

ANNEX I

Compendium of Actors Involved in Global Gateway

1. European Financial Institutions

Lead Financial Institutions

Organisation	Description	Relevance for Greek Companies	URL / Contact Details
European Investment Bank (EIB)	The EIB is the European Union's investment bank, which provides long-term financing to support EU policy objectives, including those under the Global Gateway initiative. The EIB primarily operates through loans, equity investments, guarantees, and blending instruments. It is the lead financial institution in EFSD+, managing € 26.7 billion of the EU External Action Guarantee through three dedicated investment windows.	The EIB offers Greek companies opportunities to access financing for projects aligned with EU and Global Gateway priorities, albeit generally through intermediary financial institutions. For example, through EIB-backed guarantees and blending facilities, Greek companies can work with supporting financial institutions (e.g. EDFIs) to secure de-risked financing for investments in partner countries. Additionally, the EIB can support Greek SMEs through intermediated loans offered via local financial institutions.	EIB Global
European Bank for Reconstruction and Development (EBRD)	The EBRD is a multilateral development bank that promotes private sector development and economic transition in Central and Eastern Europe, the Mediterranean, and beyond. The EBRD provides direct investments, loans, equity, and guarantees. It is a key EFSD+ implementing partner under the Open Architecture framework.	The EBRD supports Greek companies investing in neighbouring regions, such as the Western Balkans, Eastern Europe, and North Africa. It offers de-risked financing and co-investment opportunities in sectors like renewable energy, digital transformation, and transport. Greek SMEs can benefit from EBRD-backed credit lines provided through local banks, while larger enterprises may partner with the EBRD on co-financed projects in Global Gateway target markets.	EBRD

Supporting Financial Institutions

Organisation	Description	Relevance for Greek Companies	URL / Contact Details
European Development Finance Institutions	European DFIs are specialised development organisations that invest in private sector projects within low- and middle-income countries to promote sustainable economic growth. They are usually majority-owned by national governments and apply	Under Global Gateway, DFIs play a crucial role in mobilising private capital by sharing risks and demonstrating investment viability in higher-risk markets. European DFIs (particularly AfD, FMO and KfW) make up the majority of the supporting financial	A list of European DFIs can be accessed here alongside

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	stringent investment criteria to ensure financial sustainability, transparency, and environmental and social accountability. There are now more than 15 bilateral Development Finance Institutions (DFIs), who manage a combined portfolio of € 53 billion, including more than € 15 billion as climate finance. The Association of European Development Finance Institutions, or EDFI, was established in 1992 to support and promote the work of DFIs and.	institutions under the EFSD+ Open Architecture. They are often the lead implementers of the open Architecture Guarantee Windows . Greek companies looking to expand into developing markets can benefit from the support of European DFIs, however this will likely have to be channelled through a formal existing window, or through a beneficiary financial institution that has partners with a DFI.	the official EDFI Organisation
Regional and other multilateral banks	While Global Gateway has a preference for working with European Financial Institutions, in some cases non-European Regional and multilateral banks, namely the International Finance Corporation (IFC) and the African Development Bank (AfDB) are engaged as supporting financial institutions within EFSD+'s Open Architecture.	As with other supporting financial institutions under EFSD+'s Open Architecture, Greek companies can access co-financing opportunities for large-scale investments in partner countries, if these are suitably aligned with global gateway and are linked to a dedicated guarantee window implemented by AfDB or IFC.	Relevant websites are listed below: AfDB , IFC , Guarantee Windows
European Export Credit Agencies	Export Credit Agencies (ECAs) are public or quasi-public institutions mandated to promote national exports and international economic interests. They provide financial support in the form of loans, guarantees, or insurance to mitigate the risks associated with cross-border trade or investments. European ECAs are committed to supporting Global Gateway projects by offering targeted products to incentivize private sector participation.	Greek companies involved in exporting or international projects can use ECAs like Export Credit Greece to reduce financing costs, access long-term loans, and de-risk transactions in unfamiliar or high-risk markets. Crucially, Greek companies can potentially access finance and technical support from other European ECAs under the Global Gateway framework, most notably for investments which revolve around flagship projects.	Export Credit Greece A list of European ECAs can be accessed here
European Trade Promotion Organisations	Trade Promotion Organisations (TPOs) are responsible for supporting the internationalization of national companies, helping them expand within the EU Single Market or abroad. They offer market intelligence, networking opportunities, and facilitation services for trade missions and exhibitions.	The services of TPOs are vital for SMEs looking to integrate into Global Gateway supply chains or collaborate on cross-border projects. While Enterprise Greece is the official investment and trade promotion agency of the Greek State, for initiatives supporting Global Gateway, Greek firms may be able to rely on TPOs from other European countries, to identify export opportunities, establish partnerships.	Enterprise Greece A list of European TPOs can be accessed here

2. Other Central European Actors



Organisation	Description	Relevance for Greek Companies	URL / Contact Details
EU Delegations	EU Delegations represent the European Union in partner countries, fostering diplomatic relations, managing development cooperation, and promoting EU policies, including the Global Gateway initiative. Delegations play a key role in identifying opportunities for funding, building partnerships, and ensuring alignment of projects with local and EU priorities.	EU Delegations play a critical role across all Global Gateway mechanisms, particularly in fostering public-private dialogue, offering technical assistance, and supporting skills development for businesses operating in or hoping to operate in partner countries. EU Delegations will be among the first and primary contacts required for any Greek company looking to invest in a partner country, linked to Global Gateway. EU Delegations can act as a facilitating partner to support an interested Greek private company in making the right contacts within the partner country, as well as facilitating engagement with relevant European financial institutions.	A full list of EU Delegations can be found here .
European Development Cooperation Agencies	European Development Cooperation Agencies are public institutions tasked with implementing international development policies for their respective EU Member States. These agencies manage bilateral development cooperation, technical assistance, and capacity-building projects in partner countries. Examples include GIZ (Germany), Enabel (Belgium), and Expertise France . They often collaborate with EU institutions, partner governments, and private sector actors to deliver impactful development projects, although their presence and capacity will vary across partner countries.	While not solely focussed on Global Gateway, European Development Cooperation Agencies can still play an important role in facilitating and supporting Global Gateway investments, often as technical partners for investments. For Greek companies, these agencies can be valuable partners in navigating the local context, contributing technical expertise, and credibility for investments in partner countries. Development cooperation agencies are often well-positioned to help facilitate access to local networks, as well as, for example, connections their respective national Development Finance Institutions (DFIs).	A list of European Development Cooperation Agencies can be accessed here .
Greek Embassies	Greek Embassies serve as official representatives of the Hellenic Republic in partner countries. They provide diplomatic support, foster bilateral relations, and facilitate economic, cultural, and political cooperation. Greek Embassies work closely with local governments, EU Delegations, and European counterparts to advance Greek national interests abroad.	Greek Embassies can act as a key point of contact for Greek companies seeking to navigate foreign markets under Global Gateway. They can facilitate introductions to relevant stakeholders, including local governments, EU Delegations, and local business networks. Embassies can work in tandem with Team Greece to ensure alignment with Global Gateway and specific EU priorities in a partner country for a prospective investment.	A list of Greek Representations in partner countries can be found here .

