

DELEGATION TRIP TO KENYA AND TANZANIA  
MAY 6<sup>TH</sup> - 11<sup>TH</sup>, 2019

# OPTIMIZING VALUE CHAINS WITHIN THE AGRICULTURE AND ENERGY SECTORS



**MINISTRY OF  
FOREIGN AFFAIRS  
OF DENMARK**  
*The Trade Council*



**access<sup>2</sup>innovation**

## INTRODUCTION

Kenya and Tanzania are home to some of the World's fastest growing markets with growth rates of 5-6 per cent (GDP Real Growth Rate) in recent years. The rapid growth means a high demand for new technologies, particularly in nexus agricultural and energy sectors.

This presents new business opportunities for Danish companies in the areas of **agriculture** (post-harvest treatment, storage and logistic), **renewable energy** (energy for processing- or optimizations for productions) as well as sub-categories within waste management and separate energy linked to value chains.

## POTENTIAL AREAS OF INTEREST FOR DANISH COMPANIES:

### AGRICULTURE:

- The food industry, e.g. technology for processing or packaging of various products.
- Flexible solutions for storage, cooling and drying of agricultural produce.
- Waste handling- and management both on the farmer, as well as processing level.
- Circular- and integrated solutions for both primary agriculture and food processing.
- IT solutions for value chains, e.g. monitoring, market linkage, traceability.

### ENERGY:

- Renewable energy solutions for both primary agriculture as well as food processing.
- Energy solutions, e.g., distribution, transmission, production, back-up systems.
- Water production, cleaning, purification as well as wastewater treatment.
- Utilization of waste products (biogas, briquetting, water etc.).
- Optimizing energy consuming processes, i.e. insulation.

## BUDGET PRICE

DKK 11.800 excl. air fare (around DKK 6.000,- if ordered in due time) and visas for Kenya and Tanzania: 2 x 50 USD.

### FURTHER INFORMATION:

Henrik Anker-Ladefoged - hal@access2innovation.com  
Ole Stein - os@access2innovation.com

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## **TENTATIVE PROGRAMME**

The schedule will be determined and finalized according to participating companies and requests for individual visits.

### **MAY 6<sup>TH</sup>: TRAVEL TO KENYA**

Arrive in Nairobi

### **MAY 7<sup>TH</sup>-8<sup>TH</sup> KENYA** - OVERNIGHT STAYS AT HOTEL GOLDEN TULIP, NAIROBI

Visit to 3-4 food processing companies, e.g. abattoir, potato chip company, dairy plant, tea factory

Meeting with the Danish Embassy

Meeting with financial institutions, e.g. MESPT, ResponsAbility

Workshops and networking with local companies

### **MAY 9<sup>TH</sup>-10<sup>TH</sup>: TANZANIA** - OVERNIGHT STAYS AT HOTEL COLOSSEUM, DAR ES SALAAM

Visit to Tanzania's two largest food processing companies with several sub-divisions and factories

Meeting with the Danish Embassy

Meeting with financial institutions e.g. PASS, AGRA, CRDB Bank

Workshop and networking with local companies

### **MAY 11<sup>TH</sup>: ARRIVAL IN DENMARK**

PLEASE SIGN UP NO LATER THAN **APRIL 10<sup>TH</sup>**, 2019. FINAL REGISTRATION IS BINDING.



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