

# **Global Gateway and private sector involvement**

## **EBOWN 2025 annual meeting**



**02.06.2025**



## Messages from President von der Leyen's Mission Letter to Commissioner-designate Mr Jozef Síkela<sup>1</sup>

- **Take the Global Gateway from start-up to scale-up**
- Continue building on the **Team Europe Approach**
- Make the **GG a trusted and quality brand** [...] including the **mobilisation of private funding**, measuring the impact and results of investments.
- Strengthen **transparency and communication** [...] and the **stakeholder dialogue** in the EU and partner countries

1) [https://commission.europa.eu/document/6ead2cb7-41e2-454e-b7c8-5ab3707d07dd\\_en](https://commission.europa.eu/document/6ead2cb7-41e2-454e-b7c8-5ab3707d07dd_en)



**Jozef Síkela**

Czech nationality



**Minister of Industry and Trade**

2021–present

**Member of the Board of Directors, Erste Group Bank AG, Vienna**

2015–2020

**CEO and Chairman of the Board, Slovenská sporiteľňa, A.S.**

2010–2014

**CEO and Chairman of the Board, Erste Ukraine, Kyiv**

2006–2010

**Director of Corporate Client Division, Slovenská sporiteľňa, A.S.**

2001–2006

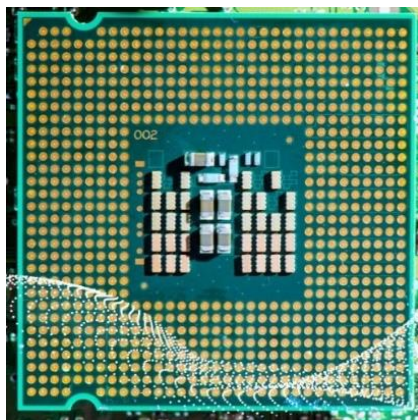
**Director of Corporate Client Division, Bank Austria Creditanstalt, A.S.**

1995–2001

**Prague University of Economics and Business, Faculty of Commerce, course in Foreign Trade Economics**

1986–1991

# Global Gateway – Key areas of partnership



## Digital

Support open and secure internet



## Climate & energy

Support investments and rules paving the way to the clean energy transition



## Transport

Support all modes of green, smart and safe transport



## Education & research

Invest in high quality education, with a focus on girls and women and vulnerable groups



## Health

Strengthen supply chains and local vaccines production

# How are we engaging with the European private sector

- **Business Advisory Group (BAG):** structured dialogue with selected private sector representatives to feed into GG strategy and implementation
- **Coalition of the willing:** approach to get together EU, private sector, partner governments and financial institutions on strategic projects/sectors under Global gateway
- **Team National:** new channel to receive proposals from EU Member states with participation of private sector in strategic projects under GG priorities
- **Business Fora:** create opportunities for EU private sector to work in partner countries and facilitate investments



# Global Gateway Business Advisory Group

- **The mission** of the group is to assist the European Commission to strengthen cooperation on Global Gateway strategy and implementation with the European private sector.
- The group is composed of **59 members + 10 observers** (including EBOWN, SMEs, EBOs, and companies covering all GG regions and sectors.)
- The BAG is divided into five **sectoral subgroups**: Climate & Energy, Transport, Health, Digital, and Education & Research.
- The group reflects on specific topics and provides recommendations to improve, among others:
  - Access to information and transparency
  - Tools
  - Procurement

The EC works on the recommendations and delivers proposals and results on the different strands of work.

# Coalition of the Willing

- Approach to create an engagement between EU (HQ and delegations), companies/business associations, financial institutions, and governments to identify, promote investments.
- Objectives of the COW:
  - Identify and support viable investment projects by **curating a project pipeline**
  - Facilitate cooperation among **three key groups**:
    - Private sector (EU + local companies),
    - Public sector (EU + partner countries),
    - Financial institutions (IFIs, DFIs, ECAs, commercial banks, equity funds, institutional investors).
  - Act as a **trusted facilitator**

## Ongoing Initiatives:

- Latin America & the Caribbean: In the Caribbean, the EU is supporting a European Offer to develop a **commercial value chain for sargassum**.
- Central Asia: Coordination Platform for the **Trans-Caspian Transport Corridor**, promoting collaborative efforts for priority infrastructure projects.
- 6 ➤ Africa: Initiatives include **Global Gateway Green Shipping Corridors**

# Team National

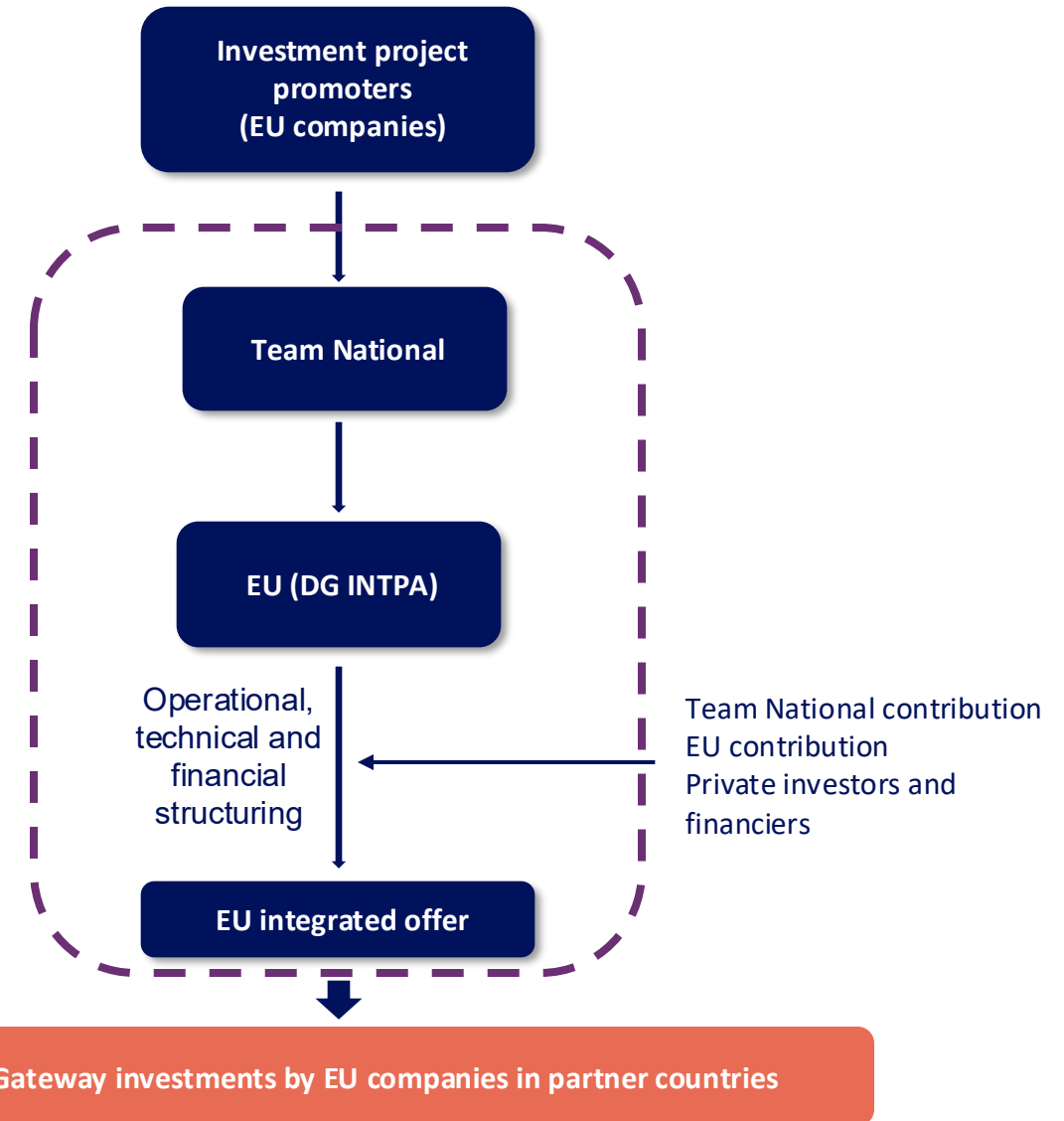
A whole-of-government approach gathering national actors (Govt., DFI, ECA, Business Association) to propose key Global gateway projects with a promising Team Europe potential to the EU for direct support and coordinated support from other Member State actors.

## Team National potential contribution:

- Political support, embassy involvement
- Public funding, guarantees
- DFI financing
- Export Credit Agency guarantee

## EU potential contribution:

- Political support, economic diplomacy, dialogue with local authorities (regulatory issues, investment conditions, market access)
- Strategic procurement
- Project development costs, investment grants (blending)
- Guarantees to equity and debt financing by EIB, EBRD, DFIs
- Financial support to enabling investments (360°)

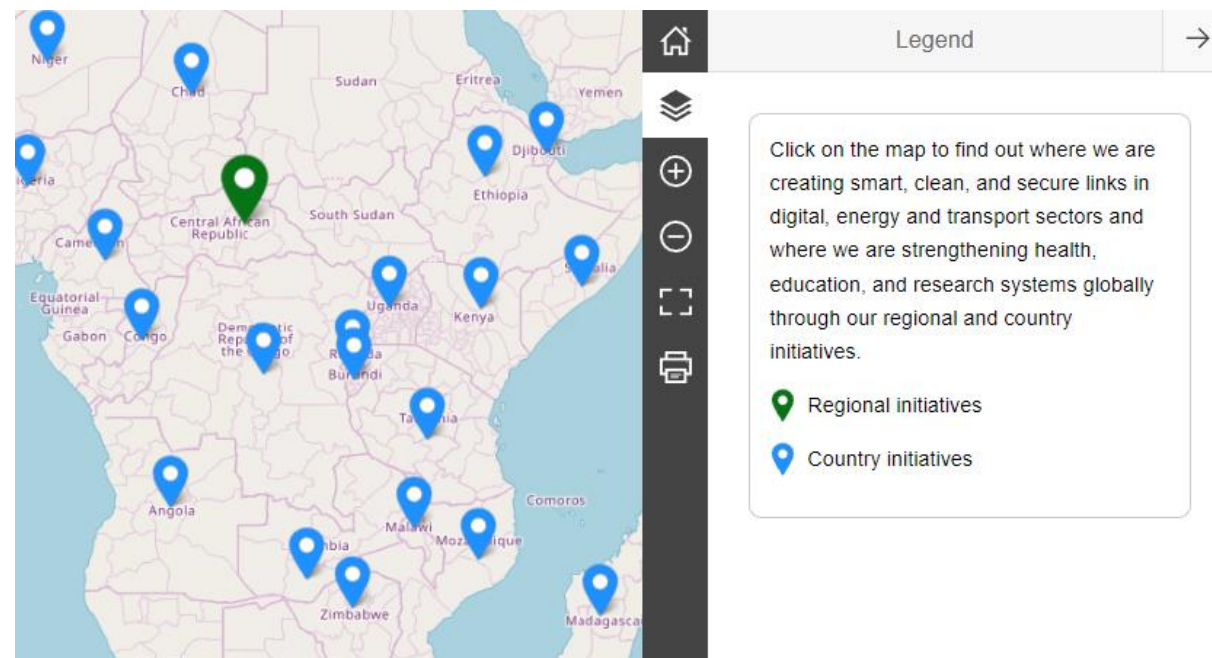


# Global Gateway opportunities

## Present your business case to:

- **Team National** for a whole of government action
- Seek **EU Delegations** for direct guidance
- Use our online resources at **Global Gateway Business Opportunities** to
  - Explore the business opportunities under the Global Gateway Initiatives
  - Contribute to existing Global Gateway projects
  - Scroll to support to SMEs Fund
  - Use our market access information tools
  - Review EU support programmes (Get.Invest, Electrifi, Agrifi, etc.)
  - Take part in EU business fora

## Explore our Global Gateway Initiatives by Geography!



[Global Gateway Business Opportunities - European Commission](#)



# Reach out to EU DFIS

List of **offices of DFIs in partner countries**. See hyperlinks below.



[European Investment Bank](#)



[European Bank for Reconstruction and Development](#)

 [OeEB](#)

 [BIO](#)

 [NRB](#)

 [IFU](#)

 [Finnfund](#)

 [AFD, Propaco](#)

 [KfW, DEG](#)

 [CDP, SIMEST](#)

 [FMO](#)

 [BGK](#)

 [SOFID](#)

 [Cofides, AECID](#)

 [Swedfund](#)

   [NDF](#)

    [NIB](#)

# Global Gateway Toolbox: Technical Assistance

Assistance to Global Gateway based on grants

During the regional session, ask about these

## Technical Assistance for DFI's alongside guarantees

- Pipeline development
- Capacity development

## Technical Assistance in a 360° Context

- Investment climate
- Skills
- Public finance management
- Value Chain Development



# Contact EU support programmes



## Energy



**Get.Invest:** [One-stop shop](#) on energy. Supports project developers and companies towards investment readiness and link them with financiers.

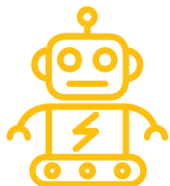


**ElectriFI:** ([Electrification Financing Initiative](#)) EUR 275+ million impact investment facility to increase access to clean energy in developing countries.



## Agriculture

**AgriFI:** EUR 120m impact investment facility providing investment capital and technical assistance to companies in the agri-food value chain (with a focus on smallholder farmers). [LINK](#)



## Digital

**D4D Hub:** ([Digital for Development Hub](#)) strategic platform strengthening digital cooperation between Team Europe and partners in Africa, Asia-Pacific, Latin America and the Caribbean, and the EU neighbouring countries.

# Develop a business opportunity - engage locally

## EU Business Forum

### Past BF:

- ✓ EABF, 2006-2022
- ✓ Nigeria 2012-2022
- ✓ Paraguay, 2014,16,17
- ✓ Ecuador, 2018, 2021, 2023
- ✓ Ivory Coast, 2019, 2022
- ✓ Ghana, June 2019
- ✓ PNG, 2019, 2022
- ✓ Togo, June 2019
- ✓ Lat. Am. & Car., Nov. 2020
- ✓ Iran, March 2021
- ✓ Brazil, Nov. + Dec. 2021
- ✓ Cameroon, Feb. 2022
- ✓ EABF, Feb. 2022
- ✓ Angola, March 2022
- ✓ Zambia, 2022, 2023
- ✓ El Salvador, May 2022
- ✓ Health matchmaking, 2022
- ✓ Uganda, 2020, 2022
- ✓ Maldives, Nov. 2022
- ✓ Iraq, Nov. 2022
- ✓ ASEAN, Dec. 2022
- ✓ Niger, Feb. 2023
- ✓ Kenya, Feb. 2023
- ✓ Tanzania, Feb. 2023
- ✓ Colombia, March 2023
- ✓ Nepal, May 2023
- ✓ Central Asia, May 2023
- ✓ Fiji, June 2023
- ✓ Rwanda, June 2023
- ✓ Lat. Am. & Car, 17 July 2023
- ✓ Botswana, 11-12 Oct. 2023
- ✓ Namibia, 24-25 Oct. 2023
- ✓ PNG, 30 Oct. 2023
- ✓ Mozambique, 21-22 Nov. 2023
- ✓ Angola, 17 Nov. 2023
- ✓ Guyana, 20-22 Nov. 2023
- ✓ Iraq, 19-20 Feb. 2024
- ✓ Cameroon, 20-22 Feb. 2024
- ✓ Uganda, 5-7 March 2024
- ✓ Zambia, 10-12 April 2024
- ✓ Nepal, 15-16 May 2024
- ✓ Jordan, 11 June 2024
- ✓ Tunisia, 12-13 June 2024
- ✓ Egypt, 29-30 June 2024
- ✓ Nigeria, 2 July 2024
- ✓ Ghana, 3-4 July 2024
- ✓ Malawi, Q4 2024
- ✓ Argentina, Q3/4 2024



Please note that the list of business fora is not exhaustive. Last update: 04-06-24

#GlobalGateway #TeamEurope

# Continue to engage locally

## Upcoming Fora

- Paraguay, 24-5 June
- Cabo Verde, 20 Jun
- Pacific Region, 5-6 Sept
- Mongolia, 13-14 Oct
- CELAC, 11 Nov
- EABF, Nov or Dec

## Sectors

Agriculture  
Energy  
ITC  
Mining  
Logistic&Transport





## Now we want to hear from you!

- How do you outreach to your members regarding Business Fora?
- What can be improved in the Business Fora?
- How can we get information on market events with significant presence of European firms so we can join?
- If we join an event, how best can we support EU companies – set up a booth? Lend greater political support? Curate a roundtable bringing in technical experts?
- Are there EU companies of the Water Industry (EPC (Engineering-Procurement-Construction), technology suppliers, private operators,...) in your country?
- Are you interested in supporting EU delegations with the identification of EU companies active in the country and/or in region, especially in the water industry?
- Are you interested in sharing local business opportunities funded by the EU under a Team Europe Approach ? Do you consider it could play a facilitation role in the making of consortium of EU companies with experience in the country/region?

**How can EBOs help drive European competitiveness?**

# THANK YOU

