State of play of the EFSD

EFSD Strategic Board
January 22nd, 2020

EIP Pillar 1 - EFSD Guarantees

28 Proposed Investment Programmes:

➔ €1.54bn ➔ leveraging €17.5bn

➔ to create close to 4 million jobs – addressing migratory pressures for women and youth

Geographic allocation:

- 2/3 Sub-Saharan Africa
- 1/3 NEAR

Leading Sector sustainable energy ➔ to generate 4+ GW, particularly in **renewable energy.**

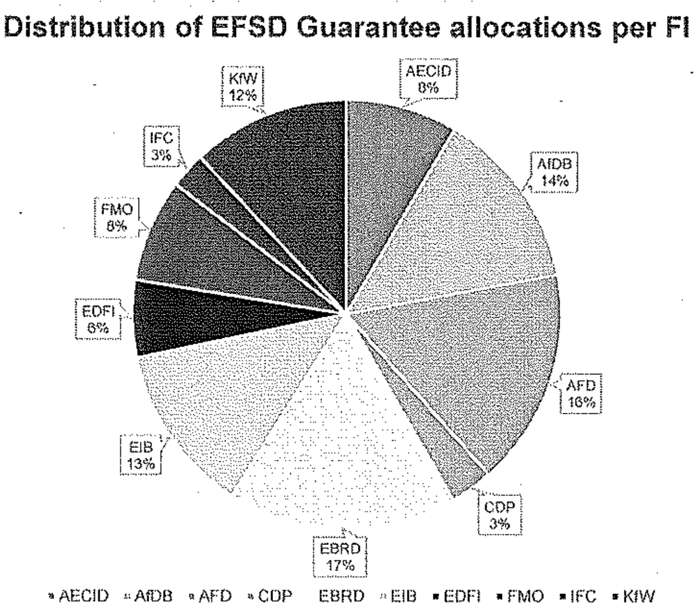
Other sectors:

- MSMEs – woman and young entrepreneurs in rural areas

Technical Assistance: capacity building for beneficiaries (local banks, end-beneficiaries) - € 150 million

EIP - EFSD Guarantees

Partnering with Financial Institutions



European Commission

EFSD Guarantee State of play

launch remaining PIPs (by 28 February 2020)

- Regional Liquidity Support Facility, AFD/KfW
- Boosting energy investments, EDFIs
- Agricultural and Rural Finance, AGREENFI, AFD

- Small Loans and Guarantee Program, IFC
- Room2Run, AfDB
- DESCO, AfDB
- FISEA+, AFD

- Africa GreenCo, AFD
- African Health Diagnostics Platform, EIB
- Financial Inclusion in the Neighbourhood, EBRD

Ongoing negotiations

- NASIRA FMO
- Archipelagos CDP/AfDB
- Ventures FMO
- RECIDE AECID/WB

- African Energy Guarantee Facility KfW
- Scale-up Renewable Energy Investments EBRD
- SME Access to Finance EIB

Signed

EFSD Guarantee

Next Steps

- ***Completed guarantee agreements have set standards in particular for***
  - Horizontal policy provisions (reporting, OLAF, anti-money laundering, tax evasion/ avoidance, EU restrictive measures, etc.)
  - Financial principles (pricing, rating, incentives to cover LDCs, fragile countries and policy priorities (migrants, women and young people))

- ***On this basis, negotiations on the remaining PIPs will be launched by 28 February.***

EIP - EFSD Blending

- ***€ 3.1bn ➔ leveraging € 29.7bn for 154 projects:***
  - Sub-Saharan Africa - € 13.5bn in 78 projects (€1.8 bn)
  - EU Neighbourhood - € 16.2bn in 76 projects (€1,3 bn)

- ***Variety of sectors:*** *transport, energy, private sector development and agriculture.*

- ***Additional allocation in 2020➔ total blending to approach € 3,5bn***

EIP - EFSD Blending – Sub-Saharan Africa – *AIP*

- ***Sectoral distribution:***
  - transport (44%)
  - energy (34%)
  - private sector development (8%)
  - agriculture (7%)
  - Other (7%) – ICT, water, forestry, urban development
- ***Estimation for regional breakdown:***
  - West Africa (30%)
  - Eastern, Southern and Indian Ocean (43%)
  - Central Africa (10%)
  - Continental projects (17%)
- ***Leading countries:*** Madagascar (€ 200m), Zambia (€ 153m), Mali (€ 129m), Uganda (€ 120m), Senegal (€ 107m)
- ***Country Groups*** *(est):* LDCs: 76%, MIC: 24%, land-locked 42%
- ***Rio Markers****: Rio Marker 1: 30%, Rio Marker 2: 22%*

EIP – EFSD Blending
– *Africa Investment Platform*

Forecast for 2020 and beyond

- Additional EUR 170 million currently expected to be allocated in 2020
- Geographical focus on national projects in East and West Africa
- Sectoral focus on energy, but also private sector, agriculture and transport.

EIP - EFSD Blending - *NIP*

Sectoral Distribution:

- private sector development (32%)
- energy (25%)
- water and sanitation (18%)
- environment (5%)
- transport (11%)
- other (9%) – urban, social, agriculture

Estimated regional allocation:

- Eastern neighbourhood (44%)
- Southern Neighbourhood (56%)

Rio Markers: Rio Marker 1: 34%, Rio Marker 2: 24%

EIP – EFSD Blending - *Neighbourhood Investment Platform*

Forecast for 2020 and beyond

- Based on pipeline, requests for NIP grants expected of approx. EUR 520 million in the East and some EUR 900 million in the South
- All requests will need to be carefully assessed
- ***Eastern Neighbourhood:*** mainly climate action, investment in digitalisation and youth
- ***Southern Neighbourhood:*** more proposals are needed for Jordan, Lebanon and Palestine; for the first time, a proposal had been received for Algeria

Financing mobilised through EFSD – more than € 47 billion

(billion Euros) Jan Today	***1/1/2018***	***1/1/2019***	***1/1/2020***
EFSD guarantee	*-*	*17.5*	*17.5*
EFSD blending	*10.6*	*19.4*	*29.7*
Total leverage:	***10.6***	***36.9***	***47.2***

Blending

154 sustainable investment projects:

- *78 in Sub-Saharan Africa - € 13,5bn*
- *76 in Neighbourhood - € 16,2bn*

Guarantees

28 investment programmes

EIP Pillar 1 - Current State of Play
EFSD Funding €4.65 bn mobilizes €47bn

EFSD Guarantees
€1.54bn mobilizes €17.5bn

28 Proposed Investment Programmes:

→ *Close to 4 million jobs (woman, youth)*
→ *Reducing carbon emissions by 6000 kT / year)*
→ *less migration pressure*

2/3 in SSA, 1/3 in NEAR

Leading Sector - *Sustainable Energy* *– 4+ GW, incl renewable energy*

Other: *MSMEs* *(woman, youth entrepreneurs) in rural areas*

TA €150 million: capacity building – local banks, end-beneficiaries

EFSD Blending
€3.1bn mobilizes €29.7bn

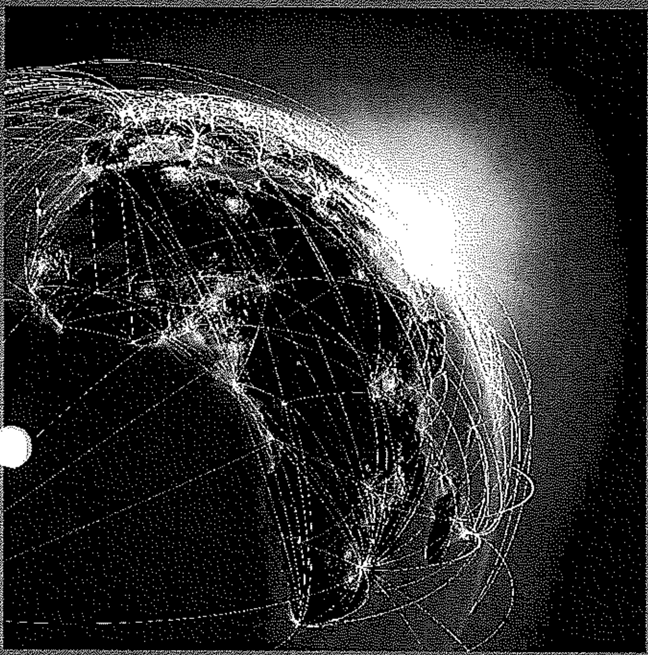
154 Investment Projects:

- *SSA:*
- **78 projects, €1.8bn> 13,5bn**
- *NEAR:*
- **76 projects, €1.3bn> €16.2bn**

SSA Sectoral Distribution: *transport 44%, energy 34%, private sector development 8%, agriculture 7%, other 4%.*

NEAR Sectoral Distribution: *private sector development (32%), energy (25%), water and sanitation (18%), transport (11%), environment (5%), other (9%)*

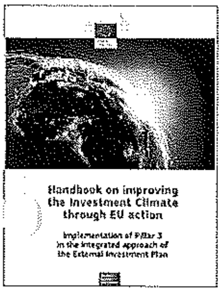
European Commission



EFSD Strategic Board

The External Investment Plan Pillar 3 - State of Play

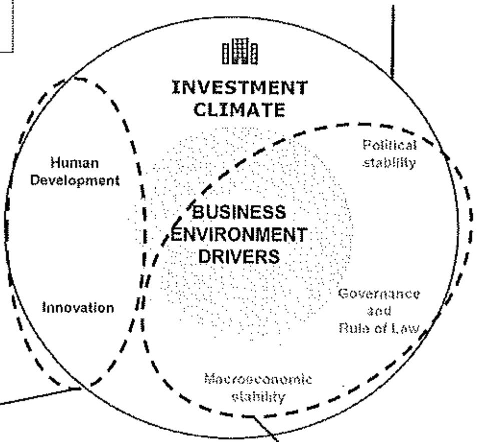
22 January 2020



Investment Climate

Drivers

Wide range of location-specific factors determining whether domestic and foreign investments happen.

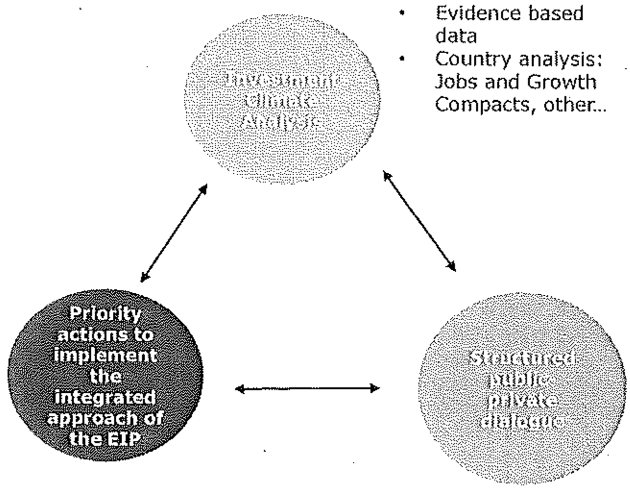


Human centred drivers

Macro level drivers

Building blocks

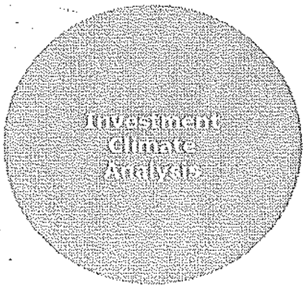
- Evidence based data
- Country analysis: Jobs and Growth Compacts, other...



- Support countries' reforms and optimise policy mix
- Policy dialogue, budget support and TA
- Capacity building to public and private actors

- Private Sector Engagement
- Sustainable Business for Africa (SB4A, other PPDs)
- Structural Reform Facility for the Eastern Partnership

Building block 1: Investment Climate analysis



Deepening **Market Analysis**: understand markets intelligence, competitiveness and challenges

- Jobs and Growth Compacts (JGC)
- National EPA Implementation Plans (NEIP)
- Other investment climate diagnostics: Doing Business reports (World Bank), G20 Compact with Africa etc

Contribute to **identification** of investment climate constraints, and needs for reforms

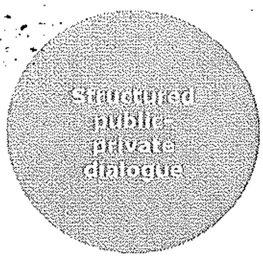
Examples:

- Mapping of investment climate priorities in **Central Africa Republic**
- Diagnostics of key priority reforms to improve business environment under Structural Reform Facility in the **6 Eastern Partnership countries**

Building block 2: Structured public-private dialogue

Objectives

- Building on analysis of investment climate, **bring together** local, international and European private sector in the country
- Identify the barriers to investment faced by businesses, and have the **business perspective** on the reforms needed
- **Facilitating role of EU Delegations**: sustained and long term process, adapted to local context and institutional arrangements
- In Sub-Saharan Africa: **Sustainable Business for Africa** (SB4A) platform: also match-making of businesses and investors, identify investment opportunities



Examples:

- In **Nigeria**, under the Energy Platform, public-private dialogue successfully promoted change in the public procurement mechanisms to attract investment in the solar sector

- In **Neighbourhood countries**, sector specific public-private dialogues at several levels, including within regular sectoral sub-committees established to monitor progress in sectoral implementation of bilateral agreements with partner countries

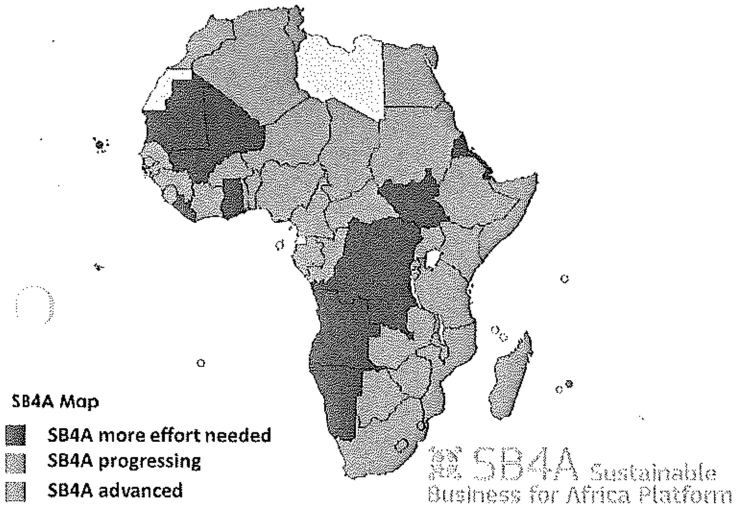
Structured public-private dialogue

Structured public-private dialogue (2)

Country level

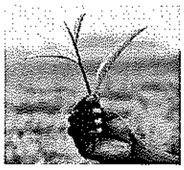
The Sustainable Business for Africa Platform (SB4A)

Clear progress in advancing public-private dialogues



Sector level

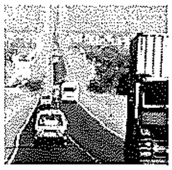
Africa-Europe Alliance: High Level Taskforces



Rural Africa Taskforce
Final report issued in June 2018

Digital Economy Taskforce
Final report issued in June 2019

Energy Taskforce
Final report issued in November 2019



Transport Taskforce
Final report to be issued in early 2020

Building block 3: Prioritised actions for investment climate improvements

Priority actions to implement the integrated approach of the EIP

Building on analysis and structured dialogue, **prioritized actions**:

- Continuous **support to partner government** reforms
- Boosting **local private sector development**

Examples:

- New investment climate programme in **Mozambique** (€9M) providing capacity building to implement the registration and land property rights regulation
- Upcoming Budget Support programme in **Tunisia** (€80M) on Economic Governance and competitiveness.

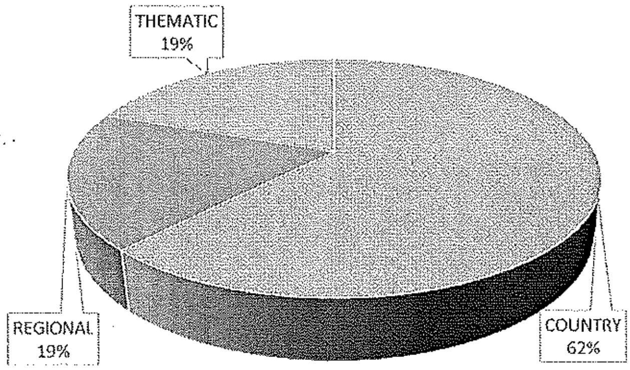
Women Economic Empowerment will be a horizontal EU priority:

- Supporting legal, policy and regulatory reforms to tackle the barriers faced by women in the economy (e.g. property and land, family and inheritance laws, customary laws and practice,...) and opportunities for women in digital economy

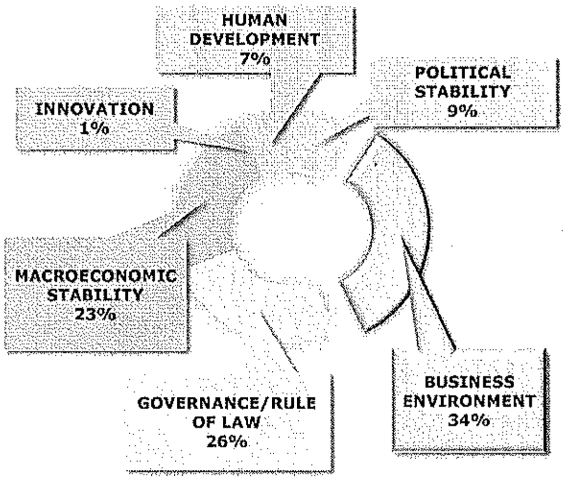
Measuring funding for investment climate drivers in Africa - 2018

In 2018, business environment payments from EC in Africa number to **EUR 718 M** and thus *exceeding the annual target of EURO 350 M*

2018 Business environment reforms actions in national, regional and thematic funds



Funding according to investment climate drivers



Thematic support and facilities promoting Pillar 3 implementation in particular in Sub-Saharan Africa

Trade and Private Sector Development Facility (TPSD):

- Global scope with strong focus on supporting the EIP implementation
- 30 short term missions supporting DEVCO and EUDs implementing EU policies and related to private sector and trade

Budget: 4m euro, 2017-2021

Tradecom II:

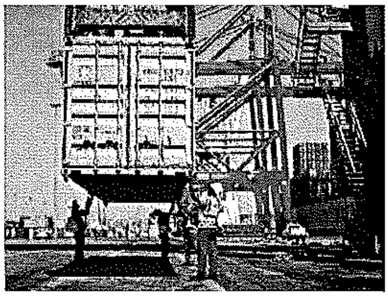
ACP entities/govt; Demand driven
Budget: 40m euro

1. Trade policy regulation support
2. EPAs, Regional and WTO trade agendas
3. Customs matters
4. Market Access standards
5. Competitiveness and investment

Support to business friendly national and regional policies and strengthen value chains:

ACP Countries. 34.7 m euro
Joint and coordinated intervention at country and regional level.

- WB. Macro level (regulatory and policy). 12 m euro
- UNIDO. Meso level (Investment promotion). 8 m euro
- ITC. Micro level (strengthening and support to VC). 14,7 m euro



Almost 800 EU Del and HQ staff participated in trainings since 2018

Specific training for EU MS on EIP in June 2019

On offer in 2020 as well

NEW

Towards more flexible and demand-driven TA support in Sub-Saharan Africa

NEW Rapid Respond Facility for Investment and Business Environment

Sub-Saharan Africa. 10 m euro, among others, for:

- Business Registration, Regulation and Licensing
- Enabling Better Access to Finance
- Industry Competitiveness and Innovation
- Trade and Investment Policy analysis
- Crosscutting (i.e Women Economic Empowerment, green investments and circular economy)

Potential Beneficiaries: Sub-Saharan countries through demands channelled via EUD

Implementation through **World Bank Group's advisory services**

NEW Investment climate (IC) Facility implemented by MS consortium:

ACP Countries. 10 m euro, among others for:

- Capacity building of local Development Finance Institutions
- Ecosystem/stakeholder mappings (sector-specific, general)
- Value chain analysis and development
- Strengthening public-private dialogue mechanisms (sector-specific, general)
- New approaches (social entrepreneurship and building informal sector support models)

Potential Beneficiaries: Sub-regional, national and regional government+ business associations + non-state actors engaged in improving the business environment.

Implementation through **EU MS agencies** (GIZ, France Expertise, British Council, SNV) giz EXPERTISE FRANCE SNV

Building a joined-up approach with EU Member States

What has been done so far?

- Objective for a joined up approach launched during **EFSD Strategic Board** in January 2019
- Experience sharing at **expert level in March 2019** (private sector development Expert Group) and exchanges during the meeting and in writing
- **Member States Training** on EIP organised in June 2019
- Working sessions with Member States and IFIs organised during **EIP outreach events** in Sub-Saharan Africa in 2019 (Cameroon, Angola, Ethiopia, Kenya, Sierra Leone, Senegal, Zambia, Ghana, Togo- variable attendance from 2 to 13 people) – to be continued in 2020

Joined-up approach : Next steps

Deepening **coordination and synergies** on investment climate, building on existing local donor coordination mechanisms and MS specific areas of expertise and networks:

- Share investment climate analysis (studies, Jobs and Growth Compacts, G20 compact process, etc)
- Mobilise MS Chambers of commerce and companies to participate in structured public-private dialogue, and to work with EU Chambers of Commerce
- Coordinated EU+MS support to investment climate improvements (including political dialogue, division of labour and joint programming)

Concrete **milestones**:

- Next MS expert group in March 2020
- EIP outreach events in 2020 – specific sessions with MS: 10 countries planned
- Training offer on demand for MS in 2020
- Work on programming to start
- Several High Level Business Fora at country level in 2020 starting with Uganda in March 2020, and EU-Africa Business Forum in the margins of the EU Africa summit in October 2020

Structured public-private dialogue in the Neighbourhood

Regional Investment Projects for the South Neighbourhood

- **Promoting Investment (OECD):** mapping of Investment Promotion Agencies 'IPAs' in the Mediterranean, and peer learning with EU IPAs. Capacity building on regulatory reforms for investment, FDI statistics, and investment promotion.
- **Business Environment (GOPA)**: support authorities on policy reform/enhanced regulatory framework for SMEs (internationalisation, access to finance and women entrepreneurship).
- **Public Finance Management (IMF):** assist finance ministries and central banks on public investment governance, enhanced banking supervision and upgrading banking regulation to Basel III standards.

Structured public-private dialogue in the Neighbourhood

The Structural Reform Facility for the East (SRF)

3 Components:

- **Investment and business climate (EBRD):** map key constraints and identify priority reform areas to improve the business environment and investment climate. Identify existing donor-supported technical assistance activities in these areas to avoid future duplication of efforts.
- **Deepening Financial Markets (World Bank):** developed individual analytical country diagnostics and focus on reforms aiming at improving stability and diversification of the financial sector.
- **Public finance management and fiscal governance(IMF):** assist the authorities in the implementation of pre-identified reforms, including public expenditure and financial accountability.

Structured public-private dialogue in the Neighbourhood

The Structural Reform Facility for the East (SRF)

- **Investments & Business Climate,** Camilla Otto, ERBD

EU-EBRD Country-specific Investment Climate Reviews and Action Plans for Eastern Partnership countries

Overview for EFSD Strategic Board

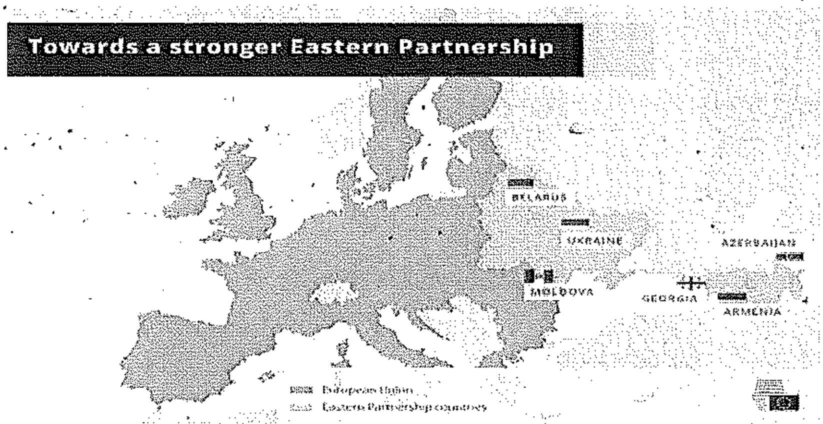
EU4Business

European Bank for Reconstruction and Development

22 January 2020

OFFICIAL USE

2. EU-EBRD Country-specific Investment Climate Reviews and Action Plans (ICAPs) for Eastern Partnership countries



- **Funded through the SRF in support of EIP Pillar 3: "*Investment Climate*"**
- **Designed to:**
  - **support sustainable and equitable economic growth across the region;**
  - **generate investment opportunities; and**
  - **improve socio-economic conditions & employment prospects for citizens**

3. A Structured Approach

3-phase project designed to help improve the business and investment climate in each of the six EaP countries by:

Phase 1: Developing Investment Climate Action Plans (ICAPs) for each of the 6 Eastern Partnership, including country stakeholder consultations
(April – November 2018)

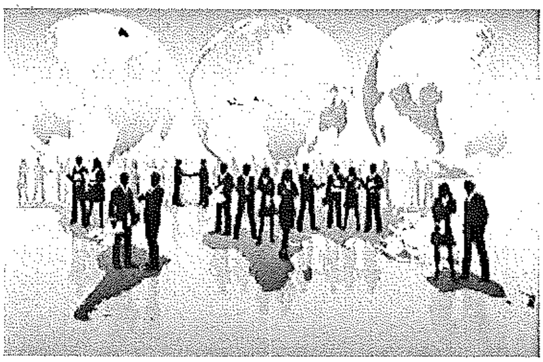
Phase 2: Facilitating 2nd round of joint EU-EBRD stakeholder consultation workshops to validate ICAPs and prioritise proposed TC interventions
(October 2019 – February 2020)

Phase 3: Implementation of selected TC interventions
(from March 2020)

4. Phase 1: ICAPs - Purpose & Outcomes

EU4Business

- examine the macroeconomic situation of the country and assess the current performance of the private sector, looking at constraints faced by businesses, including specific obstacles for women-led businesses.
- draw on existing research by the EBRD and other institutions, including the World Bank, IMF and World Economic Forum as well as in-country stakeholder consultations.
- identify major obstacles for private sector growth by sector and by cross-cutting theme, focusing on the institutional environment for the private sector (eg. governance; regulatory constraints), as well as key drivers of growth (eg. innovation, global integration (trade & FDI)).
- map existing donor activity and proposed potential new technical assistance initiatives that could help address the major obstacles identified to private sector growth.
- with a view to helping inform EU programming decisions and facilitate donor coordination around priority interventions.



5. Phase 1: ICAPs -Methodological Approach

Investment Climate

Private Sector Performance Assessment: Key Sectors
- Agriculture & Agribusiness
- Manufacturing & Services
- Financial Sector
- Energy & Natural Resources
- Infrastructure

Institutional Environment for the Private Sector
- Governance
- Regulatory & Administrative Constraints
- Institutions for Competitive Markets

Drivers of Growth
- Entrepreneurship & SMEs
- Global Integration Trade & FDI
- Innovation
- Human Capital & Skills
- Gender & Inclusion

6. Phase 1: ICAPs – final product

2. PRIVATE SECTOR PERFORMANCE ASSESSMENT: KEY SECTORS

2.1 AGRICULTURE AND AGRIBUSINESS

Overview

Agriculture is a key sector in Armenia's economy, employing 36 per cent of the population and contributing to 28 per cent of exports in 2015.[8] While only 15 per cent of Armenian land is arable, the climate is beneficial for agriculture produce, in particular fruit and vegetables.[9] Although informality is prevalent in the sector, subsistence farming is becoming more sophisticated with an increasing range of products being grown (in particular tomatoes, grapes, potatoes, berries and wheat). Productivity has been increasing with labour moving out and (public) investments into technology rising, but yields still remain significantly below potential.

A typical farm in Armenia holds only 1.48 ha of arable land, compared to an EU average of 16.1 ha. It is estimated that over 90 per cent of agricultural output is produced by small family farms.[10] Fragmented land ownership and generally outdated technology prevent Armenia's agribusiness from benefiting from economies of scale and moving up the value chain. The processing industry mainly consists of beverage manufacturing (wine, spirits), vegetable and canned fruit production, and tobacco. Agricultural exports remain relatively dependent on Russia and have suffered from volatility as a result. Export diversification could provide greater stability and growth potential in the long term.

In order to strengthen their exports to global (and notably Western European) markets, local agribusiness producers will have to improve their compliance with quality and health standards in those markets. Standards and certification schemes, particularly with regard to food safety, need to be introduced in order to enable increased exports. More support for small and medium producers to recognise the benefits of and achieve compliance with requirements of international food safety standards could support further growth.

Lack of access to finance and insurance products constrains farmers' willingness and ability to invest. Expanding production capacity and moving up the value chain will require greater support and services for farmers, either through producer associations

[8] The World Bank, *Future Armenia: Connect, Compete, Prosper- A Systematic Country Diagnostic*, Washington D.C., World Bank Group, 2017, p.15.
[9] The World Bank, *World Bank Open Data – Arable land (% of land area)*, [website], 2017, [illegible], (accessed 24 October 2018).
[10] Food and Agriculture Organisation of the United Nations, *Family Farming Knowledge Platform- Armenia*, [website], 2018, http://www.fao.org/family-farming/countries/arm/en/, (accessed 25 October 2018).

and cooperatives, or through cooperation with larger companies (e.g. supermarkets, export wholesalers).

While the institutional framework is relatively strong, the monopolistic and collusive behaviour of some commodity and agricultural input importers and exporters constrains competition in the sector. The obsolete transport infrastructure and undeveloped logistic networks lead to high transportation and logistics expenses, further hampering the competitiveness of Armenian products, domestically and abroad.

Key challenges and priority reform areas

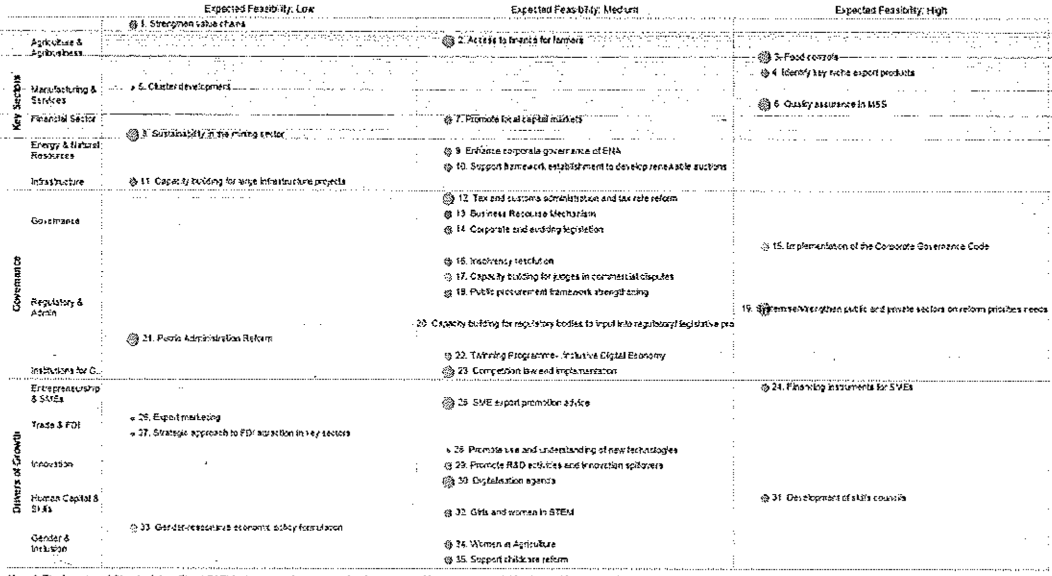
- Fragmented land ownership and outdated technology slow down the sector's ability to move up the value chain towards more exportable products.
- Lack of access to finance and agricultural insurance products constrain the development of the sector.
- Agribusinesses have limited awareness of the benefits and requirements of international food safety standards. There is a lack of standards and certification infrastructure.
- Concentration of exports to a few markets results in volatile revenues. Information about and connections with other final markets are lacking.
- Lack of modern, appropriate skills in horticulture, agronomy, veterinary and food processing technologies restricts growth.
- Limited and outdated agricultural infrastructure and equipment limits productivity of the agricultural sector.

Potential Technical Assistance activities

1. **Strengthen value chains:** Develop a strategic approach to expanding agribusiness value chains by supporting aggregator companies to develop their supply chains in a more strategic, systematic and inclusive manner, building up supply capacity (including through the support of producers' associations and the implementation of the recently adopted Law on Cooperatives).
2. **Access to finance for farmers:** Develop/aggregate a database of farm operations (covering crop types, farm characteristics, yields and risks, with farm ownership disaggregated by gender) and turn it into a credit information tool for local banks to inform their credit assessments. This could be coupled with risk-sharing support from IFIs.
3. **Food controls:** Strengthen and expand infrastructure (accreditation management, inspection and laboratory capacities) to improve food safety and quality standards.
4. **Identify key niche export products:** Support the development of a strategy to identify and expand key crops/products suitable for export, and provide targeted/specialised advisory, capacity building and extension services to farmers for such products (e.g., horticulture, nuts and organic produce).

7. Phase 1: ICAPs – impact/feasibility mapping of targeted TC Activities

Figure 3: Proposed technical assistance activities in Armenia

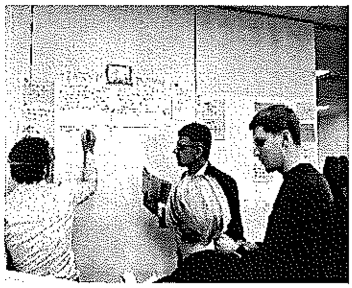


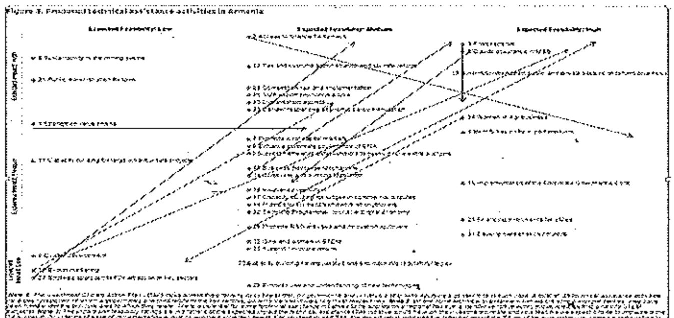
Note 1: The Investment Climate Action Plan (ICAP) looks across the economy by (i) key sector, (ii) governance and (iii) drivers of future growth, applying a gender lens in each case. A total of 35 technical assistance activities have been proposed, of which approximately one third relate to the key sectors, governance and drivers of growth respectively. Note 2: Approximately one third of the proposed activities would fall into EBRD's competence, one third into the competence of other (non-EBRD) implementing agencies, and the final third into either EBRD and other agencies' competence. Note 3: Where some technical assistance initiatives cut across multiple sectors they have been listed under the principle area to which they relate. There is potential for some technical assistance initiatives to be scoped on a regional basis (e.g. gender sensitive economic policies, getting girls into STEM subjects). Note 4: The impact and feasibility ratings are indications of the expected impact the TC would have on the investment climate and how feasible we expect it to be to implement the TC successfully, in terms of ease of implementation and/or government appetite/interest.

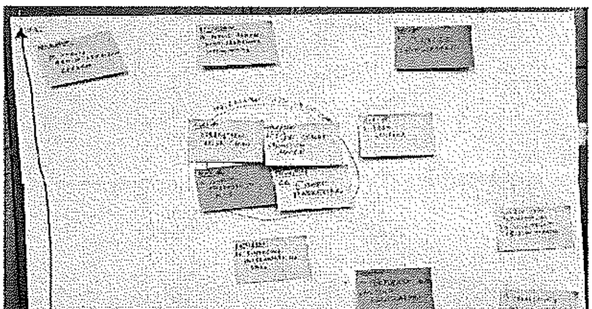
Expected Impact
- Low
- Medium
- High

Agency
- EBRD
- EBRD/other
- other
- TBD

8. Phase 2: outcome - stakeholder prioritisation of TCs for potential implementation







9. Application of ICAPs & Next Steps

- *Implementation of selected priority TC interventions (3rd project phase, from March 2020);*

- *EU/donors to use ICAPs as programming and coordination tool;*

- *EBRD to use ICAPs as programming tool and to inform EaP Country Diagnostics and Strategies*

- *Potential for EBRD to update EaP ICAPs on annual/biannual basis?*

- *Potential for EBRD to replicate ICAPs in other regions of operation?*

THANK YOU

OFFICIAL USE

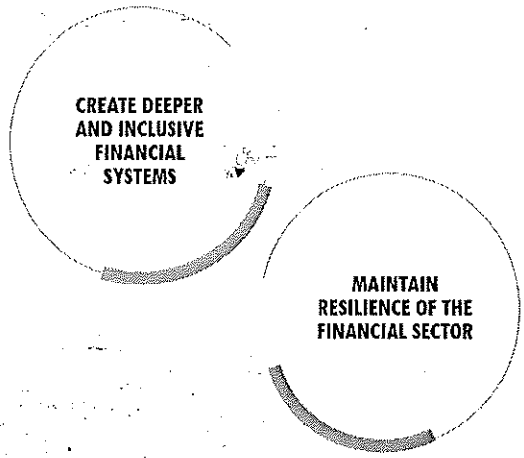
Structured public-private dialogue in the Neighbourhood

The Structural Reform Facility for the East (SRF)

Diversifying Financial Markets in the Eastern Partnership countries, Matija Laco, World Bank Group

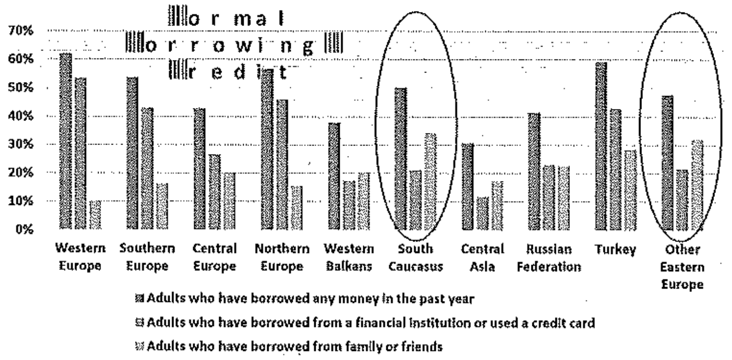
Introduction

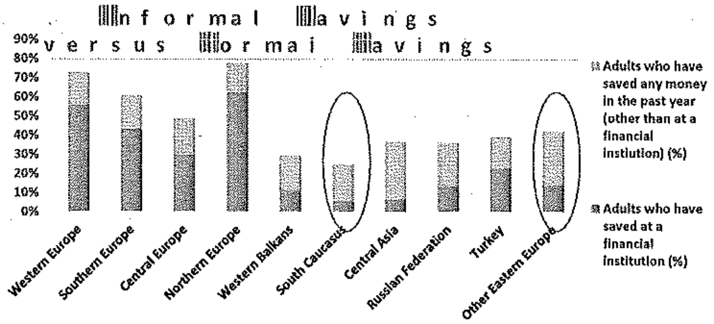
- Structural Reform Facility
- Strengthening and diversifying of the financial sector in the EU Eastern Partnership countries
- Structure: Phase I and Phase II
  - **Phase I: Stocktaking diagnostic**
    - Assess the development of the financial sector (6 Financial Sector Diagnostics Reports)
    - Identify priority reforms to strengthen and develop financial sectors
    - Propose a comprehensive list of proposed measures and policy actions (6 Action Plans)
  - **Phase II: Implementation of selected reforms**

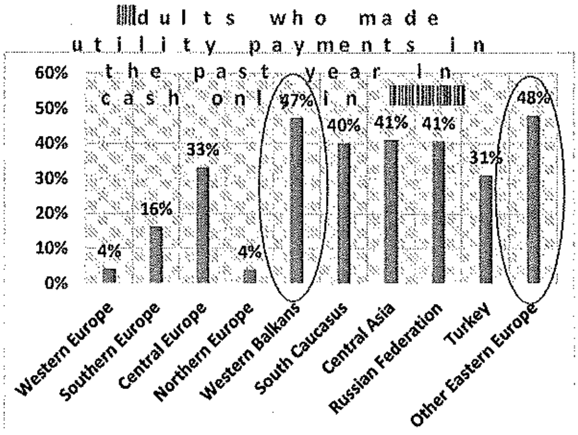


- ✓ Faster economic growth
- ✓ More stable, resilient and transparent financial systems
- ✓ Enhanced job creation
- ✓ Unlocking higher levels of investment

Low levels of financial intermediation and inefficiencies (credit, savings, payments)







Source: Findex 2017, World Bank
Note: Averages are weighted by population.

Common denominator of reform agenda in Eastern Partnership countries

Strengthen effectiveness of government policies and support programs

Expand provider, product and funding diversity

Enable innovation and digitalization of financial services

Ensure responsible financial access

Increase access to finance through credit channel

Increase availability of long-term finance

Provider, product and funding diversity -- example

- **Strengthening non-bank credit institutions**
  It provides resources and access to capital to the financially underserved, such as those who are unable to get checking accounts, lines of credit, or loans from traditional banks.

- **Deepen leasing, invoice finance & asset-based lending**
  - An increasing range of financing options has become available to MSMEs, but the development and the use is highly uneven.
  - This can pose a challenge to newer, innovative and fast-growing companies, with a higher risk-return profile.
  - Raise awareness of leasing (including in new and/or less developed market segments i.e. equipment, machinery, IT) and invoice & asset-based lending
  - Enhance availability of agriculture financing

- **New electronic platforms/registries to facilitate modern credit products such as supply chain finance, factoring and asset-based lending through electronic invoice registries and accounts receivables/factoring electronic platforms**

- **Financing innovation – provision of financing to innovative companies through risk sharing/blended financing instruments**

Thank you

For discussion

- *Questions on presentations*

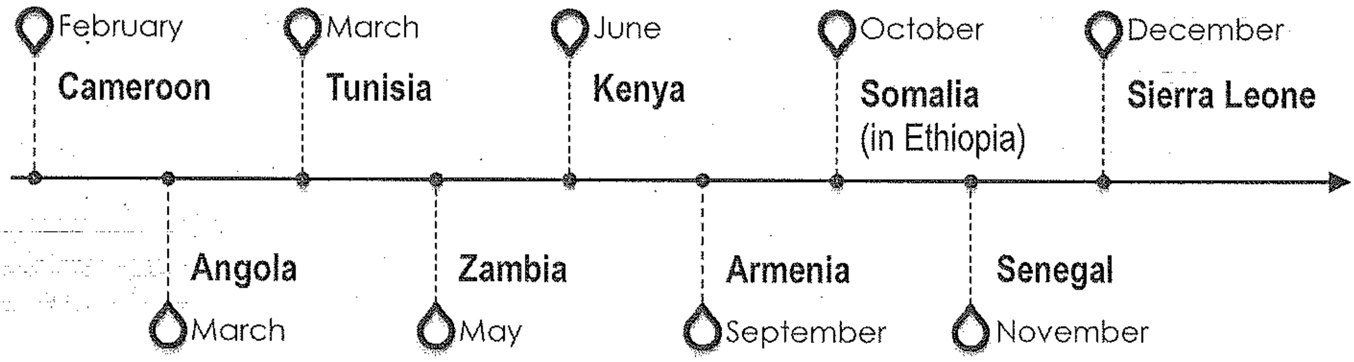
- *Do you have concrete suggestions or examples of how to enhance joint efforts at country level towards a joined-up approach?*

The EU External
Investment Plan

Sharing risk. Maximising impact.

1. Outreach events in 2019

1.1. Outreach events in partner countries, 2019



Outreach events in numbers

To end 2019

Reached

1,200 business representatives

1,100 EU staff & officials from Member States

Involved

2-9 partner financial institutions per event

9 representatives from EU Member States' embassies

1.2.

Third party events

Consistent presence

PROMOTE 19

7ème SALON INTERNATIONAL DE L'ENTREPRISE DE LA PME ET DU PARTENARIAT DE YAOUNDE

16-24 Février 2019 | Palais des Congrès, Yaoundé

THEME : "CLIMAT DES AFFAIRES ET DEVELOPPEMENT DURABLE"

AFRICA INVESTMENT FORUM

EU Ethiopia Business Forum 2019

14 - 15 May - Brussels

Third party events in numbers

To end 2019

Reached	3,500 business representatives	
Involved in	15 events in total	8 in EU Member States

2. Outreach events in 2020

2. Outreach events in partner countries, 2020