

Liquid Food Initiatives (LFI) BV is a private company registered in The Netherlands in 2004. The company was founded by VMEngineering, ACC Business Creation and De Bie BvbA from Belgium.

VMEngineering BV is specialised in technical engineering, installation and commissioning of liquid food plants. De Bie BvbA brings in the technological processing know-how of fruit and dairy products. ACC Business Creation BV has over 25 years of experience in design and management of agribusiness projects all over the world.

LFI was founded with the goal to be a One Stop Shop partner for entrepreneurs in emerging economies. Together with local entrepreneurs, LFI builds and operates entire liquid food chains. From raw material production (milk, fruit) through building and commissioning of the processing facilities and management during the initial years of operation to sales of processed milk products, fruit juices and beverages.

Also in financing LFI presents itself as a real partner. LFI can use resources from its shareholders or help to attract equity and debt capital. Where relevant, LFI tries to use grants from development programs.

LFI's involvement in a capital project can be summarised as BOT: Build, Operate and Transfer. LFI builds the liquid food project; operates the project for a certain time, normally 3 years taking responsibility for all operations, quality control and (export) sales; and then transfers operational control to the local investors.

## What can LFI do?

LFI and its owners have a long experience and track record in the dairy and juice industry in Holland, United Kingdom, Belgium, Germany and Japan. And we have many clients in emerging markets in Russia, Montenegro, Croatia, Middle East, Uzbekistan, Turkey, Romania, Bulgaria, East, West Africa and South Africa.

Through the experience of its owners, LFI can offer the following goods and services to liquid food projects:

- Quick scan: what do you want, have and need to make a profit?
- Technical engineering.
- Turnkey engineering, installation and commissioning.
- Matchmaking with suppliers of equipment.
- Matchmaking with buyers of exportable products.
- Feasibility studies and preparation of bankable proposals.
- Matchmaking with financial institutions, incl. World Bank, IFC, EBRD, ADB and development institutions to obtain grants.
- Product and market development, including branding.
- Training of management, and of technological and technical staff.

## Examples

### LFI projects

1999 – to date: UzDutch Cheese Company in Tashkent (Uzbekistan) for the production of Gouda cheese which produces 7-15 tons of high quality Gouda cheese per month.

2001-2005: Marvel Juice Company (Uzbekistan) to improve the quality of juice production in the entire chain from orchard management to marketing and sales. Fruit processing went up from 7,000 tons in 2001 to 20,000 tons and the brand name Tip-Top increased its market share from 15% in 2001 to 50% in 2004.

2004 – 2007: Fruit Kin Concentrate (FKC) Ltd in Tanzania is a medium scale project comprised of three components: 1) own 400 ha farm for production of 4,000 ton of passion fruits; 2) 12 collection centres to encourage out-growers to supply 6,000 ton, and 3) processing factory with a capacity of 10,000 ton to produce PF50 deep frozen passion fruit concentrate.

2006-2007: Sunny Processors Ltd (Kenya) implemented a project for export oriented fruit juice concentrates, fruits juices and avocado oil in Thika, Kenya.

2005-2006: Kayisi Birlik SA (Turkey) engaged in a project to upgrade apricot processing in Malatya (Turkey).

2006-2008: Jakana Fruits (Uganda) are implementing a project for aseptic fruit juices and banana beer.

2007. Manzini Tomato Paste factory in Jalalabad Kyrgyzstan.

2007. Mali Juisi banana juice factory in Kagera, Tanzania.

2009. Delicio Fruit Juice Factory near Ouagadougou, Burkina Faso.

### VMEngineering projects

VME has implemented numerous projects in dairy and juices, of the juice projects the following are relevant:

From 1996 to date VMEngineering is designing and building large scale Juice and Dairy projects. Examples are the European Juice Terminal project in Rotterdam, an Apple Juice Concentrate project in Belgium, a large scale aseptic juice packing project for Döhler Eurocitrus Netherlands, the Citrovita orange juice concentrate terminal in Belgium, the Nippon Juice Terminal Toyohashi in Japan and many other juice, concentrate and dairy projects in The Netherlands and other Western European countries.

Clients include:

- Al Naseem
- Dairy Crest Ltd
- Arla Foods UK
- Campina
- Mead Johnson (subsidiary of the Bristol-Myers Squibb group)
- Nutricia
- Hoogesteger
- Mars Nederland
- Döhler Holland BV
- Friesland Foods
- Euroma

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