

Horticultural trade mission from Peru and Chile to the Netherlands

08 - 12 June 2025



NL

Netherlands

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Forewords

Chile

The Netherlands and Chile share a common vision of a sustainable and innovative future. We have been collaborating in various fields, such as green hydrogen, circular economy and agricultural footprint, to address the global challenges of climate change, resource scarcity and food security.

One of the areas of more profound cooperation could be the sustainable production of fruit and vegetables, which could lead to mutual environmental, nutritional and economic benefits. Chile and The Netherlands are both strong in fruit and vegetable production. By combining Chile's rich and diverse production with the Netherlands' expertise in precision agriculture, we can optimize yields, improve quality, and reduce environmental impact. This is about more than just growing fruits and vegetables—it's about growing together, sustainably and responsibly.

In The Netherlands, we believe in the power of technology to transform agriculture. From precision irrigation systems to state-of-the-art storage facilities, our innovations ensure that every drop of water and every piece of produce is used efficiently. Together, we can improve the way we grow and store food, reducing waste and preserving resources for future generations.

Sustainability is at the core of our mission. The Netherlands is actively pursuing and stimulating more sustainable farming practices. We are eager to share what we learned in water management, storage solutions, and environmentally-friendly practices.

As we all face the challenges of climate change, more collaboration between Chile and The Netherlands can lead to more resilience and can set an example for the rest of the world.

In conclusion, this mission is an opportunity to deepen our partnership and pave the way for a more sustainable and prosperous future. Let's grow together to achieve more sustainability and resilience!



Elke Merks
*Ambassador of the Kingdom of
the Netherlands to Chile*



Inge Horstmeier
*Agricultural Counsellor of the Netherlands
to Argentina, Chile, Uruguay and Paraguay*

Peru

I am pleased to welcome you to the Netherlands in the framework of this horticultural mission, which marks a milestone in the cooperation relations between our nations. It is a real honour to receive representatives of one of the most dynamic sectors in Peru, whose vision of sustainable development and openness to innovation position it as a key partner for the Netherlands.

During this mission, you will have the opportunity to learn first-hand about the Dutch horticultural ecosystem, globally recognised for its efficiency, sustainability and capacity for innovation. The participation in GreenTech Amsterdam, a leading international trade fair for horticultural technologies, will allow you to explore state-of-the-art solutions and establish strategic links with relevant actors in the agricultural value chain.

The programme also includes visits to specialised Dutch companies, where you will be able to observe how advanced technologies are applied in production, automation, climate control, and efficient use of water and resources. These experiences aim to foster the exchange of practical knowledge and contribute to capacity building in both countries.

The visit to Wageningen University & Research, a world-leading academic institution in agricultural and food sciences, will also be a highlight. I am sure that the exchange with researchers and experts from this university will open up new perspectives for the joint development of innovation and technology transfer projects.

Finally, in the Port of Rotterdam, one of the main logistics centres in the world, they will be able to learn about the integrated solutions that allow efficient and sustainable management of fruit and vegetable exports, a crucial aspect for the international projection of the sector.

This mission represents a valuable opportunity to strengthen bilateral cooperation, build lasting partnerships and move towards a more resilient, productive and environmentally friendly horticulture. I am confident that the dialogue and experiences shared during this week will lay the foundation for further joint achievements.

I wish you an enriching and inspiring stay.



Alexander Kofman
*Ambassador of the Kingdom of the
Netherlands to Peru, Ecuador and Bolivia*



Source: Photography by Luca Locatelli

Company Profiles

Chile

**Sebastian Puelma**

CEO

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Ecosuelo Lab regenerates soil and boosts crop productivity by integrating data-driven plant nutrition, sap analysis, and remote sensing technologies. By analyzing plant sap and leveraging real-time satellite or drone imagery, the lab tailors precise nutrient strategies that improve soil vitality, reduce chemical inputs, and enhance yields. Ecosuelo's approach empowers farmers with actionable insights for sustainable, resilient agriculture.

Mission Objectives:

Identify and engage with leading agricultural technology partners to bring innovative solutions to Latin America, supporting the ongoing advancement of our regenerative and sustainable farming practices.

**Lorena Hermosilla Vasquez**Administrative and
Finance Managerlorenahermosilla@hervas.cl

Hervas is a group of family-owned businesses committed to delivering excellence across the entire vegetable supply chain — from sustainable production and meticulous harvesting to efficient distribution and customer-focused sales. With deep agricultural roots and a modern, integrated approach, Hervas ensures quality, traceability, and reliability from farm to table.

Mission Objectives:

Pursue technological innovations to enhance our production and packing processes, while building strategic business relationships to expand our export reach.

**Pablo Hermosilla Vasquez**

General Manager

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Ignacio Stambuk Balmaceda
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Agricola los arrayanes

Agrícola Los Arrayanes is an agricultural company specializing in the cultivation of tomatoes in greenhouses. By combining controlled-environment agriculture with best farming practices, the company ensures consistent quality, optimal yields, and year-round production. Focused on innovation and sustainability, Los Arrayanes delivers fresh, high-grade tomatoes to local and international markets.

Mission Objectives:

Explore technologies, procedures, and services currently being utilized worldwide, with a special focus on those implemented in the Netherlands.



Rolando García Gonzalez
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SynergiaBIO

synergiabio.com

SynergiaBIO is a research and development company specializing in plant biotechnology. We create innovative solutions and products designed to enhance agricultural performance in Chile and globally. By combining cutting-edge science with a deep understanding of plant systems, SynergiaBIO supports sustainable farming through improved crop health, productivity, and resilience.

Mission Objectives:

I aim to connect with key players in the agricultural and horticultural sectors across the Netherlands and Europe. Additionally, this mission offers a valuable opportunity to network with fellow members of the Chilean and Peruvian delegation.



Rafael Elizondo Pasten

Agronomy Director and
Consultant

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Hortalizas Protegidas Ltda (HPL)

hortalizasprotegidas.cl

Hortalizas Protegidas Ltda (HPL) is a dedicated research and trial site focused on advancing protected agriculture for crops such as tomatoes and peppers. Through applied research and field trials, HPL develops innovative cultivation practices and provides production support to farmers, helping them improve yields, optimize resource use, and implement sustainable growing techniques under greenhouse and controlled conditions.

Mission Objectives:

Gain insights into the agricultural technologies and strategies used in the Netherlands to achieve high production levels, particularly how they overcome challenges such as limited solar radiation and low winter temperatures.

certa



Eduardo Marcelo Tello Ortiz

General Manager

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Certa Chile S.A.

certachile.com

Certa Chile S.A. is a leading importer and distributor of high-performance agricultural machinery, focused on delivering technical solutions tailored to the needs of modern farming. With a strong commitment to innovation and service, Certa Chile supports growers across the country with reliable equipment and expert guidance to enhance productivity and efficiency in the field.

Mission Objectives:

I hope to explore business opportunities and connect with new suppliers of agricultural machinery.



María Isabel Araya Bravo

Partner

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Agrícola el molino SPA

exportadoraelmolino.cl

Agrícola Los Arrayanes is an agricultural company specializing in the cultivation of tomatoes in greenhouses. By combining controlled-environment agriculture with best farming practices, the company ensures consistent quality, optimal yields, and year-round production. Focused on innovation and sustainability, Los Arrayanes delivers fresh, high-grade tomatoes to local and international markets.

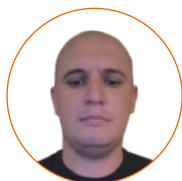
Mission Objectives:

Learn about technological advancements that can enhance the production of vegetables and fruits.



SM TRADE

Parts & Components



Daniel Schurter

CEO

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SM Trade SPA

SM Trade SpA supplies high-quality parts and components for agricultural machinery, helping farmers maintain efficiency and reliability across their operations.

Mission Objectives:

Our objectives in joining this trade mission are centered on networking, expanding our general knowledge of the sector, and learning about new technologies that can enhance our operations and services.



Pedro Larrain Villablanca

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Juan Larrain

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Sanchez y Larrain LTDA

Sánchez y Larraín Ltda. is a Chilean company specializing in agricultural produce brokerage. They facilitate the distribution and commercialization of agricultural products, connecting producers with markets to support the agricultural supply chain.

Mission Objectives:

We are looking for green changes that support sustainability, and solutions that help us work faster and more accurately.



Company Profiles

Peru

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Commercial Manager

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Vivero Los Viñedos SAC is a leading nursery in Peru with over 30 years of experience in the agricultural sector. Specializing in grapevines, fruit trees, and vegetable plants, the company provides high-quality plant material tailored to the needs of the agro-industrial market. With deep technical expertise and a commitment to innovation, Vivero Los Viñedos is a trusted partner for growers nationwide.

Mission Objectives:

Discover new and improved opportunities for horticulturists in our country. Our goal is not only to provide high-quality plants, but also to offer better tools that support their growth and development.



Organisation

Organisation

Netherlands Embassy for Peru
netherlandsandyou.nl/web/peru-en



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**Ministry Of Agriculture Fisheries
Food Security And Nature**
government.nl/ministries/ministry-of-agriculture-fisheries-food-security-and-nature



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