

**Presentation for Cuban Farmers** 



## Introduction

The idea of entering the Cuban market was born in 2018 during a trip to Cuba. Participants: Ferdi Vollebregt, Jean Linares Reyes (Cuban, active in exports), and Wouter Vendel.

Jean was already organizing exports of agricultural products from Cuba to the Netherlands, but without significant personal benefit.

We decided: "We can do better — more fairly and with more value for Cuba."

Venvo Trading is active in Cuba: agriculture, energy, and innovation.

- Goal: Support farmers with knowledge, technology, and fair marketing guarantees.
- Motto: "Growing together, harvesting together."



## Wouter Vendel

Started his career as a car mechanic. Organized car and motorcycle racing events, where he met Ferdi. Owned a supermarket and liquor store for 20 years.

By the end of 2025, he will fully dedicate himself to importing and exporting essential products for Cuba.





## Ferdi Vollebregt

Started 20 years ago as an importer of Mactools equipment. Later specialized in solar energy systems and installation of pools and jacuzzis.

Technical and international trade experience. Together with Wouter, he is one of the pillars of Venvo Trading.





## Our Relationship with Cuba

We've been visiting Cuba for over 20 years. We've built a strong network of friends and business contacts.

We know the people, the culture, and the challenges of Cuban agriculture. We feel a deep connection with the country and its future.





# **Solar Energy Solutions**

#### **Products**

- Solar panels
- Inverters
- Storage batteries

### **Benefits**

- Lower energy costs
- Independence from power outages
- Clean and sustainable technology.





## Soil Treatment and Nutrition

#### Maxstim

Natural biostimulant for growth.

## PK 13/14

Specialized fertilizer for flowering and fruiting. (Available on request)

#### Results

- Stronger plants
- Higher yields
- Better crop quality

www.maxstim.com





Greenhouses and Agricultural Technology

Affordable plastic greenhouses

#### Advantages:

- Quick and easy assembly
- Protection from weather and pests
- Higher yield per square meter
- Ideal for vegetables, fruits, and specialty crops





## **Exporting to Cuba**

In addition to agricultural products, we also supply food items:

Rice
Cooking oils
Powdered milk

- Pasta
- Soft drinks Alcoholic beverages Meat products

## Currently: 2 containers of rice en route to Cuba

## 

- Other products farmers may need

What do you need? Just ask us...





## **Quality Seeds**

Reliable seeds for vegetables, fruits, and specialty crops (e.g., melons, cabbage). Adapted to tropical climate.

High yields and consistent production

#### Características

- Reliable quality
- Climate-adapted
- High productivity



#### Offerings

- High-quality seeds (vegetables and crops)
- Higher yields
- Better disease resistance
- Strong germination and field performance

#### Modern fertilizers and nutrients

- Tailored to soil and crop
- Optimal growth and yield

- Local adaptation and field testing

   "From the local market, for the local
  - Seeds tested under local conditions

### Technical assistance and training

- Support in planting, fertilizing, and
- Practical advice and field follow-up

#### Reliable partnership

- Long-term vision
- Fair prices and continuous product development



## Collaboration with Zasco

Zasco B.V. is a Dutch company with global presence in agricultural seeds, fertilizers, and technical support.

With offices in Uganda, Tanzania, Morocco, Tunisia, Angola, and China, Zasco has proven expertise in building sustainable agricultural chains in emerging markets.

Together with Venvo Trading, it aims to make a positive impact in Cuba.

www.zasco.nl



## **Collaboration Programs**

- Agreements with farmers:Supply of seedsInputs and technical support

Farmers produce according to quality standards. Venvo Trading buys the harvest if it meets the established quality.

#### **Benefits**

- Guaranteed market
- Fair prices
- Access to modern technology and knowledge.







**Examples and Testimonials** 

- Projects with solar energy
- Greenhouses in use
- Improved crop results
- Successful collaborations with farmers



# Green Energy + Agriculture

Sustainable development

## Closing

We want to build the future together with Cuban farmers.

Invitation: "Join Venvo Trading and let's harvest success together."

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