

## **5 OPPORTUNITIES NL**

### **5.1 Best opportunities within the Peruvian/Ecuadorian public investment system**

The recommendations of paragraph 4.7 can be seen as opportunities for the Dutch water sector to get involved in Peru/Ecuador. The recommendations were categorized in type of intervention and based on this connected with the most likely funding source (See annex G for more explanations about this approach). Based on expert judgment with regards to the likeliness that funding can be arranged without putting a disproportional effort in it we color-coded the different recommendations. From red, via yellow, to green the score on likelihood increases. The decision on likelihood and stakeholders involved are explained in the table. The results can be found in the table below.

### **5.2 Follow up suggestions for assistance on priorities/ steps for implementation**

#### **Peru**

The dredging opportunities in Tumbes and in the Poechos reservoir are marked green as the private sector can demonstrate their added value based on elaboration of their business cases and compare it with current local practices and based on that trigger interest of the client. In both cases costs need to be made so there is an incentive to look at Dutch solutions if competitive. The interested companies can approach the involved stakeholders directly, although help from the embassy could increase the chances of success. Assistance of the Embassy might be through simply establishing connections or for example by organizing a brokerage event.

The Obras por Impuestos opportunity with DSM is also marked green as in this case the money is available but needs to be connected to a suitable project. This might be easier than finding budget for an initiative. Also the chances for the Dutch sector are bigger as no public tendering is needed. Assistance of the Embassy is needed for this opportunity. The Embassy could play an important role in defining a suitable project together with the regional authority and making sure they will assign a SNIP number.

We suggest the companies who are interested in maintenance or renewal of the measuring instruments in the Poechos Dam to contact the Embassy to get in touch with the operator of the dam. We don't recommend putting a lot of effort on this from the Dutch public sector as probably not many Dutch companies will benefit from this/ are interested in this.

There were two G2G opportunities defined about helping ANA with the establishment of budgets and distribution of roles. If the Dutch authorities are interested in collaboration with Peru the Dutch Authorities might have some special budgets for collaboration. It needs to be said that the collaboration should start based on the requests and not on selling the Dutch model. Peru already made major steps in the last years and within its own context.

For the other items we think a second mission is necessary to increase the chances of collaboration between Peru and the Netherlands. Such a mission should focus on all the recommendations not mentioned above. Discussions will be needed with ANA and potential funders focused on concrete definition of projects. Is ANA committed to fund these items or committed to help applying for grants or loans? Are the financial institutes really interested in these specific recommendations and what would it take to apply? And what can the Netherlands bring to the table?

Besides the financial part also on content more clarity is needed. For example for capacity building: how to organize this, with who on what items specifically, etc. With regard to Integrated Flood Management plans, what do we include in the scope and what not, which stakeholders need to be on board and can ANA arrange this, which basins have priority etc. The same

accounts for the FEWS opportunities, should we focus on a few basins or better offer help at a national scale, and should it focus on capacity building or should full implementation be included? The proposed mission should focus on finding out to which extent ANA is able to commit to a collaboration with the Netherlands, to make sure an effort from the Dutch water sector will be more focused and likely to success.

## **Ecuador**

Not all recommendations elaborated for Ecuador are opportunities for the Netherlands. Ecuador does not have much public funding available at the moment. Meaning that for any initiative from the Dutch Water sector other type of funding will need to be mobilized. This means that the balance between chances of success versus the efforts needed to set up the project is not very positive. Jambelí and Guayaquil are exceptions however.

In Jambelí the situation is very urgent, every day the situation gets worse, so something needs to be done. Also it's a problem that would fit with climate funding for which Ecuador is well positioned. A double effort is needed for Jambelí. The Dutch Water sector should explore if climate funds can be mobilized and the consulate should get in touch with the Gobernador of el Oro as he seemed to be interested in a solution for Jambelí. Maybe with some co-funding of El Oro at least a study could be financed. If the Dutch sector would be successful with solving the issues at Jambelí, maybe even with nature-based solutions this could be a way in for further involvement with respect to coastal erosion problems in Ecuador (Just as the Netherlands is involved in Colombia).

The flood issues in Guayaquil are quite political and often in the news. The Ministry of Risks is probably not the main stakeholder to solve the problems in the city. The national water authority for the river and the city itself for urban water are the main stakeholders. Especially with the city a relation needs to be built up, the city already expressed interest in this. Guayaquil has a lot of similarities with Rotterdam, therefore we think the visit of mayor Aboutaleb to Ecuador later this year could be a great opportunity to start a collaboration, on which from a public and private perspective can be built further. Without some G2G support it's not very likely the private sector will be able to get involved easily as not many firms have a strong base in Ecuador.