



Buitenlandse Zaken
**Ontwikkelings
samenwerking**

SenterNovem

Business opportunities abroad and Financial Support Overview of grant programmes and financial support facilities

COLOFON:

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With regard to SenterNovem publications which provide information about subsidy schemes, the assessment of subsidy applications takes place solely on the basis of the official publication of the relevant decree in the Netherlands Government Gazette (Staatscourant) .

SenterNovem

- was formed by the merger of the two Dutch government agencies Senter and Novem
- implements government policy in the areas of innovation, energy and climate, and environment and living conditions, and as such contributes to innovation and sustainability.
- More information is available at www.senternovem.nl.

Introductory remarks

This brochure has been developed on the request of Directorate General for International Co-operation (DGIS) of the Netherlands Ministry of Foreign Affairs. It provides information to Dutch entrepreneurs on grant programmes and financial support facilities to improve Dutch companies' prospects in foreign markets. It focuses on energy services.

Energy

Energy is a key requirement for social and economic development. Today, nearly 2 billion people, most of them living in rural areas of developing countries, have no access to modern forms of energy. Providing these people with access to modern energy services is therefore one of the most important challenges of the 21st century.

The provision of modern energy services can contribute significantly towards poverty reduction and an improved standard of living. In rural areas of developing countries, modern energy opens up development opportunities that affect a multitude of people in different sectors. For example, if used for productive purposes, modern energy can increase the income of individuals, households and villages and thus strengthen local economies. In the field of social infrastructure, modern energy contributes to substantial improvements regarding e.g. health and education. Modern energy is essential for information and communication. In private households, modern energy services address people's basic needs with respect to cooking, heating and lighting.

The Netherlands has committed itself to initiatives that provide 10 million people with sustainable access to modern energy before the year 2015.

Brochure

In this brochure an overview of grant programmes and financial support facilities, supporting Dutch companies interested in energy projects in developing countries, are given.

The overview is most likely incomplete. Readers should be aware that information changes rapidly, especially on grant programmes. More and actual information, also on the criteria applicable, can be found on the mentioned websites and shortly (2005) the website of Agency for International Business and Co-operation (EVD) www.evd.nl/dyb will contain a database for all international grants and calls.

JEPP

The Johannesburg Energy & Poverty Platform (JEPP) is a platform for all parties involved in the provision of energy services to poor people in the developing world. JEPP aims at bringing together the key actors, discussing the role of energy in achieving the Millennium Development Goals and keeping its members updated on developments in the field of energy and poverty eradication. JEPP also stimulates new initiatives that contribute to the improvement of access to modern energy and sustainable development in the developing world. This brochure can be downloaded from the JEPP website www.jepp.info.

May 2005

Source	Fund	Full Name Fund	Only Dutch companies & organisations	Next dead- line	Calls/ year	Page
Netherlands						
DGIS	TMF	Theme Based Co-Financing	√		1 x	5
EVD	CPA	Program On Promotional Activities	√	Will be announced in June 05	2 x	6
	EKV	Export Credit Insurance Facility	√	Continuously		7
	PESP	Programme For Economic Co-operation In Projects	√	Continuously		8
	PSB	Program Starting Companies On Foreign Markets	√	Continuously		9
	PSNA	Programme For Co-operation With The Netherlands Antilles		Continuously		10
	PSOM	Programme For Co-operation With Emerging Markets	√	15 August 2005	2 x	11
FMO		Equity & Quasi-Equity		Continuously		12
		Equity & Quasi-Equity – Nimf		Continuously		13
		Guarantees		Continuously		14
	IFOM	Investment Facility Emerging Markets		Continuously		15
	IPTA	Investment Promotion & Technical Assistance		Continuously		16
	IDC	Infrastructure Fund		Continuously		17
		Loans		Continuously		18
	ORET	Export Of Capital Goods		Continuously		19
	ORET	Export Of Capital Goods		Continuously		19
		Syndicated Loans		Continuously		20
SENER NOVEM		Carbon Credits	√	Not yet known		21
	IS	Innovation Grant For Co-operation Projects In Emerging Market	√	5 September 2005	2 x	22
OTHERS	GOM	Guarantee Facility For Emerging Markets	√	Continuously		23
	RHI	Re-Insurance Of Investments	√	Continuously		24
	SENO	Facility For Emerging Markets	√	Continuously		25
European union						
		America Latin Invest – AI Invest		15 August 2005	4 x	26
		Asia Invest II		9 June 2005	2 x	27
		Asia Pro Eco		Not yet known	1 x	28
	EIE	Intelligent Energy – Europe (EIE) Coopener		Not yet known	1 x	29
		EU ASEAN Energy Facility		27 June 2005	1 x	30
	CDM	Planer – Clean Development Mechanism (CDM)				31
Multilateral organisations						32

NETHERLANDS

1. DGIS

1.1 TMF Theme Based Co-financing (TMF – Thematische Mede Financiering)

Target group	<ul style="list-style-type: none"> • The applicant should be a Netherlands based non-governmental, non-profit organisation • The applicant should be a non-local organisation with a thematic approach to structural poverty reduction in developing countries
Objective	<p>The Policy Framework for Theme-based Co-financing is designed to:</p> <ol style="list-style-type: none"> a) promote well-developed, independent and professional civil society organisations to implement structural poverty reduction activities b) promote civil society involvement in the policy development of the Minister for Development Co-operation c) streamline the processing by the Ministry of grant applications aimed at specific themes or target groups and promote transparent and uniform decision-making on these applications.
Major criteria / requirements to be met	<p>Grants may be awarded for initiatives within one or more of the following themes:</p> <ol style="list-style-type: none"> 1. Sustainable economic development 2. Human development (reproductive and sexual health; hiv/aids; basic health care in relation to reproductive health and HIV/AIDS) 3. Sociocultural development (basic education, culture, communication) 4. Political development (human rights, good governance) 5. Peace and security (peacebuilding, post-conflict rehabilitation and reconstruction) 6. Environment and water 7. Gender equality.
Countries	
Procedure and further information	<p>DGIS http://www.minbuza.nl/ This Programme has been closed, however a similar programme under the name of MFS (Mede Financierings Stelsel) will probably be published 2nd half of 2005; grant starting January 1, 2007. e-mail: dsi-my-tmf@minbuza.nl</p>

2. EVD

2.1 CPA Program on Promotional Activities (Programma Collectieve Promotie Activiteiten)

Target group	Dutch companies and organisations that are able and willing to organise incoming and outgoing trade missions, collective contributions to exhibitions and other collective promotional activities for Dutch companies.
Objective	<p>Overall goal is stimulating trade, investments and co-operation of Dutch companies operating on foreign markets, by offering the opportunity to participate in collective promotional activities. These activities are carried out primary by (representatives) of businesses.</p> <p>Those interested can submit project proposals. Submitter and project proposal are then judged, after which an external commissions advises the Secretary of State of the Ministry of Economic Affairs.</p>
Major criteria/ requirements	<ul style="list-style-type: none"> • Criteria include: quality of the project proposal, experience of the submitter with similar activities, knowledge of Dutch businesses, knowledge of the foreign market and price related to quality. • In general tenders budget is available to all countries, sectors and themes. • The Ministry of Economic Affairs may decide to launch a tender for specific projects. Based on a similar procedure an executor is selected.
Countries	<ul style="list-style-type: none"> • All countries except the Netherlands. For projects listed as 'priority markets' by the Ministry of Economic Affairs 90% of total budget is reserved. • All industrial and services sectors of the Netherlands that include export products or services.
Procedure and further information	<p>EVD www.evd.nl/cpa</p> <p>Erik Hesseling and Wim Klaver e-mail cpa@info.evd.nl phone: +31 (70) 778 8289 fax: +31 (70) 385 8415.</p> <p>Twice a year a European tender is opened. Companies registered at the Chamber of Commerce or the Camber of Commerce itself are allowed to submit.</p>

2.2 EKV – Export credit insurance facility (Exportkredietverzekeringsfaciliteit)

Target group	Dutch exporters
Objective	When exporting capital goods or contracting activities long payment and execution terms might exist. Often this occurs when customer or principal companies are located in politically or economically instable regions. By the EKV the Dutch government re-insures risks resulting from individual medium term transactions in foreign markets. EKV applies to all regular products and services.
Major criteria/ requirements	<ul style="list-style-type: none"> • EKV is limited to exporting goods and services from the Netherlands; • Risks should be limited, no financial losses are to be expected; • You are obliged to participate in part of the financial risk (5-25%). In some cases a percentage of 98% can be covered.
Countries	<ul style="list-style-type: none"> • The government indicates a maximum percentage of covering of financial risks country by country. The website of Atradius informs on current information • For those countries in which EKV is not applicable (some Mid- and Eastern European countries), SENO facility may be an alternative; • For those developing countries in which EKV is no longer applicable, GOM facility may be an alternative
Procedure and further information	<p>Atradius Dutch State Business NV Keizersgracht 281, 1016 ED Amsterdam</p> <p>Contact persons: Johan Schrijver Phone: (020) 553 23 22 E-mail: johan.schrijver@atradius.com</p> <p>Vinco David Phone: (020) 553 23 33 E-mail: vinco.david@atradius.com</p> <p>Internet: www.atradius.com/nl/dutchstatebusiness/overheid/overheidsfaciliteiten/</p>

2.3 PESP – Programme for Economic Co-operation in projects (Programma Economische Samenwerking Projecten)

Target group	Dutch companies and consortiums can submit proposals for activities resulting in export transactions. The activities may be feasibility studies, project identification, and investment preparation studies. These activities must result in early familiarisation of the foreign party with the offers of Dutch companies, and an increased probability of the Dutch business community acquiring orders in the project implementation phase. PESP is for projects and not for market research or acquisition activities of individual companies.
Objective	PESP is a programme that strengthens bilateral economic relations with non-OECD countries with the aim of increasing the likelihood of Dutch companies obtaining orders in those countries.
Major criteria/requirements	<ul style="list-style-type: none"> • PESP-projects are submitted by consortiums, consisting of at least two exporting or investing companies participating both financially and concerning content • The project partner in the ‘receiving’ country indicates a willingness to co-operate with the Dutch consortium (and perhaps may even pay part of the costs of the study). • When submitting a PESP-proposal a realistic estimate of financing of the implementation of the project should be provided in case the project is feasible. • A project should be a study, not a mere demonstration project. <p>A project that will be implemented after the PESP-study, should meet these criteria:</p> <ul style="list-style-type: none"> • The project results in Dutch direct export of capital goods and services. The amount of estimated export is at least ten times the PESP-financing contributed. • The project contributes to knowledge of Dutch businesses in the country involved. <p>Maximum PESP financing is 2/3 of total costs of the study to a maximum of EUR 140.000 (in 2005). Other project partners should finance at least 1/3 of project costs. Maximum project costs thus are EUR 210.000.</p> <p>Of all project activities planning, costs and purpose should provided.</p>
Countries	Non-OECD countries (including Hungary, Poland, the Czech Republic, Turkey, Mexico, South Korea, Aruba and the Netherlands Antilles)
Procedure and further information	<p>www.evd.nl</p> <p>Contact person: Ada Baas Telephone number +31 (070) 778 89 82 Fax +31 (070) 385 80 97</p>

2.4 PSB - Program Starting Companies on Foreign Markets (Programma Starters Buitenlandse Markten 2004)

Target group	The program supports starting SME's with little or no experience in exporting businesses in entering (almost) new foreign markets.
Objective	Stimulating export by SME's with little or no experience in export. Support may consist of advise, guidance at planning and executing plans for foreign markets and financial support for costs as mentioned in the business plan. In this programme EVD operates among others with regional Chambers of Commerce.
Major criteria/ requirements	<ul style="list-style-type: none"> • A company should start exporting to a country in which it is either not operating or on a small scale. • As part of an international plan for example these activities can be granted for: <ul style="list-style-type: none"> • Marketing research in the country of export; • Partner selection in the targeted country; • Attaining relevant international congresses, meetings, events; • Having promotion material developed; • Acquiring trade related legal advise; • Applying for international patents • Company of the applicant should have no more than 100 employees; • Company of the applicant is not related to primary agriculture or fishing product, nor is the company in transport business; • The international plan of business is realised within 18 months after granting of the subsidy.
Countries	All countries.
Procedure and further information	<p>Together with Regional Chambers of Commerce or organisations for lines of businesses an international plan is developed. Costs of advice and support by international experts of these organisations are paid for by the EVD. The international business plan is judged by the EVD.</p> <p>More information:</p> <ul style="list-style-type: none"> • Chambers of Commerce: www.kvk.nl • FME/CEM: www.fme.nl, S.C. Mulder, scm@fme.nl • De Metaalunie: www.metaalunie.nl, P.H.J. Verlinden, verlinden@metaalunie.nl, • Modint: www.modint.nl, J. Volker, volker@modintbusiness.nl • De NEC, www.nec.nl, H. de Jong, jong@nec.nl • de Federatie NRK, www.nrk.nl, E. Schutjes, schutjes@nrk.nl • Conamus, www.conamus.nl, R. Berends, ruud.berends@conamus.nl

2.5 PSNA - Programme for co-operation with the Netherlands Antilles (Programma Samenwerking Nederlandse Antillen)

Target group	The applicant that submits the proposal must be a foreign company registered at the commercial register of the Chamber of Commerce in a country outside the Netherlands Antilles.
Objective	<ul style="list-style-type: none"> • to stimulate sustainable and equitable economic development and creation of employment in Netherlands Antilles (Bonaire, Curaçao, Saba, St. Eustatius and St. Maarten) by strengthening and diversifying the private sector; • to encourage investments between foreign and local companies in the Netherlands Antilles <p>PSNA funds pilot projects that support a foreign company, or consortium of companies intending to invest on the Netherlands Antilles together with a local partner aiming at a long-term investment relationship. The pilot project is intended to test a potential commercial activity in the local context and with a local partner in order to assess in practice the feasibility for further investments. PSNA funding aims at reducing the risk of the pilot project.</p>
Major criteria/requirements	<p>The first deadline for submitting project proposals will be on June 1st, 2005. This will be a call for pre-qualification proposals pertaining to PSNA.</p> <p>40% of the project budget has to be invested by the main contractor (the applicant) and business partners on the Netherlands Antilles as a personal contribution to the pilot project.</p> <p>Project duration Standard project duration is between one and two years. In exceptional cases for agricultural projects where growing seasons have a direct impact on the realisation of a project, the duration can be extended up to a maximum of three years.</p> <p>How to submit Proposals must be written according to the relevant tender instructions. These are available digitally under the heading "Tender opportunities".</p> <p>If the project is selected a performance based contract will be offered.</p>
Countries	The Netherlands Antilles
Procedure and further information	<p>The application procedure consists of two phases, a pre-qualification phase and a qualification phase.</p> <p>PSNA Project officers: Oranjevuitensingel 25 P.O.Box 20105 2500 EC The Hague Telephone: +31 70 778 85 78 Fax: +31 70 335 29 62</p>

2.6 PSOM – Programme for Co-operation with Emerging Markets

Target group	Financial support to entrepreneurs who are planning to invest in emerging markets in Eastern Europe, Africa, Asia and Latin America. The programme entails pilot investments of Dutch companies, who set up a new business venture together with a local company in one of the selected countries.
Objective	The objective of PSOM is to stimulate sustainable economic development in emerging markets. The programme generates employment, income and knowledge and contributes to strengthening the local private sector. The Ministry of Foreign Affairs (Development Co-operation) values PSOM, because it contributes to sustainable poverty alleviation. The Ministry of Economic Affairs simultaneously strives to contribute to the positioning of Dutch companies in these markets.
Major criteria / requirements to be met	<ul style="list-style-type: none"> • You are a Dutch company and a company in the PSOM country with an aim at setting up a new activity in partnership with each other in one of the PSOM countries • You and your local partner are financially sound, have relevant expertise and experience in the market and enter into a long term trade or investment relation • The applicant should be a company registered in the commercial register at the Chamber of Commerce in the Netherlands. The recipient should be a private company, officially registered in the recipient country. There is no limitation in the percentage of shares of the recipient company, which are owned by Dutch companies. • You do not have the financial means to implement your plans nor can you obtain funds from a bank to finance your business plan. • Your proposal is commercially feasible in medium or long term and has a positive effect on the local economy of the recipient country in terms of creating additional employment, introducing new technology, improving livelihoods, strengthening small and medium sized businesses and/or resulting in improved environmental conditions. • Your project leads to additional investments and increase in turnover. • You are both capable to finance your own contribution
Countries	<p>Africa: Benin, Burkina Faso, Cape Verde, Egypt, Ethiopia, Ghana, Kenya, Mali, Mozambique, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia.</p> <p>Asia: Afghanistan, Bangladesh, China, India, Indonesia, Mongolia, Pakistan, Palestine, Philippines, Sri Lanka, Thailand, Vietnam, Yemen.</p> <p>Latin America: Bolivia, Colombia, Cuba, Guatemala, Nicaragua, Peru, Surinam,</p> <p>Central en East Europe: Albania, Armenia, Bosnia – Herzegovina, Bulgaria, Croatia, Georgia, Kazakhstan, Macedonia, Moldavia, Montenegro, Romania, Russian Federation, Serbia, Turkey, Ukraine.</p>
Procedure and further information	<p>EVD www.evd.nl / programma's e-mail: psom@info.evd.nl</p> <p>Twice a year EVD invites companies to submit project proposals. The proposals are written according to the pending tender instructions.</p> <p>It is possible to consult a PSOM project officer about concrete project ideas.</p> <p>Besides individual meetings companies can also participate in the workshop 'How to Write a Project Proposal' which EVD organises on a regular basis.</p>

3. FMO

3.1 Equity & Quasi-Equity

Target group	See objective
Objective	<p>Clients in need of cost-effective, long-term risk capital can turn to FMO for equity and quasi-equity products. FMO provides equity both directly - to private companies and financial institutions - and indirectly - to private equity funds - and is able to tailor the financing to meet the specific needs of any project. FMO's involvement often enables companies to attract additional funds from other investors and financial institutions.</p> <p>Forms of equity financing:</p> <ul style="list-style-type: none"> • Direct Equity • Mezzanine Financing • Seed Capital • Equity Funds • Netherlands Investment Matching Fund (NIMF) • Least Developed Countries Infrastructure Fund (LDC Fund) <p>Direct Equity</p> <p>FMO normally takes a minority interest and subscribes to between 10% and 35% of private sector company's equity or an investment of EUR 3 to 5 million. The average commitment is 5 years.</p>
Major criteria / requirements to be met	<p>Important aspects are:</p> <ul style="list-style-type: none"> • commercial viability and a sound investment plan. • a thorough feasibility study and complete analysis of the market. • transparency according to the principles of corporate governance. • a respectable environmental policy. • execution by internationally acceptable social standards. <p>Furthermore, the owner or sponsor of the project to be financed is considered. The important factors are that it:</p> <ul style="list-style-type: none"> • is financially healthy and has a proven track record. • is being guided by an expert, experienced and ethical management. <p>Additionally, any intended co-operation with a partner(s) is assessed. A potential financing partner can be, for example:</p> <ul style="list-style-type: none"> • A local financial party, under the conditions that it has a proven track record and a good reputation and is a party that FMO complements in terms of country knowledge, sector knowledge and/or the investment process. • A large, often internationally operating enterprise or financial institution, which is active in the sector, concerned. <p>Finally, factors affecting the surroundings are also weighed. Namely the economic, social and political situation in the country of investment</p>
Countries	<p>Africa: Benin, Burkina Faso, Cape Verde, Egypt, Ethiopia, Ghana, Kenya, Mali, Mozambique, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia.</p> <p>Asia: Afghanistan, Bangladesh, China, India, Indonesia, Mongolia, Pakistan, Palestine, Philippines, Sri Lanka, Thailand, Vietnam, Yemen.</p> <p>Latin America: Bolivia, Colombia, Cuba, Guatemala, Nicaragua, Peru, Surinam,</p> <p>Central en East Europe: Albania, Armenia, Bosnia – Herzegovina, Bulgaria, Croatia, Georgia, Kazakhstan, Macedonia, Moldavia, Montenegro, Romania, Russian Federation, Serbia, Turkey, Ukraine.</p>
Procedure and further information	<p>http://www.fmo.nl/en/products/equity.php</p> <p>e-mail: Equity@fmo.nl</p> <p>telephone: 070-3149654</p>

3.2 Equity & Quasi-Equity – NIMF

Target group	See objective
Objective	<p>Matching Foreign Direct Investment</p> <p>FMO shares in the risk of foreign direct investments aimed at healthy returns in developing countries. Through the Netherlands Investment Matching Fund (NIMF), FMO provides both long-term risk capital and specific sector expertise. NIMF is a joint initiative with the Netherlands Ministry of Foreign Affairs.</p> <p>NIMF enables FMO to match corporate investments made by international companies. FMO will make a direct equity investment from 1 to 5 million Euros in a local private company that demonstrates strong growth potential.</p>
Major criteria / requirements to be met	<p>In evaluating an investment request, the project itself is looked at initially. Important aspects are:</p> <ul style="list-style-type: none"> • commercial viability. • a sound investment plan. • a thorough feasibility study and complete analysis of the market. • transparency according to the principles of corporate governance. • a respectable environmental policy. • execution by internationally acceptable social standards. <p>Furthermore, the owner or sponsor of the project to be financed is considered. The important factors are that it:</p> <ul style="list-style-type: none"> • is financially healthy. • has a proven track record. • is being guided by an expert, experienced and ethical management. <p>Additionally, any intended co-operation with a partner(s) is assessed. A potential financing partner can be, for example:</p> <ul style="list-style-type: none"> • A local financial party, under the conditions that it has a proven track record and a good reputation and is a party that FMO complements in terms of country knowledge, sector knowledge and/or the investment process. • A large, often internationally operating enterprise or financial institution, which is active in the sector, concerned. <p>Finally, factors affecting the surroundings are also weighed. Namely the economic, social and political situation in the country of investment</p>
Countries	NIMF applies to investments in a specific set of lower and lower-middle income countries (income per capita less than approximately USD 3,000 per year, also called OECD DAC-1 countries).
Procedure and further information	<p>FMO</p> <p>http://www.fmo.nl/en/products/nimf.php</p> <p>e-mail: equity@fmo.nl</p> <p>telephone: 070-3149654</p>

3.3 GUARANTEES

Target group	Private sector companies and financial institutions in developing countries.
Objective	<p>Via guarantee structures, FMO provides credit enhancement for private sector companies and financial institutions in developing countries. FMO's triple-A credit rating stimulates the involvement of both local and international investors, thus helping clients to gain better access to capital markets.</p> <p>FMO primarily offers credit guarantees for the following financial instruments:</p> <ul style="list-style-type: none"> • Trade facilities/letters of credit • Commercial paper • Capital market transactions (bond issues, securitizations). <p>FMO guarantees amounts ranging from EUR 2.5 million up to a maximum of 25% of a company's balance sheet or investment plan, or 10% in the case of a financial institution. The guaranteed amount may vary over the life of the financial instrument, based on the borrower's expected cash flows and investors' concerns. FMO structures guarantees to meet the needs of the borrower, the market and the targeted creditors. In the case of trade facilities, sharing risks with another party such as the confirming bank is common. As part of its syndicated loans program, FMO may also act as underwriter of (a portion of) the guarantee.</p>
Major criteria / requirements to be met	<p>In evaluating an investment request, the project itself is looked at initially. Important aspects are:</p> <ul style="list-style-type: none"> • commercial viability and a sound investment plan. • a thorough feasibility study and complete analysis of the market. • transparency according to the principles of corporate governance. • a respectable environmental policy. • execution by internationally acceptable social standards. <p>Furthermore, the owner or sponsor of the project to be financed is considered. The important factors are that it:</p> <ul style="list-style-type: none"> • is financially healthy and has a proven track record. • is being guided by an expert, experienced and ethical management. <p>Additionally, any intended co-operation with a partner(s) is assessed. A potential financing partner can be, for example:</p> <ul style="list-style-type: none"> • A local financial party, under the conditions that it has a proven track record and a good reputation and is a party that FMO complements in terms of country knowledge, sector knowledge and/or the investment process. • A large, often internationally operating enterprise or financial institution, which is active in the sector, concerned. <p>Finally, factors affecting the surroundings are also weighed. Namely the economic, social and political situation in the country of investment</p>
Countries	<p>Africa: Benin, Burkina Faso, Cape Verde, Egypt, Ethiopia, Ghana, Kenya, Mali, Mozambique, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia.</p> <p>Asia: Afghanistan, Bangladesh, China, India, Indonesia, Mongolia, Pakistan, Palestine, Philippines, Sri Lanka, Thailand, Vietnam, Yemen.</p> <p>Latin America: Bolivia, Colombia, Cuba, Guatemala, Nicaragua, Peru, Surinam,</p> <p>Central en East Europe: Albania, Armenia, Bosnia – Herzegovina, Bulgaria, Croatia, Georgia, Kazakhstan, Macedonia, Moldavia, Montenegro, Romania, Russian Federation, Serbia, Turkey, Ukraine.</p>
Procedure and further information	<p>FMO</p> <p>http://www.fmo.nl/en/products/guarantees.php</p> <p>e-mail: Africa@fmo.nl, asia@fmo.nl, europa@asia.nl, latinamerica@fmo.nl</p>

3.4 IFOM Investment Facility Emerging Markets

Target group	Dutch small and medium sized companies with investment plans in emerging countries.
Objective	<p>Through the Investment Facility Emerging Markets, FMO stimulates the development of SMEs in select emerging markets by providing loans and investments. The facility is a joint initiative with the Netherlands Ministry of Economic Affairs.</p> <p>Via IFOM, FMO may extend medium and long-term loans to a local subsidiary or joint venture in which a Dutch company has invested capital, which qualifies as an SME, by EU standards. Certain guarantees will be asked of the Dutch company. Loans of a minimum of EUR 45,000 up to a maximum of EUR 5.0 million are issued in Euros. Maturates range from three to twelve years and a grace period of up to three years is possible.</p> <p>Depending on the specific need for investment IFOM can be a loan, a subordinated loan (risk capital) or a combination of both.</p>
Major criteria / requirements to be met	<p>IFOM funding is available for emerging market enterprises demonstrating a need for (middle) long- term financing in order to (further) develop their activities. These must be the same, or at least similar to, those of the Dutch sponsor to ensure knowledge exchange. The Dutch company will be (in order of the IFOM financing) investing substantially or has invested. Both the Dutch company as well as the subsidiary company in the emerging market have to comply with the usual financial criteria. Besides financial performance, companies are carefully scrutinised in terms of corporate governance, environmental and social policies and practices to ensure the sustainability of the investment. In evaluating proposals, FMO considers the business plan of the emerging market venture and the Dutch parent company, as well as the strategic importance for the latter.</p> <p>Interest and commissions are complying with market standards.</p>
Countries	Albania, Argentina, Armenia, Azerbaijan, Belarus, Bolivia, Bosnia-Herzegovina, Brazil, Bulgaria, China, Croatia, Czech Republic, Dutch Antilles, Egypt, Estonia, Ethiopia, Georgia, Ghana, Hungary, India, Indonesia, Ivory Coast, Kazakhstan, Kirghizia, Latvia, Lithuania, Macedonia, Mexico, Moldova, Montenegro, Mozambique, Peru, Philippines, Poland, Rumania, Russia, Serbia, Slovakia, Slovenia, Sri Lanka, Tajikistan, Tanzania, Thailand, Turkey, Turkmenistan, Uganda, Ukraine, Uzbekistan, Vietnam, Zimbabwe and South Africa. (This list is subject to change)
Procedure and further information	<p>FMO http://www.fmo.nl/en/products/ifom.php Europe and Central Asia Telephone +31 (0)70 314 96 33 E-mail Europe@fmo.nl</p>

3.5 IPTA Investment promotion & technical assistance

Target group	See objective
Objective	<p>The Investment Promotion & Technical Assistance program stimulates co-operation between companies in developing countries and enterprises in industrialised nations. The Dutch Ministry of Foreign Affairs finances the program.</p> <p><i>After a temporary closure in 2003, the IPTA program has been reopened as of February 1st, 2004. However, because the financial means available are still limited, the IPTA program is now exclusively focusing on a limited number of countries and sectors.</i></p> <p><i>Sectors that qualify for the IPTA program are:</i></p> <ul style="list-style-type: none"> • <i>financial sector</i> • <i>infrastructure</i> • <i>exporting trade & industry</i> <p>The IPTA program provides grants for two types of activities:</p> <ul style="list-style-type: none"> • Activities aimed at gathering information needed to make investment decisions - such as feasibility studies. • Activities focused on strengthening management and employee performance via temporary management, short-term advice and job-related training.
Major criteria / requirements to be met	<p>While the activities IPTA supports are short-term, they are intended to contribute to the long-term success of the enterprise.</p> <p>Activities supported with IPTA grants should be in reasonable proportion to the size of the recipient company and the intended result. A grant never amounts to more than 50% of the total approved costs, with a maximum of EUR 275,000 for temporary management & advice, EUR 80,000 for feasibility studies and EUR 80.000 for job-related training (up to 100% of the total approved costs).</p> <p>IPTA funding only applies to commercial activities of private companies. Preference is given to small- and medium sized enterprises, although large companies may qualify as well. Public enterprises or institutions only qualify if they can demonstrate commercial and independently managed operations. Education and health-care institutions do not qualify.</p>
Countries	<p>Africa: Benin, Burkina Faso, Cameroon, Ghana, Ivory Coast, Kenya, Mali, Mozambique, Nigeria, Senegal, South Africa, Tanzania, Uganda and Zambia.</p> <p>Asia: Bangladesh, Cambodia, China, India, Indonesia, Lao People's Democratic Republic (formerly Laos), the Philippines, Sri Lanka, Thailand and Vietnam.</p> <p>Europe & Central Asia: Albania, Bosnia and Herzegovina, Croatia, Kazakhstan, Macedonia, Turkey and Serbia and Montenegro (including Kosovo).</p> <p>Latin America & the Caribbean: Argentina, Bolivia, Brazil, Colombia, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama and Peru.</p> <p>(The country list is subject to change. FMO reserves)</p>
Procedure and further information	<p>FMO</p> <p>http://www.fmo.nl/en/products/ipta-more.php</p> <p>Telephone; +31 (0) 70 314 96 94</p> <p>e-mail: lbta@fmo.nl</p>

3.6 LDC Infrastructure Fund

(MOL –Infrastructuur voor minst ontwikkelde landen)

Target group	Private investors who want to invest in private of public - private infrastructure projects in the least developed countries
Objective	To stimulate private investors to invest in infrastructure in least developed countries. FMO (finance for development) provides long-term financing for projects in energy, telecom, transportation, environmental and/or social infrastructure (loans or equity investments in private sector companies).
Major criteria / requirements to be met	<ul style="list-style-type: none"> • commercial viability and lasting benefits for the local economy; • infrastructure projects developed by private investors which contribute to the development and/or improvement of social-economic infrastructure; • strong financial performance, proven track records and experienced management team; • Besides financial performance (investment plan, market analysis, expected returns), projects will also be scrutinised in terms of corporate governance, environmental and social policies and practices to ensure the sustainability of the investment. •
Countries	Funds are available for projects in least developed countries. Within this group FMO focuses primarily at: Asia: Bangladesh Africa: Angola, Benin, Burkina Faso, Mali, Mozambique, Senegal, Tanzania, Uganda and Zambia.
Procedure and further information	www.fmo.nl telephone +31 (0)70 314 98 14 e-mail: nldesk@fmo.nl

3.7 Loans

Target group	Private sector companies and financial institutions.
Objective	<p>FMO offers a variety of lending instruments to private sector companies and financial institutions in need of longer-term capital in developing countries. While FMO finances a portion of the capital needed, its participation also enables other financial institutions to join in investments, thus mobilising significantly more funding than any single investor could generate on its own.</p> <p>Lending instruments include:</p> <ul style="list-style-type: none"> • Project Finance • Corporate Balance Sheet Finance • Working Capital Facilities • Mezzanine Finance • Guarantees • Medium to Longer-Term Trade Finance • Subordinated loans (IFOM) <p>FMO limits its involvement in the case of loans, guarantees and mezzanine finance to 25% of a company's balance sheet or total estimated project costs, which generally range from USD 1 million to USD 100 million.</p>
Major criteria / requirements to be met	<p>In evaluating an investment request, the project itself is looked at initially. Important aspects are:</p> <ul style="list-style-type: none"> • commercial viability and a sound investment plan. • a thorough feasibility study and complete analysis of the market. • transparency according to the principles of corporate governance. • a respectable environmental policy. • execution by internationally acceptable social standards. <p>Furthermore, the owner or sponsor of the project to be financed is considered. The important factors are that it:</p> <ul style="list-style-type: none"> • is financially healthy and has a proven track record. • is being guided by an expert, experienced and ethical management. <p>Additionally, any intended co-operation with a partner(s) is assessed. A potential financing partner can be, for example:</p> <ul style="list-style-type: none"> • A local financial party, under the conditions that it has a proven track record and a good reputation and is a party that FMO complements in terms of country knowledge, sector knowledge and/or the investment process. • A large, often internationally operating enterprise or financial institution that is active in the sector concerned. <p>Finally, factors affecting the surroundings are also weighed. Namely the economic, social and political situation in the country of investment.</p>
Countries	<p>Africa: Benin, Burkina Faso, Cape Verde, Egypt, Ethiopia, Ghana, Kenya, Mali, Mozambique, Rwanda, Senegal, South Africa, Tanzania, Uganda, Zambia.</p> <p>Asia: Afghanistan, Bangladesh, China, India, Indonesia, Mongolia, Pakistan, Palestine, Philippines, Sri Lanka, Thailand, Vietnam, Yemen.</p> <p>Latin America: Bolivia, Colombia, Cuba, Guatemala, Nicaragua, Peru, Surinam,</p> <p>Central en East Europe: Albania, Armenia, Bosnia – Herzegovina, Bulgaria, Croatia, Georgia, Kazakhstan, Macedonia, Moldavia, Montenegro, Romania, Russian Federation, Serbia, Turkey, Ukraine.</p>
Procedure and further information	<p>FMO</p> <p>http://www.fmo.nl/en/products/loans.php</p> <p>FMO offers tailor-made financing. We advise companies with investment plans in developing countries and emerging markets to contact us at the earliest stage possible to further discuss their plans</p>

3.8 ORET - Export of Capital Goods

Target group	See objective
Objective	<p>With the program Development Related Export Transactions (ORET) the Dutch government provides grants for the export of capital goods, services or work to developing countries.</p> <p>An ORET grant helps developing countries to decrease the costs of the purchase of capital goods, services and work. The ORET program has three facilities:</p> <ul style="list-style-type: none"> • The tied facility is intended for export transactions to selected countries. The grant can exclusively be requested by a Dutch enterprise that wants to carry out the transaction. • The untied facility is intended for export transactions to the so-called Least Developed Countries (LDCs). Dutch as well as a non-Dutch enterprise can request the grant. • The water facility is intended for export transactions that have to do with investments in the drinking water and sanitation sector. <p>It is applicable to all of the facilities that a grant awarded to a developing country is used for direct payment of the (Dutch or foreign) supplier.</p>
Major criteria / requirements to be met	<p>The project may not be commercially attainable (according to OESO guidelines). In order to guarantee the sustainability of investments, FMO also takes into account aspects such as corporate governance and environmental and social policy.</p> <p>Companies applying must be able to demonstrate that they have sufficient technical, organisational and financial capacity to successfully carry out the transaction and may not have a controlling interest in the beneficiary enterprise at the point that the request is submitted.</p>
Countries	<p>Tied ORET country list</p> <p>Africa: Algeria, Egypt, Ghana, Ivory Coast, Cameroon, Kenya, Morocco, Namibia, Nigeria¹, South Africa, Tunisia.</p> <p>Asia: China, Fiji, Philippines, India², Indonesia, Iran, Jordan, Mongolia, Pakistan, Palestinian Aut, Syria, Thailand, Sri Lanka, Vietnam.</p> <p>Latin America: Bolivia, Belize, Colombia, Cuba², Dominican Republic, Ecuador, El Salvador, Guatemala, Guyana, Honduras, Jamaica, Nicaragua, Peru, Suriname.</p> <p>Europe: Albania, Armenia, Azerbaijan, Bosnia-Herzegovina, Georgia, Kazakhstan, Macedonia, Moldavia, Serbia & Montenegro.</p> <p>Untied ORET country list</p> <p>Africa: Angola, Benin, Burkina Faso, Burundi, Cape Verde, Central African Republic, Chad, Comoros, Congo (Democratic Republic), Djibouti, Equatorial Guinea, Eritrea, Ethiopia, Gambia, Guinea, Guinea-Bissau, Lesotho, Liberia, Madagascar, Malawi, Mali, Mauritania, Mozambique, Niger, Rwanda, Sao Tome et Principe, Senegal, Sierra Leone, Somalia, Sudan, Tanzania, Togo, Uganda, Zambia.</p> <p>Asia: Afghanistan, Bhutan, Cambodia, Laos, Kiribati, Maldives, Myanmar³, Nepal, Samoa, Solomon Islands, Tuvalu, Vanuatu, Yemen.</p> <p>Latin America: Haiti.</p> <p>1) Nigeria is closed under restrictions in connection to the country's foreign debt. 2) India and Cuba are closed until the national authorities offer the opportunity for tied help once again. 3) Myanmar is barred because of the ILO censure.</p>
Procedure and further information	<p>FMO</p> <p>http://www.fmo.nl/en/products/capitalgoodsexport-more.php</p> <p>Telephone +31 (070) 314 98 14</p> <p>e-mail: ORET@FMO.nl</p>

3.9 SYNDICATED LOANS

Target group	Private sector companies in emerging markets
Objective	<p>FMO is able to mobilise substantial long-term capital for private sector companies in emerging markets through its syndicated loan program. Thanks to its special position and shareholder structure, FMO can mitigate risks which enables other commercial financial institutions to partake in these loans. The participation of several lenders makes large-scale project finance or foreign exchange funding feasible in these markets.</p> <p>Through its syndicated – or B-loan – program, FMO sells participations in market-priced loans to other banks that still share in the credit risk while benefiting from FMO's status as a bilateral development institution. FMO always retains a portion for itself, but also works closely with other participants who may act as joint arrangers of the loan.</p>
Major criteria / requirements to be met	<p>In evaluating an investment request, the project itself is looked at initially. Important aspects are:</p> <ul style="list-style-type: none"> • commercial viability. • a sound investment plan. • a thorough feasibility study and complete analysis of the market. • transparency according to the principles of corporate governance. • a respectable environmental policy. • execution by internationally acceptable social standards. <p>Furthermore, the owner or sponsor of the project to be financed is considered. The important factors are that it:</p> <ul style="list-style-type: none"> • is financially healthy. • has a proven track record. • is being guided by an expert, experienced and ethical management. <p>Additionally, any intended co-operation with a partner(s) is assessed. A potential financing partner can be, for example:</p> <ul style="list-style-type: none"> • A local financial party, under the conditions that it has a proven track record and a good reputation and is a party that FMO complements in terms of country knowledge, sector knowledge and/or the investment process. • A large, often internationally operating enterprise or financial institution, which is active in the sector, concerned. <p>Finally, factors affecting the surroundings are also weighed. Namely the economic, social and political situation in the country of investment.</p>
Countries	<p>Africa: Benin, Burkina Faso, Ghana, Ivory Coast, Cameroon, Kenya, Uganda, Mali, Mozambique, Nigeria, Senegal, Tanzania, Zambia, South Africa.</p> <p>Asia: Bangladesh, China, Philippines, India, Indonesia, Thailand, Sri Lanka, Vietnam</p> <p>Europe; Central Asia: Bulgaria, Kazakhstan, Ukraine, Poland (participations only), Romania, Russia, Turkey</p> <p>Latin America & the Caribbean: Argentina, Brazil, Costa Rica, Ecuador, El Salvador, Guatemala, Honduras, Nicaragua, Panama, Peru, Mexico, Bolivia</p>
Procedure and further information	<p>http://www.fmo.nl/en/products/syndicatedloans.php e-mail: syndications@fmo.nl telephone: 070-3149749</p> <p>FMO offers tailor-made financing. We advise companies with investment plans in developing countries and emerging markets to contact us at the earliest stage possible to further discuss their plans.</p>

4. SenterNovem

4.1 Carbon credits

Target group	International operating companies that invest in sustainable energy projects in Mid- and East-Europe and other emerging markets
Objective	Carboncredits.nl helps companies investing in renewable energy and energy efficiency in Central and Eastern Europe improve the return on their investments. Through Carboncredits.nl the Dutch government buys the reduction in greenhouse gas emissions (carbon credits) that these projects generate, thus creating an additional source of income to boost the economic feasibility of projects and accelerate their implementation.
Major criteria / requirements to be met	<p>Conditions:</p> <ul style="list-style-type: none"> • validation or certification organisation, acting as an independent third party, validates the baseline you have drawn up. This organisation must work according to the "Accreditation Guidelines on the Application of EN 45004 (ISO/IEC Guide 17020) for the Validation and Verification of JI projects" of the Dutch Board for Accreditation or according to the guidelines of the UNFCCC Executive Board Accreditation Panel for CDM projects. • The host country's government must give approval for the transaction in carbon credits through a Letter of Approval. • During the term of the crediting period you supply at least 250,000 t CO₂e in the case of JI. You can also start several small projects in order to achieve the necessary emission reduction. However, different smaller investments must come under one Letter of Approval and therefore be made in the same country.
Countries	East Europe and emerging markets
Procedure and further information	<p>SenterNovem Telephone: (070) 373 51 56 Fax: (070) 373 51 00 E-mail: carboncredits@senternovem.nl Internet: www.carboncredits.nl At this moment all tenders for JI (ERUPT) and CDM (CERUPT) are closed.</p>

4.2 IS – Innovation Grant for Co-operation projects in Emerging Markets (Innovatiesubsidie samenwerkingsprojecten Opkomende markten)

Target group	Dutch companies in co-operation with partners abroad in the emerging markets who want to develop a new product or service.
Objective	To stimulate companies and public knowledge institutes to implement research and development with international partners. <ul style="list-style-type: none"> • to stimulate sustainable economic growth • to strengthen the competitiveness of the Dutch economy
Major criteria / requirements to be met	<p>Co-operation Between a Dutch company and one or more partners from countries in the emerging markets. The foreign partners take part in the project on their own account and risk (only costs from Dutch partners can apply for a grant)</p> <p>Technological innovation compared to the international state of the art.</p> <p>Economical perspective The project should give profitable economical perspectives to all partners.</p> <p>Sustainability The project must contribute to sustainable economic growth.</p>
Countries	Brazil, China, India, Indonesia, Malaysia, Thailand and South Africa.
Procedure and further information	<p>SenterNovem Telephone: (070) 373 51 11 E-mail: samenwerking@senternovem.nl</p> <p>The second tender will close at September the 5th 2005.</p> <p>It is advisable to consult a project officer about concrete project ideas.</p>

5. Others

5.1 GOM – Guarantee facility for emerging markets (Garantiefaciliteit Opkomende Markten)

Target group	Dutch companies exporting capital goods to developing countries for which regular export credit insurance is not available.
Objective	Giving opportunity to exporting companies to insure financial risks in several emerging markets.
Major criteria/ requirements	<ul style="list-style-type: none"> • The GOM-facility only applies to transactions that can be classified as a gift by the Minister of Development Co-operation. • Maximum financing insured by GOM is 15 million Euro; the remaining amount can not be insured by regular export credit insurance; • A bank or governmental (or comparable) warranty (surety) is required; • The percentage covered is 98 percent at the most.
Countries	Developing countries not covered by regular export credit insurance. This list of countries changes on a regular base. For recent information please contact Atradius.
Procedure and further information	<p>Atradius Dutch State Business NV Keizersgracht 281, 1016 ED Amsterdam</p> <p>Contact persons: Jurn van Houten Phone: (020) 553 22 04 E-mail: jurn.v.houten@atradius.com</p> <p>Esther von Saher Phone: (020) 553 29 54 E-mail: esther.von.saher@atradius.com</p> <p>Internet: www.atradius.com/nl/dutchstatebusiness/overheid/overheidsfaciliteiten www.evd.nl</p>

5.2 RHI - Re-insurance of Investments (Regeling Herverzekering Investerings)

Target group	Dutch companies wanting to insure non-commercial risks of sustainable investments in foreign markets.
Objective	RHI insures non-commercial risks related to foreign investments, relating to: expropriates, barriers to transfer, war.
Major criteria/requirements	<ul style="list-style-type: none"> • Only new investments that extend or strengthen the economic relations between the Netherlands and the country involved in sustainable ways can apply. Such is the case if: <ul style="list-style-type: none"> • the investment is made from The Netherlands; • the investor takes all financial risks on investment and influences policies of the company that is invested in; • The investment is tied up in production and/or services capacity of the company that is invested in. • An ongoing / sustainable interest in a foreign company is required resulting in effective and real ongoing influence on the policies of that company. The investor encounters a risk on invested capital, goods, services and rights, both in the start-up phase and the exploitation phase.
Countries	Countries are selected by the Minister of Finance (together with the Minister of Economic Affairs and Foreign Affairs) yearly. In principle, all countries can be covered, except for EU and OESO countries. In general an “investeringbeschermingsovereenkomst (IBO)” (investment protection agreement) is required. Such an “IBO” arranges reciprocal obligations concerning investments in the countries involved. Without an IBO insurance of an investment is a possibility. In that case, research is required to assess the extent of protection of investments in the country involvement.
Procedure and further information	<p>Atradius Dutch State Business NV Keizersgracht 281, 1016 ED Amsterdam</p> <p>Contact person: Eugène Kock Phone: (020) 553 31 66 Fax: (020) 553 20 87</p> <p>E-mail: eugene.kock@atradius.com</p> <p>Internet: www.atradius.com/nl/dutchstatebusiness/overheid/overheidsfaciliteiten/</p>

5.3 SENO facility for emerging markets

Target group	Dutch exporters wanting to insure financial risks related to export of capital goods to emerging markets, including (former) Eastern Europe.
Objective	The SENO-facility stimulates export of Dutch capital goods and contracting activities to emerging markets. Therefore insurance for financial risks in several (former) Eastern European countries is granted to exporting parties. For these countries regular cover by Atradius is not available.
Major criteria/ requirements	<ul style="list-style-type: none"> • the desired transaction can not be covered by regular export credit insurance; • total amount of the desired transaction is no more than 10 million Euros; • a banking or governmental warranty (or comparable warranty) is required; • the end user should be able to exploit the capital goods in a profitable way; • the percentage of financing is 95 percent at the most for commercial risks and 98 percent for political risks.
Countries	Albania, Armenia, Azerbaijan, Bosnia-Herzegovina, Georgia, Kyrgystan, Macedonia, Moldavia, Ukraine, Uzbekistan, Servo-Montenegro, Tajikistan, Turkmenistan and Belarus.
Procedure and further information	<p>Atradius Dutch State Business NV Keizersgracht 281, 1016 ED Amsterdam</p> <p>Contact persons: Robert Harsanyi Phone: (020) 553 23 20 E-mail: robert.harsanyi@atradius.com</p> <p>Jurn van Houten Phone: (020) 553 22 04 E-mail: jurn.v.houten@atradius.com</p> <p>Internet: www.atradius.com/nl/dutchstatebusiness/overheid/overheidsfaciliteiten/</p>

6. EUROPEAN UNION

6.1 America Latin Invest – AL Invest

Target group	Business people from all sectors
Objective	<p>Europe and Latin America have historically strong economic links among themselves. To foster this economic co-operation, the European Commission launched in 1993 the AL-INVEST programme, in the benefit of the small and medium sized enterprises, the SMEs in both the regions. Since then, the programme has successfully supported thousands of SMEs and business organisations in all sectors of the economy in facilitating trade and investment between the two continents. To consolidate this success, AL-INVEST III was launched in 2004, for a 4-year period with a European Commission grant of €42 million.</p> <p>AL-INVEST is a network of operators from Europe and Latin America co-operating on organising meetings (also known as 'sectorial meetings') between companies active in the same sector on both sides of the Atlantic.</p> <p>The meetings last two days. They are usually held during specialist trade fairs, at a stand or hall under the EU flag. Participants receive a programme of face-to-face meetings specially arranged for them according to their profiles and products.</p> <p>Benefits are considerable: a distribution agreement, a joint venture, transfer of the most advanced technology, or just straightforward but invaluable information on the sector to facilitate strategic alliances.</p> <p>Initial results have been more than satisfactory. Numerous deals have been concluded among which joint ventures, exchanges of technology, and long term trading agreements. Within 4-5 years, more than 6,000 companies in Europe and Latin America have benefited from these contacts</p>
Major criteria / requirements to be met	Business people interested in taking part in sectorial meetings may approach the organisations (also known as "Operators") selected by the Commission in Europe and Latin America.
Countries	Latin America
Procedure and further information	<p>EU EuropeAid Co-operation Office (AIDCO) Unit E2, AL-INVEST Rue de la Loi 200, J54, 4-13, 1049 Brussels, Belgium Telephone: +32 2 298 4641 Antonio.crespo@cec.eu.int http://europa.eu.int/comm/europeaid/projects/al-invest/</p>

6.2 Asia Invest II

Target group	Intermediary business organisations
Objective	To promote and support business co-operation between the EU and Asia. The Programme provides assistance to intermediary business organisations to facilitate mutually beneficial partnerships between companies, in particular small and medium-sized enterprises (SMEs), in the EU and South and South-East Asia and China; as well as to strengthen the business environment to increase trade and investment flows between the two regions
Major criteria / requirements to be met	<p>There are three sets of eligibility criteria, relating to:</p> <ul style="list-style-type: none"> • organisations which may request a grant, • actions for which a grant may be awarded, • types of cost that may be taken into account in setting the amount of the grant. <p>Partnership: A minimum of two European organisations and one Asian organisation is now required to form an eligible partnership for all components</p> <p>While SMEs are the ultimate beneficiaries of Asia-Invest II, both the applicant and partners in an Asia-Invest project must be non-profit-making. Companies can participate in projects either as associates or individuals as service providers providing expertise to the project, but cannot receive direct funding from the Commission.</p>
Countries	Asia: Afghanistan, Bangladesh, Bhutan, Cambodia, China, East Timor, India, Indonesia, Laos, Malaysia, Maldives, Mongolia, Nepal, North Korea, Pakistan, Philippines, Sri Lanka, Thailand, Vietnam
Financier Procedure and further information	<p>EU</p> <p>http://europa.eu.int/comm/europeaid/projects/asia-invest/</p> <p>The EuropeAid Co-operation Office publishes annual Calls for Proposals with multiple deadlines under the Asia-Invest Programme.</p>

6.3 Asia Pro Eco

Target group	Non-profit organisations from EU- countries that co-operate with organisations in Asia in the field of environmental management
Objective	The objective of the Asia Pro Eco II is to draw the EU and Asia closer together through institutional and operational partnerships and networks to tackle major issues on the protection and remediation of the urban environment. The programme aims to promote the sharing of innovative technologies, best practises, policies, measures, and capacity-building which can improve the quality of life and environmental conditions of urban populations in Asia:
Major criteria / requirements to be met	<ul style="list-style-type: none"> • The partners should be non-profit organisations • Partnership: a minimum of two European organisations and one Asian organisation is now required to form an eligible partnership • The partners should finance at least 25 percent of all costs
Countries	Afghanistan, Bangladesh, Bhutan, Cambodia, China, Philippine, India, Indonesia, Laos, Malaysia, Maldives, Mongolia, Nepal, North-Korea, East-Timor, Pakistan, Sri Lanka, Thailand, Vietnam.
Financier Procedure and further information	<p>EU http://europa.eu.int/comm/europeaid/projects/asia-pro-eco/</p> <p>EuropeAid Co-operation Office Asia Pro Eco Loi 41 02/57, 1049 Brussel, Belgium Telephone: +32 2 298 6742 Fax: +32 2 298 4863 E-mail: europeaid-asia-pro-eco@cec.eu.int</p> <p>Calls for Proposals are published with multiple deadlines under the Asia Pro-Eco Programme.</p>

6.4 Intelligent Energy – Europe (EIE) COOPENER

Target group	Legal persons from EU and participating candidate countries. Institutions from developing countries need to be included as subcontractors with clear and substantial role.
Objective	EIE is a support programme for non-technological actions in the field of energy, precisely in the field of energy efficiency and renewable energy sources. COOPENER - support for initiatives relating to the promotion of renewable energy sources and energy efficiency in the developing countries, in particular in the framework of the Community co-operation with developing countries in Africa, Asia, Latin America and the Pacific.
Major criteria / requirements to be met	<ul style="list-style-type: none"> • Quality of the action • Quality of the approach • Community added value • Costs and benefits • Organisation of the team
Countries	Sub-Saharan Africa and Latin America
Procedure and further information	http://europa.eu.int/comm/energy/intelligent/ European Commission Intelligent Energy Executive Agency EIE Programme

6.5 EU ASEAN Energy Facility

Target group	<p>Non-profit-making legal persons; non-profit organisation from the public or the private sector of the EU member states or from ASEAN (e.g. Professional Associations and Industrial Federations) countries: Cambodia, Indonesia, Lao PDR, Malaysia, The Philippines, Thailand, and Vietnam.</p> <p>Or in case of private/commercial organisations declare the project implementation on a mere verifiable cost basis, i.e. on a non-profit basis.</p>
Objective	<p>ASEAN Centre for Energy is seeking proposals for energy and environment related projects in the ASEAN countries together with partners in the Member States of the European Union with financial assistance from the Asia programme of the European Communities.</p> <p>As per the approved Europe-Asia Co-operation strategy for energy and the Financing Agreement, the overall objectives are:</p> <ul style="list-style-type: none"> • Increasing the security of energy supply of ASEAN countries and indirectly of Europe, • Increasing the economic exchanges between European Union and ASEAN countries, • Improving the environment at local and global level, • Facilitating the implementation of the ASEAN Plan of Action for Energy Co-operation 2004-2009. <p>The specific objectives are the following:</p> <ul style="list-style-type: none"> • Stimulating regional energy projects and initiatives proposed by the energy industry, either public or private, from the European Union and from ASEAN, and contributing to the implementation of the ASEAN Plan of Action for Energy Co-operation. • Stimulating projects, which have a regional ASEAN dimension and which also clearly have a real European "added value", i.e. featuring the diversity of the European experience in terms of institutional or technological options. • Stimulating projects, impacts of that are measurable e.g. in terms of energy produced or saved, pollution avoided, business induced between EU and ASEAN and intra-ASEAN co-operation.
Major criteria / requirements to be met	<p>There are three sets of eligibility criteria, relating to:</p> <ul style="list-style-type: none"> • organisations which may request a grant, • actions for which a grant may be awarded, • types of cost that may be taken into account in setting the amount of the grant.
Countries	<p>Activities must take place in one or more of the following countries: The Member States of the European Union or ASEAN countries Brunei Darussalam, Cambodia, Indonesia, Lao PDR, Malaysia, The Philippines, Singapore, Thailand, Vietnam.</p>
Procedure and further information	<p>EU http://www.aseanenergy.org/eaef/</p>

6.6 PLANER – Clean Development Mechanism (CDM)

Target group	
Objective	To increase the energy co-operation with Latin America and especially to promote projects for electrical generation with renewable energies and the CDM. The aim of the CDM of the Kyoto protocol, is to assist developing countries in achieving C)2 emission reduction and to assist industrialised countries in achieving compliance with their emission reduction commitments. PANER-CDM will promote the energy relations and facilitate the transference of technology, goods and business between the European companies and the Latin America countries.
Major criteria / requirements to be met	
Countries	Latin America:
Financier Procedure and further information	EU www.escansa.com/PLANER/ ESCAN S.A., Av. El Ferol, 14 – B3, 28029 Madrid, España Project co-ordinator Margarita Puente Telephone (00) 91 3232643 E-mail: escan.sa@infonegocio.com

7. MULTILATERAL ORGANISATIONS

WORLDBANK - Doing Business with the World Bank Group

How can I learn of current or upcoming business opportunities?

The World Bank Group's [Vendor Kiosk](#) lists bidding opportunities for the Bank's internal operations. The World Bank often hires consultants using funds provided by donors or its own resources to carry out specific studies or tasks related to the Bank's work. Information on these opportunities is available on the Bank's [procurement website](#)

For project work, the [Development Gateway Market](#) (dgMarket) provides an online marketplace with information on donor and government-funded tenders. It publishes tender notices for projects funded by the African Development Bank, the Asian Development Bank, Europe Aid, European Bank for Reconstruction and Development, European Investment Bank, EU members states, Phare/Tacis, and the World Bank. For more information, contact: info@dgmarket.com.

The United Nations produces [UN Development Business](#), which provides information on business opportunities generated through the World Bank, regional development banks, and other development agencies. Development Business is available in either print format or by [online subscription](#). For more information contact the Development Business Liaison Office at Tel: (202) 458-2397; Fax: (202) 522-3316 or E-mail: dbusiness@worldbank.org

The [Monthly Operational Summary](#) reports on the status of projects in the World Bank's lending pipeline: from the point of identification of the project to the signing of the loan or credit agreement. After loans or credits are signed, entries are dropped from the MOS.

How can I register my firm with the World Bank?

The registration procedure depends on whether you want to supply goods and services for the World Bank Group's internal operations or for Bank-financed projects in developing countries. This is because the Bank is only directly involved in buying goods and services to support its own operations - referred to as "corporate procurement".

Goods and services which are used in Bank-funded projects are purchased by the borrowers in charge of the project. This is known as "operational procurement".

To register for corporate procurement for the Bank's internal operations, go to the [Vendor Kiosk](#) and click on the vendor [registration tab](#). Filling out the form does not guarantee that a vendor will be added to the World Bank Group's Vendor Master File. The World Bank Group only processes registration forms from vendors who have been awarded business as a result of a competitive bid process. The files of vendors that have been inactive for two years are purged from the system.

Registration for operational procurement in Bank-funded projects is optional. As mentioned above, the borrowers are responsible for procurement in these projects. There are two databases where consultants can register their companies. The DACON database allows the Bank, the Inter-American Development Bank, and borrowing countries to review the qualifications of consulting firms. Companies that register with DACON must have more than five professionals on staff. DACON registration should be done online at <http://www.dgmarket.com/dacon/>. The International Finance Corporation Trust Fund Consultant Database also registers contact information that can be used by task managers who are selecting and hiring consultants.

How can I identify the office responsible for procurement for a specific project?

The [project database](#) provides contact details for the government agencies in charge of the relevant project in the relevant country.

For more information: <http://web.worldbank.org/WBSITE/EXTERNAL/>

General information on organisations

EVD: Agency for International Business and Co-operation

www.evd.nl

The Agency for International Business and Co-operation (EVD) is part of the Dutch Ministry of Economic Affairs. Its mission is to promote and encourage international business and international co-operation. As a State agency and a partner to businesses and public-sector organisations, the EVD aims to help them achieve success in their international operations. With its wide-ranging knowledge, the EVD is able to develop products and services that meet the needs of its customers and clients. It obtains its information from its network of Dutch and international organisations, which include international financing organisations, the European Commission, embassies, Chambers of Commerce, local business support offices, trade representative associations and, needless to say, trade and industry.

FMO

www.fmo.nl

The Netherlands Development Finance Company (FMO) supports the private sector in developing countries and emerging markets in Asia, Africa, Latin America and Central and Eastern Europe. It do this with loans, participations, guarantees and other investment promotion activities. The goal is to contribute to the structural and sustainable economic growth in these countries and, together with the private sector, obtain healthy returns. These returns make FMO a valuable risk partner.

FMO builds bridges between entrepreneurs and capital, locally as well as across frontiers, for sustainable development and healthy returns.

EG Liaison

<http://www.senternovem.nl/egl/>

Since 1983 EG-Liaison has been supporting interested companies and institutions in obtaining European R&D funding. Our aim is to promote (Dutch) participation in European R&D programmes and to stimulate European co-operation in the field of innovation.

EG-Liaison's project officers provide information and independent advice, free of charge.

Frequently they are involved in special training programmes dedicated to project proposers.

Moreover, they support parties, both Dutch and European, in finding the right project partners.

Services:

- A wide range of information issued by the European Commission on R&D funding.
- Training programmes
- Advice in formulating project proposals
- Helps to find European partners