



Dutch Good Growth Fund

Part of DGGF

Investing Dutch SME's executed by RVO.nl.

Title

Dutch Dairy Impact Nairobi – DGGF115/KE/3

Company

TBL Dairy Ventures B.V.

Country

Kenya

Sector

Dairy / Food

Amount of the investment

€2.700.000 loan and a guarantee of max. € 1.680.000

Period

August 2016 – August 2023 (ultimately)

Involved parties

Rabobank, www.rabobank.nl

Development impact**Employment**

At the moment, the dairy plant employs approximately 160 employees. The company is confident, it will employ 300 fte in 2018, due its expected sales growth.

Transfer of knowledge

All employees will be trained and educated in the dairy factory according to the highest industry standards. Furthermore, a growing a number of their milk supplying farmers will be advised and coached in their farming skills in order to improve the volume and quality of the milk of their livestock. Furthermore, a number of 126 farms will be certified (bio-certified).

Production capacity

Above mentioned knowledge transfer should support the farmers in all aspects to produce more and high qualitative milk, which should result in higher income for these farmers. The number of supplying farmers is expected to increase from 40 to 500 by 2018.



IMVO

This is a risk category B investment. A CSR action plan is drafted, which is based upon the OECD and IFC performance standards, which aims to reduce the risk of non-compliance with these standards.

Short description

Given their strong track record in the dairy sector the entrepreneurs of TBL have bought an existing dairy factory, Bio Food Products Ltd., in Kenya. With this acquisition they aim to cater a higher quality of dairy products (yogurt, ice cream and other dairy products), for the growing demand of middle class in Kenya. The plant will be upgraded to the latest industry standards. In order to sustain this higher quality of its dairy products the company needs to ensure constant high quality in-take of raw milk for the long term. This requires establishing lasting relationships with farmers, who supply high quality milk to the dairy plant with the help of Dutch dairy expertise.