

Dutch companies involved in the SAGCOT and LAPSSSET corridors

A research report for IUCN Netherlands Committee

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Resume

This report presents the results of an investigation into the possible involvement of Dutch companies in two corridors in Tanzania and Kenya. It is the Southern Agricultural Growth Corridor of Tanzania (SAGCOT) in Tanzania and the Lamu Port and Southern Sudan-Ethiopia Transport Corridor (LAPSSSET) in Kenya. In the case of Tanzania has sought the involvement of Dutch agribusiness and construction companies, while Kenya has sought the involvement of Dutch energy and construction companies. In addition, a number of financial institutions and other businesses that included a possible connection with one of the two corridors. [Table 1](#) provides a summary of the information found on the involvement of Dutch companies in the SAGCOT corridor in Tanzania.

1. Involvement of Dutch companies in the SAGCOT corridor

Agribusiness companies	Investments / revenues in Tanzania (2009-2014, in € million)	Involvement in the SAGCOT corridor	Investment / income from SAGCOT (2009-2014, in € million)
Dekker Bruins / Dekker Chrysanthemums	Unknown	Not likely	-
Enza Seeds	Unknown	Not likely	-
DNA Green Group	Unknown	Not likely	-
FrieslandCampina	Unknown	Possible	-
Heineken	Unknown	Not likely	-
Nutreco	Unknown	Possible	-

Pop Vriend Seeds	Unknown	Not likely	-
Rijk Zwaan	Unknown	Not likely	-
Unilever	Unknown	Yes	Unknown
Construction companies			
BAM	237	Yes	237
Boskalis	No	Not likely	-
Fugro	50	Possible	Unknown
Grontmij	6.25	Possible	6.25
Heerema Group	No	Not likely	-
Mammoth	No	Not likely	-
Royal HaskoningDHV	Unknown	Possible	Unknown
SBM Offshore	Unknown	Possible	Unknown
Van Oord	No	Not likely	-
Other companies			
Blue Rhino Consult	Unknown	Yes	Unknown
FMO	55.6	Possible	At least 11
National Microfinance Bank	54	Possible	Unknown
Shell	11	Possible	11
Vopak	Unknown	Possible	Unknown

The results as summarized in [Table 1](#), the following conclusions can be drawn:

- Agribusiness companies operating in Tanzania is only Unilever clearly involved in the SAGCOT corridor. FrieslandCampina and Nutreco might be involved, but we have to find before. No concrete evidence. The other companies are mainly farms operating in the area around Arusha, in northeastern Tanzania. Involvement of these companies in the SAGCOT corridor is not likely.
- Of construction companies is only BAM clearly involved in infrastructure projects in the SAGCOT corridor. BAM is earned € 237 million here in the last five years. Fugro also, Grontmij, Royal Haskoning, DHV and SBM Offshore may be involved in the SAGCOT corridor. In these businesses it is likely to projects with a contract worth several million euros.
- The other companies named in [Table 1](#) are all potentially involved in the SAGCOT corridor. However, Blue Rhino Consult it was only a one-time mission in the context of the SAGCOT initiative. FMO may be involved in the corridor through investments in banks in Tanzania and a shareholding in a wind farm, where Shell is a shareholder. The National Microfinance Bank, in which Rabobank has a 35% interest, has € 54 million in loans outstanding in the agricultural sector in Tanzania. It is likely that a significant part of this amount is related to the construction of the SAGCOT corridor.

[Table 2](#) summarizes the involvement of Dutch companies in LAPSET corridor in Kenya.

2. Involvement of Dutch companies in LAPSET corridor

	Investment / income in Kenya (2009-2014, in € million)	Involvement in the LAPSET corridor	Investment / income from LAPSET (2009-2014, in € million)
Energy companies			
Eneco	Unknown	Not likely	-
KP & P Africa	25	Possible	25
Shell	At least 4	Possible	At least 4
Vitol	Unknown	Possible	Unknown
Construction companies			
BAM	0.5	Not likely	-
Boskalis	Unknown	Not likely	-
Fugro	40	Possible	40
Grontmij	0.6	Possible	0.6
Heijmans	<1	Not likely	-
Mammoth	Unknown	Possible	Unknown
Royal HaskoningDHV	Unknown	Possible	Unknown
Van Oord	Unknown	Not likely	-
Other companies			
FMO	95.4	Possible	At least 35

The results as summarized in [Table 2](#), the following conclusions can be drawn:

- The Dutch energy companies KP & P Africa, Shell and Vitol might be involved in the LAPSET corridor, particularly through involvement in a 300 MW wind farm at Lake Turkana in the case of KP & P and Shell and commitment to service stations throughout Kenya in If Shell and Vitol.
- The Dutch construction companies Fugro, Grontmij, Mammoth and Royal HaskoningDHV possibly involved in the LAPSET corridor. Fugro it is a mission possible € 40 million.
- The financial institutions FMO and Triodos may be involved in the LAPSET corridor, both through involvement in the financing of a 300MW wind farm at Lake Turkana. In addition, FMO may be involved in the corridor through investments in banks in Kenya.

Introduction

This report provides an overview of Dutch companies that may be involved in the SAGCOT corridor (Southern Agricultural Growth Corridor of Tanzania) Tanzania and LAPSET corridor (Lamu Port and Southern Sudan-Ethiopia Transport Corridor) in Kenya. In the case of Tanzania is looking for Dutch agribusiness and construction companies, while Kenya is looking for Dutch energy and construction companies. In addition, a number of financial institutions and other businesses that included a possible connection with one of the two corridors.

A profile is presented which briefly outlines the company's operations in Tanzania and / or Kenya, which investments or returns there in the last five years it had been involved in any business for which a link with Tanzania and / or Kenya is found, and how these activities relate to the above corridors in either country.

[Chapter 1](#) presents the research design again. In [Chapter 2](#), the Dutch agri-business and construction companies have discussed a possible link with the SAGCOT corridor in Tanzania. In [Chapter 3](#) Dutch energy companies and discussed a possible link with the LAPSET corridor in Kenya.

A summary of the results of this study can be found on the first pages of this report.

1. Research design

In this research, the following research questions are examined:

- Which Dutch agribusiness companies investing in Tanzania and may be involved in the SAGCOT corridor (Southern Agricultural Growth Corridor of Tanzania)?
- Which Dutch construction companies may be involved in the construction of the SAGCOT corridor?
- Which Dutch energy and construction companies involved in the construction of the corridor LAPSET (Lamu Port and Southern Sudan-Ethiopia Transport Corridor) in Kenya?

To answer the research questions investigated publications of the two corridors, annual reports and other publications of companies, financial databases, publications from industry associations and chambers of commerce, publications of various government organizations in Kenya and Tanzania (market) research reports, media releases and publications of civil society organizations. For the Dutch companies that may be involved in (one of) the two corridors, to the extent possible, the following information is collected:

- Name and company website in the Netherlands;
- Location of the business in Kenya and / or Tanzania;
- Brief description of the company's operations in Kenya and / or Tanzania;
- Volume of investment in Kenya and / or Tanzania in the past 5 years;
- Description of the possible involvement of the company in (one of) the two corridors, including the amounts of money involved.

2. Dutch companies involved in SAGCOT

1. Introduction

Southern Agricultural Growth Corridor of Tanzania (SAGCOT) is a partnership between the government of Tanzania and a group of international organizations and companies. This partnership came about during the World Economic Forum Africa Summit in May 2010. Goals is to encourage SAGCOT. Agricultural sector in Tanzania ¹

[Figure 1](#) gives a geographical overview of the SAGCOT corridor. The corridor runs from Dar el Salaam in the east to Sumbawanga and Tunduma in the west and from the north to Dodoma in slightly above Songea in the south. Other places within the SAGCOT corridor are Kilosa, Morogoro, Iringa, Mbeya and Makambako.

1. Southern Agricultural Growth Corridor of Tanzania

2. Dutch agribusiness companies

The following Dutch agribusiness companies are known to invest in Tanzania and involvement in SAGCOT suspected:

- **Dekker Bruins / Dekker Chrysanthemums**
 - Website: www.dekkerchrysanten.nl / and as.dekkerchrysanten.nl.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - On the international website of Chrysanthemums Dekker mentions production in Tanzania. It involves three farms, one in Moshi and Arusha in two. Chrysanthemums Dekker has 1,200 employees, including 750 employees in Tanzania. ²
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Moshi and Arusha in north-east Tanzania. Involvement of Dekker Chrysanthemums in SAGCOT corridor is therefore unlikely.
- **Enza Seeds**
 - Website: www.enzazaden.nl / www.enzazaden.com.
 - Tanzania Address: Plot 104, Nelson Mandela Road, Nduruma, Arusha.
 - Activities in Tanzania:
 - In October 2003, Enza Seeds started with Triachem (Tanzania) a joint venture, called Enza Seeds Africa Ltd.. The joint venture produces hybrid seeds particularly cucumber, tomato, pepper and melon. The company is based in Arusha. ³
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Arusha is located in northeastern Tanzania. Involvement of Enza Seeds at the SAGCOT corridor is therefore unlikely.
- **DNA Green Group**
 - Website: www.dnagreengroup.com / www.fides.nl.
 - Address in Tanzania: DNA Green Group is located in Arusha. The exact location is unknown.
 - Activities in Tanzania:
 - Fides, a subsidiary of DNA Green Group, has a production facility in Arusha for producing chrysanthemums and kalanchoe. The manufacturing facility has an area of 25 hectares, including 10 hectares of production area. ⁴
 - Volume of investment / revenues in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Arusha is located in northeastern Tanzania. Involvement of DNA Green Group in the SAGCOT corridor is therefore unlikely.
- **FrieslandCampina**
 - Website: www.frieslandcampina.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Since 2012, FrieslandCampina is working with development organization Agriterra in supporting dairy cooperatives in South-East Asia and Africa. One of the African countries, Tanzania. ⁵
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: involvement of FrieslandCampina in the SAGCOT corridor is possible.
- **Heineken**
 - Website: www.heineken.com / www.theheinekencompany.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Heineken has opened an office in December 2011 in Kenya. This office is intended as headquarters for the East African region and should support. Operations in Kenya, Tanzania and Uganda Heineken has no branches in Tanzania. ⁶
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: involvement of Heineken in the SAGCOT corridor is possible, but not likely.
- **Nutreco**
 - Website: www.nutreco.com / www.trouwnutritionhifeed.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Nutreco's subsidiary Trouw Nutrition Hifeed is active in almost all countries in Africa, including Tanzania. ⁷

- Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: involvement of Nutreco in the SAGCOT corridor is possible, but we have no concrete Nutreco found in Tanzania.
- **Pop Vriend Seeds**
 - Website: www.popvriendseeds.com.
 - Address in Tanzania: Pop Vriend Seeds is based in Arusha. The exact location is unknown.
 - Activities in Tanzania:
 - Pop Vriend Seeds is active in Tanzania for almost 60 years and has made a production of bean seed in Arusha. [8](#)
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Arusha is located in northeastern Tanzania. Involvement of Pop Vriend Seeds at SAGCOT corridor is therefore unlikely.
- **Rijk Zwaan**
 - Website: www.rijkszwaan.nl / www.rijkszwaan.com / www.Afrisem.com...
 - Address in Tanzania: Dolly Estate, USA River, PO Box 12345, Arusha.
 - Activities in Tanzania:
 - In 2008, Rijk Zwaan Afrisem, a subsidiary of Rijk Zwaan in Tanzania started in collaboration with East West Seed Co. (Thailand), a farm of 20 acres near Arusha. The joint venture produces hybrid seeds such as tomatoes, peppers and eggplants. [9](#)
 - Rijk Zwaan also has a second subsidiary in Tanzania called Rijk Zwaan Q-sem. This company focuses on seed production of vegetable crops. The location of Q-sem is unknown, but presumably lies in the near Arusha. [10](#)
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Arusha is located in northeastern Tanzania. Involvement of Rijk Zwaan in SAGCOT corridor is therefore unlikely.
- **Unilever**
 - Website: www.unilever.nl / www.unilever.com.
 - Address in Tanzania: 4a Nyerere Road, PO Box 40383, Dar es Salaam.
 - Activities in Tanzania:
 - Unilever is one of the founding partners of the SAGCOT initiative. [11](#)
 - In September 2013, Unilever launched a partnership with the Government of Tanzania to give. Tea industry a boost This cooperation takes place within the SAGCOT program of the government of Tanzania. The goal is to create the Unilever Mufindi tea plantations and to develop remote tea plantations ("smallholders"). 6,000 acres 5,000 new jobs Expected that the project will be the Unilever tea exports from Tanzania triple and increase export earnings by € 70 million. [12](#)
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: Unilever since the creation of the SAGCOT initiative involved in the development of SAGCOT corridor.

3. Dutch companies

The following Dutch companies are known to invest in Tanzania and involvement in SAGCOT suspected:

- **BAM**
- Website: www.bam.nl / www.baminternational.com.
- Address in Tanzania: Chole Road Plot 1119, Msasani, Dar es Salaam.
- Activities in Tanzania:
- In February 2009 BAM contract for the renewal of a part of the Tanzania Zambia Highway. Acquired together with the Danish construction company Per Aarsleff Client was the National Roads Tanroads with support from the Danish government. It is a range of 150 kilometers in length between Iyovi and Iringa. The contract value for BAM amounted to approximately € 30 million. Between 2011 and 2013, the combination further 70 kilometers away extra complete. The total contract value is € 134 million, of which an estimated € 44 million BAM. [13](#)
- In February 2009 BAM acquired a contract for the second phase of the renovation of Julius Nyerere International Airport in Dar es Salam. The client was the Tanzanian aviation authority and is funded by the Tanzanian government and the Dutch Ministry of Foreign Affairs (Development) by ORET grant. The contract value is approximately € 26 million. [14th](#)
- In May 2010 BAM an order for a second road project in Tanzania with a total contract value of approximately € 73 million, half of which BAM. Acquired together with the Danish construction company Per Aarsleff Client is the Millennium Challenge Account - Tanzania (MCA-T) was set up by the Millennium Challenge Corporation (MCC). The project involves the improvement of a 95 kilometer long stretch of the main road between Laela and Sumbawanga in southwestern Tanzania near the border with Zambia. [15](#)
- In April 2013, BAM acquired a contract for the design and construction of the new Airport Terminal 3

building and related work at the Julius Nyerere International Airport in Dar es Salaam. The client is Tanzania Airports Authority. The contract value of Phase 1 of the project is more than € 130 million. [16](#)

- Amount of revenue in Tanzania in the past five years: € 237 million, consisting of the sum of the above projects.
- Involvement in SAGCOT corridor: all of the above projects from BAM with an aggregate contract value of € 237 million are located within the area of the SAGCOT corridor and can therefore be considered as part of the construction of the SAGCOT corridor.

- **Boskalis**
 - Website: www.boskalis.nl / www.boskalis.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - In February 2014 Boskalis delegates participated in a trade mission to Tanzania. [17](#)
 - Amount of revenue in Tanzania in the past five years: so far Boskalis seems to have no projects in Tanzania performed.
 - Involvement in SAGCOT corridor: Boskalis seems so far to have been at the SAGCOT corridor not involved.

- **Fugro**
 - Website: www.fugro.nl / www.fugro.com.
 - Address in Tanzania: Fugro in 2013 opened an office in Tanzania. The address is not yet available on the website. [18](#)
 - Activities in Tanzania:
 - In January 2009 Fugro acquired a contract to take measurements off the coast of Tanzania. The client was Ophir Energy (Great Britain). The contract amount is unknown. [19](#)
 - In January 2009 Fugro acquired a contract to take measurements off the coast of Tanzania and Mozambique. The clients were Statoil (Norway), Dominion Tanzania (daughter of Ophir Energy), Petrobras (Brazil), Petronas (Malaysia) and Anadarko (United States). The contract amount is unknown. [20](#)
 - In 2010 Fugro Airborne Surveys conducted an aerial survey over Lake Tanganyika. The client was Beach Energy (Australia). The duration of the study was three months. The contract amount is unknown. [21](#)
 - In 2011 Fugro started several large 3-D seismic surveys, each with a contract value of more than U.S. \$ 20 million (€ 15 million). One of these countries is Tanzania. The clients were Ophir Energy (Great Britain) and BG Group (UK). The study took place in different license areas off the coast in southeastern Tanzania, between the Rovuma River and the Rufiji River. [22](#)
 - In 2012 Fugro acquired Oceansismica an assignment for a 2-D seismic survey in Lake Tanganyika. The client was Beach Energy (Australia). The contract amount is unknown. [23](#)
 - Amount of revenue in Tanzania in the past five years: € 50 million, estimated on the basis of the above projects.
 - Involvement in SAGCOT corridor: Lake Tanganyika lies partly within the SAGCOT corridor. Fugro can therefore be considered as a possible involvement in the corridor.

- **Grontmij**
 - Website: www.grontmij.nl / www.grontmij.com / www.grontmij.dk / www.grontmij.fr.
 - Address in Tanzania:
 - Herr Jens Malte Neuhaus, PO Box 1144, Meru Post Office, Arusha.
 - Grontmij A / S, c / o Millennium Challenge Account Tanzania, Room 208, NDC Development House, Kivukoni Front / Ohio Street, PO Box 8327, Dar es Salaam.
 - Activities in Tanzania:
 - From 2005 to 2010, Grontmij Carl Bro, a subsidiary of Grontmij in Denmark, the project catered to the renovation of the port of Zanzibar. The clients were the Zanzibar Ports Corporation and the Ministry of Finance of Tanzania. We estimate the revenues in 2009 and 2010, the renovation of the port at € 2.5 million. [24](#)
 - In March 2011 Grontmij Carl Bro started an infrastructure project in Tanzania. Grontmij Carl Bro care of the project for the rehabilitation of 430 kilometers of road on the mainland, 35 kilometers of highway on the island of Pemba, Zanzibar and part of the renovation of the airport on the island of Mafia. The client is the government of Tanzania, but the project is part of a project funded by the Millennium Challenge Corporation, an aid agency of the U.S. government. The contract is worth € 3.75 million over a 3 year period. [25](#)
 - In June 2013 Grontmij Carl Bro reported that Tanzania Electric Supply Company (Tanesco), the energy company owned by the government of Tanzania, has plans to invest in wind farms. Grontmij works as a consultant for Tanesco. [26](#)
 - Amount of revenue in Tanzania in the past five years: € 6.25 million. Based on the contract amount of € 3.75 million and derived from the estimated value of revenues in 2009 and 2010, the renovation of the port of Zanzibar of € 2.5 million.
 - Involvement in SAGCOT corridor: the islands of Zanzibar and Mafia off the coast of Dar el Salaam and

can therefore be considered as a possible involvement in the construction of the SAGCOT corridor.

- **Heerema Group**
 - Website: www.heerema.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Heerema is engaged in offshore oil and gas infrastructure. In February 2014 representatives of the Heerema Group participated in a trade mission to Tanzania. [27](#)
 - Amount of revenue in Tanzania in the past five years: so far it seems the Heerema Group has done any projects in Tanzania have.
 - Involvement in SAGCOT corridor: Heerema Group seems so far to have been at the SAGCOT corridor not involved.

- **Mammoth**
 - Website: www.mammoetbenelux.nl / www.mammoet.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - In February 2014 delegates from Mammoth participated in a trade mission to Tanzania. Mammoet is particularly interested in activities related to LNG facilities, transportation and installation of power plants and mining equipment. [28](#)
 - Amount of revenue in Tanzania in the past five years: so far Mammoth seems to have no projects in Tanzania performed.
 - Involvement in SAGCOT corridor: Mammoth seems so far to have been at the SAGCOT corridor not involved.

- **Royal HaskoningDHV**
 - Website: www.royalhaskoningdhv.com / www.naco.nl...
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - In April 2013, BAM acquired a contract for the design and construction of the new Airport Terminal 3 building and related work at the Julius Nyerere International Airport in Dar es Salaam. NACO (Netherlands Airport Consultants), a subsidiary of Royal HaskoningDHV, the airport building design. Together with BAM The client is Tanzania Airports Authority. The contract value of Phase 1 of the project is more than € 130 million. Revenues for NACO are unknown. [29](#)
 - Volume of investment / revenues in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: the above project took place in Dar el Salaam which is part of the SAGCOT corridor. Royal HaskoningDHV is thus possible involved in the construction of the SAGCOT corridor.

- **SBM Offshore**
 - Website: www.sbmoffshore.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - In 2010, SBM Offshore acquired a contract for the construction of a CALM system, an offshore terminal, mostly used for storage of oil and gas, in the harbor of Dar el Salaam. Clients were Leighton Offshore (Australia), probably as a main contractor, and the Tanzania Port Authority. The contract value is unknown. [30](#)
 - Volume of investment / revenues in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: the above project took place in Dar el Salaam which is part of the SAGCOT corridor. SBM Offshore is thus possible involved in the SAGCOT corridor.

- **Van Oord**
 - Website: www.vanoord.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Van Oord is a company engaged in dredging and marine infrastructure. In February 2014 representatives of Van Oord participated in a trade mission to Tanzania. [31](#)
 - Amount of revenue in Tanzania in the past five years: so far seems Van Oord not yet carried out projects in Tanzania have.
 - Involvement in SAGCOT corridor: Van Oord seems so far to have been at the SAGCOT corridor not involved.

4. Other Dutch companies

The following other Dutch companies are known to invest in Tanzania and is suspected of involvement in SAGCOT:

- **Blue Rhino Consult**

- Website: www.bluerhino.nl.
- Tanzania Address: No address found in Tanzania.
- Activities in Tanzania:
- Oxfam UK Blue Rhino Consult four projects with the aim of promoting economic leadership of women. [32](#)
- For BTC (Belgian Development Agency) Blue Rhino Consult carried out at a coaching program Mcharo Organic Agriculture, a cooperative. [33](#)
- At the invitation of the Dutch embassy in Dar el Salaam Blue Rhino Consult participated under the SAGCOT framework in a mission to coffee-producing regions in the east of Tanzania with the aim of advising on value creation and market opportunities. [34](#)
- Blue Rhino supported Kaderes, a local NGO in the Karagwe region in the north-western Tanzania when doing research on small-scale coffee production. [35](#)
- Amount of revenue in Tanzania in the past five years: unknown.
- Involvement in SAGCOT corridor: Blue Rhino Consult participated in a mission within the framework SAGCOT. Since it was only a one-time mission, we estimate the revenues to be negligible.

- **FMO**
- Website: www.fmo.nl.
- Tanzania Address: No address found in Tanzania.
- Activities in Tanzania:
- In February 2012, FMO provided a loan of U.S. \$ 10 million (€ 8 million) to Exim Bank Tanzania. The loan has a term of seven years. The loan is intended to provide information to businesses in Tanzania. New loans [36](#)
- Since December 2012, FMO invests in the development of a 100 MW wind farm in Singida, which is in the Ruaha National Park. FMO holds shares indirectly through ownership in Aldwych International (UK), a company established to invest in energy projects in Africa. FMO is one of the six investors in Aldwych International. Since December 2012 Aldwych International develops together with the IFC and Six Telecoms (Tanzania) the wind farm. The total project cost is U.S. \$ 285 million. Aldwych International is investing U.S. \$ 18 million (€ 14 million) in the development and U.S. \$ 71 million (€ 54 million) in equity. We estimate the contribution of FMO to € 11 million. [37](#)
- In June 2013, FMO participated in a loan from Standard Chartered (Great Britain) to Tanzania Aviv, a subsidiary of Olam International (Singapore). The total loan amounted to U.S. \$ 21 million (€ 16 million), of which U.S. \$ 14 million (€ 11 million) was provided. FMO Aviv Tanzania will develop a coffee plantation of 2,000 hectares in the Songea district. [38](#)
- In August 2013, FMO participated in a loan of U.S. \$ 65 million (€ 49 million) to the National Microfinance Bank (Tanzania). The loan was provided in cooperation with DEG, the German development bank and EFP (European Financing Partners SA), a group of 14 European development. FMO provided U.S. \$ 32.5 million (€ 24 million). The loan allows the National Microfinance Bank to provide the private sector in Tanzania. New loans [39](#)
- FMO is a shareholder of Advans Bank Tanzania. FMO owns 47.2% of the shares. Advans Bank Tanzania is a commercial bank in Tanzania microloans to small and medium-sized enterprises in Tanzania. FMO's investment amounts to € 1.6 million. [40](#)
- Volume of investment in Tanzania in the past five years: € 55.6 million, consisting of the sum of the above projects.
- Involvement in SAGCOT corridor: the Songea district is located in the south of Tanzania, under the SAGCOT corridor. The loan of € 11 million Aviv Tanzania is therefore probably not involved in the SAGCOT corridor. Loans and participations in banks with a total value of € 34 million are for the private sector in Tanzania and can therefore be used in principle for the SAGCOT corridor. Singida is within the SAGCOT corridor so that the (estimated) investment of € 11 million in a wind farm in Singida can be regarded as involved in the corridor.

- **NMB (National Microfinance Bank) (Rabobank owns 34.9% of shares)**
- Website: www.nmbtz.com.
- Address in Tanzania: Azikiwe / Jamhuri Street, PO Box 9213, Dar es Salaam.
- Activities in Tanzania:
- In August 2010, the National Microfinance Bank U.S. \$ 20,000 to the Agricultural Council of Tanzania to support the coordination and preparation of the SAGCOT project. Donated [41](#)
- End of 2012 was the National Microfinance Bank Tz 116 billion (€ 54 million) in outstanding loans to the agricultural sector in Tanzania. This is about 9% of the total outstanding loans of NMB. [42](#)
- Volume of investment in the agricultural sector in Tanzania in the past five years: € 54 million in outstanding loans in the agricultural sector.
- Involvement in SAGCOT corridor: NMB has by the end of 2012 to € 54 million in loans outstanding in the agricultural sector in Tanzania. It is likely that a significant part of this amount is involved in the SAGCOT corridor.

- **Shell**
- Website: www.shell.nl / www.shell.com.

- Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - In October 2011, Shell Deepwater Tanzania bought a 50% share of Petrobras (Brazil) in two oil fields off the coast of Tanzania (blocks 5 and 6). Blocks 5 and 6 are situated in the Mafia basin, off the coast of Dar el Salaam. The amount of the investment is unknown. [43](#)
 - Until 2012, Shell had downstream activities in Tanzania. However, these are sold as part of Shell's strategy to stop downstream activities in Africa. [44](#)
 - Since December 2012, Shell Foundation is investing in the development of a 100 MW wind farm in Singida, which is in the Ruaha National Park. Shell Foundation owns the shares indirectly through ownership in Aldwych International (UK), a company established to invest in energy projects in Africa. Shell Foundation is one of the six investors in Aldwych International. Since December 2012 Aldwych International develops together with the IFC and Six Telecoms (Tanzania) the wind farm. The total project cost is U.S. \$ 285 million. Aldwych International is investing U.S. \$ 18 million (€ 14 million) in the development and U.S. \$ 71 million (€ 54 million) in equity. We estimate the contribution of Shell Foundation at € 11 million. [45](#)
 - Volume of investment in Tanzania in the past five years: € 11 million.
 - Involvement in SAGCOT corridor: Singida is within the SAGCOT corridor so that the (estimated) investment of € 11 million in a wind farm in Singida can be considered as a possible involvement in the corridor.
- **Vopak**
 - Website: www.vopak.nl / www.vopak.com.
 - Tanzania Address: No address found in Tanzania.
 - Activities in Tanzania:
 - Since 2010 Vopak enter the Water for Growth project in Njombe district in Tanzania. This project, as part of a leadership program at Vopak, focuses on the development of safe drinking water facilities in developing countries. The project in Tanzania have as its goal to provide. 5,000 people clean water [46](#)
 - In February 2014 Vopak delegates participated in a trade mission to Tanzania. [47](#)
 - Volume of investment in Tanzania in the past five years: unknown.
 - Involvement in SAGCOT corridor: the Njombe district is the area around Makambako and belongs to the SAGCOT corridor. Vopak is thus possible involved in the SAGCOT corridor.

3. Dutch companies involved in LAPSSET

1. Introduction

The Lamu Port and Southern Sudan-Ethiopia Transport Corridor (LAPSSET) is an infrastructure project in Kenya. It should be Kenya's second corridor, in addition to the corridor in southern Kenya that runs from the port of Mombasa, through Nairobi and Eldoret to Uganda. The LAPSSET corridor include the port of Lamu, rail links from Lamu to Juba in Southern Sudan and Nairobi to Addis Ababa in Ethiopia, pipelines, an oil refinery in Bargoni (near Lamu), three airports, an extensive road network and three tourist resorts in Lamu, Isiolo and Lake Turkana. [48](#)

[Figure 2](#) gives a geographical overview of the LAPSSET corridor. The corridor runs from the port of Lamu in the southeast to Nakodok in the northwest, with two branches from Isiolo to Moyale in the north and the south in Nairobi. Other places within the corridor are LAPSSET Lodwar, Marsabit and Garissa.

2. Lamu Port and Southern Sudan-Ethiopia Transport Corridor

Source: Wikipedia, "Lamu Port and Lamu-Southern Sudan-Ethiopia Transport Corridor", *Website Wikipedia* (en.wikipedia.org/wiki/Lamu_Port_and_Lamu-Southern_Sudan-Ethiopia_Transport_Corridor), viewed in March 2014.

2. Dutch energy companies

The following Dutch energy companies have been known to invest in Kenya and suspected involvement in LAPSSET:

- **Eneco**
- Website: www.eneco.nl / www.eneco.com / www.ecofys.com.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- In 2012 Ecofys, a subsidiary of Eneco, conducted supervision over the development of a 25 MW wind farm with turbines are placed. On a tea plantation The contribution of Ecofys varied in this project mapping the landscape to optimize the performance of the park. Location, client and contract value of this project are unknown. [49](#)

- Volume of investment / revenues in Kenya in the past five years: unknown.
 - Involvement in LAPSSSET Corridor: Ecofys project takes place on a tea plantation. Since the LAPSSSET a corridor infrastructure project, the involvement of Eneco in the corridor does not seem likely.
- **KP & P Africa**
 - Website: no website found.
 - Kenya Address: No address found in Kenya.
 - Activities in Kenya:
 - KP & P Africa is one of the six shareholders of Lake Turkana Wind Power a 300 MW wind farm at Lake Turkana constructs. The total investment of the project amounts to Ksh 70 billion (€ 585 million). First production is scheduled for 2015 and the total capacity is expected to be completed in 2016. Investment is 25% financed by equity. On this basis, we estimate the investment of KP & P at € 25 million. [50th](#)
 - Volume of investment in Kenya over the past five years: € 25 million estimate.
 - Involvement in LAPSSSET corridor: the above project can be considered as a possible involvement in the LAPSSSET corridor. Part of the LAPSSSET corridor is a tourist resort on Lake Turkana.
- **Shell**
 - Website: www.shell.nl / www.shell.com.
 - Address in Kenya: Laiboni Centre, Lenana Road, Kilimani, PO Box 43561, 00100, Nairobi.
 - Activities in Kenya:
 - In Kenya Shell sells fuel under license by Vivo Energy. This is a joint venture formed by Vitol (Netherlands / Switzerland) (40%), Helios Investment Partners (UK) (40%) and Shell (20%). In addition, lubricants are sold by Shell and Vivo Lubricants, a joint venture in which Shell has a 50% stake and Vitol and Helios each 25%. [51](#)
 - Shell Foundation is a shareholder of Lake Turkana Wind Power a 300 MW wind farm at Lake Turkana constructs. Shell Foundation owns the shares indirectly through ownership in Aldwych International (UK), a company established to invest in energy projects in Africa. Shell Foundation is one of the six investors in Aldwych International. The total investment of the Lake Turkana project is Ksh 70 billion (€ 585 million). First production is scheduled for 2015 and the total capacity is expected to be completed in 2016. Investment is 25% financed by equity. On this basis, we estimate the investment by Shell Foundation to € 4 million. [52](#)
 - Volume of investment / revenues in Kenya in the past five years: at least € 4 million.
 - Involvement in LAPSSSET Corridor: Vivo Energy has 115 service stations in Kenya. A part of these stations will be within the LAPSSSET corridor. The amount of these investments by Shell are unknown. The investment of € 4 million by Shell Foundation in the windfarm project can be considered as a possible involvement in the LAPSSSET corridor. Part of the LAPSSSET corridor is a tourist resort on Lake Turkana.
- **Vitol**
 - Website: www.vitol.com / www.vtti.com.
 - Address in Kenya: Maraket House, Elgeyo Marakwet (North) Road, PO Box 363 -00 606, Kilimani, Nairobi.
 - Activities in Kenya:
 - VTTI since July 2012, is a subsidiary of Vitol, a terminal operating in the port of Mombasa. The terminal has a storage capacity of 111,000 m3, and is intended for the storage of oil and gas. The value of investments in Kenya is unknown. [53](#)
 - In Kenya Shell sells fuel under license by Vivo Energy. This is a joint venture formed by Vitol (Netherlands / Switzerland) (40%), Helios Investment Partners (UK) (40%) and Shell (20%). In addition, lubricants are sold by Shell and Vivo Lubricants, a joint venture in which Shell has a 50% stake and Vitol and Helios each 25%. [54](#)
 - Volume of investment / revenues in Kenya in the past five years: unknown.
 - Involvement in LAPSSSET Corridor: Vivo Energy has 115 service stations in Kenya. A part of these stations will be within the LAPSSSET corridor.

3. Dutch companies

The following Dutch companies are known to invest in Kenya and suspected involvement in LAPSSSET:

- **BAM**
 - Website: www.bam.nl / www.baminternational.com.
 - Kenya Address: No address found in Kenya.
 - Activities in Kenya:
 - In May 2012, BAM acquired a contract for the design of the Wajir Habaswein water supply project. The contract value amounted to € 0.5 million. Half of this design cost is funded by Infrastructure Development (ORIO), a grant facility of the Dutch Ministry of Foreign Affairs. [55](#)
 - Estimated amount of revenue in Kenya in the past five years: € 0.5 million, consisting of the above project.
 - Involvement in LAPSSSET corridor, the cities and Wajir Habaswein located in the north-eastern Kenya,

and do not belong to the LAPSSSET corridor. Involvement of BAM in LAPSSSET corridor is therefore unlikely.

- **Boskalis**

- Website: www.boskalis.nl / www.boskalis.com.
- Kenya Address: No address found.
- Activities in Kenya:
- In August 2012, Boskalis started a land reclamation project in the port of Mombasa. The period was one year. The client was the Kenya Ports Authority. The contract value is unknown. [56](#)
- Amount of revenue in Kenya in the past five years: unknown.
- Involvement in LAPSSSET Corridor: Mombasa does not belong to the LAPSSSET corridor. Involvement of Boskalis in the corridor is therefore unlikely.

- **Fugro**

- Website: www.fugro.nl / www.fugro.com.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- In 2011 Fugro started several large 3-D seismic surveys, each with a contract value of more than U.S. \$ 20 million (€ 15 million). One of these countries is Kenya. The client was Ophir Energy (Great Britain). The location of the study is unknown, but Ophir Energy has only licensed area in Kenya, located in the Lamu basin. [57th](#)
- In April 2012, Fugro-Geoteam acquired an order for a 3-D seismic research in the Lamu basin, in the Tana river delta. Clients were Pancontinental (Australia) and First Australian Resources (Australia). The contract amount was A \$ 13.7 million (€ 11 million). [58](#)
- In June 2012, Fugro-Geoteam conducted a seismic survey commissioned by BG Group (UK). The exact location of the study is unknown, but BG Group has two license areas in Kenya, both located in the Lamu basin. The contract value is unknown. [59](#)
- Amount of revenue in Kenya in the past five years: € 40 million, estimate project in June 2012 of € 14 million based on contract values of the other two projects.
- Involvement in LAPSSSET Corridor: Lamu is located in the corridor so that all LAPSSSET Fugro projects in Kenya, with an estimated contract sum of € 40 million, could be used as possible involved in the corridor considered.

- **Grontmij**

- Website: www.grontmij.nl / www.grontmij.com / www.grontmij.dk / www.grontmij.fr.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- In 2010 Grontmij Carl Bro, a subsidiary of Grontmij in Denmark, functioned as a technical consultant for the construction of a 300 MW wind farm at Lake Turkana. The client was the African Development Bank (AfDB). The contract value amounted to € 0.3 million. [60](#)
- In 2011 and 2012, Grontmij Carl Bro, a subsidiary of Grontmij in Denmark, conducted a feasibility study for seven potential sites for wind farms. Two of the seven locations are within the corridor LAPSSSET: Lamu and Marsabit. Client was Kenya Electricity Generating Company, an energy company owned by the government of Kenya. The contract value amounted to € 0.3 million. [61](#)
- Amount of revenue in Kenya in the past five years: € 0.6 million.
- Involvement in LAPSSSET Corridor: both of the above projects can be considered as a possible involvement in the LAPSSSET corridor. Lake Turkana, Marsabit and Lamu are among the LAPSSSET corridor. The proceeds of Grontmij from these projects is € 0.6 million.

- **Heijmans**

- Website: www.heijmans.nl.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- Since 2005, the Foundation Heijmans operates in Kenya with Edukans / Exchange and SOS Children's Villages. The Heijmans Foundation makes an annual contribution to these organizations of approximately € 100,000. Edukans is active in the Kitui district. SOS Children's Villages is active in the area around Nairobi. [62](#)
- In the context of a climate-neutral infrastructure project in Den Bosch Heijmans announced in December 2012 to work with the international Climate Neutral Group to invest in a wood stove project in Kenya to compensate. CO2 emissions from the project in Den Bosch [63](#)
- Volume of investment in Kenya in the past five years: less than € 1 million, estimated on the basis of the above projects.
- Involvement in LAPSSSET corridor: Heijmans involvement in the LAPSSSET corridor is not likely.

- **Mammoth**

- Website: www.mammoetbenelux.nl / www.mammoet.com.
- Kenya Address: No address found in Kenya.

- Activities in Kenya:
- Mammoet has conducted an investigation in connection with the construction of a 300 MW wind farm at Lake Turkana. Mammoet examined the requirements for the infrastructure (roads, bridges, port facilities) between the port of Mombasa and the project site at Lake Turkana. The client was the Lake Turkana Wind Power Consortium, consisting of a team of Kenyan and Dutch businessmen. The contract value of the research Mammoet is unknown. [64](#)
- Amount of revenue in Kenya in the past five years: unknown.
- Involvement in LAPSET corridor: the above project can be considered as a possible involvement in the LAPSET corridor. Part of the LAPSET corridor is a tourist resort on Lake Turkana.
- **Royal HaskoningDHV**
- Website: www.royalhaskoningdhv.com / www.naco.nl .
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- Between 2009 and 2013, NACO (Netherlands Airport Consultants) and SSI Engineers and Environmental Consultants (South Africa), two subsidiaries of Royal HaskoningDHV, in collaboration with Howard Humphreys (Kenya) and Panafcon (Kenya), the management and supervision done by the construction of a new fourth terminal at the Jomo Kenyatta International Airport in Nairobi. The contract amount is unknown. [65](#)
- NACO and SSI Engineers and Environmental Consultants have contributed to an expansion of the airport in Kisumu. The work was completed in February 2012. The contract amount is unknown. [66](#)
- Amount of revenue in Kenya in the past five years: unknown.
- Involvement in LAPSET Corridor: Nairobi belongs to the LAPSET corridor. Royal HaskoningDHV is possibly involved in the corridor.
- **Van Oord**
- Website: www.vanoord.com.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- From June 2011 to April 2012, Van Oord dredging in the port of Mombasa. The client was the Kenya Ports Authority. The contract value is unknown. [67](#)
- Amount of revenue in Kenya in the past five years: unknown.
- Involvement in LAPSET Corridor: Mombasa does not belong to the LAPSET corridor. Involvement of Van Oord in the corridor is therefore unlikely.

4. Other Dutch companies

The following other Dutch companies are known to invest in Kenya and suspected involvement in LAPSET:

- **FMO**
- Website: www.fmo.nl.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- In October 2010, FMO participated in an investment in shares of the Family Bank of Kenya, along with AfricInvest Capital Partners and Norfund. FMO paid € 2.4 million for a share of 22.4%. [68](#)
- In August 2011, FMO participated in a loan of U.S. \$ 164 million (€ 115 million) to Rift Valley Railways (Kenya / Uganda) by a consortium of seven development. The loan has a term of five years. FMO provided U.S. \$ 20 million (€ 14 million). The loan is intended to increase the rail link between Kenya and Uganda. Capacity Rift Valley Railways is operating on the route Mombasa-Nairobi-Pakwach. [69](#)
- In November 2011, FMO provided along with development DEG (Germany) and Proparco (France) a loan of U.S. \$ 70 million (€ 52 million) Base Titanium (Kenya), a subsidiary of Base Resources Limited (Australia). The loan is intended for the development of a mining project in Kwale, about 50 kilometers south of Mombasa. We estimate the contribution of FMO to U.S. \$ 23 million (€ 17 million). [70](#)
- In March 2013, FMO provided a loan of U.S. \$ 25 million (€ 20 million) to Bank of Africa (BOA) Kenya. The loan was intended to provide information to companies in Kenya who trade internationally. Loans in dollars [71](#)
- In December 2013, FMO has invested a total of U.S. \$ 10 million (€ 7 million) in Novastar Ventures, a venture capital investor in Kenya and Ethiopia. [72](#)
- Since December 2013, FMO shareholder of Lake Turkana Wind Power a 300 MW wind farm at Lake Turkana constructs. FMO holds shares indirectly through ownership in Aldwych International (UK), a company established to invest in energy projects in Africa. FMO is one of the six investors in Aldwych International. FMO has invested € 10 million in Aldwych Turkana Investments Limited. [73](#)
- In March 2014, FMO participated in a total loan of € 409 million Lake Turkana Wind Power. The loan was led by the African Development Bank Group, which provided € 115 million. Standard Bank of South Africa (South Africa) and Nedbank (South Africa) were co-arrangers. FMO was one of the eight other banks in the syndicate. We estimate the contribution of FMO to € 25 million. [74](#)
- Volume of investment in Kenya in the past five years: € 95.4 million, consisting of the sum of the above

projects.

- Involvement in LAPSET Corridor: FMO's investment in financial institutions in Kenya can be used for LAPSET corridor rule. The total amount of this amounts to € 29.4 million. The investment of € 35 million in the windfarm project can be considered as a possible involvement in the LAPSET corridor. The loans to Rift Valley Railways and Titanium Base are not considered involved in the LAPSET corridor.
- **Triodos**
- Website: www.triodos.nl.
- Kenya Address: No address found in Kenya.
- Activities in Kenya:
- In March 2014, Triodos participated in a total loan of € 409 million Lake Turkana Wind Power. The loan was led by the African Development Bank Group, which provided € 115 million. Standard Bank of South Africa (South Africa) and Nedbank (South Africa) were co-arrangers. Triodos was one of the eight other banks in the syndicate. We estimate the contribution of Triodos at € 25 million. [75](#)
- Volume of investment / revenues in Kenya over the past five years: € 25 million.
- Involvement in LAPSET corridor: The investment of € 25 million in the windfarm project can be considered as a possible involvement in the LAPSET corridor.

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