

Information Report 2018/2022

May 2022



About Dutcham



Who we are

Dutcham is the official Dutch Chamber of Commerce in Brazil, recognized by the Dutch Embassy and the Consulates and fully empowered by all major Dutch companies which are operating in Brazil.

Dutcham is a non-profit organization founded in 1952, with the objective to gather companies, entrepreneurs & business professionals, to share relevant information & expertise and ultimately to drive a more social and responsible business conduct in Brazil.



What we do

Dutcham organizes regular networking & content events, facilitates strategic activities, committees & workshops on different topics such as Sustainability, Diversity & Inclusion and Young Talents.

In addition, Dutcham supports Dutch entrepreneurs who are willing to do business in Brazil and provide them a soft landing platform with different services such as market surveys and matchmakings.



Our Purpose

The purpose at Dutcham is clear, "creating together a more sustainable, inclusive & inventive future in Brazil for all."



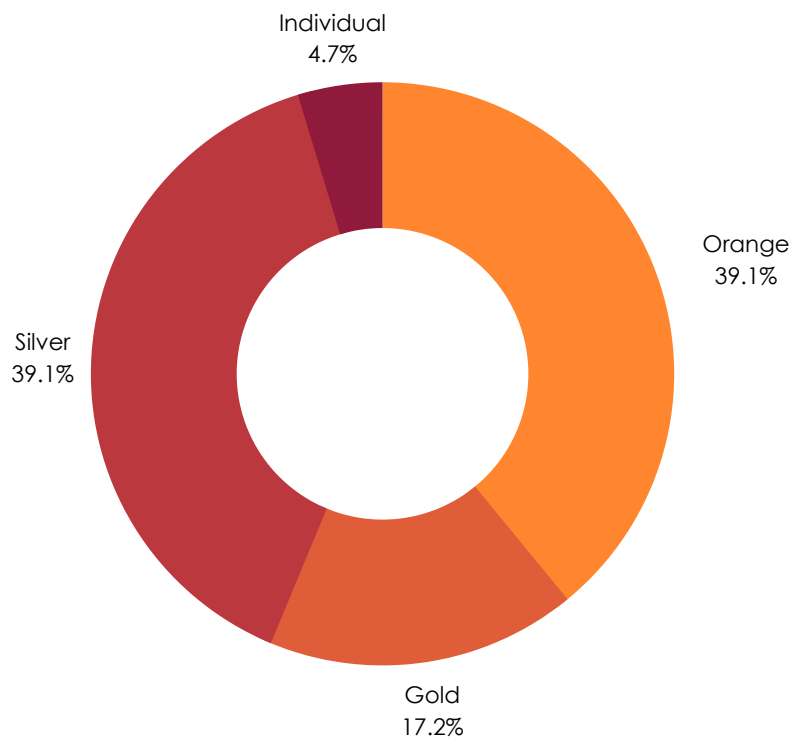
Our Members



65 Members

Strategic Partners

In 2022, Dutcham will reach a total of 65 active members, of which 25 will be so-called strategic "Orange Members", important Dutch companies and organizations with strong ties to the Netherlands, which are active in the Brazilian market. A large number of these companies actively participate in the day-to-day management of the association through their representatives on the Dutcham Advisory Board.



Our Partners



Kingdom of the Netherlands



**NL.IN.
BUSINESS**

Our Orange Members

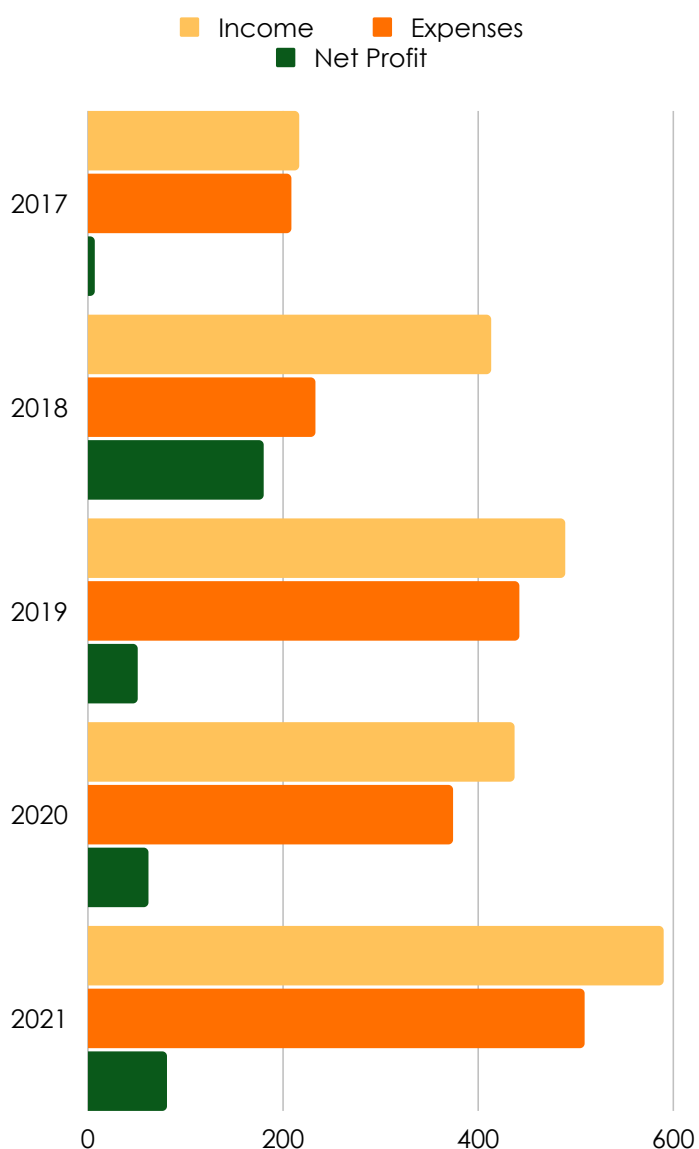


Dutcham
DUTCH BRAZILIAN CHAMBER OF COMMERCE

Growing Sustainably

Since the launch of the "new" Dutcham in 2018, the Dutch Chamber of Commerce has received a positive boost. Thanks to a complete re-newed management and a clear vision & strategy for the future, Dutcham has managed to recruit many new members over the last 4 years and became the real reference for all Dutch companies and entrepreneurs operating in Brazil.

A success that has also translated into a substantial growth in terms of income, more investments towards activities & events and a solid financial situation with clear guarantees for the future.



The newly generated income in 2018 was used in the first place to strengthen the financial cash position of the Chamber.

As of 2019, a balance has been found in the revenues of the Chamber and investments to support the growth through regular events, strategic activities and networking opportunities.

In 2020, at the onset of the pandemic, there was only a limited revenue decline, offset by a lower event spend, allowing to maintain the average profitability. Investments were made in social projects such as donation campaigns during corona-times to the health professionals and to people in need.

Since 2021, additional investments have been made in a new business platform to support Dutch companies willing to do business in Brazil.



P&L Reports

2018/2021

	Actuals 2017	Actuals 2018	Actuals 2019	Actuals 2020	Actuals 2021	Budget 2022
<i>Currency: R\$</i>						
Income out of Membership Fees		323.423	444.177	435.706	512.792	678.300
Other Income (reports, surveys)	-	-	-	-	36.000	30.000
NLUB - Accreditation Plan	-	-	-	-	41.248	163.400
Sponsorships (other)		54.892	29.659	-	-	
Events (ticket sales)		34.554	14.741	999	-	
Gross revenue	215.771	412.869	488.577	436.705	590.040	871.700
G&A						
Total G&A	(208.107)	(233.207)	(441.899)	(374.418)	(509.332)	(834.785)
Operational profit/(loss)	7.664	179.662	46.678	62.287	80.708	36.915
Bank costs	-	-	-	(4.080)	(4.168)	(5.400)
Bank application			4.081	3.594	3.823	3.500
Other financial income/expenses	-	-	-	-	750	-
Total financial results, net	-	-	4.081	(486)	405	(1.900)
Net Result	7.664	179.662	50.759	61.801	81.113	35.015

Growing income

Income from memberships has been doubled over the last 4 years mainly driven by the recruitment of more members and the upgrade of current members. From a total revenue of R\$ 323K in 2018 to a target of R\$ 678K in 2022. Additional income is generated through special projects & events and sponsoring programs with NLinBusiness.

Increased investments

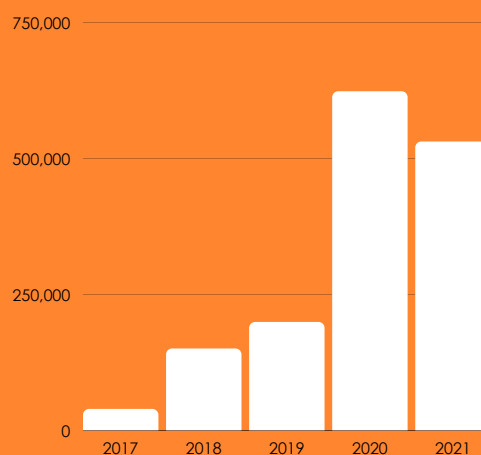
Newly generated income is used for the development of the Chamber in terms of operation (G&A), activities (events) and overall promotion (communication) of the Dutch business community in Brazil.

Total annual investments increased from R\$ 208K in 2018 to an objective of R\$ 835K in 2022.

Solid cash

One year of coverage

As a non-profit organization, the aim is not to generate profit, but to obtain an optimal level of investment through various activities and thereby drive the growth of the Chamber for the future. In addition, the management has set the target to build up a cash situation that will guarantee the operating costs of at least 1 year. An objective that has already been achieved since 2019.



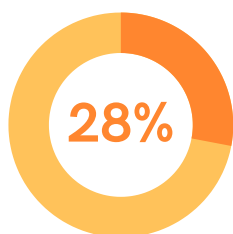
Our focus 2022



Dutcham does not solely have the ambition to bring Dutch companies together around networking events. But more than ever they want to open the debate on important themes such as sustainable, responsible business.

The objective of the Dutch companies is not only aimed at generating profit, but they also want to contribute to a better future for everyone in Brazil.

Dutcham leads and actively drives a Sustainability Committee to keep this discussion alive and join forces.



As every year, also in 2022, a year with a very high expected income from memberships, more than 30% will be reinvested in events & activities.



In addition to sustainability, Dutcham also engages in a debate on other important themes such as diversity and inclusion, with a primary focus on female empowerment and racial equality.

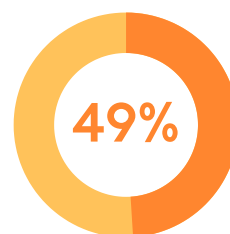
Together with an active D&I committee, small but important steps are being taken towards a more inclusive work and living environment in Brazil.

On the basis of awareness sessions, interactive workshops and the sharing of best practices between a number of important Dutch companies, the overall success of the committee grows significantly every year.



The Netherlands also stands for innovation and education. Many of Dutcham's activities are driven by these pillars.

The Orange Academy, founded in 2021 in collaboration with Rotterdam School of Management (RSM), Erasmus University, is a program that brings together young talents from different companies to share, learn and grow together. An innovative project that enjoys a lot of enthusiasm both within the Dutch business community and among the participating talents.



Almost half of the total budget on events for 2022 will be invested in the Orange Academy and other initiatives towards young business professionals.

For more information, contact Dutcham

www.dutcham.com.br

info@dutcham.com.br

Copyright © 2022 by Dutcham.

All rights reserved. This publication or any part of it may not be reproduced or used in any manner whatsoever without the express written permission of the publisher. The document is solely for an informational purpose, not for audit or financial reporting.