

NAABC

Confidence in African Business

1. WHO WE ARE?

THE NETWORK ORGANISATION

NABC is the leading Africa-focused network for trade and investment facilitation in the Netherlands. Its mandate is to empower the Dutch private sector to grasp commercial opportunities in Africa and vice versa.

Founded in 1946 in the Netherlands, the NABC leads a network of 250 engaged Members across diverse sectors, and has access to a community of over 5,000 African and European businesses, knowledge institutes, and government entities.

Head-quartered in The Netherlands, with local offices and representations in Algeria, Ghana, Kenya, Nigeria, South Africa, and Tanzania, NABC supports its Members achieve sustainable business growth both in Africa and Europe.

2. OUR SERVICES

EMPOWERING THE PRIVATE SECTOR



**Business
Development &
Support Services**



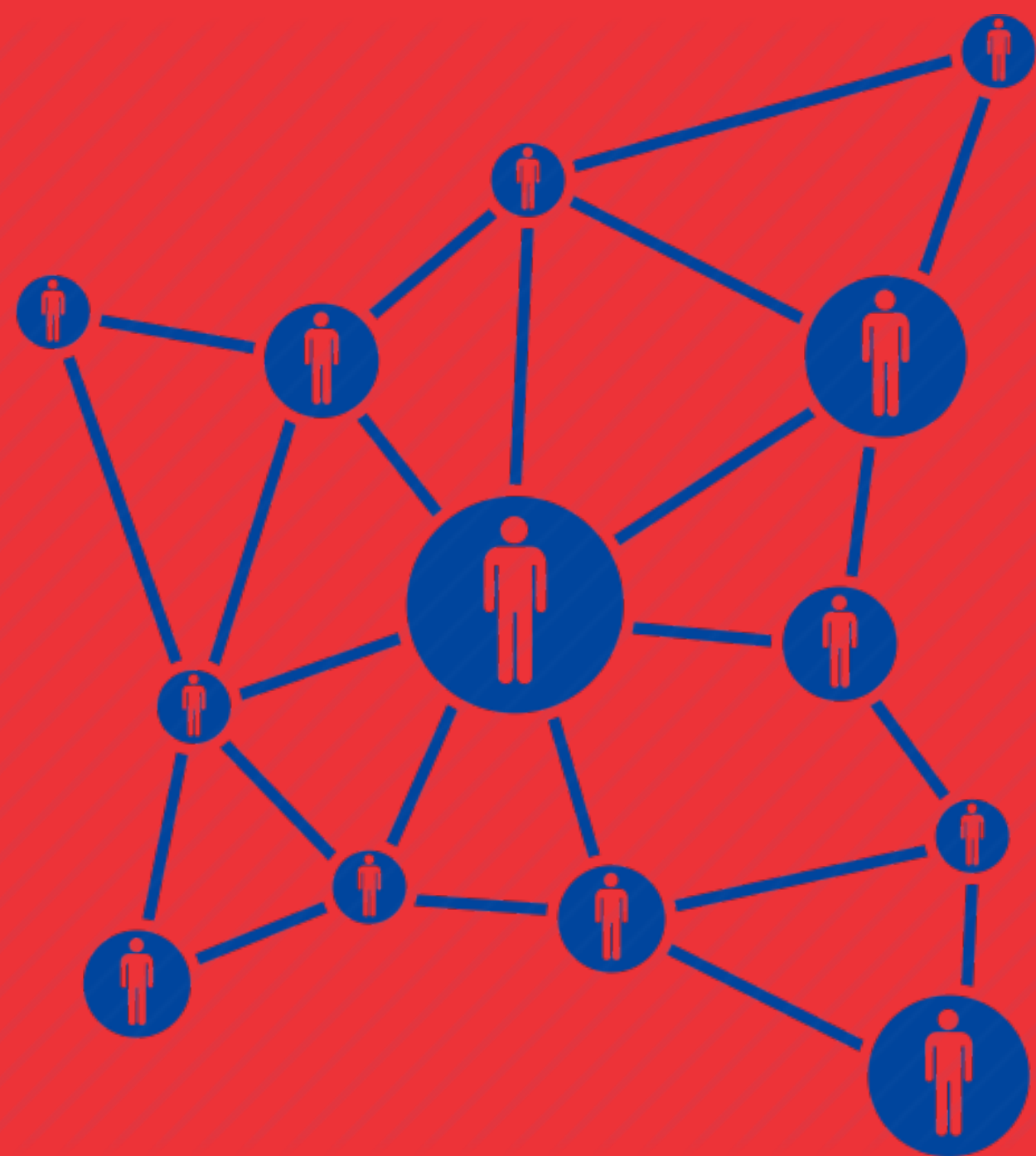
Business Events



Trade Missions



**Sector Development
Programmes**

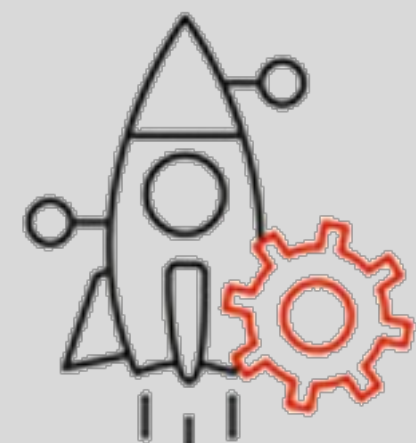


BUSINESS DEVELOPMENT & SUPPORT SERVICES



PROPRIETARY MARKET INTELLIGENCE

Gain an edge with our bespoke up-to-date business opportunities report for your offerings in select African markets. Our custom market scan report offers you a snapshot of market size, key players, pricing etc.



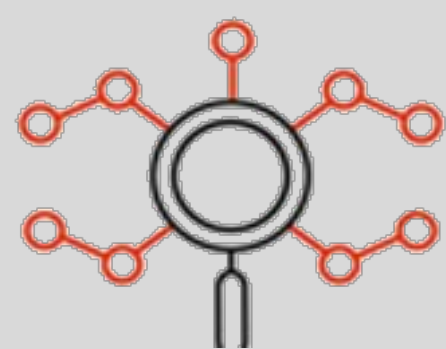
MARKET & TRADE CHANNEL DEVELOPMENT

Our market-entry services will support your business penetrate new markets, and seamlessly set-up up your business in a new region. Our local networks and experts will support you intensify your activities in existing markets.



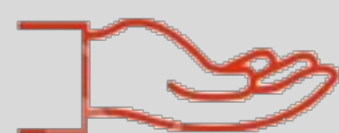
FACILITATING BUSINESS INTRODUCTIONS

We will help you find the right person to open the right doors for your business, and provide you access to NABC's network of financial institutions and professionals in Africa and Europe.



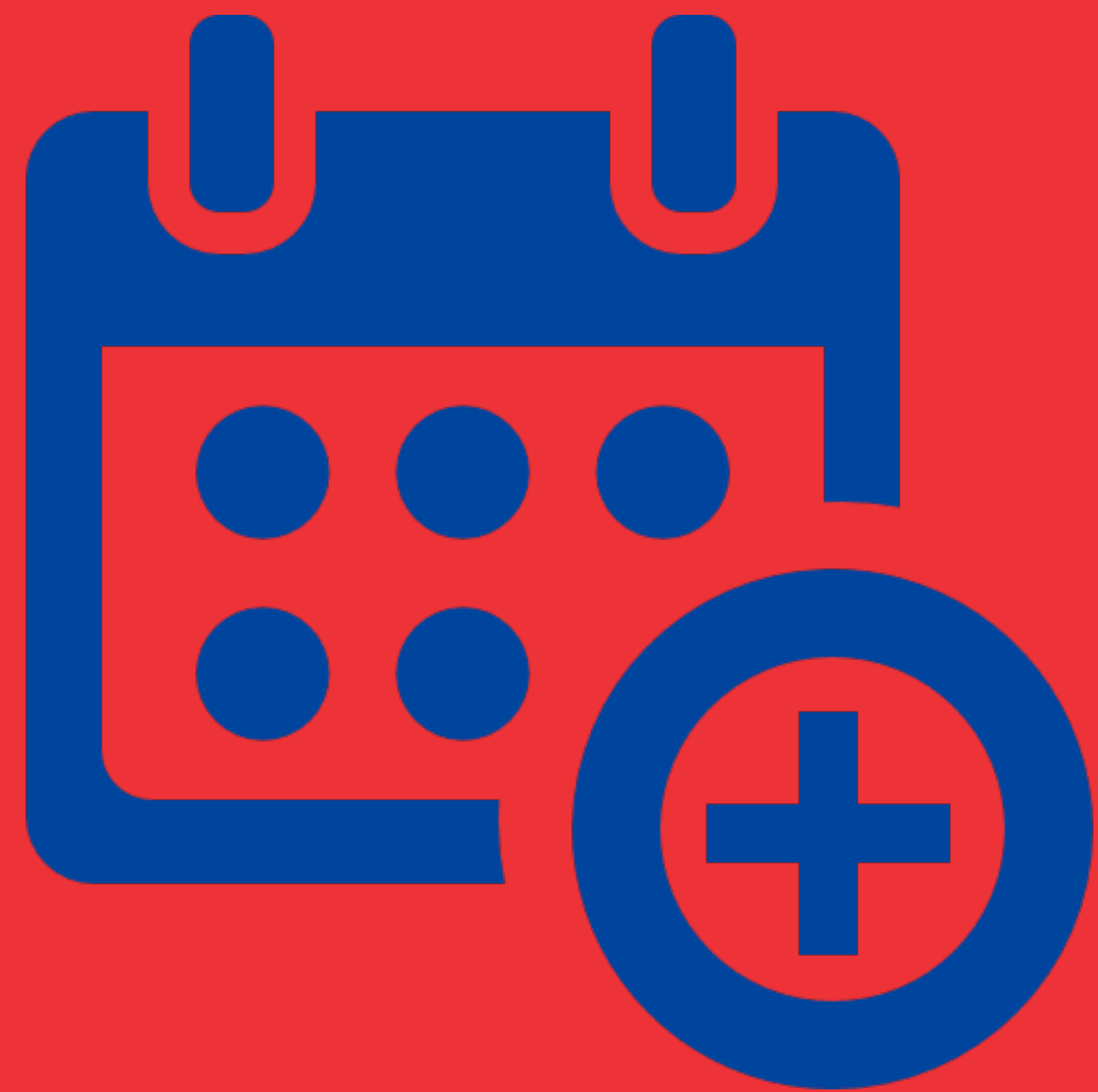
PARTNERSHIP BROKERAGE

We will aid you identify and secure reliable business and trade partners (suppliers, distributors, technical experts, sub-contractors etc) in foreign and domestic markets.

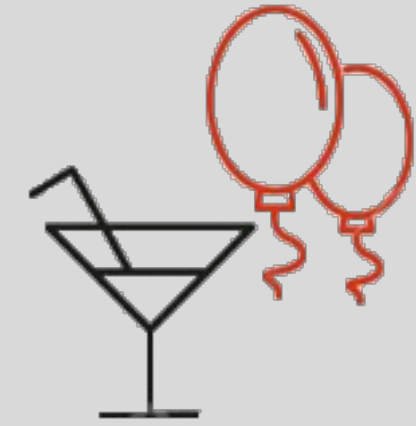


BUSINESS LEAD GENERATION

We will leverage our Network to assist you identify and reach potential customers

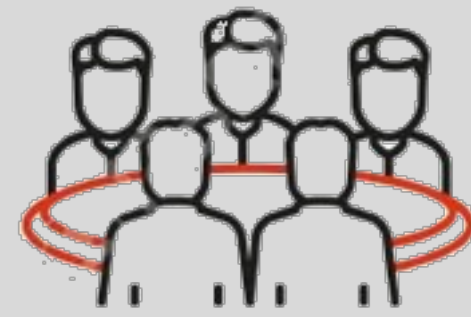


BUSINESS EVENTS



NEW YEAR'S RECEPTION

Celebrate and connect with the Community at the Heineken Experience in Amsterdam



AFRICA WORKS! CONFERENCE

The largest Africa-focused conference in the Netherlands with an emphasis on catalysing private-public-partnerships and B2B partnerships



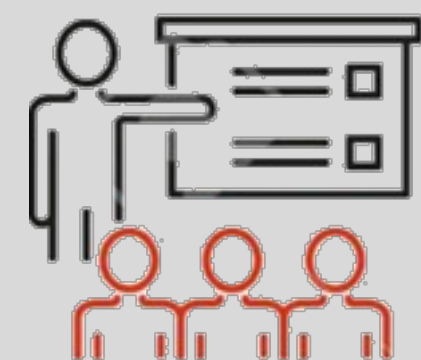
AMBASSADORS DINNER

Network with African Ambassadors and European business executives at Rabobank headquarters in Utrecht and online



FAB FORUM

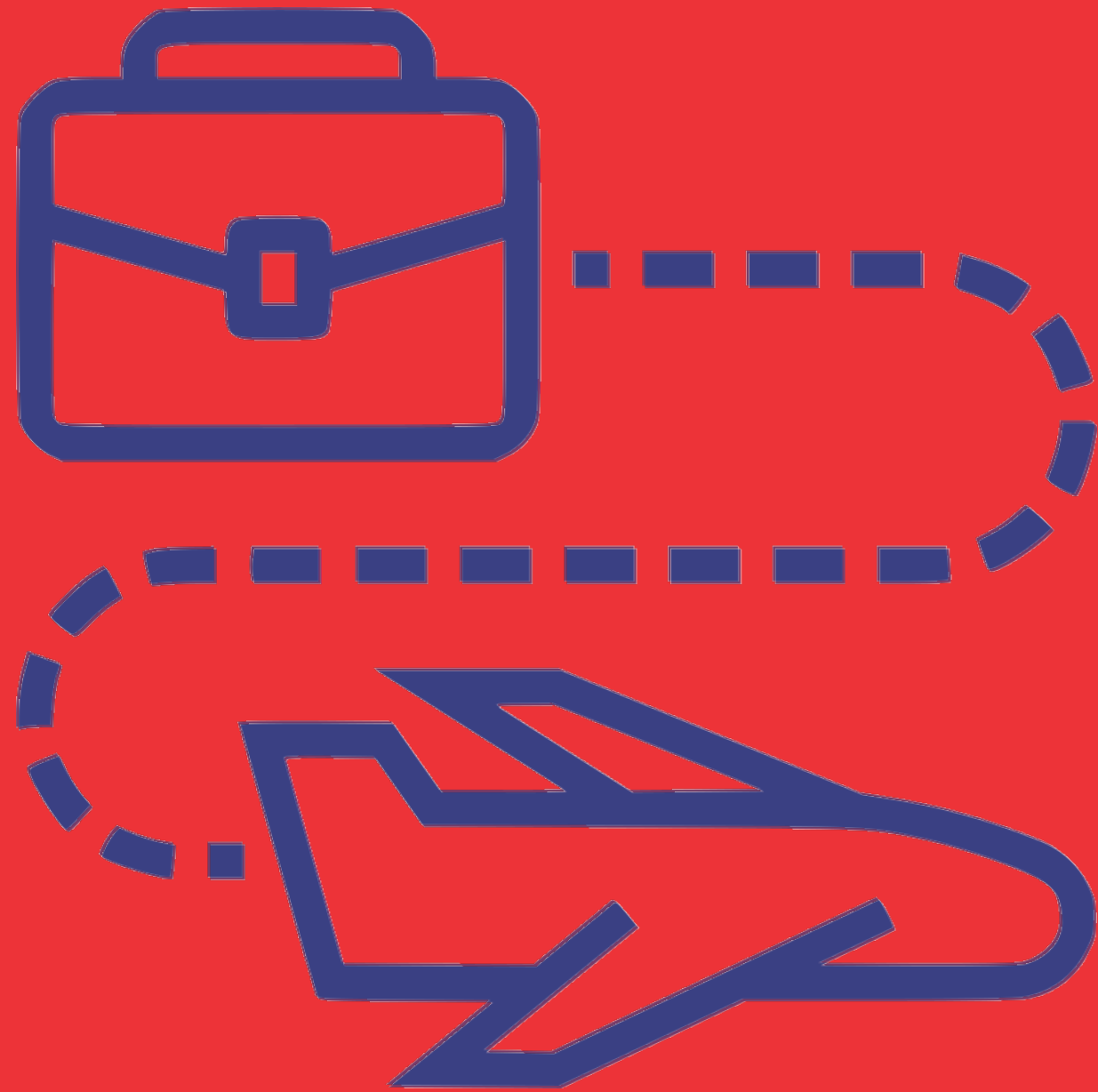
The only conference in the Netherlands dedicated to doing business in Francophone Africa



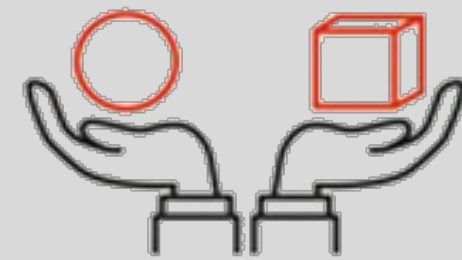
COUNTRY & SECTOR WORKSHOPS

Every year, NABC organizes multiple country and sector focused events and workshops, in cooperation with public and private sector partners

**** *All Business Events are optimised for virtual and in-person participation***



TRADE MISSIONS



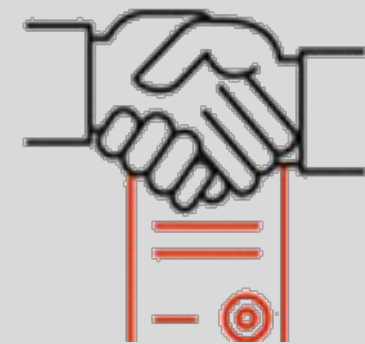
OUTGOING & INCOMING TRADE MISSIONS

NABC organises over 6 Outgoing and 4 Incoming Missions per year. NABC specialises in both in-person and virtual Trade Missions



MARKET INSIGHTS

Trade Missions are a great tool to scope out market insights for companies with and without experience in Africa



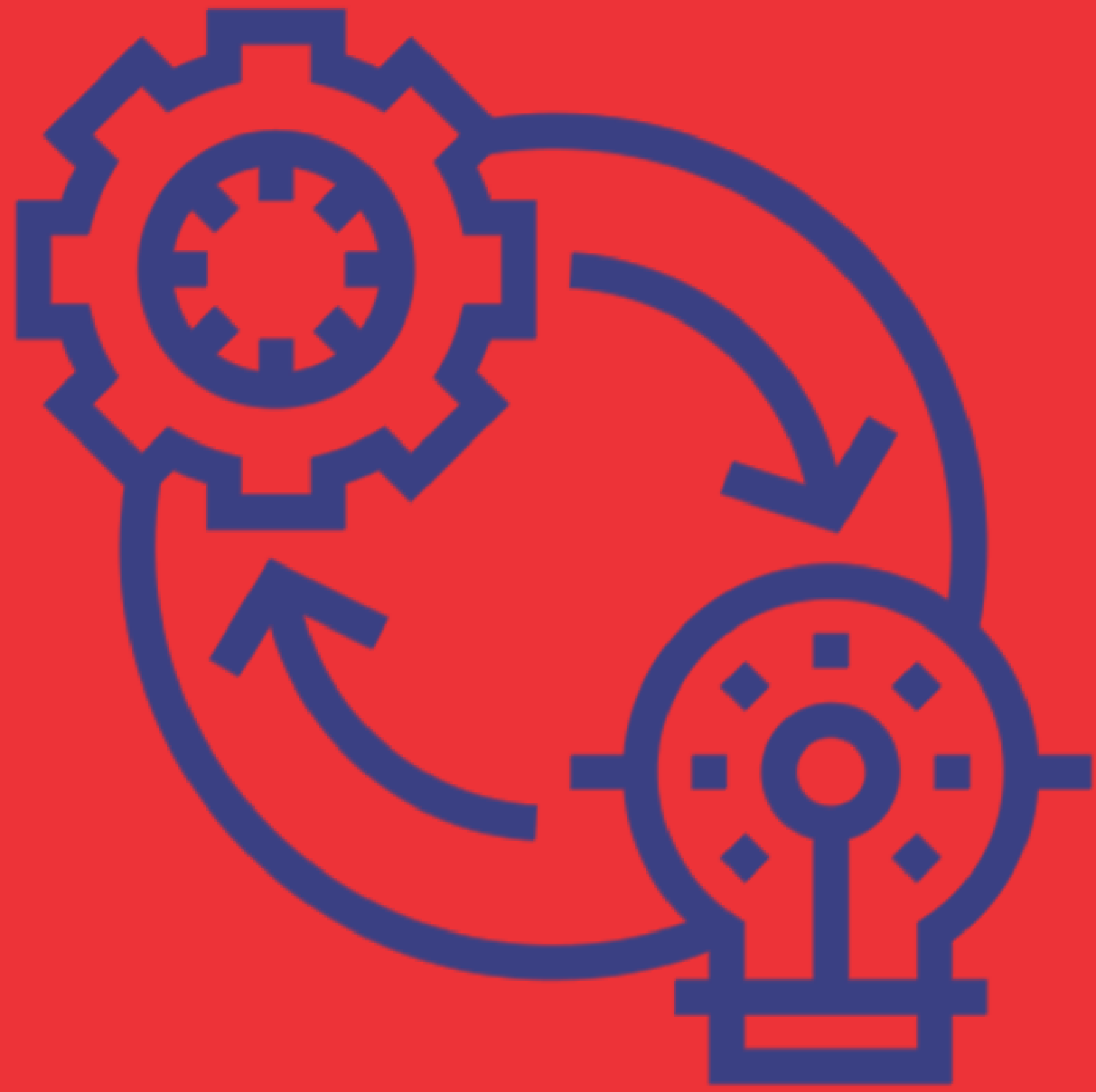
MATCH-MAKING

In cooperation with local partners, each Trade Mission has a tailor-made match-making component, ensuring you find the right trade partners



CONFERENCE & TRADE FAIR VISITS

NABC organises business delegations to high-profile conferences and trade shows & fairs in Africa and Europe. NABC supports business and delegations to participate virtually in business and trade exhibitions.



SECTOR DEVELOPMENT PROGRAMMES



SEEDS FOR CHANGE IMPACT CLUSTER

A vegetable-sector programme in Kano State in Nigeria that aims to bolster production capacity of local producers, by means of providing access to Dutch-sourced improved seeds and advanced cultivation practices, and facilitate market penetration for Dutch vegetable seeds manufactures.



NEW ORIGIN SUSTAINABLE SPICES IMPACT CLUSTER

A spices-sector programme in Madagascar & Tanzania, that aims to develop the two countries as new origins for European buyers, by means of strengthening knowledge and expertise of local producers and linking them to buyers in the Europe.



KUKUA NA KUKU (POULTRY) IMPACT CLUSTER

A poultry-sector programme in Tanzania that aims to bolster production capacity of local producers, by means of providing access to Dutch-sourced equipment and advanced poultry husbandry practices, and facilitate market penetration for Dutch poultry companies.



DUTCH AFRICA POULTRY PLATFORM

The poultry sector-focused platform provides an avenue for Dutch poultry companies to explore and pursue business opportunities in Africa

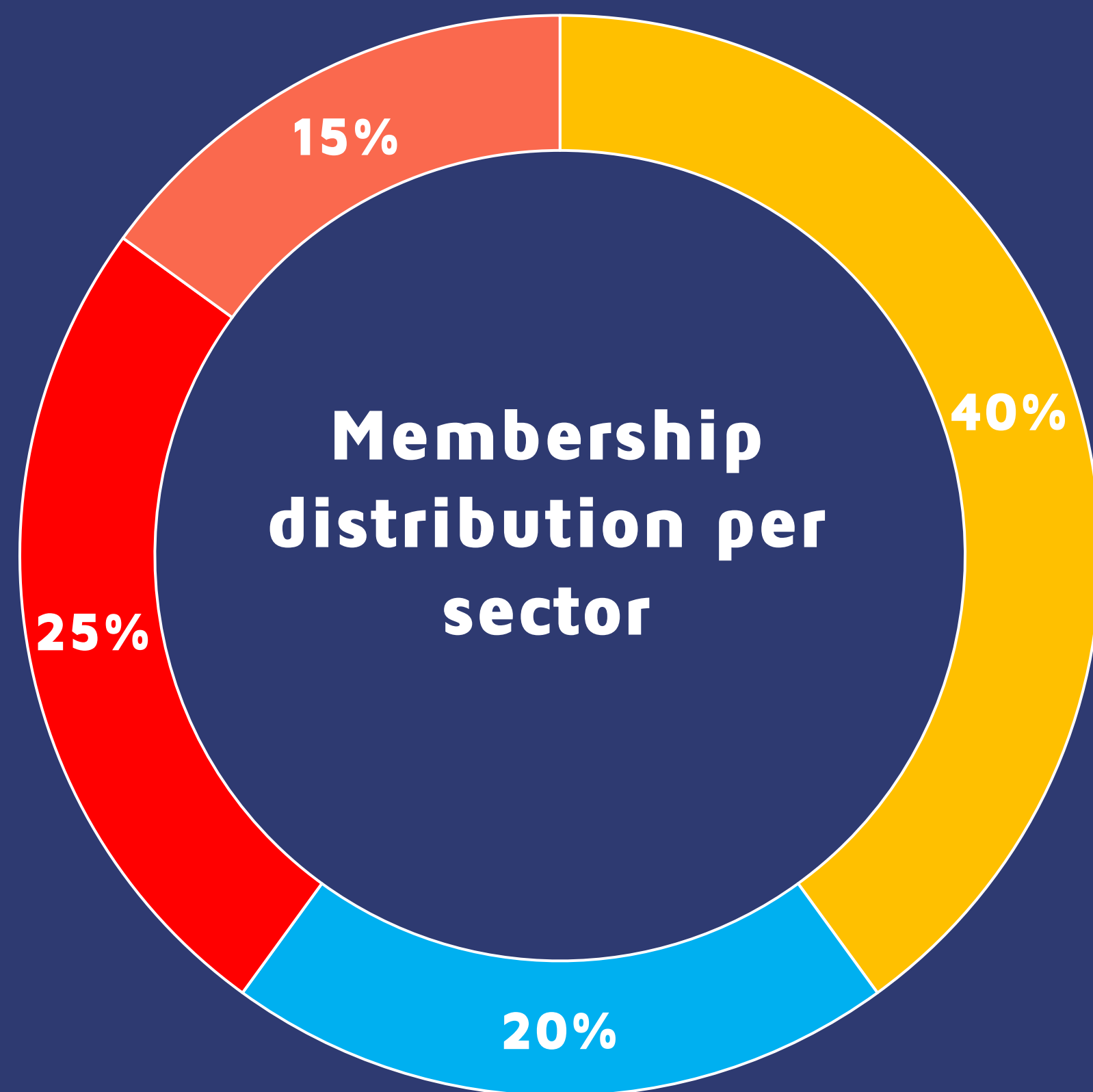


HORTIFRESH WEST AFRICA PLATFORM

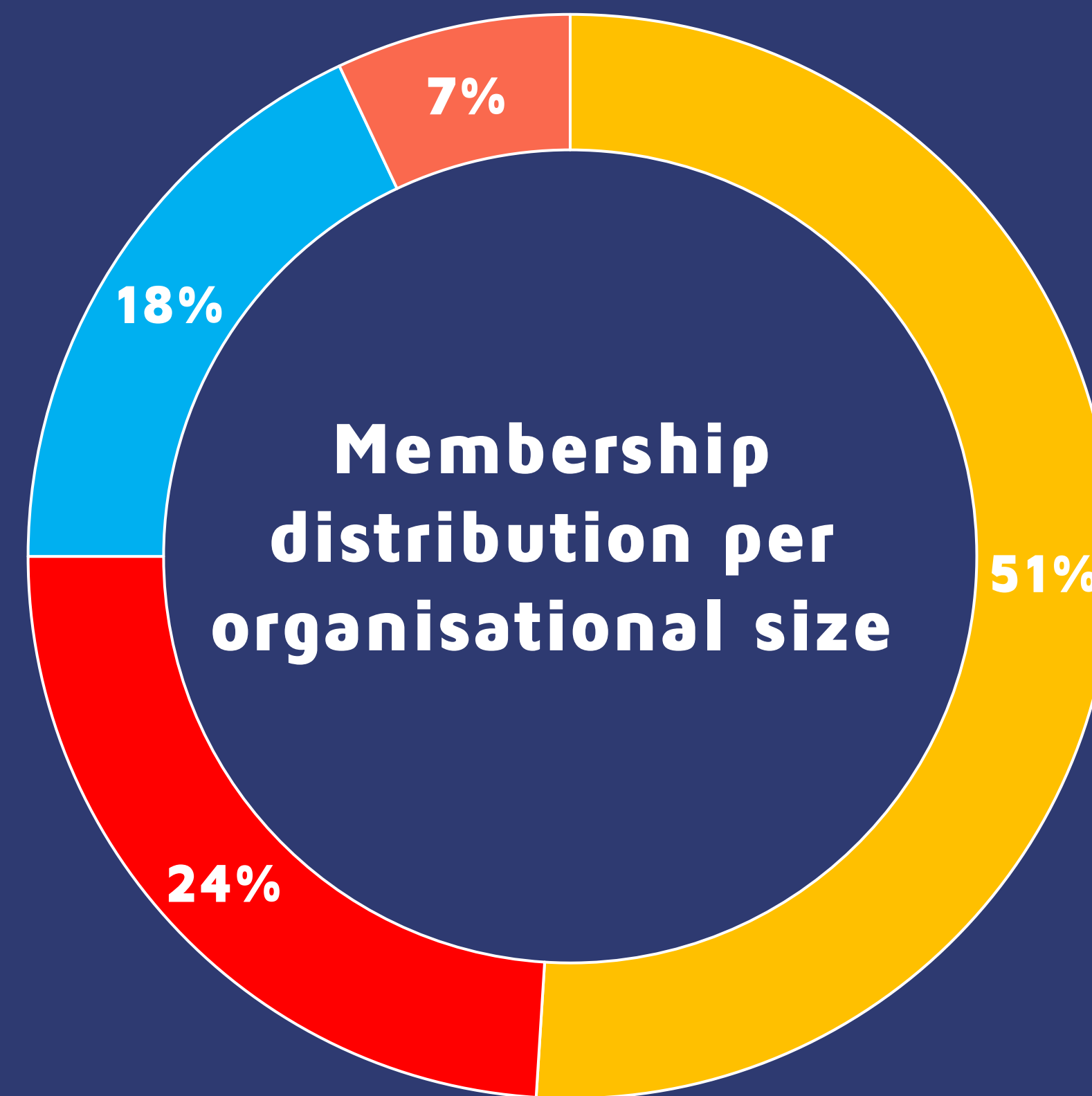
A public-private initiative aimed at developing commercial fruit & vegetable sector in West Africa. It brings together West African and Dutch producers, processors, traders and wholesale/retailers.

3. OUR REACH (2019)

OUR MEMBERSHIP BASE



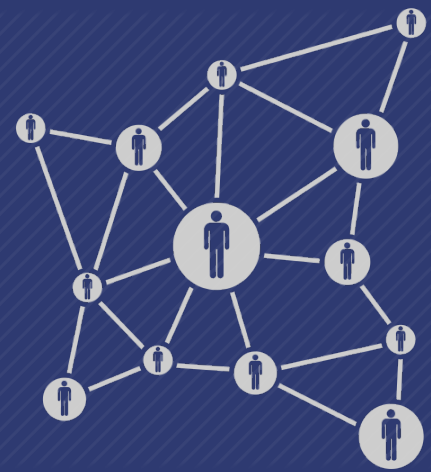
■ Manufacturing industries ■ Services ■ Agriculture ■ Other



■ SMEs ■ Start-ups ■ Large companies ■ Non-profits organisations

4. Track-record (2019)

OUR ACHIEVEMENTS



- 40+ Business introductions facilitated
- 4X Sector analysis conducted
- 6x Market study reports conducted
- 4x Feasibility studies conducted



- 3x Private sector policy consultations with Dutch government
- 4x Business knowledge exchanges



- 2x Incoming Trade Missions
- 5x Outgoing Trade Missions
- 4x Incoming Business Development Visits
- 3x Conference & Trade Fair Visits



- 17x Export & import partnerships facilitated
- 4x Technical assistance partnerships facilitated
- 13x Trade & business partnerships facilitated
- 3x Implementation of private sector consortia in Nigeria & Tanzania



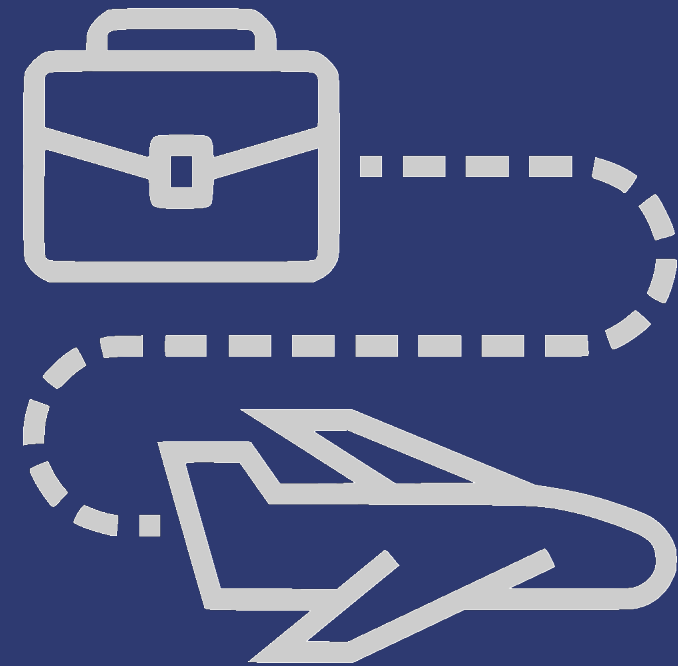
- 1x FAB Forum
- 1x Ambassadors Dinner
- 1x New Year's Reception
- 5x Country-specific Business Events
- 3x Africa Business Insights Events

TESTIMONIALS FROM NABC MEMBERS



"Great experience, very instructive and useful, the atmosphere and interaction with the organizations (NABC- AgriProFocus- Dutch Embassy) and other participants was very pleasant"

- **Patrick Koome, Koppert Biological Systems**



"A successful long-lasting cooperation starts with a well-organized and professional match-making process like the one NABC organized at the Royal Institute of Tropics in Amsterdam"

- **H.E. Jean Pierre Karabaranga, Ambassador of Rwanda to the Benelux**

"NABC trade missions are packed with match-making, trade fair visits and personal support by dedicated NABC staff. I was very happy to find my first African client through NABC's trade mission to Nigeria in 2016."

- **Bernhard Krikke, SubaSeeds**



"I'm based in Africa, so NABC's Partner Scan helped me connect with key stakeholders in the cocoa industry in the Netherlands"

- **Marc Steen, CNFA**

"I have participated in two Business Development Missions to the Netherlands organised by the NABC. The team connected me to over 40 relevant Dutch companies which has led to several cooperation agreements, contracts signed and a significant expansion of my business in the Dutch market."

- **Francois D'Assise, DASSY Engineering**

5. JOIN NABC

ACCELERATE YOUR BUSINESS

Benefits of NABC Membership

- Gain access to a community of over 10,000 European & African private and public sector actors across diverse sectors
- Gain free or discounted entry to all our networking events, trade missions and market intelligence
- Membership grants you access to the latest business intelligence, market insights and discounts on businesses advisory services vital to any company active in Africa

2020 Membership Fees

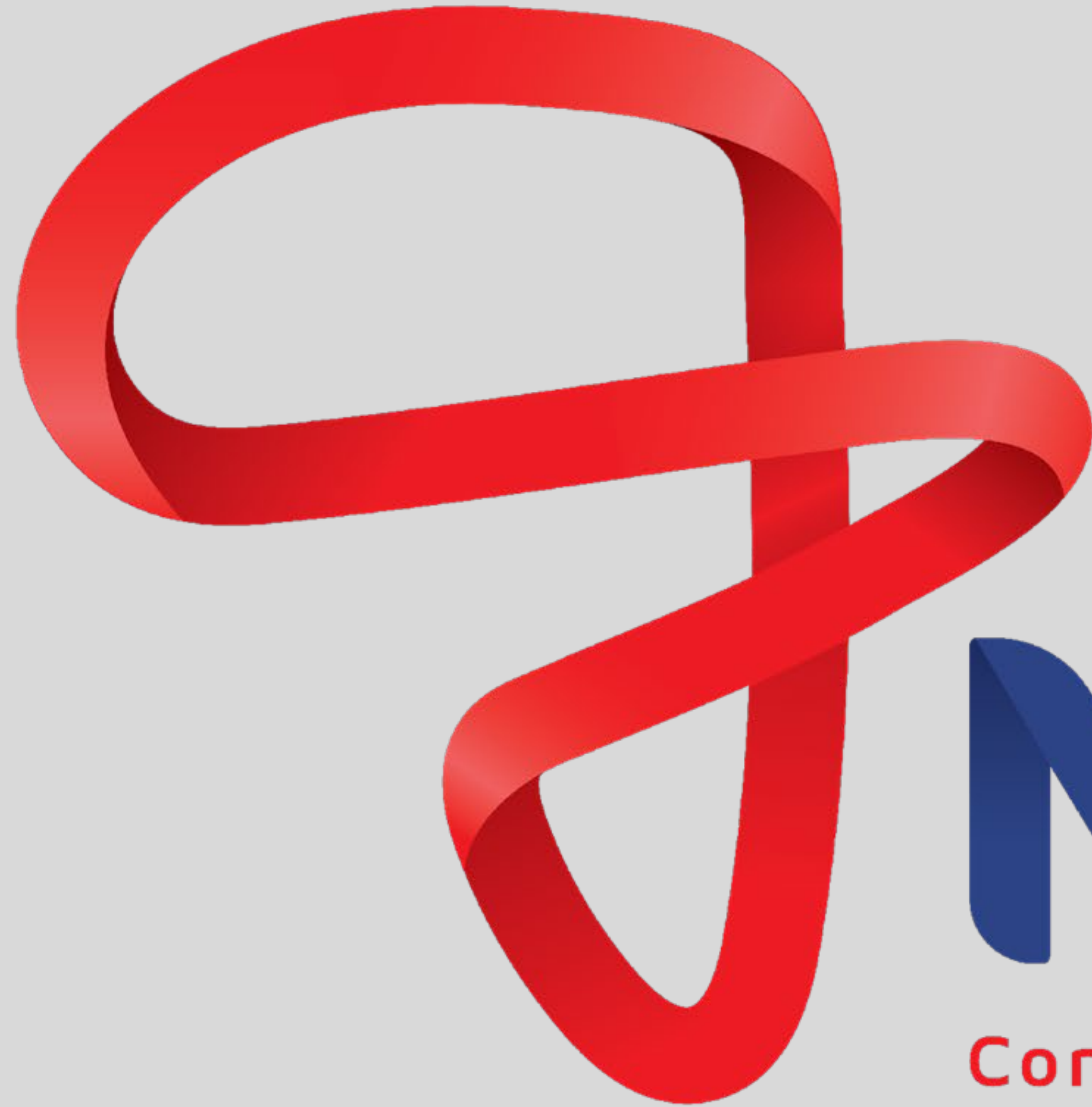
| | |
|--|----------------|
| SME's <i>Companies < 250 employees</i> | €875,- |
| Large companies <i>Companies ≥ 250 employees</i> | €1650,- |

5. JOIN NABC

Welcome to The Network

CLICK [HERE](#) TO REGISTER FOR NABC MEMBERSHIP





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