



Ministry of Foreign Affairs of the  
Netherlands

# A world to gain

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*A New Agenda for Aid, Trade and Investment*



# From Aid to Trade

*Policy and examples*

**Christiaan Rebergen – Dep. Director-General DGIS**

**'The limits of aid, the future of trade'  
17th September 2014 , The Hague**



## *Why a new approach?*

- New patterns of poverty
- New world
- New position for the Netherlands



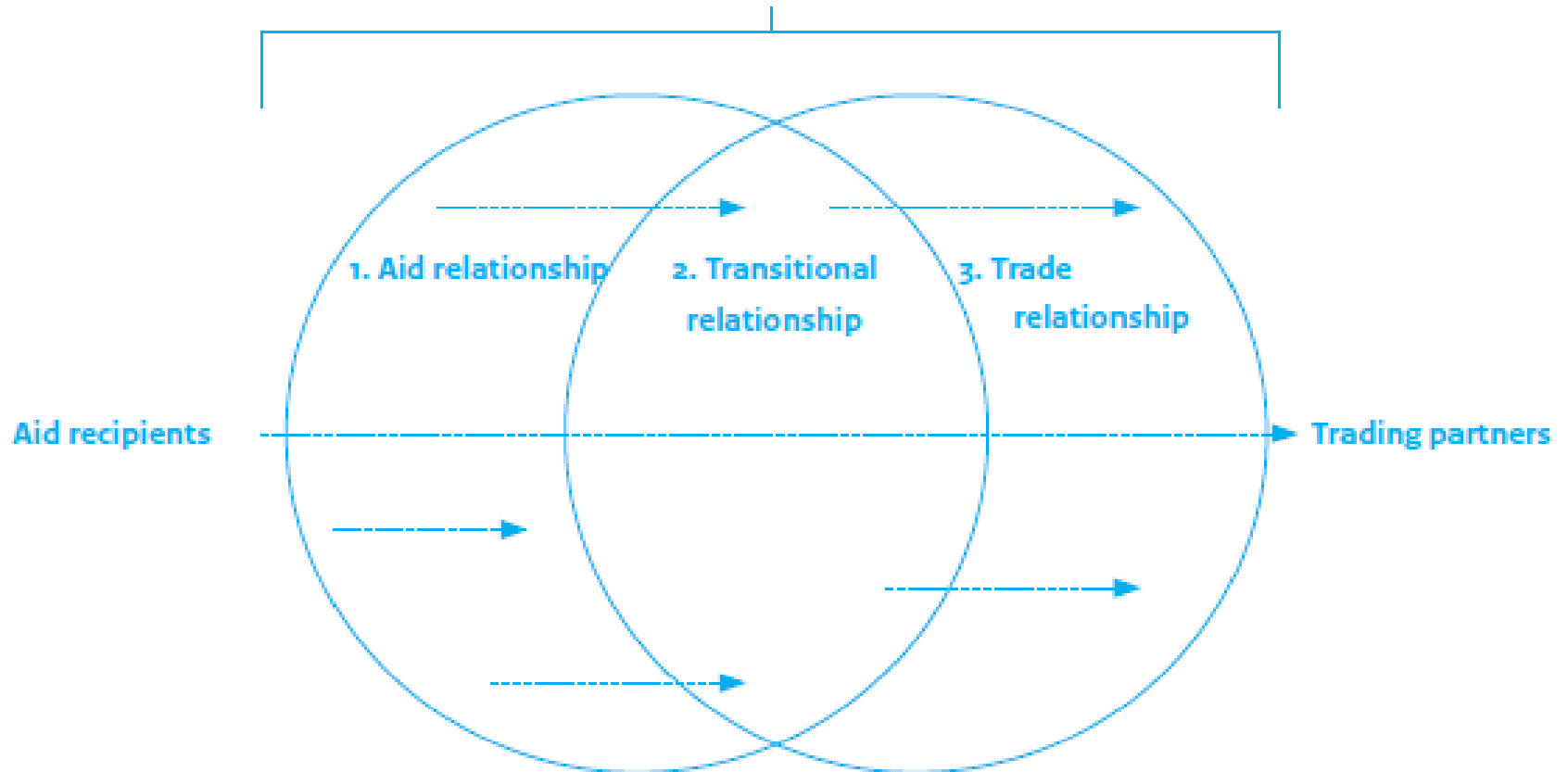
## *Dutch development policy pursues:*

- Eradicate extreme poverty in a single generation
- Sustainable, inclusive growth all over the world
- Success for Dutch companies abroad



# 3 types of relationships

International public goods





## Three Priorities Dutch Water Programme

- **efficient water consumption, particularly in the agricultural sector;**
  - Increase eco-friendly food production in partner countries through Dutch-funded programmes.
  - Improve water productivity and ratio of water consumption to agricultural yields by at least 25% in Dutch-funded programmes.
- **improved catchment area management and safe deltas;**
  - Support development of plans for sustainable growth and water security in at least eight catchment areas and deltas.
  - Contribute to cross-border mediation and joint catchment area management in at least seven large cross-border catchment areas.
- **improved access to clean drinking water and basic sanitation**
  - achieving sustainable access to safe drinking water and basic sanitation for 25 million people in urban and rural areas.
  - develop new partnerships, to improve management and stewardship of rural and urban water facilities, through PPPs and Water Operators Partnerships.
  - Apply a comprehensive approach to water management and the environment in at least 10 cities



## *Main Dutch goals for WASH*

- Provide access to safe drinking water and sanitary facilities for 25 million people
- Sustainability clause: requesting minimal 10 years functionality/service delivery
- Increased attention to urban areas and utility reform (Water Operator Partnerships)
- Stimulate Public-Private Partnerships: 'Fonds Duurzaam Water'



## 'Fonds Duurzaam Water'

- Offers opportunity to (Dutch) private companies to use their knowledge and innovation power for sustainable service delivery and to demonstrate this in new and upcoming markets.
- Objective: connect (Dutch) private sector to activities in developing countries ('Aid and Trade').
- Mix of social-investors, (technical)consultants, watertechnology companies and water utilities.
- Companies often work in partnership with NGO's, knowledge institutes and public parties.
- The 'Water Operator Partnerships' (WOPs) lead to stronger local water utilities but also offer chances for other sector parties within the Dutch water sector. Often Dutch NGOs, knowledge institutes and consultancy firms are following in the 'slip stream'.





# Aid and Trade

## Public Private Partnerships: Fonds Duurzaam Water

13 PPPs currently being implemented involving the following (Dutch) companies:

Overview private sector involvement in water PPPs	
Dutch	International
VEI	Soc Trang Water supply company Ltd
Alterra BV	Tra Vinh Supply and Drainage Ltd
Heineken Breweries	Nestle S.A.
Rebel Group Advisory BV	MS Consultancy
Rabobank Den Haag	WIENCO Ghana Ltd.
Goodwell Investment BV	K-rep bank
SNS Asset Management	
DHV BV	
Aquanet BV	
Ten Cate Nederland	
Pentair X-flow BV	
Royal Turf	
WAVIN	
Hatenboer-Water	
Dunea	



## *Bangladesh (country in transition): 'Building partnerships between public and private sector'*

Examples of 'Aid and Trade' policy are:

- Bangladesh Delta Plan 2100
- Partnership for Clean Water with IFC and local industry
- Water Operator Partnership between Dhaka Water Supply and Sewerage Authority and Vitens-Evides International
- MAX Foundation (Dutch NGO; rural water supply)
- BRAC Foundation (Local NGO; rural water supply, sanitation and hygiene)



Thank you!