

LINECO BV
www.lineco.nl

Business opportunities
with and solutions for
emerging markets
in Africa



®

LINECO

Our goals

LINECO aims to supply innovative technologies and sustainable solutions which address the individual requirements of our customers in Africa and contribute to development. To reach these goals we only select the best possible products and establish strong and long-term partnerships with the best possible manufacturers and suppliers. It is our ongoing commitment to be a partner in business opportunities with emerging markets in Africa. All the while adding value in the process.

Since 1983 our owner and CEO Robert Lintvelt (1959) has been involved in export business with countries in Africa. After having worked in area and export management positions within a Dutch multinational company he founded Lineco in 1997. From a general international trading company in capital equipment and goods Lineco has successfully developed into a specialist in a number of key product areas. Today Lineco is active in a large number of countries in Africa. We are aiming for further expansion of our activities in emerging markets in Africa.



*Robert J. Lintvelt
CEO and founder Lineco BV*

**Innovative Technologies and Sustainable Solutions
for Emerging Markets in Africa**

Core activities

LINECO is a Dutch international sales and contracting organization. We specialize in the supply of capital equipment and industrial systems to customers in Africa. Meat technology solutions are among our key products. Furthermore we are active in the international trade in meat products.

In addition to our international sales activities we provide valuable project and business development services. Our business partners can benefit from our

- Extensive experience
- Market expertise
- Comprehensive knowledge
- Large network in Africa.



LINECO has partners and associated offices in over 20 countries in Africa:

EGYPT - ETHIOPIA - KENYA - TANZANIA - UGANDA - RWANDA - DR CONGO - ZAMBIA
 ZIMBABWE - MOZAMBIQUE - MADAGASCAR - SOUTH AFRICA - BOTSWANA - NAMIBIA
 ANGOLA - NIGERIA - GHANA - SIERRA LEONE - LIBERIA - GAMBIA - SENEGAL

Markets and customer segments



Local partners and associated offices in many countries, a.o. in Nairobi, Kenya.

Our customers are active in the following sectors:

- Slaughtering and meat processing industry
- Food processing industry
- Agro-industry
- Energy
- Water supply.

LINECO customers include Ministries of Agriculture and Livestock Development, Meat Commissions, Municipalities, Ministries of Water and Energy, private companies in various sectors of industry and trade, UN agencies and missions.

Our customers have increasingly demanding sustainability requirements and want to combine quality and productivity with energy efficiency and minimum life cycle cost. Environmental requirements are becoming more stringent.

Key product groups

For export to African markets LINECO has selected products of reputable Dutch and international manufacturers and suppliers. The strength of our market expertise combined with the product expertise of our partners ensures that we can provide our customers with optimal and appropriate solutions. The characteristics of our solutions are: high quality, reliable, innovative and competitive. For meat and food processing equipment we meet the highest hygienic and food safety requirements. Our key product groups are the following:

- Slaughtering and meat technology, incl. design and engineering of complete projects
- Waste treatment solutions (waste water treatment plants, rendering plants for processing of slaughter by-products, waste recycling systems, waste to energy technology)
- Plants for production of panel board from agricultural crop waste and wood waste
- Drinking water supply plant and equipment
- Renewable energy plant and equipment.



Slaughter and deboning lines, integrated total solutions for up to date abattoir projects



Meat processing and packaging solutions



Solar powered solutions for drinking water supply



Agri-fibre panel board plants

Based on our knowledge of meat products and our large and important network in the Dutch and EU slaughtering and meat processing industry we are also active in the international trade in meat products. We supply quality meat products to selected customers in Africa (all cuts from the carcass, bone-in cuts, deboned meat products, by-products such as feet, knees, trimmings, organs, MDM, poultry products etc.).

Focus on Innovative and Sustainable Food and Meat Technology, incl. waste to value solutions

Slaughtering and meat technology



www.namtp.nl

Lineco is founder and partner of Netherlands-African Meat Technology Partners. Together with our consortium partners we supply innovative and hygienic slaughtering and meat processing plant and equipment to customers in Africa, incl. design and engineering of whole projects.

Installation, start-up, training and maintenance are essential parts of our technical services.



Salted/pickled meat and poultry products



Pickled/salted meat and poultry products in re-usable buckets and barrels for areas without well developed cold chain. The meat products have a long shelf life outside freezer. A sustainable solution.

Full range of deep frozen meat products with assured quality and delivery reliability.

Solar powered solutions for drinking water supply



The solar powered deep well hand pump system is a unique system that closes the gap between conventional hand pumps and solar powered submersible motor pumps.

Agri-fibre panel board plants



In Africa agri-fibre is considered a waste material and is burnt in many cases. You can turn waste into WORK and INCOME with the production of panel board out of agri-fibre material. The plant can also handle wood waste.

From agri-fibre to value added panel products

Other product groups

From time to time our customers have changing needs and request our support for the supply of other products. We are customer oriented and are not restricted to the above products. Our international trading experience together with our partnership with leading manufacturers and suppliers in many sectors of industry and trade enable LINECO to offer and supply other products on request, such as:

- Technical equipment (industrial refrigeration equipment, oxygen plants, steam boilers, standby generators, electric motors)
- Poultry slaughtering and processing equipment
- Dairy processing equipment
- Dairy commodities and ingredients
- Machines and production lines for the bakery industry
- Sugar processing equipment
- Plant and equipment for the vegetable and fruit processing industry
- Logistic solutions for the food industry
- Refrigerated trucks
- Farm machinery
- Livestock management automation (based on Electronic Animal Identification).



Committed people with knowledge and more than 25 years of relevant experience in doing business in Africa.

All over Africa.

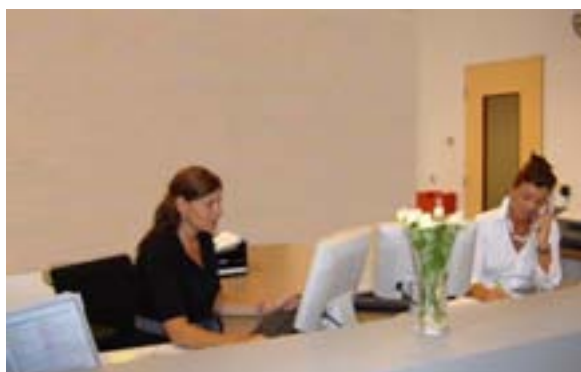
Business consulting

Many countries in Africa have achieved a high and continuous economic growth and development in the past years. LINECO has a long-time focus on Africa and has always acknowledged the potential and opportunities in African countries. We understand the market and bridge the gap between Dutch and international businesses and Africa's opportunities.

Based on our resources and strengths we advise and support Dutch and international companies planning to export to or invest in new markets in Africa. We support them with setting clear goals, defining their export strategy, mitigating risks and challenges and taking their business in Africa to a higher level. Regional differences, requirements and preferences are taken into consideration. Brands or products performing well in one country can fail in another.

Our services include:

- Project and business development
- Partner search for local partners (agents, importers, distributors, joint venture partners)
- Introduction of companies, their brands and products to potential customers in Africa
- Market assessment
- Support with project financing (acquisition of grants, loans, subsidies, venture capital)
- Support with participation in international tenders (e.g. for projects financed by International Development Banks, Organizations of the United Nations or other donors)
- Advice on strategic and operational level.



Besides realizing the common business goals with our business partners our mutual efforts can contribute to the development goals in Africa:

- Sustainable industrial development
- Employment
- Reduced environmental risks
- Increased food security
- Regional trade
- Business opportunities for African meat and food companies on global export markets.



LINECO –
Adding value in the
process of doing
business in Africa

Success factors

LINECO can make use of a number of valuable resources and strengths:

- Staff with more than 25 years of relevant experience in doing business in Africa
- Market expertise
- Comprehensive knowledge
- Large network in Africa
- Local partners in many countries with a good understanding of their markets and knowledge of the business culture, legislation and rules in their countries
- Important international network of leading manufacturers and suppliers in various sectors of industry and trade, within financial institutions and government
- Quality products (proven technology, consistent quality, reliable supply)
- Product expertise of our renowned manufacturers and suppliers
- Total solutions for integrated, whole projects
- Efficient and effective global sourcing and procurement of the right products and sustainable solutions for Africa
- Resources to provide support for the application of subsidies and (part) financing of the transactions.

For the development of successful business and projects in Africa the right combination of the above strengths is essential. That is exactly the benefit LINECO has to offer our business partners, both our customers and suppliers.

For advice or more information about our products and services please contact or visit us. General information can be found on www.lineco.nl. We look forward to working with you.

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