

NABC

Confidence in African Business



InvestInternational





NETHERLANDS-AFRICAN BUSINESS COUNCIL

To learn more about NABC and our activities, watch our [corporate video!](#)



The Netherlands-African Business Council (NABC) is the leading network organisation for trade and investment facilitation for Africa in the Netherlands.

The NABC today leads a network of nearly **250 engaged and diverse members** and has access to a **community of over 10,000 African and European businesses, institutes, government entities** and others interested in doing business in Africa.

Vision

In the decade 2020-2030 Africa will develop into an economically thriving continent that is globally competitive and attractive for trade and investment.

Mission

The NABC aims to ensure that the Dutch and African private sector benefit from this development and play a crucial role in driving Africa's growth in a sustainable and inclusive manner.

Confidence in African Business

The NABC can support your business ambitions in all 54 African countries. At the same time, NABC has country experts for the following countries:

Algeria
Côte d'Ivoire
Egypt
Ethiopia
Ghana
Kenya
Morocco
Mozambique

Nigeria
Rwanda
Senegal
South Africa
Tanzania
Tunisia
Uganda

The NABC works towards achieving the Sustainable Development Goals and believes in a fair level playing field.



FOCUS SECTORS

Because of the NABCs large network, business support can be offered for all sectors. At the same time, NABC has experts for the following sectors:



**POULTRY,
LIVESTOCK, AND
DAIRY**



HORTICULTURE



**AGRI-TRADING /
AGRI-MACHINERY**



**BUSINESS AND
FINANCIAL
SERVICES**



**CONSTRUCTION
AND
ENGINEERING**



**TRANSPORT AND
LOGISTICS**



**MARINE AND
OFFSHORE**



**FMCG / RETAIL,
FOOD AND NON-
FOOD**

OUR SERVICES

Dependent on your needs, all of our services can be carried out physically or virtually.



COMMUNITY AND
EVENTS



STRATEGIC
PROGRAMMES



AFRICA INSIGHTS DESK



TRADE MISSIONS



AFRICA INSIGHTS DESK

A group of business professionals are gathered around a table in a meeting. They are looking at documents and papers spread out on the table. The scene is dimly lit, with a blue tint. The people are dressed in business attire. One man in the center is leaning forward, looking intently at the documents. A woman to his right is also looking at the documents. In the foreground, the back of a man's head is visible, looking towards the group. The overall atmosphere is one of focused collaboration.

“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

AFRICA INSIGHTS DESK



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 and more.



MARKET & TRADE CHANNEL DEVELOPMENT

Our market-entry services will support your business penetrate new markets, and seamlessly set-up your business in a new region. Our local networks and experts will support you to 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 the NABC's network of financial institutions and professionals in Africa and Europe.



PARTNERSHIP BROKERAGE

We will aid you with identifying and securing 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.



COMMUNITY AND EVENTS

"Africa Works! 2019 was an abundance of ideas and networks. The camaraderie was great, the speakers credible and inspiring and conversation flowed, interspersed with moments when we all felt 'with so much going for us let's all get going now'."

- **Sanjeev Gupta**

Executive Director, Financial Services at Africa Finance Corporation

FAB
FORUM

Mamadou Ouedraogo
Agates

BURKINA FASO

AFAC

COMMUNITY AND EVENTS



NEW YEAR'S RECEPTION

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



AFRICA WORKS! CONFERENCE

The largest Africa-focused conference in the Benelux 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.



FRANCOPHONE AFRICA BUSINESS (FAB) FORUM

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



COUNTRY & SECTOR WORKSHOPS

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

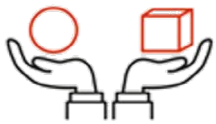


“It was an honour to be the delegation leader of the successful Blue-Green mission to Ghana. I look forward to working together with NABC on many more Blue-Green activities in Ghana and West Africa.”

- Peter Prins, Land Water & Food Consult

TRADE MISSIONS

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.



MATCHMAKING

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 and fairs in Africa, and Europe. NABC supports business and delegations to participate virtually in business and trade exhibitions

STRATEGIC PROGRAMMES



"I had no idea that there is a more advanced way of farming until I joined Seeds for Change impact cluster."

- Yusuf Inu, Farmer, Managed the S4C Tomato Demonstration

STRATEGIC 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 and 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 a commercial fruit and vegetable sector in West Africa. It brings together West African and Dutch producers, processors, traders and wholesale/retailers.

STRATEGIC PROGRAMMES



MATCH: HIRING AFRICAN TALENTS

MATCH is a 3-year initiative funded by the European Union (EU) aimed at providing highly skilled talents to private sector companies whose needs for qualified staff cannot be satisfied by on the EU labour market. It connects skilled workers from Nigeria and Senegal to Dutch companies.



NANA BENZ BUSINESS CLUB

The Nana Benz Business Club, as inspired by the female textile entrepreneurs of Lomé, is NABC led initiative designed to foster female leadership through knowledge exchange and business community support.



AFRICAN POLICY DIALOGUE MALI

Together with the Mali Investment Promotion Agency (API Mali) and the IHEM Institute for Advanced Studies in Management (Institut des Hautes Etudes de Management), APD Mali is focused on increasing women entrepreneurship in Mali.



AFRICAN POLICY DIALOGUE GHANA

The African Policy Dialogue on Youth Employment Intervention in Ghana, carried out by INCLUDE, NABC, GNBCC and the University of Ghana Legon, seeks to generate research evidence on what works or does not work in youth employment interventions and contribute to the design of youth intervention in Ghana.

NABC MEMBERSHIP

Click [here](#) to register for NABC Membership.

Accerelate your business with 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.

MEMBERSHIP TYPE	PRICE	ADVERT IN NABC MAGAZINE	DISCOUNTS ON EVENTS AND MISSIONS	NUMBER OF HOURS OF FREE ASSISTANCE	DISCOUNTS ON SERVICES OF NABC AFFILIATED COMPANIES	CONDITIONS
STRATEGIC PARTNER	15.900	Full Page	♣	16	♣	Renewed annually or bi-annually
LARGE COMPANY	1.750	N/A	♣	8	♣	Renewed annually
AFRICAN MULTINATIONAL	1.750	1/4 Page	♣	16	♣	Renewed annually
AFRICAN SME	950	1/8 Page	♣	8	♣	Renewed annually
EUROPEAN SME	950	NA	♣	4	♣	Renewed annually
NGO OR KNOWLEDGE INSTITUTION	950	NA	♣	2	♣	Renewed annually
START-UP	450	NA	♣	2	♣	Max 3 years
MICRO MEMBER	450	NA	♣	2	♣	Max: 3 staff members

NABC TEAM

MANAGING DIRECTOR AND OFFICE MANAGEMENT



MARKETING, EVENTS AND INSIGHTS



PROGRAMME MANAGERS





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