



Company Profile

Teampro

September 2012

Agenda

- Company Profile
- Mission and Vision
- Current Services and Products
- Agricultural Projects in East Africa
- Questions and comments
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Company Profile

*Teampro encourages and promotes trade and
Investments between African and European
organizations.*

- Founded: 1999
- Head Office: Rotterdam, the Netherlands
- Local Offices: Addis Ababa, Ethiopia (est. 2005)
Nairobi, Kenya (est. 2008)
- Legal Status: Private Company
- Founder: Drs. Ing. Rachel Tocklu
- Managing Director: Drs. Ing. Rachel Tocklu



Addis Ababa, Ethiopia



Nairobi, Kenya

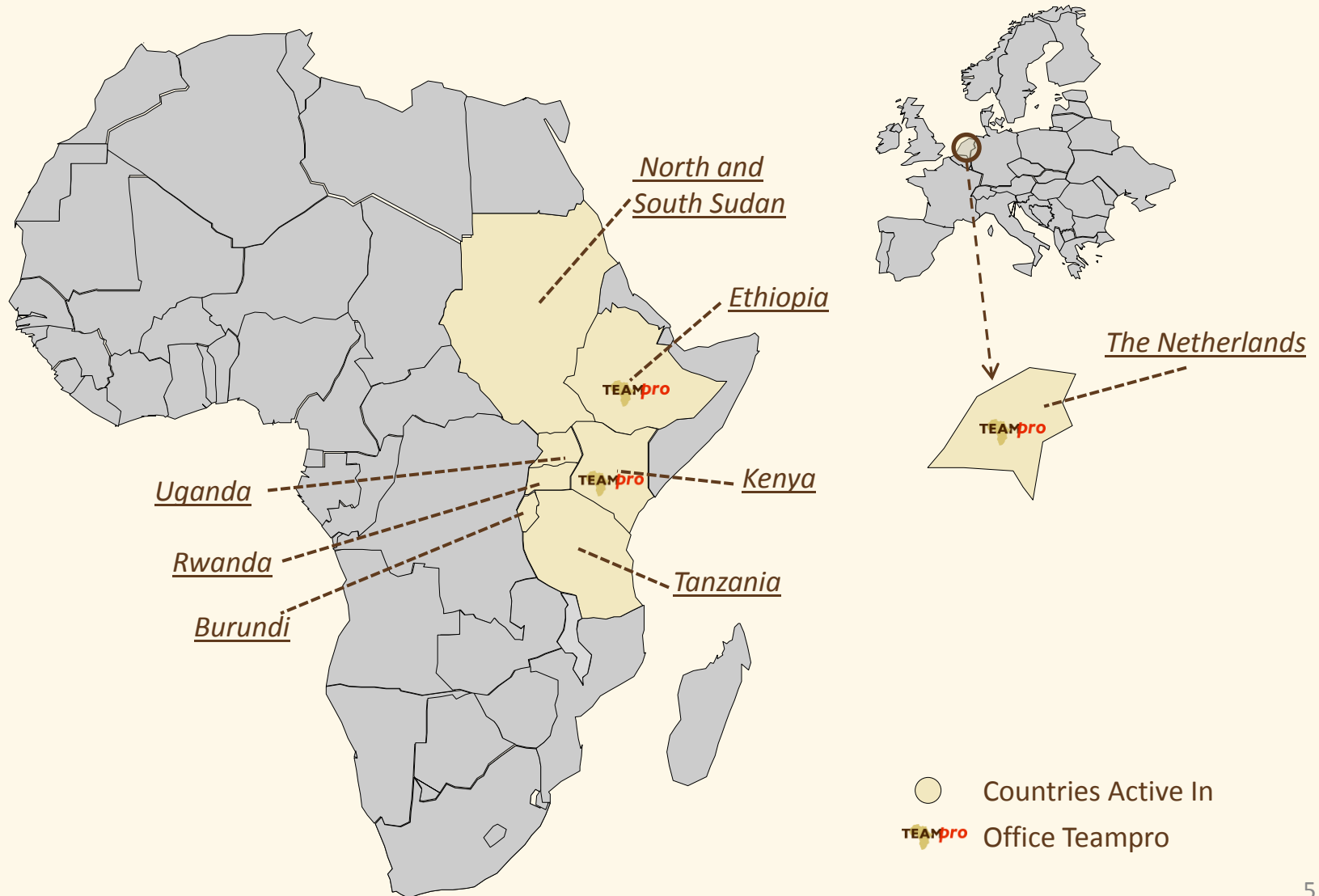


Rotterdam, the Netherlands

Teampro

- International consultant (not an NGO)
- Advices East-African companies on doing business with Dutch and European organizations
- Assists Dutch and European companies in exploring the East African markets
- Encourages and promotes trade and investments between African and European parties
- Provides crucial information and support necessary to realize business opportunities
- Enhance and streamline the economic cooperation in the region

Geographical Scope



Mission and Vision

- **Vision Statement**

To create economic sustainability in Africa (East Africa) and to ensure business success for all our clients in Europe (The Netherlands) and in Africa (East Africa).

- **Mission Statement**

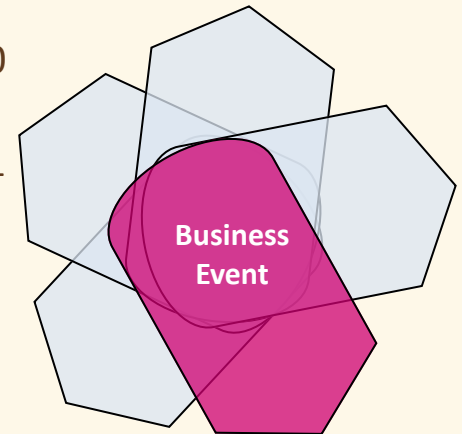
To become the preferred business partner for European organizations that would like to do business in Africa and for African entities with interests in Europe and Africa. We constantly strive to enhance our network, cultural knowledge, and experience in order to fully understand our clients' needs and requirements and to add value to their businesses.

Current Services and Products

- **Business Events**
- **Matchmaking Services**
- **Project Development**
- **Fund Seeking**
- **Knowledge Transfer**

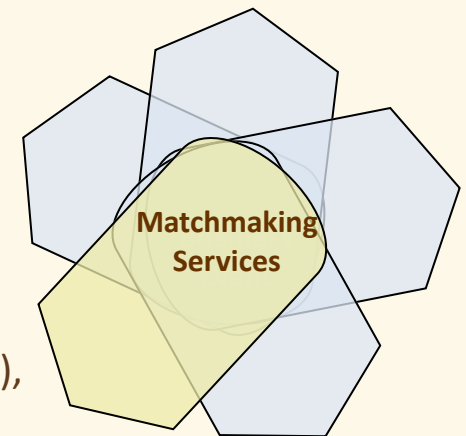
Business Events

- Organization of Trade missions (Incoming and Outgoing)
- Planning and execution of individual Business trips
- Organization of Seminars
- Organization of Workshops, Conferences, and Special Gatherings
- Recent Assignments:
 - Trade mission from Tanzania to the Netherlands (Horticulture), 2010
 - Trade mission from Kenya to the Netherlands (Dairy), 2011
 - Trade mission from the Netherlands to Tanzania (Horticulture), 2011
 - Trade mission from Kenya to the Netherlands (ICT Logistics), 2012
 - Organization of various events on behalf of EDES (EU), 2012



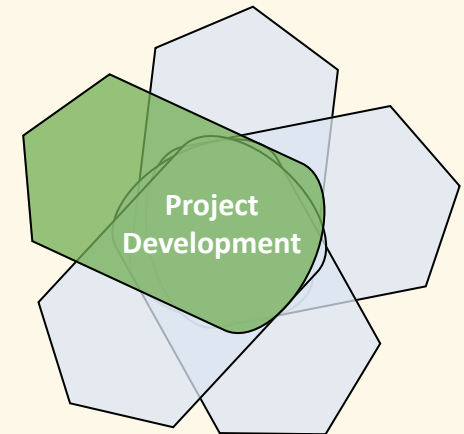
Matchmaking Services

- Partner search and matching & mediation with potential business partners
- Business case formulation for match making purposes
- Organization of business encounters
- Financial, technical and strategic advice for business encounters
- Recent Assignments:
 - Ethiopian company active in plastic waster recycling (matched with Dutch company), 2011
 - Ethiopian company active in aircraft maintenance (matched with Dutch company), 2012
 - Georgian company active in agriculture (matched with Dutch Company), 2012
 - Rwandan company active in poultry (matched with Dutch company), 2012



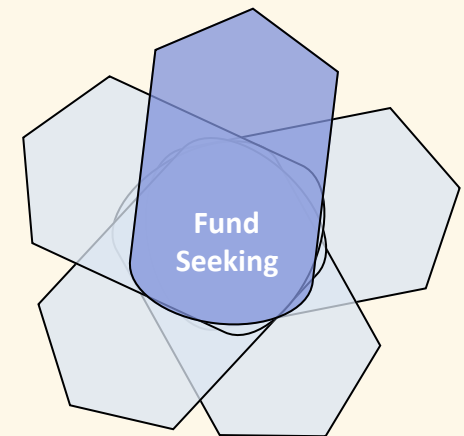
Project Development

- Conduction of surveys, focus groups and special research
- Planning and conduction of Market Research
- Conduction of Feasibility Studies and Business Plan development
- Project Management
- Recent Assignments:
 - Market Research: A reconnaissance study of the business opportunities in the Quarrying industry in Kenya, 2010
 - Feasibility Study: Infant Formulas Manufacturing and Marketing in Ethiopia, 2012
 - Business Plan: Fruit Processing plant in Tanzania, 2012



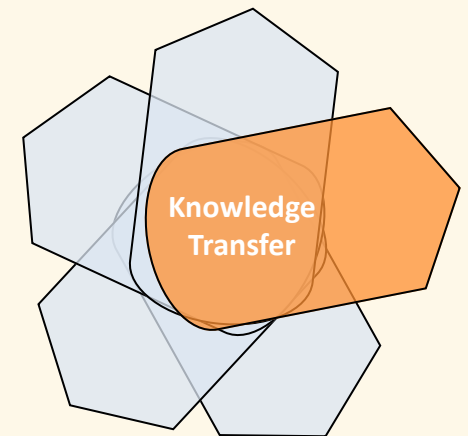
Fund Seeking

- Preparation and advice on funding proposals
- Subsidy application (from the Dutch & Other Governments and EU funds)
- Funding application for other International Funds and Programmes (i.e. AECF, ORIO, 2xplore, etc.)
- Recent Assignments:
 - PSI Subsidy: Food Testing Laboratory in Ethiopia, 2010
 - PSI Subsidy: Quarry Training and Consultancy Centre in Kenya, 2010
 - PSI Subsidy: Cold Supply Chain and Outlet for Fresh Vegetables and Fruits in Tanzania, 2011
 - PSI Subsidy: Waste Recycling Plant in Ethiopia, 2011
 - AECF Tanzania: Fruit Processing Plant in Tanzania, 2012



Knowledge Transfer

- Connect organizations with highly talented European professionals
- Technical assistance for the preparation of feasibility studies and detailed engineering for bankable projects
- Technical assistance covering consulting services for project implementation and initial operation, including the training of project personnel
- Recent Assignments:
 - SharePeople Kenya and Ethiopia, 2010 - 2012



Agricultural Projects

Country	Service	Sector	Description
Ethiopia	Matchmaking Subsidy - PSOM	Horticulture	Partner search and PSOM application assistance for a Dutch company active in the flower sector.
Ethiopia	Matchmaking Subsidy - PSOM	Horticulture	Partner search for a Dutch company active in the export and import of high quality flowers.
Ethiopia	Matchmaking	Agriculture	Partner search and assistance for a working visit of Dutch organization.
Kenya	Market Research	Agriculture	Market research for the fresh potato market in Kenya.
Kenya	Matchmaking Subsidy - PSOM	Horticulture	Partner search and assistance in the set-up of a joint venture for a Dutch company active in the production of roses.
Ethiopia	Matchmaking Subsidy - PSOM	Agriculture	Partner search and PSOM application assistance for a Dutch seedlings and rooted cuttings company in Ethiopia.
Tanzania	Matchmaking	Agro Processing	Advice for partner search in Tanzania for a local fruit processing company The assignment was executed in cooperation with Ecorys.
Tanzania	Matchmaking	Agriculture	Partner search and assistance for a working visit for a Dutch company to Tanzania.
Africa	Event	Various	Dutch-African Enterprise Fair in the World Trade Centre in Rotterdam, the Netherlands.
Ethiopia	Trade Mission	Agro Processing	Trade mission for agro-processing from Ethiopia to the Netherlands. The mission was led by representatives of the Ethiopian Investment Agency and the Addis Chamber of Commerce. The aim was to improve trade and investment relations between Ethiopia and the Netherlands.
Sudan	Matchmaking Subsidy - PSOM	Agriculture	Partner search and PSOM application assistance for a Dutch company active in the production of potato seeds.
Kenya	Matchmaking	Agriculture	Execution of match-making facility, consisting of matching the Kenyan honey company with potential Dutch partners and the writing of a quick scan of the apiculture sector in Kenya.
Ethiopia	Subsidy - PSOM	Agro Processing	PSOM Application assistance for a Dutch company: Setting up of a company in Ethiopia which will be active in cleaning hulling and roasting of Sesame seeds in Ethiopia
Sudan	Event	Agro Processing	Private business delegation: Organizing business visits for a Sudanese delegation to the Netherlands in order to meet with Dutch companies in the agro-industry with the aim to start an integrated turn-over project in Sudan.

Agricultural Projects

Country	Service	Sector	Description
Ethiopia	Matchmaking	Agriculture	Partner search and organization of a working visit for a Dutch private company active in the agri-food industry. This resulted in a fresh produce project.
Ethiopia	Matchmaking	Agriculture	Match-making between Dutch company and Ethiopian entrepreneur in the field of agro-industry (fruit & vegetables).
Sudan	Matchmaking	Agro Processing	Partner search in The Netherlands and PSI application assistance for a Sudanese company active in the field of food-processing.
Sudan	Trade Mission	Agro Processing	Organization of a trade mission on agro-processing, meat and dairy to The Netherlands with the CPA program of the EVD, led by the Minister of Finance and National Economy, with assistance of the State Minister of Finance of the State of Kassala and the chairman of the Sudan Development Corporation.
Kenya	Trade Mission	Agriculture	Trade mission from Kenya to the Netherlands for agro-industry.
Tanzania	Partner Search	Agro Processing	Advice for partner search in Tanzania for a local fruit processing company. Executed in cooperation with Ecorys.
Tanzania Kenya Uganda Rwanda Burundi	Event	Agriculture	Consulting services and technical assistance for 5 Investment Organizations from East Africa to participate in the AgroInd 2008. Teampro gathered and led a pool of partners and projects.
Tanzania	Match Making	Agro Processing	Organization of a working visit to Tanzania for a private Dutch company in the field of food processing.
Tanzania	Event	Agriculture	Co-organization of Agro Industry meeting, responsible for recruitment and arranging logistics for EAC participants. 55 IOs and companies from EAC participated in the meeting.
Tanzania	Trade Mission	Horticulture	Organization of Trade Mission from Tanzania to the Netherlands in the horticultural sector, in association with TAHA, TIC, and FrugiVenta.
Tanzania	Subsidy - PSI	Agro Processing	Application assistance for a Dutch company to set up a cold store facility and procurement system for fruits and vegetables in Tanzania.
Tanzania	Trade Mission	Horticulture	Organization of a trade mission, seminar, and matchmaking event for companies in the horticulture sector from the Netherlands to Tanzania.

Agricultural Projects

Country	Service	Sector	Description
Rwanda	Trade Mission	Agro Processing	Organization and coordination of a trade mission for agro-processing companies from Rwanda to The Netherlands. More than 50 participants attended the seminar.
Kenya Uganda	Trade Mission	Agro Processing	Organization of a trade mission, seminar, and matchmaking event for agro-processing companies from the Netherlands to Kenya and Uganda.
Kenya	Event	Agriculture	Organization of East African honey processors meeting. The meeting was attended by 6 representatives from honey IOs in EAC.
Kenya, Tanzania	Events	Agriculture Agro Processing	Organization of various events in East Africa on behalf of the EDES Implementation Unit. Teampro was awarded a contract for 12 months. Currently, Teampro has assisted EDES in the organization of several workshops in Kenya and Tanzania related to Food Security in the region.
The Netherlands	Various	Various	Organization of trade missions, matchmaking events, and individual company visits for companies engaged in various sectors from different African countries to the Netherlands.
East Africa	Various	Various	Various business development services such as project management, subsidy applications, workshops, matchmaking events, market research, feasibility studies, etc. in different African (and specifically East African) countries.

And Others...

Knowledge
Build
Business
Seeking
Event



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