

Public-private collaborations for innovation in Agrologistics

Topsector Agri&food - International

22nd of June 2022 – Bas Hetterscheid



Sustainable flower transport Kenya



3 days



40 days

Piloting within Seed Money Project



Public Private Partnership



MARGINPAR



WAGENINGEN
UNIVERSITY & RESEARCH



From idea to PPP – Kenyan flowers



• Ideas for sustainable flower transport

• 2021: Seed Money Project (€40k)

• 2022-2024
Public Private Partnership (€720k)

Internationale Strategie: Uitgaan van kracht



Climate Smart Farming and Sourcing (incl agrologistics)

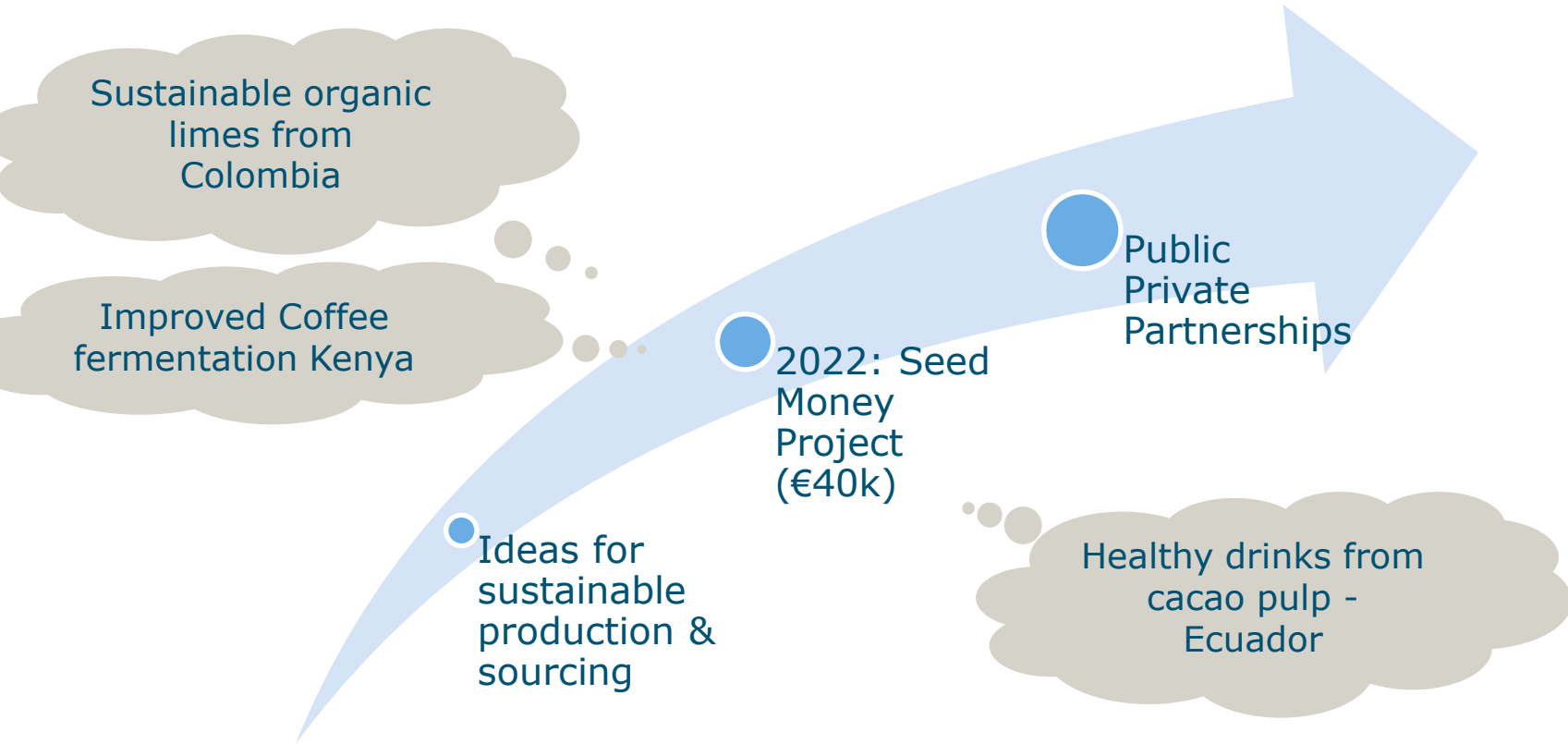


Zero Waste Agriculture

International strategy TopSector

- Development international Knowledge and Technologies on circular, climate, safe & healthy food:
 - Trade-flows to NL (import/re-export)
 - Export of technology & knowledge (localize solutions)
- Improve position of the Netherlands & Dutch companies

Pipeline of future innovations



Agrologistics sector study



Rijksdienst voor Ondernemend
Nederland

Agrologistics sector study



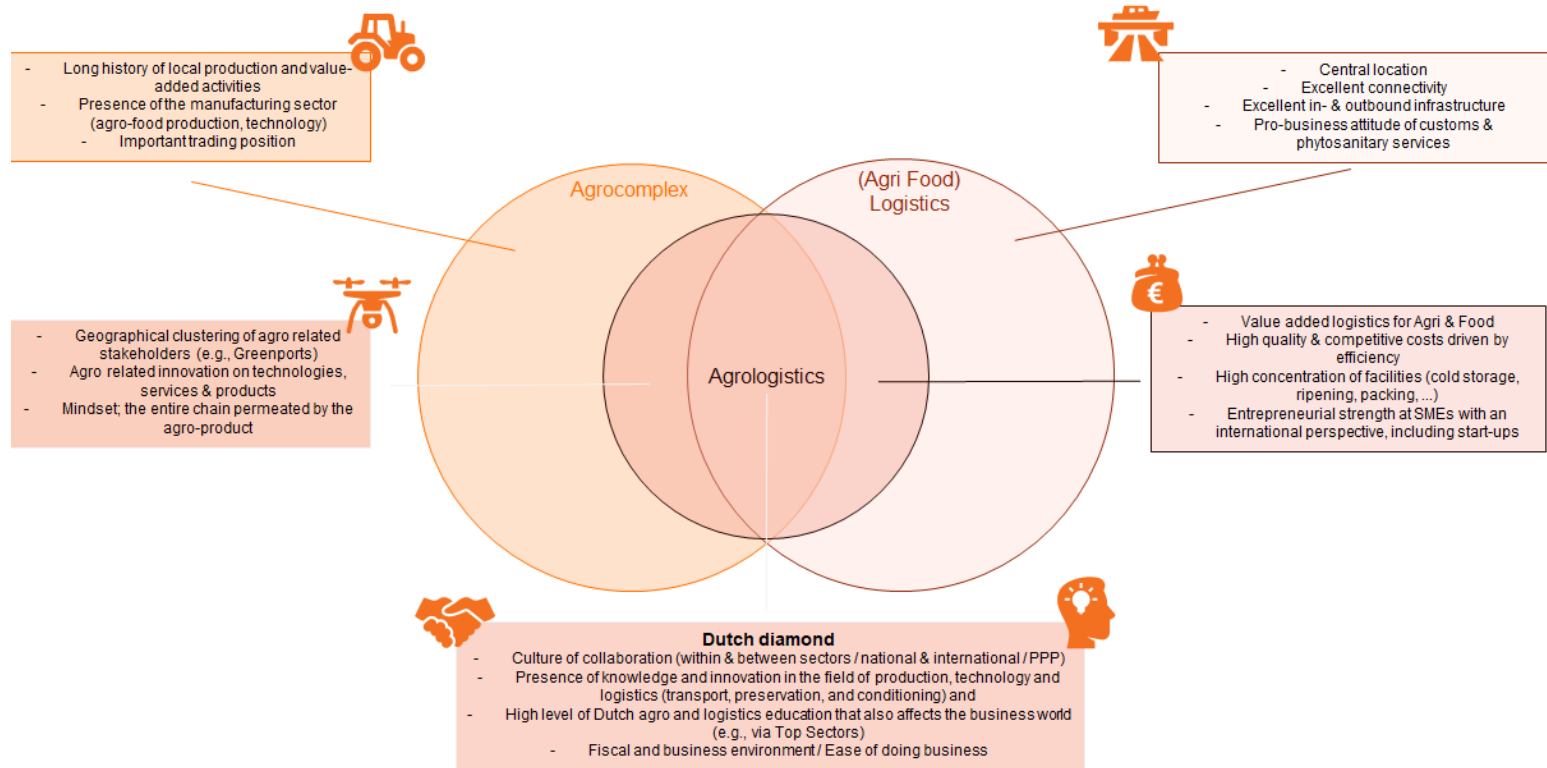
Mapping agrologistics sector

| Activities based on definition (in scope) | Sub-segments agrosector: suppliers of enabling technology, products & services | # Companies (interviewed) |
|---|--|---------------------------|
| Transport (Distribution, Transshipment) Storage | Transport and storage technology | 29 (2) |
| Conditioning (ripening) | Air conditioning and cooling technology | 73 (3) |
| (Re-) Packaging, Labelling, Pricing | Sorting and packaging technology | 31 (3) |
| | Packaging materials | 18 (5) |
| (Re-) Processing | Product processing en handling technology | 48 (5) |
| Management / Control / Organization | Quality Control services | 9 (4) |
| | IT and data solutions for infrastructure and connectivity technology | 7 (2) |
| | Training and advice | 14 (1) |

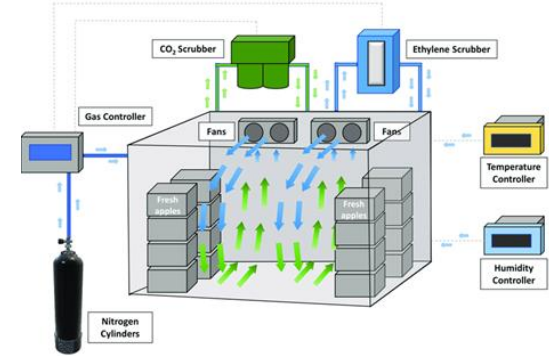
Identified 200+ companies, including start ups

Interviewed 25 companies and 15 organisation in ecosystem

The ecosystem

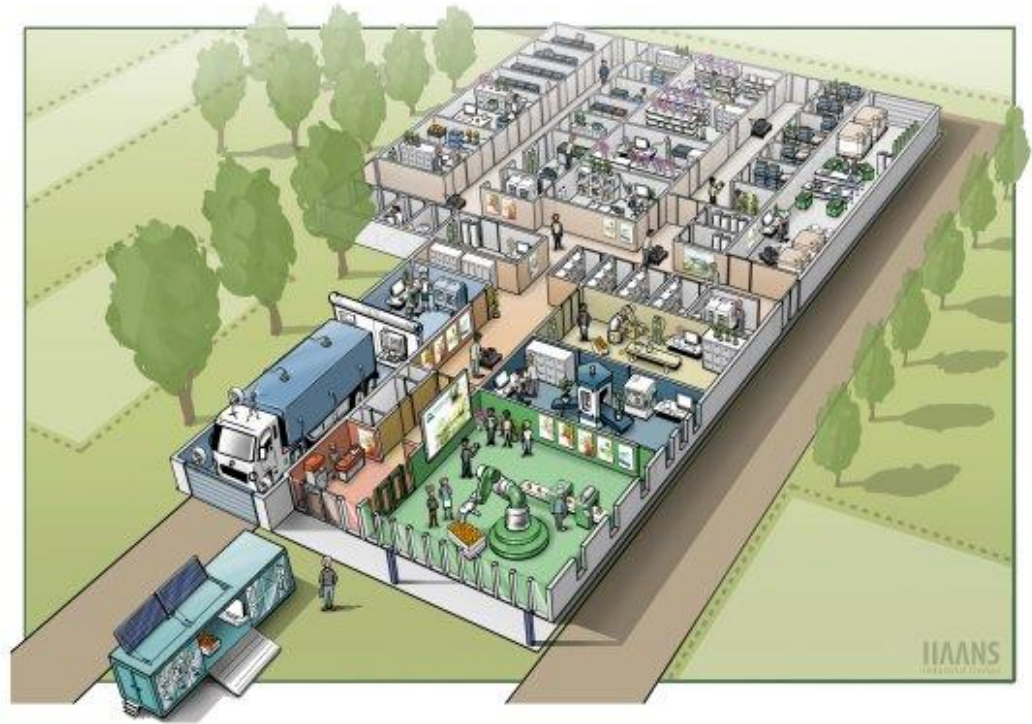


Agrologistics tech sector



#1 postharvest research facility in the World

<https://www.youtube.com/watch?v=e3B51uGDyrc>



International opportunities

Identified by the sector itself

Apple & berry sector in Eastern Europe & STAN-countries

| Criteria | Regions |
|--|--|
| Moving from low to high tech | North Africa, Latin America and Asia |
| Large producing countries | Eastern, Western & Southern Europe, emerging countries |
| Product specific developments | Latin America (Fruits and vegetables) Africa (Dairy sector) |
| Countries where labour becomes more expensive / scarce | Developed countries and emerging countries |

Tropical fruits from Peru, Colombia, Chili

Dairy sector in Kenya

International opportunities



**Arch cold solutions East Africa Fund
US\$83 million**



**Cold Chain development in Rwanda, Guatemala,
Argentina, Mali and Kenya US\$350 million**



**Program on temperature controlled logistics
for private sector investment**



**Developing private sector led cold chain
opportunities in Africa**

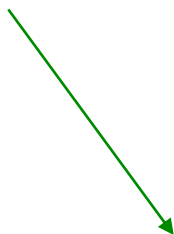
International competition



UK Industry & Government are better aligned

Cold chain knowledge centre investments:

- \$3.3 million in Rwanda
- \$2.1 million in India



USA Industry has strong alliance

Lot of funding through USAID, USDA, USTDA, exclusive for American organisations

What is your next step in innovating internationally together ?





Workshop:
NL'se agrologistieke
sector en exportkansen
7 juli, 13.30 - 17.30 uur

Active approach to investment opportunities

Strategische Meerjarige Marktbewerking (SMM)
on postharvest in ASEAN-3

Export of
technologies &
knowledge

Envisioned start: Q3 2022 (with FME)
Still some spots available for interested companies



THAILAND



VIETNAM

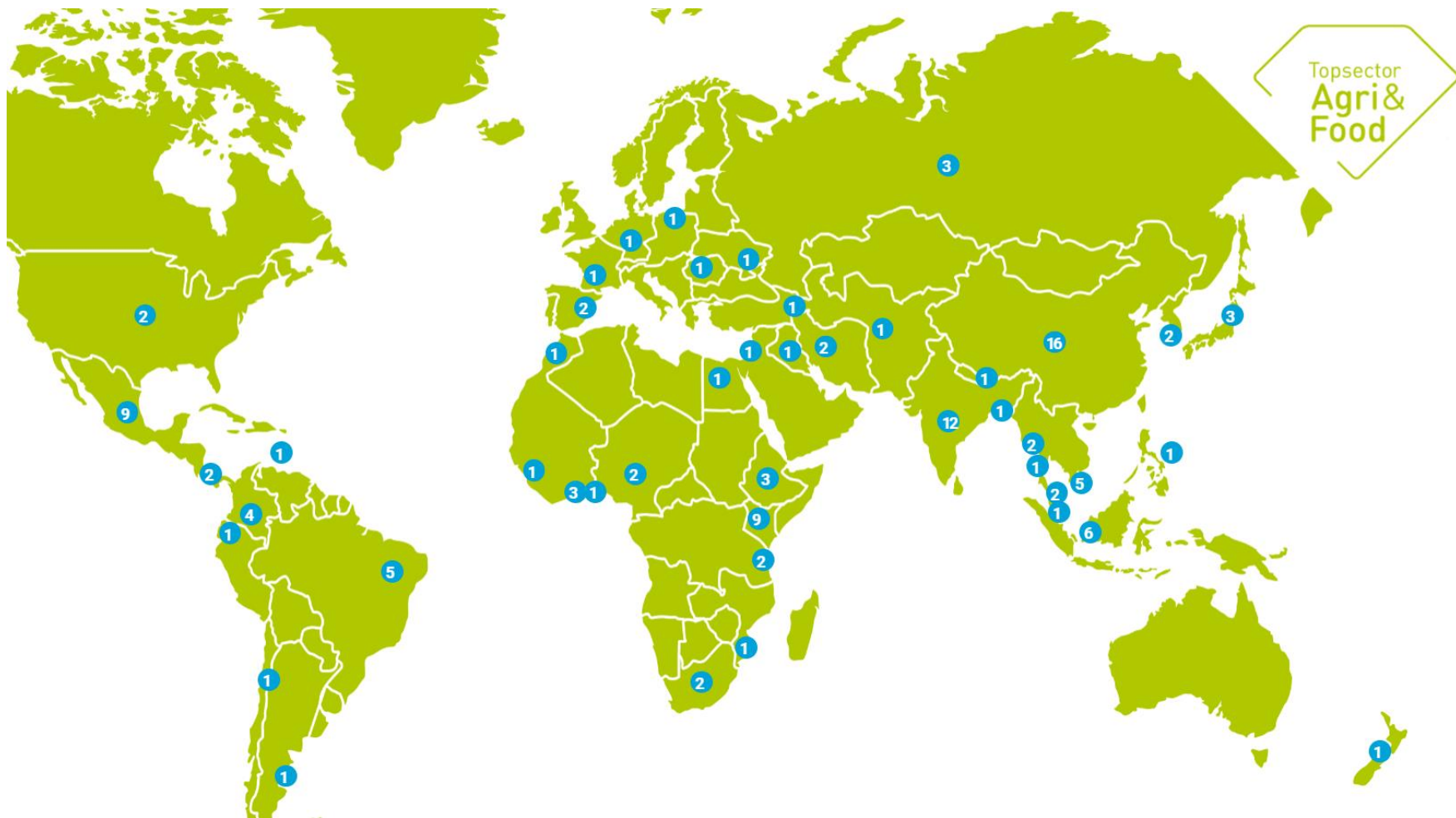


INDONESIA
SIMPLE MAP



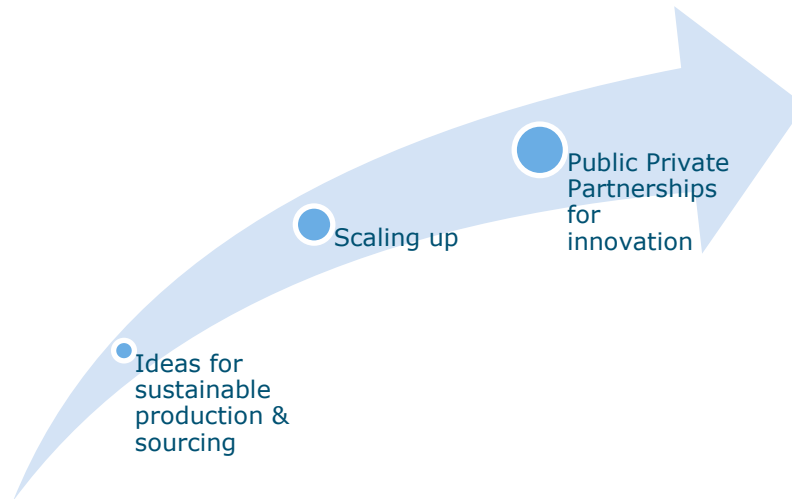
Topsector support

| Mechanism | Description |
|-----------------------------|--|
| Trade missions & fairs | Opportunity identification |
| Seed Money Project | Innovative & international collaboration for consortium (opens end this year) |
| Public-private partnerships | Consortium collaboratively doing R&D to stimulate more sustainable trade to NL or export of Dutch tech & knowledge |



<https://topsectoragrifood.nl/kaart/>

What is your next step in innovating internationally together ?



Thanks for your attention!

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