



## INVITATION

### **VIRTUAL AGRO MATCHMAKING NETHERLANDS – SOUTH AFRICA**

as part of the Dutch Agro Innovation

Mission to SA

**CLIMATE SMART AND SUSTAINABLE AGRICULTURE**

14<sup>th</sup> and 15<sup>th</sup> of October 2020 (12H00 - 15H00)



Embassy of the Kingdom  
of the Netherlands



**On behalf and in collaboration of the Kingdom of the Embassy of the Netherlands in South Africa, the Netherlands Enterprise Agency, in and in support of the South African Embassy in The Netherlands, SANEC for emea in collaboration with Phaff Export Marketing cordially invites you to participate in an exclusive Virtual Matchmaking with Dutch Agro-Innovation companies & organizations in the afternoon on 14<sup>th</sup> of October and/or 15<sup>th</sup> of October 2020.**

The Netherlands – South Africa matchmaking Sessions is part of the Dutch Agro Innovation Partnership Mission to South Africa taking place from the 13<sup>th</sup> - 16<sup>th</sup> of October, 2020.

The strategic goal of the mission is to provide a platform for Dutch and South-African companies active in Agriculture and Horticulture to create innovative partnerships and accelerate growth through the collaboration of both South African and Dutch businesses.

Central to this agri-food innovation mission is a multi-year equal collaboration on research and development for both researchers and companies. **For South African companies and organizations interested in expanding their businesses and creating strategic partnerships with renowned Dutch companies, this Agro Innovation Matchmaking Session is for you.**

Below you find the delegation profiles of the 11 Dutch companies and organisations that will be participating in the mission.

If you are a South African company/organization that is interested in having a 20 minute introduction meeting with either of the below Dutch companies.

Kindly [register](#) by sending an email to: [charne.horn@intergest.com](mailto:charne.horn@intergest.com).

**When registering:**

1. Please indicate which dutch company/companies you would like to meet with.
2. Choose a preferred date and time (14 - 15 October between 12H00 and 15H00).
3. Registrations close 09 October 2020.

*Our strategic partner will assist in setting up the virtual meeting for you and confirm the final details of the Matchmaking Sessions, so the only thing you have to do is log in, via the code we provide you, at the confirmed time.*

**INTERGEST**<sup>®</sup>  
SOUTH AFRICA

*InterGest South Africa is a proud cooperation partner of The Southern African - Netherlands Chamber of Commerce (SANEC) in South Africa.*

## DELEGATION PROFILES

### 1. UNIVERSITY OF TWENTE

**WEBSITE:** <https://www.utwente.nl/en/>

**PRODUCT:** Faculty of Geo-Information and Earth Observation Sciences (ITC).

ITC is an internationally recognized leading research entity in geospatial sciences, with an emphasis on geo-information science.

**COMPANY PROFILE:** Institute in the field of geo-information science and Earth Observation. In the Academic Ranking of World Universities (ARWU), ITC is placed in the global top 10 for remote sensing three years in a row (2017- 2019).

Our mission is to develop and use geospatial solutions to deal with local to global problems. The core research foci of ITC are towards addressing problems on the management of space and resources and problems related to the provision of relevant, timely, and reliable geospatial information through the execution of demand-driven research projects. These mainly relate to i) forest, agriculture, and the environment; ii) people, land and urban systems; iii) the quality of geo-spatial information; iv) spatio-temporal analytics and map processing; v) water cycle and climate, and vi) 4D Earth. ITC has its core aim to make a global impact by addressing challenges related to (among others) food security, water management, and ecosystem services. To address these, ITC uses the most up to date geospatial technologies for social-ecological systems modeling and earth observation.

#### **WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

I would like to get in contact with potential partners especially for the upcoming subsidy programs (e.g. funding cooperation NL and NRF).

#### **WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

I would like to discuss the current needs and challenges in agriculture, biodiversity, and ecosystem themes in South Africa and perhaps see how earth observation can contribute to addressing these needs and challenges.

#### **COMPANIES WE WOULD LIKE TO MEET:**

Education organisations. Companies who are working in agriculture and can benefit from remote sensing and earth observation (e.g. for precision farming, biodiversity to support agriculture, etc).

## 2. HYDROLOGIC

**WEBSITE:** <https://www.hydrologic.nl/>

**PRODUCT:** AgriCloud.

AgriCloud is an online weather-based agricultural advisory system that supports farmers to make weather-optimized decisions. AgriCloud supports farmers and agribusinesses in their day-to-day work to make weather optimized decisions.

**COMPANY PROFILE:** HydroLogic is the developer AgriCloud and HydroNET, web-based decision support platforms for agricultural and water professionals. Our platforms combine weather and water information with models and sector knowledge resulting in the best overviews, forecasts, and warnings.

### **WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- Find partners and projects to take this innovation further.
- Increase visibility and awareness of our company and product.
- Find parties that are interested to co-develop new products.

### **WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

- AgriCloud provides weather-based agricultural advisories. Our company with strong experience in ICT, hydrology and meteorology cooperates with agricultural specialists to provide these services. During this mission, we hope to meet potential users as well as partners.
- Can you benefit from having direct access to South Africa's best weather data (through our cooperation with SAWS), State of Art ICT Solutions and Weather-related agro-advisories? We would like to discuss how AgriCloud can help.
- Do you have agricultural knowledge, networks, and ambition and are looking for better data and ICT solutions? We would like to discuss how partnering can benefit both.

### **COMPANIES WE WOULD LIKE TO MEET:**

Large agriculture producers. Organizations that represent the agricultural sector and could be interested to use our services and provide it to our members.

### **3. PLANT HEALTH CURE BV**

**WEBSITE:** <https://www.phc.eu/en/>

**PRODUCT:** Sustainable Agriculture.

Better (Fruit)production without chemical fertilizers resulting in healthier plants with lower water and pesticide demand.

**COMPANY PROFILE:** PHC is a medium-sized producer of Plant-Based organic fertilizers, Bacterial mixes, and mycorrhizal fungi. We provide growers in 40 countries with innovative growing and culture programs that outcompete the need for chemical treatments while delivering increased production, quality, and shelf life. At the same time, the plants are the best soil improvers. We grow soil and we deliver!

#### **WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- Worldwide demand for better and more nutritious food and feed.
- Getting to know importing companies in SA who are interested in developing a section for the marketing and sales of biostimulants in agriculture, while and taking care of the registration of these products.

#### **WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

We would like to discuss to what level these companies are involved in regenerative agriculture or willing to change the direction of their companies into a more sustainable way of doing business while selling natural alternatives for the current pesticides.

#### **COMPANIES WE WOULD LIKE TO MEET:**

Importing agricultural companies.

### **4. MORINGA WISE BV**

**WEBSITE:** [www.moringawize.com](http://www.moringawize.com)

**PRODUCT:** Moringa.

Excellent for people, animals, trees and plants.

**COMPANY PROFILE:** The vision of the team is to develop sustainable regenerative production systems for moringa and other crops that can be implemented in Southern Africa or any viable Country, for long term commercial viability, job creation and poverty alleviation in rural areas.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- Access to markets/customers in South Africa and Europe.
- We want to sell our biostimulants and interested in Reg.Ag. projects.

**WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

- Our focus is on potential customers for the Biostimulant (farmers with higher value crops) and other related products (natural N, P, K's so farmers can convert to organic).
- And for the Regenerative Agricultural sessions. We are working in South Africa with contract farmers. My partner is a South African Farmer and I have established companies in South Africa and other countries.

**COMPANIES WE WOULD LIKE TO MEET:**

Potential customers from the industries that we are targeting. Currently interested to work with mining companies and large-scale Regenerative Agricultural projects.

## **5. SPACE4GOOD**

**WEBSITE:** <https://www.space4good.com/>

**PRODUCT:** Data support services for horticulture, agriculture and forestry.

Earth observation, geographic information systems and big data analysis for meaningful geospatial insights for agriculture.

**COMPANY PROFILE:** Space4Good has been incorporated as a social enterprise in 2017. Having started our journey at the European Space Agency Business Incubation Center in The Netherlands, we grew our team with impact-driven data scientists, remote sensing & GIS experts, software developers as well as environmental and urban planners.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- Connections and insights into the South African Agri industry and specifically their need for remote sensing and earth observation services.
- Project and partner exploration.
- Any opportunities to connect with agricultural researchers and commercial entities who wish to leverage EO for insights would be appreciated.

## WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?

- Space4Good would like to address the role of earth observation and remote sensing services can play in the management, mitigation, and success of agricultural yields - specifically orchards. We have particular experience in biomass assessments, agroforestry management tooling, crop identification, disease, and pest detections and predictions, environmental crime detections, and land use classifications and predictions. In these cases, we have combined EO/RS data with AI algorithms to provide actionable insights.
- We develop bespoke solutions with local implementation partners and see the value in addressing not only the general application of EO and RS for agricultural insights but also the contextual developments that ensure successful implementation and a more integrated analysis for dependable actionable insights.
- We know our experience and willingness to codevelop for South African markets is of interest due to rising pressures from climate change, pest and disease, and competition. Ultimately, with one of our colleagues being South African and the majority of our staff having a deep affinity to the country and people, we wish to provide actionable insights to ensure the longevity and adaptability of agricultural sectors for long-term success.

## COMPANIES WE WOULD LIKE TO MEET:

Industry leaders, research institutes, commercial entities interested in application implementation and development, and other tech firms in South Africa, all interested in the development of solutions/partnering with a Dutch tech company.

## 6. TERRA AGRIC INTERNATIONAL

**WEBSITE:** <https://terraagric.com/>

**PRODUCT:** All Agric chains including drones

**COMPANY PROFILE:** Terra Agric (TA) is a vital social impact enterprise with a principal focus on two dimensions:

1. To facilitate and develop high profile individuals with complete holistic business milieu with the propensity of providing knowledge, education, experience, capital, technology, logistics, farm inputs, compliance marketing and adhering to policies, regulations and global GAP standards.
2. To produce consumer products (e.g. cocoa, soya beans, animal protein, maize, coffee and banana) that are of high-quality using TA agricultural model frameworks (farm fresh, farm future farmers, farm-fresh product portfolio, farm-fresh goal) for high end (local) markets aimed at adhering to domestic and international food/production standards for international food export.

3. Through the operation of TA, the social impact enterprise has been able to enroll in the farm future program framework in Ghana, India, Nigeria, South Africa and Uganda all in 2018 and 2019. The farm future model and its implementation have helped the company achieve some level of good farming practices, appropriate farming conditions, local high end for consumers, certified and accepted practices, safe and reliable consumables that adhere to international export standards. The table below shows the TA programs or framework or models;

Table 1.1: TA Program Framework

Program / Model	Focus Areas
Farm Best	1. Development of high-end quality brand 2. High yield by farm future farmers
Farm Future Farmers	cific modeled products for clients f innovative concept and practices
Farm Fresh Portfolio	5. Provision of fresh foods (crops and animals) 6. Provision of foodservice and processed foods
Farm Fresh Goal	7. Satisfy consumer needs 8. Value addition to the entire supply chain

#### WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?

- Finding Dutch and African partners to take a step forward in the development of Water management & Agric and drones.
- Networks to bring innovation to the market together.

#### WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?

We are a company that can provide set up of new farmers and cooperative in the mid sector. So small farmers can benefit from transport volume of goods so their overall costs are less.

#### COMPANIES WE WOULD LIKE TO MEET:

We are open to any kind of companies/organisations. We are starting work on a small farm hydrogen production so we can let hydrogen drones fly for longer distances for surveying agric. For example, we do not develop software, drones but we want to work tighter with companies that need a drone platform that can fly longer times. So, if an African company/University/organisation has a new kind of sensor, software algorithm they want to test we can help them with longer flight times and max payloads of 1 kg.



## **7. ISA NANOTECH BV**

**WEBSITE:** <https://isananotech.com/en/>

**PRODUCT:** Silitac SF.

New residue-free plant support product.

**COMPANY PROFILE:** Innovative exporter of residue-free plant support products.

### **WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- As we are a company that wants to export residue-free spraying products for agriculture to SA, we would like to come in contact with growers of fruits, wine, greenhouses and so on, and distributors of agricultural supplies and agricultural advisors, to build a network in which we can operate to bring our products on the market in SA.
- Set up new market in SA.

### **WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

It is important that we get in contact with companies who have a long-term goal, to make agricultural production free of residue of pesticides. It must be a mission to see that the consumers market grows into a residue-free market and that the retailers will ask for residue-free products in the very near future.

### **COMPANIES WE WOULD LIKE TO MEET:**

Growers of fruits. Wine greenhouses. Distributors of agricultural advisors.

## **8. DELPHY**

**WEBSITE:** <https://delphy.nl/>

**PRODUCT:** Consultancy.

Worldwide Expertise for Food & Flowers.

**COMPANY PROFILE:** Delphy stands for Worldwide Expertise for Food & Flowers. Through this, Delphy is the company in knowledge and expertise for our partners in plant sectors, worldwide. The knowledge experts of Delphy contribute to the success of our partners thus creating their own success. Delphy is optimizing the worldwide production of food & flowers through the development and implementation of knowledge and expertise. The experts at Delphy share their knowledge and expertise with our partners to achieve their objectives and improve results.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

Networking. We are interested in expanding our network within the South African agricultural sector.

**WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

- We are looking to learn about the activities and interests of different South African organisations and look into possible future collaborations.
- Our consultancy services might be interesting for many organisations involved in the agricultural sector.

**COMPANIES WE WOULD LIKE TO MEET:**

Agricultural entrepreneurs. Growers and farmers. Input providers in the agricultural sector (growing inputs, greenhouses, etc).

## **9. POLARIKS**

**WEBSITE:** <https://www.polariks.com/>

**PRODUCT:** Proximal Hyperspectral Imaging.

Polariks makes a collection of vineyard data easy using in-field hyperspectral imaging.

**COMPANY PROFILE:** Polariks combines hyperspectral imaging with deep learning for in-field monitoring of vineyards. Our sensors are placed on tractors, robotics, or any agricultural vehicle and monitor from a lateral point of view, monitoring both canopy and grapes.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

- We would like to do some business development.
- Explore the network for new business opportunities.

**WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

Polariks is already active in South-Africa, where we help winegrowers with in-field sensor technology to monitor drought and grape quality. We want to discuss our technology and challenges of prospects to see how we can help them. Either in a B2B relation or project-based.

**COMPANIES WE WOULD LIKE TO MEET:**

Table grape, wine grape and fruit producers.

## **10. PERFECT PLANTS SP**

**WEBSITE:** <http://perfectplants.nl/>

**PRODUCT:** Perfect Plants VSA

**COMPANY PROFILE:** We are a Holland based young plants grower, with a plant tissue culture lab in South Africa - Cape Town. In holland, we produce about 20 million young plants/year while in South Africa we produce about 10 million tissue cultures per year.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

New products, new markets, and new partners for our facility in South Africa and Holland.

## **11. BIOTA NUTRI**

**WEBSITE:** <https://biota.nu/>

**PRODUCT:** Organic/Sustainable fertilizers for agriculture and horticulture. Health food for everyone.

**COMPANY PROFILE:** Biota Nutri develops and produces plant-based organic fertilizer. We develop high-quality fertilizer for foliar and irrigation systems. We can get with organic fertilizers the same yield as with chemical fertilizers.

**WHAT WOULD YOU LIKE TO ACHIEVE BY ENGAGING IN THIS VIRTUAL MATCHMAKING?**

Find potential partners where I can set-up business.

**WHY SHOULD YOUR COMPANY BE OF INTEREST FOR THE SOUTH AFRICAN COMPANY?**

We would like to discuss the organic market size and the Bio-stimulant market. Which crops have the most potential.

**COMPANIES WE WOULD LIKE TO MEET:**

Dealers. Local companies that want to go sustainable. Big growers. Partners that can further help me set-up a local production site.