

Energy Works Assists Entrepreneurs to Build Dutch Partnerships in Mozambique

Dutch Entrepreneurs seeking business opportunities in the energy sector in Mozambique, when they visited Mozambique in a business mission led by the Minister of Foreign Trade and Development Cooperation, Lilliane Ploumen. The Embassy of the Netherlands contracted Energy Works to organize a seminar on Corporate Social Responsibility and Local Content, as well as personalized matchmaking sessions between Dutch and Mozambican companies. The result was that the Dutch companies created a better understanding of potential business partners in Mozambique and the government, what will become an added value for national companies.

The seminar, attended by about 100 prominent personalities, featured a presentation of the advisor of the Minister of Mineral Resources, Mr. Henrique Cossa, as well as the Director of ENH Logistics, Mr. Eduardo Naiene. They stressed the importance of the involvement of national businesses in the opportunities in the energy sector. The Vice-President of Shell, Mr. Alexander Boertje as well as the representative of NABC (Netherlands African Business Council), Ms. Elisabeth Van Loon-Muller, confirmed that the Local Content has a compelling value and gave examples of what companies achieved in elsewhere in the world on this matter.

In the context of the seminar, the Confederation of Economic Associations (CTA) and NABC signed a memorandum of understanding, which advocates the exchange of experience, but above all training.

For this purpose a training plan already exists, according to Rogério Manuel, president of CTA, mainly in the provinces of Cabo Delgado and Nampula. The Netherlands has expertise in gas exploration, hence the strong interest in establishing a training platform that will allow to know how natural gas is being used.

Rogério Manuel said, moreover, that the memorandum incorporates several aspects related to corporate social responsibility and CTA wants to embrace the Dutch experience.

The mission, integrating 25 companies operating in the gas, energy and maritime infrastructure, representatives of academic institutions and non-governmental organizations, had also a meeting with the Minister of Mineral Resources and the Minister of Transportation & Communications. The Minister of Transport and Communications Gabriel Muthisse, informed the Dutch mission about investment opportunities in the ports of Maputo, Beira and Nacala, where a substantial increase in demand for services is expected in the coming years, in particular to serve the countries of the Community Development of Southern Africa.

The Minister of Mineral Resources, Esperanca Bias, said that later the Netherlands can help with the training of national cadres in the country. This year an unspecified number of Mozambican students may be sent to the Netherlands for their training in the area of hydrocarbons.

Energy Works is available to enhance partnerships between international and national parties.