

## Van Der Linde Catering

# Simplifying cross-currency payments for smooth business operations



### The company

Van der Linde Catering + Events provides food, drinks and stylish hospitality for all kinds of occasions.

From intimate family dinners at home to large parties, the Rotterdam-based family business has been working hard for over 60 years to make every event a special moment and a memory to remember.

Director Hans van der Linde explains: “My grandfather and my father started one of the first lunchrooms in the Netherlands in Rotterdam over 60 years ago. Since then, we have grown into a mature SME with around 20 permanent staff.”

VAN DER  
**LINDE**  
Catering Services



Founded: **1962**



**20+** employees



**Netherlands & Dubai**

#### **Usages**

Incoming and outgoing payments

#### **Currencies**

EUR, AED, JPY

### The challenge

#### **Incoming and outgoing payments in dirhams for a contract in Dubai**

In 2020, Van der Linde was selected by the Dutch government to cater at the Dutch pavilion at the Expo 2020 in Dubai, where over 190 countries and organisations participated. Besides daily catering, Van der Linde managed events and VIP receptions. The task was complex. This event marked their first assignment

outside of Europe, and everything had to be sourced locally, including staff. “We needed to find a quick, cost-effective way to handle all payments and receipts in United Arab Emirates dirhams (UAE),” says Hans van der Linde.

## **The solution**

### **A currency account and the expertise of a dedicated specialist**

iBanFirst helped Van der Linde set up a foreign exchange account to exchange euros for UAE dirhams at a good rate. This provided the company with enough working capital to start operations. They could pay all invoices locally in UAE dirhams and received payments in

the same account. Hans van der Linde particularly appreciated the simplicity and user-friendly approach: “Once a week, I logged on to make all payments and checked incoming payments. It was very easy to do on the iBanFirst platform.”



Initially, I knocked on the door of our main bank, but currency trading is not one of its core activities. On the recommendation of a business partner, I got in touch with iBanFirst. Opening a currency account was hassle-free, much easier than applying for a regular bank account. Plus, the personal support from iBanFirst specialists who understand my business is refreshing compared to automated bank helplines.

**Hans van der Linde**  
Director of Van der Linde Catering & Events

## **The result**

### **Soon to be doing business in Japanese yen in Osaka?**

Van der Linde Catering looks back on a successful event. Visitors and guests of the Dutch Pavilion were able to enjoy a vegetarian food experience. Meals were all Halal with typical Dutch products such as vegetarian bitterballen, stroopwafels and hamburgers made from oyster mushrooms. The foreign exchange account at iBanFirst enabled the company to do business in UAE dirhams without any problems. At the end of the event, the balance was exchanged

back to euros at a good rate. Hans van der Linde will continue to work with iBanFirst's foreign exchange account.

The next World Expo will be held in Osaka in 2025. “We'll do our best to win the catering assignment for the Dutch pavilion again. If that succeeds, we'll work with iBanFirst to see how we can do smart business in Japanese yen,” he concludes.



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