



Netherlands

Services for doing business in the UAE



Charlotte Zuure
Junior Economic Policy Advisor
Netherlands Embassy in Abu Dhabi

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Netherlands

The Netherlands Enterprise Agency (RVO)



The Netherlands Enterprise Agency (RVO)

Knowledge & Information

Make use of the knowledge of the local situation and market, trends and opportunities.

Promotion of Interests

On-site collaboration on local opportunities and solutions.

Network & Contacts

Find new contacts, partners and customers through their international network.

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Support International Business (SIB)

Subsidy for

- Individual Trade Fair Participation
 - 50% of costs. Max. €2,500

- Collective activity
 - 50% of costs. Max. €1,500 trade mission, €2,500 trade fair

- Market entry
 - 50% of costs. Max. €2,500

- Private Sector Development (PSD) and Business Development (BD) coaches
 - 50% of costs. Max. €1,000

- Knowledge and Skills
 - 50% of costs. Max. €2,500

Support International Business (SIB)

Conditions

- SMEs in the Netherlands
 - Employees < 250
 - Annual revenue < €50 million
 - And/or annual balance < €43 million

- SME self-assessment questionnaire
 - [SME Questionnaire \(europa.eu\)](https://europa.eu)



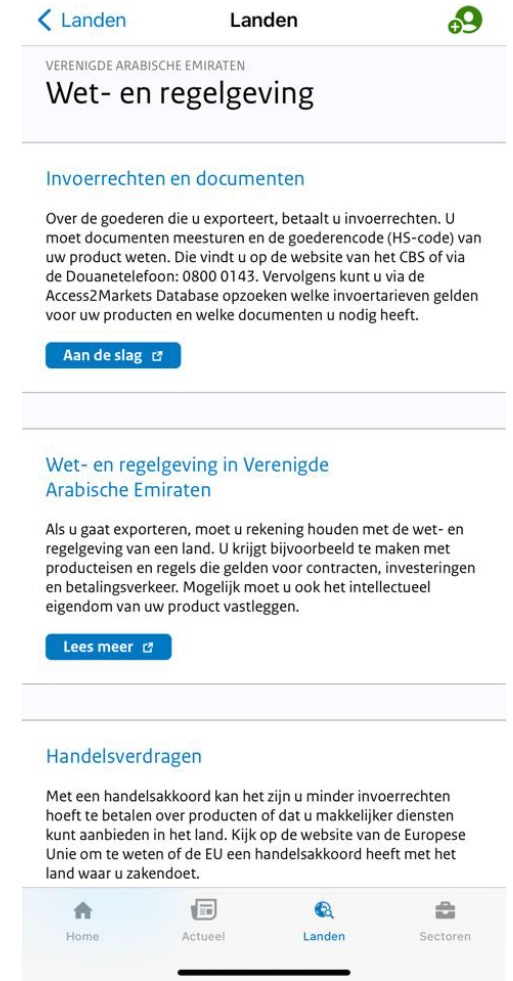
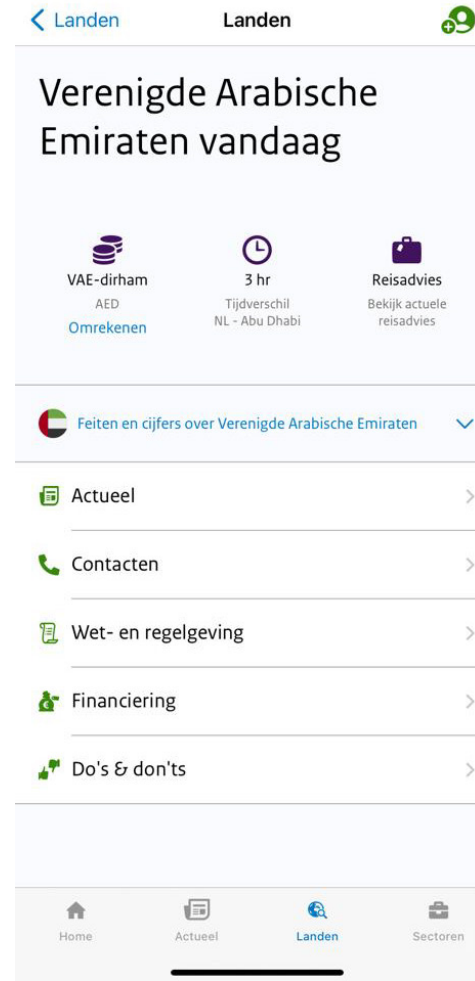
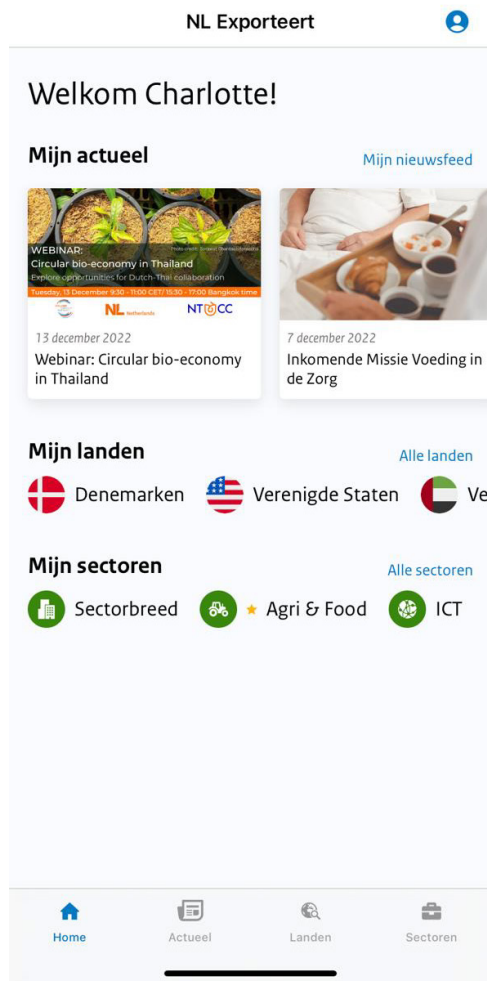
Support International Business (SIB)

Conditions

- Each SME only eligible once every 2 years for subsidy in the same target country
 - Except for trade fairs and trade missions
 - Max. €6,500 subsidy per SME per calendar year



App: "NL Exporteert"



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DHI subsidies

1. DHI – Demonstration Project
2. DHI – Feasibility Studies
3. DHI – Investment Preparation Studies

1. DHI Demonstration Project

- Subsidy for a demonstration project
 - Max. €200,000, 50% of the costs

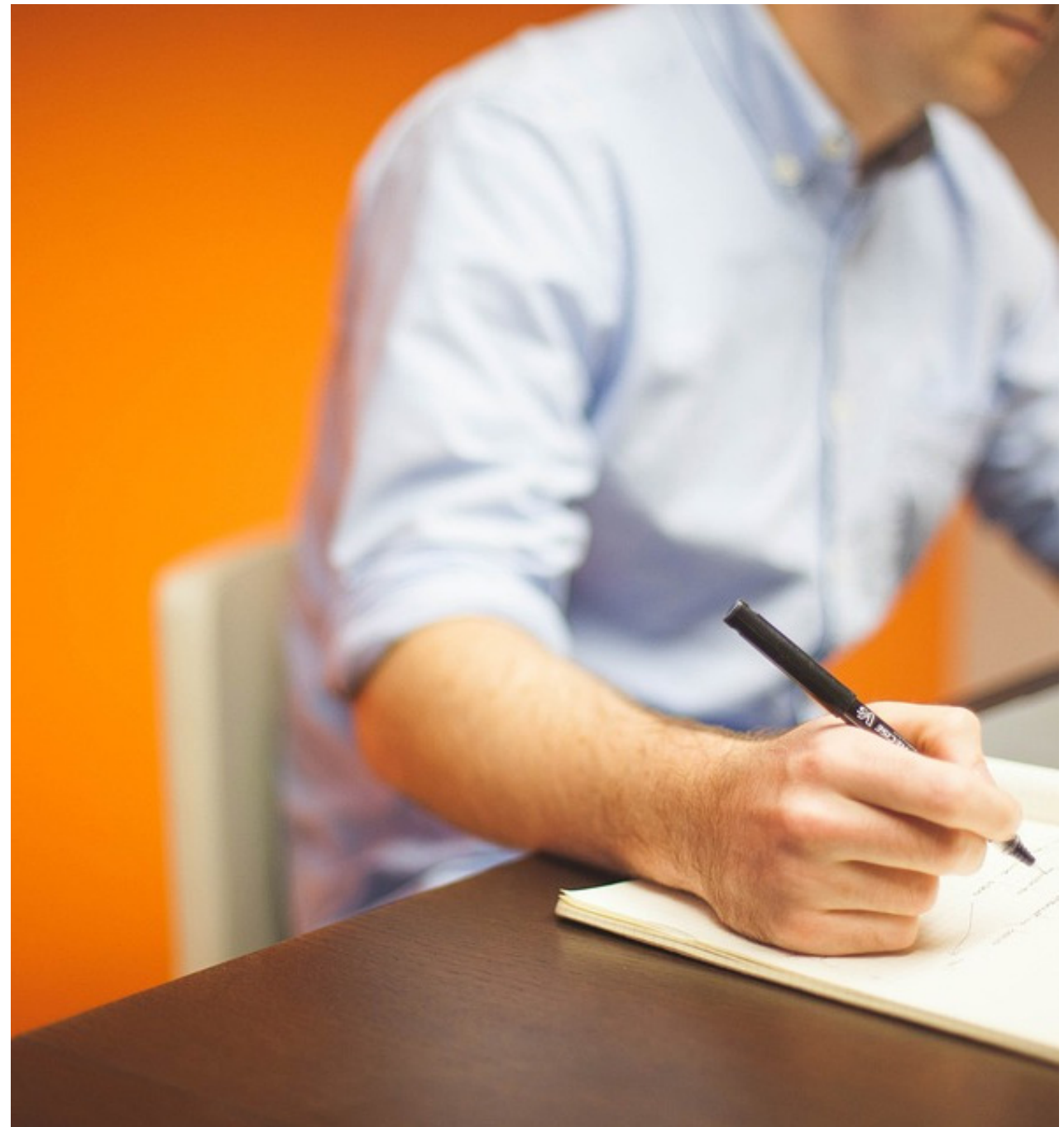
Demonstrate that technology, capital goods or services work, are effective and cost-effective in the local context



2. DHI Feasibility Studies

- Subsidy for a feasibility study
 - Max. €100,000, 50% of the costs

Demonstrate the technical and financial feasibility of Dutch products/services to potential foreign customers



3. DHI Investment Preparation Studies

- Subsidy for a investment preparation study
 - Max. €100,000, 50% of the costs

Enable investment or financing decision and project



Partners for International Business (PIB)

Cluster of companies and knowledge institutions (at least 5)

- Incoming missions
- Seminars, participation in missions, company visits, matchmaking
- Developing promotional materials
 - Coordination

Netherlands Enterprise Agency (RVO) and mission

- Activity funding, e.g.
 - Missions
 - Liaison
 - Holland Branding
 - Knowledge transfer
- Seminars, conference and fairs
- Max. €350,000, 2-3 years

Example:

PIB – NLHortiRoad2theGulf

Support the development of Dutch Agritech in horticulture in the UAE, Saudi Arabia and Qatar

- A 3-year program
- Jointly offers solutions to investors and governments
- 20+ participating companies
- Greenhouse, water solutions, lighting, microbial solutions, crop health expertise, hydroponics, warehousing operations design



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Trade - and Economic Missions

- Meet potential business partners
- Establish international network
- Gain insight into market opportunities abroad
- Presence of government members opens doors



Business Partner Scan (BPS)

- Personal introduction to potential business partners
- In cooperation with network of embassies, consulates and Netherlands Business Support Offices (NBSOs)
- Agents, distributors, production partners or franchisees



Netherlands

Atradius DSB

Export Credit
Insurance and
Financing



Atradius DSB

Insurance of commercial and political risks of export transactions and financing

On behalf of the NL Ministries of Finance and Foreign Affairs

- Insurance and financing for..
- Benefits
- Conditions



Atradius DSB

Insurance and financing for export of capital goods by Dutch companies with:

- A credit period of >12 months **OR**
- A risk horizon of >24 months **OR**
- Maximum compensation exceeds € 5 million



Atradius DSB

Benefits

- Better payment conditions for buyer and exporter
- Advance financing for exporter
- Longer repayment terms for the buyer
- Lower capital requirement financier, financing costs and interest for the buyer



Atradius DSB

Conditions insurance export credit and financing

- Contract is at least €100,000. No max. amount
- Export of capital goods
- Max. 85% financing, 15% is down payment by buyer
- At least 20% Dutch content in the transaction
(e.g. production, overhead, revenue)
- Requester is based in the Netherlands



Atradius DSB

Conditions insurance export credit and financing

- Percentage covered is **98% for political risk** and **95% for debtors' risk**
- For projects where the repayment is contingent on the revenue earned from the project, this could be lower (between 70 and 90%)
- Also offers **working capital coverage**, insuring the exporters native bank
- Applications are judged by repayment capabilities, CSR-rating and a compliance check

Netherlands

InvestNL

“We enable funding for businesses and projects that seem impossible to finance.”

invest-nl.nl

NL



InvestNL

Focus: carbon-neutral economy, bio-based & circular economy, deep tech

- Financial product development
- Market development
- Guidance



InvestNL

Focus: carbon-neutral economy, bio-based & circular economy, deep tech

➤ Financial product development

- Max. €5-50 million, 50% of the costs
- Total financing needs (incl. other funders): > €10 million
- Always at least 1 professional, private co-investor
- The total financing cannot succeed without InvestNL participation

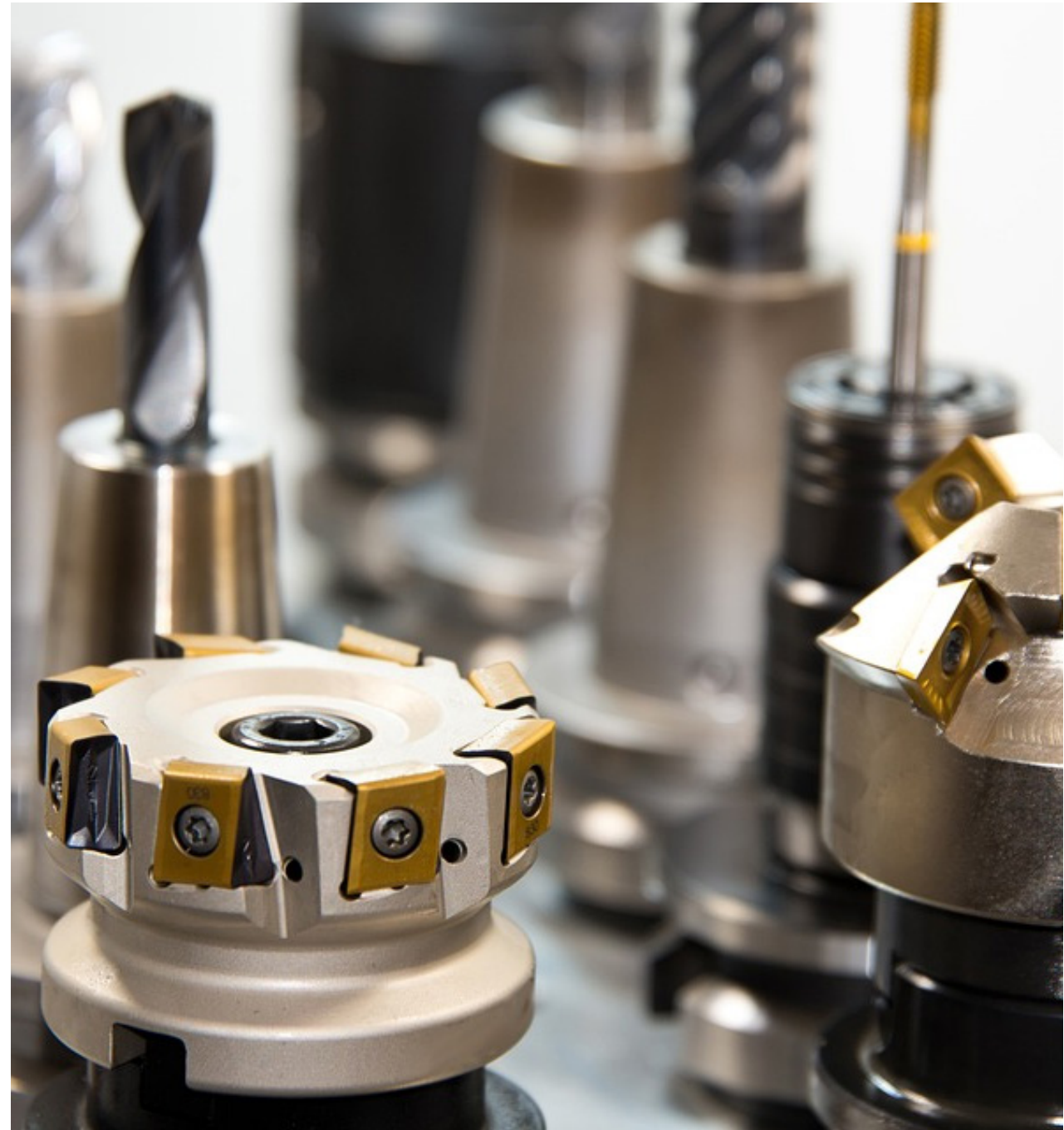


InvestNL

Focus: carbon-neutral economy, bio-based & circular economy, deep tech

➤ Market development

- Market research
- Mapping out value chains and identify bottlenecks
- Creating consortia for the financing of projects or companies



InvestNL

Focus: carbon-neutral economy, bio-based & circular economy, deep tech

➤ Guidance

- Advising and guiding companies with carving out their proposition
- Helping to improve business cases and – models
- Offering expertise on scaling up



Netherlands

InvestInternational

Investors in Dutch solutions
for global challenges

NL



Dutch Trade and Investment Fund (DTIF)

Focus: international ambition linked to the Sustainable Development Goals (SDGs)

- Especially SDG8 – Decent Work and Economic Growth and SDG13 – Climate Action

Financing options for SMEs and corporates that have

- a detailed business plan including financing model
- a significant link to the Dutch economy
- at least one other financier
- a commitment to ESG-principles

Links

Netherlands Enterprise Agency (RVO) tools

SIB (Support International Business) – english.rvo.nl/subsidies-programmes/support-international-business

DHI subsidies – english.rvo.nl/subsidies-programmes/dhi#

PIB (Partners for International Business) –

english.rvo.nl/subsidies-programmes/support-international-business-pib

Download NL Exporsteert app iOS (Dutch only) –

apps.apple.com/nl/app/nl-exporsteert/id959532980

Download NL Exporsteert app Android (Dutch only) -

play.google.com/store/apps/details?id=nl.ijsfontein.exportexpert.preview1&hl=nl&gl=US

Links

Atradius DSB – <https://atradiusdutchstatebusiness.nl/en/>

InvestNL – <https://www.invest-nl.nl/?lang=en>

InvestInternational – <https://investinternational.nl>

Dutch Good Growth Fund - <https://english.dggf.nl>

We would love to continue
the conversation.

Please contact the Embassy in Abu
Dhabi – abu-ea@minbuza.nl

or the Consulate-General in Dubai
– dba-ea@minbuza.nl



Charlotte Zuure
Junior Economic Policy Officer
+971 50 50 15 466
Charlotte.zuure@minbuza.nl

