

# NABC

# MAGAZINE

Edition 2023

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

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## Foreword

Dear reader,

We hereby present to you our annual magazine. In the beginning of 2023, we are expecting the long-term 'Africa Strategy' of the Dutch government. This is a novelty, since it is the first time ever the government of the Netherlands has drawn up such a policy, aimed to cover the coming 15 years.

Although the final version is yet to be presented, we already have a good idea on what the strategy is going to look like. An important element is that the relationship between the Netherlands and Africa should be one based on mutual respect and equality. The NABC is very pleased with the acknowledgment of this important principle; equal partnerships is one of the core values of NABC's work. Furthermore, there is quite a strong focus on the role of the private sector in the development of the continent: something we as the NABC have always believed in: trade, not aid.

In this magazine, you can find more about the political discourse in the Netherlands towards Africa. For the lead story, we have interviewed two leading Members of Parliament about this, asking them what they expect for the coming years.

Another important focus is sustainability or "future proof" as I like to call it. We are increasingly aware that to prevent climate change and the many problems caused by it, we need to carefully assess the way we do business and to ensure that the planet is not negatively impacted by the activities we as NABC, and our member companies undertake. This is going to play a larger role in our future activities and is also quite present in the draft strategy. Therefore, I invite you to further read the insights in our magazine.

*Rosmarijn Fens,*  
Managing Director





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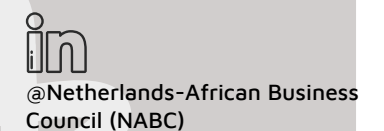
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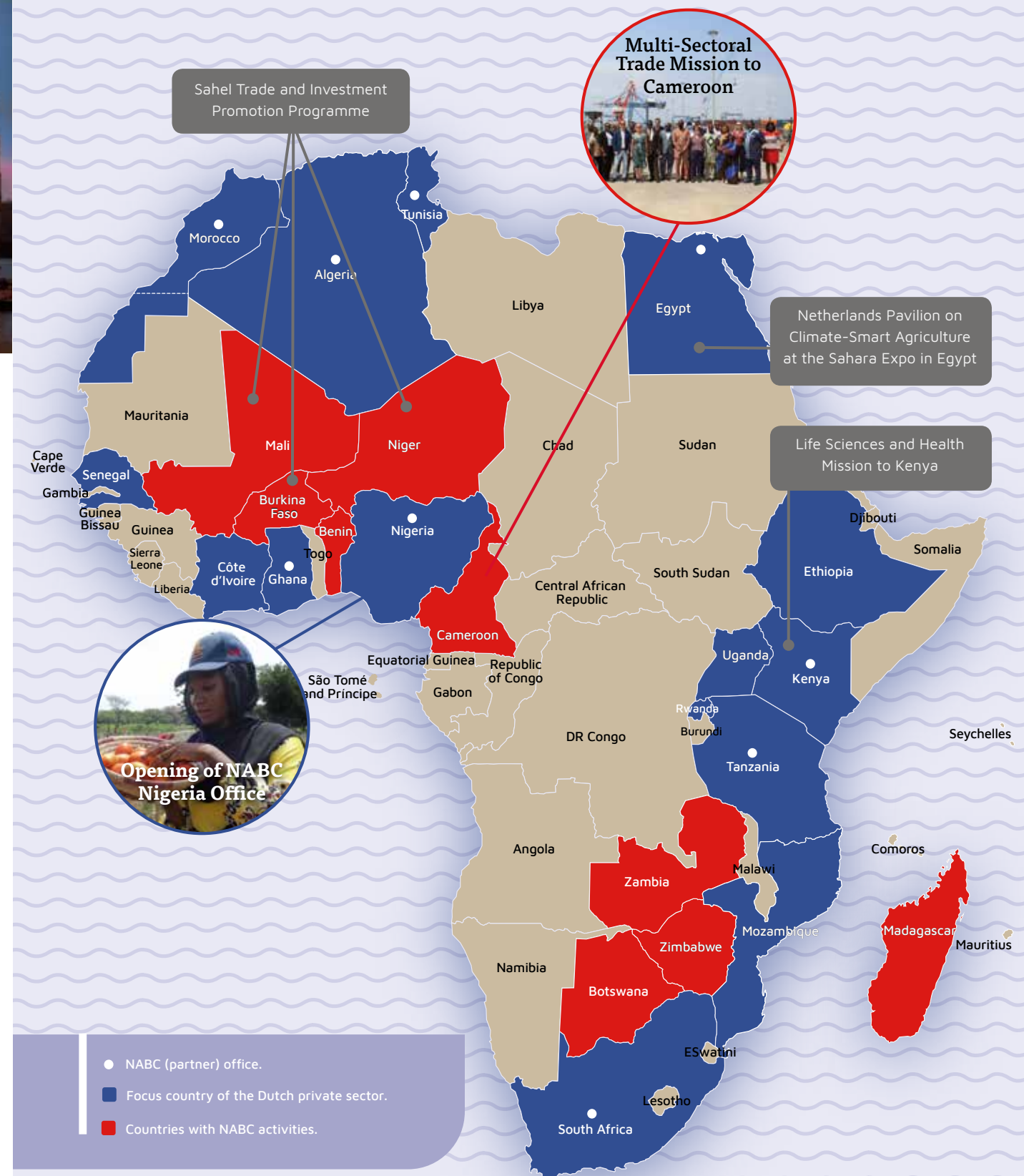
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## Focus Countries and Activities in 2022



Find an overview of our past activities by scanning the QR code





## Africa Works! 2022 Innovation for Resilient Growth

**On the 28th of June 2022, we held the fifth edition of Africa Works! - the largest Africa-focused business event in the Benelux. The NABC's flagship conference, Africa Works! 2022 Innovation for Resilient Growth took place at the Amare Theatre in The Hague, the Netherlands, and highlighted innovative solutions linked to challenges in the water, energy, and food sector on the African continent.**

In light of the global climate crisis, the fifth edition of Africa Works! revolved around the need for enhanced collaboration between the public and private sectors for a future-proof Africa. The commitment to jointly advance innovations for resilient growth was tangible during this event and can be seen in the results of the conference. The Africa Works! 2022 welcomed 250 participants from Europe and Africa, including 4 African delegations, 11

African Ambassadors assigned to the Benelux, 24 workshop partners, 5 innovative exhibitors, 10 entrepreneurs pitching their business, and 4 strategic event partners, all of which contributed to the conference programme focused on technological innovations for the advancement of food security, water management, and energy transition on the continent.

Presentations ranged from hybrid potato seeds for more resilient and sustainable food cultivation to processes that turn human waste into energy, thereby creating both, much-needed energy and a solution to waste. To further foster business models adaptable to challenges linked to food, water, and energy in Africa, the conference gave room to business pitches to interested investors. In addition, Africa Works! 2022 offered insights from African business and government representatives into trade and investment prospects in Nigeria, Morocco, Algeria, and Zimbabwe to further strengthen the collaboration between the Dutch and African private and public sectors.

In line with our official conference partners, NLinBusiness, the Government of the Netherlands, TNO, and MATCH-Hiring African Talents, we are looking forward to continued collaboration when facilitating future partnerships for sustainable trade and investment on the African continent.

*The conference was filmed by the NABC member Africa Unlimited. Watch the official Africa Works! 2022 after movie for vivid impressions of the event by scanning the QR code.*



### About NABC

**NABC is the leading organisation for sustainable trade and investment facilitation for Africa based in the Netherlands. We strongly believe that the private sector has a crucial role to play towards a future-proof Africa that is economically thriving and globally competitive in trade and investment. Therefore, NABC's purpose is to inspire and connect businesses with Africa's opportunities and to enable them in making confident decisions about when, where, and how to do business in Africa.**

The NABC sees the United Nations Sustainable Development Goals (SDGs) as an opportunity for more responsible business in Africa. All our work relates directly to the achievement of the 17 SDGs, with a specific focus on SDG 2, 8, 13, and 17 in which we can maximise our impact. We strive to build partnerships of equals between the Netherlands and Africa's 54 diverse countries.

### NABC in numbers

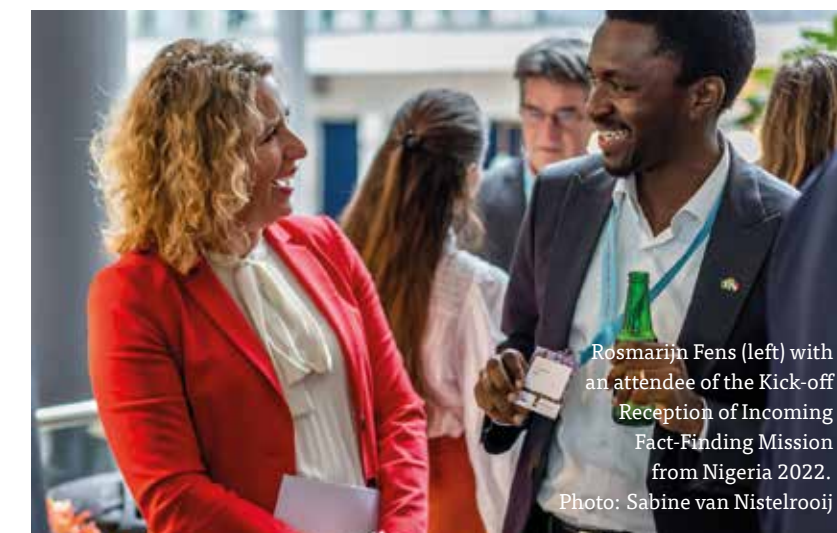


### Africa Insights Desk

We *inspire* companies to do business in and with Africa by sharing valuable business news highlighting the potential of the continent and by providing high-level business intelligence studies through NABC's Africa Insights Desk. Clients ranging from SMEs to multinationals have been *enabled* to further develop their strategies for doing business in and with Africa by market insights and business intelligence studies. Over the years, the Africa Insights Desk has built a strong track record in developing fruitful tailor-made trade missions, finding valuable business leads, and producing in-depth market analyses. Whether you are looking for the perfect business partner, are in need of valuable market information or require a tailor-made trade mission, the Africa Insights Desk has the right solution.

### Inspire, Connect, and Enable for a Future-Proof Africa

Inspired by the resilience, innovation, and entrepreneurship of the continent and the demands of the Dutch private sector, the NABC is working towards a future-proof Africa. The NABC *inspires* private sector companies to do business in and with Africa through market insights and business intelligence studies, by *connecting* them with the right business contacts during networking events in the Netherlands and trade missions to and from the continent. We develop activities that *enable* sustainable trade and investment facilitation on the continent and have positive economic and environmental impact locally.



Rosmarijn Fens (left) with an attendee of the Kick-off Reception of Incoming Fact-Finding Mission from Nigeria 2022.  
Photo: Sabine van Nistelrooij

### Business Networking Events

We are changing the narrative of Africa and *inspiring* entrepreneurs to do business on the continent through country-specific investment promotion events and networking events with tailor-made matchmaking meetings. Hereby, we connect stakeholders from both the public and private sector in the Netherlands, Africa, and beyond.

2022 marked the return of physical events for the NABC. In May, the NABC network was able to reconnect during our first physical networking event after the pandemic: the Back to Business Reception. In June, the NABC's flagship conference, and largest Africa-focused business event in the Benelux, Africa Works! brought together more than 250 entrepreneurs and public sector representatives from Europe and

Africa under the overarching theme 'Innovation for Resilient Growth'. We concluded the year with the annual Ambassadors' Dinner in November, *connecting* embassy representatives from more than 25 countries in Africa with the Dutch private sector, and acknowledging economically inclusive and sustainable business models during the Doing Business in Africa Award ceremony.

### Francophone Africa Business (FAB) Forum

The Francophone Africa Business (FAB) Forum is the largest forum in the Netherlands focused on the French-speaking African countries. FAB Forum connects high-level delegates from the public and private sector in the Francophone Africa with Dutch entrepreneurs. The FAB Forum offers unparalleled matchmaking meetings for both Dutch and African attendees.

### Trade Missions

We know Africa and Africa knows us. This makes NABC an expert organiser of trade missions to and from African countries. Hereby, the NABC works with wide-range of partners, including the Dutch Government and Dutch Embassies in Africa, African Embassies in the Benelux, local chambers of commerce, sector organisations, and local consultants to connect internationally oriented businesses with the right contacts on the ground and enable them to establish relevant networks in their focus country. In 2022, we organised a multi-sectoral trade mission to Cameroon, a trade mission on climate-smart agriculture to the largest agricultural trade fair in Egypt: the Sahara Expo, and a life sciences and health mission to Kenya. We also organised trade missions to the Netherlands with delegations from Nigeria, Sudan, South Sudan, Somaliland, Morocco, and Madagascar, with a focus on sectors such as renewable energy, horticulture, circular economy, agribusiness, horticulture, water, and infrastructure.



## NABC's Sector-Specific Approach

### Sector-Specific Approach

At the NABC, we believe that private sector development is the key to sustainable economic growth. Therefore, the NABC has established numerous strategic programmes in multiple sectors. In 2022, we concluded three Impact Cluster programmes focused on knowledge and skill transfer in seeds (Seeds for Change (S4C), Nigeria), spices (New Origins Sustainable Spices (NOSS), Tanzania and Madagascar), and poultry (Kukua na Kuku (KnK), Tanzania). You can read more about the results on page 14. Currently, we have two ongoing sector-specific programmes focused on business development support for entrepreneurs in the Sahel and our flagship poultry platform – Dutch Africa Poultry Platform.



### Dutch Africa Poultry Platform

The Dutch Africa Poultry Platform (DAPP) explores business and market entry opportunities for the Dutch poultry sector in Africa with the objective to contribute to the growth and development of Africa's poultry sector in partnership with both public and private sector entities across Africa. Hereby, an integrated approach increases the chances of success whilst reducing each individual

company's risk exposure. The DAPP currently consists of 24 members who represent the entire value chain, from farm to fork, and meet on a quarterly basis to exchange knowledge and latest trends in the poultry industry.

**More information:**

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

### MATCH: Linking African talent to job opportunities in Europe

Over the past three years, the NABC has implemented a 3-year pilot project called MATCH, in cooperation with the International Organization for Migration (IOM). The project, funded by the European Commission, promoted the circular mobility of highly skilled talent from Nigeria and Senegal. There, they would be able to work for companies in Belgium, Italy, Luxembourg or the Netherlands. The focus was on sectors with labour shortages, primarily within the ICT sector.

MATCH aimed at developing a flexible model

that meets the needs of the companies, while also contributing to the transfer of skills and technical know-how between Europe and Africa. In addition, MATCH implemented complementary activities focused on skills development, capacity building and knowledge sharing. This included awareness raising sessions, pitch events and a virtual mission to Nigeria. In November 2022, a closing conference was organised, which highlighted the achievements and exchanged the lessons that were learned for future labour mobility schemes.

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Dutch solutions for global challenges



# The Netherlands to focus on Africa

The government of the Netherlands is increasing their involvement in Africa. For the first time in the Dutch history, the cabinet is working on a long-term 'Africa Strategy'. Members of Parliament namely, Mustafa Amhaouch and Alexander Hammelburg, have been asking for the new policy and have shared their views on it in an interview with the NABC.

**"Everything starts with** political attention," explained Mustafa Amhaouch, who represents the Christian Democrats (CDA), part of the ruling coalition. "When we started talking about the importance to focus on Africa back in 2018, few other Members of Parliament (MP's) were paying attention. Now, we can speak of a shift: more and more colleagues are seeing the importance of the continent."

The reasons behind this increasing focus can partly be attributed to the developments on the continent, but they are also linked to the war in Eastern Europe. During a speech to African ambassadors on December

5th, 2022, Minister of Foreign Affairs, Wopke Hoekstra mentioned the Russian invasion of Ukraine: "The current geopolitical situation has made us even more certain it is high time for a new strategy," the Minister said.

Alexander Hammelburg represents D66 (the Liberal Democrats) in parliament. "Perhaps the Netherlands has been a little naïve. Africa also played an enormous geopolitical role during the Cold War, but it is only recently that we have started to recognise Africa's current geopolitical weight," he said, referring to the increasing role of Russia in certain African countries.

## Trade, not aid

"For way too long, the Netherlands has been looking at Africa as a continent from a development aid point of view," said Mr. Amhaouch. "It is very important to change that perspective: a number of African countries are ready to take the next step and we need to build up



An employee of a Dutch tomato company in Tunisia. Photo: Arne Doornebal.

a much broader relationship with them, which is more equal and involves trade," according to the MP. "The Dutch NGO's also need to go through a transition to adopt to the new reality."

Although Mr. Hammelburg believes that economic development is mainly boosted by the private sector, his party D66 has been asking for new legislation that Dutch companies working abroad must adhere to. "There is also a downside of economic activity if you think about climate change and the loss of biodiversity. There is a whole set of international 'good practices' that companies should adhere to, as set by the OECD (Organisation for Economic Cooperation and Development). We would like these rules to be made mandatory for Dutch companies, so there is no confusion over which rules to abide to," explained the MP.

## A partnership of equals

The draft version of the Africa Strategy, of which the outlines have been seen by the NABC, mentions the importance of an equal relationship. We asked the MP's whether this means that Europe should open up for African goods and workers. "Market access to the European Union is part of the deal when we speak about market equality," said Mr. Hammelburg. "Western countries are putting a lot of produce on the African market, that is basically preventing proper development of the local agricultural sector. At the same time, African countries have difficulty entering the European market. It is a difficult debate because there are very strict rules to enter the EU market, which we cannot simply ignore, and they are often not met. I see the importance of developing African markets towards those standards."

**"A number of African countries are ready to take the next step. Mustafa Amhaouch, Member of Parliament**

CDA's Mustafa Amhaouch points towards the risk of a brain drain, when asked about the ease of movement of people between Africa and Europe. This is traditionally a sticking point in Dutch politics, where the majority of parliament is very adverse towards (labour) migration. "We certainly would like to support African citizens and entrepreneurs to take the next step forward, while at the same time trying to prevent a brain drain."



An NABC trade mission to Cameroon March 2022. Photo: Maxime Farrel Bounya

When it comes to African-European trade, the two politicians share pretty much the same view. Asked whether the Netherlands would support adding more value to products in Africa—possibly to the detriment of the Dutch industry—Mr. Amhaouch said he doubted that growth in Africa would lead to job losses in Europe. "I don't think the development of a local food industry in Africa would hurt the industry in Europe. In fact, the Netherlands trades much more with Germany and Belgium than with Africa. Eventually also Africa will have to increasingly tap into its regional market," according to Mr. Amhaouch.

"It is certainly more sustainable if Africa develops their own agriculture and food processing industry for the regional African market than focusing so much on export to Europe," concluded Mr. Hammelburg. "The Dutch private sector can play an important role in that development."



# Concluding Impact Clusters: What has been achieved?

Backed by training and expertise from the Dutch private sector, the NABC increasingly focuses on long-term programmes for the development of self-sufficient and economically sustainable food sectors across the continent. In this overview you can find the results of three impact clusters the NABC carried out between 2019 and 2022.

## Kukua na Kuku: Growing with Chicken

Driven by the ambition to support Tanzania in increasing the domestic demand for high quality poultry products, an impact cluster was established under the Swahili name Kukua na Kuku (KnK) that translates to *Growing with Chicken*. Since its inception in May 2019, the three-year programme has remained true to its name: through investments in the entire poultry value chain, the programme resulted in the construction of two poultry demonstration farms with high-end equipment located in Kilacha.

A poultry curriculum was developed in close cooperation with the Dutch private sector and Tanzanian partners, in which Dutch techniques and Tanzanian knowledge on farm management were combined and transferred to local poultry farmers during the practical training workshops. When talking to participants of the KnK training module, trainees highlighted the knowledge and skills acquired as most valuable. *"I learned a lot from*

*the training and now I can transfer the knowledge to 400 female poultry farmers in the Kilimanjaro region. By applying the skills and knowledge, it improves their livelihood,"* said Joyce Maturo, poultry trainer and KnK trainee. A sector wide campaign to promote production and consumption of poultry products was also launched, reaching more than 40.000 people in Tanzania.



“The continent is fantastic. The climate is good. The soil is suitable for spices. The farmers are very motivated. Willem van Noort, Owner of Kagan Spices

## New Origins for Sustainable Spices: Entering the European Market

The value of Dutch expertise was further highlighted by the New Origins for Sustainable Spices (NOSS) programme implemented in Tanzania and Madagascar. Established in January 2019, NOSS connected Dutch spice buyers and an expert in food safety and quality with East-Africa's spice potential, ranging from ginger, bird's eye chillies, cinnamon and clove to cardamom. *"Tanzania offers ample opportunities as a new spice origin. Especially the Tanzanian mainland offers a great diversity of spices. The climate is good, and the soil is suitable for spice cultivation,"* remarked

Willem van Noort from Kagan Spices, one of the impact cluster partners. *"Before NOSS connected me with our partners on the ground, I did not know that cinnamon was of such good quality in Tanzania,"* said Mr. Van Noort. Nevertheless, Malagasy and Tanzanian spice growers have mainly been selling to neighbouring countries, the Middle East and India, partly due to the quality standards of the European markets often being difficult to be met. This is where NOSS came in.

NOSS assisted the spices sectors in Tanzania and Madagascar with upscaling the quality and quantity of the produce by the means of spice nurseries, model and demo farms and farmer capacity building.

In addition, NOSS developed product standards and a hygiene code while offering a coaching program to ten exporters to improve their food safety compliance. Together with the cluster partners, NOSS strived to create a sustainable value chain for organic and conventional spice exports from both countries to the EU. For Kagan Spices, business partnerships between the EU and Africa that bear mutual financial benefits are crucial to foster global economic competitiveness.



## Seeds for Change: Investing in Food Security

Seeds for Change (S4C) in Nigeria was initiated in January 2019 to contribute to the development of the local horticultural sector and to improve the livelihoods of small and medium-scale farmers in Kano State, Nigeria. Through trials and demonstrations of hybrid seeds and biological crop protection, training of trainers, farmer trainings and knowledge transfer on employing good agricultural practices, S4C enabled Nigerian vegetable farmers to enhance their yields and increase the quality of their produce. *"I cannot express my gratitude enough to S4C for the changes they brought to our community. We will keep encouraging our fellow farmers to adapt the new techniques in farm and crop management,"* said Musa Halliru, a smallholder farmer in Makoda, Kano State. These words resonate with the S4C Coordinator, Kabir Ademoh, who recalls the initial scepticism of the participating farmers to invest in new varieties of vegetable seeds.

The programme enabled farmers to witness the potential of high-quality hybrid seeds with their own eyes. *"By cultivating both conventional and hybrid seeds next to one another, farmers' acceptance towards the new varieties grew as steadily as their newly cultivated cabbage, tomatoes, and onions,"* explained Mr. Ademoh. Although challenging, the S4C approach has proven to be an economically sustainable one. *"For strategic programmes to have a lasting impact on the ground, you need the private sector to carry them on,"* concluded Mr. Ademoh. Today, he leads the newly opened NABC Nigeria office together with Fauziyya Sadiq, who actively facilitate sustainable trade and investment between Nigeria and the Netherlands.

Find detailed impact figures of the three strategic programmes by scanning the QR codes.





# Business Champions in the Sahel aim for growth

Although the Sahel may not immediately be associated with successful entrepreneurship by most people, at NABC we believe that the region is abundant with potential business opportunities.

The Sahel region isn't new to NABC. In 2016, we were selected by the Dutch Embassy in Bamako to implement the Sahel Trade and Investment Promotion Programme to increase trade and investments between Mali, Niger, Burkina Faso and the Netherlands. This resulted in several incoming and outgoing trade missions to and from these three countries, and introduced the Francophone Africa Business (FAB) Forum. Therefore, it only seems natural that together with PUM - the Netherlands Senior Experts, we get to continue with these efforts by implementing the 'Sahel Business Champions Programme' as awarded by the Netherlands Enterprise Agency (RVO). Companies operating in the production, transformation and commercialisation of poultry products and fruits and vegetables feel the effects of alarming price increases, related to the importation costs of feed, fertilizers, electricity and equipment. Next to this, the deteriorating security situation

in some parts of the countries limits the possibilities for regional trade. Furthermore, the horticulture production of fruits and vegetables largely depends on rain-fed irrigation. Due to climate change, the combined effects of droughts and floods lead to deteriorating land and loss of fertility. Insufficient rain-fed irrigation means that crops fail.

The NABC works together with several inspiring and ambitious entrepreneurs with confidence in the business opportunities in both sectors. Entrepreneurs recognise that the current situation opens opportunities to strengthen the national business community and produce more home-grown products, including locally manufactured inputs.

"When visiting Niger, the environment looks dry and sandy; but in some places there is plenty of groundwater available," remarked Mattijs Renden, Head of Business Development at the NABC and the leader of the programme. "It was very inspiring to meet entrepreneurs who see viable business opportunities in producing tomatoes on coconut substrates, under covered cultivation, and using solar powered boreholes to source groundwater for drip irrigation systems. These entrepreneurs oftentimes had the opportunity to study at agricultural universities of Montpellier or Wageningen and use this knowledge for innovative farming practices."

According to Mr. Renden, there are ample business opportunities in the agricultural sector. "Market prices are strongly linked to the seasons. In the 'off season' vegetable sales prices are high because growing them is difficult and consequently, yields and quality are lower. That is why most entrepreneurial vegetable farmers try to grow crops in the 'off season', making



The Nolosh Agrotec farm in Burkina Faso.

the production of horticultural products with advanced techniques an interesting and profitable business. These entrepreneurs furthermore have a large social impact by securing healthy products for the local market, generating jobs, and inspiring youth to also start a business in the agricultural sector," Mr. Renden continued.

Locally applicable Dutch innovations from seed suppliers, such as new onion varieties which can be cultivated in the rainy season, could make a significant impact for local producers. Feed calculator apps from the Netherlands can help poultry farmers in calculating recipes for the lowest price, based on locally available ingredients such as cotton seeds and thereby, reducing the dependency on grains that could also be used for human consumption.

The NABC encourages Dutch companies to do more business in West-Africa. The locally applicable Dutch knowledge and expertise prove that the Sahel region is also an interesting market for the Dutch private sector to do business with. The Dutch private sector can contribute to food security and a stronger and resilient local private sector development, which decreases dependency on aid and imports. Consequently, contributing to good and healthy products for the local market.

In this programme the NABC and PUM will work on technical and management support in innovation, product and market development, regional and international matchmaking at trade fairs and cooperating through sharing knowledge and best practices in the region. 🔄

*Are you inspired and interested in doing business, or to share your knowledge and expertise with entrepreneurs in the poultry and horticulture sector in Mali, Burkina and Niger? Feel free to reach out to Mattijs Renden: [mattijs.renden@nabc.nl](mailto:mattijs.renden@nabc.nl)*

**“It was very inspiring to meet entrepreneurs who see viable business opportunities. Mattijs Renden, Head of Business Development at the NABC**







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# Innovation for business and impact

As the world emerges from a global pandemic, the importance of innovation as a path to resilience and recovery has come into sharp focus. With an unprecedented global surge in tech and tech-enabled startups, solving big problems facing humanity: health, food, employment and climate change. Africa is no exception; especially the most vulnerable groups are at great risk. More than ever there is a need for entrepreneurship and innovation to reach the Sustainable Development Goals (SDGs).

TNO, as Dutch innovation institute, is a partner for African entrepreneurs and government, in the field of circular economy, renewable energy, protein transition, health and digitisation. With entrepreneurs TNO launches new products and services with sound business models that are scalable and that create decent jobs. TNO acts as knowledge partner and provides know-how on technology, business models and system transitions. In this article you will find some inspiring examples of TNO's work on circularity in Africa. And check out whether you also want to co-create with TNO!

## Circular innovations

The mission of TNO is to contribute to a sustainable society. A society that can withstand the changing climate, that has sufficient sustainable energy sources and has made the transition from a linear to a circular economy.

Left: The cool-bricks are produced with modern techniques and are available in several colours. Middle left: The traditional way of brick making using firewood, causing deforestation and carbon emission.

## Circular roadmap for Malawi, Zambia and Zimbabwe

TNO supported Malawi, Zambia and Zimbabwe with the transition towards more sustainable and circular waste management. All three countries experience enormous waste management challenges. Collection rates are very low, waste is often dumped illegally, the existing formal dumpsites are often ill-managed and overflowing, and recycling is still a niche activity. TNO performed an extensive baseline assessment of the full waste management system in each country, a comparative analysis on the potential for circularity for a set of waste streams, and a deep dive into the root causes that hinder change for one, prioritised waste stream.

Waste systems are complex and interconnected. Actors from both the formal and the informal sector and government bodies all influence and reinforce each other. Intervention must occur across various levels to create lasting change. So, TNO and local stakeholders developed a roadmap that provides interventions in four areas: the institutional environment, constructive collaboration, knowledge and awareness and the physical infrastructure. Peter Paul van 't Veen, Business Developer at TNO explained: "In order to get waste management on a higher level, multiple actions should be taken, but not all at the same time. There is no silver bullet. The roadmaps give guidance to the government, private sector and other stakeholders where to focus on at short, medium and long term. Currently, we are preparing concrete pilots on plastic recycling. If you are interested to participate? Please, contact us!"

## Household appliances in Kenya

The growing consumption of large household appliances like refrigerators, washing machines, etc. request a special circular approach in order to reduce waste and retain value. There is already an active repair sector in place, but the scale of enterprises is generally small which hampers investments in equipment and knowledge building. TNO developed a national roadmap for Kenya and recommends to stimulate more intense cooperation between the repair shops, informal sector and other stakeholders. An internet based platform is proposed to facilitate knowledge and information transfer and provides more transparency with respect to

## contact the TNO team!

TNO works with an extensive network of partners from private sector, government, knowledge institutes, NGO's and social impact investors in Africa and Europe. TNO acts as knowledge partner and provides know-how on technology, business models and transition management. If you are interested to join forces; please contact the TNO team!



Peter Paul van 't Veen: [Peter\\_paul.vantveen@tno.nl](mailto:Peter_paul.vantveen@tno.nl)  
Mathilde Miedema: [Mathilde.Miedema@tno.nl](mailto:Mathilde.Miedema@tno.nl)  
Yvette Fleming: [Yvette.Fleming@tno.nl](mailto:Yvette.Fleming@tno.nl)

available spare parts, available capacities and repair and test equipment. Currently, TNO supports a hackaton on how to design such a platform.

## Cool Bricks for Malawi

The market demand for construction materials is tremendous in several African countries, due to a growing population. Malawi is well-known of her red soil that is very suitable for making bricks. Informal workers heat the bricks in clamps using firewood, causing deforestation and carbon emissions. The ministries of Housing and Natural Resources banned the traditional fired clay bricks and are seeking alternative technologies. TNO developed the Cold Ceramic Brick or 'Cool Bricks'. Mathilde Miedema of TNO explained: "Neither heating nor firing is required in manufacturing these cool bricks. We developed recipes with alternative binders to make them strong. We pour them in molds or press the bricks. These binders come from waste resources and replace cement. Cement is scarce and the most expensive part of bricks. Alternative binders lower the price, create local entrepreneurship and income and reduces the environmental load." In Malawi, TNO collaborates with a local company to introduce these strong, environmentally friendly bricks.



# Remco International extends presence in Africa

Readers of the NABC magazine may recall how two years ago, we published an in-depth story about the construction of an enormous malt house in Ethiopia. It was an example of a successful Dutch-Ethiopian cooperation between Remco International and their local agent, engineer Kassahun Minalu. They have now teamed up for a brand-new project in Rwanda.

The fertile rolling hills of Rwanda, with sight on the DR Congo across Lake Kivu, is where Remco International is currently constructing a large factory hall. Dutchman Henk de Groot was sent here to oversee the construction. A number of workers will be flown in from nearby Ethiopia. "This is the result of the excellent cooperation we had with Kassahun Minalu," Mr. De Groot explained via a whatsapp call from Rwanda. "We cooperated intensively when building the malt house in Ethiopia, and now the Ethiopian employees know very well what to do. Therefore, it is efficient to bring them back for this project," according to the supervisor. The employees aren't directly hired by Remco International. In fact, they are employed by the company of Mr. Minalu, who studied Civil Engineering in the Netherlands, when he first got in touch with Remco International. "Our cooperation in Ethiopia went very well," Mr. Minalu agrees. "We provided the staff, the equipment and all other things needed to become fully operational," he explained. "The difference is that we couldn't bring in our heavy equipment from Addis therefore, the machinery we work with will now be leased from Rwandan companies.

My experienced employees will work alongside with Rwandan workers. I hope some of them speak English, but for those who don't, we will make use of the translation skills of our Rwandan Safety Manager, who is a lady. As you see, we try to work on gender balance," Mr. Minalu said. "I may not be sending female staff up the roof to work directly with the steel construction, but certainly in the project- and safety management there are opportunities for female and talented staff," he said. Although the steel construction on Lake Kivu isn't of enormous complexity, each project has its own challenges, said Henk de Groot. "First of all, we are in the heart of Africa, so the distance to the coast is large. Nevertheless, our 20 containers that carried the steel elements reached the site in just three weeks, which I found rather fast." Mr. Minalu added: "when we built in Ethiopia it was greenfield, so we had all the space we needed since the factory was built from scratch. In Rwanda, we are extending an already operational facility, which has forklift trucks driving around the entire day. This requires quite a bit of extra caution in how we operate."

It hasn't been easy to land new contacts in Ethiopia in recent years. "We first had Covid and at the same time conflict erupted in my country," Mr. Minalu said. "We all hope that in the coming years we will see a rebound. However, we have good hopes since we have two new international projects in the pipeline. These are for new clients, who have never worked with us before." Remco International has the capability to construct new factory halls, using European standards. In a rapidly growing continent, the demand for high-standard factory halls has been rising, according to Erik van den Hurk, Export Manager at Remco International. Speaking to NABC Magazine in late 2020, Mr. Van den Hurk predicted that local steel production would grow in quantity and quality in Africa. "I am certainly going to visit some local steel factories during my next business visit," Mr. Van den Hurk said. "There is already

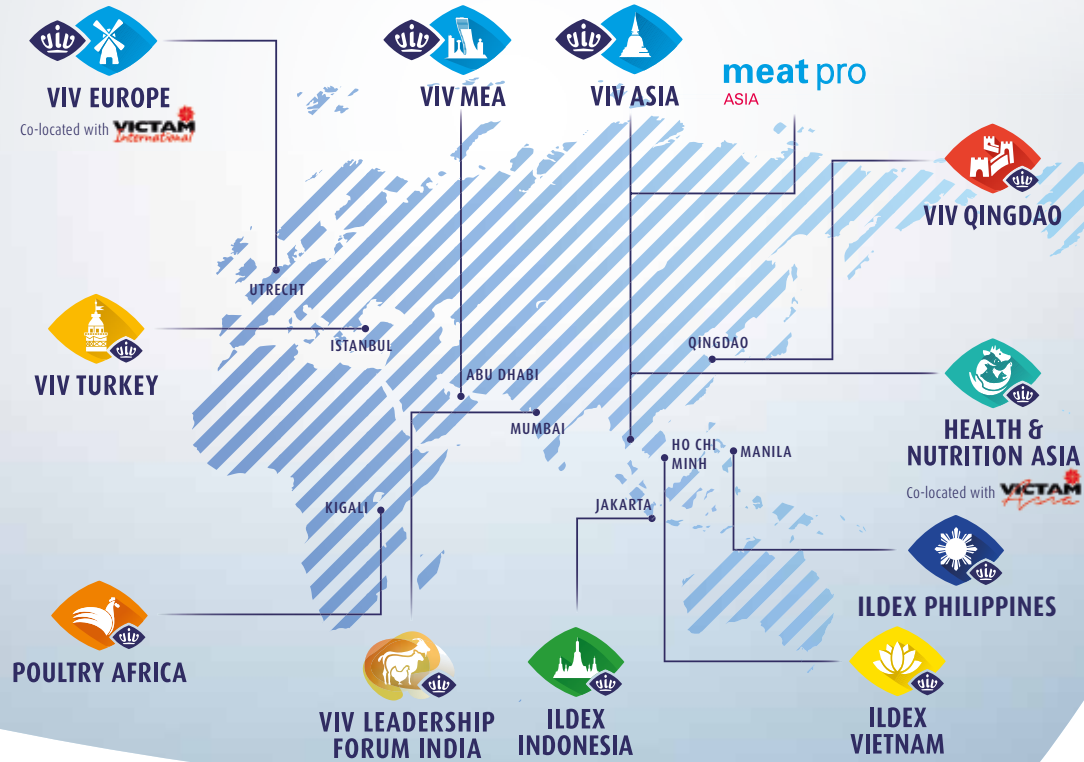
a trend going on whereby less steel is procured in Europe and more is imported from the Middle East," according to the Export Manager. Van den Hurk is also enthusiastic about the intensifying cooperation with Mr. Minalu and his workers. "At the end of the project, we are handing out certificates to the constructions workers that were on-site. Their skills to work according to the latest safety standards can also help them in their future careers. We are also keen on seeing more women in our projects. All in all, we are quite optimistic about future projects in Africa."

**Remco International has the capability to construct new factory halls, using European standards.**





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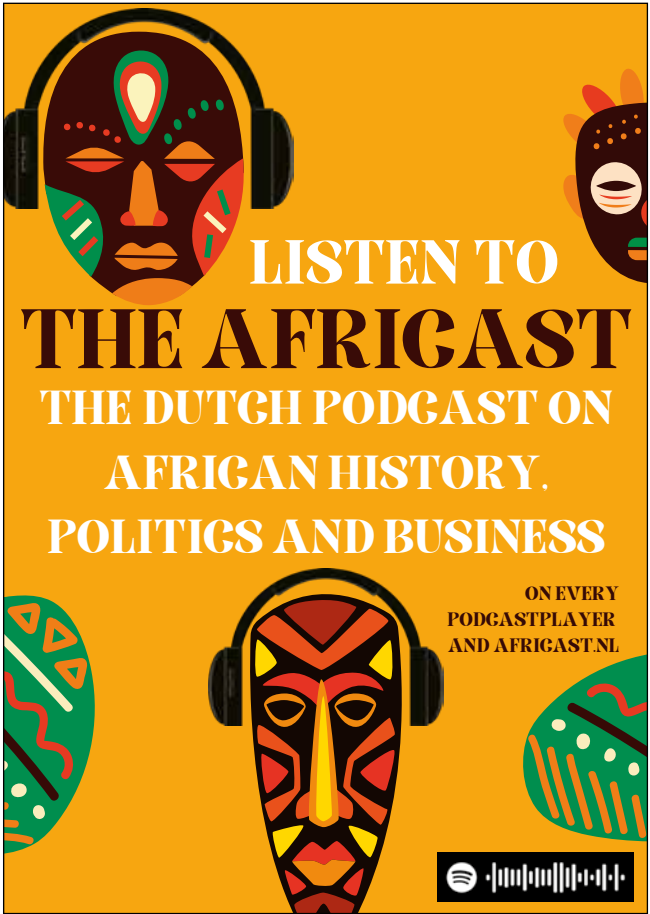
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Mozambique is situated on the south-eastern coast of Africa. It borders Tanzania to the north, Zambia, Malawi and Zimbabwe to the west and South Africa and Eswatini to the south. This location puts the country in a strategic position in the Southern African region with its ports giving easy access to international markets and being the first choice for regional importers and exporters.



The Mozambican economy has registered remarkable growth in the last decade, benefitting from substantial inflows of foreign direct investment (FDI) into various sectors, notably agro-industry, tourism, infrastructure development, energy, fisheries and aquaculture, industry, mineral resources and banking.

### Why invest in Mozambique?

Mozambique has both comparative and competitive advantages.

- Strategic location as a gateway to the Southern African region, providing infrastructure that gives access to land-locked countries;
- Rich and diverse natural resources: Vast land reserves, mineral resources, water and a diverse cultural and historical heritage;
- Sustainable economic growth: Mozambique is expected to grow on average around 7% every year from 2022, as a result of the LNG Projects and will be one of the fastest growing economies in Sub-Saharan Africa for years to come;
- An enormous potential all along its 2,700 km Indian Ocean coastline, combined with the excellent natural conditions favorable for aquaculture.
- Mozambique created the Investment and Export Promotion Agency (APIEX) as a public institution to promote and facilitate investments and exports.

### Priority sectors for investment in Mozambique

#### AGRICULTURE

Mozambique has a tropical climate with fertile soil, ample rainfall, 36 million hectares of arable land, mostly unutilized and irrigable area and eight river basins considered the most favorable for the development of irrigation.

Mozambique identified 15 strategic value chains with greatest opportunities: maize, rice, potatoes, beans, cassava, poultry, meat, sweet potatoes, vegetables, banana, sugar, sesame, soy, cotton, cashew-nut, macadamia and paprika.

#### INFRASTRUCTURE

The Government is investing in the development of public infrastructure, namely roads, bridges, telecommunications, ports and railways connecting landlocked neighbours to the Indian Ocean, in partnership with the private sector.

The construction of the bridge across Maputo Bay to the town of Katembe and the improvement of the road between Katembe and the tourist town of Ponta do Ouro, on the border with the wealthy South African province of Kwazulu-Natal. The economic activities will receive a major boost.



The bridge across Maputo Bay to the town of Katembe.

# Investment opportunities in Mozambique

### TOURISM AND HOSPITALITY

The country offers unique investment opportunities in national parks and reserves, the possibility of investment in private game farms in the interior of the country, benefiting from fauna and flora, combined with beach tourism along the 2700 km coast and on islands and archipelagos. Specific areas for integrated tourism development: *Inhassoro Integrated Resort; Pemba Integrated Resort; Pemba Marina; Business Hotel in Pemba, Inhassoro Hotel; Crusse Jamali Integrated Resort.*

### ENERGY AND MINERAL RESOURCES

Mozambique is endowed with an enormous and diversified energy resource base, most of which remains untapped. The country is expected to emerge as the 3rd largest exporter of LNG in the world, once the necessary investments have been fully made. It includes:

- exploitation of the 23 billion tonnes of coal reserve potential;
- exploitation of more than 200 TCF natural gas reserves;
- exploitation of more than 23TW of renewable energy potential.

Investment opportunities for the exploration, extraction, processing and utilization of various types of resources including gold, titanium, ilmenite, zircon, rutile, tantalite, marbles and precious stones.

### MANUFACTURING

Investment opportunities all over the country, food and agro-processing; packaging and printing; wood processing; textile and apparel; building materials; sanitary products; furniture and metals.

### FOREIGN TRADE

Mozambique's external trade is characterized by an accelerated growth in the importation of capital goods and specialized services associated with increasing inflows of foreign direct investments.

- Main Export products: Aluminum ingots, coal, electricity, natural gas, tobacco, heavy sands, sugar, wood, prawns, bananas, cotton, cashew nuts, chestnuts, fuel, and lobster.
- Main Import products: Machinery, diesel, cereals, electricity, automobiles, medicines, gasoline, cooking oil, cement, beverages and sugar.

### INVESTMENT GUARANTEES AND INCENTIVES

The Investment Law grants certain tax and customs benefits depending on the amount, location and sector of investment activity. Investments carried out under the Investment Law are exempt from payment of customs duties and VAT on capital goods and their accompanying parts and accessories are classified as Class K of the Customs Tariff. Investments carried out in Maputo City benefit, for a period of five years, from a deduction, from Corporate Income Tax (IRPC) that is equal to 5% of the total investment realized. This deduction is 10% in all other provinces.



## Doing Business in Africa Award winner 2022:

### Unleashing Africa's tech talent

Every year, the NABC awards the 'Doing Business in Africa Award' to one of our members engaged in sustainable, inclusive, and innovative business. After three companies were shortlisted, the majority of the votes during the annual Ambassadors Dinner went to **Tunga**. The other nominees were Signature Agri Investments and Syngenta BV.

**Tunga was founded** by not-for-profit design studio Butterfly Works and long-time social entrepreneur Ernesto Spruyt.

#### About Tunga

"There has been a historically pre-set picture of Africa as a poverty-ridden place with little development. While I do admit that there are big challenges which Africa faces, I am also very much aware of the other side of that argument," said Ernesto Spruyt, CEO and founder of Tunga.

"At Tunga, we have taken a two-fold approach: we develop and train young aspiring IT professionals in Africa (the social dimension of our approach) and we create employment for African youth. This has led to local economic development in the countries of operations and the prevention of brain drain. Ultimately, this

Ernesto Spruyt with the DBA Award, together with NABC's Rosmarijn Fens (left) en Núria Vlonk-Cunha Soares (right).  
Photo: Sabine van Nistelrooij.

is a win-win situation for Tunga, our clients, shareholders, young Africans, and their countries," continued Mr. Spruyt. The Tunga CEO further explained that his company is open to developers from the entire continent. Although factors such as language, infrastructure, and hardware may hinder their operations in Africa, this has not stopped Tunga in its efforts of securing African developers. Tunga has developers within their pool from twenty (20) African countries. "Going forward, I believe that the demand for developers will remain high and African developers will benefit from this," Mr. Spruyt concluded. ☞

[www.tunga.io](http://www.tunga.io)

☞ **Tunga helps young African IT professionals obtain employment and then strives to make them succeed. This is done in a human-centred approach which makes Tunga stand out in the IT sector**

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## NEW GENERATION NUTRITION

New Generation Nutrition (NGN) is a social enterprise and a frontrunner in developing the insect sector in the Netherlands and African countries. Our core business is consultancy, training and network development surrounding innovations for insects as feed and food.

Why Insects? Insects are nature's most powerful up-cyclers and the missing link in circular food economy providing tremendous health, social, economic, climatic, environmental, and food security benefits especially in Africa. NGN hosts insect rearing training for different insect species and implements eco-systems in which insects businesses can thrive. We are specialized in Crickets, Black Soldier Fly (BSF) and Mealworm training. Trainings are hosted for individuals and (farmer) groups, nationally and internationally. We work with local stakeholders to set up sustainable business.

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## NABC's Africa-based members in the spotlight



**Standard Chartered Bank** is a multinational bank with operations in consumer, corporate and institutional banking, present in 59 countries globally. As the leading international bank with roots in Africa and Asia, they strive to help people and businesses prosper across Africa, Asia, and the Middle East. Standard Chartered Bank has offices in 16 African countries, being: Angola, Botswana, Cameroon, Cote d'Ivoire, Egypt, Ghana, Kenya, Mauritius, Nigeria, Sierra Leone, South Africa, Tanzania, The Gambia, Uganda, Zambia, and Zimbabwe. Standard Chartered Bank is committed to facilitating banking and banking related interactions between Africa and the rest of our network in Europe, US, Middle East, and Asia.

**Location:** Active in 16 African Countries

**Website:** [www.sc.com](http://www.sc.com)



**Cropnuts AgriServe Ltd.** is a joint venture between Cropnuts in Kenya and the Business Incubation Platform of the International Institute of Tropical Agriculture (IITA-BIP) in Nigeria. With the combination of IITA's experience in agricultural research and good agronomic practices, and Cropnuts' experience in soil testing and crop advisory services, they bring more than 70 years of know-how and independent commercial laboratory testing with farm advisory services to the Nigerian agricultural sector, and across West Africa.

**Location:** Ibadan, Nigeria

**Website:** [www.cropnuts.com](http://www.cropnuts.com)



**AfricInvest** is a pan-African investment platform active in multiple alternative asset classes including private equity, venture capital, private credit, blended finance, and listed equities. Over the past quarter century, AfricInvest has raised more than \$2bn to finance more than 200 companies at various development stages, delivering value and impact for its investors, portfolio companies, and African communities. AfricInvest has a dedicated team of 100+ investment experts in more than ten offices across three continents and has a proven track record of providing attractive risk-adjusted returns while spurring productivity growth, creating jobs, and ultimately improving African lives through inclusive and sustainable development.

**Location:** Tunis, Tunisia

**Website:** [www.africinvest.com](http://www.africinvest.com)



**De Vries Africa Ventures** is one of Kenya's leading wine import and distribution companies. We import premium wines from iconic estates such as Vergelegen (SA), Robert Mondavi (US), Champagne Nicolas Feuillatte (Fr), Famille Perrin (Fr), Kim Crawford (NZ), Ruffino (It) and Raventos Codorniu (Sp). To increase wine knowledge in the industry we also operate a wine school that offers internationally recognised WSET qualifications in wine.

**Location:** Nairobi, Kenya

**Website:** [www.africaconsulting.com](http://www.africaconsulting.com)



**Agricultural Resource Corps Limited** develops strategies and steers the affairs of food crops and animal production programmes focusing on sustainable agriculture and rural development to ensure food security. A particular focus is on resourcing the players and actors in the agricultural value chain, providing agricultural support services aimed at ensuring food and nutritional security, as well as facilitate general agricultural trainings for all stakeholders.

**Location:** Accra, Ghana

**Website:** [www.agriculturalresourcecorps.com](http://www.agriculturalresourcecorps.com)



**Jacob Lawren Ltd.** is a family business, founded by Marcel Jacobs and Sally Jacobs Agyemang in 2005. Since then, Jacob Lawren has gained tremendous experience in haulage, heavy lifting and construction with haulage and construction/earth movement being the two main services provided by the company. Over the past decade the company has grown continuously and currently gives employment to over 40 Ghanaians.

**Location:** Accra, Ghana

**Website:** [www.jacoblawren.com](http://www.jacoblawren.com)

For the past 75 years, the NABC has been focusing on promoting the African continent as a prosperous and opportunity abundant location for the Dutch private sector to explore and expand in. However, with an ever-changing political, economic, and social landscape, the year 2022 marked a new era for the NABC. We opened up our membership to African companies wishing to expand on the continent or eager to explore the opportunities in Europe. Hereby, we would like to introduce our Africa-based members.



**Pharo Ventures** is the commercial, for-profit arm of The Pharo Foundation and has been set up to harness the power of a vibrant private sector by investing in enterprises across a variety of spheres within East Africa. The objective is to build and grow commercially and environmentally sustainable businesses. The focus is maximising the creation of economic value and jobs for local communities.

**Location:** Addis Ababa, Ethiopia

**Website:** [www.pharofoundation.org/pharo-ventures/](http://www.pharofoundation.org/pharo-ventures/)



**The African Farmers Stories** (TAFS) promote visibility for farmers and SMEs in Africa. TAFS tells the stories of the passion, courage, difficulty, resilience, and sense of community of farmers and players in the agricultural sector, in order to create visibility and thereby, facilitating capacity building, collaborations, and global investments in the African agricultural sector.

**Location:** Lagos, Nigeria

**Website:** [www.africanfarmersstories.org](http://www.africanfarmersstories.org)



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Adeco Project Engineering BV  
Bergmanns BV  
Lineco BV  
SNA Europe (International)  
Solstice Management BV  
Van Wijhe Verf BV

Marine & Offshore

Damen Shipyards  
Fugro  
Jumbo - SAL Alliance  
Mampaey Offshore Industries BV  
Martrade BV  
Royal IHC  
Smit Lamnalco  
Van Oord Marine Ingenuity

Media, Art & Design

Africa Unlimited  
BCW  
Warenhaus BV

NGO's, Knowledge Institutes & Non-Profit

Aeres Training Centre  
International  
Amref Flying Doctors  
Plan Nederland  
TNO innovation for life  
Woord en Daad  
WUR

Renewable Energy

Amphibious Energy  
Foundation rural energy services  
(FRES)  
Independent Energy BV  
Safi Sana Holding BV  
Zwart Techniek BV

Tourism

ATG Travel Worldwide BV  
(Allstars Travel Group)

Training, Recruitment & Capacity Building

Coach Africa  
Sweets HRM Consulting  
The HR Agency

Transport & Logistics

Bolloré Logistics  
Cornelder Holding BV  
Greenshields and Partners BV  
Hapag Lloyd  
Jacob Lawren Europe BV  
Koninklijke de Gruijter & Co.  
Portside / Ports Marine Ltd  
Red Transport & Logistics BV  
SMT Shipping (Netherlands) BV  
Steder Group BV  
Supermaritime International BV

Waste Management

Closing the Loop  
Dutch PET Recycling  
QM Environmental Services BV

Water

ACACIA water  
Baggerbedrijf de Boer Holding BV /  
Dutch Dredging  
Bevo International  
Deltares  
Royal Eijkelpkamp



# Meet the NABC team



**Rosmarijn Fens**  
Managing Director  
Egypt, Morocco



**Marina Popova**  
Finance Officer



**Núria Vlonk-Cunha Soares**  
Head of Community, Events, and Africa Insights Desk.  
Angola, Mozambique, Senegal



**Mattijs Renden**  
Head of Business Development  
Burkina Faso, Côte d'Ivoire, Ethiopia, Mali, Niger



**Anitra van der Kraan**  
Head of Programmes  
Ghana, Nigeria, Tanzania



**Myrthe van der Gaast**  
Africa Insights Desk Manager  
Kenya, Rwanda, South Africa



**Arne Doornebal**  
Community Manager  
Algeria, Tunisia, Uganda



**Guna Alvika**  
Events and Marketing Coordinator



**Lotte Nienhuis**  
Project Coordinator  
Benin



**Jana Kock**  
Junior Marketing Officer



**Jamal Andrew**  
Junior Community & Events Officer



**Kabir Ademoh**  
NABC Nigeria Office Lead



**Fauziya Sadiq**  
Administrative Officer

**The NABC Vision:**  
In the decade 2020-2030 Africa will develop into an economically thriving continent that is globally competitive and attractive for trade and investment.

**The NABC Mission:**  
To ensure that the Dutch and African private sector benefit from this development and play a crucial role in driving Africa's growth in a sustainable and inclusive manner.

# L'equipe NABC

The Supervisory Board

**Frank Nagel**  
Chairman NABC

**Rutger Groot**  
East-West Seed

**Simone Filippini**  
Leadership 4SDGs

**Chantal Korteweg**  
ABN AMRO

**Brigit van Dijk - Van de Reijt**  
Brabantse Ontwikkelings Maatschappij

**La vision de NABC :**  
Au cours de la décennie 2020-2030, l' Afrique deviendra un continent économiquement prospère, compétitif au niveau mondial et attrayant pour le commerce et l'investissement.

**La mission de la NABC :**  
La NABC veille à ce que le secteur privé néerlandais et africain bénéficie de ce développement et joue un rôle crucial dans la croissance de l' Afrique de manière durable et inclusive.

# AFRICA INSIGHTS DESK

## YOUR GATEWAY TO AFRICA

Africa Insights Desk (A-ID) provides a range of consultancy services to assist European and African companies, governmental institutions and civil society organisations in their quest to set up business relations between the Netherlands and Africa.

### OUR SERVICE

MARKET RESEARCH

MARKET EXPANSION

BUSINESS DEVELOPMENT

CONTACT US TODAY VIA [WWW.NABC.NL/AFRICAINSIGHTSDESK/](http://WWW.NABC.NL/AFRICAINSIGHTSDESK/)