



WE DEVELOP THE NEXT STEP HORTICULTURE IN EAST- AND SOUTHERN AFRICA

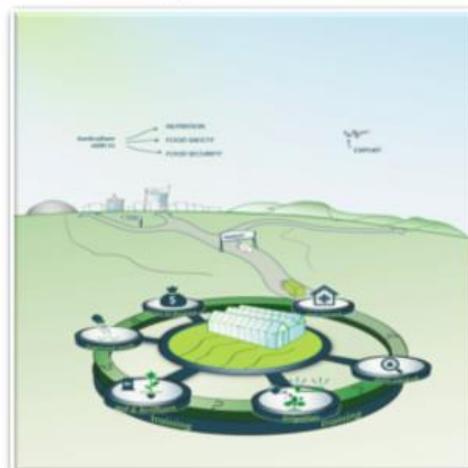
## INTRODUCTION

Holland Greentech (HGT) offers horticultural inputs and services to farmers in East- and Southern Africa and promotes efficient and effective use of inputs, water and energy. We see a strong need and growth of demand for quality inputs in the region. We supply for example soil analysis, vegetable seeds, IPM and protected horticulture from Dutch suppliers to a range of farmers in the region. We offer a strong service and training package to our customers and interested farmers by for example our Friday Field Day trainings we offer throughout the region.

HGT is a spin-off from the SMART project (FDOV) in Rwanda. Since then we have been guided by TU Delft as a start-up. Our company is growing steadily, and we opened country offices in the Kigali (2015), Kampala (2016), Lusaka (2017) and Nairobi (2018). We develop young teams of professionals growing our company and client's businesses. We set up professional relationships with suppliers and farmers, thereby increasing availability of quality inputs for farmers in the region and creating market access for Dutch suppliers.

We contribute to sustainable increase in production and availability of safe and healthy vegetables to feed the cities in East and Southern Africa.

## HGT provides Training and Products to growers



## INPUT TO RTG BUHA-OS

HGT develops the next step of horticulture as a growing commercial company. We also contribute and use PPP' in our activities. We are able to reach a range of farmers from protected horticulture to small scale open field vegetable growers and contribute to the Aid & Trade agenda.

HGT and related companies proposes Dutch government to develop an agreement with private sector to promote local vegetable production and supply of fresh and tasty vegetables to African cities. HGT and NL private sector wants to take the lead in such projects.

## TRADE

HGT, a fast-growing company with 30 employees, operates as an agent of Dutch companies. Together with involved Dutch companies (RijkZwaan, Koppert, Soil Cares, Bosman van Zaal, Holland Farming and Hoogendoorn), a long term strategy has been developed including a sustainable business case (products and services are distributed to farmers by young well trained experts). The biggest challenge for HGT is to guide clients towards required higher quality standards. To succeed HGT needs skilled and trained people. The company works with young experts mainly hired directly from East African TVET and Universities.

HGT proposes Dutch government to develop more direct agreements with private sector to create jobs and realize economic growth in Africa.

## YOUTH

To get HGT's staff to the required level an additional internal capacity program has been developed in cooperation with Dutch suppliers and the Young Expert Programmes (YEP). YEP provided major added value to business development of Holland Greentech. YEP operates as the HRM partner of HGT in the recruitment, training and coaching of young professionals. Our young teams are flexible to contribute to our fast-growing company and are able to enhance intercultural co-operation.

HGT proposes to upscale and continue the Young Expert Programmes.

HGT proposes to ensure all government instruments on applicability for start-ups and SME's, as the YEP programmes is able to deliver the right input.

## CONTACT AND INFORMATION



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