



Ghanaian & Kenyan Company Profiles

Matchmaking Session

May 8th 2017

Ghanaian Incoming Mission is in cooperation with:



Kingdom of the Netherlands



Kenyan Incoming Mission is in cooperation with:



Kingdom of the Netherlands





Ghanaian Companies

#	Company	Sector	Description	Looking for...
G1	Acquatic World Industries Ltd	Aquaculture	Fish farming (catfish & tilapia) and processing (Gutting to packaging) company, are expanding their products with ambition to grow to export regionally	Meet stakeholders in agro-processing trade in NL, business opportunities. Especially interested in discovering new packaging materials/techniques and equipment for their new products (sausages, burgers, fish fingers).
G2	Maleka Farms Ltd	Aquaculture	Pioneer farm established by an experienced director who previously did poultry. Saw potential in aquaculture so established 2 outlets in Accra. Bought feed from NL for 7 years.	Is looking for equipment (specifically a compact grader to grade fish) and technologies for fish processing, wants to buy different machines
G3	Visap Seafood Company	Aquaculture	Smoking & filleting of fish, peeling and packaging of shrimp/prawns, squid and fish. Mainly local market, also export to US. Import of fish (red fish, panga) as well for selling in Ghana	Packaging materials and techniques, vacuum packs, labelling. Partner for access to EU market. Investment. Looking for the following machines: vacuum pack, Band saw, Ice making, Grinding, and sealing machines
G4	Alex Oware Enterprise Ltd	Food processing	A large family holding with many business fields, one of which is food processing (mainly fruit juices). Does washing, peeling, crushing, storage, packaging, transport.	New technologies & machinery for fruit processing, packaging materials (currently importing glass bottles for juices, looking for paper/ plastic solutions)
G5	Eden Tree Limited	Food processing	Large fruit & veg and growing & importing company, selling to many supermarkets in Ghana. Currently also embarking on further food processing.	Packaging techniques & materials, eco-friendly packaging, fruit processing equipment (crushers, skinning/peeling, destoning). Also interested in export, but not primary aim.
G6	Erofrac Fruit Processing Industry	Food processing	Fruit processing and juice company, packages various fruit juices into PET bottles.	Looking for alternative packaging materials (tetra pack, glass). Expanding to the export market: how to reach export standards. Learn NL production/manufacturing methods, getting a distributor & investors.

G7	Farmer's Market (WHYTEBAGE)	Food processing	Started as a producing company for exports, diversified into imports for supermarkets, now has a chain of supermarkets. Has been importing from NL for last 7 years.	Learn do's and don'ts of processing. For equipment: how they can add value. Meet fresh food (ready to consume) processing & equipment companies.
G8	Fruit Process and Marketers Association Ghana	Food processing	Ghana's association for fruit processors and juice manufacturers, 50 members, has worked with GIZ and SNV in the past	Looking for packaging equipment to bring to Ghana for its members- possible to set up central packaging system in Ghana? Would like to meet sector organizations in NL. Information on standards and regulations for export.
G9	Ghatty Foods	Food processing	Processing and packaging of cereals and vegetables, brown rice. Supply to supermarkets in Ghana	To visit other processing & packaging companies, meet distributors agents to help them sell in EU, investment, buy better packaging machines
G10	Hamdark Industrial Company Limited	Food processing	Packaging / bagging company for flour, rice, but also cement, produces polythene disposables. Now diversified into juice processing & shrimp farming	Looking for alternative packaging technologies, budget for machinery available, also interested in exporting shrimp
G11	Quist Farms	Food processing	Has 20 acres of land, produces mangoes, chili, pepper & okra. Core objective is to dry & mill pepper into powder for export market. Trained in exports by CBI in Rotterdam.	Vegetable processing companies: pepper manufacturers, food processing & packaging equipment, biodegradable plastic for packaging. Find a joint partner/investment.
G12	Soma Drinks Limited	Food processing	Agro-processing company, now mainly in (pineapple) juice but expanding into other sectors. Interested in potatoes as well.	To find investment/joint venture for his company and to find new equipment for food processing – want a complete modern fruit juice processing line for other fruits.
G13	St. Baasa Ghana Limited	Food processing	Processing of vegetables, cereals and palm oil. Ambition to become leading Agrofood processor of Ghana/West Africa. Already connected with WUR.	Looking for foreign investment to take next step, new packaging materials / techniques, processing techniques, automated flour processing lines, vegetable dryers, and packaging machines Meet exporters/importers in EU.
G14	Sunripe	Food processing	Fruit processing, juicing and packaging company. Also went on last year's mission, was very successful for her. Undergoing significant expansion, introducing several new products in 2017: mane more fruits.	Looking for new technologies for food processing, especially for setting up a plant for flavored milk production. Import milk powder from NL, equipment, and packaging. Needs Orange extractor, veg. processing equipment for cucumber + carrots.

G15	Techiman Processing Complex Ltd (TEPCO)	Food processing	Agro processing company (tomatoes, mangoes, fruits). Established by government. Looking to give business a new boost	Investors in the company, new equipment for processing, packaging techniques and materials. Mango de-stoner, ketchup line, juicing filling equipment.
G16	The Fruit Master	Food processing	Fruit & veg growing and importing for supply to local supermarkets	Food processing equipment (slicing); packaging materials and machines; new ways of packaging; EU standards
G17	Vintage Farms Ltd	Food processing	Fruit processing company, mainly producing (pineapple) fruit juice and sliced pineapple for Ghanaian market	Packaging materials and designs (modern & cheap), Partners for import / export, Food processing techniques. Wants to buy filling and sealing machines and is searching for buyers of sliced fruits (especially pineapple).
G18	Aglow Farms Ltd	Poultry	Poultry farm, first only eggs, now also on broiler and they are expanding to a hatchery.	Mainly hatchery equipment dealers. Ancillary equipment for their biogas plant. Also seeing other poultry farms, mainly for meat/broiler processing (not eggs), feed companies, processing equipment, packaging materials/ boxes, and cooling systems
G19	Darko Farms & Company Limited	Poultry	Established 1967. Now a large & well-established poultry farm, both eggs and broiler.	Meet companies for collaboration, especially processing plant, and feed and manufacturing companies.
G20	Santino meat processers	Poultry	Broiler and pig production, processing and packaging with fast food outlet. Has bought processing equipment from NL.	Gain insights into modern processing of poultry and packaging (cold equipment), as well as financing.
G21	Johnny's Food and Meat Complex (JFAMCO)	Poultry & meat processing	German-Ghanaian owned company, abattoir, meat processing, and packaging. Planning to expand factory	Interested in packaging materials, meeting EU standards so that they can compete with imports. Wish to export to West Africa



Kenyan Companies

#	Company	Sector	Company Description	Looking for...
K1	Pazada Ltd Farm	Dairy	Commercial maize farming, French beans (has contract for export), poultry and dairy cows (looking to expand to 150). The farm is currently improving animal genetics (cows) and has good market access (contracts)	They are looking for ways for automatization of their dairy unit, for example, suppliers of milking machines. In addition, the farm would greatly benefit from a strategic investor.
K2	Abma Farm	Dairy/ horticulture	Owned by an IT specialist and covers 400 acres. Have a good local market, looking to expand to other regions. They have 50 dairy cows and a complete milk processing plant. They are also producing vegetables and flowers and have a dehydration plant.	Looking for an investor who can help revive the milk processing plant and the vegetable dehydration unit. The milk processing line only needs little rehabilitation.
K3	Antennae Holding LTD	Horticulture	Farm/ fruit plantation, 70 acres apple mangoes (over 3000 fruit trees, 100 fruits production per tree). Export to the Middle East and the local market, looking to export to Europe. Has contracted small scale fruits growers to supplement their supply.	Get global certification and venture into Dutch market. Looking for European buyers of fruit and veg and for the local market they would like to engage in processing with those fruits that don't meet export quality.

K4	Lachuta Farm	Horticulture	100 acres, one of the largest vegetable greenhouse farms in Kenya. Specialized in vegetable production (mainly onions), tomatoes, capsicum, broccoli, lettuce, potatoes etc. Open fields and green houses.	They are interested in learning of ways to maximize productivity.
K5	Shilloh Ltd.	Horticulture	Specialized in soya beans (for export) and Irish potatoes. 63 acres of farmland with fertile soils. Also produces carrots, onions and garden peas. Are in the process of supplying potatoes for chips processing.	Requires technical support for growing soya beans as well as developing an outgrower scheme to boost their volumes. The owners have good experience in the marketing of soya but less in growing it on their own.
K6	Thome Farm	Horticulture	70 acres, specialized in, vegetable and fodder production. Produce onions, capsicum and tomatoes & hay. They use innovative agricultural technologies, have access to fertile soils and a reliable water source	Is looking for technology/ technical incentives to enhance their irrigation system (and water supply) and install renewable and bio-energy from the vast resources they have.
K7	Wamu Investments	Horticulture	They produce and export fresh fruits and vegetables (green peas, snow peas, haricot verts, baby corn, sugar snaps, chilies, broccoli and more to Europe and Middle East. Have a warehouse in Nairobi for export and 3 farms for export production to complement the produce that they collect from their outgrower program.	They are looking for buyers of fruit and vegetables. In addition, they are looking for staff training and developing standard operation procedures for improvement of the farms.
K8	ZamZam Farm	Horticulture	Farm in Kitengela in horticulture producing French beans, onions, tomatoes and capsicum. They also have 2 greenhouses and 20 dairy cows on the farm.	They are looking to enhance efficiency and find the right staff.
K9	Leila Farm	Horticulture	Leila farm is in Loitoktok, Kajiado and is cultivating tomatoes, onions, chills, watermelon and capsicum.	The Farm is looking for support in capacity building and enhancing efficiency.

K10	Alex Farm	Horticulture	Located in Kiwezi, Makueni, owned by an engineer. Horticulture: Mixed farm mainly doing tomatoes, onions, water melon. Farm also starting to do some dairy.	Looking for smart technology and new markets.
K11	Agrismart Ltd	Horticulture	80 acres, involved in fruit & vegetable production, coffee and dairy. Venturing into herbs farming. Has supply- contracts with Vegpro and schools.	Needs technical assistance on farm management, layout application of modern methods and financial assistance. They are looking for a market for their products and technology.
K12	Orange Rock Gardens	Livestock (poultry, pigs, dairy, fish)	8 acres all in production, specialized in the poultry sector (8000 broilers, shifted from layers to broilers and looking to expand to 10.000 in 2017). Also has a dairy, pig and fish unit that they want to expand.	They are looking for finance to expand.
K13	Chesowos Ltd.	Maize (seeds)/ Dairy	Mixed- value adding farm with 788 acres of lang. Producing maize seeds, commercial maize & other veg, 170 cows, producing 800 litres per day. Have plans to pasteurize and package their own milk.	Would like to increase technical expertise. Looking for software for automated & optimized farm operations. Would like to invest in a new barn, & their focus is to find a strategic investor that can help them revive their milk processing business.
K14	General Foods	Poultry/ Horticulture	Poultry (layers) with 6000 chicks and planning for expansion. Recently they have ventured into herb farming for export. They have access to direct markets, technical expertise and a broad network	General Foods is looking for access to finance at low interest rates and they are looking for a market for their products. They are also interested in renewable energy, mainly biogas.
K15	Thuta Farm	Horticulture / dairy	Horticulture: 1 hectare greenhouse for growing mainly tomatoes and capcicum and production of bananas for the local market. Other horti products include kales, spinach and onions. Dairy: a 50 capacity dairy unit.	Looking for staff capacity for greenhouse production.