



Exhibitors at the Cooperation Market 2016

ADT Projekt GmbH

ADT Projekt GmbH is a reliable and innovative German consulting firm of the German Animal Breeders' Federations that focuses on planning and implementing international projects in the areas of animal husbandry, agriculture, veterinary and food safety, food processing and rural development. Since 1995 ADT Projekt GmbH has been working for governments, development agencies, public institutions as well as for enterprises and organizations of the agriculture and the food industry in more than 50 countries.

Website: www.adtprojekt.de

AFC Consultants International GmbH

COMPANY HISTORY

AFC Consultants International GmbH is a private German consulting company focusing on agricultural and agribusiness projects in developing and transition countries.

AFC was established in 1973 by Prof. Otto Strecker. Since 2007 AFC Consultants International is a member of the GOPA Group, Germany's largest group of companies in the field of development cooperation, and can draw on a network of 21.000 experts.

Our services for public organisations and private companies cover the whole range from primary production to processing and marketing. AFC's portfolio includes the institutional development of microfinance organisations and banks, in order to provide a sustainable credit and saving system for rural development.

VISION

Our vision: AFC will continue to be recognised by all stakeholders as a reliable company delivering sustainable solutions to projects in agriculture, agribusiness and financial sector development worldwide.

FIELDS OF WORK

Agriculture

Crop and Livestock Production / Animal Health

Food Security

Policy Advice

Agribusiness

Food Industry

Food Safety

Marketing and Export Promotion

Value Chain Approach

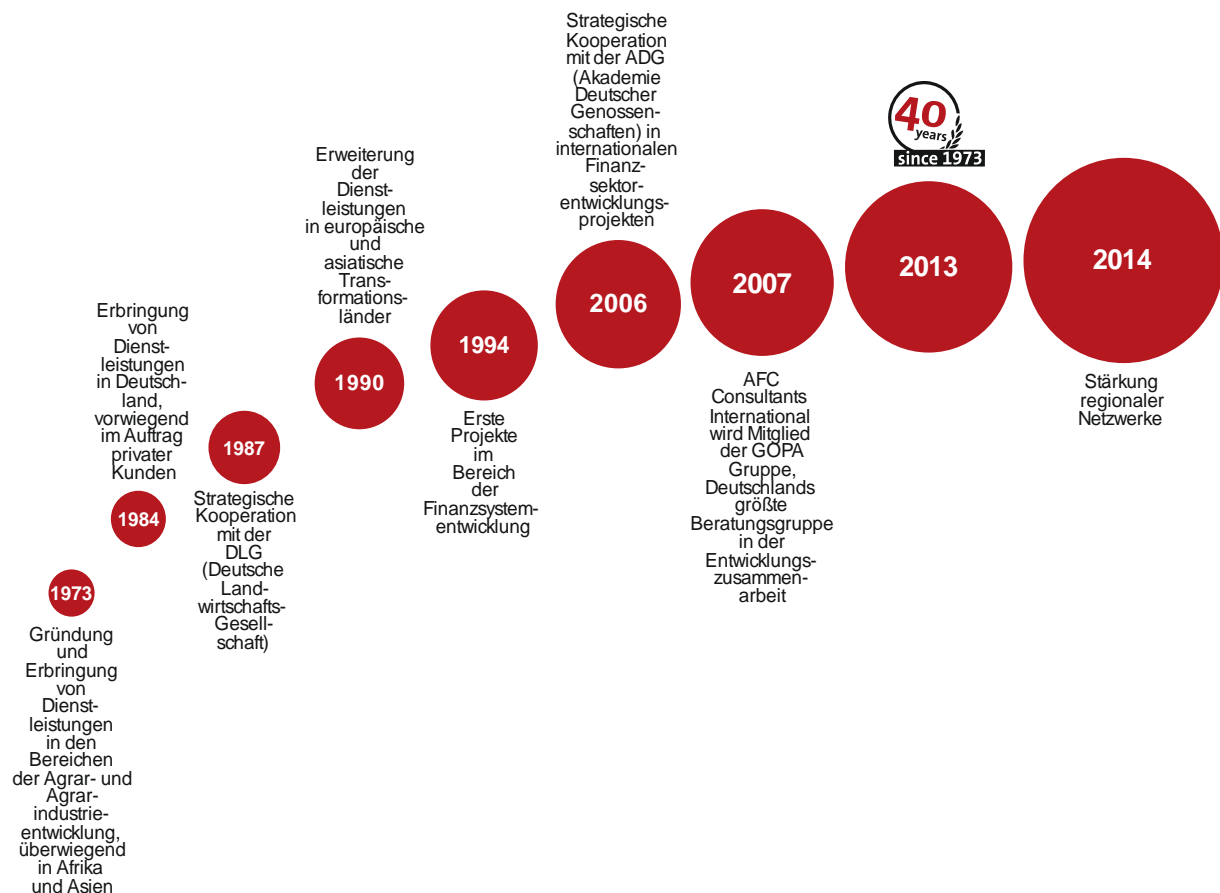


Financial Sector Development

Micor- and SME Finance
Financial Institutions Development
Rural and Agricultural Finance
Sustainable Energy Finance
Risk Management

Regional, Economic & Institutional Development

Regional and Local Development
Economic and Institutional Development
Private Sector Development in Agribusiness



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AgrarKontakte International (AKI) e.V.

AgrarKontakte International (AKI) e.V. is a registered non-profit association and professional organisation with registered office in Stuttgart. AKI specializes in coordinating, implementing and managing international projects in the agricultural, food and veterinarian sectors. Together with German Farmer's Union (Deutscher Bauernverband - DBV), AKI supervises cooperation projects with the Association of Agricultural Holdings and Cooperatives in Russia (AKKOR) as well as with the Vietnamese National Farmers' Union (VNFU), all within the framework of a cooperation programme supported by the German Federal Department of Food and Agriculture.

Other key activities of AKI include implementing internship programs for students attending vocational schools of agriculture as well as advanced training programmes targeted at farmers and agricultural experts from various nations. These programmes aim at promoting knowledge and skill exchange between farmers and professional organisations. Another aspect of our scope of work is holding professional training courses on national and international levels alike as well as supporting foreign professional delegations during their visit to Germany. To promote international relationships, AKI also offers informational tours from Germany to our partner countries for farmers and expert groups.

Website: www.agrarkontakte.de/en/about-aki/

AHT GROUP AG

AHT GROUP AG, based in Essen, Germany, is an independent consulting firm providing development cooperation services for all major international donors world wide since 1960.

Our services comprise management and engineering at all stages of the project cycle, from project preparation and feasibility studies to project implementation and evaluation.

Our five core areas of work are agriculture, water, environment, governance and waste. These include rural development, crop production, livestock, agricultural extension, marketing, water resources management, irrigation and drainage, water supply, natural resources management, forestry, biodiversity, climate change, good governance, waste management and recycling.

Website: www.aht-group.com



AMAZONEN – WERKE GmbH & Co. KG

The AMAZONE Group is a family-owned agricultural and municipal machinery business which is now in the 4th generation of the Dreyer family

Turnover 1995: around 95 Mio. EUR

Turnover 2000: around 135 Mio. EUR

Turnover 2005: around 210 Mio. EUR

Turnover 2009: around 290 Mio. EUR

Turnover 2010: around 290 Mio. EUR

Turnover 2014: around 468 Mio. EUR

Employees: around 1,800

Export share: around 80 %

Turnover share - geographical: Western Europe including Germany: around 70%
Eastern Europe: around 25%
Rest of the world: around 5%

Turnover share - production lines: Fertiliser spreaders/crop protection sprayers: 40 %
Soil cultivation: 20 %
Seed drills: 25 %
Municipal technology: 5 %
Spare parts: 10 %

The directors

Qualified engineer Dr. Justus Dreyer

Qualified industrial engineer Christian Dreyer

As managing directors of the fourth generation and at the head of the Amazone Group:
Dr. Justus Dreyer and Christian Dreyer.

Members of the general management

In the so-called Executive Management 1, the directors are assisted by four additional members of the general management.

This team includes:

Ludger Brauns mann

Business administration, purchasing,
human resource management

Dr. Stephan Evers

Production management, quality control, IT organisation

Andreas Hemeyer

Overall sales, marketing, after-sales service

Dr. Rainer Resch

Research and development

Additional members of the general management are the representatives of the third generation of the Dreyer Family. They are acting in an advisory function and are responsible for multiple special tasks:



Prof. h.c. (SAA Samara) RAAS

Dr. Dr. h.c. Heinz Dreyer

e.g. development of the Primera DMC large area seed drill

Klaus Dreyer

e.g. editor of the half-yearly Amazone report

Dr. Justus Dreyer, Dr. Stephan Evers, Christian Dreyer, Dr. Rainer Resch, Prof. H.c. (SAA Samara) RAAS Dr. Dr. h.c. Heinz Dreyer, Ludger Braunsmann, Andreas Hemeyer, Klaus Dreyer

Core competences

Agricultural technology:

Fertiliser spreaders, crop protection sprayers, soil tillage implements, seed drills and precision air seeders

Municipal technology:

Equipment for garden and landscape maintenance, Road construction spreaders and winter service spreaders

Production / Sales sites

- **AMAZONEN-WERKE H. Dreyer GmbH & Co. KG** – D-49205 Hasbergen-**Gaste** near Osnabrück
Headquarters – founded in 1883 around 660 employees
Total area / roofed area 83,979 m² / 30,772 m²
- **AMAZONEN-WERKE H. Dreyer GmbH & Co. KG** – D-27798 **Hude** near Oldenburg
Founded in 1957 around 500 employees
Total area a / roofed area 394,189 m² / 52,800 m²
- **AMAZONE S.A. Forbach** – F-57602 **Forbach** / France
Founded in 1970 around 70 employees
Total area / roofed area 29,700 m² / 8.464 m²
- **AMAZONE Technologie Leeden GmbH & Co. KG** – D-49545 **Tecklenburg** near Osnabrück
Founded in 2007 around 80 employees
Total area / roofed area 61,181 m² / 12,600 m²
- **BBG Bodenbearbeitungsgeräte Leipzig GmbH & Co. KG** – D-04249 **Leipzig** / Saxony
Takeover 1998 around 190 employees
Total area / roofed area 205,000 m² / 18,000 m²
- **EUROTECHNIKA AG** / Russia
Founded in 1993
Since 2013 Amazone is the majority shareholder around 200 employees
Total area / roofed area 37,600 m² / 10,200 m²



Sales sites (around 100 employees)

- 4 sales and service branches in Germany
- Sales company in France, since 1989 **AMAZONE S.A.** Auneau/Cedex
- Sales company in UK, since 1983 **AMAZONE Ltd.** Harworth/Doncaster
- Sales company in Ukraine, since 1998 **DP AMAZONE-Ukraine** Kiev
- Sales company in Russia, since 2005 **AMAZONE OOO** Podolsk/Moscow
- Sales company in Hungary, since 2008 **AMAZONE** Hungaria Kft. Debrecen
- Sales company in Kazakhstan, since 2012 **TOO AMAZONE** Astana
- Sales company in China, since 2014 **AMAZONE** Agricultural Machinery (Tianjin) Co., Ltd.

Additionally available is the **worldwide sales network** including trading partners and more than 70 importers.

Website: www.amazone.de

Andreas Hermes Academy

The Andreas Hermes Academy (AHA) was founded in 1948 as a German Farmers' College. Today, the AHA is the central national institution for advanced vocational training in the agri-food-business. As experts for personal development and change processes the Andreas Hermes Academy provides personal, social and methodical competence to the people and organizations active in agriculture, in agri- and food business and rural areas.

The AHA's work does not only focus on Germany but also on different African countries as well as India. In these countries the AHA co-operates in different projects on the development of sustainable agriculture.

About 50 highly qualified trainers of the AHA offer a wide and varied range of competencies for training, consultancy and coaching.

Stakeholders of the AHA are the 13 most important national level agricultural organizations.

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APOLLO e.V.

(Association for Projects in Ecology, Agriculture and Rural Development in Eastern Europe)

The non-profit association APOLLO e.V. (founded in 1991) is active in training and education programs in Germany and Eastern Europe. APOLLO brings together eastern and western students, young professionals, universities, and modern enterprises in agriculture and food processing.

Our objective is an intensive cooperation with stakeholders in our partner countries combined with mutual professional and cultural exchange. APOLLO unites professional training and awareness of ecological sustainability, social responsibility and civil engagement.

With support of the German Federal Ministry of Food and Agriculture (BMEL) and the Brandenburg Ministry for Infrastructure and Agriculture (MIL), APOLLO conducts exchange programs for interns in agriculture with Russia, Ukraine and Belarus. In a second step, APOLLO offers a trainee program in cooperation with enterprises of the agro-food industry, and further education for teachers. This cooperation-project is co-financed by the BMEL and implemented together with the Committee on Eastern European Economic Relations (OA) and the German Engineering Federation (VDMA).

The successful history of APOLLO, which is based on the commitment of numerous voluntary members and supporters, lasts more than 20 years and resembles in a vivid network of APOLLO-graduates, representatives of the agro-business sector, of public entities, associations and NGOs.

Website: www.apollo-online.de

Bundesverband DEULA

Bundesverband DEULA e.V. is network and umbrella organization of 13 independently operating DEULA Training Centers. DEULA is the shortened form of German Training Centers for Agricultural Engineering (Deutsche Lehranstalten für Agrartechnik). All of them are non-for-profit organizations.

History of DEULA

The existence of DEULA can be traced back to the year 1926 when Germany's agriculture underwent a great shift from animal-draft to motorization. Since this time DEULA is deeply rooted in vocational training and rural development.

Presence

Today they are modern training centres offering a wide range of services in inter-company vocational training and advanced professional training, qualification and retraining.

They specialise in the areas of agriculture, agricultural and construction machine technology, landscaping, horticulture, municipal technology, welding technology, warehouse logistics and driving lessons.

They are distinguished by practicality, long-time experience, trainers with educational and technical qualifications, lively, hands-on lessons and proximity to customers.



DEULA's clients

- national and international development organizations
- donor and recipient governments and ministries
- agro-industrial enterprises such as manufacturers of agricultural machineries, suppliers of equipment, trading companies
- professional bodies of agricultural mechanization and engineering
- research centers, universities, technical colleges, education and training institutions

Website: www.deula.de

BVVG German AgriForest Privatisation Agency

BVVG Bodenverwertungs- und -verwaltungs GmbH is the state-owned agency responsible for the administration and privatisation of state-owned farm and forest land in Eastern Germany. It was founded in 1992 and has since played an active role in the transformation process of the former GDR, aiding its transition from a centrally planned economy to a market economy.

BVVG holds the mandate to privatise approximately 1.8 million parcels of land with a total area of (originally) 3.2 million ha, and has therefore generated a remarkable amount of know-how and expertise in the field of IT-supported land management, lease management, land sales through auctions and tender, contract management, forest management, nature protection, redevelopment of contaminated sites as well as methods for land valuation. BVVG was also involved in the process of restitution and allocation of land ownership rights to the different administrative levels of the German State and has therefore contributed to the formation of a well-balanced ownership structure in Eastern Germany.

Since the year 2000, BVVG also provides consultancy services to Eastern European and Central Asian countries on the privatisation of farm and forest land, land market development, spatial planning, land consolidation, capacity and institution building and land administration. In this context, BVVG has contributed to various projects of international cooperation.

BVVG's International Consulting Department provides policy and legal advisory services as well as technical assistance in areas that lie within its core competencies.

Aside from being involved in projects of international cooperation, BVVG has organised various seminars and workshops on land privatisation and land market development in partner countries, including Ukraine, Romania, Bosnia and Herzegovina, Russia, Georgia, Macedonia, Serbia Mongolia, Bulgaria and South Africa.

Moreover, BVVG has organised study tours for high ranking delegations from all over the world. BVVG also offers short term experts for international projects.

Website: www.bvvg.de



DEULA-Nienburg

The name of the DEULA-Nienburg stands for high quality and independent education and training. We are a modern educational center for all agricultural and some certain handcraft and technical professions. With our help, the professionals from the agricultural sector can deepen and improve their knowledge. We offer educational programs in the spheres of agriculture and particularly in agricultural engineering. We consult the institutions and organizations in other countries on the questions of professional training and fulfill the projects aimed at the profit optimization in agriculture. The DEULA-Nienburg has a modern training and educational center that is the largest training center of this kind in Germany, together with the training facilities with a territory of approximately 9.000 m² of training facilities. The DEULA offers you and your company a variety of training courses where you can acquire new knowledge or supplement it.

Website: www.deula-nienburg.de/home.html

Deutsche Gesellschaft für internationale Zusammenarbeit (GIZ) GmbH

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a provider of international cooperation services for sustainable development worldwide. Our services are built on a wealth of regional and technical competence as well as tried and tested management expertise. We are always guided by the concept of sustainable development and take into account political, economic, social, and ecological factors. We support our partners at local, regional, national, and international level in designing strategies and meeting their policy goals.

The global population is constantly growing and current projections indicate it will have increased to about 9 billion in 2050. Resource scarcity, global climate change, stress on ecosystems, scarcity of arable land, and conflicting uses of food and renewable resource production in particular are rapidly becoming commonplace. This in turn poses a great risk to the state of food security in the world. Furthermore, the trend of urbanization gives rise to the question of how it can be ensured that the growing populations in cities are supplied with safe and healthy food.

Agriculture and rural development are essential for global food security. The objective is to assist our partner countries with regionally adapted strategies to achieve a sustainable increase in productivity, also taking into account further target dimensions such as rural development, environmental protection, adaptation to climate change and the preservation of biodiversity. A modern, efficient and sustainable agriculture that has the ability to support the world population with adequate and healthy food must be implemented. The optimization of agricultural value chains in order to provide the growing cities with food, and the ecological and socially-responsible shaping of structural transformation in rural areas are central to that.

Accordingly GIZ's activities in the sector focus - in close cooperation with the partner countries of the German development cooperation - on a range of topics: from taking adaptive measures to climate change, protecting natural resources and biodiversity, conducting agricultural research, post-harvest measures, cooperating with the private sector, fortification; and measures for social protection as well as for reducing vulnerability such as strengthening resilience of small farmers, up to the improvement of policy coherence and political framework conditions.



GIZ currently operates in more than 130 countries worldwide and has its registered offices in Bonn and Eschborn. We have more than 17,000 staff members across the globe – 70% of whom are employed locally as national personnel. Apart from our activities in the field of food security and environmental protection, GIZ operates in the fields of economic development and employment promotion, governance and democracy, security, reconstruction, peacebuilding and civil conflict transformation, health, and basic education. Most of our work is commissioned by the German Federal Ministry for Economic Cooperation and Development. We also operate domestically and internationally on behalf of other German ministries, German federal states and municipalities, and public and private sector clients.

Website: www.giz.de/en/

DLG International GmbH

Who we are

DLG International GmbH operates since 1987 as a highly specialised consulting company with focus on services for organisations of agribusiness and food industry.

What we do

DLG International GmbH organizes international specialist exhibitions in the many fields of the agricultural sector, from agricultural machinery and equipment, crop growing and animal production to bioenergy.

These shows present innovative products, processes and services along the entire value chain. We are also the right contact partner for services covering all aspects of the exhibition including stand construction. The exhibitions are flanked by technical events such as e. g. lectures, conferences, workshops and panel discussions.

Where to find us

DLG International GmbH coordinates and steers the activities of its subsidiaries and projects from its Head Office in Frankfurt am Main, Germany. Our subsidiaries are based in China, Italy, the Netherlands, Poland, Romania and Turkey. We implement further projects with partners in Africa, India, Iran and Russia.

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Federal Ministry of Food and Agriculture (BMEL)

The Federal Ministry of Food and Agriculture (BMEL) implements various projects at international level via its Division 624 "International projects, Twinning". Projects and schemes are being offered and implemented, in a demand-driven and well-targeted manner, through different types of projects that meet the needs of the partner countries. The activities of Division 624 focus on implementing projects as part of the **bilateral cooperation programme** and within the scope of the **EU Twinning programme**. The projects of the bilateral cooperation programme are being implemented in a large number of emerging and developing countries in the fields of demand-orientated advice for policy-makers, economic cooperation and initial and further training. Currently the Federal Ministry implements 25 projects in 15 countries. For the countries seeking to join the EU and potential candidate countries and for the neighbouring countries of the EU in Eastern and South-East Europe and in the Mediterranean region, the Community-funded twinning projects help to harmonise the legal bases there with the legal system in the Community and promote the creation and optimisation of modern structures in the partner countries. The Federal Ministry is conducting 4 projects in 4 countries currently.

BMEL projects within the framework of the bilateral cooperation programme are instruments of **technical cooperation** that are characterized by working as partners and serve to strengthen the above-mentioned sectors in the partner countries. The projects are based on a high level of agricultural expertise that exists in the German Federal/*Länder* agricultural authorities, agricultural research, professional associations and the German agri-food sector. The international projects run by the BMEL offer ways to develop external relations in the agricultural, food and consumer protection sectors in a sustainable manner whilst establishing global links and networks.

In the context of the challenges of **globalisation** and of **ensuring world food security**, the project work conducted by the BMEL constitutes an important instrument of **developing external relations** in a sustainable manner and of **strengthening the relevant sectors and institutions** in strategically important emerging and developing countries, in the countries seeking to join the EU and in the countries of the European neighbourhood policy.

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Website 1: www.bmel.de

Website 2: www.bmel-kooperationsprogramm.de

Fliegl Agrartechnik GmbH

Pioneer in agricultural technology

From a one-man-show to a Global Player – Fliegl Agrartechnik has written a fast-paced success story within four decades. Founded as a little machine manufacturer in Kastl, the specialist for agricultural machinery now counts among the big ones of the industry. Fliegl Agrartechnik is worldwide the biggest agricultural trailer manufacturer. The enterprise, active all over the world, produces quality technology for agriculture and transport, biogas and forestry.

Fliegl's high innovation power is the key to success. One of the central Fliegl innovations is the Push-Off technology – since the 90s a trend-setting concept that has definitely brought Fliegl Agrartechnik to the top of the European agricultural machinery sector.

The heart of Fliegl Agrartechnik has always been beating in upper Bavaria. After 15 years in Töging the company moved its headquarters to Mühldorf in 2013. In the new factory premises with a surface of 30 ha, 300 employees build trailers, liquid manure technologies and Push-Off trailers furthermore also efficient solutions for biogas and forestry and a quantity of agricultural machinery. The plant includes highly modernized laser installations for the processing of steel and sheet metal as well as a central high-end storage.

Fliegl is an attractive employer and emphasizes on education. Every fifth employee at Fliegl is an apprentice – an extremely high rate.

Website: www.fliegl.com

Food and Agriculture Organization of the United Nations (FAO)

Achieving food security for all is at the heart of FAO's efforts – to make sure people have regular access to enough high-quality food to lead active, healthy lives.

Our three main goals are: the eradication of hunger, food insecurity and malnutrition; the elimination of poverty and the driving forward of economic and social progress for all; and, the sustainable management and utilization of natural resources, including land, water, air, climate and genetic resources for the benefit of present and future generations.

The Organization was founded 70 years ago, on 16 October 1945; the day is remarked nowadays as World Food Day. It has 194 Member Nations and one member organization, the European Union. Headquartered in Rome, Italy, FAO is the biggest specialized agency of the UN. José Graziano da Silva, the current Director-General of FAO is holding an office since 1 January 2012.

Website: www.fao.org/europe/en/



German Farmers' Association (Deutscher Bauernverband, DBV)

The German Farmers' Association, supported by its regional farmers' associations, is a leading organization in the German agriculture and forestry and the voice of the German farming families. The Farmers' Association is an umbrella organization. Its members are the 18 regional farmers' organizations and other leading organizations in agriculture and forestry. With over 300 local county farmers' associations DBV is represented throughout the whole country. Local farmers' associations offer at district level services to their members, particularly for legal, tax and social counseling. In addition to the regular members, 42 associations and organizations representing specific sectors like horticulture, animal breeding or forest owners are associated members and thus representing the great diversity around agriculture.

To effectively represent the interests of the German agriculture at European and international level, DBV works closely with international bodies and partners. DBV has together with other partners of the German agriculture and food industry an office in Brussels. DBV representatives bring their expertise to the EU institutions, the European Farmers' Association (COPA) and the World Farmers' Organization (WFO).

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Schorlemer Stiftung of The German Farmers' Association (DBV) - International Training Programs

The leadership development programs of DBV promote the exchange of experience amongst students and young entrepreneurs within the agricultural sector. Worldwide we work with a network of 25 partner organisations.

DBV provides various hands-on and special training opportunities in agriculture, horticulture and viticulture for outgoing German and incoming foreign participants. Our programs help young people to gain deep insights in farming systems and management approaches different to those of their home countries. At the same time guidance and supervision given to our participants ensure professional and intercultural learning.

The exchange of ideas and experience fosters professional and international mobility. Today international knowledge and intercultural communication abilities are essential for successful economic cooperation.



Federal Ministry
of Food
and Agriculture

GLOBAL
FORUM FOR FOOD
AND
AGRICULTURE

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German-Russian Agricultural Policy Dialogue and the EkoNiva Group

The **German-Russian Agricultural Policy Dialogue** has been conducted as a cooperation project of the Federal Ministry for Food and Agriculture since 1994 and plays an important role as a linking institution in German-Russian cooperation in the agricultural sphere.

The aim of the project is to promote cooperation between the organs and institutions of both countries in the agricultural sphere and to fill them with life. This applies both to the ministerial level and to the exchange of information and ideas between the agricultural committees of the State Duma and the Federation Council on the one hand and the committee for Food and Agriculture of the German Federal Parliament on the other hand. The central partners of the project are the agricultural committees of the State Duma and the Federation Council, and the Russian Ministry of Agriculture. Depending on the questions raised, current agricultural policy issues are dealt with within the framework of conferences, German-Russian working groups and round table discussions. These are accompanied by statements and expert opinions regarding current draft legislation in the agricultural sphere, and analytical material is produced.

The project is conducted by Ekosem Beratung GmbH, which belongs to the **EkoNiva** group of companies. It operates in Russia in agricultural production and in trading agricultural technology products, amongst other things.

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GFA Consulting Group GmbH

GFA Consulting Group GmbH, based in Hamburg, Germany, is an international consulting company. Our mission is catalyzing change to improve people's lives in developing and transition countries. GFA's core service encompasses project and programme planning, project implementation and evaluation in the strategic business areas as follows:

- Agriculture & Rural Development
- Natural Resources
- Climate Change
- Water & Sanitation
- Private Sector Development
- Public Sector & Fund Management
- Financial Systems Development
- Health & HIV/AIDS
- Labour Markets & Human Resources

GFA Consulting Group's competence and technical excellence are held in high esteem by both clients and financial institutions (GIZ, KfW, EU, MCC, World Bank). The basis for GFA's consultancy services is provided by an approach which combines competence at sector and management level with application of innovative technology. GFA Consulting Group has a large pool of highly qualified advisors at its disposal on whom we can rely in the respective phases of project preparation, implementation and evaluation.

Website: www.gfa-group.de

Global Crop Diversity Trust

The Crop Trust was established in 2004 by the United Nations Food and Agriculture Organization (FAO) and the CGIAR, and is now an independent organization under international law. The Crop Trust operates as an essential element of the funding strategy of the International Treaty on Plant Genetic Resources for Food and Agriculture of 2001, with a mission to ensure the conservation and ability of crop diversity for food security worldwide. Each element of the organization's core activities works to promote an efficient, sustainable, and cost-effective global system to conserve agricultural biodiversity.

Website: www.croptrust.org



Grimme

70 years ago the father of today's owner Mr. Franz Grimme developed the first potato harvesters. That was the beginning of the Grimme Landmaschinenfabrik in Damme. In the course of the years, the company developed into the complete supplier for potato, beet and vegetable technology. The well-known red machines work in over 120 countries worldwide. Own sales and service agencies in Belgium, China, Denmark, France, Great Britain, Ireland, the Netherlands, Poland, Russia, India, Turkey and the U.S.A. look after the customers in these countries.

The Grimme machines are produced at two high modern manufacturing locations. All machines except self-propelled harvesters build in the headquarter in Damme (plant 1). Self-propelled harvester production takes place in the Industrial Area 'Niedersachsenpark', 12 km away from Damme. In 2012 Grimme build a production hall for web production and one for self-propelled harvesters (plant 2) on a 23 hectares large area.

Website: www.grimme.com

IAK AGRAR CONSULTING GmbH

IAK AGRAR CONSULTING GmbH is a German consulting firm with head office in Leipzig and more than 40 years of experiences in co-operation with clients from the public and private sectors. IAK acts by order of bi- or multilateral donors as well as private agro-enterprises.

In the scope of bilateral and multilateral economic co-operation, IAK undertakes projects worldwide. IAK supports the projects in the various stages of the project cycle and provides technical and administrative assistance concerning project preparation, planning, implementation, monitoring and evaluation.

The focus of these diversified projects is on such fields of expertise as agricultural production (crop and livestock production), farm management, business and investment planning, value chain development and marketing, quality management, advice on agro-policy issues and rural / agricultural strategy development, natural resources management and many other aspects.

Apart from implementing donor-funded projects, IAK provides consulting services for private customers from the German and international agro-food industry. In this respect, IAK supports its clients in all questions related to farm management and development, crop and livestock production, credit handling as well investment and finance planning. In Germany, IAK cooperates with about 200 farming enterprises ranging from family farms to large agro-enterprises. The company also delivers consulting services to private clients in the context of international agricultural investment projects.

Website: www.iakleipzig.de



ICON-INSTITUTE GmbH & Co. KG

What We Do

ICON-INSTITUTE Consulting Group closely works with its clients in the implementation of tailor-made and hands-on solutions in the fields of management and development consulting. We aim to assist our clients by providing them with the knowledge and capacities to ensure long lasting and sustainable results.

With 40 years of experience, we hold a leading market position in management and development consulting. We manage nearly € 20 million in consultancy projects per year.

Our clients include international and national development organisations such as the European Union, the Worldbank and other international development banks, bilateral development agencies such as GIZ/GTZ, KfW, DFID, as well as national and local governmental institutions and private sector companies.

Our Business Areas

Education and Training - Economic Development - Financial Sector Development - Engineering and Infrastructure - Agriculture and Rural Development - Social Policy and Health - Social Research and Evaluation - Statistics - Information and Communication Technology - Governance and Public Administration - Justice and Legislation

Website: www.icon-institute.de

IFWexpo Heidelberg GmbH

IFWexpo Heidelberg is one of the world's leading trade fair organizers in the field of agribusiness. We are mainly engaged in Ukraine, Russia, Kazakhstan and Belarus but we also offer new market places such as Morocco, Kyrgyzstan, Georgia and Iran. Additionally, we will offer the agricultural trade show Agrotech-Agropars in Iran to our clients.

Our exhibition portfolio includes the leading agricultural trade fairs in the CIS countries such as InterAGRO and AgroAnimalShow in Kiev, AGROSALON und AgroProdMash in Moscow, AgroExpoSiberia in Novosibirsk, BELAGRO/BELFARM in Minsk, KazAgro/KazFarm in Astana and YUGAGRO in Krasnodar. In addition to international participations, IFWexpo organises German Pavilions on behalf of the Federal Ministry for Food and Agriculture and the Federal Ministry for Economic Affairs and Energy throughout the world.

Thanks to our experience IFWexpo is able to quickly react to international market developments and offer new venues and exhibition places. In 2015, IFWexpo has launched in Russia a successful agricultural event named "International Field Days in the Volga Region" following the example of the DLG Field Days in Germany. This outdoor event demonstrated plant cultivation, agricultural machinery and consulting services. Quite a few exhibitors have already confirmed their participation for 2016.



At GFFA we will be happy to inform you about our current exhibition program.

Website: www.ifw-expo.com

Leibniz Institute of Agricultural Development in Transition Economies (IAMO)

The Leibniz Institute of Agricultural Development in Transition Economies (IAMO) analyses economic, social and political processes of change in the agricultural and food sector, and in rural areas. The geographic focus covers the enlarging EU, transition regions of Central, Eastern and South Eastern Europe, as well as Central and Eastern Asia. IAMO is making a contribution towards enhancing understanding of institutional, structural and technological changes. Moreover, IAMO is studying the resulting impacts on the agricultural and food sector as well as the living conditions of rural populations. The outcomes of our work are used to derive and analyse strategies and options for enterprises, agricultural markets and politics. Since its foundation in 1994, IAMO has been part of the Leibniz Association, a German community of independent research institutes.

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Leibniz Research Alliance "Sustainable Food Production and Healthy Nutrition"

The Leibniz Research Association "Sustainable Food Production and Healthy Nutrition" is a unique cluster of competence in the field of food production and nutrition. With their expertise and their offer of international cooperation at the GFFA 2016, the representatives of the association will contribute to a future-oriented, healthy and safe nutrition of the urban population on a global level. The scientists of the association work – among other topics – on the multiple interactions between climate change and human and animal nutrition.

The 14 partner institutes of the Leibniz Research Association Food and Nutrition are:

Leibniz Institute for Agricultural Engineering Potsdam Bornim (ATB)
German Institute of Human Nutrition Potsdam Rehbrücke (DIfE)
Leibniz Institute for Farm Animal Biology (FBN)
German Institute for Economic Research (DIW)
German Research Center for Food Chemistry (DFA)



Leibniz Centre for Agricultural Landscape Research (ZALF)
Leibniz Institute for Plasma Science and Technology (INP)
Leibniz Institute of Agricultural Development in Transition Economies (IAMO)
Leibniz Institute of Freshwater Ecology and Inland Fisheries (IGB)
Leibniz Institute of Plant Genetics and Crop Plant Research (IPK)
Leibniz Institute of Vegetable and Ornamental Crops (IGZ)
Potsdam Institute for Climate Impact Research (PIK)
Leibniz Social Science Research Center Berlin (WZB) and Leibniz-Institute for Plant Biochemistry (IPB)

Website: www.leibniz-lebensmittel-und-ernaehrung.de/en/

LEMKEN GmbH & Co. KG

LEMKEN, a specialist for professional farming with annual sales of EUR 344 million, and more than 1,200 global staff, is one of Europe's leading suppliers. Founded as a forge in 1780, the family-operated company produces high-quality, high-performance machinery for soil cultivation, seeding and plant protection in Germany at its headquarters in Alpen, its site in Haren and in Nagpur/India. Innovations that ensure the best customer benefit guide our thoughts and actions.

Our machinery is recognisable by its blue colour, but especially by the working quality on the field. Soil cultivation implements that prepare optimally for sowing. Sowing technology that establishes a sound foundation for high yields. Crop protection implements that protect crops gently. We supply innovative and diverse machinery and implement customised solutions for any farm size, any soil, any market and any requirement. We develop them in constant, close dialogue with the users: farmers and contractors worldwide.

Our close collaboration adds fundamentally to the development of our multi-award winning innovations. We subscribe to the vision of supporting their work as best we can in order to secure their financial success. Through our work, we want to contribute to securing the global food supply sustainably by means of efficient technology.

Website: www.lemken.com

Netz Ingenieurbüro GmbH

The Netz engineering office GmbH is a competent advisor and service provider with many years of industry experience from food industry, the metal industry and the craft sector, as well as in municipalities and cities. This is the basis to work with our customers to develop forward-looking solutions and optimize processes sustainably. Networked thinking leads to new ideas and permanent innovation at the service of customers. Our motto "With us always one step ahead" is not an empty phrase, but our guiding principle! The projects in the field of energy systems, heat turning and savings for a sustainable living and working can be realized. In Netz engineering office will advise a reliable and competent team from the areas of process engineering, energy and environmental engineering and mechanical engineering. Our employees also listed energy auditors and energy consultants and DNK training partners.

Website: www.netz-gmbh.eu



Nuertingen-Geislingen University (NGU)

The profile of NGU (Nuertingen-Geislingen University) is based on the principles of sustainability. Research and teaching is concentrated on four areas of competence: Business & Economics, Law, Planning, Nature & Environment. More than 5000 students are enrolled in one of the 24 Bachelor- and Master programs. A variety of institutes is engaged in applied research projects. The university is embedded in one of the strongest and innovative economic regions of Europe with close ties to global players and successful SME's. The university is proud to run exchange and integrated study programs with more than 50 partner universities worldwide.

Website: www.hfwu.de/en/eng

Rauch Landmaschinenfabrik GmbH

Founded in 1921, RAUCH is today being guided into the third generation as a family company. Two core competences, metering and distribution, form the basis of innovative RAUCH products. Worldwide RAUCH belongs to the leading companies in the field of fertilizing technology.

- Fertilizer spreaders
- Municipal spreaders
- Pneumatic seed drills as OEM-supplier

The pioneering forward-looking RAUCH program provides the optimum solution for every company structure and each application.

More than 150 patents and many awards at national and international leading trade fairs are the evidence of the continuous innovation force of the company.

RAUCH products offer a synthesis of precision, performance, high levels of reliability, maintenance free spreading technology, maximum comfort, clear design and practice-based functionality.

The move in 2009 of all RAUCH product ranges to a complete new planned and structured factory has allowed RAUCH to build the foundations onto which the next generation will be successfully built.

All over the world farmers and contractors place their trust in the quality and long service life of RAUCH fertilizer spreaders.

Contacts:

RAUCH figures:

Turnover in 2015: 66 million euros

Export share: 65 %

Employees: 390

Apprentices: 35

Bachelor of Engineering 2



RAUCH headquarters:

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Landstr. 14
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Website: www.rauch.de

Regional Rural Development Standing Working Group (SWG) in South-East Europe

What is the SWG?

The “SWG” stands for Regional Rural Development Standing Working Group in South Eastern Europe. It is an International Intergovernmental Organization consisted of governmental institutions responsible for agriculture and rural development in respective countries and territories.

It is a platform for networking and regional co - operation among the SEE countries and territories in the field of agriculture and rural development.

It was founded on the basis of a common wish to establish an organization for sustainable rural development in SEE. As an organization the SWG is a non-political body, acting in a spirit of friendship and good neighborliness and enhances mutual respect and confidence, dialogue and cooperation among the Member Institutions.

Vision

Innovative and sustainable agriculture and rural development through cohesive regional co-operation for improvement of rural livelihoods in the SEE countries

Mission

To increase horizontal collaboration among respective countries and territories of SEE, coordinating regional initiatives related to agriculture and rural development and support the process of economic development in rural areas of Southeastern Europe

General Objective

To facilitate close cooperation among the Ministries of Agriculture and other stakeholders in the field of agriculture and rural development and to support the EU integration

Specific Objectives

- To improve the common understanding of EU agriculture and rural development policies;
- To assist the improvement of implementation structures and systems for agriculture and rural development in rural areas, with specific emphasis on cross border cooperation;
- To improve the understanding and use of implementation tools for agriculture and rural development;
- To identify and share information and application of good practice in agriculture and rural development to broaden the rural agenda.



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RIELA® Karl-Heinz Knoop e. K.

Since 1972 RIELA® is established as a medium sized company in the grain- and mixed feed-technology and offers individual appropriate technology for all agricultural businesses.

RIELA is one of the big international manufacturers of silo plants.

The product range includes systems and equipment for cleaning, conveying, drying and storage of grain and similar bulk goods, as well as grinding and mixing equipment. The products have been developed by own engineering department and manufactured by cutting-edge technology.

Small and large farms, feeding stuff plants but also industrial enterprises with high volume of bulk material placed their trust in RIELA products.

- corrugated steel and smooth wall silos with a storage capacity from 5 up to 15.000 t
- conveying systems with a capacity from 10 up to 500 t/h
- mobile and stationary continuous / recirculating dryer
In November 2013 the continuous dryer "GDT 400 Umluft V" has been awarded with the DLG Signum test.
- Cleaner for clean and safe storage
- dryer and presses for the production of energy from biomass but also for drying fruits and vegetables.

By limited reserves of fossil fuels the biomass as an energy source is growing in importance continuously. In the course of this quest for user-friendly energies, the processing of waste and recycling material becomes more and more important. In the near future manufacturers and real estate will need independent and economic energy sources. By using RIELA feed- and turn- and belt-dryer renewable energy sources become even more attractive.

Website: www.riela.de



ROSAGROMASH ASSOCIATION

Russian Association of Agricultural Machinery Manufacturers

The Russian Association of agricultural manufacturers, Rosagromash, is a non-commercial organization that unites the companies for protection of the domestic agricultural machinery industry interests. Rosagromash Association incorporates 107 companies that produce more than 80% of agricultural machinery products in Russia. The main objective of the Rosagromash Association is the development of the united production, scientific and engineering policy of the Russian agricultural machinery manufacturers with regard to development of the industry and representation of their interests in the governmental and international interests.

Activities of ROSAGROMASH:

- Lobbying the interests of agricultural machinery manufacturers in the executive, the legislature and international institutions;
- Technical regulation and standardization;
- Development of export;
- International cooperation;
- International specialized exhibition of agricultural machinery AGROSALON

Since 2008, Rosagromash Association is the organizer of the International Specialized Exhibition of agricultural machinery, AGROSALON, which is the largest exhibition project of Russia and former CIS countries.

Website: www.rosagromash.ru

Swiss Re Corporate Solutions

Swiss Re Corporate Solutions offers innovative, high-quality insurance capacity to mid-sized and large multinational corporations across the globe. Our offerings range from standard risk transfer covers and multi-line programmes, to highly customized solutions tailored to the needs of our clients. Swiss Re Corporate Solutions serves customers from over 50 offices worldwide and is backed by the financial strength of the Swiss Re Group.

The Food & Agriculture team of Swiss Re Corporate Solutions provides a comprehensive array of innovative risk transfer solutions, such as crop shortfall cover, weather index, revenue hedge, to corporate clients along the agricultural supply chain. The broad, global insurance offerings of Swiss Re Corporate Solutions are designed by industry experts based in Zurich, Chicago, Mexico, Johannesburg, Sao Paulo and Singapore, who work closely with our clients in order to meet their unique needs.

The high level of specialization, coupled with the expertise and dedication of our underwriters, allows us to offer a wide range of superior products and services. Through this risk management expertise, our clients can effectively manage the financial downside effect resulting from severe weather events, crop shortfalls and price risks. The products and services are tailor-made for corporate farming operations, input suppliers, traders, logistics companies and banks.

Website: www.swissre.com/cropcover



University of Hohenheim

The current profile of the University is unique due to the combination of its three faculties (Agricultural as well as Natural and Business, Economics and Social Sciences). Today, the University of Hohenheim is an internationally oriented campus University focused on cooperation and research. With this profile, the University pursues interdisciplinary research concentrations in the following areas: Bioeconomy, Global Food Security and Ecosystem Research as well as Health Sciences. Nearly 10,000 students are currently enrolled in one of 51 study programs in the areas “General and Applied Natural Sciences,” “Agricultural Sciences,” and “Business, Economics and Social Sciences.” The largest faculty is the Faculty of Business, Economics and Social Sciences, in which around half of all students are enrolled. Around 30 percent study in the Faculty of Agricultural Sciences, and around 20 percent in the Faculty of Natural Sciences. With universities and other research institutions in over 90 countries, Hohenheim maintains international partnerships; in addition, the University has many other individual research cooperation projects. The University is a member of the Euroleague for Life Sciences. An experimental station, four state institutions, and five scientific centers make it possible to conduct intensive, interdisciplinary, and practice-oriented research on-site.

Web: www.uni-hohenheim.de/english

Weihenstephan-Triesdorf university of applied sciences (HSWT)

The Master Study Course

International Agricultural Management (IMA) at the University of Applied Sciences Weihenstephan-Triesdorf (HSWT)

The aim of the International Master in Agriculture Management (IMA-MBA) is to provide you with the education and training to become a specialist in application-based agriculture management. The theoretical and practical expertise you will acquire will enable you to both assume a broad range of responsibilities in the management and guidance of agriculture management businesses and to represent this specialist field in agriculture research, agriculture administration, and in the agriculture service industry. It will also allow you, with a further teacher-training qualification if necessary, to assume teaching responsibilities in vocational education and training and in professional development.

This application-based degree programme focuses in depth on areas in the field of agricultural economics, including business informatics. The various methods of teaching, and in particular the presentation of material in seminars, the project work, and the computer-aided business simulations, will help you acquire practice-based expertise and skills and give you the opportunity to practise collaborating with others in a team on problem resolution. Case examples and international organisational and cost comparisons are used to enable you to acquire an international perspective.



The IMA-MBA degree programme was assessed by a panel of experts appointed by the German Accreditation, Certification, and Quality Assurance Institute e.V. (ACQUIN) and was accredited without conditions in 2004. In July 2010, the accreditation was renewed for a further 6 years until 30 September 2016, again without conditions.

In 2008, the IMA-MBA degree programme was recognised as one of the top 10 international master's degree programmes in Germany by the German Academic Exchange Service (DAAD) and the German Stifterverband für die Deutsche Wissenschaft (promotional organisation for research and higher education).

Website: www.hswt.de/en