

Which DUTCH financial Instrument will be shared in the workshops?

- Facility for sustainable entrepreneurship and food security (FDOV)
- Sustainable Water Fund (FDW)
- Geodata for Agriculture and Water Facility (G4AW)
- Dutch Good Growth Fund
- Development Related Infrastructure Investment Vehicle (DRIVE)
- Develop to Build (D2B)
- PUM
- CBI

More information can be found on: www.agriprofocus.com/DutchFacilities

1. FDOV - Facility for Sustainable Entrepreneurship and Food Security

The Facility for Sustainable Entrepreneurship and Food Security (FDOV) encourages public-private partnerships in the field of food security and private sector development in developing countries. Essentially, this means that government bodies, industry and Non-Governmental Organisations (NGOs) or knowledge institutions form a collaborative venture with the Ministry of Foreign Affairs, and in return can be eligible for a subsidy.

Objective

The overall objective is to improve the food security situation and to strengthen the private sector in developing countries, in the best interests of the overall population. To achieve this, it is often necessary to combine the innovative capacity and economic sustainability of the market, with government regulation and social responsibility. By combining expertise, a partnership between government, industry and NGOs or knowledge institutions can be of huge value in identifying innovative solutions, efficient and sustainable business models and the inclusive participation by entrepreneurs and producers.

2. FDW - Sustainable Water Fund

The Sustainable Water Fund-programme (FDW) is a Public-Private Partnership facility which aims to contribute to water safety and water security in developing countries. In real terms this means RVO.nl supports collective initiatives between governmental bodies, industry and Non-Governmental Organisations (NGOs) that focus on the following sub themes:

- Improved access to drinking water and sanitation (including solid waste)
- Efficient and sustainable water use, particularly within agriculture
- Safe deltas and improved basin management.

3. G4AW – Geodata for Agriculture & Water Management

The Geodata for Agriculture and Water (G4AW) Facility is a grant programme that started in 2013 and is supported by the Dutch Ministry of Foreign Affairs. It falls under the policy priority of food security, which focuses on increasing and enhancing sustainable food production as well as achieving more efficient agricultural water use, particularly in irrigated areas and water basins in the G4AW partner countries.

The G4AW Facility stimulates public-private partnerships and is supporting initiatives to set up large-scale, demand-driven, and user-tailored satellite-based service chains.

The ultimate goal is to improve the output of the agricultural and fishing sector by providing food producers with relevant information, advice or financial products. This will lead to improved sustainable food production and/or improved efficiency in the use of inputs for food production and/or improved income and improved water management in your country.

The main changes in administrative rules for the 3rd call compared to those of the 2nd call are:

- The grant ceiling in this third call is €19.8 million.
- Proposals for a G4AW grant must concern only one G4AW partner country (out of the 26 designated G4AW partner countries).
- Grants will be awarded to no more than four projects per partner country (including projects that received grants in previous G4AW calls).
- The maximum grant amount is €3 million.
- Up to 35% of the partnership's own contribution may be derived from financial contributions from organisations that are not part of the partnership.
- At least one party in the partnership must be involved in and have demonstrable experience with satellite data processing.
- No grant will be awarded to proposals to scale up and/or expand existing services already supported by a G4AW grant by adding new services in the original G4AW partner country or to extend the reach (number of farmers) of these services in the original G4AW partner country. However, all or part of an existing partnership may submit a grant application to carry out a project in another G4AW partner country. In this case the applicant must demonstrate the cost-efficiency as a result of previous investments in developing G4AW services.

Planning of the third Call for Proposals G4AW Facility consists of two phases: a non-obligatory and non-binding advice based on the Request for Advisory Opinion (short project proposal) and a subsidy grant Application (full project proposal).

- ***Submission deadline for Request for Advisory Opinion: June 14, 2017***
- ***Submission deadline for Application: September 14, 2017***
- ***Evaluation of Application proposals: Sept. 2017 - Jan. 2018***

More information about the G4AW Facility can be found on the G4AW website: <https://g4aw.spaceoffice.nl/en>.

Information on the tender procedure, including the official publication (and translation) of the Geodata for Agriculture and Water Facility 3rd call as published in the Government Gazette can be found here: <https://g4aw.spaceoffice.nl/en/About-G4AW/Application-Call-2017-2018/>

Lessons learned from two previous G4AW calls can be found here: <https://g4aw.spaceoffice.nl/en/News/67/Doing-business-with-satellite-based-apps-and-services-for-smallholder-farmers-and-pastoralists.html>

General information relevant for G4AW is published on the G4AW LinkedIn Group: <https://www.linkedin.com/groups/8509495>

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4. **DGGF - Dutch Good Growth Fund**

By providing finance and insurance through the DGGF-programme, the Dutch Ministry of Foreign Affairs creates the conditions to development related trade and investment in 68 countries. The fund consists of 3 parts.

Dutch SMEs

The DGGF provides customised finance to Dutch SMEs doing business in developing countries and emerging markets.

- Investing

Do you want to invest in one of the DGGF countries but cannot get finance from your bank? The DGGF part Investing Dutch SMEs supplements private investments by means of guarantees and direct financing with a repayment obligation, such as loans and equity investments in projects.

- Exporting

Do you want to export capital goods to one or more of the DGGF countries? The DGGF part Exporting Dutch SMEs provides export credit insurance and export financing.

Local SMEs

Do you manage an investment fund that aims to improve local SMEs' access to finance? Learn more about the possibilities the DGGF part Investment funds local SMEs offers.

More information

Find information about the qualifications, procedures and transactions via english.dggf.nl

The DGGF is a programme of the Dutch Ministry of Foreign Affairs. It is administered by the Netherlands Enterprise Agency (RVO.nl), Atradius Dutch State Business (for Dutch SMEs) and a consortium of PwC and Triple Jump (for local SMEs). RVO.nl has set up a central helpdesk to answer all your questions about the DGGF.

5. DRIVE - Development Related Infrastructure Investment Vehicle

Facilitating investments in infrastructural projects

With DRIVE the Ministry of Foreign Affairs facilitates investments in infrastructural projects that contribute towards a good business climate and entrepreneurship in the area of water, climate, food security and sexual and reproductive health and rights (SRHR). Projects must be supportive of, and built on the Dutch agenda for aid, trade and investment, for instance by joining initiatives that have already been developed as part of Dutch development policy.

Overall objective of DRIVE

The overall objective of DRIVE is to contribute to inclusive and sustainable growth in developing countries. DRIVE supports investments in expansion and/or quality improvement of public infrastructure, which improve the development of the private sector by promoting entrepreneurship, productivity, employment opportunities, and lifting wages.

For whom?

DRIVE is open for application from companies across the globe unless the country where the company is located and the sector in which it operates are subject to UN or EU sanctions. Entrepreneurs who wish to qualify for a public infrastructure construction contract in one of the DRIVE countries may submit applications for DRIVE.

Priority sectors

DRIVE promotes investments in public infrastructure which contribute to private sector development in the following priority sectors: food security, water, sexual and reproductive health and rights (SRHR), and climate. Public infrastructure with high development relevance in other sectors also can apply for DRIVE support.

Selection criteria

To qualify for DRIVE, the project and your company should adhere to the following selection criteria:

- The project demonstrably contributes to private sector development. By improving the business climate, people are enabled to start up an entrepreneurship whereby employment and productivity increase. The project thereby enables people to better provide for themselves.
- You undertake to comply with the OECD Guidelines on International Corporate Social Responsibility (ICSR) for multinationals when implementing projects. These guidelines clearly set out what the Dutch government expects of businesses in their international activities.
- The project fits the policy objectives of the target country or region.
- The project meets the needs of the targeted end-users.
- Your company demonstrably has the expertise, is reliable, has financial standing and stability

for carrying out the project.

Budget

Projects are sized between 5 million and 60 million euros (including financing costs).

Types of financial support

The financial DRIVE support can include:

1. A grant up front together with a commercial loan (the total financing needs to be concessional)
2. A 100% commercial loan made concessional by paying the cost of the loan (interest, premiums, insurance) with DRIVE subsidy
3. The same as the previous one, but when not enough to reach the minimum level of concessionality, DRIVE can also contribute for a part of the loan itself
4. Guarantees
5. Loans.

DRIVE and D2B

Both DRIVE and D2B are programmes of the Ministry of Foreign Affairs aimed at promoting development related public infrastructure in countries a specified on a list of eligible countries. Whereas most countries on the D2B list are Least Developed Countries, the DRIVE list includes also Lower-Middle Income Countries and Upper-Middel Income Countries.

Other important differences are the target group, the project phase, and the financing. DRIVE is open to companies wanting to participate in a tender for the realisation of public infrastructure. It facilitates the financing of projects through subsidies, guarantees and loans, which can be awarded after an intake and assessment procedure, when both companies and projects fulfill all DRIVE requirements. On the other hand, D2B provides grants to local governments for the development of project plans for public infrastructure with high development relevance. D2B projects are identified by RVO in consultation with a.o. Dutch Embassies in the countries of the D2B list.

6. D2B - Develop to Build

Develop2Build (D2B) is a Government-to-Government programme. It offers governments in 37 developing countries and emerging markets direct assistance in setting up infrastructural projects with positive impact on people, the environment and society.

Specifically, Develop2Build provides funding for preliminary studies, such as feasibility studies, environmental impact assessments and conceptual designs, needed for infrastructural project tenders. Additionally, Develop2Build offers technical support and capacity building where needed.

The Develop2Build programme is administered by the Netherlands Enterprise Agency (RVO.nl) on the behalf of the Dutch Ministry of Foreign Affairs. Develop2Build is part of the Aid, Trade and Investment Agenda of the Minister for Foreign Trade and Development Cooperation, aimed

at promoting inclusive economic growth in developing countries.

Projects

Good infrastructure is vital to the functioning of any economy and a point of particular concern in developing countries. Passable roads make it easier for farmers to get their food to local markets. A working water supply system is crucial for safe drinking water, which leads to higher living standards. Develop2Build targets the development phase of precisely this type of public infrastructure, thereby improving the local business climate and stimulating private sector development. Develop2Build funds projects in the following sectors:

- Food security
- Water
- Climate
- Sexual and reproductive health and rights.

Develop2Build projects must have a demonstrably positive effect on society and mitigate negative effects on the environment by adhering to the highest ESIA (Environmental and Social Impact Assessment) standards.

Develop2Build is part of the follow-up to the (ORIO) programme. Once a project has completed the Develop2Build cycle, it can receive further funding from DRIVE(Development Related Infrastructure Investment Vehicle), the ORIO successor for the implementation and operation of infrastructural projects. Through these two programmes, the Netherlands Enterprise Agency offers a complete package of support for robust public infrastructure projects in developing countries.

Requirements

To qualify for support through a Develop2Build grant, project proposals must comply with the following requirements:

- The infrastructural project must be implemented in one of the countries on the Develop2Build country list.
- The infrastructural project should make a positive contribution to private sector development.
- The infrastructural project should bring added value to the market.
- The infrastructural project should tie in with national or regional policy objectives.
- The infrastructural project should contribute to an overall positive impact on society, and its economic value should outweigh its costs.

- The infrastructural project must be socially, economically and financially sustainable.

Note: Develop2Build is a Government-to-Government programme. Companies cannot apply for funds under this programme. Since Develop2Build is a government-funded programme, all projects shall be tendered.

Budget

Develop2Build is a grant-based programme that is open exclusively to governments on the Develop2Build country list. The available budget for 2015-2016 is EUR 10 million. This budget will be reviewed annually.

Strategic plan

Every year RVO.nl draws up a strategic plan for the deployment of Develop2Build, in cooperation with the Ministry of Foreign Affairs. In the [strategic plan \(pdf\)](#), the focus on project identification is determined for the coming year. This focus is determined on the basis of the existing project portfolio, current policy priorities and developments relating to other Dutch programmes and activities under the Aid, Trade and Investment Agenda.

7. PUM Netherlands Senior Experts

PUM connects entrepreneurs in developing countries and emerging markets with senior experts from the Netherlands to execute short-term, solid consultancy projects on the ground. Services include sustainable business solutions, business links with Dutch firms, training in the Netherlands, small grants, seminars for a group of companies, and better education. You are an entrepreneur who has been in business for a while now. You are making small progress but feel that there's much more to gain. You don't have the resources to hire a commercial consultant. What to do? Contact PUM! PUM works with 3,200 professional volunteers who gained extensive work experience in 70 sectors of the economy, from metal working to management, from dairy to design. These volunteers are eager to share their knowledge with you, during a 2-week visit to your company. PUM pays for the plane ticket, the volunteer brings in free advice, you arrange for lodging and meals. That's the deal.

More information: <http://www.pum.nl/home-EN>

8. CBI

Centre for the Promotion of Imports from developing countries (CBI) CBI contributes to sustainable economic development in developing countries through the expansion of exports from these countries, by strengthening the competitive capacity of SMEs and linking them to the European market in a way that is sustainable. CBI services include export coaching programmes, business support organisations development programmes, training programmes, and access to market intelligence and company databases. CBI is starting a new programme in the sector 'Natural Ingredients' in East and Southern African countries. The focus is on sustainable export development and export promotion to the European market.

More information: www.cbi.eu/tourismafric