



# Promoting Dutch – Tanzanian Business

## How can the Dutch government help?



  
**Knowledge &  
Information**



  
**Public  
Private  
Partnerships**



  
**Financing**

  
**Enabling  
environment**



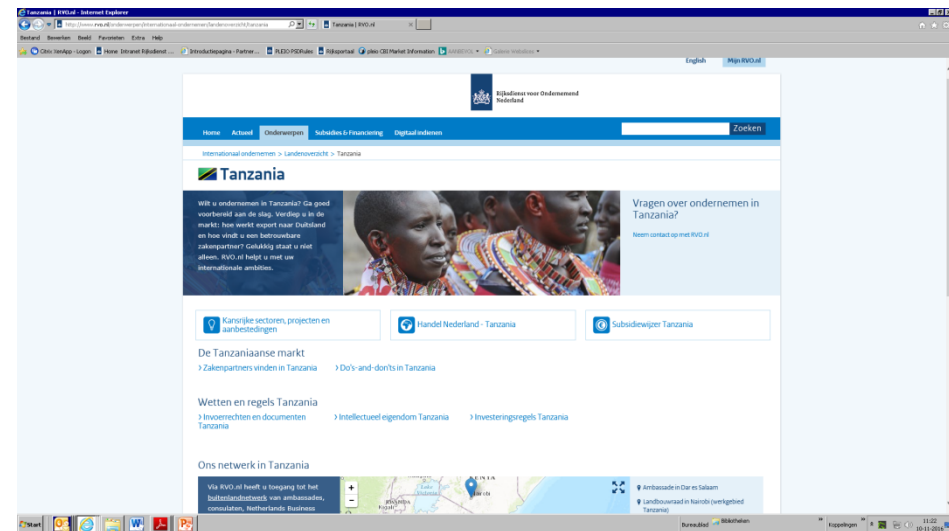
# 1) Knowledge and information



Knowledge &  
Information

Tools and instruments:

- Information  
[www.rvo.nl](http://www.rvo.nl)  
[tanzania.nlembassy.org/](http://tanzania.nlembassy.org/)
- Advice (tailor-made scans)
- Events
- Business opportunities
- Special attention for first timers





# Waste event





## CBI Market Intelligence Platform

[www.cbi.eu/marketintel\\_platform](http://www.cbi.eu/marketintel_platform)

The screenshot displays the CBI Market Intelligence Platform website. At the top, there is a blue header with the CBI logo and the text "CBI Ministry of Foreign Affairs". Below this is a navigation bar with links: Home, Market Information, Services, Success stories, About CBI, Newsroom, and a search bar. The main content area is titled "Market Intelligence" and includes a description: "The CBI Market Intelligence Platform provides up-to-date EU market insights. It is a valuable source of intelligence for exporters to prepare and maintain their export marketing activities." A section titled "Select your market sector:" features a dropdown menu. To the right, there is a Spanish-language note: "Las traducciones al español están disponibles después de seleccionar su sector de mercado en la sección del 'documento completo' de cada producto MI." Below the main content, there is a section titled "Learn more about the Market Intelligence Platform:" with a link to "Market Intelligence Platform: Introduction". On the right side, there is a graphic titled "CBI Market Intelligence Guide" showing various icons and a central document icon.





# Also check

[www.internationaalondernemen.nl/](http://www.internationaalondernemen.nl/)

[www.ondernemeninontwikkelingslanden.nl](http://www.ondernemeninontwikkelingslanden.nl)

Internet Explorer

http://www.internationaalondernemen.nl/

Bestand Beveilig Beeld Favorieten Extra Help

Chris VanApp - Logon Home Intranet Rijksdienst ...

Introducepagina - Partner... PLEIO PSDRules Rijksportaal ples CBI Market Information

Nieuws Agenda Kansen Over Oms Contact Inloggen Registreren Zoeken

**io** Ondernemen in Ontwikkelingslanden

HOME SECTOR LAND THEMA PARTNERS FORUM EXPERTS & LEDEN ERVARINGEN

## TANZANIA




Foto: DFID - UK Department for International Development. Creative Commons Attribution 2.0 Generic License.

Tanzania is een republiek in Oost-Afrika en bestaat uit het vroegere Tanganyika en de eilanden Zanzibar en Pemba. Tanzania bezit grote voorraden aan mineralen en ertsen zoals goud, diamant, steenkool, ijzer, uranium, nikkel, chroom, tin, platina en aardgas. Aardgas wordt gebruikt voor de productie van elektriciteit. Doordat de economie echter voor een kwart afhankelijk is van de agrarische sector, is de economie zeer kwetsbaar. In de East African Development Strategy zijn Tanzania, Kenia en Uganda overeengekomen dat een douane-unie en een gemeenschappelijke markt zal worden gerealiseerd.

### RELEVANTE DISCUSSIES

Titel	Datum
Tanzania: Business en samenwerking rond afvalmanagement	29 augustus 2016 2 antwoord(en)
Interesse om mee te denken over ontwikkelen markt voor NL afvalbranche in Tanzania	10 september 2015

### STEL JE VRAGEN AAN:

7 experts actief op het forum op dit gebied:

- Suzanne Bouman**  
Rijksdienst voor Ondernemend Nederland  
Afrika Angola Benin Burkina Faso  
Burundi  
Cultuur Import, export en investeren  
Marktkansen en marktinformatie  
Samenwerken en partners Wet- en regelgeving  
Financiële en zakelijke dienstverlening  
Gezondheidszorg Groot- en detailhandel  
ICT en Communicatie Industrie
- Mansour Abader**  
Rijksdienst voor Ondernemend Nederland  
Afrika Algerije Djibouti Egypte Eritrea  
Conflictgebieden Cultuur Import, export en investeren  
Marktkansen en marktinformatie  
Samenwerken en partners  
Gezondheidszorg Groot- en detailhandel  
ICT en Communicatie Industrie  
Mijnbouw
- Fiona Dragstra**  
WageIndicator Foundation / Stichting Loonwijzer  
Afrika Angola Benin Burundi DR Congo  
Human resources en arbeidsmarkt  
Marktkansen en marktinformatie  
Samenwerken en partners Sociale partners Wet- en regelgeving

Spices and Herbs Trade Mission to Tanzania | Internationaal Ondernemen - Internet Explorer

http://www.internationaalondernemen.nl/agenda/spices-and-herbs-trade-mission-tanzania

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Chris VanApp - Logon Home Intranet Rijksdienst ...

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HOME SECTOR LAND THEMA PARTNERS FORUM EXPERTS & LEDEN ERVARINGEN

## Spices and Herbs Trade Mission to Tanzania

maandag 21 november 2016  
Tanzania  
Dar es Salaam

**Organisator:**  
Netherlands - African Business Council

**Entreekosten:**  
Betaald

**Bidrag:**  
€750,- (incl VAT)

**Voertaal:**  
Engels

**Uitertijde aanmelding:**  
vrijdag 14 oktober 2016

The Netherlands-African Business Council (NABC) organizes a spice trade mission to Tanzania. This mission will focus on the Tanzanian herbs and spices sector. The mission's primary goal is to introduce Tanzanian and Dutch spice companies to each other. Activities include seminars, company B field visits, business dinners and matchmaking activities. The mission leader will be Villiem van Noort.

NABC will organize meetings with Tanzanian partners including producers/processors of spices & herbs, logistic partners, quality bureaus, banks and government authorities. Please find more information via this link or contact Daphne Welfer-Villems via [Daphne.willems@nabc.nl](mailto:Daphne.willems@nabc.nl) for more information.

**Type activiteit:**  
• Handelsreis uit

**Sectoren:**  
• Agri & Food (processor)  
• Machine industrie  
• Turbom (topsector)  
• Verpakkingindustrie

**Onderwerpen:**  
• Handelsmissies (export)  
• Landinformatie (export)  
• Matchmaking (export)  
• Transportmogelijkheden (import)  
• Handelsmissies (import)  
• Sector- en productinformatie (import)  
• Hub- en ondersteuning (import)  
• Matchmaking (import)  
• Marktinformatie (Ondernemen in ontwikkelingslanden)  
• Netwerk (Ondernemen in ontwikkelingslanden)

**Land (locatie evenement):**  
Tanzania

**Werelddeel:**  
Afrika

BureauBlaad Bibliotheek



## 2) Public-private partnerships

Encourage economic development through market-oriented investment in developing countries

### **PPP facilities, new calls 2016/2017:**

Facility for Sustainable Entrepreneurship and Food Security (FDOV)

4

Sustainable Water Fund (FDW)

1

Geodata for Agriculture and Water(G4AW)

2

### **For promoting a cluster of Dutch companies:**

Partners International Business (PIB)

0



Public  
Private  
Partnerships





# Example on youtube:

FDOV: <https://youtu.be/1KNGHr2I1nM>

A Public Private Partnership in Food Commercialization - YouTube - Internet Explorer

Bestand Bewerken Beeld Favorieten Extra Help

Citrix XenApp - Logon Home Intranet Rijkdienst... Introductiepagina - Partner... PLEIO PSDRules Rijksporaal pleio CBI Market Information AANBEVOL Galerie Webtoeken

Bekijk YouTube-video's met Chrome. Ja, Chrome nu downloaden.

YouTube Zoeken

Uploaden

Autoplay

And thirdly, we've also seen them play a key role of coordination among other Netherlands related bodies,

A Public Private Partnership in Food Commercialization

Rijkdienst voor Ondernemend Nederland

Abonneren 229

121 weergaven

Toevoegen aan Delen Insluiten E-mail

https://youtu.be/1KNGHr2I1nM

Vanaf: 3:04

Volgende

DGGF invests in local funds

Rijkdienst voor Ondernemend Nederland

55 weergaven NIEUW

Food Security in an Insecure World | Future of Food

National Geographic

18.676 weergaven

Sustainable Water - A PPP in rural Tanzania

Rijkdienst voor Ondernemend Nederland

101 weergaven

Biobased demonstratiehuis

Rijkdienst voor Ondernemend Nederland

1.828 weergaven

Global Food Security

Raju Agarwal

18.897 weergaven

Making food & agriculture public private partnership

Global Initiatives

220 weergaven

DGGF cooperates with banks in providing loans

Rijkdienst voor Ondernemend Nederland

12 weergaven NIEUW

Partnerships in Global

BureauZuid Bibliotheken

Koppelingen

14:20 10-11-2016



### 3) Funding



Financing

Subsidy for **demo** and **feasibility** studies for **SME**  
Stimulating **access to finance** by government  
finance/garantees, especially for **SME**  
Grants for offers for **public infrastructure** tenders

DHI

DGGF

FMO

DRIVE

Kairuki Hospital Extension & Renovation

Kilihortex

Investment Fund for Health in Africa II

Grofin

Africa Health Infrastructure Fund (AHIF)

Novastar





## 4) Enabling environment

- Embassy in Dar es Salaam in the lead
- Cooperation with PSD partners (e.g. PUM, EP-Nuffic, etc.)
- Small scale interventions



Enabling  
environment

**PUM** 

Netherlands senior experts



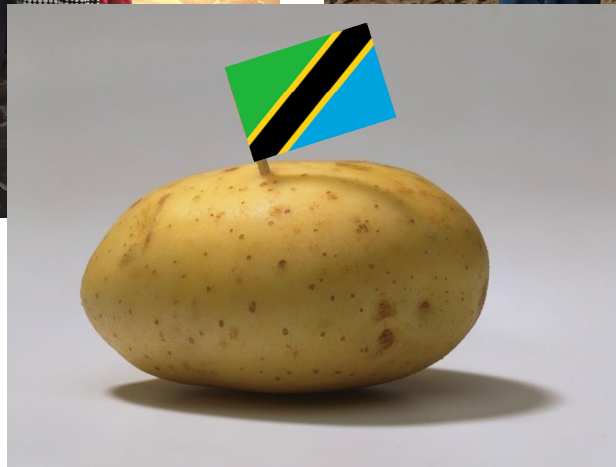
internationalising education



CBI  
Ministry of Foreign Affairs



# Seed potato cooperation





## Waste management cooperation







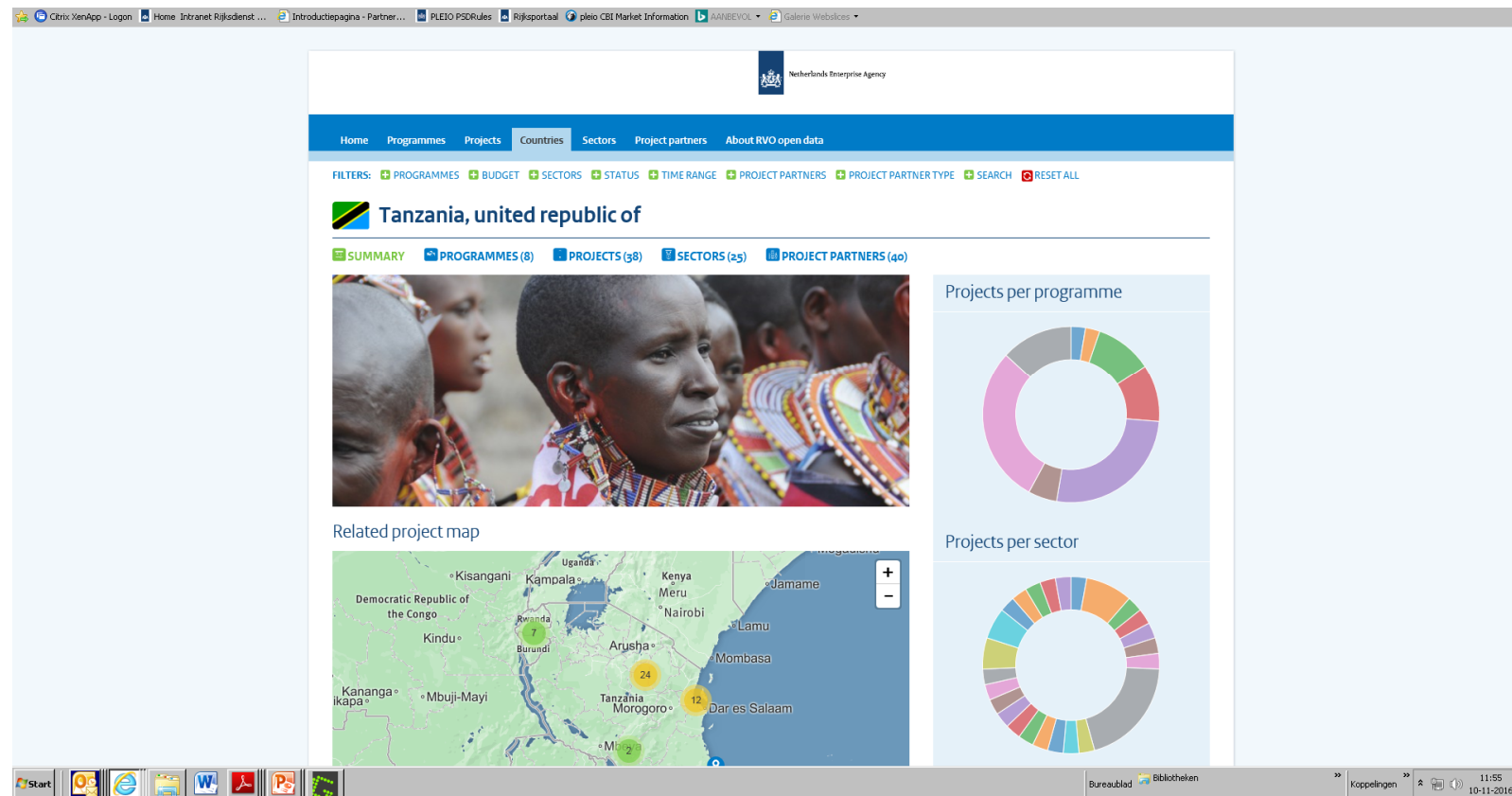
# Energy cooperation







# Aiddata.rvo.nl





# Example FDOV

## Facility for Sustainable Entrepreneurship and Food Security (FDOV)

SUMMARY PROJECTS (4) COUNTRIES (1) SECTORS (1) PROJECT PARTNERS (5)

SORT BY: TITLE (A-Z)

RESULTS: 4

JSON CSV

Project title	Programme	Country	Total budget
Amsterdam Initiative against Malnutrition	FDOV	Kenya, Tanzania, united republic of, Ethiopia, Bangladesh, South africa	€10,77 mln
Commercializing food security	FDOV	Tanzania, united republic of	€2,11 mln
Seeds of Expertise for the Vegetable Industry of Africa	FDOV	Tanzania, united republic of	€4,75 mln
Sustainable and Secure Smallholder Systems @scale	FDOV	Kenya, Uganda, Tanzania, united republic of	€5,55 mln



‘The first country in the world pitching its economic strengths through virtual reality’





## Questions & remarks







# Specific program info



# DGGF

One goal, two target groups:

## 1. Dutch SMEs

- > Financing investments by Dutch SMEs

*Fund manager = Netherlands Enterprise Agency (RVO.nl)*

- > Providing credit insurance and trade finance for (Dutch) SME exports

*Fund manager = Atradius Dutch State Business*

## 2. Local SMEs

- > through financing intermediary investment funds

*Fund manager = PwC & Triple Jump*

**Grofin – IFHA – Novastar – African Health Infrastructure Fund**

- Development relevancy (local employment, knowledge transfer, local production capacity)
- CSR proof



# Dutch SME investments

## Financing

- Loans directly to Dutch SME's (on the basis of co-financing)
- Supporting financiers to finance or invest in Dutch SME via:
  - Guarantees (EU and local banks)
  - Co-financing with private financiers
  - Loans to private equity funds
- A mix of different financing options is possible
- Maximum: EUR 10 mln in one SME, minimum EUR 300.000-500.000



# Dutch SME Exports

## Financing options

- DGGF Export credit insurance (additional to regular ECI)  
Maximum indemnification EUR 15 mln
- Direct financing: discount bills of exchange
  - Up to EUR 2 mln
  - Only if banks will not finance the transaction
  - Discounting after final delivery for 100%





## Local SMEs

- DGGF does not invest directly in local individual SMEs
- Supports innovative and sustainable financing initiatives through (Dutch and local) intermediary funds.
- Intermediary Funds will in turn finance local SMEs (Novastar, Grofin, Financial Access)
- Selected Intermediary Funds are published on [www.dggf.nl](http://www.dggf.nl)



# DHI

- Subsidy to support Dutch SME in exporting to and investing investing in Tanzania (or other countries)
- Second call recently closed and had a budget available of € 4,5 million (€ 2,5 million for emerging countries and € 2 million for dggf countries ). Third call is foreseen begin 2017.
- Call is open for 6 weeks
- Target group: SMEs of at least 3 employees
- 1 or more parties can apply together
- RVO will assess based on several (published) criteria
- Subsidy based on ranking
- Max one application can be granted to an applicant each call



# Demonstration project

- Demonstration of Dutch technology (in Tanzania) to demonstrate that it works in the local context and has added value.
- Export potential (within 3 years) should be at least 10 times the subsidy amount.
- Subsidy for both the hardware (only depreciation!) and hours.
- Max. subsidy € 200.000,- per project (50%)
- Demonstration is focused on several parties
- Small scale and short term



## Feasibility study

- Study on technical and financial feasibility of intended investment in Dutch capital goods by potential customer in Tanzania.
- Market research does not qualify
- Letter of intent needed from potential customer
- Result: Project design and investment plan based on which the customer can take the investment decision
- Export potential (within 3 years) should be at least 10 times the subsidy amount.
- Max. subsidy € 100.000,- per project (50%)



# Investment preparation study

- Study on technical and financial feasibility of intended investment of a Dutch company in Tanzania.
- Investment is in line with activities of the company based in the Netherlands and will strengthen the mother company
- Result: business plan/investment plan for making the investment decision and obtaining finance
- Investment contributes to local development
- Max. subsidy € 100.000,- per project (50%)