

From: Marco van 't Hart [<mailto:marco@kgpscreening.com>]
Sent: donderdag 2 juli 2015 9:12
To: ambassador@zuidafrika.nl
Cc: hvdkroef@thedti.nl
Subject: Visit KGP Maasland

Dear Mr. Koloane and Mr. van der Kroef,

Thank you for visiting our company in Maasland.

In the meeting you asked me if we would consider to sell our company for at least 50% and if we would be interested to start a production site in South Africa.

I have discussed this with our owner Mr. Andre Koppert and he doesn't say no, there is always room for discussion. But for this your investor can better talk to Mr. Koppert himself.

If your client likes, I can get him in contact with Mr. Koppert.

The answer to your second question about starting a production site in South Africa is as follows:

Of course it is possible to start a factory in South Africa but there are a few things to consider.

You need a sales manager who knows the (South) African market (the growers, the investors, etc.).

Also it would be for the best that we have some projects before starting production (a factory) in South Africa.

And last but not least it is also necessary to have experienced farm managers to run the farms we build. That's the key, because we can build the most modern greenhouses but if you don't have somebody to run it the investment will never pay itself back.

In the past, we have sold several projects including a Grower. So we have experience with that.

You also asked me how we operate at this moment.

Our factory is based in the Netherlands and we have offices in several countries.

We have local dealers in the countries where we do the most business (like Russia). They are self-supporting but sell under the name KGP Greenhouses.

Also we have export managers in Poland and in Holland, they handle the other countries. KGP builds greenhouses all over the world from Australia to Finland. We have a lot of experience and even if the sale of the company doesn't go through we are very interested in the South African market.

We also spoke about a visit from the Eastern Cape investment group. We set a date for Tuesday the 14th of July at 9:00 AM.

I will show them a grower in the neighbourhood of Maasland and we are visiting our production location.

If you or your investors have any questions, please feel free to contact me.

Best regards, Mit freundlichen Grüßen, Met vriendelijke groet,

Marco van 't Hart

KGP Greenhouses
Oud Camp 17

3155 DL MAASLAND
The Netherlands

Tel: + 31 (0) 174 52 10 52

Fax: + 31 (0) 174 51 04 13



Email: marco@kgpscreening.com

Web: www.kgpgreenhouses.com