



Dutch Good Growth Fund

Part of DGGF

Export credit insurance of an export transaction from a Dutch exporter.

Title

DGGF102053320190724 Fish processing factory in Ghana

Exporter

Bincx B.V., Kootwijkerbroek

Country of investment

Ghana

Sector

Food processing machines

Contract amount

Maximum indemnification: EUR 449.459,-

Period

Manufacturing period: 6 months

Credit period: 36 months

Parties involved

Debtor: Custer Farming Holding Ltd., Accra, Ghana

Impact on development

Job creation

The transaction will contribute to a growth in direct and indirect employment. There are 6 FTEs working for the debtor. The expectation is that over time there will be around 36 extra FTEs employees by the customer, an estimated 17 will be women. There is also an increase in indirect employment due to an increase in demand from suppliers, satellite farms and local farmers. The estimate of an increase in indirect employment is 180 FTE, of which 70 are women.

Increasing the strength of production

The production power is enhanced by the present transaction. Due to the processing capacity, the copper market will be many times larger. Turnover is expected to increase by 227%. There will also be more trade with other local companies in the chain.

Sharing of knowledge, skills and techniques

Exporter will transfer knowledge to buyer. Exporter ensures that buyer has sufficient knowledge to start the production process with this new factory. This involves training the employees who will operate the machines and those who will maintain the machines. The machines have a high degree of innovation and meet the high European standards with regard to the efficient and hygienic processing of food. The use will lead to better knowledge and skills with regard to the food processing process.



The buyer will in turn set up an extensive training program for transferring knowledge with regard to the breeding of catfish. They work with satellite farms and local farmers to set up the right breeding ponds, monitor water quality, monitor sensory recordings, monitor bio-security, and improve overall management at affiliated farms.

Other positive effects

The transaction has a positive effect on food security in a large area. By working with satellite farms and local farmers, knowledge transfer can reach a large area. Purchasing power of local farmers will increase and the opportunities for education of farmers and their children will increase. Copper also promotes sustainability and promotes the proper use of water.

Risk category

De transactie blijft onder de drempelwaarde van 1 miljoen euro, en betreft geen project in een gevoelige sector of gebied of met verhoogde mensenrechtenrisico's. Dierenwelzijn is voor deze transactie onderzocht en blijkt geen issue omdat het de verwerking van reeds dode vissen is. Exporteur en afnemer zijn zich goed bewust van de milieu- en sociale aspecten van het goed zakendoen en het project draagt bij aan de ontwikkeling van het land. Op basis hiervan wordt het milieu- en sociale risico dat de onderhavige transactie met zich meebrengt beoordeeld als aanvaardbaar

Description

This transaction concerns the delivery of a fish processing factory (Goods), including the construction, installation and commissioning (Services) by exporter Bincx B.V. to Cluster Farming Holding Ltd. from Ghana.

The factory will be located in a new hall to be built in Ekumfi Ekrawfo / Ghana, a two-hour drive from Accra. The civil works needed to set up the hall are done by local contractor Willimers Construction Works LTD. This has been proposed by Cluster Farming but the work falls under the responsibility of the Bincx contract. Bincx is present with a team of technicians and an engineer who takes on supervision. The work takes place during the period that the goods are produced and are completed when the goods arrive on location.

