

# Netherlands Economic Mission to South Africa

15 - 20 October 2023



Netherlands



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## Foreword



Some trends are converging all around the world nowadays. We know by experience that we are in an era of global warming and climate change. An era where the ecological footprint of humans exceeds the planetary boundaries, where oil, water, and gas resources are scarce, where biodiversity gradually decreases, where people become displaced. It is crucial to perceive these trends in their interconnectedness and work to reverse them. Not an easy task.

South Africa and the Netherlands continue to work on that reverse, as we are two prosperous, though different countries that pursue similar goals, be they for food security, for production and consumption habits, or for alternative energy sources. Respecting nature is one of our shared goals. Considering climate change is too.

We know how beneficial good and balanced trade relations can be in this regard. Our citizens and entrepreneurs connect easily. The Netherlands enjoys South African citrus fruits, avocados, table grapes, and more. Conversely, South Africa is a major consumer of Dutch agricultural knowledge. In places like Grootvlei, climate-smart agriculture is being put into practice, and the Horti Demo center in Stellenbosch brings sustainable agriculture closer to hand. We are two countries, and out there, there are hundreds of innovative companies that could complement each other in a thousand new ways. Then there is this iconic center for food logistics that is to be built. It will enable millions of refrigerated transport movements of fresh goods, while emitting less CO<sub>2</sub> and wasting less food. Not to mention new and promising waste processes or machines that run on green hydrogen. Multiplier effects can occur in these sectors of economy too.

Activities like these make our collaboration and relations meaningful. I consider them urgent, and I am sure they will remain so for several years. So, I am determined to get the most out of these few days. A variety of Dutch businesses, research institutions and NGO's take part in our delegation and their South-African counterparts take a keen interest in them. I feel honored by it, and I look forward to working on these matters with all of them.

Sincerely,

**Piet Adema**

*Minister of Agriculture, Nature and Food Quality*

## Foreword



A special moment for me to be back in South Africa, the country of my first diplomatic posting and the country of birth of my son, with an economic mission focusing on three key themes of sustainability: sustainable agriculture, circular waste management and green hydrogen. Each theme is of paramount importance for a sustainable future, offering great economic opportunities for both our countries.

This mission marks another milestone in our commitment to fostering enduring partnerships with South Africa and to driving positive change on the global stage. Cooperation on sustainable trade not only strengthens our bilateral ties, but also demonstrates our international commitment to this important theme.

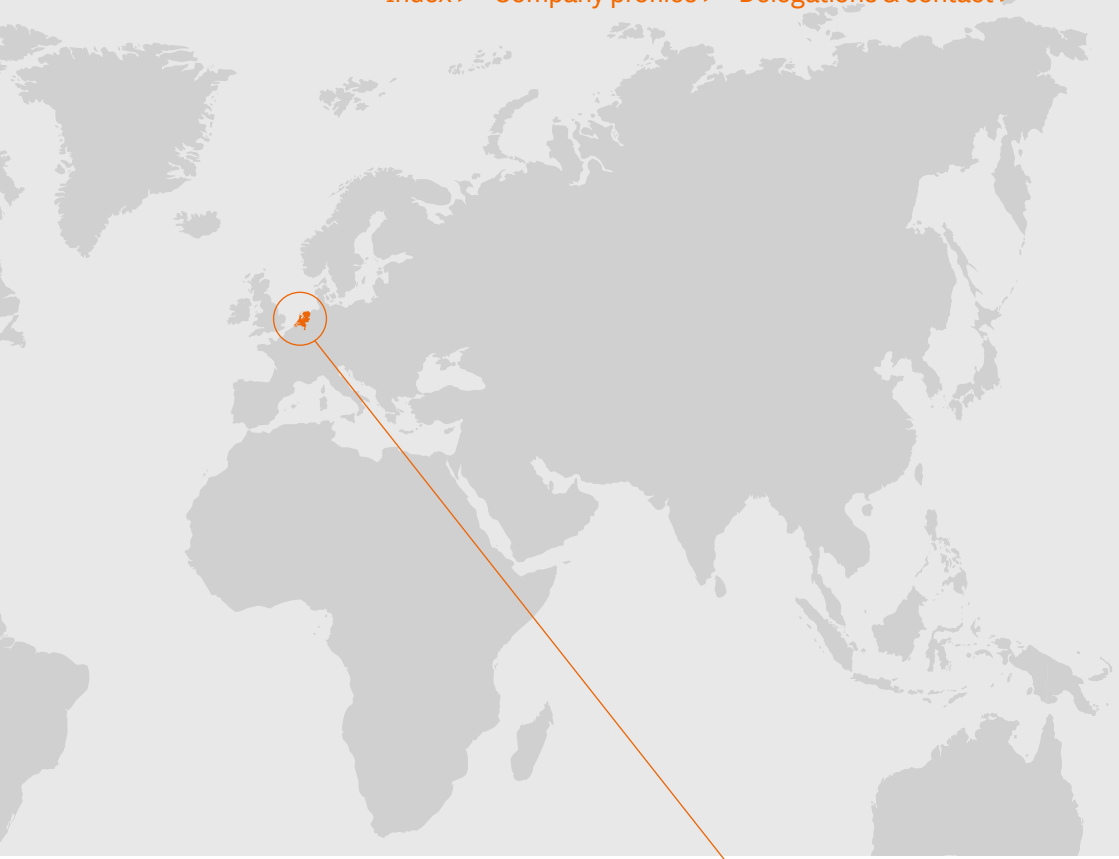
Economic missions such as this one are vital in strengthening international cooperation on shared challenges and nurturing sustainable economic growth. They provide an excellent platform for governments and businesses to come together, share knowledge and create synergies that drive innovation. You, as participants of this mission, play a crucial role as drivers of change. With your expertise, resources and influence to implement sustainable practices, develop green technologies and drive market transformations, you can make a difference within your respective sectors.

The Netherlands and South Africa have crafted a vibrant collaboration, rooted in mutual respect and a shared commitment to progress. We are guided by the conviction that sustainable development is an imperative. In a world challenged by climate change and resource scarcity, we must take bold and innovative steps towards a greener and more equitable future. I am convinced that our economies have a great deal to offer to each other. The success of this economic mission hinges on your active participation, commitment to our shared goals and active follow-up.

I wish you all a fruitful economic mission to the beautiful nation of South Africa.

**Yvette van Eechoud**

*Deputy Director-General for Foreign Economic Relations*



## Map of the Netherlands

### Locations

- |  |                |
|--|----------------|
| 1. Amsterdam<br>(and Airport Schiphol) | 9. Haarlem     |
| 2. Arnhem                              | 10. The Hague  |
| 3. Assen                               | 11. Leeuwarden |
| 4. Breda                               | 12. Lelystad   |
| 5. 's Hertogenbosch                    | 13. Maastricht |
| 6. Eindhoven                           | 14. Middelburg |
| 7. Enschede                            | 15. Rotterdam  |
| 8. Groningen                           | 16. Utrecht    |
|  | 17. Zwolle     |





# Introducing the Netherlands

## How do the Dutch make a difference?

Through their interactive approach to finding innovative solutions to the big challenges facing the world today. The Dutch way of thinking and working has been shaped by centuries of living in the low-lying delta of the Netherlands. Through the ages, the Dutch have joined forces to find ingenious ways to tackle challenges like water, urbanisation, energy, food, health and security. By being inventive, pragmatic and open to new challenges, the Dutch have created a flourishing and resilient land.

The Netherlands is a constantly evolving ecosystem of cities, industry, agriculture and nature, all integrated through smart infrastructure. It is a source of knowledge and experience that the Dutch are keen to share with others. Learning from the past to create a better future. Together, seeking sustainable solutions for the most liveable world.



## Worldwide ranking

# 1st

At WEF's ranking of most competitive economies in Europe. 4th in the world. (WEF, 2019)

Production and auctioning of cut flowers and flower bulbs

World's largest flower exporter

# 2nd

Largest exporter of agricultural products in the world (WTO, 2019)

# 5th

Greatest place to live (World Happiness Report, 2022)

# 6th

Best at Global Innovation Index (GII, 2021)

# 7th

Largest exporter of goods in the world (CIA World Factbook, 2020)

Largest foreign investor in the world (1,256 billion US dollars)

Largest recipient of foreign investment in the world (801 billion US dollars)

# 8th

Largest importer of goods in the world (507 billion US dollars)

## Facts & Figures

Official name:  
Kingdom of the  
Netherlands

Capital:  
Amsterdam

Seat of government:  
The Hague

Form of government:  
Parliamentary  
democracy (cabinet  
of Prime Minister  
and Ministers) within  
a constitutional  
monarchy

Head of State:  
His Majesty King  
Willem-Alexander,  
King of the  
Netherlands, Prince  
of Orange-Nassau

Location:  
Western Europe,  
bordering Germany,  
Belgium and the  
North Sea

Administrative structure:  
The kingdom consists of four entities.  
The Netherlands and three territories in the  
Caribbean: Aruba and Curaçao and St. Maarten

Special municipalities:  
The overseas islands of Bonaire, Saba and  
St. Eustatius, all three of which are situated in the  
Caribbean

Surface area:  
**41,545 km<sup>2</sup>**

Number of inhabitants (2022):  
**17,564,623**

Monetary Unit:  
**Euro**

Languages:  
Dutch, Frisian and on the  
overseas islands also  
English and Papiaments

GDP per capita  
(World Bank, 2021):  
**58,061** US dollars

Number of provinces:  
**12**

Number of inhabitants  
per km<sup>2</sup> (2022):  
**423**

Unemployment rate  
(CBS, 2022):  
**3.3%**

English speaking Dutch  
people:  
**90%**



## South Africa and the Netherlands

Accelerating the green transition together

The global need for a green transition is a cross-sectoral, cross-border issue in which both national and international efforts are closely connected. Recent geopolitical developments have only emphasised the urgency of leveraging international collaboration to transition to more sustainable production and consumption patterns.

The Netherlands is committed to creating partnerships that will contribute to systematic changes that directly influence this shift to more a sustainable, climate-resilient global economy. South Africa and the Netherlands have a shared interest in this regard, and we believe that by utilising our separate knowledge, skills and expertise we can develop joint solutions for our shared challenges.





The Economic Mission from the Netherlands to South Africa, which takes place from 15 to 20 October 2023, creates new opportunities for collaboration on sustainable innovation. The mission includes leading companies and knowledge institutes from the green hydrogen, circular waste and agriculture sectors.

The economic mission takes place parallel to the state visit of His Majesty King Willem-Alexander and Her Majesty Queen Máxima to South Africa.

# Company profiles

[Green Hydrogen](#)

[Circular Waste Economy](#)

[Future-proof Agri and Horticulture](#)

[Other](#)



## Green Hydrogen

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## ALSA

ALSA is a socially engaged development management company for integrated affordable housing in South Africa.

ALSA specializes in housing development that must be:

- environmentally sustainable, 100% green
- economically viable and
- socially responsible.

ALSA was set up to implement the goals of the bi-lateral MoU between South Africa and the Netherlands.

ALSA is rolling out it's development model through a franchise mechanism to stimulate and empower previous disadvantaged professionals as project developers

ALSA as franchise holder supports the franchisees with specific skills on project development with maximum use of renewables.

ALSA has 412 (starter), zero emission, units under construction with first Block finished in October 2023

ALSA is looking for strategic (hydrogen) technology and finance partners to support its goals on sustainability.

Hans is involved, as senior consultant, with the (liquid) Hydrogen development in the Netherlands in general and maritime industry specifically.

### ALSA

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## Arcadis



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At Arcadis, we help create a sustainable future by bringing together the continuous interaction of asset knowledge, human insights and interests to enhance the way we plan, create, operate, and redefine renewable energy assets.

With thousands of professionals across the globe, decades of industry experience, innovation-focused solutions and dedication to improve quality of life, Arcadis is strategically focused on enabling clients and the wider society to successfully navigate these imperatives.



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Believing in its truest potential in energy transition, we have developed and processed hydrogen for various applications, including production and storage, transportation, and maintenance, among many others. With these efforts, hydrogen has become and will continue to be an answer to sustainable energy challenges many industries face.

Our services related to the Hydrogen Supply Chain include Environmental Socio permitting, Pollution Diagnostic, Risk Studies & Management, Consultancy and Project Management, Opportunity Studies, Business Cases, Fuel Cell Plant Building Design, Green H2 Certification, Geotechnics, and Masterplanning.



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## Atradius Dutch State Business



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Since 1932, Atradius Dutch State Business is the official Export Credit Agency (ECA) of the Netherlands. On behalf of and for account of the Dutch state we support Dutch exporters of capital goods and international construction companies in the Netherlands.

Financing options are a requirement for the export of capital goods, performing construction works and delivering projects abroad. Offering financing solutions can sometimes make the difference between winning and losing an order. We provide a wide range of credit insurance and guarantee products for the exporter and the financing bank that will result in increasing liquidity for the Dutch exporter, better payment conditions and attractive financing solutions for the foreign buyer.

Our support is always connected to one export contract and usually involves transactions with credit periods or a completion time in excess of twelve months. They always involve the supply of capital goods such as machinery, ships or greenhouses, or construction works.

Please contact us in case of any inquiries.



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## Centre of Expertise Watertechnology

The Centre of Expertise Water Technology (CEW) conducts applied research for forward-thinking companies looking to take the next step towards a sustainable and circular economy.

Every year, we deploy more than 300 students to bring fresh ideas, innovation and insight to our research projects. These students carry out the research, complemented by the knowledge and experience of CEW researchers and applied research professors.

With CEW's support, technologies are developed and demonstrated from lab to launch. By conducting applied research, CEW accelerates innovation whilst training the future generation of water technology professionals.

Our tailor-made approach to research supports the needs of SME's, end-users, industries, and public organisations.

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## **Climate Fund Managers**

Climate Fund Managers (CFM) is a leading climate-centric blended finance fund manager. It designs, raises and deploys climate finance funds at scale and at pace, working in partnership to co-develop climate-resilient solutions. Through its award-winning model, CFM has created a blueprint for a new generation of climate financiers, whose collective impact can help end the climate crisis.

CFM currently manages two c. USD1bn emerging market infrastructure funds focused on climate change mitigation and adaptation: Climate Investor One focused on renewable energy and Climate Investor Two focused on water, sanitation and oceans infrastructure. The company is currently raising its third fund, Climate Credit Fund, a USD1bn target private credit fund focused on post-COD refinancing for renewable energy projects, and is preparing for a fourth fund focused on green hydrogen.

Established in 2015, CFM is a joint venture between the Dutch entrepreneurial development bank, FMO, and Sanlam InfraWorks, part of the Sanlam Group of South Africa. CFM invests across Africa, Asia and Latin America and is headquartered in the Netherlands.

## Club of Engineers



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The Club of Engineers (COE) is a Project Management, Engineering and Project Development company that exists primarily through its network of independent specialists whom are Members of our Dutch Cooperative in Amsterdam.

We focus on tackling projects within the global energy sector, with a full service offering to realise projects from concept to completion. Our background originated in the Oil & Gas and mining sector in South Africa, Mozambique and the Netherlands.

Our experience includes the development of energy related infrastructure, especially fuel storage terminals. We are currently supporting clients within the Green Hydrogen Sector with respect to system modelling, basic engineering and cost estimation. We are primarily interested in supporting alternative fuel manufacturing and distribution such as ammonia and methanol synthesis from sustainable sources such as green hydrogen production.

We have a working relationship with Dutch engineering firm Arcadis. Together we look forward to supporting project developers in the Green Hydrogen Sector, seeking symbiosis between opportunities in South African and the Netherlands. Please contact us should you require support with feasibility studies, project due diligence, lenders technical advisory services, front-end engineering and design, and general project execution.

Make it work.  
Club of Engineers



### Club of Engineers

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## Energy Innovation NL | TKI New Gas



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Energy Innovation NL is the driving force behind innovations that are necessary for the transition to an affordable, reliable and sustainable energy and resource system. We are a public private partnership focusing on innovation in the field of hydrogen. We work with industry, SME's, research institutions, and governments. Our focus is on the full hydrogen value chain, from production and import, transport and storage, to end use in different markets such as industry, mobility and energy production. We also focus on cross-cutting topics like policy, human capital agenda, and societal impact. We facilitate innovators by finding partners, networks, subsidies, finance, knowledge and information.



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Hydrogen Team

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## HyCC

HyCC (the Hydrogen Chemistry Company), is a leading industrial partner for safe and reliable green hydrogen supplies and circular chemistry solutions to enable the transition to zero-carbon industry.

Building on over 100 years of experience in electrolysis and leadership in safety, HyCC realizes pioneering water electrolysis projects to supply industries with zero-carbon hydrogen from renewable power and water. From making sustainable steel to circular jet fuels – HyCC believes that green hydrogen is the key to providing a growing population with essential products, with zero emissions to realize more sustainable economic development.

HyCC is a joint venture of the European electrochemical company Nobian and Macquarie's Green Investment Group.



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## Impact Hydrogen



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Impact Hydrogen designs, develops, and orchestrates hydrogen value chains and collaborations that contribute to sustainable development. This involves providing advice and facilitating the participation of various stakeholders and sectors necessary for establishing a hydrogen economy. These stakeholders include the education sector for training a skilled workforce, governments for implementing appropriate policies and issuing permits, and financial institutions for risk mitigation.



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Impact Hydrogen also coordinates and advises these diverse stakeholders to promote the development of a local, national, and international sustainable hydrogen economy. This, in turn, accelerates the sustainability of energy systems, industries, and mobility, while the Hydrogen Valley approach fosters local green growth.



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Consequently, hydrogen plays a crucial role in promoting a fair and equitable energy transition and advancing the achievement of the Sustainable Development Goals (SDGs).



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## Nederlandse Gasunie

Gasunie is a European energy infrastructure company. In the Netherlands and the northern part of Germany, we manage and maintain the infrastructure for large-scale transport and storage of gas. At the moment, this is mainly natural gas, but the energy transition will increasingly bring about a shift towards green gas and hydrogen.



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We also collaborate in the construction and management of heat and CO2 grids. We ensure that this part of the energy supply is safe, reliable and as sustainable as possible, ensuring that everyone has access to energy, always.



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## Nedstack Fuel Cell Technology

Nedstack is developing and manufacturing PEM fuel cell stacks and PEM fuel cell systems for mainly maritime and stationary markets, with a unique track record of first mover applications in these markets for almost 25 years.



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Nettenergy designs and manufactures mobile and fixed gasification installations which convert woody biomass and agricultural waste streams into multiple products. These products can be used for the production of bio-based chemicals, hydrogen, electricity or heat. Nettenergy focus is on local markets where the feedstock is already present. The pre-fab installations are placed at the source of the biomass.

The gasification technology of Nettenergy is called PyroGasifier. Its unique features are:

- Simultaneous production of three products: biochar, synthesis gas and heat
- In combination with a gas generator it produces electricity
- In combination with our SYN2H technology it produces pure hydrogen
- It's a continuous process designed to operate 8.000 hours/year

Nettenergy provides the following products:

- PyroGasifier with gas generator for 400kWh electricity production
- PyroGasifier with SYN2H for 500 kg/day hydrogen

An important co-product of the process is Bio Char which is +/-10% of the feedstock volume. This Bio Char can be put back into the soil improving crop yields, amelioration of e.g. mine dumps and also earning carbon credits. The Bio Char may also be suitable for activation into Activated Carbon – for which the technology of Adsorb Technologies (Pty) Ltd our partner can be applied.



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## Port of Rotterdam

Port of Rotterdam is among the top 10 ports of the world and the largest port of Europe. It is the gateway port for many traded goods into Europe, reaching > 500 million consumer within 24 hours.

It is also a major Energy hub for Europe, receiving some 13% of the total energy consumption for Europe and reaching some 40% of EU Industrial end users for their energy needs. It is known for its high quality hinterland logistics, its deep water accessibility, its efficiency and port infrastructure. Port of Rotterdam, on request, provides port advisory services to governments and public/private port companies, in some cases opting to co-invest. As the hydrogen hub for its region, it is looking to connect globally to ensure supplies of hydrogen are connected with the customers in the demand areas Rotterdam services.



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## Royal HaskoningDHV

Royal HaskoningDHV is an independent, global consulting engineering company founded in the Netherlands in 1881, with offices in South Africa since 1922.

The company focuses on integrating engineering, design, consultancy, software, and technology to deliver more added value for clients. Through our mission - Enhancing Society Together, we take responsibility for having a positive impact on the world and contribute to the UN Sustainable Development Goals. We constantly challenge ourselves and others to develop sustainable solutions to local and global issues related to the built environment and the industry.

Backed by the expertise of almost 6,000 global colleagues working from offices in more than 25 countries across the world, we are helping clients with challenges ranging from water technology to mobility to climate change and digital transformation to changing customer demands and the energy transition.

Our team of consultants, engineers, data scientists, project managers, designers, and environmental and technical professionals bring extensive expertise across water, data centres, energy, industry, infrastructure, and transport.

In South Africa, we have 300 employees with offices in Johannesburg, Cape Town, Durban, Pietermaritzburg, and George.



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**STC Next**

STC Next is the training provider in and around the port. From shipping, transport, logistics and offshore to hazardous materials. Providing courses at our national and affiliated international training locations, in-company and online. Because in a constantly changing world, it is important, as a professional, to be prepared for what the sectors require of you.

STC Next is a dedicated service provider focusing on human capital development from operational level up to and including the executive level. We provide education, training, technical assistance and research services to the sectors: Maritime & Offshore, Ports & Terminals, Transport & Logistics.

STC Next is member of the STC Group. STC Group conducts activities in the field of vocational education; from lower vocational education and secondary school specialized in the logistic sector, up to and including higher vocational education.



**STC Next**

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## STC-Southern Africa

STC-Southern Africa (STC-SA) serves the maritime, ports and logistic sector in the region. In 2012 STC established its position in South Africa with a unique training Centre in Cape Town in the heart of the port. In 2021, STC expanded in Durban with the long established maritime and offshore training center, the STC-SA Durban Branch.

By providing a large amount of accredited courses for the maritime sector, STC-SA contributes to the success of foreign and near coastal voyages, serving the merchant, passenger, offshore, leisure and fishery industry with training that supports the operations, safety and security on board. The training and courses are provided by a team of experts, varying from nautical to medical skills. STC-SA's understanding of the unique needs of the African continent, positions itself well to provide an Africanised approach, whilst still maintaining the highest quality standards.

STC-SA is member of the STC Group. STC Group conducts activities in the field of vocational education; from lower vocational education and secondary school specialized in the logistic sector, up to and including higher vocational education.



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### The TNO Unit Energy & Materials Transition:

The mission of the EMT Unit is to realize the transition to a sustainable energy supply and circular economy in a timely manner. The Unit EMT (about 1,000 co-workers and 160 MEuro annual turnover) is in the middle of this process and contributes to accelerating and optimally realizing the required transitions with a broad and coherent portfolio of research and innovation. We work intensively with companies, knowledge institutions and governments at home and abroad. The Unit develops and optimizes a range of relevant technologies with a combination of fundamental, applied, experimental research and has an extensive research infrastructure and facilities at various locations. Solar energy, wind energy, biobased options, CO<sub>2</sub> capture, storage and use, energy storage techniques in the subsurface, geothermal energy, energy infrastructure, efficient, circular industrial production processes, recycling techniques and hydrogen production and use are prominent examples.

The design and realization of energy and industrial systems that achieve the set sustainability goals is addressed with advanced models and databases, system analyses, analyzes of environmental impacts in a broad sense (emissions, raw materials, use of space) and socio-economic impacts. TNO EMT also has a unique position with regard to integral knowledge of the subsurface via the geological service.





## United Zero

The energy transition driver



### Dick van Schooneveld

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Differentiation in the construction and installation sector requires an innovative and sustainable strategy. United Zero is the platform for this. Innovation in technology, processes, collaboration and customer approach guarantee the successful market approach. Through acquisitions and partnerships, we work and build from a net-zero concept and philosophy under one roof. Market focus exclusively on The Netherlands.

### United Zero

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## Van Halteren Technologies



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Van Halteren Technologies has developed a direct hydrogen compression system H2Direct that compresses up to 11,000 kg of pure hydrogen per day up to a 1,000 bar. The solution overcomes the well-known issues of traditional compressors: 5 to 10% hydrogen leakage, the need for intermediate storage and high OPEX cost due regular maintenance for replacing the dry seals. Combined with its energy efficient design and redundancy, the H2Direct with its patented tribological system safeguards the purity of hydrogen, high capacity, low OPEX and maximum uptime.

Van Halteren Technologies (VHT) is a Dutch family owned company located in three high-tech business locations. We are a team of 500 highly skilled tech enthusiasts, including engineers, programmers, mechanics, machine operators, and sales managers. We create everything, from exclusive solutions to off-the-shelf products, for various purposes across different industries and areas of expertise. By continuing to invest in new technologies and product innovation, we guarantee a maximum lifespan through smart maintenance, providing governments and industries with the best technical products and services capable of withstanding changing times.



### Van Halteren Technologies

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In Boxtel, we specialise in drive and control technology. We offer products, projects, and services in the industries of Naval & Offshore, Flight & Drive Simulation, Hydrogen & Power Management, Civil Engineering, and Hydrodynamic Research.



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## Van Oord Dredging and Marine Contractors

Van Oord is a Dutch family-owned company with over 150 years of experience as an international marine contractor. Van Oord employs over 5,000 employees comprising of in total different 89 nationalities.

We operate a large versatile fleet, which encompasses state-of-the-art vessels to execute the projects around the world. This equipment is designed in accordance with the highest quality and safety standards.

A continuous investment program is part of the company's strategy.

### Our mission

As a global marine contractor, we focus on dredging and marine construction, offshore wind, offshore infrastructure and infrastructure in the Netherlands. We work safely and partner with our client and stakeholders to create innovative and sustainable solutions.

### Our propose

Our propose is to create a better world for future generations by delivering Marine ingenuity. We are an asset enabled, knowledge driven, high-performance organization with a focus on The Right People, Sustainability and Digitalization.

### Our values

Van Oord's values 'we care' and 'we work together' are fundamental to eliminating all incidents and personal injuries. Everyone working at, with or on behalf of Van Oord is expected to take responsibility for safety and deal proactively with safety matters. This includes clients, partners, subcontractors and suppliers.



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## Vopak South Africa

Vopak is an independent infrastructure provider with an unrivaled network of 78 terminals in 23 countries and 25+ joint venture partners. We have a diversified portfolio which is a critical enabler for product flows today and in the future. We serve energy and manufacturing markets offering significant growth opportunities to our 1,000+ customers, including new products and services. We take pride in improving access to cleaner energy and feedstocks for a growing world population, ensuring safe, clean and efficient storage and handling of bulk liquid products and gases.

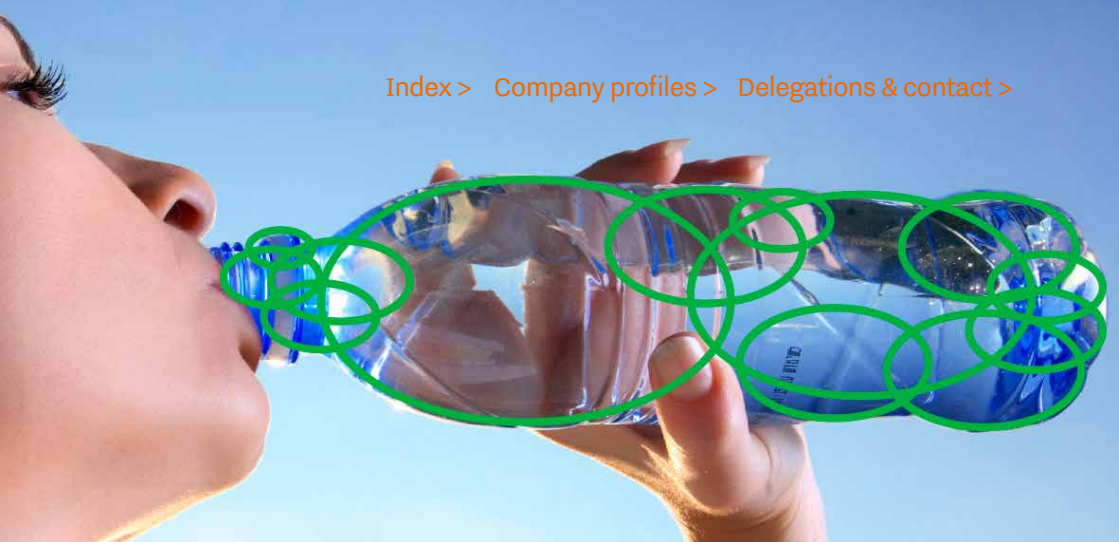


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To actively contribute to the introduction of future vital products, we are focusing on new infrastructure solutions in the areas of low-carbon and renewable hydrogen (ammonia, liquid hydrogen, LOHC), CO<sub>2</sub>, sustainable feedstocks, and long duration energy storage. Next to the existing worldwide locations where we are storing ammonia, Vopak is involved, together with various JV-partners, in a number of green hydrogen projects in Europe, such as the ACE terminal, H2Sines, LOHC import pilot and H-vision.



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## Circular Waste Economy

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## Catalyse Energy

Significant reduction of host country's carbon footprint by Building, Owning and Operating of Circular Economies characterized by Triple "P" (People - Planet - Profit) in exactly the prioritisation.

**People:** permanent jobs, gender equality

**Planet:** environmentally responsible, fostering biodiversity

**Profit:** once the above "P"s are realised, financial profit for growth and transfer to local partner

Circular Waste Economy Mission catering for the Circular Economy based on Biogas:

- Collect organic waste streams
- Anaerobic digestion thanks to zillions of microbes
- Production of 2 products to be locally commercialised:
  - a.) Biogas
  - b.) Organic Fertiliser - each contributing roughly ½ of total Turnover. For Profit Activity

## Catalyse Energy

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### **Circular IT Group**

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## **Circular IT Group**

We offer Circular IT solutions, aimed at extending the life of IT assets, for a positive societal- & ecological impact.

### **New & refurbished ICT**

We are specialized in offering new & refurbished ICT devices in EU & abroad, with support & tailor-made solutions in DaaS (Device As A Service) & ITAD (IT Asset Disposition). Specifically for the extension of the lifecycle of devices, we offer services that guarantee a lifetime extension and/or a meaningful 2<sup>nd</sup> life for your devices (after certified data wipe) in amongst other educational projects worldwide, together with partners like Close the Gap, who have been redeploying ICT assets in countries like South Africa since +20 years.

### **Impact reporting**

We assist companies in CSRD / ESG reporting when related to ICT, with amongst other support to further reduce CO<sup>2</sup> emissions.

### **Certified operations**

We are ISO 9001, 14001, 27001 certified, Weeelabex certified and a proud B-Corp!

CLUB OF ENGINEERS

## Club of Engineers



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The Club of Engineers (COE) is a Project Management, Engineering and Project Development company that exists primarily through its network of independent specialists whom are Members of our Dutch Cooperative in Amsterdam.

We focus on tackling projects within the global energy sector, with a full service offering to realise projects from concept to completion. Our background originated in the Oil & Gas and mining sector in South Africa, Mozambique and the Netherlands.

Currently COE is also embarking on a number of project development initiatives in the circular waste to X track. This includes Project Spark, which entails the realisation of battery grade Vanadium electrolyte from various waste sources in the Netherlands, which have the potential to produce the equivalent of +500MWh of electrolyte per annum. In addition our members have experience with waste to power, and waste to plastic initiatives.

Together with our partner laboratory Viazym Labs in Delft and our transaction advisor SubsidyCloud we are always in search of new opportunities to further develop similar opportunities, and also see how we can connect minds, clients, and funding opportunities to make these projects a success.

Make it work.  
Club of Engineers



### Club of Engineers

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# DELTA R&D

## Delta R&D



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Delta R&D is a Dutch based company that has his roots in re & upcycling in any way. We are patent holders on a very specific process to upcycle bottom ash. But we are also able to upcycle end of lifetime materials like bottle glass.

We don't believe in projects / processes that are covering end of lifetime materials by for instance putting them under roads, building ski-slopes, etc.

We think it is better and more environmentally friendly to really upcycle to renewable materials like recyclable concrete, roadmarkings, flooring, etc.

Feel free to contact us and check the opportunities!

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## Ecotradere



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### Ecotradere

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Ecotradere optimizes the value chain around capturing CO<sub>2</sub>, by carbonizing local waste streams. This contributes to a transition into a circular economy and affects all steps in that value chain.

Ecotradere is a cooperation of Adco-Solutions, Ecoleaders and Ecombi. With years of experience at production and marketing of international businesses. The common driver for Ecotradere is a strong preference for biobased and circular entrepreneurship. Ecotradere contributes to the reduction of climate change without losing sight of the economic revenue model.

### Our strategy

Transitions in the circular economy need a switch from linear thinking to cooperation within the value chain. From raw material to end product and from industrial processing to certification... Ecotradere offers a new revenue model, which includes the whole carbon chain and provides a practical and financial perspective for its customers.

### Our mission

The business strategy of Ecotradere is based on the action needed to achieve the Paris Climate Agreement and the Sustainable Development Goals (SDGs). Our visionary goal is to give what 'we' take/took from our earth to the earth.

Ecotradere launches a new industry model around the carbonisation of plastic and organic waste streams and offers the valuable products like oils and biochar to various markets.



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## Harvest Waste

Harvest Waste develops, engineers, finances, owns and operates Waste-to-Energy plants around the world using our proprietary High Efficiency (HE) WtE technology.

We turn residual municipal solid waste, which in many parts of the world still ends up untreated on landfills or worse openly dumped, into baseload renewable energy closing the loop of the circular economy. Using our unique HE technology, we can produce >30% more electricity than conventional WtE technology, improving the business case for investors and making WtE competitive to landfilling.

We are providing a sustainable solution to treat end of life waste at the lowest cost to society, improving public health while creating local jobs.



### Harvest Waste

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## Holland Circular Hotspot

Holland Circular Hotspot (HCH) is the international gateway to the Dutch circular economy. Based on our knowledge of the international market and in collaboration with our international network, we create mutual business opportunities, link foreign circular investors to the Netherlands, organize international programmes on circularity, act as a content partner on circular economy, and we showcase Dutch CE leaders abroad.

HCH is a not-for-profit collaboration between the business community, knowledge institutions and governments. HCH was founded in 2015 as one of the actions of the government-wide program 'The Netherlands Circular!' and works closely with ministries, the Netherlands Enterprise Agency, Rijkswaterstaat, NLinBusiness and the missions abroad. HCH has established a unique network of companies, but also a strategic network of international circular hubs. These public-private coalitions of the willing, provide access to a local circular market. HCH is unique because of its knowledge of the CE landscape in the Netherlands, insights into market opportunities abroad and the effective way of connecting and supporting to realize mutual opportunities.



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## InvestInternational

## Invest International



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Invest International invests in Dutch solutions for global challenges. We offer tailor-made financing and project development expertise for international projects.

We exist to bridge a funding gap in the financial ecosystem; identifying and realising projects that are outside of the risk appetite of mainstream investors. Our business model enables us, on the one hand, to support international projects of Dutch companies or businesses with a Dutch connection and, on the other hand, to finance infrastructure projects in developing countries. We provide capital solutions for companies and investment funds whose international activities contribute to realising the Sustainable Development Goals (SDGs). For governments in emerging economies, we make funds accessible for infrastructure projects. We also provide project development capacity. In combining these, we support projects at every stage of their maturity making use of all funding sources at our disposal.

Invest International has several funding options to invest in Dutch solutions for global challenges. Depending on the project in terms of size, stage, type, and location, we aim to provide the most suitable solution for our clients. We distinguish between our own capital and funds we manage on behalf of the Dutch State.

### **Invest International**

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## Joss Elastomers & Chemicals



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With more than 40 years of experience, Joss enables its global partners to be more successful in their business by offering flexible commercial, logistical and financial solutions, which provide access to markets & products and reduce complexity in the rubber- and chemical industry.

We represent producers of relevant products and provide them with access to different markets and market requirements. For customers, we provide alternatives to match current and new product specifications. For both parties we are also a partner to build on new opportunities and to reduce the implementation efforts.



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Our company invests in Pyrolyse systems in South Africa to process biomass (waste) into biochar products. Biochar has a wide variety of applications ranging from soil improvement, concrete, water purification, industrial compounds and many others. Besides these applications, Biochar production can be identified as Carbon Dioxide Removal (CDR) technology which is required to achieve international net zero CO2 emissions.

Our international offices are representing our Dutch head-office in areas like sourcing and sales/promotion of our activities. This helps us to enforce our market presence on a worldwide basis while keeping track on local needs of our (prospect) customers.

### Joss Elastomers & Chemicals

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## LC Packaging



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LC Packaging is a family owned company that has been active in the packaging industry for four generations. CEO Lucas Lammers' great grandfather started the company in 1923, when its sole activities were the purchase, reconditioning and distribution of (second hand) jute bags. Over the years, our range of services and knowledge have expanded considerably and today, we specialise in high quality flexible packaging solutions for the safe, reliable and protective transportation of (dry) bulk goods.

We specialise in FIBCs (big bags), cardboard, jute, netbags and WPP packaging for virtually every industry. LC Packaging is both manufacturer and distributor of flexible packaging solutions worldwide. With our own production facilities for FIBCs and cardboard and a solid network of trusted production partners worldwide.

By obtaining our [EcoVadis Platinum CSR rating](#) for a third consecutive year, we have proved to be a leader in sustainability in our industry. The next step is to become a leader in sustainable packaging, and in order to achieve that we have set ourselves very ambitious goals to be achieved by 2030.

We have ensured a 100% leadership commitment, and we are investing financially, in time and in human resources.

We remain Committed, Reliable, Loyal.



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## MetaSus



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MetaSus promotes exports and international cooperation in waste management and the circular economy. The company is an initiative of Bert Keesman, a mechanical engineer with a large track record in environmental technology projects in a range of countries. Bert is Chairman of the Expert Group Waste & Environmental Technologies of the Water Alliance, as well as Special Envoy of Holland Circular Hotspot. He coordinates so-called Partners for International Business (PIB) programs in Indonesia and Australia. In these programs, clusters of Dutch companies in waste/CE position themselves in the target markets in a period of three years.

MetaSus offers in-depth knowledge of the Dutch environmental technology supply sector, international market studies and the organization of inbound and outbound trade missions, matchmaking events and other trade promotion activities. In South Africa, Bert Keesman will be interested to explore the possibility of developing a multi-year cooperation program in waste management and circular economy, aimed at joint business promotion and/or private sector development in South Africa.



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## Mind the Zebra

Mind the Zebra assists with packaging recovery issues, such as development and introduction of Deposit Return Schemes (DRS) and improvement of EPR schemes.

Mind the Zebra helps trade associations, companies and governments with issues in the area of Extended Producer Responsibility (EPR) for (beverage) packaging and in particular in the field of deposits. From an initial introduction to modeling and all the way towards the actual introduction of DRS.



### Mind the Zebra

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## Natu chem



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Natu chem focuses on the production of high-quality ammonium sulfate from biological sources. The ammonium sulfate will be extracted from ASL (ammonium-sulfate-liquid). The source of ASL are air washers, which are used to prevent nitrogen emission.

To this end Natu chem has developed a unique process based on crystallization technology. The nitrogen compound in the liquid is isolated and extracted, something that previously seemed impossible without excessive gas consumption.



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Natu chem provides a innovative solution to process ASL. The end product is a circular produced ammonium sulfate from a biological source. This can be used as a raw material for different industries, such as production of a 100% circular and durable fertilizer.

Natu chem operates a 'build-own-operate' strategy, started with the first plant in the Netherlands, but also aims at other countries with a nitrogen challenge.

Natu chem consists of a team of entrepreneurs with different backgrounds, such as fertilizer expertise, recyclables trade (waste paper) and manure processing technology.



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Nijhuis Saur Industries provides solid and adaptive solutions for sustainable and resilient water use, energy- and resource recovery.

Our solutions can directly help to solve water and energy problems in South Africa through our design, build, finance, operate and maintain set-up. Our (waste) water, biogas, and manure treatment plants can close the water loop.

With an extensive portfolio of innovative technologies and game-changing solutions, Nijhuis Saur Industries is now delivering local, scalable, and circular water-on-demand solutions to more than 5000 references around the world and contributing to a more sustainable and resilient future.

Through early partnering with Nijhuis Saur Industries, industrial clients can keep their total cost of operation as low as possible, meeting local regulations and discharge limits and meet the SDG ambitions.



### Nijhuis Saur Industries

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## Pastoor Consult

Pastoor Consult is a distinctive connector, consultant and broker in the area of new energy and circular raw materials. Our knowledge and expertise is in the sale and purchase of circular waste. Driven by our professional inquisitiveness and pioneering mentality, we operate as business developers at an operational and practical level. We are inspired by innovative methods within existing and new sales markets and develop completely new sales markets for raw materials.

### Areas of expertise are

- New sustainable energy: their strength and knowledge is in the continued development, conversion and use of alternative secondary fuels;
- Biomass: they advise on the process of incineration, gasification or digesting;
- Green gas: their strength lies in finding new sales markets, well away from the beaten track. There is also a focus on developing and inventing the right methods for generating green gas in innovative ways;
- Recycling: they operate in the market of incinerating sewage sludge, but also work on the recycling chain of plaster waste flows;
- Circularity: they advise on the use of green raw materials to safeguard the feasibility and sustainability of a circular economy;
- Energy from waste: they look for the right area or the most suitable region to establish the right place for new Energy from Waste plants.

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PUM is a volunteer organisation. We empower ambitious entrepreneurs in building a structurally better future for their community; socially, ecologically and economically. We work together with SMEs in 36 countries worldwide since 1978. Entrepreneurs and businesses approach us – often via our representatives – and request advice. We link them to Dutch professionals who share their knowledge and experience voluntarily.

Our experts execute short-term, solid consultancy projects, either on the work floor or via remote coaching. They collaborate with our clients, so that these develop into a growth engine for the local economy. This benefits both employment and the sustainable economic development of the region. Furthermore, as the contacts established regularly lead to major trade relations, the Dutch economy benefits as well.

Our goals are to contribute to the UN's Sustainable Development Goals and empower ambitious entrepreneurs in building a structurally better future for their community; socially, ecologically and economically to create vibrant businesses and better lives.

We have experts in more than 35 industry sectors and the topics of the trade mission fit within our main target sectors in South Africa.



### PUM

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RanMarine is a company dedicated to protecting water and its ecosystems. Our purpose is to empower individuals and organizations worldwide to restore the natural state of aquatic environments. The company's mission revolves around developing advanced technologies specifically designed for clearing pollution, bio-waste, and debris from waterways. Additionally, RanMarine utilizes data-driven approaches to monitor water quality and empower our clients to proactively improve their environments.

At the core of RanMarine's operations is their vision to be at the forefront of autonomous water drone technology for waterway cleaning and preservation. We prioritize innovation, sustainability, and education as we work towards a future where clean and healthy water bodies support diverse ecosystems and thriving communities.

Inspired by the graceful whale shark, the WasteShark represents a compact, autonomous surface vessel (ASV) designed to excel in the efficient management of aquatic waste. Remarkably, the WasteShark boasts a multitude of advantages, including its eco-friendly profile with zero greenhouse emissions, remarkable versatility across various applications, affordability, user-friendly operation, and the convenience of portable deployment.



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## Subsidycloud

Subsidycloud offers a full service concept for (EU) subsidies in the field of hydrogen, circular economy and agriculture. Headquarters is located in Rotterdam, the Netherlands.

The organization guide a variety of projects in the domain Circular Economy, Hydrogen and Agriculture with the aim to make the transition happen. This gives us a good overview of innovations, (available) technology and partnerships which can be valuable for SA. We guide R&D projects (TRL 3-6) and pilot and demonstrations (TRL 7-9) on national and EU level.

Currently we are exploring the options to provide and demonstrate Dutch/EU technology which can be used to set-up a circular chain in the field of plastics/ seaweed and water quality. Another initiative is Project Spark, which entails the realization of battery grade Vanadium electrolyte from various waste sources in the Netherlands, which have the potential to produce the equivalent of +500MWh of electrolyte per annum.

I am more than happy to listen to your circular challenges and enhance you with our expertise.



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Community of Innovation



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## Ti-COAST

TI-COAST, Top Institute for Comprehensive Analytical Science and Technology, shortly COAST, is an independent foundation facilitating innovation of analytical science and technology and its education.

COAST was founded in 2009 by representatives from leading Dutch industry laboratories and academic analytical science and technology groups at universities, recognizing three strong needs for future innovation and economic growth in The Netherlands: (1) highly innovative fundamental analytical research, (2) high-quality researchers and technicians at PhD, MSc and Professional BSc levels, and (3) sharing of and access to rare, high-end analytical instrumentation.

Since 2011 COAST has been organizing and coordinating public-private research and innovation programs and extracurricular education programs for talented students. From the start, COAST also co-founds and participates in projects that set out to develop unique high-end analytical research facilities. Presently, the organization unites and facilitates more than 70 companies, knowledge institutes and academic groups in their ambition to innovate analytical science, technology and education.

COAST pays explicit attention to the advancement of analytical technology as crucial success factor for innovation for the benefit of societal challenges. Circularity, as solution pathway for the materials transition, is the first one of these for which a Community of Practice is organized within COAST.



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TNO is a contract research organization based in The Netherlands. TNO connects people and knowledge to create innovations that boost the competitive strength of industry and the well-being of society. Presently TNO employs more than 3,800 professionals. TNO is an independent partner for consultancy, but also has an extensive portfolio of innovative technologies and patents. Our knowledge and technology portfolio contribute to the competitiveness of our clients worldwide.

Our circular portfolio contains solutions for waste processing, plastics, chemical, construction and manufacturing industry. We advise both industrial clients as governmental agencies. Examples are our circular impact methodology for cities, LCA development for timber constructions and our impact model PRISM for plastics. Apart from advise we also develop in close cooperation with private partners innovative mechanical separation and washing techniques, recycling technology and waste-to-energy solutions. Examples are 1) Torwash for preprocessing of wet organic waste streams and sludge from waste water treatment plants, 2) Enerchar a low-temperature gasification process producing biochar, 3) biomass gasification on higher temperatures aimed at producing chemicals like ethylene and aromatic hydrocarbons and 4) technologies for (chemical) plastic recycling.



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## Township Fleva Nederland

Township Fleva is a social enterprise focusing on healthcare, education and the green economy/circular economy. Our organisation's principles and methodology are deeply rooted in market creating innovation, meaning that we use innovation to create markets, where they did not necessarily exist before.

Within circular waste we work on IT waste in particular and using this to develop new products, whilst recycling old products. Within the green space we use a regenerative agricultural methodology in order to help agripreneurs to run their own small scale organic farms. We subsequently purchase from these agripreneurs and sell the produce to households through Munching Mongoose.

### Township Fleva Nederland

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<https://www.munching-mongoose.co.za>



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## VinylRecycling.com

At vinylrecycling.com, we are working towards the future. Not only ours, but also that of our children.

Through the years we gained a very strong expertise in PVC recycling and every type of waste is seen as a challenge, and with continuous dedication and innovation we search for pragmatic solutions to process or reuse this versatile material.

We think it is unnecessary to burn, or ship PVC to landfill, full stop! Luckily, we see European Regulations moving towards a circular economy too. The GreenDeal objectives are set, and it's down to each country how to implement these targets.

This has, and still is a great influence on our daily work. We are no longer seen as 'just a recycler', we are invited to participate in EPR movements and are offered a seat at the table to help our customers get ready for the circular economy.

We act global and partner up with production plants all over the world to find solutions for their production scrap, to find 'recycled' alternatives for their compounds and raw materials. Whether it is rigid, soft, plastisol or powder; our goal to find a solution for all types!



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## Future-proof Agri and Horticulture

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## AgrowSer/VDH Poly Greenhouses

AgrowSer/VDH Poly Greenhouses, based in the Netherlands, has been active in design, production and construction of greenhouses for professional horticulture for over 25 years.



**Oscar Niezen**

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We specialise in foil-covered greenhouses of many types: multispans 'gothic' arched systems, multitunnels, single tunnels, systems for strawberries and other soft fruits etc. We have a unique position in design and production of systems suitable for the roof- and façade material ETFE (also known under the brand name F-Clean®), a foil that isn't affected by UV radiation and keeps its optimum light transparency during a greenhouse's life span. Our company also acts as main contractor in turn-key greenhouse construction projects, in cooperation with suppliers of cultivation systems, biological control, seeds/young plants and other essential input.

For decades, AgrowSer/VDH has been active in Europe, Japan and North America, where clients highly appreciate the quality of our systems and services. We are currently expanding our scope to East Asia, the Middle East and Africa, and are therefore delighted to join this Netherlands Trade Mission to South Africa.

South African horticultural entrepreneurs will find our products and services to 'match' well with the local climate and product quality standards, enabling them to increase yields and project feasibility.

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## Bosman Van Zaal

Bosman Van Zaal develops innovative, sustainable, and integrated solutions in the field of data management, logistical automation, and fully controlled plant production facilities.

Their software and installations cooperate to create the ideal cultivation climate, the best use of space, the lowest energy consumption, and an optimum deployment of labour.

Their solutions are based on more than 100 years of experience in the international horticultural industry of food, flowers, and plant-based medicines. They provide these solutions to market leaders in breeding, propagation, ornamental-, vegetable- and soft fruit production and vertical farming.

Bosman Van Zaal is unique in its holistic approach of turnkey in-house design and realisation of complex projects. From the head office in Aalsmeer and offices and agencies in 13 countries, experienced engineers apply new technologies for specific customer requirements.

The core businesses of Bosman Van Zaal is to help growers by realising the most perfect cultivation environment possible, for the crop, the customer, and the planet. When producing crops destined for food, research, medicines, or cosmetics, where the quality of the basic product, growing environment and processing is of vital importance, a CEA (Controlled Environment Agriculture) facility might be the solution to achieve that perfect environment.



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## Brooklyn Ventures - Energized Africa

Energized Africa is a sustainable energy venture ecosystem, initiated by Dutch and South African based Brooklyn Ventures, in partnership with Amsterdam based Aimforthemoon; striving to revolutionise Africa's entrepreneurial landscape, energy-based skills development, local and community based partnerships.

Our approach also looks at potential partnership with critical sectors of the economic landscape in Africa, most importantly mining and agriculture, within the local and community-based partnerships.

### Brooklyn Ventures Africa

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## Delphy

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## Delphy

Delphy delivers worldwide Expertise for the successful and sustainable cultivation of food & flowers. We provide cultivation knowledge and innovative research, advisory and project management services to our partners in the plant sectors, worldwide. Employing more than 100 designated crop knowledge experts, Delphy contributes to the success of our partners thus reinforcing our success and value creation in the sector.

### Ambition: Worldwide Expertise for Food & Flowers

With the goal to positively impact and contribute to health, food security, food safety, sustainability, and well-being of people, Delphy optimizes the production for food & flowers. Our crop experts share their knowledge and expertise with our partners to help them achieve their objectives and improve results in cultivation and the entire food and flower value chain.

### Delphy is renowned for expertise, trust, responsibility, and freedom.

The experts at Delphy are reliable and knowledgeable, they take responsibility for the interests of our partners and maintain freedom and objectivity by their independent position. The long history of the company in extension services and the team of loyal and highly qualified experts, characterizes these values, providing security, expertise, and independence to our partners.





## East Netherlands Development Agency (Oost NL)



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Oost NL is a regional development agency that focuses its activities and projects on strengthening and stimulating the economy of the provinces of Gelderland and Overijssel, the Netherlands. As a partner, connector, and supporter, Oost NL provides a fertile ground for innovative entrepreneurs in the Eastern part of the Netherlands who are working on sustainable change and a durable future.

Oost NL focuses on the knowledge-driven share of companies in the region, especially in the sectors Agro-Food, Life Sciences & Health, High Tech and Energy.

We support international entrepreneurs throughout the entire process of establishing businesses and fostering growth in our region, and support local companies in their international expansion. Oost NL is lead partner of GO4EXPORT, the export program of East Netherlands.

Oost NL works closely together with national network partners Invest In Holland, Invest International and Trade and Innovate NL.



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**Flying Swans**

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## Flying Swans

We believe in a future where everyone can earn a fair income from food production and trade, through varied, sustainably produced food, accessible to all, reaching consumers with the lowest footprint. We design food systems in unexplored areas with big potential for new supply chains, to create a sustainable impulse for local development, food supply and international trade.

Intelligent logistics is the key to unlock the hidden economic potential of emerging food producing and consuming economies in Africa. We focus on valuable, perishable products: fruit and vegetables, flowers, medicines, meat and fish, meat substitutes and dairy products; that require specialist know-how, and therefore offer opportunities for companies from the agro-food, logistics and water sectors.

Flying Swans identified agro-logistic project development in South Africa, where production areas are often far from export ports. Large distances are now covered via truck. Not enough to 'unlock' agro-logistic value chains have been done.

Flying Swans stands for a planned reconfiguration of agro-logistics by scaling up and integration into the basic infrastructure with open, multi-user solutions. Transport transitions to refrigerated containers via train, with hinterland cooling and consolidation also serving emerging farmers with smaller volumes.

We develop cool-logistics solutions and investments for Africa!



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**Fresh Produce Centre  
(GroentenFruit Huis)**

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## Fresh Produce Centre

Fresh Produce Centre represents the interests of businesses involved in the sale and marketing of fruit and vegetables and is a source of knowledge and inspiration. With a total turnover value of about 18 billion, the Netherlands is a global player in the production, import and export of fresh fruit and vegetables. The 320 members of Fresh Produce Centre (trading companies and growers' associations) represent more than 80% of the total turnover. They specialize in the domestic wholesale, import, export, treatment, processing, packaging, storage and transshipment of fruit and vegetables.

Fresh Produce Centre shows leadership on a new healthy perspective for society and the market, and pursues five ambitions: Health, Sustainability, Market and Economy, Social and Food safety.

The Netherlands is the largest EU importer of fresh fruit & vegetables and is the gateway for Europe and abroad. South Africa is a main supplier for the EU market for e.g. citrus fruits and table grapes. Fresh Produce Centre is already for years actively involved, together with the South Africa industry and authorities, to secure a continuous safe and economic viable trade between South Africa and the European Union.



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## Glastuinbouw Nederland

Within Glastuinbouw Nederland, Dutch greenhouse growers collaborate to shape policies and develop innovation programmes with regard to labour, energy and climate, public health and welfare, plant health, water, and the environment. As entrepreneurial network of the Dutch greenhouse horticulture sector, we work on collective solutions for a sustainable, profitable, and future-proof sector. By fostering innovation and representing the sector in the public and political debate, we aim at a stronger business climate for greenhouse horticulture both nationally and abroad.



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Our entrepreneurs grow fresh fruit and vegetables and fascinating flowers and plants in the most sustainable manner to promote a healthy, happy, and green society. This type of controlled environment agriculture (CEA) tries to fulfil consumer demands while conservating our environment in an economically feasible manner. In their controlled environment, growers make optimal use of all benefits nature has to offer, keep diseases and attackers at bay, and exclude environmentally harmful residual flows. Meanwhile, they offer jobs and education at every level.

Glastuinbouw Nederland unites and supports growers in lobbying at (inter)national, provincial, and regional governments, stimulating knowledge development, and inspiring entrepreneurs through knowledge exchange. Together we represent 75 percent of the total greenhouse horticulture area in the Netherlands.



### Glastuinbouw Nederland

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## Intense Wines



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With the establishment the values of Intense Wines were based on wines “Made with passion, Powered by Nature”.

Intense Wines is a wine company founded by Janneke Rutten in 2008. She decided to create a company with a different approach towards the wine market to create wines that have an excellent taste, a positive impact on the world and a good design.

All wines have a strong price and quality ratio within the portfolio of over 50 sustainable, fairtrade and organic wine brands. Most of the wines are sold within wine retail shops that also resell to horeca and consumers.

Intense Wines is able to make Private label brands as well for on and off- trade. Brands like [www.viaVINA.wine](http://www.viaVINA.wine) and [www.generation.wine](http://www.generation.wine) are examples.

Where possible Intense Wines has taken an interest in the supply chain to empower involvement. She has taken co-ownership in a large organic & Fairtrade vineyard named “Schoone Oordt” in Paarl, South Africa as a new company named “Fair Wine Company” was established in South Africa with a positive impact goal towards people, planet and health.

Intense Wines also produces organic wines within several organic European wineries in Spain, France and Italy.

#Intensewines became a B-Corp company in 2022.

Key words: sustainability strategy, proactive leadership approach, B-Corp, Fairtrade, organic, biodiversity friendly viticulture, long-term vision, happy to share experiences with others...

### Intense Wines

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## InvestInternational

## Invest International



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Invest International invests in Dutch solutions for global challenges. We offer tailor-made financing and project development expertise for international projects.

We exist to bridge a funding gap in the financial ecosystem; identifying and realising projects that are outside of the risk appetite of mainstream investors. Our business model enables us, on the one hand, to support international projects of Dutch companies or businesses with a Dutch connection and, on the other hand, to finance infrastructure projects in developing countries. We provide capital solutions for companies and investment funds whose international activities contribute to realising the Sustainable Development Goals (SDGs). For governments in emerging economies, we make funds accessible for infrastructure projects. We also provide project development capacity. In combining these, we support projects at every stage of their maturity making use of all funding sources at our disposal.

Invest International has several funding options to invest in Dutch solutions for global challenges. Depending on the project in terms of size, stage, type, and location, we aim to provide the most suitable solution for our clients. We distinguish between our own capital and funds we manage on behalf of the Dutch State.

### Invest International

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### ISA Nanotech

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### ISA Nanotech

Since 2017, ISA Nanotech has focused entirely on residue-free cultivation. With our resources Siltac SF, Salifort and Biopolin we strive for a sustainable future for the agricultural sector.

ISA Nanotech is based in the Netherlands, the agricultural superpower of the world. From here, the company exports their products all over the world.

The product Siltac SF is designed for the control of numerous pests such as: spider mites, all types of aphids, whiteflies and leaf fleas, It is completely degradable and therefore has no MRL.

“To make food production sustainable, safe and healthy for growers, people and planet”



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## Kadaster

Kadaster collects and registers administrative and spatial data on property and the rights involved since 1832. Doing so, Kadaster protects legal certainty. We are also responsible for mapping and maintenance of the national reference coordinate system. Furthermore, we are an advisory body for land-use issues and national spatial data infrastructures.

Our information is available predominantly through online web services. Our main customer groups are civil-law notaries, local authorities, businesses, financial institutions and private individuals. Kadaster maintains the Key Registers Cadastre and Topography. Kadaster also provides information from registrations of other parties. Examples are the facilities for addresses and buildings, cables and pipelines, property valuation and energy labels.

Kadaster has designed, developed and implemented the National Spatial Data Infrastructure (NSDI) of the Netherlands and is responsible for its operation and maintenance on a daily basis. Kadaster is also the main national provider for the Infrastructure for Spatial Information in Europe (INSPIRE).

Information provision is another key task. The information products from the registrations and national facilities come in for example data files, formal documents or maps. To business clients Kadaster offers its web portal My Kadaster, to private citizens it offers the Web Store. We also provide customised work and advice, predominantly to authorities which helps them develop spatial planning policies.



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## Lentiz Education Group

Lentiz is an Education Group in the Netherlands and is specialized in vocational education and training in the agricultural sector and related fields. Lentiz Education Group has built a worldwide experience, expertise and network. Over the past decades, Lentiz has gained international experience and knowledge in the fields of horticulture, floriculture, food processing and supply & cold chain management and wants to share her knowledge abroad. Our teachers and instructors are equipped to train employees according to the current standards. Your employees will acquire a better understanding of Horticulture, Floriculture, Gardening and Landscaping, Food processing and Supply & Cold Chain Management.

### Lentiz in a nutshell

International oriented institute for education

- Broad range of activities in Europe, China, India, Vietnam, Japan, South Africa, Kenya and Oman
- India: eg Gujarat Knowledge Society, Delhi
- China: eg Beijing, Shanghai, Ningxia, Liaoning, Jiangsu, Shaanxi and Yunnan
- Accredited BTEC Center (Business & Technology Education Council) by Edexcel/ Pearson
- Member of various international agricultural networks such as Food Tech Holland
- Participating in Human Capital Agenda of the Dutch government and the Greenport Horti Campus
- Member of Jiangsu Agri-Greenport, China
- Member of China Urban Modern Agriculture Vocational Education Group

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## Nedamco Africa



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Director

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Nedamco Africa is a climate technology company that is dedicated to creating positive environmental and societal impacts by delivering innovative climate technology solutions. The company was founded as a subsidiary of Nedamco Capital.

Nedamco Africa's solutions target critical challenges such as water scarcity, renewable energy, and sustainable agriculture. The company's initiatives include:

- **Talent as a Service (TaaS):** Nedamco Africa combines leading technology partners, vendors, and locally trained professionals to provide comprehensive climate technology services tailored to the specific requirements of its clients.
- **Digital twins:** Nedamco Africa generates virtual, 4D representations of physical assets, systems, and processes to bridge the gap between the physical and digital realms. Its digital twins, updated in real-time, offer superior visualization, analytics, and simulation capabilities, empowering informed decision-making.
- **Environmental credits and certificates:** Nedamco Africa enables the net-zero transition in the age of climate change by providing its clients with access to a range of environmental credits and certificates.

Nedamco Africa is a leading player in the climate technology sector. The company's innovative solutions are helping to address some of the continent's most pressing environmental challenges, such as water scarcity, renewable energy, and sustainable agriculture. Nedamco Africa is also committed to empowering the next generation of African leaders in the climate technology sector through its TaaS initiative.

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## Netherlands-African Business Council (NABC)

The 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 today leads a network of nearly 200 engaged members across diverse sectors and has access to a community of over 10,000 African and European businesses, institutes, government entities and others interested in doing business in Africa.

At NABC we place 'Partnerships of Equals' at the centre of our activities, meaning that we aim to develop opportunities that are beneficial for both the Netherlands and Africa.

The NABC sees the Sustainable Development Goals as an opportunity for more responsible business in Africa. All our work relates directly to the achievement of the SDGs, with a specific focus on SDG 2, SDG 8, and SDG 17 in which we believe we can maximise our impact.



### Netherlands-African Business Council

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**NEW FORESIGHT**  
SUSTAINABLE BUSINESS OPPORTUNITIES



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## NewForesight

NewForesight is a strategy consultancy specialized in sustainability and market transformation. NewForesight seeks to drive innovation in the field of sustainability and drive transitions towards sustainable economies. We believe that sustainable transitions can be managed and offer many business opportunities.

We believe that today's deep-rooted sustainability issues can only be solved with market-driven solutions. To create change that lasts, sustainability needs to be an integrated part of sourcing and the entire supply chain. But for this to happen, one needs to thoroughly understand the business case for companies.

At NewForesight we do precisely that: We understand not just the sustainability issues in isolation, but also how they impact and are impacted by supply chains, markets, and policies. We understand the intricacies of supply chains and the inherent differences across market segments. We have a deep understanding of the market dynamics and develop solutions that fits within the economic reality and competitive nature of companies.

Since 2008, we have partnered with leading businesses, governments, civil society organizations and multi-stakeholder platforms to drive transitions in over 35 sectors and 45 countries.

Our services cover the complete sustainability journey, from inspiring the change, diagnosing the current state, strategizing the plan, implementing the changes, and assessing the impact of your sustainability efforts.



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## **Rijk Zwaan South Africa**

Rijk Zwaan is a Dutch family-owned vegetable breeding company. It is amongst the top 4 in the global vegetable seed market with a turnover of over 600 million euros. Rijk Zwaan develops vegetable varieties and sells the seeds produced from them. It combines the huge genetic diversity that nature has to offer with continuous investment in R&D (approx. 30% of the annual turnover). This results in plant varieties with ever-better combinations of desired traits.

Rijk Zwaan has more than 1,500 varieties in its assortment, across more than 25 different vegetable crops. Rijk Zwaan seeds are sold in more than 100 different countries through locally operating sales subsidiaries and numerous distributors. To align its products perfectly with market requirements, the company maintains close contact not only with growers but also with the rest of the vegetable chain. Rijk Zwaan takes a personal approach and strives for win-win situations and long-term partnerships.

The head office is situated in De Lier, the Netherlands. In addition, Rijk Zwaan has over 30 foreign subsidiaries handling sales, R&D and seed production activities. Rijk Zwaan employs around 3,800 people and they are the company's most important asset. The company culture is centered on involvement, teamwork and loyalty. As a result, Rijk Zwaan's employees are highly motivated to provide all customers with top-quality seeds and a high level of service.

## Solidaridad



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## Solidaridad Network

With over 50 years of facilitating the development of socially responsible, ecologically sound and profitable supply chains. Solidaridad Network is a frontrunner in the area of sustainable economic development. Solidaridad Southern Africa is 1 of 9 regions that form part of the Solidaridad Network and is working on being a leader of the change agenda in the region. Working across 5 countries across the region, with a special focus on 5 primary commodities (Soy, Tea, Cotton, Fruit and Vegetables, and Livestock) to deliver change in these value chains.

The majority of the people living in Southern Africa are reliant on agriculture for their livelihoods and are especially vulnerable to the negative effects of climate change. Solidaridad focuses on supporting producers to adopt good practices and have access to robust infrastructure and markets. This work ensures that an enabling policy environment is supported to help all market actors to grow sustainable.

Solidaridad has a set of cross cutting enablers – impact investment, climate innovation, digital solutions as well as gender and landscape innovation. The organisation aims to harness the collective energies of its various partners towards an agenda of delivering sustainability and inclusivity across different value chains.



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## Suncom Energy

Suncom Energy provides 24/7 clean heat to companies using their compact Concentrated Solar Power (CSP) solution. CSP uses the same principle as making a bonfire with a magnifying glass. This innovative solution efficiently captures and stores solar energy at high temperatures, reaching up to 425°C. Our aim is to assist companies – large and small – in tackling their challenge of reducing carbon emissions and decentralizing their energy supply. Thanks to its adaptable and modular design, our solution can be customized to match each customer's energy requirements, presenting a highly appealing business proposition.

### Major benefits are:

- Price (stability)
- Rapid payback period
- Granting control over self-generation and storage of heat
- Customizability to match customers energy needs
- Generation of industrial heat up to 425°C
- Easy maintenance

Suncom offers comprehensive turnkey solutions tailored to our customers' requirements. In collaboration with our clients, we design the ideal system and configuration that perfectly aligns with their needs.



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## Tekle Holographics



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Tekle Holographics was established based on a strong belief that the current way of interacting with the digital world is unnatural. We should be able to interact with technology in the same way we interact with physical objects in the real world.

No more keyboards and mice. No more looking down on your phone. AR and VR are a good leap forward and I am pleased to see those technologies maturing and being used more often, albeit they have many limitations. With our Holographic solutions, we can eliminate those limitations and be the bridge between the digital and the physical reality.

Over an 18 months period we designed a completely new architecture for our on-premise and cloud platform, integrating market leading technologies. This allows our clients to import their existing data and designs securely to an immersive holographic environment.

We have established partnerships with industry leaders like Microsoft, SAS institute, Esri, Nvidia, Geodan, Autodesk and many more to allow us to develop interactive and real-time holographic interfaces that interact with their software suites.

With our solution clients are able to drastically change their work processes and become future proof.

Join us on the amazing adventure ahead!



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## Township Fleva Nederland

Township Fleva is a social enterprise focusing on healthcare, education and the green economy/ circular economy. Our organisation's principles and methodology are deeply rooted in market creating innovation, meaning that we use innovation to create markets, where they did not necessarily exist before. Within circular waste we work on IT waste in particular and using this to develop new products, whilst recycling old products.

Within the green space we use a regenerative agricultural methodology in order to help agripreneurs to run their own small scale organic farms. We subsequently purchase from these agripreneurs and sell the produce to households through Munching Mongoose.

### Township Fleva Nederland

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ITC is the University of Twente's Faculty of Geo-Information Science and Earth Observation. The Faculty ITC is among the world's top ten institutes for academic education, scientific research and technology development in earth observation and geo-information. Our people are engaged worldwide in realising the United Nations Sustainable Development Goals in food security and agriculture, energy transition, geo-health, climate change adaptation, urban development and smart cities, disaster risk reduction, and land administration.



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We apply, share and facilitate the effective use of geo-information and earth observation knowledge and tools for tackling wicked global problems. Our purpose is to enable our many partners around the world to track and trace the impact of today's global challenges. We educate young generations with two world-class master programs as well as numerous tailor-made short courses designed to address specific topics related to Agriculture, Environment, energy transition, climate change adaptation, geo-health, urban development, and disaster risk management. We have over 25 thousand alumni across the globe and cutting-edge centers including the Unmanned Aerial Vehicle center and Center for Disaster Resilience.



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## Van der Hoeven Horticultural Projects



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In a world where sustainable, locally grown products are a priority, the demand for high-tech greenhouses is growing. Van der Hoeven designs, builds & operates turnkey greenhouses that produce high-quality crops (tomatoes, bell peppers, leafy greens, strawberries) all year round, with high yield, no matter the outdoor climate.

We strive for circularity on a multitude of scale levels: within the greenhouse itself, but also when looking at a larger scale. We do this by creating synergies between our greenhouses and surrounding industries that produce waste products, such as wastewater, organic waste, heat or CO<sub>2</sub>. As we can use upgraded waste products as input for our greenhouses to grow crops, it creates large-scale circular concepts that generate spin-off benefits across several sectors and helps regions go from take-make-waste models to circular economies.



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## Westfalia Marketing

Westfalia Fruit is a leading multinational supplier of fresh fruit and related products to international markets. Through our vertically-integrated supply chain we grow, source and ripen, pack, process and market quality avocados and other produce – across the year and across the globe.



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The Confederation of Dutch Industry and Employers, known as VNO-NCW, is the largest employers' organisation in the Netherlands. It has 150 branch organisations and more than 400 individual enterprises as affiliate members, representing a total of over 120,000 companies.

It covers practically all sectors of the Dutch economy: industry, commercial services, construction, the retail trade and the health sector; from the smallest firms to the largest corporates. It represents 80% of companies with more than ten employees and 95% of companies with over 100 employees and all companies in the Netherlands employing more than 500 staff.

In cooperation with governments and other social parties, VNO-NCW strives for an inclusive and sustainable Netherlands, where everyone benefits from increasing prosperity. This requires sustainable economic growth and a high quality business and investment environment.

VNO-NCW represents the interests of its members by active ongoing contacts with the government, politicians, public authorities, trade unions and non-governmental bodies. VNO-NCW sits on numerous government advisory and consultative committees in The Netherlands, in Brussels and in international bodies as the International Labour Organisation and, through the BIAC, in the OECD.

# Delegations & contact details

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Ministry of Agriculture, Nature and Food Quality

Ministry of Foreign Affairs

Ministry of Economic Affairs and Climate Policy | Netherlands Enterprise Agency

## Contact details

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Consulate General of the Kingdom of the Netherlands in Cape Town

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#SolvingGlobalChallengesTogether  
#NLInSouthAfrica