

Netherlands

# Doing Business in Benin

NL



# Welcome & Introduction

**Ms. Núria Vlonk-Cunha Soares**  
Acting Managing Director  
NABC  
(Moderator)



**Sustainable Agriculture and Water Trade Mission to Benin – 25-28 May 2025**

# Benin's Business Climate & Key Sectors

**Mr. Marc Anani-Isaac**  
Director of Investment  
APIEx

The logo for 'CHOOSE BENIN' is centered within a large, dark blue circle. The word 'CHOOSE' is in white, uppercase letters, with the 'O's replaced by a stylized graphic of three overlapping circles in green, yellow, and red. Below 'CHOOSE' is the word 'BENIN' in a larger, white, uppercase font. The background of the slide is a solid orange color.

**CHOOSE  
BENIN**

**Sustainable Agriculture and Water Trade Mission to Benin – 25-28 May 2025**

# Growing in Benin

**Mr. Salvador Roig Coll**  
Founder/CEO  
Terranauta



**Sustainable Agriculture and Water Trade Mission to Benin – 25-28 May 2025**



# Financing & Support for Dutch Companies

**Mr. Bert van Oudvorst**

Investment Manager – Structured Finance  
Invest International



**Sustainable Agriculture and Water Trade Mission to Benin – 25-28 May 2025**



Introducing

# Invest International

07 April 2025

Invest  
International





# Who we are

**We are Invest International. We invest in Dutch solutions for global challenges.**

We are a private company funded with public means, established in October 2021.

Our shareholders are the Dutch Ministry of Finance (51%) and FMO (49%). We currently have a team of 160 people.

**Invest  
International**





# Our mandate



## **Additional to market**

Resolving market failure



## **Impact**

Guided by the SDGs and focused on impact entrepreneurs that drive change



## **Dutch linked**

Contribute to Dutch economy & future earning capacity



## **All markets**

Excluding within the Netherlands and sanction list countries & sectors



# We focus on 5 sectors



**Agri-food**  
Sustainable  
value chains



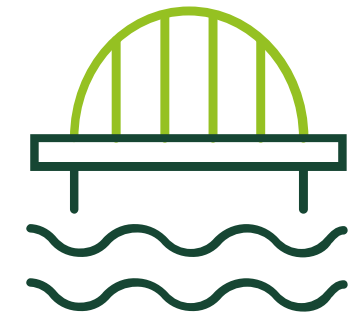
**Energy**  
Renewable  
energy



**Healthcare**  
Improving  
people's health



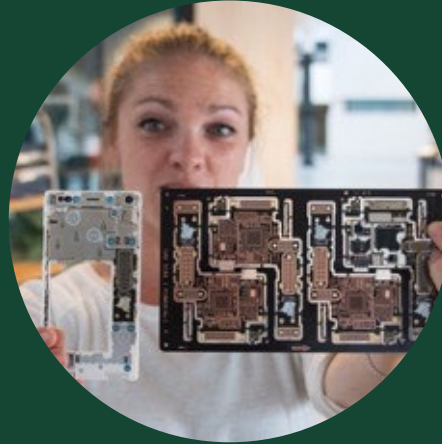
**Manufacturing**  
Sustainable  
manufacturing



**Water &  
infrastructure**  
Green  
architecture



# Who we work with



**Start-up  
and SMEs**



**Mid and Large  
Corporates**



**Equity Investors**



**Partner  
Governments**

## Our products & funding

- Business development loans
- Investment loans
- Export finance
- Start & Scale up Finance
- Equity
- Debt & Grant financing for infrastructure development in emerging markets



# Added value of Invest International

## Funding challenges for banks:

- No securities: assets are abroad
- No grip on cash flows: turnover is abroad
- No presence of the bank in the foreign country
- Internationally (fast) growing companies
- Risks: Geographical, FX, political

## Our additional value :

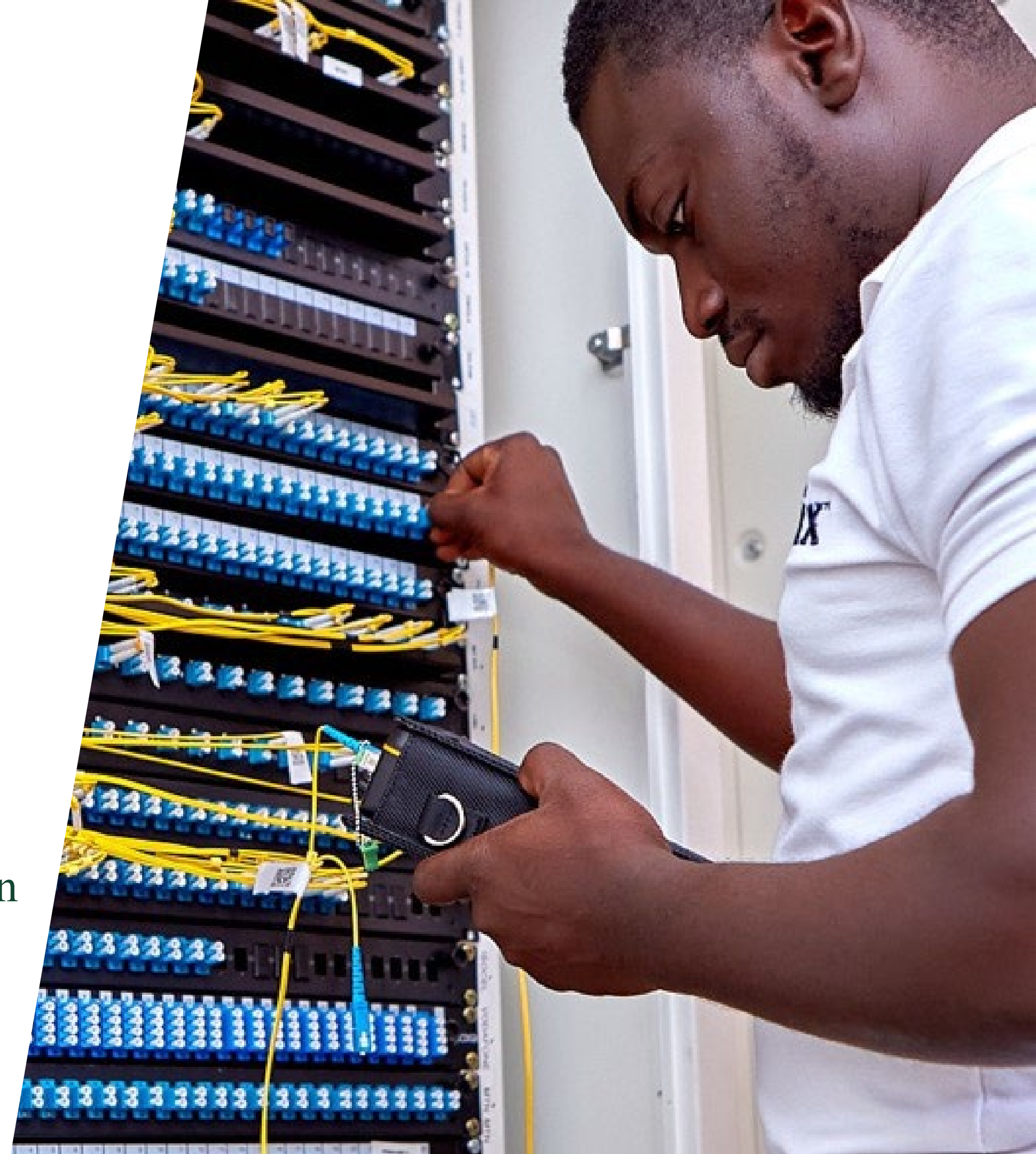
- Various financial instruments including loans to corporates and guarantees to (house) banks.
- I-ESG expertise, monitoring and reporting on local activities
- Strong local network (embassy / consulate, NGO's, corporates, local banks)





## General guiding criteria:

- There must be a clear **Dutch link**
- Our financing is **additional** to commercial banks/investors
- All sectors and countries, except NL and sanctions lists
- Viable **Business Case**. Loan and interest need to be repaid.
- **Creating impact**: SDGs 8 and/or 13
- ESG expertise, monitoring and reporting on local activities



# How to reach us?

**Invest  
International**



**Bert van Oudvorst**

**Investment Manager – Structured Finance**

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# Panel Discussion: Doing Business in Benin



**Ms. Rosita Chang**  
Managing Partner  
Berrico FoodCompany



**Mr. Salvador Roig Coll**  
Founder/CEO  
Terranauta



**Mr. Marc Anani-Isaac**  
Director of Investment  
APIEx

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# Closing Remarks & Next Steps

**Mr. Dik van de Koolwijk**

Private Sector Development Advisor  
Netherlands Enterprise Agency (RVO)



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# Dutch Support Mechanisms

**Netherlands Enterprise Agency (Rijksdienst voor Ondernemend Nederland - RVO) stimulates entrepreneurs in sustainable, agricultural, innovative and international business:**

- Funding**
- Networking**
- Know-how**
- Compliance with laws and regulations.**

Netherlands

RVO

# Instruments

Relevant Instruments available for Dutch companies and/or public private partnerships

(See also: [Subsidies and programmes | RVO.nl](https://www.rvo.nl/en/subsidies-and-programmes))

- 1 Subsidy scheme for Demonstration Projects, Feasibility Studies and pre- Investment studies (DHI subsidy scheme)
- 2 Partners for International Business (PIB)
- 3 Subsidy Programme for Responsible Business - SPVO (previously Social Sustainability Fund - SSF)
- 4 Centre for the Promotion of Imports from developing countries (CBI)
- 5 Impact Cluster (IC)
- 6 PSD Toolkit

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RVO

# Instruments

## **Impact Cluster (IC)**

The Impact Clusters (IC) subsidy is for entrepreneurs based in the Netherlands who want to start a project in a developing country with other companies and at least one local partner. These companies want to invest in the sustainable development of specific sectors in a country because they see commercial opportunities for themselves.

Impact Clusters is temporarily closed for subsidy applications.

[Impact Clusters subsidy programme | RVO](#)



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RVO

Instruments

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## **PSD Toolkit**

The objective of the PSD toolkit is:

1. Private sector development in Benin
2. To contribute to a favourable business-enabling environment
3. To increase the impact of Dutch PSD programmes

Examples:

- Benin Business Champions: support 20 leading Beninese companies in Agri & Food sector
- Sector studies:
  - Study opportunities for circular use of agricultural residues in Benin
  - Roadmap to strengthen the vegetables sector in Benin
- Business cases:
  - Professional Onion Storage
  - Dedicated Wholesale Fruit & Vegetables
- Upcoming Trade mission

[Zakendoen in Benin | RVO.nl](https://www.rvo.nl/en/private-sector-development/zakendoen-in-benin)



# Closing Remarks & Next Steps

**Ms. Sandra Dossa**

Trade Officer

Embassy of the Kingdom of the  
Netherlands in Benin



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Learn more about the  
mission:



Questions? Contact:

**Mr. Dik van de Koolwijk**

Private Sector Development Coach Benin  
RVO

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Solving global  
challenges  
together.

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