

Global Gateway and private sector involvement



28-01-2025

European Commission

Directorate General for International Partnerships (DG INTPA), E3



*“The **Global Gateway Strategy** is a template for how Europe can build more resilient connections with the world.”*

Ursula von der Leyen,
President of the European Commission

#GlobalGateway #TeamEurope

Some messages from President von der Leyen's Mission Letter to Commissioner-designate Mr Jozef Síkela¹

- 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



Jozef Síkela

Czech nationality

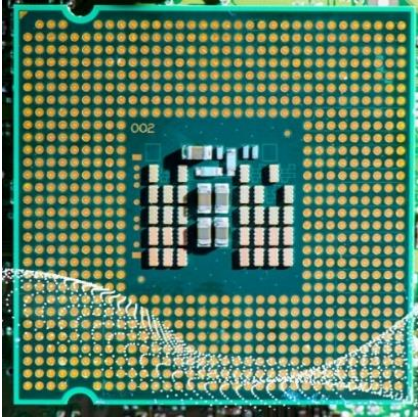
- **Minister of Industry and Trade**
2021–present
- **Member of the Board of Directors, Erste Group Bank AG, Vienna**
2015–2020
- **CEO and Chairman of the Board, Slovenská sporiteľňa, A.S.**
2010–2014
- **CEO and Chairman of the Board, Erste Ukraine, Kyiv**
2006–2010
- **Director of Corporate Client 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 – What is it?



- ❖ a **new European strategy** to boost smart, clean and secure links in digital, energy and transport sectors and to strengthen health, education and research systems across the world.
- ❖ An **EU principles** and **value-based offer** to partner countries to position the EU more prominently in a competitive world.
- ❖ The EU's contribution to narrowing the **global investment gap** worldwide, fully aligned with the UN Sustainable Development Goals (**SDGs**) and the **Paris Agreement**.

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

Global Gateway - How to be involved as a company?

Companies willing to know more about GG and/or to engage as part of GG can:

1

- **Get informed and apply**

2

- **Proactively engage locally**

3

- **Present your business case**

Global Gateway - How to be involved as a company?

Get informed and apply

1

- **Consult** the [Global Gateway - Business opportunities](#) webpage for background information and project overview
- **Apply** to [EU tenders](#) (use filters as sector or country) and MS tenders
- **Apply** to international tenders as part of a GG projects (in cooperation with governments)
- **Provide** supplies to a larger GG investment

Proactively engage locally

2

- **Develop a business opportunity** next to a GG project → Attend **EU Business Forum**

Present your business case

3

- **Contact GG stakeholders** such as EU delegations, financing institutions, business organisations
- **Review EU support programmes**

Consult the GG webpage

Global Gateway projects by region

We implement Global Gateway through projects in Latin America and the Caribbean; the Middle East, Asia and the Pacific; and Sub-Saharan Africa.

Global Gateway is Europe's offer for connecting the world with investments and partnerships.

For our partner countries, Global Gateway offers a qualitatively superior alternative to other public offers, that is in line with the European model of sustainable and transparent investment.

This involves a focus on values coupled with high standards, to enhance good governance, transparency, and sustainability.

See how we are creating smart, clean, and secure links in digital, energy and transport sectors and to strengthen health, education, and research systems globally.

Explore projects by region



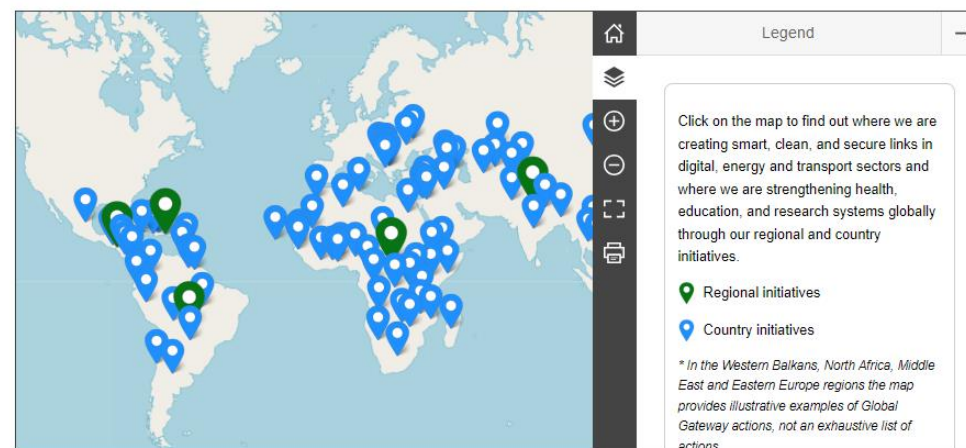
Latin America and the Caribbean



Middle East, Asia and the Pacific



Sub-Saharan Africa



Webtools + © EC-GISCO + Leaflet | © OpenStreetMap contributors | Disclaimer


Apply to EU tenders

EU Tenders



European
Union


 Log in

 English

EU tenders

Ted • tenders electronic daily Supplement to the Official Journal of the EU

▼ Notice

Official language 

243004-2024 - Competition

Egypt – Works for complete or part construction and civil engineering work – Design and Build of Kafr Al

Jaraydah Wastewater Treatment Plant Rehabilitation and Expansion 5,000m³/d

OJ S 81/2024 24/04/2024

Contract or concession notice – standard regime

Works

Apply to international tenders as part of a GG projects

Project example – The Lobito Corridor

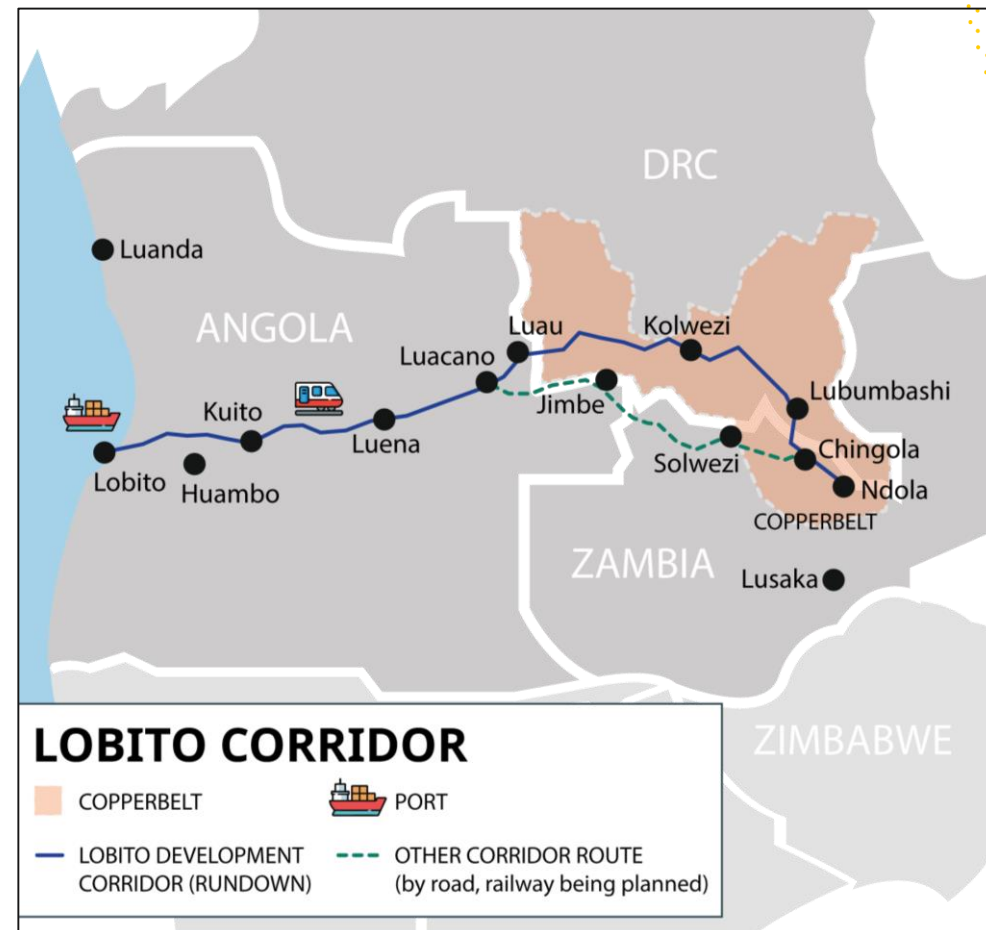
The Lobito Corridor is a **transport corridor** (railway line) that will connect the Port of Lobito in Angola to southern DR Congo and northwestern Zambia.

Some benefits: reduced logistical costs and carbon footprint of exporting/importing goods (minerals, agricultural goods, etc.); improved economic activity;

Expected cost: € 300-400 m (DRC) + € 2.5 - 3 bn (Zambia)

EU contribution:

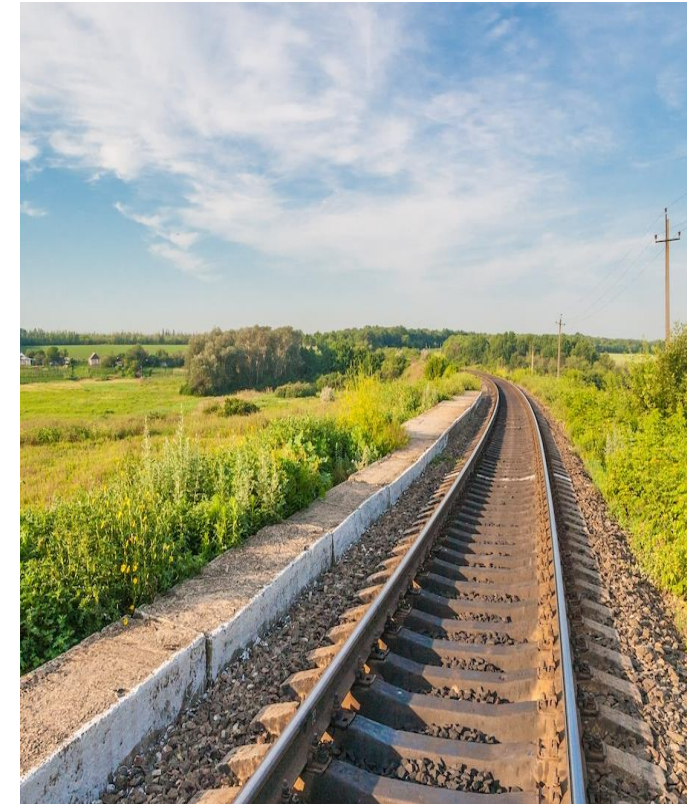
- support to **infrastructure investments**
- **soft measures** for trade and transit facilitation
- **investments in related sectors** along the corridor (agriculture value chains, energy, transport/logistics, TVET)



Apply to international tenders as part of a GG projects

Opportunities for companies:

- Port of Lobito management and maintenance
 - ✓ **Winning company:** Africa Global Logistics (Switzerland)
- Railway construction (~770 km) + railway rehabilitation (~420 km)
- Rail infrastructure management and maintenance (~1300 km)
 - ✓ July 2022: Award of a 30-year **concession** (by the Angolan Government) to manage railway infrastructure (~1300 km) between the port of Lobito and Luau.
 - ✓ **Winning consortium:** Lobito Atlantic Railways, composed of Trafigura (Switzerland), Mota-Engil (PT) and Vecturis (BE)
- Investment around the corridor (ex: logistic platform for agri products)
- Advisory, provision of equipment, etc.



Provide supplies to a large GG investment

GG project example – **MAV+**

'**MAV+**' - the Team Europe Initiative on *Manufacturing and Access to Vaccines, Medicines and Health Technologies* - works with African partners to **strengthen** their local pharmaceutical systems and manufacturing capacity.

MAV+ creates an enabling environment for sustainable local manufacturing in Africa through 3 dimensions: the **supply side, the demand side and the enabling environment**.

EU Contribution to MAV+: over 1.3 billion already mobilised (at country level -MIP-, and regional level – RIP-) by EC, EU MS, DFIs.



Provide supplies to a large GG investment

GG project example – MAV+

The case of BioNTech

BioNTech invested USD 135 million (own resources) in Rwanda to build mRNA Vaccine Manufacturing Facility. **The EU** contributes to enhance the **enabling environment** (regulations, skills, etc.).

The case of Univercells

- Univercells is a **Belgian SME** designing processes and technology across drug design, development and delivery.
- MADIBA project: Univercells **supplied equipment and technology** to Institut Pasteur de Dakar, and support on **project management and training**.
- WHO's mRNA technology transfer programme: Univercells **provides** the Ntensify™ midi **system for mRNA manufacturing** to Afrigen Biologics (South Africa), following the award of a WHO tender to Afrigen.

Proactively 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, 2023
- ✓ 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

Forecasted BF:

- 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

Present your business case

Companies willing to know more about GG and/or to engage as part of GG can:

- **Reach out to:**



- [EU Delegations](#)
 - your embassies and trade councilors
 - EU business organisations (based in Europe and [in partner countries](#))
 - [Trade promotion organisations](#)
- **Reach out to financing institutions: DFIs** (EIB, EBRD and EU MS DFIs) **and ECAs** (EIFO)
 - **Review EU [support programmes](#)** (Get.Invest, Electrifi, Agrifi, etc.)

EU DFIS – Offices in partner countries

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



[European Investment Bank](#)



[European Bank for Reconstruction and Development](#)



[OeEB](#)



[AFD](#), [Propaco](#)



[BGK](#)



[BIO](#)



[KfW](#), [DEG](#)



[SOFID](#)



[NRB](#)



[CDP](#), [SIMEST](#)



[Cofides](#), [AECID](#)



[IFU](#)



[FMO](#)



[Swedfund](#)



[Finnfund](#)



[NDF](#)



[NIB](#)

EU support programmes



Energy



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

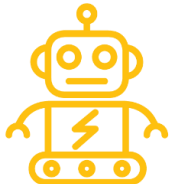


ElectriFI: ([Electrification Financing Initiative](#)) EUR 275+ million impact investment facility to increase access to clean energy in developing countries.



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.

Global Gateway Toolbox: EU Blending

- **Unblock, accelerate, and optimize investments**
- Address the difficulty in **accessing capital**, and the limitations of existing capacity to bring projects to financial close
- Financial additionality: financing needed for **start-up**
- Operational additionality: financing needed for high development **results**

Blending example: Investment Grant + TA - Tanzania – Kakono Hydropower Plant



Provide stability of power supply in northwest Tanzania and supply electric power to the national grid.

Our contribution (€ 36M) is combined with loans from **AFD (€ 110M)** and **AfDB (€ 140M)** to construct the hydropower plant and associated transmission lines.



Technical assistance to support the implementation of these projects (E&S Management Plan + support expertise).

Investment Grant to upgrade an existing substation.

Global Gateway Toolbox: Technical Assistance

Support instrument for logistical assistance to Global Gateway based on grants

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



How can you follow up on Global Gateway opportunities?

Present your business case to:

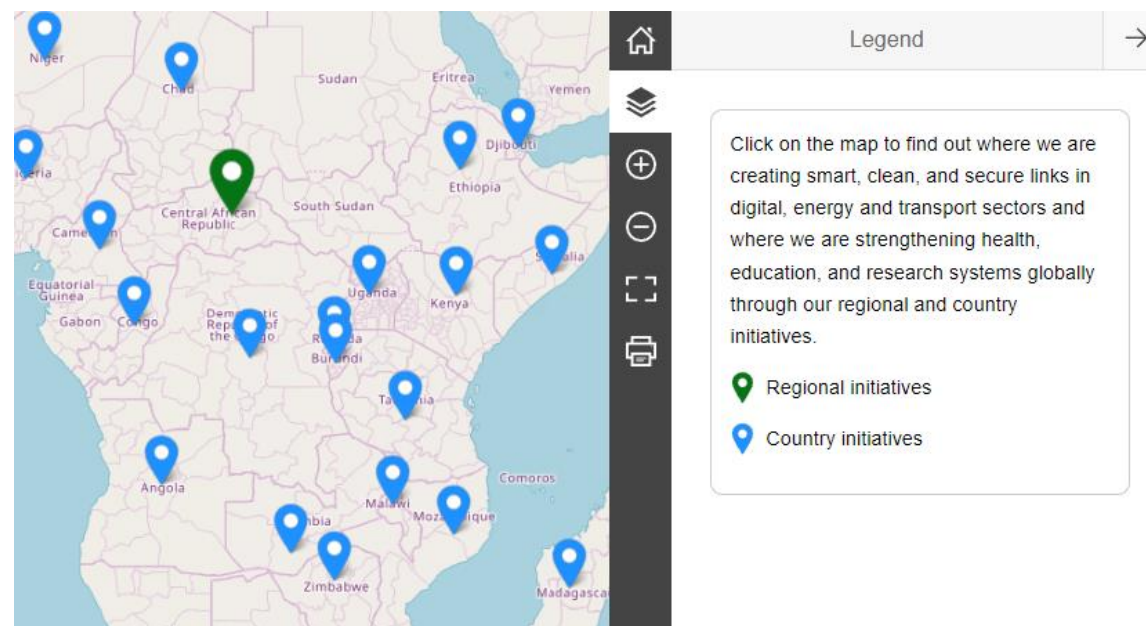
- **Team National** for a whole of government action
- **EU Delegations** for direct guidance

or

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 support to SMEs](#)
 - Funds
 - Guarantee Programmes
- [Take part in upcoming EU business fora](#)
- [Use our market access information tools](#)

Explore our Global Gateway Initiatives by Geography!



https://international-partnerships.ec.europa.eu/policies/global-gateway/global-gateway-business-opportunities_en