

Guidelines on How to Engage in Global Gateway

1. Introduction

The [EU's Global Gateway initiative](#) “stands for sustainable and trusted connections that work for people and the planet. It helps to tackle the most pressing global challenges, from fighting climate change, to improving health systems, and boosting competitiveness and security of global supply chains.” The Global Gateway – which aims to mobilize € 300 billion in investments between 2021 and 2027 - provides an opportunity for the Hellenic Republic to strengthen its geopolitical influence in trade, to advance sustainable development, and to create alternatives to competing initiatives through investments in Global Gateway priority sectors of **energy, transport, digital infrastructure, healthcare, and education**.

This paper provides a detailed guidance to stakeholders seeking to contribute to Global Gateway (GG) projects, while outlining the advantages to Greek public and private organisations for doing so, including the strategic benefits of being part of the EU Global Gateway Flagship Projects list.¹ In particular, this paper offers practical guidance for prospective GG participants, emphasizing the importance of adherence to compliance requirements and international standards, while detailing the **selection criteria, benefits, and strategic value** for Greek stakeholders. Key advantages of Global Gateway status, both flagship project status and more broadly, include:

Enhanced Visibility

Projects gain prominence, attracting attention from stakeholders, potential partners and investors.

Access to Funding

Eligible for EU funding under the Global Gateway initiative, facilitating access to greater private capital and project implementation.

EU Risk Mitigation Support

Benefit from mechanisms that reduce investment risks, encouraging participation.

2. Unpacking Global Gateway's Offer to Greek Companies

Engaging in Global Gateway offers Greek companies' significant opportunities, particularly in the energy, transport infrastructure, digital infrastructure, health, and education sectors. With three Global Gateway Flagship Projects of Greek interest already established, another to be finalised, and new proposals being formulated,² entry points for Greek companies into GG Projects are worth close attention.

[Hellenic Aid](#) contains a dedicated section on the Global Gateway, which it regularly updates with news and announcements. Furthermore, while interested Greek companies can use the following web page for a summary of [Global Gateway Business Opportunities](#), this is unpacked in further detail below, highlighting available options for accessing funding, guarantees, and wider support (to both larger enterprises and SMEs). Much of this support is available through the [European Fund for Sustainable Development \(EFSD\)](#), one of the primary financial tools of Global Gateway, offering a range of guarantees and blended finance (revolving around combinations of grants, loans, technical assistance and equity investments). Each section below also provides specific guidance on the necessary steps that should be followed to take further action.

Public Procurement Opportunities

There are several opportunities for Greek companies, particularly SMEs, to engage in the implementation of existing Global Gateway investments. This can be done through the existing [EU Tenders Portal](#) and on the [TED website](#). It should be noted that these tenders are not exclusive to Global Gateway and instead encompass a broader range of calls for tenders managed by EU institutions, bodies and agencies. That said, a large number of such tenders increasingly relate to Global Gateway.

Steps to Accessing Public Procurement Opportunities

¹ This paper is preceded by another Background Paper titled 'Opportunities for Public-Private Collaborative Approaches: Team Greece Offer' which explores how the Hellenic Republic can leverage its strategic assets to foster public-private collaborations under the European Union's Global Gateway (GG) initiative, and expand its presence in sectors like energy, transport, digital infrastructure, health and education.

² See the Team Greece Background Paper #1 'Opportunities for Public-Private Collaborative Approaches - Team Greece' for further details.

Greek companies should monitor EU procurement platforms (provided above) for open calls related to Global Gateway projects. To identify specific areas of engagement, the search bar can be used to filter for specific topics (i.e. Energy, Transport, Digitalization), which will show the partner countries and existing tenders for these GG priority sectors.

The Commission website provides [step-by-step guidance](#) to assist prospective bidders, while any clarifications can be addressed to the [helpdesk](#). It is recommended to participate in pre-tender consultations or market engagement events hosted by EU institutions to understand project expectations and establish visibility.

Accessing EFSD+ Guarantees

Guarantees are one of the major risk-sharing tools of Global Gateway, allowing public and private actors to pursue high-impact projects in challenging environments. EFSD+ operates a Guarantee fund of € 39.8 billion under the EU External Action Guarantee (EAG), of which, roughly two thirds (€ 26.7 billion) go through dedicated EIB windows, with the other third (€ 13.1 billion) supporting EFSD+'s Open Architecture (which selects other partner financial institutions through a call for applications). A private company participating in a Global Gateway project applies for a guarantee through an implementing financial institution. Once approved, the guarantee acts as a safety net: if specific predefined risks materialize (e.g. loan default due to political instability), the guarantor (e.g. EIB or an EU-backed entity) compensates the affected party (lender or investor) for the covered portion. This allows the private company to secure better financing terms (lower interest rates or extended tenors) and access capital they might not have otherwise. Guarantees typically cover risks such as first-loss protection, non-repayment of loans, or political and operational risks, depending on the structure. EU guarantees can accompany loans but are not limited to them - they can also support direct investments by mitigating risks tied to the initial capital outlay.

Under the EIB there are 3 dedicated investment windows, with **Investment Window 3** being of particular relevance to Greek companies, as it provides political risk guarantees and first-loss coverage to private sector investments in Global Gateway sectors, through for example, SME credit lines or larger commercial loans. This window is also supported by EFSD+'s open architecture, allowing partner financial institutions to also support private sector investments. Under this investment window, Greek companies have access to guarantee cover for loans through eligible commercial banks, equity/venture capital and capital market operations.

Greek companies also have access to other EFSD+ Open Architecture Guarantees, supported by European DFIs and operating in more challenging markets. A total of **17 Open Architecture Guarantee Windows** are currently in operation, with further information on i) the implementing financial institutions; ii) eligible sectors; iii) geographical focus; iv) types of investments eligible; and v) contact details, all available [here](#). Some examples of these investment windows are provided below:

Title	Partner	Value	Sector	Region	Type	Contact
Accelerating Human Development	EIB, BMGF	€ 750 m	Health	Asia, SSA, LAC	Venture loans, corporate loans and volume guarantees	r.cordiner@eib.org
Africa Connected	Finnfund	€ 100 m	Digital	SSA	Direct investments and pass-on guarantees for private co-investors	investments@finnfund.fi
CITYRIZ	AFD	€ 30 m	Infrastructure	SSA	Debt investments	jacqueso@afd.fr harbonnc@afd.fr
FISEA PLUS	AFD	€ 35 m	Digital, MSMEs	SSA, Southern neighbourhood	Equity fund guarantee	saabn@afd.fr
MSME Platform	EDFI MC	€ 80 m	Agriculture/Rural, MSMEs	SSA, Southern & Eastern neighbourhood	Debt investments	info@edfimc.eu

Steps to Access EFSD+ Guarantees

EFSD+ guarantees are available to support Greek companies with relevant investments in Global Gateway partner countries through a range of Guarantees. However, Greek companies are not eligible to access these directly, but rather indirectly, as beneficiaries of loans or investments provided by financial institutions that have agreements with EFSD+ implementing partners (such as the EIB or other European Development Finance Institutions). To take advantage of these guarantees, Greek companies should:

1. Review the various guarantee windows [here](#) to assess if any suit their prospective investments (based on geographical and thematic coverage).
2. Contact the lead Financial Institutions of relevant guarantee windows (using the same link in the previous point) to ask any clarifications about eligibility and access.
3. Identify and approach commercial banks, DFIs, or venture capital funds that are participating under the specific guarantee windows.
4. Build consortia that demonstrate cross-border cooperation and scalability, particularly partnerships with private and public entities in the partner country.
5. Develop a clear and bankable proposal that aligns with Global Gateway priorities and the Guarantee Window's specific requirements.
6. Seek advice from knowledge partners, including Team Greece (by e-mail at: dz3@mfa.gr), and the relevant EU Delegation in the partner country.

Accessing Grants, Loans & Equity Investment Through EU Blending Facilities

In cases where an investment has a public value-offer that is not monetarised and that guarantees cannot directly address, there is the potential for Greek companies to access several [EU regional blending facilities](#), managed by EIB under the EU Blending Facilities framework.

Blending is a financing mechanism where the EU provides grants, equity or (in some cases) guarantees to mobilize additional funding from development finance institutions (DFIs) and private investors, combining public and private resources to finance projects that achieve strategic Global Gateway priorities. By reducing the risks or costs of investments, blending makes prospective investments, which might otherwise be too risky or financially unfeasible, more viable for businesses, including Greek companies. While the use of blended finance instruments pre-dates the Global Gateway, they are now being mobilised to directly support the Global Gateway offer, leveraging several financing instruments which can often be combined to form a single blended package. This includes:

- **Direct Investment Grants:** These grants cover a portion of total project costs, reducing the financial burden on private and public investors. These grants are particularly generally reserved for infrastructure projects or other large initiatives, where initial costs are prohibitive and often paired with a technical assistance grant. Direct investment grants account for roughly 55% of EU blending contributions.
- **Technical Assistance Grants:** These are grants focussed on improving the design, quality, and viability of an investment through, for example, the funding of feasibility studies, project preparation, management support, etc. These grants (accounting for around 35% of EU blending contributions) are often combined with other instruments and can be understood as contributions to reducing the inherent risks of the investment as a whole.
- **Risk Capital (Equity Participation):** EFSD+ invests directly into projects as a co-stakeholder, absorbing initial risks and making projects more attractive to private investors. This approach de-risks projects by covering potential first losses, often through investment funds targeting development-impact areas.
- **Interest Rate Subsidy Grants:** EFSD+ reduces borrowing costs for project beneficiaries by subsidizing interest rates on loans provided by financial institutions. This allows private companies to borrow at a more competitive rate in debt-sensitive environments. While available, interest rate subsidy grants are rarely provided.
- **Funded Guarantees:** It should be noted that while primarily used under the EFSD+ Guarantee windows (discussed earlier), funded guarantees may also be used as a tool to complement other blending instruments. For example, in 2023 the EIB provided a [partial portfolio guarantee](#) (complementing a grant and technical assistance) to KCB Bank in Tanzania for an Gender & Blue Economy lending facility for SMEs.

EFSD+ offers blended finance through four regional blending facilities, namely i) [Africa Investment Platform](#) (AIP); (ii) [Asia Pacific Investment Facility](#) (APIF); (iii) [Latin America and Caribbean Investment Facility](#) (LACIF); and (iv) [Neighbourhood Investment Platform](#) (NIP). Additionally, blending can take place through the Western Balkans Investment Framework (WBIF) and Turkey Investment Platform (TIP). Unlike guarantees are not drawn from dedicated investment windows, but rather come out of the regional envelopes of the 2021-2027 Multiannual Financial Framework.

A list of all blending operations approved by INTPA since 2021 can be viewed [here](#), including information on the regional Blending Facility & the Lead Finance Institution.

Greek companies interested in accessing grants, equity, or guarantees under EFSD+ blending facilities must begin by identifying a prospective investment within a partner country that is aligned with Global Gateway and the thematic areas of each blending facility (found in the links above). To do this, a company should contact the relevant **EU Delegation**, which can support in determining its eligibility for support under regional blending facilities.

Once the project is deemed suitable, the EU Delegation will support the company to prepare a project concept note and pipeline entry, ensuring that the project information is sufficiently detailed and meets all the standards and criteria. They will also facilitate the involvement of a **Lead Finance Institution**, such as EIB, EBRD or any other eligible European development finance institution, which will co-finance the project and act as the applicant to the blending facility.

After submission, the project undergoes an internal evaluation process within the facility, including through discussions with INTPA Directorate E, including technical and strategic reviews to ensure its alignment with EU objectives, financial viability, and development impact. Upon approval, contracts are signed with the Lead Finance Institution, and the project moves to the implementation phase.

Queries regarding the process can also be shared with the [EIB Information Desk](#).

Marketing & Networking Opportunities

The EU supports Greek businesses in accessing new markets and building strategic partnerships through a range of networking and market intelligence tools. This can primarily take the form of two mechanisms.

EU Business Fora, organised by INTPA E3, bring together EU companies, local private sector organisation, and high-level government representatives to foster dialogue on Global Gateway priorities in specific regions. These fora provide Greek businesses with an opportunity to meet potential partners, pitch their projects, and engage in public-private dialogue on key sectors of interest. Similarly, the commission supports the operation of the [European Business Organisation Worldwide Network \(EOWN\)](#), a network of over 54 European Business Associations (EBAs) abroad.

Steps to Participate in European Business Fora and Business Associations

Interested Greek companies should monitor the following [web page](#), updated regularly, for upcoming business for a that might be of interest. Similarly, a list of European Business Associations alongside contact information can be accessed [here](#). Detailed information regarding membership, networking or other forms of business support can be found in the dedicated web pages for each Business Association available in the previous link, alongside contact information.

Additionally, and to further support market entry and growth, the EU offers several online resources and business intelligence tools in collaboration with the International Trade Centre. This includes [Trade Mapping](#) (providing data on export performance and international demand), [Market Access Mapping](#) (offering information on customs tariffs, trade remedies, and non-tariff measures for specific goods), [Export Potential Mapping](#) (offering support to businesses to identify promising markets), and the [Standards Mapping](#) (providing guidance on voluntary sustainability standards, codes of conduct, and sustainability programmes). Together, these resources offer Greek businesses the knowledge and networking opportunities needed to navigate global markets and capitalize on Global Gateway opportunities.

Steps to Access EU Mapping Tools

Contact information as well as mapping data can be accessed through the dedicated URLs provided in the paragraph above. A summary can be found under the title 'Market Access Information' in the [Global Gateway Business Opportunities Webpage](#).

Capacity Building

The EU offers a range of non-financial support to business initiatives, supporting Greek private and public companies interested in engaging in Global Gateway sectors. This support can be accessed through various programmes, designed to equip stakeholders with the skills, knowledge, and networks needed for sustainable and impactful participation in GG projects. The table below outlines some of the most relevant:



Opportunity	EU-Level Initiatives
Training Programs	<ul style="list-style-type: none"> ▪ EU Horizon Europe programs for health and energy sectors.
Networking Opportunities	<ul style="list-style-type: none"> ▪ EU-hosted forums and Global Gateway matchmaking events.
Training Programs	<ul style="list-style-type: none"> ▪ EU energy transition programs and digital transformation training.
EU Support Tools for SMEs	<ul style="list-style-type: none"> ▪ Tools for seeking funding and financing.

Compliance and standards are integral to successful GG project participation. Regulatory training programs familiarize stakeholders with EU procurement processes, legal frameworks, and transparency standards. Workshops on environmental, social, and governance (ESG) requirements equip businesses to meet stringent compliance criteria. Certification support and quality assurance training help align projects with international benchmarks in health, education, and energy sectors. These initiatives ensure that Greek companies can effectively navigate the regulatory landscape and contribute to impactful, sustainable Global Gateway projects.

Global Gateway’s Offer to SMEs

SMEs have access to the same set of support programmes noted in the previous sections (e.g. access to guarantees through an intermediary financial institution, or participation in Business fora). In addition, however, the EU offers specific support to help [SMEs export and invest beyond the EU](#). This includes:

- The [Enterprise Europe Network](#) (EEN), an SME support network offering support in the form of market research, business matchmaking, innovation support, access to finance, and access to EU funding programmes.
- The [Intellectual Property Helpdesk](#), split across six regions, provides SMEs free of charge assistance on intellectual property (IP) management, protection and enforcement.
- A dedicated [EU-China SME centre](#) for SMEs interested in working in the Chinese market.

A full list of SME support services can be found [here](#).

Finally, it also important to note that SME inclusion is becoming a central consideration within Global Gateway (both in terms of flagship project selection as well as in the general approval criteria for funding). While most Global Gateway investments depend on European companies with significantly greater capacity, it is increasingly possible for large projects (Greek and otherwise) to identify a downstream role in the supporting value chain for SMEs.

Steps to Access SME Support Services

Details on how to access each support offer above is listed in the dedicated web pages. SMEs interested in finding out more about supporting a project proposal linked to Global Gateway should register their interest with Team Greece.

3. Accessing Global Gateway Flagship Status

While Global Gateway’s offer goes far beyond Flagship Projects, it is worth noting that there are significant additional benefits for investments that are selected to be on the GG flagship list. The criteria, selection process and benefits associated with flagship status are outlined below.

Criteria for Selecting GG Flagship Projects

The selection of an investment into the Global Gateway flagship project list is determined by a set of eight criteria, established in the 2022 Presidency Note on Criteria for Identifying Flagships ([ST 10532/22](#)). These criteria have remained consistent since the first round of flagship approvals and are as follows.

Selection Criteria	Implications for EU Member State Public and Private Stakeholders
<i>Alignment with the Global Gateway scope, ensuring coherence and unity over time</i>	<ul style="list-style-type: none"> ▪ Public stakeholders must align national initiatives with the Global Gateway priorities to avoid duplications. ▪ Private sector entities should adjust strategies to engage in unified, large-scale projects that are regionally coherent.
<i>Response to the strategic interests of the EU, addressing disruptions in supply chains and reducing dependencies</i>	<ul style="list-style-type: none"> ▪ Public stakeholders may prioritize funding and policy frameworks to support resilience-building projects. ▪ Private sector firms can explore investment in critical infrastructure or sectors reducing strategic vulnerabilities (e.g., energy, semiconductors).



Selection Criteria	Implications for EU Member State Public and Private Stakeholders
<i>Response to jointly defined needs among partner countries, leveraging regional development plans and regular dialogues</i>	<ul style="list-style-type: none"> ▪ Public actors must establish mechanisms for coordinated dialogue with partner countries and civil society. ▪ Private firms should consider localized strategies, balancing business goals with regional development priorities and capacities.
<i>Promotion of EU and/or international principles, standards, and norms</i>	<ul style="list-style-type: none"> ▪ Public stakeholders should integrate these principles into funding conditions and policy frameworks. ▪ Private companies will need compliance strategies that prioritize ESG standards and European regulatory influence in their operations.
<i>Consistency with EU policies, including Green Deal, sustainable growth, and governance priorities</i>	<ul style="list-style-type: none"> ▪ Public entities must embed EU policy goals in national project priorities. ▪ Businesses should focus on sustainability, digital innovation, and green technologies to align with the EU's development and economic agendas.
<i>Design of flagship projects through structured dialogue with European business communities</i>	<ul style="list-style-type: none"> ▪ Governments should facilitate platforms for public-private dialogue to ensure stakeholder participation in flagship projects. ▪ Private entities should collaborate to enhance access to economic and trade opportunities globally.
<i>Preference for initiatives with maturity and demonstrated results</i>	<ul style="list-style-type: none"> ▪ Public institutions may prioritize proven models in funding decisions. ▪ Private stakeholders should showcase successful past projects to increase eligibility and demonstrate capability for scalable impact.
<i>Sufficient financial volume to ensure transformational effects</i>	<ul style="list-style-type: none"> ▪ Public institutions must ensure coordination for adequate financing (e.g., blending funds, guarantees). ▪ Private stakeholders should seek large-scale investment opportunities with high potential for impactful outcomes.

The selection criteria for EU Global Gateway flagship projects are designed to be flexible, allowing for adjustments based on evolving strategic priorities. Avoiding duplication with existing initiatives is crucial to ensure the efficient allocation of resources and the unique impact of each project. The European Commission bodies responsible for identifying and selecting these projects, exercise discretion in interpreting the importance and applicability of each criterion. Consequently, the definition of what constitutes an "important" or "transformational" project may vary between selection cycles, particularly concerning criteria related to the EU's strategic interests and policy consistency.

Process of GG Flagship Selection

The selection of EU Global Gateway flagship projects involves a structured process to ensure alignment with the EU's strategic objectives and regional priorities. The Working Party of Foreign Relations Counsellors - Horizontal Questions (RELEX Counsellors - Horizontal Questions Working Party) is responsible for identifying flagship projects annually. This selection is guided by established criteria, such as those outlined in document ST 10532/22, and considers regional coverage and significant thematic communication events.

Once the RELEX Counsellors finalize the list of suggested flagship projects, it is submitted to the Committee of Permanent Representatives (COREPER) for endorsement. COREPER may involve other preparatory bodies, such as the Working Party on Development Cooperation and International Partnerships (CODEV-PI), depending on the project's thematic or regional focus. The final determination and endorsement of the flagship project list are made by the Council of the EU.

Once a project is designated as a flagship, it retains this status until completion, unless it is assessed to be underperforming and failing to meet initially anticipated goals. In the 2025 flagship selection cycle, it was decided that to maintain the list's accuracy and relevance, an annual review procedure allows for modifications, including merging, separating, or removing projects. These revisions coincide with the launch of the subsequent year's flagship projects. After adoption, the implementation progress of flagship projects is regularly communicated through the Global Gateway Platform, an online digital tool developed by the European Commission to enhance transparency and coordination.



Benefits of Global Gateway Flagship Status

While there are no formal obligations for Team Europe actors to finance Global Gateway Flagship Projects, since these flagships utilize the same core Global Gateway architecture as other investments, the flagship designation significantly elevates a project's prominence. This enhanced status can attract increased interest from key European financial institutions, such as EIB and EBRD, as well as from European development finance institutions and export credit agencies (ECAs) in other member states. This heightened attention can improve a project's prospects for funding, risk mitigation, and broader political support.

Global Gateway Offer	Strategic Advantage of Flagship Project Status
<i>Enhanced Access to Global Gateway Financing Architecture</i>	<p>While Global Gateway's financial architecture is available to support all investments aligned with the Global Gateway initiative, obtaining Flagship Project status offers a significant advantage in securing financing. This partly comes through enhanced visibility, with a list of Global Gateway Flagship Projects disseminated among European banks, finance institutions, and Export Credit Agencies (ECAs).</p> <p>For example, all EFSD+ implementing partners, are instructed to prioritise projects which align with Global Gateway priorities, incentivizing them to favour Flagship investments. Similarly, European ECAs have committed to supporting Flagship Projects, facilitating cross-border financing options for Greek companies engaged in flagship projects, from another EU Member State, an opportunity typically unavailable to non-flagship investments.</p> <p>In general, Greek-led flagship projects will be more readily able to secure both guarantees and blended packages from institutions in other EU Member States.</p>
<i>Reducing Perceived Risk</i>	<p>Flagship projects are communicated to the public and represent EU commitments for the project's entire lifecycle. The combined advantages of heightened visibility, greater technical support, and in-country political backing and facilitation, all play a pivotal role in reducing the perceived risk profile of a flagship project.</p>
<i>Attracting Private Investors</i>	<p>As a result of the various benefits outlined above, flagship projects are more likely to instil confidence among potential private investors that the project will continue to receive European backing. This allows investments, even in high-risk contexts to be better able to attract additional capital, given the perception of a more favourable environment.</p>
<i>Strategic and Political Support</i>	<p>Attaining Global Gateway Flagship status increases access to high-level EU policy dialogues, including ministerial or working-level meetings dedicated to priority sectors. This recognition helps secure the backing of EU delegations and other European embassies in partner countries, creating opportunities for additional technical support, streamlined dialogues, and policy backing.</p> <p>This can help streamlining approval processes and coordination efforts as well as improving the ability for a project to enter discussions with partner-country governments and private sector. By formally aligning with core EU objectives, flagship projects gain added credibility that can expedite decision-making and strengthen long-term partnerships.</p>
<i>Networking and Visibility</i>	<p>Finally, Flagship projects enjoy a high profile at major EU and international events, such as the Global Gateway Forum, where they are showcased to a wide audience of potential investors and partners (public and private from within Europe). This exposure boosts the chances of forming strategic alliances with other global European firms, European financing institutions, and European development agencies. By operating under the Global Gateway umbrella, flagship projects benefit from collective EU branding and messaging.</p>



4. Roles & Responsibilities of Greek Companies & Team Greece

The European Union's Global Gateway initiative is a collaborative effort that brings together various stakeholders under the Team Europe umbrella, including EU institutions, Member States, national ministries, EU delegations and other member state embassies in partner countries, EU financial institutions, the private sector, and financial markets, to develop and implement infrastructure projects worldwide. Each participant plays a distinct role in the formulation and delivery of these projects, ensuring that Global Gateway projects are effectively designed, financed, and implemented, leveraging the strengths of each stakeholder to achieve sustainable and impactful outcomes.

A detailed overview of each actor is provided in an accompanying list of relevant global gateway actors. However, for the purpose of this background paper, specific attention is paid to the responsibilities of Greek Companies in actively participating in Global Gateway, as well as the role of Team Greece in facilitating this, as explored below.

Role & Responsibilities of Interested Greek Companies

Greek companies should use the resources provided here in combination with one another to take full advantage of the Global Gateway offer. For example, participation in EU Business Fora or outreach to European Business Associations would be a good starting point to build a consortia with local private companies, around which a stronger proposal for blending or guarantee access can be submitted.

Engaging in the EU Global Gateway initiative offers significant opportunities for EU member states and private sector entities to contribute to sustainable development projects worldwide. The process involves several key steps to ensure alignment with EU objectives and compliance with established criteria.

Understanding the Global Gateway Framework

- Understand the general Global Gateway Framework including the financial architecture in place to mobilise € 300 billion in investments (described in section 2 above)
- Become familiar with the EU's investment priorities under each Global Gateway priority sectors (e.g. [digital transformation](#), [climate & energy](#), [transport](#), [health](#), and [education & research](#)).³
- When engaging EU Delegations, Business Fora or considering applications for funding, Greek Companies should also consider and align with the specific country priorities of the EU in Neighbourhood and Partner Countries, available in the dedicated country pages on [DG NEAR](#) and [DG INTPA](#).
- Examine existing Global Gateway projects to consider comparable investments that might get traction. These can be viewed and filtered by region and key word [here](#).

Support Development of Innovative Public-Private Partnerships (PPPs):

- Propose innovative project ideas that can be developed through PPP models, leveraging both public and private sector strengths.
- Work with Greek authorities to integrate these concepts into broader EU strategies for project funding and implementation.
- Use platforms like Team Greece to propose flagship projects that leverage Greece's geographical and geopolitical strengths, such as interconnectors or digital trade corridors.
- Contribute to feasibility studies, needs assessments, and baseline evaluations that may be required in this process.

Actively Reach Out & Engage Global Gateway Facilities / Services

- Participating in Global Gateway, and in doing so benefitting from EU support, will involve actively pursuing the different avenues of engagement. In particular, this would include:
 - Monitoring EU procurement platforms for open calls related to Global Gateway projects.
 - Reviewing guarantee windows to assess suitability for prospective investments and contacting Lead Financial Institutions where relevant.
 - Contacting and engaging with EU Delegations to discuss prospective investments eligible under Global Gateway Blending Facilities
 - Reviewing eligibility under wider EU funding programmes (Get.invest, AgriFi, ElectriFi, etc.)
 - Monitoring and participating in EU Business Fora and European Business Associations

³ Each sector encompasses various investment priorities listed in greater detail through the aforementioned links above.

Digital infrastructure, for example, prioritizes broadband connectivity, data infrastructure and digital skills development, while energy investments have prioritized green hydrogen development, energy efficiency initiatives, and grid modernization.

- Review and become familiar with EU mapping tools and the IP Helpdesk services
- Joining the Enterprise Europe Network (for SMEs)
- Detailed guidance for each of these services is available under section 2 of this Background Paper

Build Strong Networks with EU External Services, European and Local Private Sector

- Establish connections with EU institutions, such as the European Commission and the European External Action Service (EEAS), to understand upcoming projects and programming priorities.
- Partner with other Greek or European companies to enhance capabilities and meet the diverse expertise required for large-scale projects.
- For projects in third countries, collaborate with local partners or experts to ensure cultural and contextual relevance in project planning and implementation.
- Along with private channels, utilise the availability of EU Business Fora & European Business Associations to increase networking options

Ensure Compliance with EU Regulations & Global Gateway Principles

- For any form of engagement under Global Gateway, it is the responsibility of Greek companies to ensure compliance with EU ESG regulations, including consistency, transparency, and comparability in sustainable practices.
- Align with EU commitments to the Paris Agreement and UN Sustainable Development Goals (SDGs).

Make the Most of the ‘Team Greece’ Offer:

- Actively participate in consultations and workshops organized by Team Greece to contribute insights and benefit from an enhanced understanding of Global Gateway project formulation frameworks.
- Take advantage of the Team Greece support offer detailed below.

By adopting these strategies, Greek firms can position themselves as proactive partners in shaping the future of EU Global Gateway projects, while taking advantage of available services and funding channels.

Role & Responsibilities of Team Greece in Facilitating Engagement

Given the complexity of the designing global gateway project (particularly projects with the ambitions of flagship selection), Team Greece can help Greek public and private sector organizations, engaged in prospective investments, in understanding compliance hurdles, align proposals with evolving EU objectives, and engaging key bodies under GG to seek necessary clarifications. By leveraging its networks and expertise, Team Greece can ensure Greek investments are as well-positioned as they can be to both develop flagship project applications and access global gateway support architecture in general. This is detailed in greater depth under Background Paper 1, but broadly will include:

- Offers support to significant investment ideas pitched by Greek private companies, to ensure they meet Global Gateway selection criteria, and can demonstrate project maturity by showcasing concrete results and adaptability to strategic needs. This will include step-by-step guidance on technical, financial, and governance requirements.
- Monitor updates on Global Gateway (e.g. new guarantee facilities, updated selection criteria, finalisation of new flagship projects, recommendations of the Business Advisory Group, etc.) and provide these to Greek Companies through Team Greece's communication channels.
- Serving as a liaison, facilitating introductions between Greek public and private sector organizations and other European entities as well as channelling queries or other communications to the right EU bodies.
- Support collaboration of Greek companies with other EU member states and third-country stakeholders to foster synergies and share lessons learned from previous projects.
- Compiling lessons learned from other Global Gateway projects (Greek led as well as other European investments) and documenting both successful practices and common pitfalls.
- Identifying existing flagship projects (Greek and otherwise) around which Greek SMEs can be engaged, e.g. a downstream role in the value chain supporting a GGFP infrastructure project.



Wider EU Funding Programmes

Beyond the Global Gateway dedicated funding channels discussed above, the EU also operates numerous funding programmes, many of which pre-date Global Gateway, but which nonetheless support EU private companies towards the same objectives.

For example, [GET invest](#), branded as a ‘Team Europe One Stop Shop for Green Energy Investments, offers support to EU companies and investors working in the renewable energy sector within partner countries. It offers assistance in taking projects (both at early and late-stage) to investment readiness and linking them with financiers. [Application details and requirements](#) are available, with eligible applicants including European private sector companies with operations or prospective investments in Get Invest partner countries.

Similar services are offered by other facilities, including [Switch Asia](#) (focussed on greener supply chains and circular economies in sectors like agri-food, textiles, and logistics), [AgriFi](#) (focussed on enterprises involved in the agri-food value chain) and [ElectriFI](#) (focussed on expanding clean energy access). Each offers a combination of financial and non-financial services (linked but not exclusive to Global Gateway). Switch Asia, AgriFi, and ElectriFI can incorporate elements of blending mechanisms, as they often combine grants, technical assistance, and financing to de-risk projects and leverage additional investments. However, their financial structures may vary, with a strong emphasis on targeted sectoral outcomes rather than blending alone.

- **Switch Asia:** Focuses on SMEs and organizations committed to advancing greener supply chains and circular economies, with eligibility based on compliance with environmental and sustainability criteria.
- **AgriFi:** Targets enterprises operating in the agri-food value chain, particularly those focused on sustainable agriculture and rural development, often requiring financial sustainability and environmental/social impact as criteria.
- **ElectriFI:** Supports businesses expanding clean energy access, prioritizing projects in under-served or off-grid areas, requiring a clear business case and measurable development impacts.
- **Connecting Europe Facility (CEF):** Supports projects focused on developing and modernizing Europe's transport, energy, and digital infrastructure, with priority given to initiatives that enhance cross-border connectivity, sustainability, and innovation. Eligible projects must demonstrate EU-added value, technical and financial viability, and alignment with broader EU policy objectives, such as green and digital transitions.

By leveraging EIB and EBRD expertise, Greek entrepreneurs can access technical and financial resources to overcome these complexities, but active engagement with EU programs and local support networks will be essential for successful participation.

Steps to Access Wider EU Funding Programmes

For Greek companies engaged in key Global Gateway sectors and interested in accessing wider EU funding and support programmes, information can be found in the dedicated webpages provided above. Note a full list of EU funding programmes (going beyond investments/projects in partner countries) can be found [here](#).

