



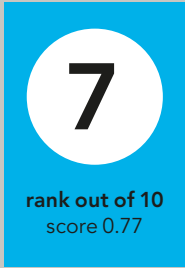
Enza Zaden

Access to Seeds Index

Corporate Data

Headquarters: Enkhuizen, the Netherlands
Ownership type: Private
Group revenue (2014): USD 177,599,710

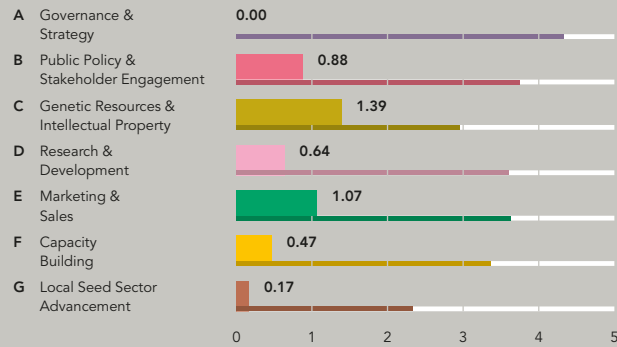
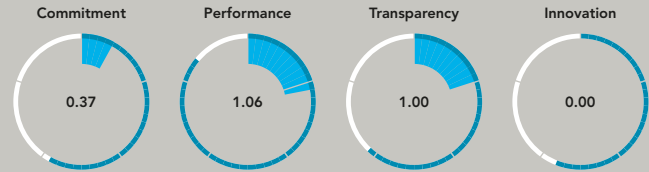
Enza Zaden Beheer B.V. (Enza Zaden) is a vegetable seed company. Family-owned, the company was founded in 1938 and is based in the region of the Netherlands known as 'Seed Valley'. It has subsidiaries in South and North America, Australia and New Zealand, Europe, Africa and Asia.



Global Index – Vegetable Seed Companies

Ranking seventh in the Global Index of Vegetable Seed Companies, Enza Zaden's below-average performance is characterized by a lack of transparency and commitments related to access to seeds. Despite this overall weak performance, strong marketing & sales

activities could be used to engage more with smallholder farmers in Index countries, thereby improving farmers' access to quality seeds and building their capacity.



Leading Practices

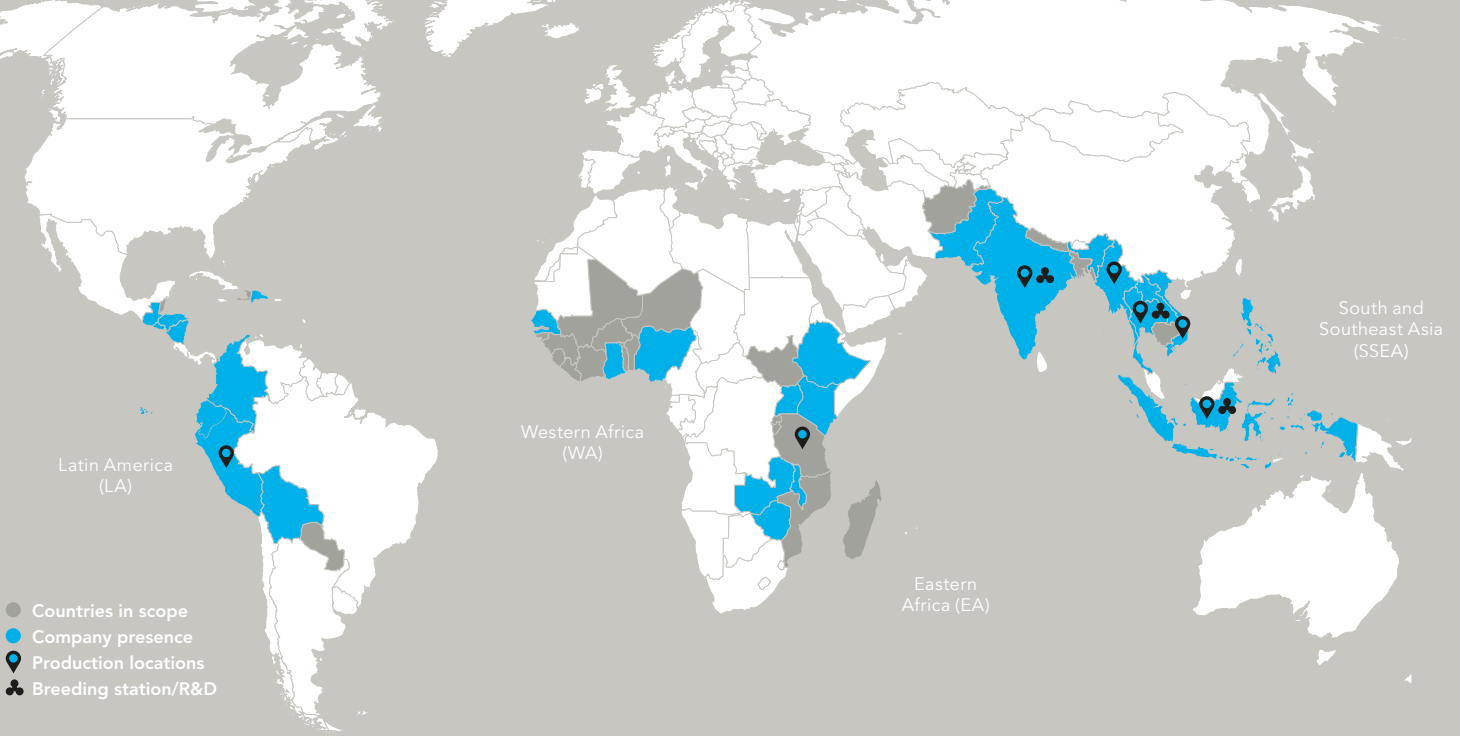
■ Enza Zaden has distribution networks in all regions. In some Index countries, the company has established third-party distribution and a product portfolio that is adapted to local growing conditions and requirements. In others, it is in the process of developing networks, testing its varieties for local adaptability and establishing commercial businesses.

■ The company reports the ambition to release varieties adapted for local growing conditions and requirements for its full portfolio in all Index regions by 2018.

Areas for Improvement

■ Enza Zaden is encouraged to improve the transparency of its activities related to access to seeds for smallholder farmers by increasing its public disclosure, and to formulate company policies on its engagement with smallholder farmers in the countries where it operates.

Operations in Scope



Index Vegetable Crops in Portfolio

	Sales				Breeding Focus			
	LA	WA	EA	SSEA	LA	WA	EA	SSEA
Broccoli					☘	☘	☘	☘
Cauliflower	●	●	●	●	☘	☘	☘	☘
Chicory					☘	☘	☘	☘
Chili pepper	●			●	☘	☘	☘	☘
Cucumber	●		●	●	☘	☘	☘	☘
Eggplant			●	●	☘	☘	☘	☘
Gherkin				●	☘	☘	☘	☘
Gourd				●	☘	☘	☘	☘
Leek					☘	☘	☘	☘
Lettuce	●		●	●	☘	☘	☘	☘
Melon					☘	☘	☘	☘
Onion	●	●	●	●	☘	☘	☘	☘
Pumpkin					☘	☘	☘	☘
Spinach					☘	☘	☘	☘
Squash					☘	☘	☘	☘
Sweet pepper	●		●	●	☘	☘	☘	☘
Tomato	●		●	●	☘	☘	☘	☘
Watermelon				●	☘	☘	☘	☘

Notable Findings

Enza Zaden conducts variety testing in all of the Index countries where it has distribution networks. In total, an estimated 70-80% of the company's portfolio is covered by variety trials in Index countries, and the company actively carries out research at its stations in India, Indonesia and Thailand. In Indonesia, this is in the form of a joint venture with East-West Seed.

Through a collaboration with the NGO Fair Planet, which also cooperates with other Global Index companies, Enza Zaden promotes the adoption of suitable vegetable crops in Ethiopia through variety trials with smallholder farmers. These are combined with capacity-building activities.