

Workshop 21 February – Hellenic Aid

Involvement of the private sector in development cooperation projects



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Combination policy and combination tracks

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Outline of the workshop

1. Presentation:

1. Why involve the private sector?
2. History: how did we get to the current policies?
3. Current policies: the policy note and the implementation
4. The combination tracks

2. Questions & reflections

3. Practical examples:

3. The combi-track approach in Egypt
4. PPPs: the example of SDGP

4. Open discussion on potential for Greece



Why the private sector

- Reaching the SDGs
- The private sector generates employment
- Sustainable value chains: a responsibility for the private sector
- Gain better access to upcoming economies
- The private sector as neutral party
- The private sector (sometimes!) can be more efficient



Brief history of 'aid and trade'

- Not a very recent development
- Tied versus untied aid
- Public-Private Partnerships
- Key moment in 2012:
 - DG Foreign Economic Relations + DG International Cooperation
- 'Aid, Trade & Investment'
- DGGF + Invest International



Does it work?

YES

- Policies have been relevant

NO

- Not always 'win-win', sometimes a trade-off
- We kept working in silos with minimal synergy
- A coherent approach/agenda on aid & trade has been lacking
- Hard to quantify the exact results (e.g. efficient?)





Policy document 2022

Do what we do best

A strategy for Foreign Trade and
Development Cooperation



Chapter 1

Trade policy:
For the Netherlands' earning capacity

Chapter 2

Development cooperation: *Focus on what works*

Chapter 3

Combination policy:
Dutch solutions for global challenges

Six working methods for win-win situations

Chapter 3

Dutch solutions for global challenges

Image: WUR / Luca Locatelli



Chapter 3: Dutch solutions for global challenges

We stimulate greater synergies between our efforts to boost trade, investments and development :

- By implementing i.a. six working methods in all of our work across the globe
- By setting-up 'combi-tracks' in 14 'combination countries'
 - (7th working method)



Six working methods for win-win situations

1 Green international instruments

2 Improve Dutch businesses' access to climate instruments

3 Work towards a trade system that works better for developing countries

4 Trade agreements on an equal footing with developing countries

5 Support developing countries with their exports

6 Making value chains more sustainable



***Combi-tracks* in 14 combination countries**

To stimulate Dutch solutions for a greener and/or more digital economy in the ‘combination countries’:

- Our ministries, embassies, RVO, Invest International jointly identify the one or two most promising sectors *to combine trade, investment and development cooperation*
- Use trade & investment instruments to help Dutch companies and local partners scale up their businesses;
- Invest development aid instruments to create (local) development results, such as decent jobs.



Combination countries

Côte d'Ivoire

Egypt

Ghana

Kenya

Morocco

Nigeria

Senegal

South Africa

Bangladesh

India

Indonesia

Vietnam

Colombia

Ukraine

Chapter 3

Dutch solutions for global challenges

Questions and reflections



Combination track - EGYPT

Development
challenge

Business
opportunities

Combi-track

Dutch companies display solutions for climate-smart farming in Egypt

A group of 11 Dutch companies visited Egypt earlier this year to explore opportunities for climate-smart agriculture. This 'Inspiration and Knowledge-sharing tour' was organized by the Netherlands-African Business Council (NABC), on behalf of RVO and the Netherlands embassy in Cairo.



Combination track - EGYPT

- PIB: Partners for International Business
 - G2G: policy influencing
 - Economic diplomacy
 - Branding strategy
 - Organization of trade missions
 - Market demand studies
 - Knowledge cooperation



Working in Public-Private Partnerships

Why work in PPPs?

- Use the strength of each partner
- Share risks and responsibilities

SDGP example:

[Public-private partnership SUCCEEDS in Vietnam - ENG - YouTube](#)



What would work for Greece?



Examples of instruments

- DHI - Support Dutch SMEs to do business abroad
 - [Video](#)
- D2B / DRIVE – Infrastructure development
 - [Invest International](#)
- DGGF – (Co-)finance or give a guarantee to a commercial bank , or provides export insurance
 - [Website](#)
- CBI – Connecting and supporting exporters from developing countries
 - [Website](#)
- PIB – Action plan (public-private) for entering a foreign
 - [Information and video](#)
- SDGP – Public-Private Partnerships
 - [Website](#)

