

MAGAZINE

Edition 2021

Annual magazine of the Netherlands-African Business Council. Now in English and French





(FORMERLY KNOWN AS INTL FCSTONE)

CROSS-BORDER COMMERCE FOR THE 21ST CENTURY

When assessing its cross-border payment needs, the average organisation assesses 3 main points:

- 1. How can I make payments with any certainty (as to the final amount delivered and delivery date) without having an account in the payment currency?
- 2. How much will it cost? Am I sure there are no hidden or extra costs?
- 3. Is the proposed solution easy to use?

Each organisation will give different weighting to different factors, depending on which is the most important to them, but in each case they will ultimately need to have an answer to all 3 of these issues. Here at StoneX we have approached these questions in turn, as we attempt to remove the headaches of cross-border payments from Corporate Treasury teams across the world. We also throw one more question into the mix for the reader to consider: does your provider have the sufficient currency reach to meet your transfer needs?

To provide our perspective: we have been a specialist provider of cross-border payments since 1986. In that time we have built up an impressive customer base that now includes many of the world's leading transaction banks, who use our expertise in the developing world to complement their own coverage in more developed markets. With the globalisation of trade, we are witnessing explosive growth in the number of payments from the developed world to emerging markets. At the same time, governments, regulators and commercial actors increasingly favour payments being executed in local currency and discourage the use of Dollars to settle local obligations (in non-Dollar countries).

So how can we help address these various challenges? Well firstly, unlike many other providers in the cross-border space, we run our own network of local correspondent banks across the world. Instead of relying on one or two global banks, we actually transact in the local target market of the intended payment, engaging local banks, a specialist in that market, in order to secure a fixed, low cost – as all payments travel across local clearing mechanisms,



rather than arriving at cross-border guaranteed delivery times. It is also true that having a local partner in the target market reduces the complexity and layers of any investigation into failed payments, significantly reducing investigation timelines. Our team quotes an upfront, fixed cost (in the form of an FX rate, with an agreed spread) for the transaction at hand, guaranteeing both that the payment will arrive whole with no charges or lifting fees deducted, and the delivery date of the local funds. By interacting solely with local banks, we are able to ensure highly competitive exchange rates.

All of this is supplied upfront in a transparent manner, putting the ordering customer in control of its costs and helping avoid the problem of payments arriving to the beneficiary with a shortfall, requiring complicated reconciliations and resending of funds. Further, this enables suppliers to bill in their home currency, removing the need for the conversion-risk premium so often inherent in USD billing and allowing for more transparent crossborder pricing of goods and services.

Due to the large numbers of transactions that StoneX handles on behalf of the global banks, we have achieved economies of scale in many of the developing markets that is hard to replicate. This helps explain why many of the world's largest banks have concluded that it is preferable to use our payments services for the developing world, as opposed to running a higher cost service themselves.

Further, after a significant investment in technology, our team is able to offer a highly simplified process to companies, offering auto-pricing of FX transactions, validation of payment instructions and straight-through-processing at the click of a button in 140 currencies.

As a case study, we work with a leading global insurance group that needs to make multiple local currency payments all over the world. This company makes over 3000 cross-border payments in 52 currency pairs on a monthly basis to locations where they do not hold a local currency account themselves. They are able to upload these payments in one file directly into our pricing and payments system, FXecute®. The system auto-prices the FX deals, validates the instructions and notifies the ordering customer once when the transaction settles. Our software receives the instruction and makes the payment directly to the ultimate beneficiary, saving the ordering customer the time and expense of running their own local currency accounts in developing markets, without suffering any loss of certainty or transparency in the process.

With access to this technology, coupled with an extensive network of over 300+ local banks across the world, companies are able to engage in cross-border business to anywhere in the world, making local currency payments almost as simply as domestic payments in their own markets, for a known, guaranteed cost. Global commerce has never been so easy. All you need to do now is decide where you want to do business next!

FOR MORE INFORMATION, CONTACT US AT:

Niels van Duinen, FX Sales | Niels.vanDuinen@stonex.com | +44 20 3580 6000 www.stonex.com

Foreword

Dear reader,

We are proud to present to you the NABC magazine 2021. 2020 has been a challenging year for all of us. Although the coronavirus has had a tremendous impact on the entire world, African countries have seen a relatively low number of cases and casualties due to various reasons, one being the early lockdown of African countries. While this measure kept the number of Covid-19 cases relatively low, it did negatively impact the key value chains on the continent with rising food insecurity, falling commodity prices, and deteriorating government coffers as a result. An unfortunate turn of events for a continent that up until the Covid-19 pandemic, has made rapid progress as the region with the most promising future.

On the other hand, we also saw that Africa remained committed to pursue economic growth, increase trade with neighboring countries with an aim to move forward in the world. Africa is not the same as Africa 20 years ago. The continent's private sector is more innovative and dynamic than ever before, with its youth better educated and highly ambitious to become members of the globalised world.

Covid-19 has shifted the mindset of certain companies in Europe, that decided to focus more on domestic and nearby markets. A few NABC members unfortunately did not survive the pandemic. However, the core of our member base did stay intact, and has remained confident that doing business with Africa will be profitable and beneficial for both sides in the long run.

In this magazine, we look at the importance of cooperation when it comes to getting out of the corona-crisis. We can only do it when we work together in partnership of equals and beneficial for the Netherlands as well as for Africa. I am pleased to

announce that we have received parliamentary support for the ambitious plan of action called '15 Consortia for 15 African Focus Countries' (the 15/15 action plan) that we wrote together with our partners of the Dutch private sector. You can read more about that in this magazine.

NABC will kick off 2021 with a new Managing Director and 3 new members in our Supervisory Board. Peter de Ruiter has decided to step down as Managing Director, but will remain connected to NABC as Executive Advisor. I would like to thank Peter for his hard work and his commitment to showcase Africa's potential. Under his leadership NABC made big steps in delivering on its mission. I am honoured, proud, and thrilled with the opportunity to succeed Peter de Ruiter per January 1st, 2021.

I am looking forward to starting this exciting journey with the amazing NABC team, our members, and our partners and stakeholders in the Netherlands, Europe and Africa. 2021 is the year in which NABC celebrates having been operational for 75 years, which demonstrates that already in the 1940's we saw Africa's potential. We saw it then and we still see it now. NABC is ready for the coming 75 years. Have a great read!

Rosmarijn Fens, Managing Director

FFORDABLE AND



COLOPHON

Editor in Chief

Arne Doornebal

Stories

Amby Lusekelo, Oluwaseyi Salami, Arne Doornebal.

Translations

Djamila Benabdallah

Proof reading

Thomas Pieke, Guna Alvika, Myrthe van der Gaast. Rosmarijn Fens, Marina Diboma

Layout

Koen Verbeek www.studiokoenverbeek.nl

Advertisements

info@nabc.nl

Image Credits

Jan-Joseph Stok, Hans de Vries, Ruben May

Cover

The Britam tower in Nairobi. Photo: Peter Ndung'u

Printing

Drukwerkconsultancy Tel: +31 (0)30 273 1124 info@drukwerkconsultancy.nl

Contact

NARC

Prinses Beatrixlaan 582 2595 BM Den Haag T: +31 (0)70 304 3618 E-mail: info@nabc.nl www.nabc.nl

NABC Magazine

is a publication by the Netherlands-African **Business Council**





Content

- 5 About NARC
- Focus Countries and activities in 2020
- NABC's services
- 9 Sector-Specific Approach
- 12 KP Van der Mandele: The visionary man behind NABC
- 14 NABC at 75: Same objectives, new methods
- 16 Positivism about Africa's steel production
- 18 "It is time we Africans tell the African story"
- 2.0 Realising farmers' dreams in Nigeria
- 22 **Dutch state guarantees Dutch exports**
- 24 Tanzania: Focus on poultry for economic growth
- 26 NABC members increase cooperation
- 28 Afriwise wins Doing Business in Africa Award
- 30 List of all NABC Members
- 34 The NABC team and supervisory board

Follow NABC





@Netherlands-African Business Council (NABC)



∑@ZakendoenAfrika



YouTube @Netherlands African **Business Council (NABC)**



About NABC

NABC is the leading organisation for trade and investment facilitation for Africa based in the Netherlands. We strongly believe that the private sector has a crucial role to play towards an Africa that is economically thriving and globally competitive in trade and investment. NABC's purpose is to inform, inspire, catalyse, and connect businesses with Africa's opportunities.

NABC's Key Activities are:

Strategic Programmes

Member Support

(Virtual) Trade Missions

(Online) Events



15 Consortia for 15 African Focus Countries

The Dutch parliament discussed and endorsed the action plan '15 Consortia for 15 African Focus Countries' on December 8th, 2020, urging the Ministry of Foreign Affairs to support the 15/15 plan of action. While the world was going through the coronavirus pandemic in 2020 and a lot of our regular activities came to a stand-still, our three 'impact clusters' continued operations relatively smoothly. Under these strategic programmes, groups of Dutch companies join hands and cooperate, rather than compete, while entering a new market in an African country.

This led to the ambition to set up one of such consortia in each of the 15 focus countries that have been chosen by a group of Dutch Private Sector organisations, including VNO-NCW/MKB Nederland, FMO, NLinBusiness, DECP, PUM and NABC, in our joint Africa Strategy. The plan '15 Consortia for 15 African Focus Countries' has been endorsed by these partners and will be a key priority for NABC over the coming years. It is our ambition to engage 100 Dutch companies and 100 African companies in these long-term consortia, all based on the fundaments of equality and a fair level playing field. Business with impact: beneficial for the Netherlands as well as for Africa. The 15/15 action plan is a joint effort; we do not expect NABC to have the lead in all 15 consortia. We greatly encourage cooperation with our stakeholders and organisations involved in promoting trade and investment between the Netherlands and Africa.

Curious how such a consortium operates? You can read more about our programmes in Nigeria and Tanzania further on in this magazine.

NABC in numbers

12 Staff members in the Netherlands 250 Member companies

9 Staff members in Africa 4.000 European Companies in the EBCAM Network

7.000 Business contacts in Africa

New trucks for the construction & mining industry / humanitarian organizations



Worldwide export of new trucks, trailers, buses, ambulances, 4x4's, parts & tires. Global maintenance and technical trainings on site. ISO-certified. Immediately available from own stock, ready-to-go! Quality. Reliability. Availability.

pktrucks.com

Graanweg 2, Moerdijk, The Netherlands, Tel.+31-(0)168-382032 info@pktrucks.com - www.pktrucks.com





CHALLENGE US AND TRY OUR QUALITY AND SERVICE!

SIMONIS FERTILIZERS B.V.

For decades now, we are the high-end producer and exporter of a wide variety of high-quality fertilizers suitable for agriculture, horticulture and floriculture. We supply:



Organic Fertilizers





NPK, PK and NP Compound Granules

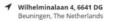
NPK Soluble Powders

Controlled Release Fertilizers

Micro-Nutrients

Liquid Fertilizers

And Tailor-made solutions





HIGH QUALITY (SPECIALTY) FERTILIZER
FOR OPTIMUM CROP GROWTH

Focus Countries and activities in 2020



NABC's services

You can connect with the NABC community of Africa-focused entrepreneurs and other Africa-minded people during our online and offline events. In 2021 we hope that we can once again welcome you at one of our physical events as well as return to organising trade missions, an activity that we have carried out throughout our history.

Member Events

We traditionally kick off the new year together with our members during our New Year's Reception, organised together with Partner Strategic Heineken. Towards the end of every year we normally organise a matchmaking event, whereby NABC members can connect with African ambassadors from The Hague and Brussels during a high-level dinner at the Rabobank Headquarters.

Digital Events

NABC adapted to the new realities of 2020 rapidly. During the year, we organised over 20 webinars. Most of them focused on the focus countries and other countries where NABC is active, while we also organised a virtual 'Africa Business Club', about managing currency risks.

Africa Works!

Africa Works! is the leading event in the Benelux about Doing Business in Africa. It is held every two years, most recently in 2019 under the theme 'Future African Cities.' We welcomed Ahmed Aboutaleb, the Mayor of Rotterdam, as a keynote speaker. Also the Dutch Special Envoy for Water, Henk Ovink, shared his vision on climate resilient cities. And we heard from Samuel Alemayehu, the founder of the Reppie Waste-to-Energy Plant in Ethiopia. Earlier editions of Africa Works! were graced by keynote speakers such as Queen Maxima, Lilianne Ploumen, then Minister of Foreign Trade and Development and Amine Bouabid, CEO of the Bank of Africa.



Trade Missions

NABC is an expert organiser of trade missions to and from African countries. Trade missions are an important instrument for internationally oriented businesses to establish relevant networks abroad. NABC works with many parties, including the Dutch Government and Dutch Embassies in Africa, African Embassies, local Chambers of Commerce, sector organisations and local consultants to ensure you get the most out of your

trade mission. In 2020, we organised our first-ever digital trade mission. Over 25 importers of fruits engaged in more than 130 B2B meetings with potential suppliers in Ghana and Côte d'Ivoire.

FAB Forum

Our Francophone Africa Business (FAB) Forum sets the scene for business in Francophone Africa. The FAB Forum, held for the 5th time in 2019, brought together once again more than 80 high-level delegates from Francophone Africa to the Netherlands. The event offered unparalleled matchmaking and a unique opportunity to the African entrepreneurs to learn and build upon Dutch expertise.

Africa Insights Desk

Are you looking for a reliable business partner in Africa or are you interested in market research? Then NABC's Africa Insights Desk can help you. We have helped clients ranging from SME's to multinationals to further develop their strategies for doing business in Africa and we have organised customised trade missions. For more information and our track record, please visit www.nabc.nl/doing-business-in-africa/insights/

Digital Africa Business Days

Our first-ever virtual conference, the Digital Africa Business Days, took place on December 15th and 16th, 2020. The Digital Africa Business Days were organised in close cooperation with the government of the Kingdom of the Netherlands, through the Ministry of Foreign Affairs and the Netherlands Enterprise Agency, RVO, and was supported by our partners in the Africa Strategy for the Dutch private sector. This first of its kind event attracted no less than 800 participants and had over 20 knowledge sessions and 8 Roundtables featuring a total of more than 100 speakers. We incorporated the Doing Business in Africa Award and a total of 32 Dutch and African Embassies participated in the matchmaking sessions on the second day. The days started and ended with a live talk show, which can still be watched via the NABC YouTube Channel.



Sector-Specific Approach



Increasing spices import from Madagascar and Tanzania

Madagascar and Tanzania are known for producing spices that include cloves, cinnamon, ginger, cardamom and vanilla. NABC's New Origins Sustainable Spices (NOSS) aims to develop these origins within these countries through the transfer of knowledge and expertise. Dutch companies group together and jointly visit production farms in the two countries, advise the local companies on farming techniques, improve quality standards and output requirements. The local team of the NOSS programme collects information from the field, gives trainings to local farmers, has an open dialogue with local governmental institutions and raises awareness regarding organic and innovative farming.

In today's highly competitive world, business success for Dutch companies in Africa can only be achieved by working together in partnership of equals. Examples of our Sector Specific Approach include the Dutch round table Oil & Gas for Africa and the following programmes:

Dutch Africa Poultry Platform

A platform exploring business and market entry opportunities for the Dutch Poultry Sector in Africa. The focus of the Platform is to bring the integrated Dutch value proposition in the poultry industry to new African markets. An integrated approach increases the chances of success whilst reducing each individual company's risk exposure. The DAPP meets on a quarterly basis.

We also carry out programmes in Nigeria, described in-depth on page 18 of this magazine, and in Tanzania - see page 23. Impact Clusters are partly subsidised by the Dutch government and partly by the companies that participate.

MATCH: Linking African talents to job opportunities in Europe

MATCH is a 3-year project that aims to address labour market shortages in four EU member states: Belgium, Italy, Luxembourg, and the Netherlands. The project promotes existing legal pathways to enable talents from Nigeria and Senegal to work for a period of 1-2 years for companies where specific sectorial labour shortages have been identified - primarily the ICT, technology and digitalisation sectors. In addition to tackling labour shortages in Europe, the African talents will, through their temporary work placement, have the opportunity to upscale their skills in Europe and increase their employability upon return to their home countries. NABC is responsible for implementing this programme in the Netherlands, International together with the Organization for Migration (IOM).













Ensure health compliance of travelers

SGS CAN ORGANIZE PCR AND ANTIGEN TESTS AND THROUGH OUR PARTNERSHIP WITH THE AOK PASS MOBILE APP, ACCESS OF RESULTS IS FACILITATED.

Read more about this partnership.



Or contact us for more information. Scan QR code for our email-address





SGS IS THE WORLD'S LEADING INSPECTION, VERIFICATION, TESTING AND CERTIFICATION COMPANY





The visionary man behind NABC

A remarkable banker from Rotterdam is the founding father of the NABC. Karel Paul van der Mandele established the **Africa Institute**.

'No words, but deeds' is the slogan of the port city of Rotterdam. This was certainly the motto of Karel Paul van der Mandele. "Van der Mandele had an incredibly entrepreneurial spirit and he was convinced of the importance of international cooperation," said Mr. Hans Horsting, a former employee of Rotterdam's Chamber of Commerce that was at the time led by Van der Mandele. "I joined the Chamber of Commerce in 1963, which was a very powerful institution at the time," recalled Mr. Horsting, who is now retired.

"When Mr. Van der Mandele said that something needed to be done, it actually happened," mused Mr. Horsting during a telephone interview. "There was a culture of getting things done without a lot of bureaucracy around it."



The focus of the Africa Institute was on commerce

Mr. Horsting recalls how influential Mr. van der Mandele, born in 1880, was. The man had undergone a specialised education to work for the Dutch authorities in the Dutch East Indies colonies but decided to change his career to become a banker. "One of the most famous stories about Karel Paul is that during the war, when Rotterdam was heavily bombarded by Nazi-Germany in 1940, he took the initiative to get Rotterdam back up on its feet."

Just three days after the bombardment, which demolished Rotterdam's historic city centre, claimed hundreds of lives, and led to the Dutch capitulation to Nazi-Germany, "Karel Paul invited the Mayor, and other Rotterdam notables, for a meeting at his home. Plans for the reconstruction were drawn immediately. And, somewhat controversial at that time, Van der Mandele was convinced that in the post-war era, trade relations with Germany would have to be established as quickly as possible," said Mr. Horsting.

Promoting international trade

This is where Karel Paul's internationally oriented spirit comes to light. The banker set up a string of institutions to promote trade with the United States, Canada, and the Soviet Union. But the very first institution he founded was the Africa Institute. He launched it in Rotterdam on April 30th, 1945; a mere five days before the allied forces liberated the Netherlands from Nazi-Germany. It would go down in history as a historic date, since Nazi-leader Adolf Hitler committed suicide on that day. While the majority of the Netherlands was looking forward to the imminent liberation, Mr. Van der Mandele was already looking towards reconstruction and what awaited in the future. It took until 1946 before the Africa Institute started operations and we, therefore, recognise 2021 as the year in which we celebrate NABC's 75th birthday.

The focus of the Africa Institute was on commerce. A department responsible for research was set up in 1947 and was based in Leiden. It became known as the 'Study Centre of the Africa Institute' and exists up to today under the name ASCL (African Studies Centre Leiden). According to the book 'Rotterdam and Mr. KP van der Mandele,' published by Rotterdam's Chamber of Commerce in 1979, the reason behind Karel Paul's drive to set up the Africa Institute was as follows: "In the period of 1940 to 1945 (the Dutch occupation by Nazi-Germany), Rotterdam increasingly started believing that foreign trade should be stimulated. I think the



Mr. Van der Mandele welcomes Haile Selassie, the Emperor of Ethiopia, to Rotterdam in 1954. Queen Juliana is pictured on the right. Left: Mr. Van der Mandele during a visit to the Dutch East-Indies.

interests of our country would not only lie in the Dutch-Indies anymore. Africa was still unknown territory." Later, the author wrote "the goal was to study far-away countries and to stimulate economic and cultural ties with those countries. We have to pull hard to get the Netherlands out of the swamp. Holland urgently needs to earn money and needs to save money in order to get its economy back to the level where it was before the war."

Rotterdam kept its word. The port of Rotterdam quickly grew into one of the largest seaports in the world. In 1950, Karel Paul van der Mandele took part in a 17-day trade mission to South Africa, bringing along a group of companies, including three of them that exist up to today: Shell, Philips, and Unilever. Later on, the Africa Institute was rebranded and became the Netherlands-African Business Council (NABC).

Mr. Karel Paul van der Mandele died in 1975 at the respectable age of 95.

NABC at 75:

Same objectives,

Highlighting the opportunities that Africa has to offer rather than focusing on problems has been the mandate of the Netherlands-African Business Council since its inception in 1946. This hasn't changed, but the methods have. **Three former NABC officials look back.**

The first time Tom de Man visited an African country was in 1979, when his employer, Heineken, assigned him to work in Abba, Nigeria, as Brewery Manager. "Having just come from Singapore, there could hardly have been a larger difference between the places," Mr. de Man, now retired, said. "At that time Heineken was already very active in Nigeria and had built breweries throughout the country."

Shortwave radio was the only method of long distance communication. "So we would communicate to our office in Lagos. One had to say: 'Lagos, Lagos, do you read me?' Then you had to wait to see if the call would be answered." Mr. de Man noticed there were a lot of business opportunities for his company. "The demand for beer was enormous. We employed a total of 700 people in Abba at that time." Although Mr. de Man was transferred after two years, his enthusiasm for the African continent never faltered. "Later on, I became Production Director for all Heineken operations worldwide."

The activities of the brewer fit in a much longer history, Mr. de Man explained. "Right after World War II, Dutch/British company Unilever picked up on selling goods in West-Africa through the United Africa Company (UAC). Heineken became a shareholder of the UAC and was therefore able to make use of the UAC's sales and distribution infrastructure, with depots throughout Nigeria. Other large Dutch industrial companies like Shell, Friesland Campina, and Philips also became active in Nigeria," he recalled.

Modern-day NABC takes shape

The NABC, originally named the Africa Institute, has traditionally focused on organising trade missions. "But this was later coupled with organising business-to-business events in the Netherlands, aimed at creating enthusiasm for doing business with Africa," explained Jan Bernhard Nolst Trenité, who was the Chairman of the NABC board throughout the nineties.

Mr. Nolst Trenité was at that time not only in charge of the NABC, he was also the Honorary Consul for Ghana. "Ghana didn't have an embassy in The Hague yet so in our honorary consulate we handled embassy matters such as visas," recalled Mr. Nolst Trenité.



Above: Participants of the FAB Forum 2019. Photo: Ruben May. Right: The EU-Ethiopia Business Forum in Brussels, May 2019. Mr. Dougie Brew (Unilever) and Mr. Melaku Ezezew, President of the Ethiopian Chamber of Commerce and Sector Associations.





new methods



Above: President Filipe Nyusi of Mozambique during an NABC Business forum. (Photo: Jan-Joseph Stok) Far left: an incoming trade missions visits Heerema MC. Left: Queen Maxima of the Netherlands visits Africa Works! 2014 and is welcomed by Ton Dietz of the ASCL.

"We started organising an annual dinner for the African ambassadors accredited to the Netherlands, which became highly popular," said Mr. Nolst Trenité. "Our organisation, which had only one full-time staff member, would organise an average of five or six trade missions per year."

Afro-optimism in the new millennium

A shift came in the early 2000's, when an interest in Africa was on the rise among entrepreneurs. Ben Zwinkels was a Senior Manager at the Dutch Development Bank - FMO at that time. "We felt there was good momentum to expand the NABC," recalled Mr. Zwinkels, who is now retired. Together with Tom de Man of Heineken, they joined the NABC's Supervisory Board, while the organisation steadily grew its number of employees.

"We increased our efforts to put Africa higher on the agenda in the minds of the Dutch corporates," Mr. Zwinkels recalled. "We would drive around the country and meet with business people and multinationals, holding presentations and inviting them to become active NABC members."

The same mood was taking hold at Heineken, according to Tom de Man, who became Regional President at the company's Africa department in the same period. "For us the 1990's had been really bleak, since the situation in Nigeria and DR Congo, where we were most active, was very turbulent back then. But after 2000 there was renewed hope for a more stable future. So we decided to invest in the continent in a substantial way. Specific attention has been given to local sourcing, which was a win-win situation. It increased local employment

and for Heineken it meant we could save on foreign exchange."

This is where a renewed involvement in NABC came in handy. Mr. de Man: "For us it is very clear that when the economic situation in Africa is good, it is positive for Heineken. Therefore, we have always supported NABC. If the private sector in Africa grows, if investment grows and more people get jobs, they will become consumers. So any positive economic activity in Africa is therefore supported by Heineken."

Since the early 2000's the NABC steadily grew to an organisation that employed 14 people at the headquarters in The Hague, with an additional 4 people employed at our project offices in Nigeria and Tanzania in January 2020. The involvement in long-term projects, whereby consortias of companies jointly enter African markets over a longer period of time, proved to be working well especially in light of the coronavirus pandemic that locked down most of the world. Our project offices in Nigeria and Tanzania could continue to operate and introduce Dutch seeds, biological crop protection and expertise there.

2020 saw a remarkable shift to becoming a truly African organisation. While the number of staff at our headquarters in The Hague reduced to 12, the number of staff members involved in Tanzania and Nigeria grew to 9. Even for the NABC, the future may be African.



A brand-new malt house started operations in Ethiopia in December 2020, fulfilling a long-time wish to use more local ingredients for beer breweries. The malt house is owned by the Belgian/French multinational Boortmalt. However, it was up to the NABC member, Remco International, to construct the steel structure, roofing, walls, and conveyor bridges.

"This new malt house, located some 130 km from capital Addis Ababa in Debre Birhan, can produce up to 60.000 tons of malt per year," said Jurgen van der Weide, the General Manager of Boortmalt's plant. "This gives the opportunity to the beer breweries in Ethiopia to source all barley needed for beer production from Ethiopia, rather than having to import it," Mr. Van der Weide said.

Ethiopia's beer market has accumulated a lot of interest from Dutch companies. For instance, there is a large presence of the NABC's strategic partner Heineken in the country and the famous Habesha beer is a joint venture that includes Dutch brewer Bavaria. "Producing barley locally is an important milestone for Ethiopia," explained Kassahun Minalu, an Ethiopian engineer who studied Civil Engineering in the Netherlands and who played an important role in implementing the new plant on behalf of Remco International. "With this new malt house, the breweries can use their earnings in the Ethiopian currency to buy the ingredients locally. This reduces their need for foreign exchange, which is of short supply in the country," explained Mr. Minalu. "The new malting plant also has a positive impact on the local barley producing farms, in increasing their productivity and controlling their product value better." Mr. Minalu understands both the Ethiopian context and the wishes of the Dutch construction company Remco International and has, therefore, been in a good position to get this project off the ground. According to Erik van den Hurk, Export Manager at Remco International, working with a local agent in the Ethiopian market has had many benefits. "By working with a local agent, there is no need to set up your own legal entity for a project

Multinationals have Ethiopia high on the radar Kassahun Minalu, Engineer

but you do have the local expertise and you can handle issues needing to be addressed quicker. Certainly, while doing business in times of Covid-19, we saw it is not as easy as before to fly someone in from the Netherlands." However, with Africa on the rise, how come foreign companies are still so instrumental in building factories on the ground? Mr. Minalu explained that "currently there are a lot of high-rise buildings under construction in Addis Ababa. You can see them sometimes 30 to 40 meters high, but still the scaffolding is made out of wood. Safety standards for construction workers, as well as the quality requirements in general, are still not the same as in Europe. On the other hand, things are improving. For the construction of the malt house, for instance, most of the construction workers were Ethiopians."

Increasing skills of local constructors

Mr. Van den Hurk agrees. "We used less European supervisors for this project than we did while working on a giant beer brewery in Ethiopia earlier on. We see an improvement in the quality of the constructors." Putting his job into a historical context, Mr. Van den Hurk is upbeat about the developments in the local African steel market. "Remco International has been existing for almost 50 years. I remember when we first started operations in Eastern Europe thirty years ago, no steel was produced there and everything was imported from Western Europe. But when demand was rising, high-quality local steel production picked up. Now, some of the steel that we used for the Boortmalt plant actually comes from Eastern Europe. When Africa's development continues at this pace and demand for high-quality steel remains high, opportunities for local steel production will increase and I am sure someone will grab that opportunity."

Until then, importing remains the method of choice. Remco International shipped 33 containers (40 feet)

to Ethiopia in order to have all required materials on-site. Mr. Van der Weide of Boortmalt added: "We are very satisfied with the quality of the plant that has been delivered by Remco International. We know that the beer market in Ethiopia can grow very quickly so in the designs we made provisions for a possible doubling of the production to 120.000 tonnes per year."

This is not unrealistic, according to Mr. Minalu, Remco's agent in Ethiopia. "Look at the Heineken factory that was built in 2014. They started extending it two years later and a second extension was completed in 2019. Ethiopia 110 million inhabitants has and beer has proven to be very popular, despite the recent ban on advertising alcoholic beverages." Kassuhan Minalu is not only positive about the market for beer, but sees opportunities in other sectors as well. "If our country can overcome the current political challenges and alleviate foreign currency shortage then there is a bright future ahead. I see opportunities in the automotive industry, agro-processing, moving consumer goods, you name it. Multinationals have Ethiopia high on the radar."





The call for African voices to be heard telling their own stories is growing louder.

Caroline Kamya is a Ugandan/British film director, and the founder of CeeKay films. She is on a mission: "Tell the story about where I come from."

A day after our interview with Kamya (46), she sent a link to an article in the Guardian which announced that British NGO Comic Relief will stop sending well-paid TV-stars to African countries as a way to raise funds. The story touches on the main topic Kamya is passionate about: how does Africa tend to be portrayed in the West? And to what extent is the image people in Europe have about Africa distorted by NGOs (Non-Governmental Organisations) which tend to focus solely on negative news in order to raise more funds?

Kamya: "I have been living in the UK and in the Netherlands more than half of my life, and I always felt frustrated not being able to tell the story about where I come from: Uganda. Previously I had a TV-production company in Uganda but now I operate globally, with a team in Uganda and a team in Amsterdam. For the





moment, we focus on film productions in Uganda, Tanzania, and Kenya. We focus on both creative work like documentaries, as well as paid assignments for organisations and companies."

Hire an African photographer

Another phenomenon that has been a thorn in the side of many content creators in Africa is that aid organisations still regularly send in foreign photographers or film makers, overlooking the enormous potential of talents that are available in nearly every capital in Africa. "Often, they do not know how to find the talented creators in Africa," Kamya explains. "Or they prefer to work with the same people they already know. CeeKay films not only produces documentaries and on-assignment video productions, but we have also set up a platform called I am Nativ, which can be joined by freelance creators from Africa. This includes videographers, photographers, experts in design and online marketing, video editors and so on. Clients in the West can subscribe to our platform in order to find a talented freelancer."

Kamya sees enormous potential in this service. "We can link the demand for content from Africa and African expertise to the people who create this," she says, indicating that in the current digital world there exists an ever-growing market for visual storytelling. With the rise of social media giants such as TikTok and Instagram, demand is expected to rise even further.

Kamya stresses that NGOs using pessimistic imagery in their reporting on Africa continues to be a problem, with British NGO Save the Children being notorious for using images such as those portraying starving African children. Thankfully, these NGOs are coming under increasing criticism for doing so, and Kamya believes that a shift in mindset is imminent. "We shot a promotional video for an NGO in the Kibera area of Nairobi in the beginning of 2020 and there we managed to portray the people in a positive way", she said. "I believe the future of storytelling about Africa is up to us, Africans."

You can sign up on <u>www.iamnativ.com</u> as a Global Buyer or as a Creative in Africa. See also: <u>www.ceekayfilms.com</u>



Shooting videos in different locations in East-Africa.

Realising farmers' dreams

hybrid seeds and higher yields in Nigeria



Nigeria, Africa's largest economy, is importing tomatoes at a rate of **360** million US dollars per year. But local tomato growers advocate for more production in Nigeria. A group of farmers started a cooperation with five Dutch seed companies and a biological crop protection company, resulting in an impressive hike in local production.

When Tosin Oyewande first heard about the Seeds for Change programme, the farmer from the Nigerian capital city of Abuja was immediately enthusiastic. "For many years, we have been growing tomatoes at my company Blaid Farms," said Mr. Oyewande. "We have two hectares of greenhouses and we grow another two hectares in the open field. But production was always very low. We harvested only two tonnes of tomatoes per hectare." Realising that his production could be improved, he gladly participated in the Seeds for Change (S4C) programme, which brings together Dutch seed companies Bakker Brothers, East-West Seed, Enza Zaden, Rijk Zwaan, Syngenta and a biological crop protection company, Koppert Biological Systems.

Soon after, Mr. Oyewande invested in hybrid seeds by purchasing high-quality seeds from the participating Dutch companies in the programme. "We are in the middle of the harvest season, so I cannot yet give the exact results. But it is already very clear that our yield will be much higher than last year," he stated.

In Kano, in the north of Nigeria where the climate is much dryer and warmer than in the south of the country, large groups of farmers are experimenting with hybrid seeds. This is where S4C, funded by the Dutch government, started operations in the beginning of 2019. S4C aims to promote improved inputs by way of demonstrations and knowledge transfer to farmers. So far, over 600 farmers and 30 field extension agents have been trained.

22-Year-old farmer, Yusuf Unuwa is managing a family business that grows several different crops, including cucumber, garden egg, watermelon, pepper, and tomato. "I am really impressed by the outcomes of the hybrid seeds," Mr. Unawa said. "Before, we used to have issues with pests, because tomatoes are prone to being attacked by diseases. But now I use an integrated









pest management approach, which has helped me to overcome these challenges."

Especially the Tuta Absoluta, a tiny but aggressive moth species that eats away both the leaves and the actual tomato, has been a real plague in recent years. In 2016, they caused a loss of up to 80 percent of Nigeria's tomato harvest. 'Tuta Aboluta traps', supplied by specialist Koppert, can catch the insects before they have the chance to spread.

Working hand in hand with farmers

"S4C creates a win-win situation. Knowledge transfer to farmers and on-farm demonstrations enable farmers to increase their yields. They generate more income, that can also be spent on purchasing inputs. Next to seeing the performance of hybrid seeds, farmers receive the knowhow and capacity building on how to utilise these improved varieties. And the Dutch companies see an entirely new market develop," Mr. Kabir Ademoh, Coordinator of S4C, explained.

"The percentage of companies that used hybrid seeds before S4C was launched, did not exceed 2 percent," explained Saifullahi Yusuf Indabawa, the Kano Sales

Seeing is believing Saifullahi Yusuf Indabawa, Rijk Zwaan

Representative of Rijk Zwaan. "Since S4C started, we have seen an increase in popularity." However, a change in farming practices does not happen overnight. "It is important to give good guidance to the farmers. We make sure we are close to the farmers, sow with them and show them how it is done. Farmers will only believe us when they see the results with their own eyes," Mr. Saifullahi explained.

Saifullahi explained the business case behind it: "By setting up the demonstrations on existing farms, everybody can come and see with their own eyes that these hybrid seeds give better yields. It took time to convince the farmers, because they have been deceived in the past by NGO's and other people promising them all kinds of things. I am certain we will see the use of hybrid seeds and good farming practices increase in Kano."

When Seeds for Change started, none of the six participating Dutch companies had a local representative in the North of Nigeria. Now almost all of them work with a Nigerian employee who represents them the Northern horticultural production region of Africa's most populous nation. The results halfway the 3-year S4C's programme have been satisfactory, according to Mr. Ademoh: "This strengthens our belief that cooperation between several companies is a good approach: precompetitive cooperation to support local sector development."

Presently in Kano, young farmers are looking at the future with confidence. "It really is a farmers' dream to see my crops doing well, and getting more than expected in terms of profit," Yusuf Onuwa concluded.

Dutch state guarantees Dutch exports



Independent Energy exported solar systems to Nigeria and Somalia

Export credit insurance enables you to do business safely. Atradius Dutch State Business (Atradius DSB) is the official export credit insurer in the Netherlands and a long-time NABC member. Atradius DSB works on behalf of the Dutch state to provide exporters of capital goods, international operating construction companies, banks and investors with a wide range of insurances, guarantees and even financing for business abroad. Examples of these transactions include supply of machinery, ships, and greenhouses.

Trade covered by export credit insurance has several advantages for the local buyer, the Dutch exporter, and the financing banks involved. The local buyer can benefit from longer repayment terms and lower interest rates because the insurance is backed by a guarantee from the Dutch state. This enhances the exporter's competitive position. Furthermore, there are options for pre-financing during the production phase. And the banks can benefit from lower capital requirements and lower financing costs.

Atradius DSB's support means that a lot of Dutch exporters can do business in Africa with limited risk. There have been some excellent examples over the past few years, varying from machinery in the Agri-Food sector and greenhouses to renewable energy projects. Some of these transactions could never have taken place without the availability of export credit insurance.

Greenhouses in Côte d'Ivoire

Green 2000 B.V. recently started a major turnkey project in Côte d'Ivoire to develop four Agricultural Services and Training Centres (ASTCs). Several Dutch exporters are the main suppliers for these large-scale projects in four different regions of Côte d'Ivoire. They not only supply the materials for greenhouses and poultry farms, but they also share their expertise and

know-how during the construction phase. The value of the entire project is Euro 100 MLN. Insurance for such a large-scale transaction is indispensable.

NABC member Independent Energy has exported off-grid solar systems to Nigeria and Somalia. It sells complete power packs containing everything required to set up a stand-alone power supply for small businesses or even schools. These packs include photovoltaic panels and batteries as well as the inverter, battery charger and monitor, all protected in a small cabinet. The Dutch banks were reluctant to finance these deals, however, collaboration with Atradius DSB enabled Independent Energy to offer extended payment terms and benefit from guaranteed payments.

Cooking stoves

Mimi Moto has developed a small cooking stove. Using bio-pellets from agricultural waste, it is designed to be cleaner, safer, and healthier than cooking on an open fire. Mimi Moto, working together with a local bio-pellets producer, has exported 6.600 of these stoves to Zambia. Exporting the stoves on that scale was possible only because Atradius DSB enabled Mimi Moto to offer its buyer financing for two years.

These examples show how Atradius DSB supports Dutch exporters and their customers in African countries.

If you are a manufacturer in the Netherlands thinking of exporting, or an African entrepreneur wanting to buy from a Dutch supplier, do not hesitate to contact Atradius DSB.

For more information, email: info.dsb@atradius.com

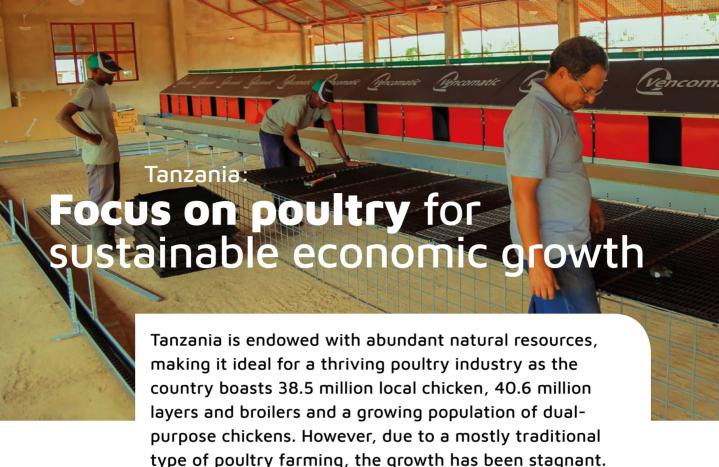




Above: Installation of solar panels in Nigeria. Left: An Agricultural Services and Training Center.



Left: A woman using the cooking stove that was developed by Mimi Moto.



NABC's Kukua na Kuku programme aims to change that.

"I saw a lot of potential in poultry, and that is why I began poultry farming," said Margret Matekere, a retiree living in the outskirts of Dar es Salaam. "What I realised after doing small scale poultry farming was that there is a need for proper training of poultry keeping if one wants to be successful in the industry," continued Ms. Matekere. She has been farming for over 10 years, having started with 500 chicks and now taking care of around 3000 chicks.

In the coming years, growth in the demand for meat in East Africa will stem mostly from income and population growth, whereas beef will account for the bulk of additional consumption in the region, followed by poultry. When Tanzania's per capita consumption of poultry meat will double to 3.66 kg by 2050, as currently predicted, and when eggs per capita consumption will grow from 106 to 212, Tanzania will need to produce 553 million chickens and 27.35 billion eggs per year, in order to keep up with the demand.

While being responsive to this growth, the Tanzanian government and the private sector should look into addressing the type of poultry farming that is currently being employed. In addition, there needs to be a direct challenge to consumers' attitude towards chicken meat. For instance, the cultural behaviour (myths) that

prohibit some members of a family - especially women and children- from consumption of poultry and poultry products. Communication campaigns carried out in a variety of settings can help dispel these myths and raise consumption.

Setting up Kukua na Kuku

Seeing these needs, NABC developed the Kukua na Kuku Impact Cluster. Kukua na Kuku is Swahili for 'Grow with Chicken,' referring to the huge potential

> for growth in the poultry sector. Kukua na Kuku outlines its main goals as developing

sub-Saharan Africa's first practical training farm for knowledge transfer; developing an accredited curriculum for diploma and certificate courses for poultry training; capacity building and nationwide promotion of consumption of poultry products.

Kukua na Kuku brings together seven Dutch poultry companies: Hendrix Genetics, Aeres, Vencomatic Group, Impex,

Royal GD Animal Health, I Grow Chicken, and Trouw Nutrition. These companies are partnering with a local partner, the Kilacha Agriculture and Livestock Training Institute (KALTI), which is also the location of the demonstration farm.

The aim of this consortium of companies is to enhance capacity building throughout the value chain in



I am happy that my fellow Tanzanians will get practical training Joseph Sulle, Trouw Nutrition

order to improve the efficiency and quality of production and to increase the demand for poultry products. In doing so, the cluster's activities will co-create a thriving and competitive poultry sector in Tanzania. The means to accomplish this is to demonstrate their solutions and share knowledge in a training facility in Moshi, Tanzania. A training farm for both broilers and layers, both with a capacity of 2.500 birds, has been set up in cooperation with KALTI. KALTI received its first layer flock on the 9th of December 2020.

"I am happy that my fellow Tanzanians get access to the technologically advanced chicken feed that we sell, as well as the support we provide to ensuring that they reach their targets," said Joseph Sulle, who works for Trouw Nutrition, one of the Dutch companies involved. "Now with the receiving of the chicks and the demonstration farm being in operation, I'm happy that my fellow Tanzanians will be able to get actual

practical training. Better knowledge will of course lead to better yields," said Mr. Sulle.

Training of trainers

In addition to training staff to manage these farms, the cluster is providing training to veterinarians, farmers and other trainers. For this purpose, tailor-made curricula and manuals are being developed. Next to technical and farm management issues, close attention will be paid to food safety and animal health aspects.

"One of the main aspects of improving the poultry sector in Tanzania is ensuring that our people get the correct type of training required to do world-class poultry farming," said Wambura Messo, who is the Livestock Officer at the Poultry Desk at the Ministry of Livestock and Fisheries in Tanzania. "This project is beneficial, because it addresses one of our core issues.

We have to train our people to do the right type of poultry farming, so that we yield better results to meet our development goals," continued Mr. Messo.

As the hosts of the project, KALTI have been on the frontline ensuring that the project deliverables are being met. "The installation of the poultry equipment has been highly motivational to us because our staff got to participate and help in the installation process itself," said Melkiades Msimbe, the Planning Officer for KALTI. "Our students have displayed a keen interest in our programmes. So with this added specialised training course, we expect that our students will leave here ready to do poultry at an internationally acceptable standard. That won't be only beneficial for them, but also for Tanzania as a whole," continued Mr. Msimbe.

Portside and Greenshields & Partners increase cooperation

The Dutch have traditionally had the reputation of being cooperative rather than competitive. In late 2020, two of our members announced a commitment to increased cooperation over the coming years.

Portside and Greenshields & Partners plan on working together with the mission of expanding their business to the whole of Africa. In 2017, the companies met during an NABC-organized trade mission to the Africallia trade fair in Burkina Faso. In the years that followed, they spoke at length and decided to come up with a strategy that would enable them to do more business together. With this initiative, Greenshields & Partners have joined Portside's offices in the Netherlands. The two companies are about to set up a strategic development plan for the logistics sector, which is focused on West-Africa.

Portside was founded 10 years ago by Bas de Vaal. "I started with only a suitcase but now it has expanded," Mr. de Vaal said, who has since also set up a shop in Ghana. Portside is short for Port Marine and MTG (Multipurpose Terminal Ghana). The MTG is a depot for containers and tanks, and also has a warehouse. The company currently has a staff of 50 and owns 7 trucks. Portside has a ship agency unit which handles a lot of shipping for Dutch companies and some other smaller shipping lines. It mainly focuses on trucking, customs clearing and basic logistics within Ghana, as well as transit to Burkina Faso and other countries in the West-African region. The company achieved another milestone earlier this September by expanding operations to Togo, which has further opened the

door to transits from there to both Burkina Faso and Niger. In Togo, a process of setting up a depot and warehouse is ongoing.

Addie Bom started working for Greenshields & Partners in 2009. He previously lived in Guinea Bissau for 15 years, during which he had his own logistics company. He chose Guinea Bissau not only because it was adventurous, but also because of strategic interests: the country had major logistical issues to tackle. Greenshields & Partners were awarded a big contract in 2013 concerning the transportation and local delivery of 380 containers with mosquito nets in Burkina Faso, where an office was established. Business further picked up from there: in 2017, a second office was set up in Sierra Leone.

Benefits of joining forces

Both companies share a similar view on doing business in Africa, which is why they decided to increase cooperation. "Greenshields & Partners is focused on the forwarding business, while Portside specialises in logistics. Although Portside is more connected to port agencies and local intersection in ports in West-Africa, both feel there

Above: A ship in the port of Tema, Ghana.

We are both fishing in the same water but we are not catching the same fish Addie Bom, Greenshields and Partners

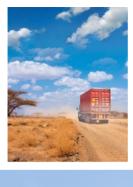
is room to cooperate. We are both fishing in the same water but we are not catching the same fish." said Mr. Bom.

"Doing business in Africa often comes down to having good relationships with people and business partners," Mr. De Vaal added. "I have always enjoyed working together with Addie. We share a passion for trucks. I believe that customers will choose people that own their equipment rather than just a desk and a computer. I think Greenshields & Partners has the same vision," Mr. De Vaal concluded.

Positive about Africa's economic recovery

With the success that both companies have achieved, it is their vision to expand to other countries for more operations as they plan to look for innovative solutions to connect different countries and ports with each other. Eventually, they aim to have all the areas in West-Africa covered so that they can do all kinds of movement from any port to another country.

Portside will continue expanding, according to owner Bas de Vaal: "Ithink we will have a few trucks running up and down from Lomé to both Burkina Faso and Niger." Addie Bom of Greenshields & Partners also stresses the importance of growth, as long as it does not go too fast: "It is important not to have too many expectations. We must be focused on slow growth and be smart. Since we are relatively small companies, we can make decisions quickly, so that is our advantage."





Bas de Vaal is interviewed by a Ghanaian TV channel in the port of Tema.

Bringing female power to the port of Lomé

32-Year old Betina Gbadago started as Managing Director of Portside Togo in September 2020.

Gbadago isn't a total newcomer to the port. She did her internship at the port of Lomé back in 2006. "After that I left Togo, like so many others do, to seek education abroad," said Ms. Gbadago. "Initially, logistics wasn't a sector that attracted me. But later I realised that logistics plays a crucial role in any economy."

Although she started only a couple of months ago as the Managing Director of the Togolese branch, Ms. Gbadago is already feeling at home. "It looks as if I am the only female Managing Director at this port, but I feel I am welcomed warmly. I find it intimidating, challenging and interesting at the same time, being the only woman around." Asked what the difference is between a male and a female manager, Ms. Gbadago responds: "Often, men are too radical. We, women, tend to sit back to think something through before taking action."



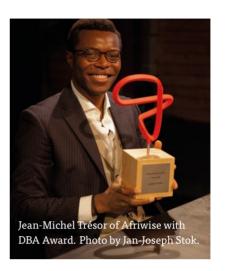


"We believe data and information can change lives, so we set out to revolutionise how organisations do business in Africa by giving them affordable access to quality and essential legal information that has historically been extremely difficult and expensive to source," explained Steven De Backer, Founder and CEO of Afriwise.

Each country has its own laws and regulations, which are often hard to find and are constantly changing. In many instances, practice differs from the written laws. For businesses to effectively operate in these countries, they have traditionally needed to hire a lawyer to get the necessary information, or several lawyers if they operate in more than one African country. This information is expensive, comes in different formats and quickly becomes outdated.

This is where Afriwise comes in. "Our information covers areas related to doing business in a certain country, such as setting up a company and hiring employees. It is available at a fraction of the cost and in a simple standardised format, that is accessible online. We also offer alerts to legal and regulatory changes," said Mr. De Backer.

Our legal-tech solution provides a direct access to insights of top local lawyers Steven De Backer, Afriwise



With 11 countries rolled out, Afriwise says it is already Africa's most in-depth and up-to-date source for legal research - and is expanding to cover more countries. To achieve this, they have built partnerships with in-country law firms as part of a collaborative model. "This enables us to combine the collective knowledge of top lawyers to offer organisations trustworthy information, on a sustainable and scalable basis," Mr. De Backer added.

Receiving the award on behalf of Afriwise was Jean-Michel Trésor, who explained why winning the award was important to them. "The whole endeavour of the Afriwise project is to connect anyone that is looking to operate, in a legally compliant manner, in any African country to the collective legal knowledge and practical guidance of the top local legal minds. It remains extremely hard and expensive for companies wanting to do business in Africa to find and understand what is legally required from them. And even when one finds the laws, as a foreign company, it is often impossible to know whether the practice is different from the law or not. That is where Afriwise comes in. Our legal-tech solution provides a direct access to the collective practical insights and knowledge of top local lawyers, access to the laws, smart tools and a direct connection to vetted local attorneys. We bring these parties together and help them achieve any business venture they are undertaking on the African continent. That is why it is so important for us to get our contributing partners connected to the Dutch business community through Afriwise."

More about Afriwise: www.afriwise.com



YOUR SAFETY, WELL-BEING AND COMFORT REMAIN OUR MAIN PRIORITY

Air France and KLM took all necessary measures to ensure you can travel with peace of mind:

- Renewing cabin air every three minutes (HEPA filters)
- Cleaning and disinfecting regularly with approved detergents
- Creating physical distance at the airport and on board
- Health checks and mandatory face masks
- Adjusted services on board and in the lounges

And, if traveling isn't an option yet, you can rely on our flexible (re)booking policy, which allows you to simply reschedule your trip or get a refund.





NABC members

Agri-machinery & Equipment

Agripoort

Andritz Gouda

Celtic Cooling

CPM Europe

Driessen Vreeland B.V.

GEA Refrigeration Netherlands

N.V. - International Sales (IS)

Geerlofs Refrigeration

Jansen Poultry Equipment

Marel Poultry

Moba B.V.

Ottevanger Milling Engineers

Vencomatic Group

Agri-Trading

AgroFair

Alpha Group

J.P. Beemsterboer Food Traders

Subo International

Agribusiness

Allround Vegetable Processing B.V.

Bles Dairies Consultancy

Common Fund for Commodities

(CFC)

DairyNext B.V.

FarmForte B.V.

Form International

GI-OVO B. V.

Intermagna B. V.

Koudijs Animal Nutrition B.V.

Martin Bauer GmbH & Co. KG

Netherlands Food Partnership

Plant Health Cure

Pluriton Netherlands B. V.

Précon Food Management B.V.

Primstar

Pure Africa Coffee

Yielder

Automotive

pk trucks holland

TB Truck & Trailerservice B.V.

Van Leeuwen Test Systems

Business Services

Africa Business Communities

Afriwise N.V.

AM International Search

Asoko Insight

Atlas Mara

Atradius Dutch State Business N. V.

Breaking new business ground

BUKU B.V.

De Vonk - Hofstede Insights

De Vries Africa Consulting

DIBcoop

DMS (Netherlands) B. V.

EGY - HOLLAND

EMSA Emerging Markets Africa

Flynth

Inavit iQ Europe B.V.

Inclusive Business Services B.V.

Longonot Finance

Mansell Africa Business

Development and Investment

MEYS Emerging Markets Research

Mott MacDonald B.V.

New Africa Impact Fund

PwC

Seyffert International Business

Consulting

SGS

Table Mountain Holding B. V.

TÜV Rheinland Nederland B. V.

Van Trigt Consult B.V. (Skandar)

Vergeer Resultants

Your Business Expansion

Capital / Investor / Fund

Arise

Buxeros Capital

FMO - Dutch Development Bank

NEDLINX B.V.

Veris Investment B.V.

Construction & Engineering

Ballast Nedam International

Projects B. V.

Dijkstaal International B.V.

Janson Bridging

Quadraat Global Project

Management

Remco International

SteelOore

Van den Herik

Electronics & ICT

Bein Group B.V.

Closing the Loop

Enhanced Computer Skills Solution

HSB Identification

Piet Brouwer elektrotechniek B.V.

Signify

Tunga

Financial Services

Financial Access

ING Bank

Kountable

Oikocredit

Rabobank

StoneX

TCX

FMCG Company (Agrifood)

African Bakery Dynamics

NGM International

Panafrican Sea Ventures

Ribeth Hygenyk Foods

Royal Smilde Foods

Van Beek Trading

FMCG/Retail company (Non-food)

Dutch PET Recycling

Heineken

Hollindia International B.V.

Koopman International B.V.

NABC Members

Healthcare

Delft Imaging Systems
Omron Healthcare Europe B.V.
PharmAccess International

Horticulture

Agroplant B.V. Bakker Brothers BASF

Beio

Bosman Van Zaal B.V.

Delphy

East-West International B.V.

Enza Zaden

Eosta Organic Fruit & Vegetables

Hoogendoorn

Jiffy Group

Koppert Biological Systems

Looye Kwekers B. V.

OTC Organics B.V.

Pop Vriend Vegetable Seeds

Rijk Zwaan Export B. V.

Roveg Fruit and Vegetables

Syngenta Seeds B. V.

Takii Europe B.V.

Tradin Organic Agriculture B.V.

Legal Business Services

Altius

Clifford Chance LLP

Hogan Lovells International LLP

Livestock

Cagemax

Champrix

Darling Ingredients International

Equatorial Nut Processors Ltd

Hendrix Genetics

I Grow Chicken

Impex

Janssen Hatchery Service B.V.

MS Schippers

Nutreco Africa B. V.

Pas Reform Hatchery Technologies

GD Animal Health

Transnational Agri Projects B.V.

VDL Agrotech

Verbeek Hatchery Holland

Machinery & Equipment Suppliers

Adeco Project Engineering B. V.

West Africa Ltd

Cimcool Industrial Products B. V.

Coolfinity

DASSY Engineering Solutions Ltd

Lineco B.V.

MegaGroup Export

SNA Europe (International)

Solstice Management B.V.

Van Wijhe Verf B. V.

Marine & offshore

Airmarine Logistics Limited Baggermaatschappij Boskalis B.V.

Damen Shipyards

Dockwise Shipping B. V.

Fugro

Heerema Marine Contractors

Jumbo Maritime

Mampaey Offshore Industries B.V.

Martrade B.V.

Royal IHC

Smit Lamnalco

Van Oord Dredging and Marine

Contractors B. V.

Media, Art & Design

Africa Unlimited

CeeKay Films

NGO's, Knowledge Institutes & Non-Profit

Aeres University of Applied

Sciences

Amref Flying Doctors

IUCN NL

Nuffic

Plan Nederland

TNO innovation for life

TRINCO Development

Wageningen University and

Research

Woord en Daad

Oil & Gas

Euro LPG B. V.

Induct B.V.

Onstream European

Consultancy B. V.

Shell International Explorations

& Production B.V.

Renewable Energy

Bredenoord

Foundation rural energy services

Independent Energy B.V.

Safi Sana Holding B.V.

Solartechno Europe B. V.

Zwart Techniek B. V.

Tourism

All Stars Travel Group Europe B. V.

GreenDream Company

Training, Recruitment & Capacity Building

Baldr & Frigg B. V.

Sweerts HRM Consulting

Transport & Logistics

Afrique con B. V.

Bolloré Logistics

Cornelder Holding B. V.

Greenshields and Partners B. V.

KBS Guinée

Koninklijke de Gruijter & Co.

NileDutch

Portside / Ports Marine Ltd

Red Transport & Logistics B.V.

SMT Shipping B.V.

Steder Group B.V.

Supermaritime International B.V.

Van den Bosch

Water

ACACIA water

Afri Davidson

Aqua for All

Baggerbedrijf de Boer Holding B. V.

Deltares

QM Environmental Services B. V.



Great taste. Zero alcohol.









CHALLENGE US AND TRY OUR QUALITY AND SERVICE!

SIMONIS FERTILIZERS B.V.



For decades now, we are the high-end producer and exporter of a wide variety of high-quality fertilizers suitable for agriculture, horticulture and floriculture. We supply:



Organic Fertilizers





NPK, PK and NP Compound Granules

NPK Soluble Powders

Controlled Release Fertilizers

Micro-Nutrients

Liquid Fertilizers

And Tailor-made solutions

 Wilhelminalaan 4, 6641 DG Beuningen, The Netherlands +31(0)24 2042 360 fertilizer@simofert.nl

HIGH QUALITY (SPECIALTY) FERTILIZER FOR OPTIMUM CROP GROWTH

Advertisement index

Company	PAGE
Heineken	32
StoneX	2
SGS	11
KLM	29
Remco Ruimtebouw	6
RijkZwaan	10
pk trucks holland	6
Van Vliet Automotive Group	36
Simonis Fertilizers BV	6 + 33

Meet the NABC team



Rosmarijn Fens Managing Director Egypt, Morocco



Marina Diboma Deputy Managing Director Sahel, Rep. of Congo, DR Congo



Mackenzie Masaki Director Business Development South Africa, Kenya, Tanzania



Maloe de Reuver Strategic Programmes Senegal, Côte d'Ivoire



Arne Doornebal Media Relations Uganda, Tunisia, Algeria



Dennis Acquaye Community & Insights Ghana



Guna Alvika Strategic Programmes Mozambique



Myrthe Van der Gaast Strategic Programmes Rwanda



Anitra van der Kraan Agribusiness Nigeria



Hilde Duns Agribusiness Ethiopia



Evan Lazar Finance



Peter de Ruiter Executive Advisor

Our team in Tanzania



Salome Mmakasa NOSS



Baraka Mbalazi NOSS



Agnes Fivawo NOSS



Amby Lusekelo Kukua na Kuku

L'equipe NABC

Our team in Nigeria and Ghana



Musa Habila Ebiloma Seeds 4 Change



Kabir Ademoh Seeds 4 Change



Priscilla Agbor Seeds 4 Change



Fauzziya Sadiq Seeds 4 Change



Helen Gyasi Seeds 4 Change

Africa is undergoing a lot of changes and so does NABC. In 2020 we have reinforced our supervisory council with 3 new members and we have appointed a new Managing Director. Chantal Korteweg, Ruger Groot and Brigit van Dijk - Van de Reijt have taken up their position in the council whereas Rosmarijn Fens succeeded Peter de Ruiter as Managing Director.

Peter started his position as Managing Director on January 1st, 2018, having worked as a partner at PwC in Nigeria previously. Peter stressed the importance of quality service delivery, a corporate mindset and high ambitions among the team. When the crisis hit the world economy, and also affected NABC's operations, Peter remained calm and kept thinking of a future-proof adaption of the business model, which led to the plan of action '15 Consortia for 15 African Focus Countries.' We thank Peter for his contribution during the past 3 years.

Frank Nagel, Chairman of the Supervisory Board, NABC

L'Afrique connait de nombreux changements. Il en est de même pour le NABC. En 2020, nous avons renforcé notre conseil de surveillance avec trois nouveaux membres et nous avons nommé une nouvelle directrice générale. Chantal Korteweg, Ruger Groot et Brigit van Dijk - Van de Reijt ont pris leurs fonctions au sein du conseil tandis que Rosmarijn Fens a succédé à Peter de Ruiter en tant que directrice générale.

Peter a commencé son mandat de directeur général le 1er janvier 2018, après avoir travaillé comme partenaire chez PwC au Nigéria. Peter a fait valoir l'importance de la qualité des services fournis, de l'esprit d'entreprise et des grandes ambitions de l'équipe. Lorsque la crise a frappé l'économie mondiale, et a également affecté les opérations du NABC, Peter est resté calme et a continué à réfléchir à une adaptation du modèle d'affaires NABC qui soit à l'épreuve du temps, ce qui a conduit au plan d'action « 15 consortiums pour 15 pays africains cibles ». Nous remercions Peter pour sa contribution au cours des 3 dernières années.

Frank Nagel, Président du conseil de surveillance NABC

The Supervisory Board



Frank Nagel Rabo Development Chairman NABC



Rutger Groot East-West Seed



Simone Filippini Leadership 4SDGs



Chantal Korteweg ABN AMRO



Brigit van Dijk -Van de Reijt Brabantse Ontwikkelings Maatschappij



Specialist in supply of new trucks and 4x4's, from stock!

Own workshops for customizing vehicles to customers' needs guarantees you shortest lead times for urgent global deliveries!

Trucks. 4x4's. Parts. Tyres. Training on site.



Parallelweg Zuid 215, Nieuwerkerk a/d IJssel, The Netherlands trucks to go
Tel. +31-(0)180-312644 - E-mail: info@vanvliet.com - Internet: www.vanvliet.com

Watch back all our webinars via www.youtube.com/NABCable

