potential for scaling.
2. Involve financiers earlier in the process so they can assess the business case from their perspective, with their knowledge and experience. They can also advise on how to blend public and private manner to support the business case development.
3. Map out initiatives that work on business case development and facilitate sharing lessons and collaboration. At the moment this happens ad-hoc, but could be greatly improved.

3.3 Water-food nexus, Acacia Water in Bangladesh – Tine te Winkel, Acacia Water

With an integrated approach on water & agro-food, Acacia Water and its partners provide water-agri solutions world-wide. Acacia Water will share its experience in providing the technique of Managed Aquifer Recharge around the world. During a project in Bangladesh, funded with donor money, Acacia found an innovative solution to store fresh rainwater underground and make it available for domestic use. Gaining experience in Bangladesh, the research consultants of Acacia imported their solution back to the northern provinces of the Netherlands. During implementation strong partnerships were formed with Dutch SMEs. The coalition saw the opportunity to export their work again to Lebanon and Colombia.



Main discussion question

How can SMEs and NGOs compete with one another within agro-food sectors in emerging economies?

Remarks during case discussion

- The initiative that the innovation of Acacia Water brought forward, is applied in one system for 50 households. Maintenance is being done by local engineers and materials are locally sources.
- Bangladesh is partly an aid economy where for the majority of households water is supplied free of charge. This makes commercialization of water services difficult as these always involve investments and other costs to be incurred.
- Rich farmers who have the means to invest can function as drivers of change. They could improve access for smaller farmers by making the systems cheaper. These change makers should be supported.
- Adoption rates of innovations increase if farmers see and believe that the innovation is useful. But farmers also often experience a “tunnel vision”; where there is one problem there are often six solutions. The commercial gain is not always obvious when choosing one solution. If we talk about the strengths in export of Dutch SMEs we often talk about water, agriculture, an integrated approach. For example drought tolerant crops, other inputs, but for example also storage facilities. The strategy of the Dutch government in emerging economies is not well equipped to facilitate linkages in these areas.
- In Bangladesh, but also in Lebanon, processing is strong, but value chains are weak. If water becomes available, then production can increase with 20% easily but then you also need demand for that production. So investments for the whole value chain are needed. Demand side drivers need to be mapped out in detail before doing investments.
- The current policy instruments are too much focused on NGOs, they are less suitable to really make a switch from aid to trade. Well thought trough exit strategies are not yet supported enough while the idea is that aid-money is ending. Infrastructure is needed so initiatives become more interesting for private investors.

Concluding statements

1. A clear long term vision in emerging economies is needed for SMEs. SMEs should make use of the knowledge and local presence of NGOs in this context. Especially the link with local leadership is important, but the link with NGOs could also trigger or accelerate business development in a specific sector or area.
2. SMEs need to focus on the right markets; where there are locally driven business cases. To do so one really needs to research the drivers in the market and perform the financial assessment of the business cases well – both for farmers as investors.

Proposed activity Innovation Network Feeding Cities

Organize a more focused meeting around a specific city or theme so people with different backgrounds and expertise can discuss one topic together and come to concrete action.

3.4 Green Proteins in East Africa – Peter Beerens, ABC-Kroos B.V.

With Dutch technology it is now possible to separate protein fractions from plant material. Several initiatives in the Netherlands are experimenting with aquatic biomass, like duckweed or hyacinths. 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 Naipier grass.



Main discussion question

How to match the Dutch knowledge and expertise in protein extraction with the opportunities that are arising in urban East-Africa? How to come to concrete action?

Remarks during case discussion

- A strong match with your target market and its context is needed. Ask yourself questions like: why here? Also move production or is it only about the market? Is the market strong enough? For this particular case we found out that Asia might be more appealing than East-Africa when looking at the broader context.
- If you enter a new market, your product-market combinations completely change. To shape these product-market combinations think-tanks are needed to think through benefits and drawbacks.

Proposed activity Innovation Network Feeding Cities

The people gathered in this meeting are very diverse and complementary to each other which is a great asset. In a next meeting you could even focus more on facilitating active networking by putting people together who would normally not easily find each other.

3.5 FoodStars – Walter aan de Wiel, ICCO (IMPACT Booster)

FoodStars is an open platform to connect the Dutch horticulture and agri-food sector to build an ecosystem for innovative startups. As global leader, the Dutch sector warrants the innovation and startup 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 startups, with innovative solutions that reduce post-harvest losses. They also support 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.



Main discussion question

How to create an enabling environment for innovative agro-food start-ups so they can seize opportunities for food security in urban areas?

Concluding statements

1. Position Dutch Food hubs (Westland, Food Valley, etc.) as a collective effort internationally instead of per region to be able to show what the Netherlands as a whole has to offer in the area of start-ups. If this is done well, chances that agri-foodtech start-ups will settle in the Netherlands increase and will keep up the Dutch innovative capacity.
2. Innovation instruments of the government should be modernized:
 - a. At the moment mostly large companies are taking advantage of the available instruments.
 - b. Allocate R&D budgets and find a better fit with initiatives, start-ups and SMEs.
 - c. Realize that most start-ups do not make it, but the ones that do can create a huge impact. Enlarge chances of success by putting extra emphasis on selection and support. The model that FoodStars uses is an example: selection, training, coaching (by entrepreneurs and experts), business development, financing, providing a network.
3. Communicate better examples of successful Dutch companies that once started as a start-up and are now internationally operational (like Koppert and Soil Cares).

Proposed activity Innovation Network Feeding Cities

Meetings with more specified teams so it is really possible to meet people for potential collaboration and consortia.

3.6 Postharvest Network India and Mexico – Peter Ravensbergen, Wageningen Food & Biobased Research

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.

Working with the triangle Private sector – Government - Academia proved to be very difficult in many countries since private sector does not want to collaborate with government and companies rather develop their own knowledge instead of working with academia.

Potential partners in emerging economies find a simple technical solution / business model / project often less interesting. They are looking for up-scaling of cases and want to start from the food system (food safety, food security). The Postharvest Network has the option to start from (1) a tangible project in an Agrofood-subsector and look for upscaling opportunities or (2) the national level when the policy is to reduce food losses and waste. Both are time consuming and require a lot of upfront investments.



Main discussion question

How to connect the Dutch golden triangle brought together in the Postharvest Network with the local golden triangle in order to develop a strategic approach for the local food system feeding cities and consequently the reduction of food losses? How to create opportunities for the Dutch agri-food sector in this setting? What is going well, what is difficult, what works and what doesn't?

Remarks during case discussion

Advice and suggestions from the participants:

- Define what exactly you want to achieve in a country.
- Decide whether you want to work with the government anyway.
- Choose the right moment considering political developments (new government/new policy).
- Organize the bundling of NL-knowledge (of companies, knowledge institutes, government, and e.g. financial sector) to be able to address e.g. food chains.
- Use knowledge as a bridge to connect to local stakeholders by letting e.g. WUR study the problem (scoping study) and define possible solutions.
- Implement a pilot-project/demo (to show what one gets); use part of the research budget.
- Work with students from Applied Agriculture Universities (HASsen); knowledge input and less costly.

Enabling environment:

- More collaboration is needed and therefore also more focus.
- Where the money is (MoFA), there are less opportunities for commercial business-cases. Should there be more finance available for other countries? However, this is ODA money and countries like Ethiopia and Kenya also offer opportunities.
- Shared vision needed on opportunities in various countries.
- Also RVO should have focus on specific countries and themes within a country. Warning: this will lead to narrowing the opportunities for proposals and RVO wants to be open for excellent proposals.

Three concluding statements

1. Collaboration and bundling of NL-knowledge is needed. Use knowledge as bridge.
2. Vision on opportunities, focus and priorities; Topsectors, government (MinEA, MinFA, MinANFQ), RVO.
3. Practical showcases and involve applied education (not only academics).

Proposed activity Innovation Network Feeding Cities

Share knowledge and experiences on Food Systems concepts (content and organizational) including nutrition security (health), circular economy, etc.

4. Concluding remarks

Throughout the day there was a clear call for more collaboration and alignment on both the private and public side. It was brought forward that RVO (Netherlands Enterprise Agency) could play a role by focusing its instruments. *Robert Dijksterhuis*, Member of the Board, International Programmes at RVO, heard this call for more focus before and responded by saying that RVO is trying to align its instruments where possible. Projects and programmes are supported and connected by initiatives as “The Werkplaats” or “Partners for International Business”. Additionally, RVO has one point of entry and from here people are supported to find their way within the organization. The added value of a less narrow focus should also not be forgotten: a broader focus also offers the possibility to support promising Dutch private sector initiatives in over 85 countries. This provides room for opportunities that policy makers might not see at first. The issue of more focus in themes or countries will come back in the new policy notes.

Henk van Duijn, managing director at BoP Inc., acknowledges the efforts of aligning and supporting big projects, but flags the lack of organizational support for programmes between 3 and 10 million Euros. These projects could greatly benefit from more time and resources at the start of a project. Not to explore opportunities around an idea but how to make it concrete, determine how an idea can truly become successful. To achieve this partners from different sectors should come together to work out the business case in more detail. The Food & Business Knowledge Platform could play a role facilitating this process.

Peter van Ravensbergen, business developer at Wageningen Food and Biobased Research, believes we could organize ourselves better to access finance for larger projects. Currently, Dutch partnerships struggle to win larger projects for example those financed by the World Bank. He believes announcing the opportunities better so the right partners can find each other at an early stage, will help being more successful. Robert Dijksterhuis adds that, while World Bank funds are loans, if you want to apply to larger multilateral funds RVO has a dedicated team that can support partnerships in doing so.



Jan Omvlee, chairman of Holland Horti International, still sees challenges in cooperation, especially around the issue of sharing knowledge in the commercial phase of an initiative. In the pre-commercial phase, he remarks, it is possible to form a platform with companies. He is currently involved in such an initiative for the Dutch horticulture sector, open to all types of companies, to formulate joint responses from the sector towards our Dutch but also foreign governments. In his experience we should look beyond fragmentation within the sector because in China it does not matter what part of the Netherlands you are from. Dutch horticulture is a strong brand that should be strengthened jointly by the sector. Local demand should be the starting point of any initiative, but an approach that looks to the broader chain is crucial. If you double production, these products also have to go somewhere. This is where opportunities for joint action lie, according to him. He also notes that support by the Dutch government can be very important for countries where the public sector is very prominent, such as Japan and China. Visits with municipal, provincial and national level civil servants open doors that would otherwise remain closed.

Gerard Teuling, Sector manager Food & Agribusiness at MVO Nederland, adds his final conclusions by saying that The Netherlands should be positioned well, particularly in the area of providing (innovative) solutions. As a nation and sector we should be more ambitious, realize what we have to offer. Profiling our companies as such should be done better, particularly by identifying and communicating our unique selling points.

5. Key actions for the Innovation Network Feeding Cities

During the event the case groups provided the Innovation Network Feeding Cities with the following suggestions for future activities:

- Organize meetings with more specified teams so you really meet people for potential collaboration and consortia.
- Share knowledge and experiences on Food Systems concepts (content and organizational) including nutrition security (health), circular economy, etc.
- The people gathered in this meeting are very diverse and complementary to each other which is a great asset. In a next meeting you could focus more on facilitating active networking by putting people together who would normally not easily find each other.
- Organize a more focused meeting around a specific city or theme so people with different backgrounds and expertise can discuss one topic together and come to concrete action.
- Organize specific, thematic meetings that fit within the broader framework of feeding cities (e.g. circular economy).

These suggestions call for more focus on specific themes or areas within the broader framework of Feeding Cities. Sharing lessons learned, networking and coming to concrete action are mentioned as important reasons of existence of the Innovation Network. The outstanding evaluation will provide more input for the future direction of the Innovation Network. For future events, the F&BKP and MVO Nederland will actively search for collaboration with other parties.

A follow-up activity that is already planned for is a session on “Coalitions of Dutch and local SMEs to feed the growing cities in Africa” during the FoodFirst conference which is scheduled for half April 2018. Participants of this event will be informed in due time.

Annex – Participants List

Name	Organization
Martin van der Linde	Advisor Development Cooperation
Wil Wijtsma	Agriterra
Anabela Appleton	AMSCO
Henk van Duijn	BoP Inc
Robert van den Heuvel	Consultancy for South East Asia & Africa
Giedo van der Zwan	Content to Image
Eva Rootmensen	Crosswise Works
Gert-Jan van Delft	G.J. van Delft Consultancy
Yannick Kraamer	GroentenFruit Huis
Lydia Aalpoel	Holland Horti International
Marjan Welvaarts	Hollands Welvaren
Prem Bindraban	IFDC
Lourens van Herk	Lentiz cursus & consult
Ate Oostra	Metropolitan Food Security
Gerrit Jan Brummelman	Ministry of Economic Affairs / Use your Brains
Willem Schoustra	Ministry of Agriculture, Nature and Food Quality
Anouk Baron	Ministry of Foreign Affairs
Anouk Mulder	Ministry of Foreign Affairs
Cindy van den Boom	Ministry of Foreign Affairs
Ida Rademaker	Ministry of Foreign Affairs
Ilonka Nennie	MVO Nederland
Anitra van der Kraan	NABC - Netherlands-African Business Council
Bart Kuitert	Netherlands Space Office (NSO)
Peter Prins	Netherlands Water Partnership (NWP)
Miriam Horstmeier	Oxfam Novib
Jennifer Willems	Rabobank
Olaf van der Burg	Rabobank
Wouter van Eijkelenburg	Rabobank
Jan Omvlee	Rijk Zwaan Export B.V.
Marielle Dubbeling	RUAF Foundation
Rene van Veenhuizen	RUAF Foundation
Robert Dijksterhuis	RVO
Frans de Jong	Seed2Feed
Cor van Beuningen	Socires
Hans Groen	Socires
Wim Kuiper	Socires
Caroline Figueres	Strategic advisor water, ICT4D, Cap Dev
Gabrielle Nuijens	Topsector Tuinbouw & Uitgangsmaterialen
Marianne van Keep	Verstegen Spices & Sauces BV
Jennie van der Kolk	Wageningen UR
Piet Bukman	
Tim Gengler	
Thijs Krol	

Speakers	
Errol van Groenewoud	NAFTC-India
Joep van den Bosch	Ridder / HortiMax
Edo Offerhaus	NL International Business
Niek Botden	HollandDoor Coöperatie U.A.
Eelco Baan	SNV World
Tine te Winkel	Acacia Water
Peter Beerens	ABC-Kroos B.V.
Walter aan de Wiel	ICCO (FoodStars)
Peter Ravensbergen	Wageningen Food & Biobased Research (Postharvest Network)
Organizing Committee	
Frans Verberne	Food & Business Knowledge Platform
Judith Jacobs	Food & Business Knowledge Platform
Rojan Bolling	Food & Business Knowledge Platform
Gerard Teuling	MVO Nederland
Meine van der Graaf	MVO Nederland
Steven Trijsburg	MVO Nederland



Food & Business Knowledge Platform

Bezuidenhoutseweg 2

2594 AV The Hague

The Netherlands

T: +31 (0)70 3043 754

E: info@knowledge4food.net

W: www.knowledge4food.net

Tw: @foodplatform

