

Netherlands Enterprise Agency



# Private Sector Development

## Subsidies and programmes

*An overview of Dutch interventions to  
promote Dutch-Nigerien trade &  
cooperation*

NABC Niger Business Day  
9 February 2017  
NH Hotel, WTC, The Hague



# Supporting international entrepreneurship

1. Providing information and advice
2. Support public-private partnerships
3. Offering funding
4. Economic diplomacy/Business climate interventions





# 1) Information and advice

Tools and instruments:

- Information (digital, basic, extended)
- Advice (tailor-made scans)
- Events
- Business opportunities
- Special attention for first timers





## 2) Public-private partnerships

Encourage economic development through market-oriented investment in developing countries

### **PPP facilities, new calls Q4 2017:**

Facility for Sustainable Entrepreneurship and Food Security (FDOV)

<http://english.rvo.nl/subsidies-programmes/facility-sustainable-entrepreneurship-and-food-security-fdov>

Sustainable Water Fund (FDW)

<http://english.rvo.nl/subsidies-programmes/sustainable-water-fund-fdw>





## 3) Funding

Goal: export and investment support for Dutch SMEs in emerging markets

### Funding options:

- **DHI** (demonstration, feasibility and knowledge acquisition)
- **Dutch Good Growth Fund** (investment and export)
- **DRIVE** (public infrastructure)





# DHI

- Subsidy to support Dutch SME in exporting to and investing in Niger (or other countries)
- First call recently closed has a budget available of € 4,5 million (€ 2,5 million for emerging countries and € 2 million for DGGF countries ). Second call is foreseen later this year.
- 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 Niger) 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 Niger.
- 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 Niger.
- 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%)



# DGGF

One goal, two target groups:

## 1. Dutch SMEs

1.1 Financing investments by Dutch SMEs

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

1.2 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*

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



# DRIVE

## **D**evelopment **R**elevant **I**nfrastructure **I**nterest **V**ehicle

- Public Infrastructure
- Food security, water, SRHR, PSD
- Grant for a SME's project plan in a public tender
- Projects are with a size of between EUR 5 and 60 million (including financing costs)

## **Develop2Build** (Government 2 government support)

- support on the development and procurement of infrastructure projects





## 4) Economic diplomacy: business climate interventions

- World wide network of Embassies, consulates and other official Dutch representatives;
- Cooperation between PSD partners such as PUM, AgriProFocus, Nuffic and RVO





Questions?

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