

السادة أعضاء جمعية رجال الأعمال المصريين الأفارقة المحترمين

تحية طيبة وبعد،،

استكمالاً للجهود والأنشطة المعمول بها والعلاقات المتميزة التي تربط جمعية رجال الأعمال المصريين الأفارقة بشركائها الاستراتيجيين والذي تحرص فيه بعض الجهات الخارجية على التعاون مع الجمعية وأعضائها، نرفق لكم العرض التقديمي الذي تم تقديمه خلال المؤتمر الذي أطلقته وزارة التخطيط والتنمية الاقتصادية والتعاون الدولي B.R.I.D.G.E. يهدف المؤتمر إلى الاستفادة من أفضل خيارات التمويل المبكرة المتاحة من المؤسسات المالية الدولية وشركاء التنمية، بهدف تمكين القطاع الخاص.

مرفق المنشور

وتفضلوا بقبول فائق الاحترام،

رئيس مجلس إدارة جمعية
رجال الأعمال المصريين الأفارقة



د/ يسري الشرفاوي

جمعية رجال الأعمال المصريين الأفارقة
مشهرة برقم 11455 لسنة 2021
Egyptian African Businessmen's Association
11455/2021

الأمين العام لجمعية
رجال الأعمال المصريين الأفارقة

مصطفى الامير

م مصطفى الامير

وزارة التخطيط والتنمية الاقتصادية
والتعاون الدولي

Ministry of Planning, Economic
Development & International
Cooperation



B.R.I.D.G.E SERIES

Business Roundtables for Innovation, Development, and Government
Engagement

SESSION 2: Egypt – UK Trade Facilitation and Investments

October 14th, 2024,

وزارة التخطيط والتنمية الاقتصادية
والتعاون الدولي

Ministry of Planning, Economic
Development & International
Cooperation



منصة حافز للدعم المالي والفني للقطاع الخاص

<http://privatesector.moic.gov.eg>



التواصل الفعال مع القطاع الخاص: منصة حافز للدعم المالي والفني للقطاع الخاص

بناء اقتصاد
تنافسي جاذب
للاستثمارات

بناء الإنسان
المصري
وتعزيز رفاهيته

حماية الأمن
القومي وسياسة
مصر الخارجية



أطلقنا بكم في بوابة مشاورة القطاع الخاص لوزارة التعاون الدولي منصة حافز للدعم المالي والفني للقطاع الخاص

شركات دولية لتنمية القطاع الخاص



قم بتأمين مستقبلك المالي من خلال
مجموعة من حلول التمويل المخصصة من
شركاء التنمية الدولية في مصر

احصل على التمويل

احصل على تمويل

ابني قدراتك

اكتشف الفرص

ابقى على اتصال

١٠٦

فرصة شراكة للمشاركة

١٠٩

إجمالي المناقصات منذ عام
2020

٢٤

إجمالي المناقصات
المتاحة حالياً

١٠٣ مليار دولار

تمويلات تمويلية حيسوز
للقطاع الخاص منذ 2020

أحدث المناقصات

خدمات

خدمات التصميم والتوريد والتركيب لتوسعة
محطتي لاروك وبوميت الفرعيتين الحاليين
بقدره 132/33 كيلو فولت
تقدمت حكومة كينيا بطلب للحصول على
تمويل من بنك التنمية الأفريقي (AfDB)

أعمال هضاب

أعمال إسقية لمخطة تحلية المياه
تجريم منطقة بنويا للومسية والصناعية
استخدام جزء من عائدات شحن منصة بنديفا
البنك الأوروبي للإنشاء والتعمير لتخطيط
تكملة أعمال البناء لمخطة تحلية المياه

خدمات

إنشاء اتفاقية إطارية لتقديم الخدمات
القانونية للمفوضية السامية للأمم المتحدة
لشؤون اللاجئين في مصر
تدعو مفوضية الأمم المتحدة لشؤون
اللاجئين عملية المفوضية السامية للأمم

منصة حافز للدعم المالي والفني للقطاع الخاص

أطلقت الوزارة في ديسمبر ٢٠٢٣ المنصة تنفيذاً لتوصيات المؤتمر الاقتصادي المنعقد في أكتوبر 2022، وفي إطار جهود الدولة للاستفادة من أفضل بدائل التمويل المبتكرة المتاحة من مؤسسات التمويل الدولية، وشركاء التنمية لتمكين القطاع الخاص.

تعتبر منصة متكاملة تربط شركاء التنمية، والوكالات، والحكومة، ومجتمع الأعمال

تربط شركاء التنمية، والوكالات، والحكومة، ومجتمع الأعمال المحلي، بهدف:

- تعزيز التواصل والربط بين مختلف شركات القطاع الخاص وشركاء التنمية
- تعظيم الاستفادة من التمويلات التنموية والدعم الفني والاستشارات والمصادر المعرفية

- تقليل المنصة فجوة المعلوماتية وتجاوز الحاجز اللغوي الذي يحول دون

- حصول الشركات على العديد من الخدمات من شركاء التنمية،

- إتاحة المعلومات حول أنسب الحلول المالية وغير المالية المتاحة

تقدم المنصة كافة المعلومات عن فرص الحصول على الدعم الفني والبرامج التدريبية المختلفة. وتتيح المنصة ما يزيد عن 85 خدمة تمويلية أو دعم فني مقدمة من 32 شريك تنموي، بالإضافة إلى مئات المناقصات والمبادرات المحلية والدولية الممولة من شركاء التنمية وسبل الاشتراك فيها مما يسهم أيضاً في الوصول والمنافسة في الأسواق الدولية



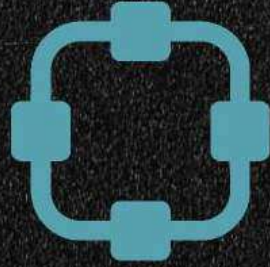
Key Features

أهم الخصائص



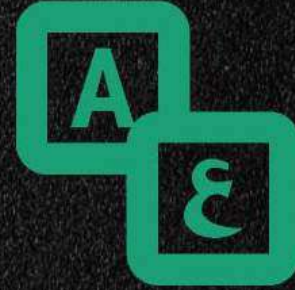
**AI-Powered
Search**

ذكاء إصطناعي



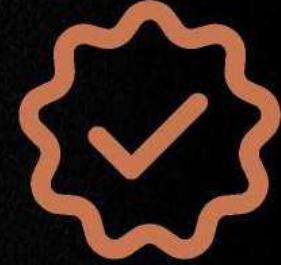
**User-Friendly
Interface**

واجهة مستخدم بديهية



**Localized
Content**

محتوى عربي

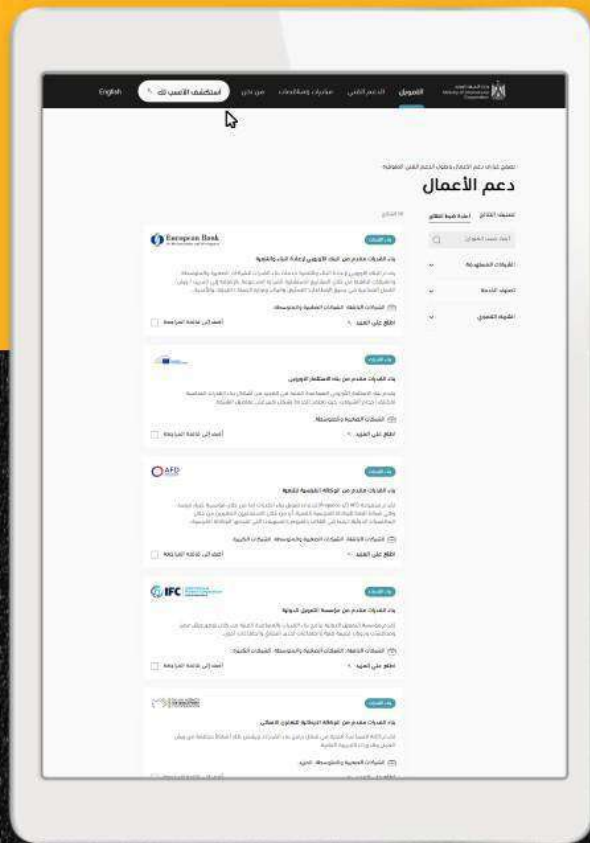


**Verified
Information**

معلومات موثوقة

+75

خدمة معروضة على المنصة



2 بالإضافة إلى خدمات دعم الأعمال In addition to All Technical Assistance Services

1 عرض لكافة الخدمات التمويلية Listing of All Financial Services



GIZ ZWIN Mentorship program
توجيه لتطوير شركتكم بالشراكة مع GIZ



استكشف التمويل المناسب لك

فرص التمويل

10 نتائج من 39

تصنيف النتائج إعادة ضبط النتائج

أبحث حسب العنوان



الشركات المستهدفة



تصنيف الخدمة



الشريك التنموي



تمويل إنمائي ميسر

تمويل إنمائي ميسر بواسطة الصندوق العربي للإنماء الاقتصادي والاجتماعي

يساهم الصندوق العربي في تمويل المشاريع التنموية الحيوية ذات الأولوية في العديد من القطاعات، ومساعدة الجهات المشرفة على تنفيذ خطط وسياسات التنمية في الدول المستفيدة، وزيادة قدرتها على إعداد وتنفيذ المشاريع، وتدريب العمالة، ورفع كفاءة أداؤهم...

الشركات الناشئة، الشركات الكبيرة.

 أضف إلى قائمة المراجعة

اطلع علي المزيد



UK Export Finance

تمويل إنمائي ميسر

تمويل إنمائي ميسر بواسطة وكالة تمويل الصادرات البريطانية

تمويل الصادرات البريطانية (UKEF) هي وكالة اتتمان الصادرات البريطانية، وتتمثل مهمتها في تعزيز الرخاء من خلال ضمان عدم فشل أي صادرات بريطانية قابلة للحياة بسبب نقص التمويل أو التأمين...

تصفح خيارات دعم الأعمال وحلول الدعم الفني المتوفرة

دعم الأعمال

10 نتائج من 27

[تصنيف النتائج](#)
[اعادة ضبط النتائج](#)


أبحث حسب العنوان



الشركات المستهدفة



تصنيف الخدمة



الشريك التنموي


European Bank
 for Reconstruction and Development

بناء القدرات

بناء القدرات بواسطة البنك الأوروبي لإعادة البناء والتنمية

يقدم البنك الأوروبي لإعادة البناء والتنمية خدمات بناء القدرات للشركات الصغيرة والمتوسطة والشركات الناشئة من خلال المشاريع الاستشارية الفردية المدعومة بالإضافة إلى التدريب / ورش العمل الجماعية في جميع القطاعات: التصنيع، والبناء، وتجارة الجملة / التجزئة، والأغذية...

الشركات الناشئة، الشركات الصغيرة والمتوسطة.



أضف إلى قائمة المراجعة

اطلع علي المزيد


European Investment Bank

بناء القدرات

بناء القدرات بواسطة بنك الاستثمار الأوروبي

يقدم بنك الاستثمار الأوروبي المساعدة الفنية في العديد من أشكال بناء القدرات المناسبة لمختلف أحجام الشركات، حيث تعتمد الخدمة بشكل كبير على تفاصيل الشركة.

الشركات الصغيرة والمتوسطة.

خدمات لمختلف القطاعات

المناقصات

ترتيب وفقاً الموعد النهائي للتقديم من الاحدث الى الاقدم

10 نتائج من 26



بنية تحتية

أعمال إنشائية

إعادة تأهيل (إعادة بناء) محطة معالجة مياه الصرف الصحي بطنطا بقدرة 100,000 م³/يوم

بواسطة: EIB مصر-الغربية: أعمال إصلاح وصيانة محطة الصرف الصحي

1 أيام متبقية

مصر

آخر ميعداد: 20 ديسمبر 2023

اطلع علي المزيد



بنية تحتية

أعمال إنشائية

بناء ممر حافلات

بواسطة: AFD مشروع الخط الرئيسي للنقل الاستراتيجي... CNG 1053

2 ايام متبقية

نيجيريا

آخر ميعداد: 21 ديسمبر 2023

تصنيف النتائج

إعادة ضبط النتائج



أبحث حسب العنوان



الحالة



المكان



نوع المناقصة



القطاع



الشريك التنموي

إكتشف الفرص

ترتيب وفقاً الموعد النهائي للتقديم من الأحدث الى الأقدم ✓

10 نتائج من 26



ورشة عمل حول المهارات الخضراء في منطقة البحر الأبيض المتوسط: التعليم...

ورشة العمل حول "المهارات الخضراء في منطقة البحر الأبيض المتوسط: التعليم والبحث من أجل أنظمة غذائية مستدامة"...

1 أيام متبقية

اطلع علي المزيد



سد الفجوة: التغلب على العوائق المالية أمام المشروعات متناهية الصغر...

سيتم إجراء حلقة النقاش هذه باللغتين (الإنجليزية والعربية) وستكون متاحة أيضًا على تطبيق Zoom. تم تصميم سلسلة...

1 أيام متبقية

اطلع علي المزيد



التدريب الرقمي للسيدات في مجال الأعمال

تصنيف النتائج إعادة ضبط النتائج



أبحث حسب العنوان



الحالة



الشركات المستهدفة



المكان



القطاع



الشريك التنموي



اكتشف حلول أعمالك المثالية: سترشدك هذه الاستثمارة للعثور على أفضل الفرص التي تناسب احتياجاتك.

مستكشف الحلول المخصصة

بيانات التواصل

الاسم

رقم الهاتف

01000000000

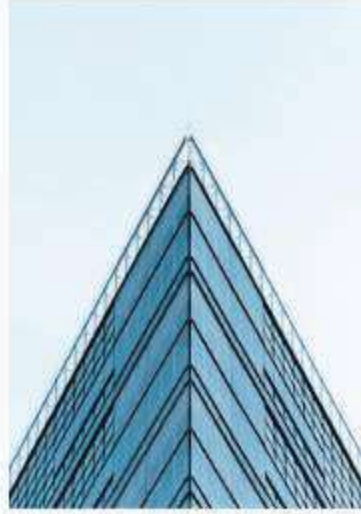
البريد الإلكتروني

eg@gmail.com

معلومات الشركة

اسم الشركة

ما هو اسم شركتك؟



أنسب النتائج

البحث عن الخيار المناسب

لقد قمنا بتحليل وتقييم إجاباتك. يرجى العثور أدناه على مجموعة من العروض لمساعدتك في اتخاذ قرارات مستنيرة بشأن احتياجاتك المالية. إليك تفصيل النتائج:



استثمار بواسطة
الوكالة الفرنسية
للتنمية



استثمار بواسطة بنك
الاستثمار الأوروبي



استثمار بواسطة البنك
الأوروبي لإعادة البناء
والتنمية

الوصف

اعتمادا على نوع المستفيد، تقدم Proparco/AFD الخدمات التالية: بالنسبة للشركات الناشئة والشركات الصغيرة والمتوسطة، توفر Proparco الاستثمار المباشر وغير المباشر من خلال صناديق رأس المال الاستثماري. تقدم Proparco التمويل البذري والتمويل في المراحل المبكرة ورأس المال الاستثماري ورأس المال المتنامي وتمويل الميزانين. بالنسبة للشركات الكبيرة، فإنه يوفر تمويل الأسهم للتوسع، وتمويل الاستحواذ، وإعادة هيكلة المساهمين. بالنسبة للصناديق، تستثمر بروباركو في استثمارات صناديق الأسهم الخاصة، واستثمارات الصناديق، واستثمارات صناديق البنية التحتية.

يقدم بنك الاستثمار الأوروبي تمويل أسهم رأس المال بشكل رئيسي من خلال الاستثمار أو الاستثمار المشترك إلى جانب الأموال في مجالات البنية التحتية أو البيئة أو المؤسسات الصغيرة والمتوسطة الحجم والشركات متوسطة الحجم. وفي بعض الحالات، يقدم البنك أيضًا تمويلًا مباشرًا شبه أسهمي لدعم الشركات المبتكرة التي تسعى للحصول على تمويل للنمو.

يقوم البنك الأوروبي لإعادة الإعمار والتنمية بالاستثمار في الأقليات و يحصل على حصص تصل إلى 35٪ ويستثمر ما بين 10 مليون يورو و200 مليون يورو لكل استثمار. يعد ERBD واحدًا من أكبر وأقدم مستثمري الأسهم في البلدان التي يعمل فيها، ويتطلع إلى استثمار ما يصل إلى مليار يورو سنويًا من خلال الأسهم المباشرة ومنتجات الميزانين والأسهم الممتازة والأدوات الأخرى. وبالإضافة إلى الأسهم الخاصة، فإنها تستثمر أيضًا في الأسهم العامة لتعزيز تطوير أسواق رأس المال في مناطقنا من خلال المشاركة في تمويل ما قبل الاكتتاب العام والاكتتابات العامة الأولية وبنادق رأس المال والمعلومات العامة الأخرى.

Coming Soon



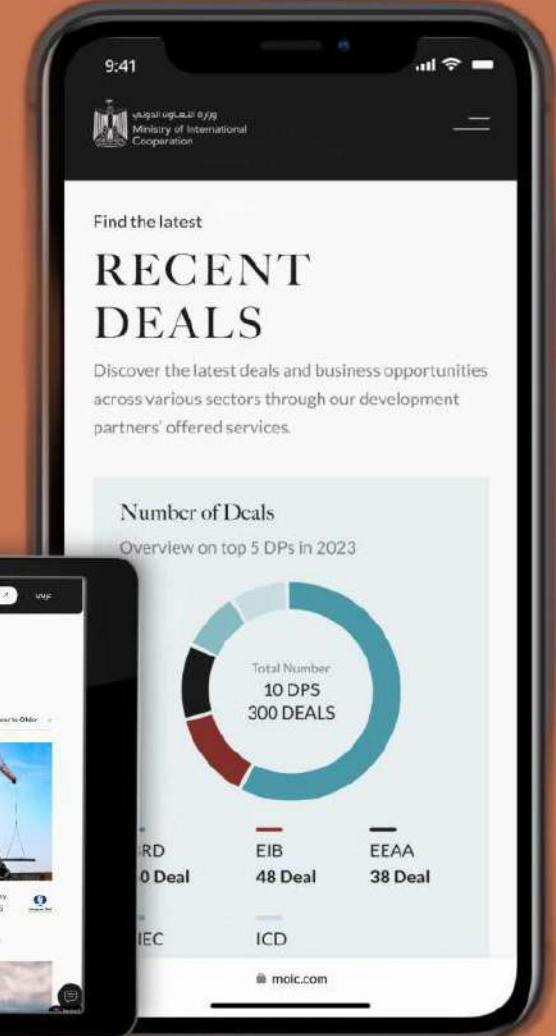
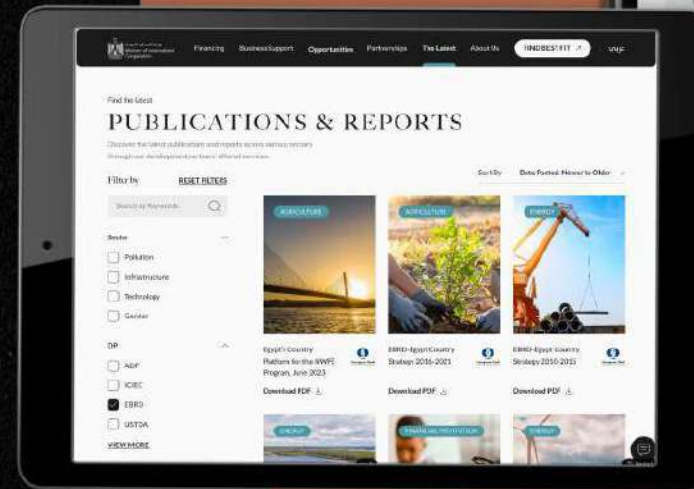
Stay tuned for other upcoming features

- 1- Matchmaking & Collaboration Hub
- 2- Tracker for all deals made by Egyptian private sector with development partners
- 3- Repository of publications (reports, studies, etc.)

١- منصة عمل للتعاون والمشاركة والابتكار

٢- تتبع لصفقات القطاع الخاص المصري مع شركاء التنمية

٣- مكتبة افتراضية لمنشورات شركاء التنمية (تقارير، دراسات، إلخ)



وزارة التخطيط والتنمية الاقتصادية
والتعاون الدولي
Ministry of Planning, Economic Development
& International Cooperation



HUB FOR ADVISORY, FINANCE &
INVESTMENT FOR ENTERPRISES



Thank you!
شكراً جزيلاً!





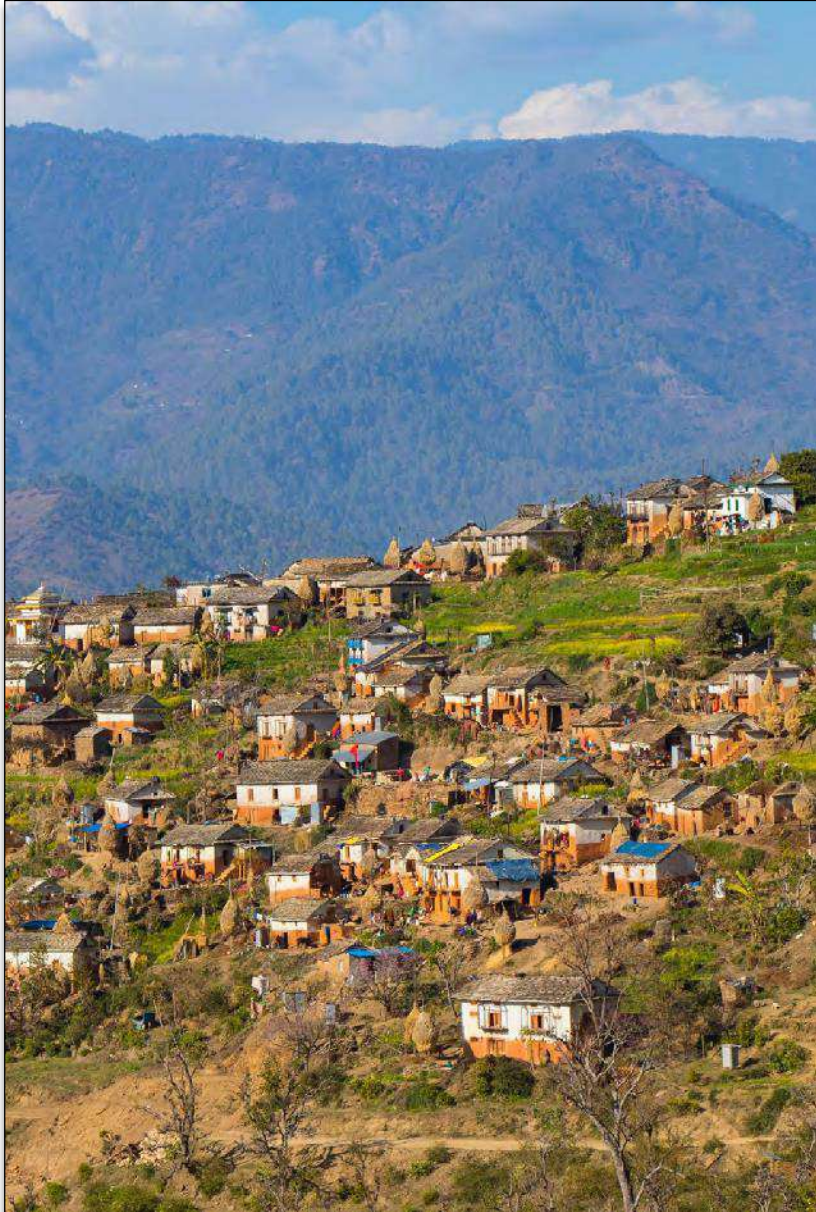
British
International
Investment

Your patient, experienced partner

*“ We help you grow in a way that’s
as good for your commercial
success as it is for society and the
world we live in. ”*



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Your patient and experienced partner

As a skilled investor, we are honest, ambitious and thoughtful



We are the UK's Development Finance Institution and impact investor with **75 years'** experience investing in the emerging markets.



Why we invest

“We help businesses grow in a way that’s as good for your commercial success as it is for people and planet.

We partner with businesses to co-create bespoke financing solutions that reflect their growth ambitions.

As an investor we provide just the right amount of challenge to help our partners explore new routes to long term sustainable success.”

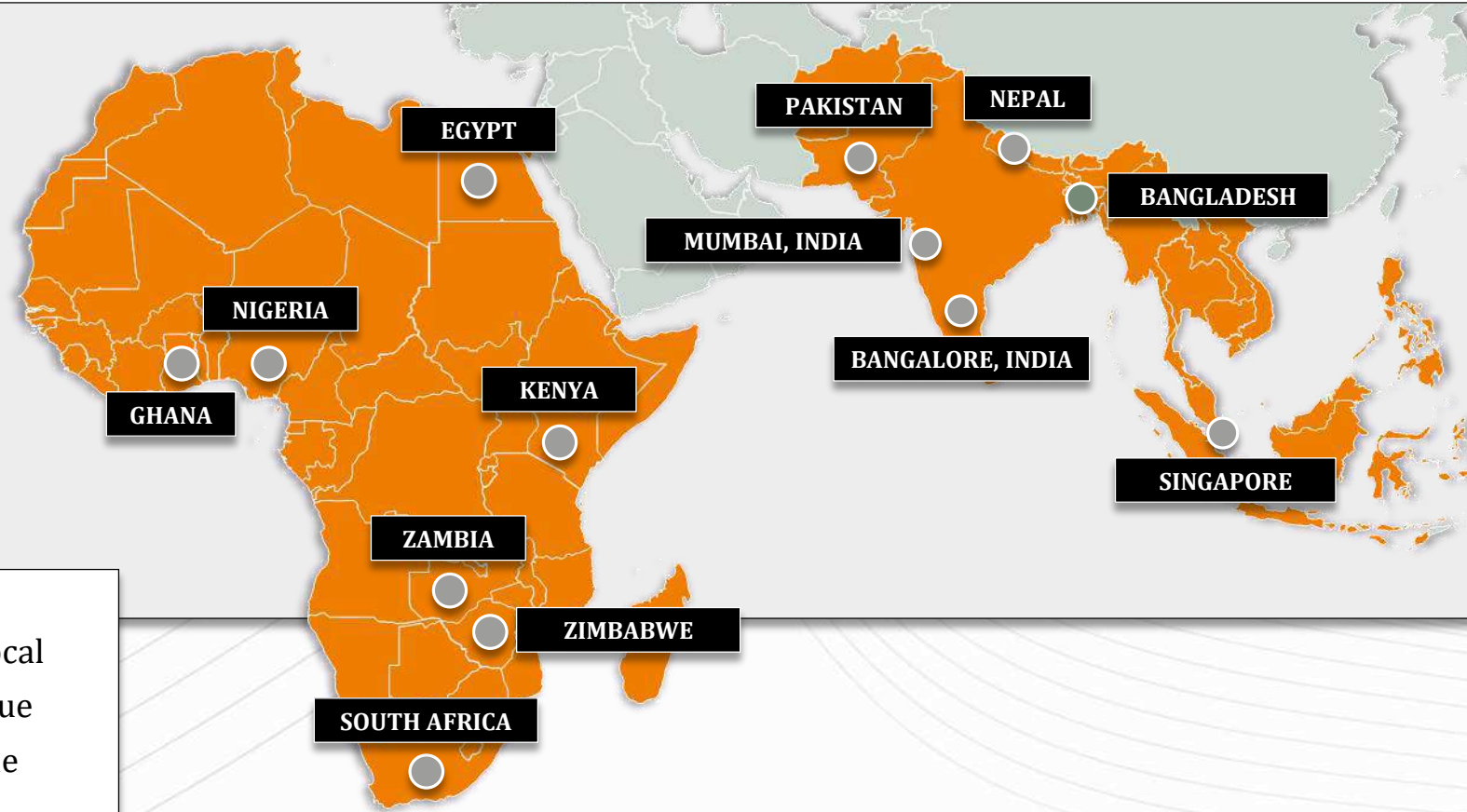
Nick O’Donohoe
Chief Executive Officer



We invest in Africa, Asia and the Caribbean

**We are a team of 600
across 13 locations**

We understand the challenges
and opportunities in your
local market



“ British International Investment’s local presence is vital in sustaining its value add to businesses. Understanding the unique markets that our investees operate in, enables us to spot local trends and opportunities for growth. ”

Collaborative and caring

Our impact investment themes support your growth

Our partnerships are fuelled by a synergistic ambition to drive growth and create impact, particularly within these four investment verticals.

Data correct as of December 2022



Climate Finance

At least 30 per cent of our total new commitments will be in climate finance.

We partner with businesses that are at the forefront of innovations to mitigate climate change, increase climate resilience and adaptation, and support the circular economy.



Infrastructure

We invest in crucial infrastructure that helps to form the building blocks for modern and thriving economies and societies.

Our investments in climate-smart digital and physical infrastructure bring people and businesses closer together, strengthen regional trade and enable the emergence of new value chains.



Digital transformation

We are passionate about the vast potential of the digital economy as a driver of growth, inclusion and innovation.

We invest in businesses and entrepreneurs who are using digitalisation to leapfrog development, improve access to services and unlock new markets and opportunities.



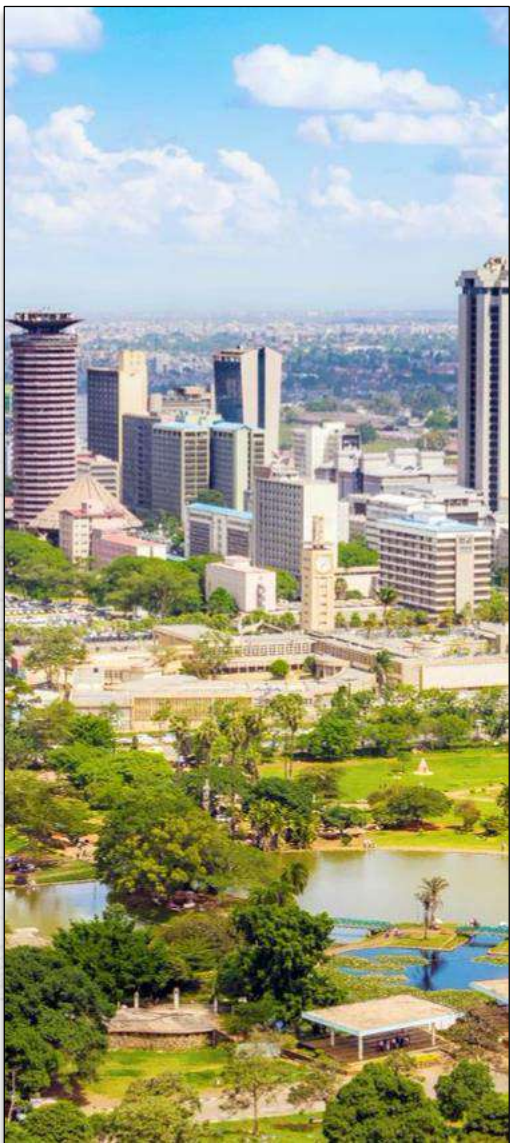
Diversity and Inclusion

We are proud to be at the forefront of gender-smart investing and we are a founding member of the 2X Challenge.

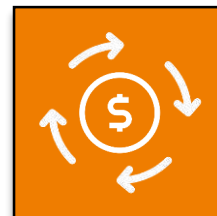
The 2X Challenge has raised over \$10bn to empower women's economic development. Investing in inclusion creates new opportunities to engage historically disadvantaged and marginalised groups and improve their access to quality, affordable goods and services.



Broad range of capital products



We can participate in **large or smaller transactions** and invest with ticket sizes \$100m+.



We are balance sheet investors with long-term investment horizons.

Equity

- Direct investment; significant minority investments
- Follow-on investments

Debt

- Senior and mezzanine loans
- Subordinated tier II debt
- Risk sharing facilities
- Project finance
- Trade finance

Funds and Capital Partnerships

- SME, mid-cap and large-cap private equity funds
- Private credit funds
- Sector funds (real estate, infrastructure, climate, gender)
- Risk sharing facilities
- Venture capital

A spectrum of investments and partnerships

From small to large investments, our partnerships deliver positive impact outcomes.

Trade and supply chain finance: The smallest invoice supported was just \$6 and smallest guarantee \$800. Average guarantee \$1.18m.



Venture capital: \$3.7m in CropIn, a specialist in software for agribusiness, providing support to 4 million farmers to maximise yields and adapt to climate change.



14Trees: \$5.23m. A joint venture we set up to develop affordable and sustainable construction products in Africa.



Liquid Intelligent Solutions: \$220m to the largest independent fibre and cloud provider in Africa. Connecting Mombasa to Kinshasa, Cape Town to Cairo.



Ayana: Founded by BII, it is one of India's fastest growing renewable energy platforms. To date, we have mobilised \$721m of capital for the project.



Safaricom Ethiopia: the first private mobile phone operator in Ethiopia. Delivering affordable and high-quality internet and expanding productivity and social inclusion across the country.

Small investments



Large investments



Value beyond capital - build your business's resilience

Each strategy brings value to a business over the long term; each backed by a team of experts that will support your progress throughout the journey.



Business
integrity



Climate change management



Corporate governance
and board effectiveness



Gender, diversity and inclusion



Management development and
organisational effectiveness



Strengthen ESG
(Environmental,
Social and Governance)
impact



Workforce management
and skills development



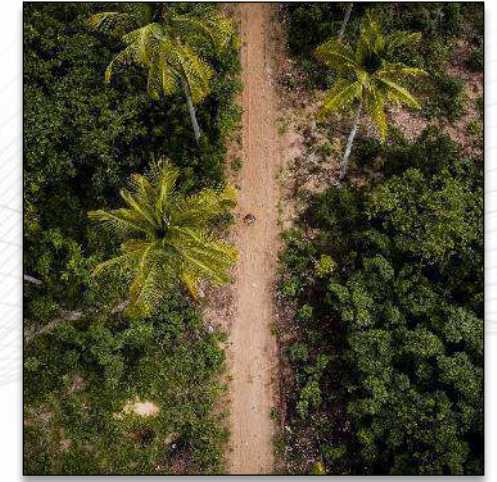
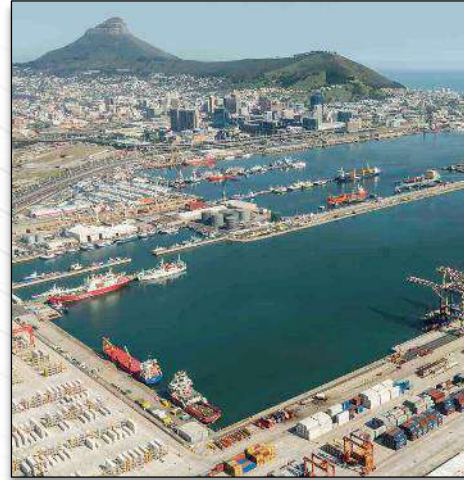
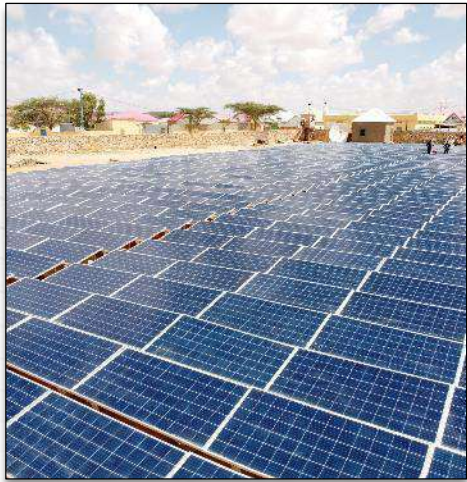


Our portfolio today -

Impact-led and commercially rigorous



British
International
Investment



\$10.47bn

total assets.

\$1.56bn

**annual
commitments.**

1,476

businesses,
57 per cent in Africa;
37 per cent in South Asia;
6 per cent rest of the world.

65

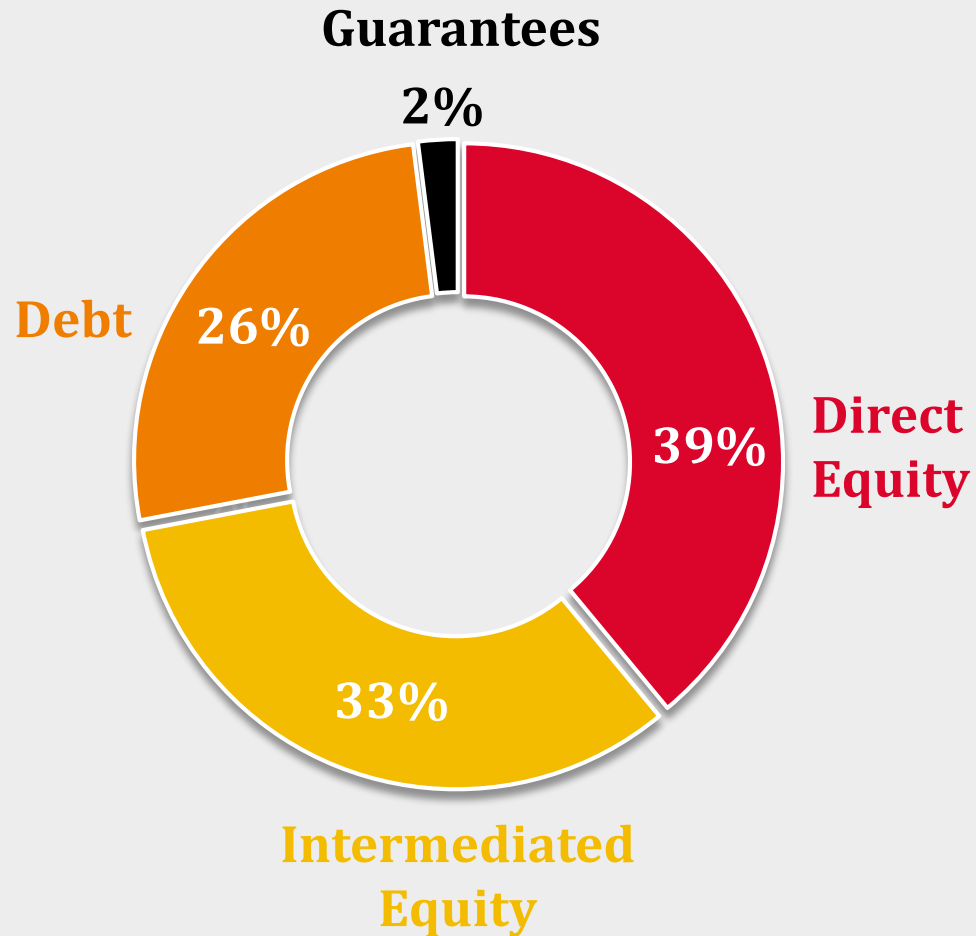
**countries
we invest in.**



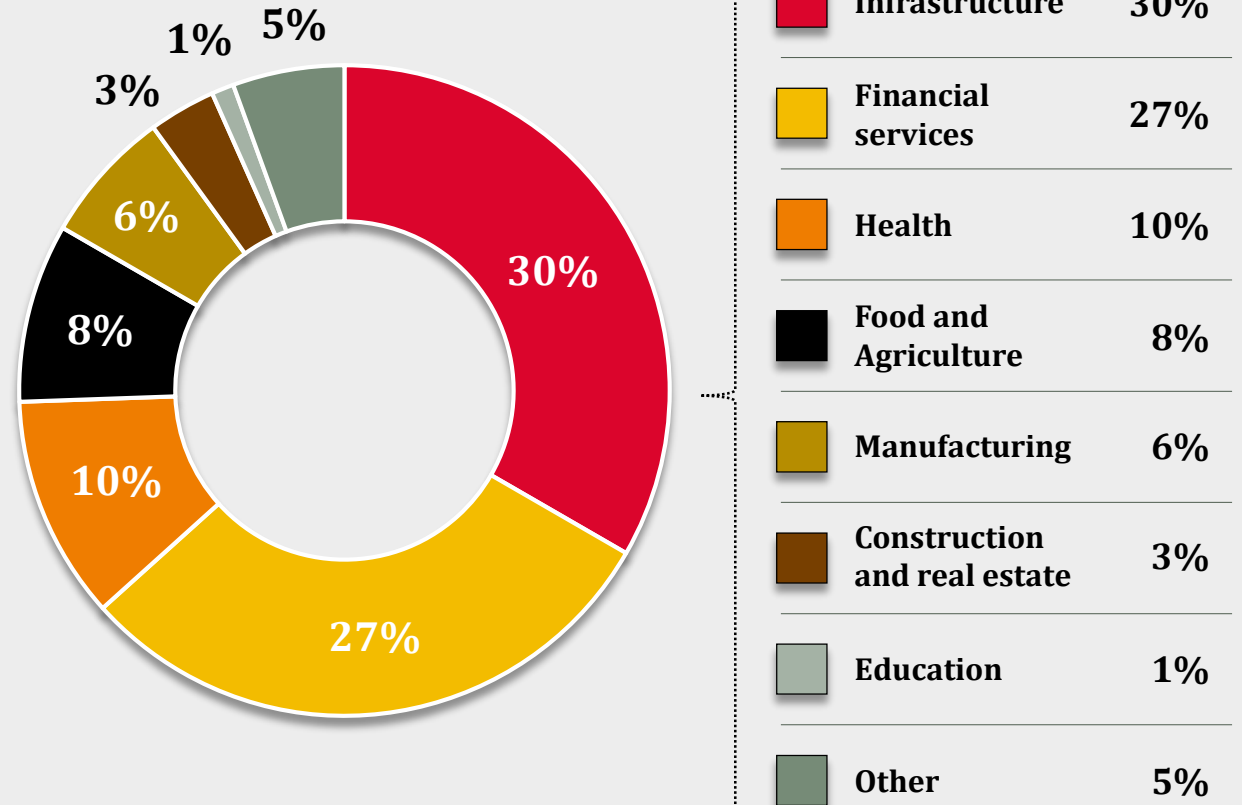
Our portfolio

Data correct as of December 2022

By Product



By Sector





Our partnerships today



**\$65
million**
Zambef



**\$320
million**
DP World



**\$200
million**
Scatec



**\$220
million**
Liquid
Intelligent
Technologies



**\$40
million**
H1 Holdings



**\$5
million**
TradeDepot



**\$150
million**
Kelixbio



**\$55
million**
Aavishkaar



**\$18
million**
Indifi
Technologies



**\$130m eq. in KES
\$20m eq. in KES**
Sun King



**\$25
million**
TLcom Tide
Africa Fund



**\$53
million**
BigBasket



Our partnerships today



**\$324
million**
Safaricom



**\$233
million**
Ayana



**\$50
million**
DAL Group



**\$14
million**
Africa Water
Infrastructure
Development
(AWID) platform



**\$50
million**
Banque du
Caire



**\$10
million**
Chiratae
Ventures



**\$10
million**
Arkam
Ventures



**\$100
million**
FirstBank



**\$10
million**
MaxAB



**\$5
million**
14 Trees



**\$22
million**
WorldLink

BII Plus

Technical assistance funding



Technical assistance: BII Plus

BII Plus works closely with investees – and beyond.



BII Plus can financially and strategically support our investees to deepen impact outcomes.



Projects reach our target populations and focus on our key thematic areas including climate change and gender.



It also works outside our portfolio, supporting industry-level projects that address constraints faced by multiple businesses, helping to unlock investment opportunities across Africa and Asia.



Building high impact businesses

Novastar is an early-stage investor in East Africa that backs businesses targeting low-income populations. The Novastar Ventures' TA facility has supported 11 companies with 45 TA projects. BII Plus actively works with Novastar to optimise the use of their TA and its impact on their portfolio. |



E&S workshops

With BII Plus support, BII's ESG-I team has delivered a two-year programme of workshops to support our investees to meet our high standards for E&S, as well as learn how to integrate gender, job quality and human capital into their investment process. Participant ratings of the programme are consistently high – 85 per cent of respondents found the content 'extremely relevant', 97 per cent of respondents said they will apply the content in their job within the next 3 months. The programme has been expanded to include content on social risks and ESG risks in venture capital.

Working together

What
makes
a good
project?



BII Plus funding is particularly appropriate when:



Support is for discrete and time-bound activities, (i.e. short- to medium-term projects).



Expected developmental outcomes are strong but commercial benefit is unproven or unknown.



Support is beyond 'business as usual' and is likely to add value to the business and perhaps contribute to wider knowledge generation.

BII Plus team

We support teams throughout the project development and implementation process by:



Simon Meier



Ellinor Jensrud



Alex Kucharski

- Helping to identify and scope project ideas.
- Designing and providing feedback on projects to ensure sustainability.
- Facilitating the application and approval process.
- Identifying and/or recommending service providers.
- Supporting companies with procurement, contracting and payments.
- Sharing tools, templates, case studies and findings or other learnings.

Sherine Shohdy

Head of Office & Regional Director, North Africa



British International Investment plc
123 Victoria Street
London SW1E 6DE
United Kingdom
+44 (0)20 7963 4700
bii.co.uk

 [linkedin.com/company/british-international-investment](https://www.linkedin.com/company/british-international-investment)

 [@BritishIntInv](https://twitter.com/BritishIntInv)

British International Investment is regulated by the Financial Conduct Authority.
Registered address as above. Registered in England No. 3877777

وزارة التخطيط والتنمية الاقتصادية
والتعاون الدولي

Ministry of Planning, Economic
Development & International
Cooperation



B.R.I.D.G.E SERIES

Business Roundtables for Innovation, Development, and Government
Engagement

SESSION 2: Egypt – UK Trade Facilitation and Investments

October 14th, 2024,



UK Export
Finance



A COMPETITIVE FINANCING OFFER FOR Egypt

August 2024

Origination & Client Coverage

Mohamed Saad

Country Head Egypt & Algeria

UKEF is a ministerial Government Department operating as the UK's Export Credit Agency, supporting businesses of all sizes to invest and export overseas.

As the world's first credit export agency (established in 1919) UKEF offers attractive, long-term financing in the form of insurance, loans and guarantees

As an ECA we:

- **promote international trade and investment activity through our financing support**
- **enable access to a competitive source of commercial debt financing**
- **support UK exporters and their buyers overseas so that UK businesses can realise their export potential and overseas buyers can make projects happen**
- **work with banks and other financial institutions to arrange and administer finance**



UKEF's financing supports global trade to deliver impact in the UK and internationally.

OUR GLOBAL IMPACT



£8.8bn in support of export contracts FY23/24



£60bn in global financing capacity

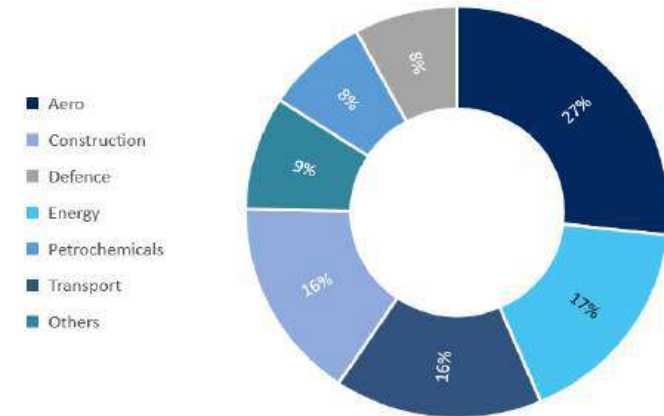


£52bn current portfolio

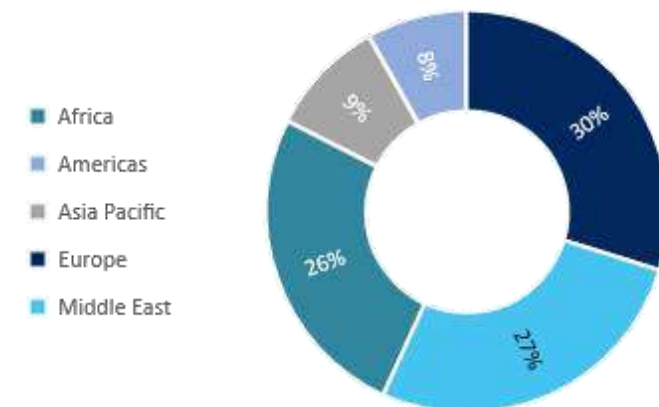
OUR FINANCING OFFER

- 100% guarantee for loans underwritten (on up to 85% or 95% of the export contract)
- Long-term maturities: **15 years** repayment in most sectors and **22 years** for renewable energy and clean growth projects (plus construction period)
- Competitive pricing and funding diversification
- Patient and stable source of funding backed by UK Govt

Sectoral breakdown of amount at risk (net of reinsurance)*



Regional breakdown of amount at risk excl UK (net of reinsurance)*



* UKEF's Annual Report and Accounts 2023-2024

We have an attractive offer for Egypt which mobilises capital to support local economic growth and development...

**Country
limit:
£ 2bn**



Can provide financing in all hard currencies and local currency financing.



Credit rating of market and benefit to pricing e.g. UK government-backed guarantee with AA credit rating instead of BB-



Commentary on wider regional and HMG context as relevant e.g. FTAs/HMG priorities/G2Gs



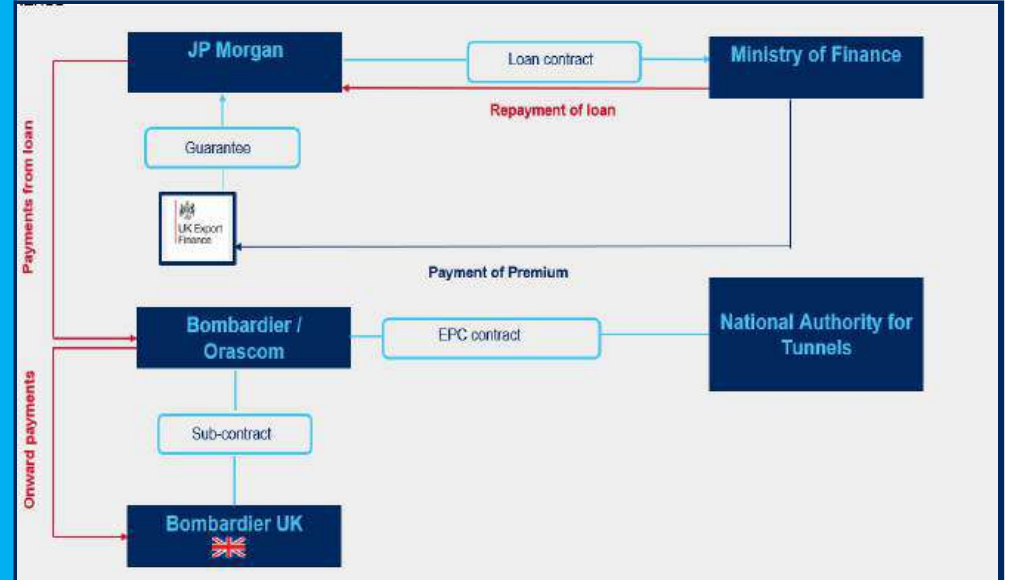
Co-Head



Regional Head



Country Head



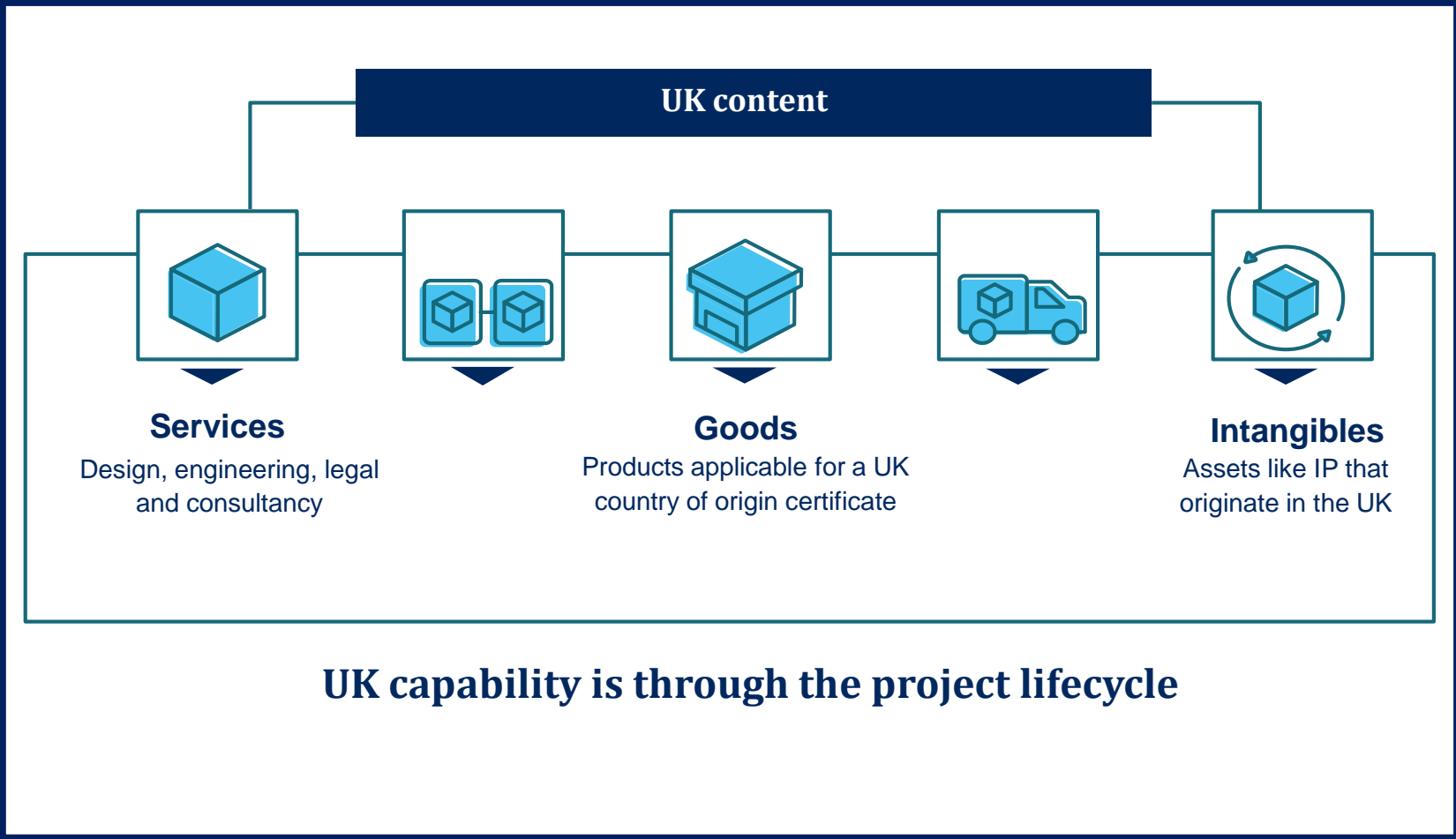
Flexible UK content policy: 20% minimum of the total project value

Supplier fair

We organise one day matchmaking events to help **identify UK content** for overseas projects

DBT, trade associations and other partners help **invite potential suppliers**

Buyer/ EPC contractor provides **project overview** and hosts **1-2-1 meetings** with potential suppliers



**Off-shore Wind
Taiwan (2019)**



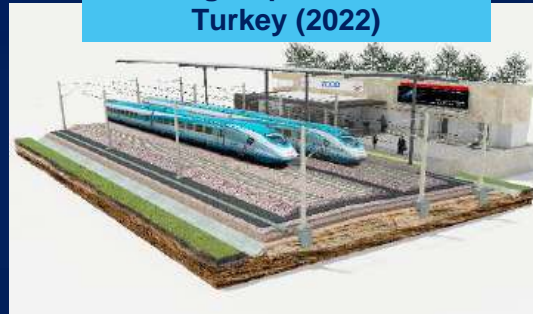
Project & impact: 376-megawatt offshore wind farm in the Taiwan Strait making a significant contribution towards Taiwanese authorities' target of 20% of its power coming from renewable sources by 2025.

Product and value: Project Financing - £230 million



- Provision of the installation vessel
- Heavy lifting specialist equipment

**High-Speed Rail
Turkey (2022)**



Project & impact: UKEF's biggest ever sustainable civil infrastructure deal: a 503km high speed electric railway connecting Izmir to Ankara.

Product and value: Buyer Credit facility – €2.1 billion



- Railway lines
- Material and equipment for signalling
- Telecommunication and electrification systems
- Insurance
- Freight services

**Six Flags Qiddiya City
Saudi Arabia (2024)**



Project & impact: UKEF's largest Murabaha financing to date and the first in the region. UK exporters secured wider access to opportunities created by PIF's investment in large-scale infrastructure projects.

Product and value: Buyer Credit facility and Islamic Financing – US\$700 million



- Mechanical engineering
- Plumbing
- Creative services
- Specialist lighting and security systems

**Healthcare Cote
D'Ivoire (2021)**



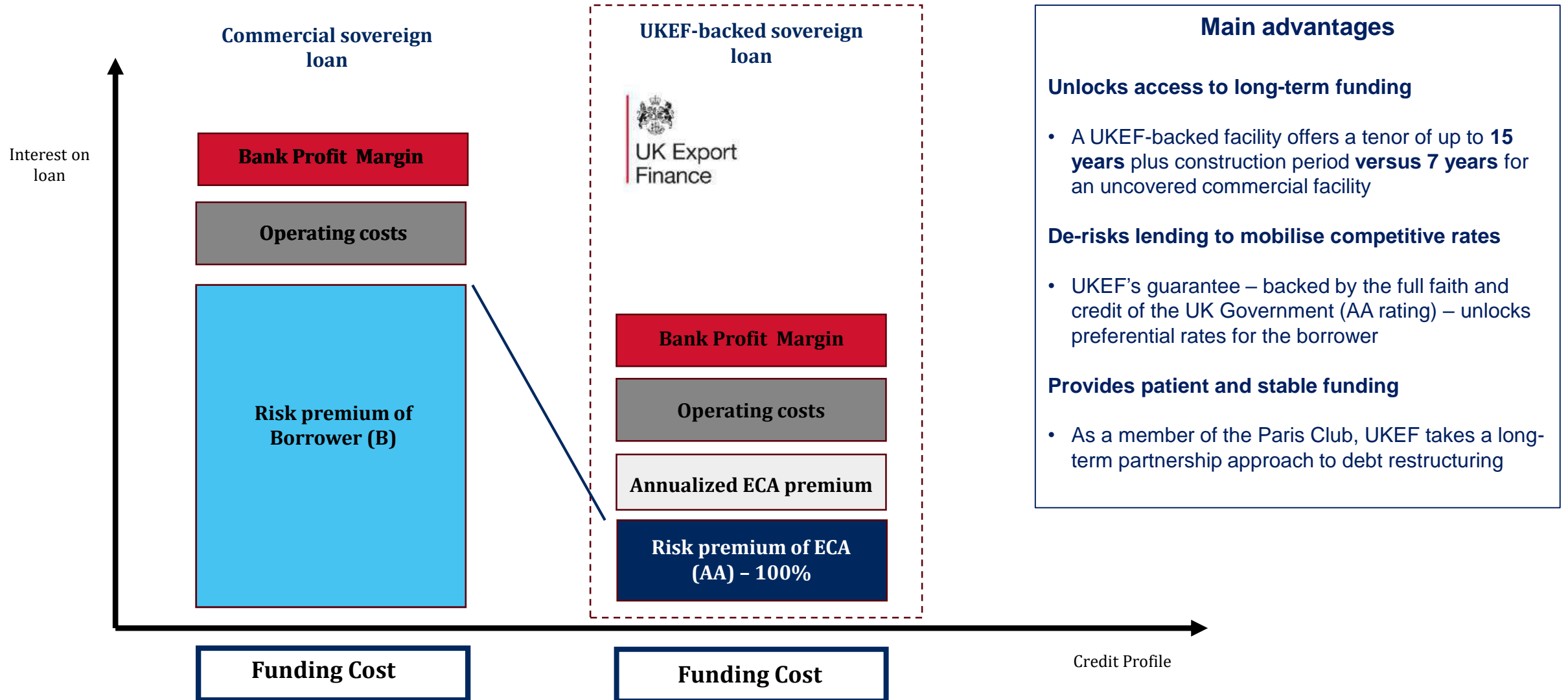
Project & impact: Construction of six new hospitals in Cote D'Ivoire serving more than a million people.

Product and value: Buyer Credit and Direct Lending facilities – €241 million



- Design, construction and equipping of hospitals
- Post-completion training and technical support

UKEF's financing is provided in an economically competitive manner...



... and offers flexibility to the buyer...

<p>1 You want to support local jobs and buy from local suppliers</p>	<p>UKEF accepts a 20% minimum level of UK content and can finance the total project including local content</p>
<p>2 You want to work with a contractor that isn't from the UK or an international contractor has won the project tender</p>	<p>UKEF works with a range of EPCs from many different countries who source from the UK</p>
<p>3 You have a preferred banking relationship or you are open to considering new partnerships</p>	<p>UKEF has relationships with numerous international banks, non-bank financial institutions, and local banks who will structure the transaction and provide liquidity</p>
<p>4 You are exploring different options for structuring your project</p>	<p>UKEF has appetite to support different financing structures and solutions: sovereign EPC+F, corporate, PPPs, Islamic finance, lines of credit, framework agreements...</p>
<p>5 You want to maximise the amount you can borrow</p>	<p>UKEF can finance the premium from the loan</p>
<p>6 You want to finance the project with local currency</p>	<p>UKEF offers local currency financing for over 60 eligible markets</p>



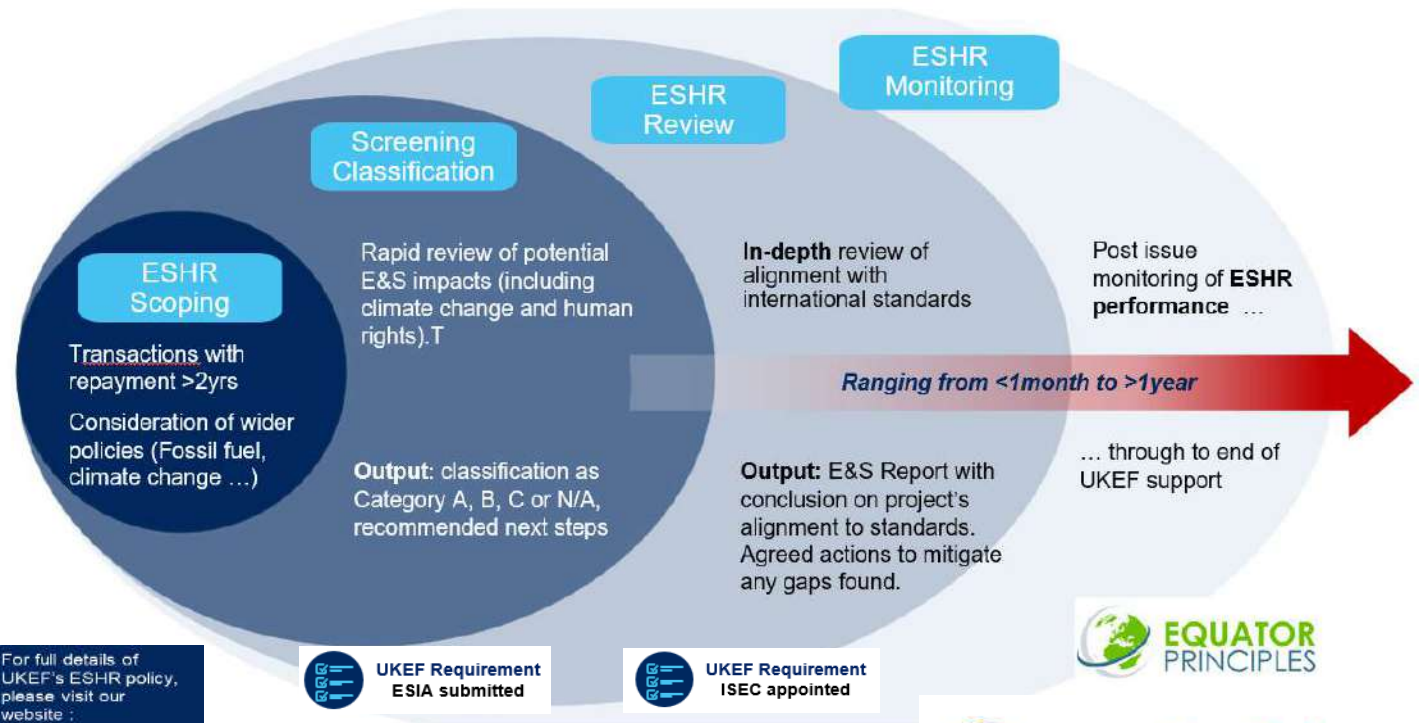
... aligning to international standards to ensure projects are delivered in a sustainable way, maximising positive economic and social impacts.

UKEF operates within a clear statutory and international context

- UKEF has legal powers derived from the **Export and Investment Guarantees Act (EIGA)**.
 - These are exercised with the specific **consent of HM Treasury**.
- UKEF adheres to the **OECD Arrangement on Export Credits** which aims to foster a level playing field to ensure exporters compete fairly around the world.
- The “Arrangement” sets **limits on terms and conditions** for export credits (for >2 yrs) as well as rules for tied aid and risk-based premium fees.



UKEF takes a proportionate and constructive approach to managing project-related ESHR risk and impacts *



For full details of UKEF's ESHR policy, please visit our website :
www.gov.uk
UKEF: Environmental, Social and Human Rights risk management.
GOV.UK (www.gov.uk)



* ESHR review conducted for projects above USD10m

UKEF is a world-leading ECA with a unique value proposition that can help finance discrete contracts and largescale projects in a competitive and flexible way...

UKEF's VALUE PROPOSITION



Strength of UK-backed guarantee

UKEF offers a 100% guarantee of the loans it underwrites (on up to 85% or 95% of the export contract) backed by the strength of the UK government's balance sheet



Flexibility of content policy and delivery model

A minimum of 20% of the contract value we support must be spent on UK content
The applicant can be a non-UK company procuring from the UK supply chain



Global reach, connectivity and insights

With 23 UKEF Country Heads based in British Embassies and High Commissions around the world, we provide unparalleled assistance to businesses and buyers



Long-term financing at competitive rates and with versatile currency options

UKEF offers financing in over 60 local currencies and can offer long-term maturities in line with the OECD Arrangement



Focus on positive impact and adoption of international standards


At the heart of the global low-carbon transition and creating positive impact on communities overseas


... Acting as a global partner in economic development.





- 23 Country Heads
- Africa : 6
- Americas : 4
- Asia : 6
- Middle-East : 3
- Balkans : 1
- Eastern Europe
Central Asia : 3

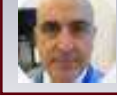
London leadership team


- 


Vomic Nur Shah
Global Head, Origination & Client Coverage
- 

Emma Thomas
Co-Head Global Origination
- 

Joanna Mobed
Co-Head Global Origination
- 

Sean Burnage
Regional Head
EECAN, Asia Pacific
- 

Joseph Chakra
Regional Head
Middle East
- 

George Hames
Regional Head
Americas, South Asia
- 

Francois Pannetier
Regional Head
Africa, China

... with a dedicated approach and healthy track record in Africa.



Steve Gray
Country Head
West and Central
Africa



Dimitri Koffi
Deputy Head West
and Central Africa



Meriem Benanni
Country Head
Morocco



Mohamed Saad
Country Head
Egypt



Isaac Kahara
Country Head
Eastern Africa



Dirk Vandenberg
Country Head
Southern Africa



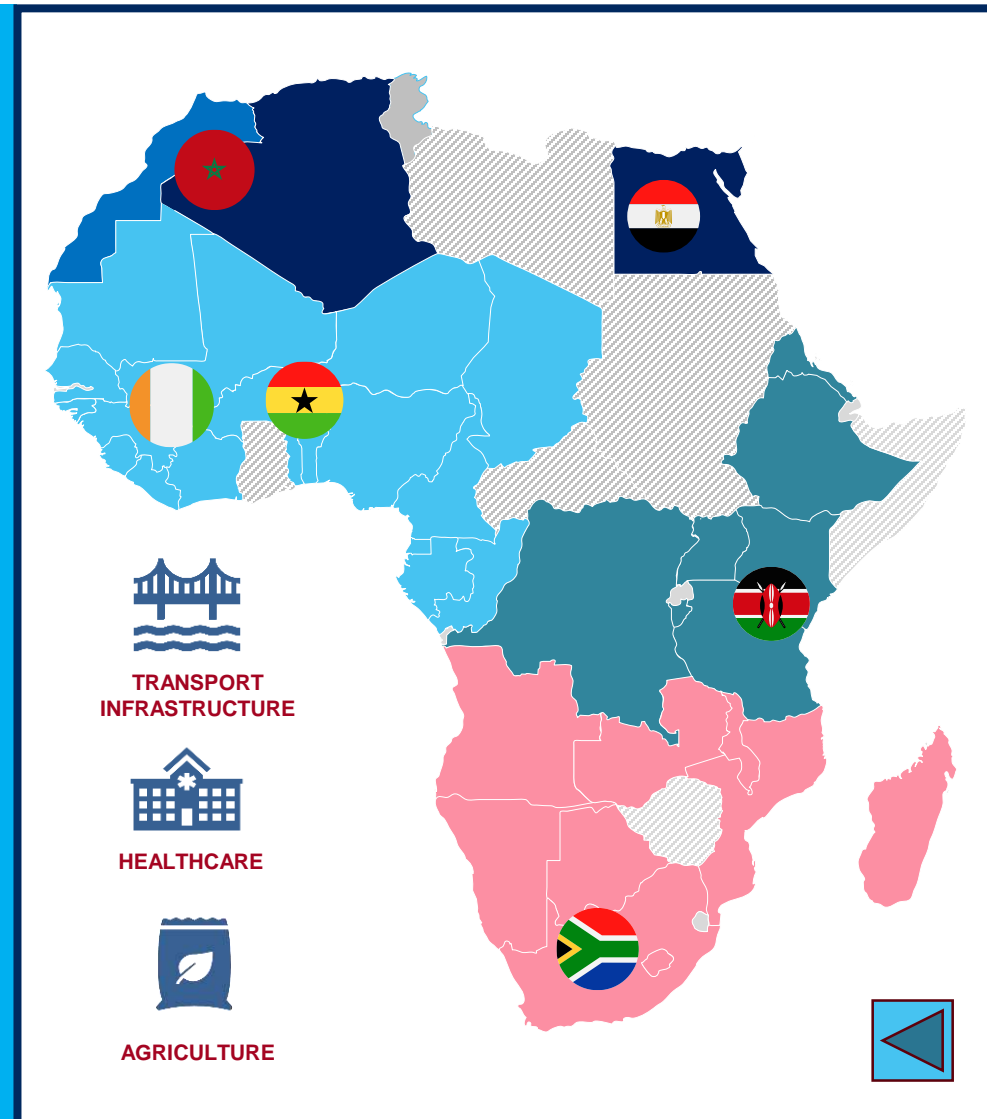
Six UKEF experts on the ground covering five regions on the continent



£5 billion business issued over the last 5 financial years across Africa (30% direct lending, 70% guarantees)



Dominant sectors to date – **construction, transport, healthcare/education and energy** aka “social infrastructure”





UK Export
Finance

THANK YOU



Mohamed Saad
UKEF Country Head – Origination and
Client Coverage

Mohamed.saad@fcdo.gov.uk



وزارة التخطيط والتنمية الاقتصادية
والتعاون الدولي

Ministry of Planning, Economic
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Engagement

SESSION 2: Egypt – UK Trade Facilitation and Investments

October 14th, 2024,

UK- Egypt Trade & Investment

Bilateral Trade Between Egypt and the UK

- Trade in goods and services between UK and Egypt:
 - The trade value between the UK and Egypt in 2023 was 4.8bn GBP
 - Egypt is the 47th largest trade partner to the UK
 - The UK is among the biggest investors in Egypt
 - Top exports from the UK: Metals, railway equipment, medications, cars and Vegetables.



Transportation Projects



Road infrastructure: investment in road networks enhanced connectivity between cities, helped boost trade activities and improve accessibility for residents and businesses.



Railway development: Modernising the railway system has increased the efficiency in passenger and cargo transportation



Port enhancement: Expanding and enhancing ports to better handle trade and act as a hub in the region



Airports upgrades: Egypt's aviation sector has mainly focused on passenger transport, especially for tourism. 80 percent of tourists arrive in Egypt by air



Urban transport: Upgrading the urban transportation system in Cairo and the surrounding major cities



Water and Sanitation Projects



Water Supply Infrastructure:

Investments in water supply infrastructure aim to ensure safe and reliable access to clean water for domestic, industrial, and agricultural purposes, promoting public health and sustainable development.



Sewage System Upgrades:

Upgrading sewage systems and wastewater treatment facilities mitigates pollution, protects water resources, and improves sanitation standards, contributing to a healthier environment and enhanced quality of life.



Treatment Plant Modernization:

Modernizing water treatment plants enhances the efficiency, purification processes, reduces water wastage, and ensures sustainable management of water resources for present and future generations.



Desalination: Desalination programme managed by TSFE of 29 desalination plants, the capacity will reach 5.9M m³/day



Brine Management: the solid outcome of the desalination product to be used for other purposes such as energy generation.



Opportunities



There is strong **demand** for infrastructure projects due to rapid population growth.



Young population that works and opens doors for opportunities and bilateral trade



The UK brings a **modern** technology in the fields of infrastructure.



How we Operate?



Introduce Egyptian and UK partners



Provide market insights and up-to-date analysis to UK companies



Support trade and investment missions from and to the UK



Support meet-the-buyer fairs



Support small and medium size companies



Thank You!

Export Support Services

International Markets

Outline

- ESS-IMT Overview
- ESS-IMT Service Offering
- What UK Suppliers are looking for
- Collaboration



ESS IMT Africa: Overview

Who

Act as the main point of contact for UK Suppliers that want to export.

What

Free in market support to UK companies to export globally

How

- a) Directly Contacted by UK Businesses
- b) Identifying In-Market Opportunities



ESS - IMT Service Offering



Market/Sector Research



In Market Advisory/
One-to-One Consultation



Matchmaking with Local
Partners



Export Directory

ESS- IMT Regional Teams

Algeria

- Total Trade: £2.2B
- UK Export: £576M
- UK Market Share: 1.4%



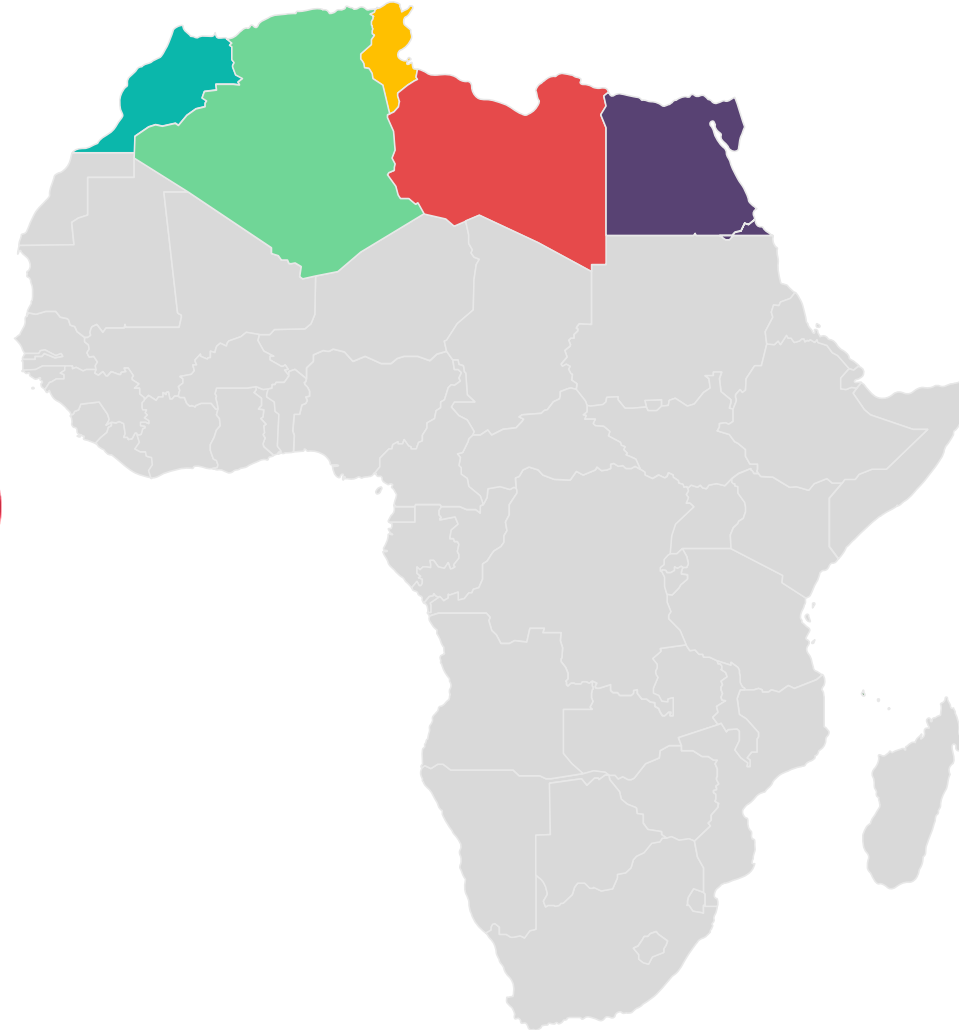
Libya

- Total Trade: £1.7B
- UK Export: £339M



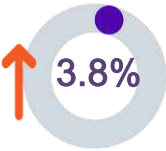
Tunisia

- Total Trade: £606M
- UK Export: £231M
- UK Market Share: 1%



Egypt

- Total Trade: £4.9B
- UK Export: £2.6B
- UK Market Share: 3%



Morocco

- Total Trade: £3.4B
- UK Export: £1.4B
- UK Market Share: 2.4%



UK Suppliers' Interest in Egypt over the past 12 Months

By Sector



ESS- IMT Usual Asks

- Trusted Partner – be able to get their money in foreign currency
- A Regional Distributor is always a **plus**

ESS- IMT **How to Collaborate**

- Communicate your Demands/Opportunities
- Connect you with the Right Entity/share info on Investing in the UK

ESS- IMT **Reach out**

[Mail: Rana.Abdelrehim@fcdo.gov.uk](mailto:Rana.Abdelrehim@fcdo.gov.uk)

Mob: 010 98 42 777 9





UK International Development

Partnership

|

Progress

|

Prosperity

HMG International Climate Finance

Supporting Global Green
Transition



Technical Assistance

1. Climate Finance Accelerator
2. SME Climate Hub

Financial Aid

1. Mitigation Action Facility
2. Accelerate-to-Demonstrate Facility
3. OCEAN
4. Market Accelerator for Green Construction

Climate Finance Accelerator in Egypt

Phase 2 Launch Event

19 December 2023

Accelerating climate finance to emerging economies

- Four-year technical assistance programme funded by the UK Government
- Supports ten partner countries: Türkiye, Egypt, South Africa, Nigeria, Colombia, Mexico, Pakistan, Peru, Viet Nam and Uganda.

Objectives



Pipeline of bankable low-carbon projects

Supports developers to make their projects more attractive to investors



Access to and mobilisation of finance

Facilitates introductions between project developers and investors



An enabling climate finance ecosystem

Recommends solutions to policymakers to address finance barriers

The CFA can offer **project developers** the following benefits



Access to potential investors

The CFA programme offers project developers opportunities to access financing by working directly with investors to better understand their needs and then tailoring their projects accordingly.



Capacity Building

Project developers will gain valuable insights and develop capabilities to make projects attractive and ready for investors. This includes gaining confidence in speaking to financiers, and learning how to better structure project financing.



Building Networks

Project developers will have the opportunity to expand their networks with investors and other key stakeholders in the climate finance landscape, including with other project developers in the investment chain.



Raising profiles

Participating in the CFA programme provides project developers a platform to showcase how their project can contribute to national climate goals and support the transition to a low carbon economy.



Achieving climate mitigation
and other goals

The CFA programme has access to climate, technical, and social impact specialists, and can assist projects to support local and national climate ambitions.



SME Climate Hub [free tools]

- **Online training course**
a practical step-by-step guidance on taking climate action throughout a business.
- **Get to net zero**
get a net zero plan tailored to your SME.
- **Carbon footprint calculators**
measure your business's carbon emissions.



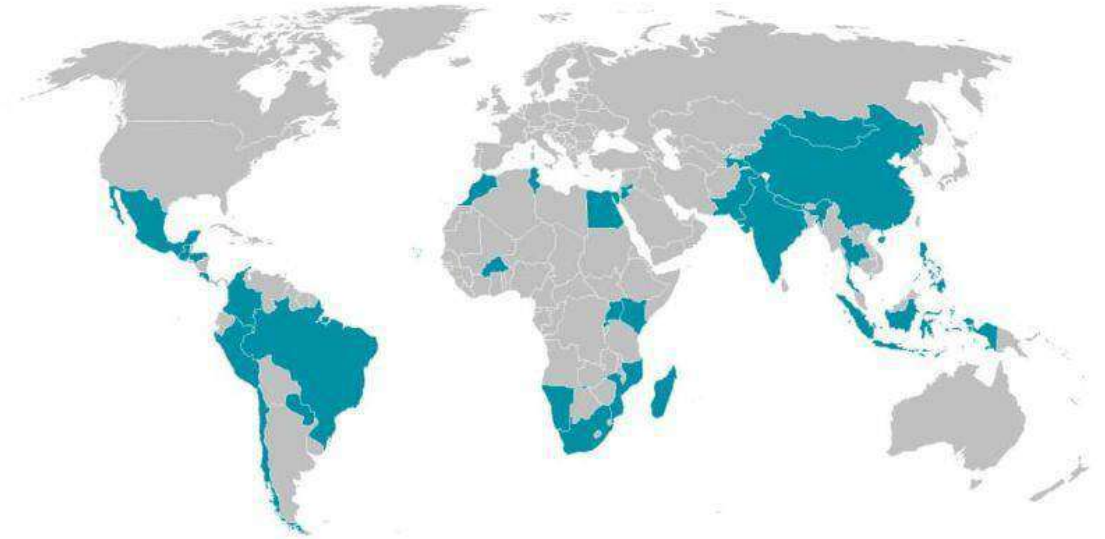
Technical Assistance

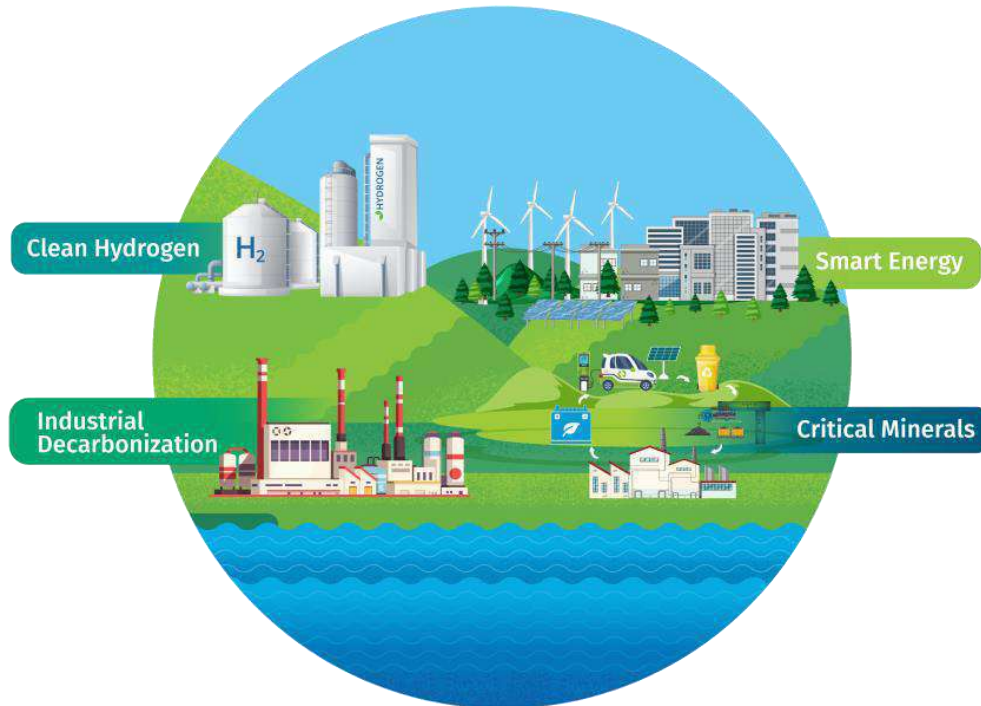
1. Climate Finance Accelerator
2. SME Climate Hub

Financial Aid

1. **Mitigation Action Facility**
2. Accelerate-to-Demonstrate Facility
3. OCEAN
4. Market Accelerator for Green Construction

- The MAF is a **grant-based** multi-donor fund with a funding volume of **EUR 25 million per project**.
- **Priority sectors:** energy, transport or industry.
- **Applications** Opens yearly in the 1st quarter.
- Each country can submit **more than one Project Concept**. Each Project Concept is assessed on its own merits.
- MAF is a continuation of the Nationally Appropriate Mitigation Actions (NAMA) Facility. Previously, the NAMA leveraged public and private sector investments amounted in total to EUR 1.4 billion, including funding “**Egypt – Solar Photovoltaic (PV) Industry**” project with a mitigation potential of avoiding 192,000 tCO₂e during the project and 1.5 million tCO₂e over technology lifetime.





The UK's Department of Energy Security and Net Zero launched the Accelerate-to-Demonstrate (A2D) Facility, a **£65 million grant to support clean energy Research, Development and Demonstration** in ODA-eligible countries. The first global A2D Facility call for project proposals opened mid-2024.

The facility welcomes applications in **four thematic areas**: 1. industrial decarbonization, 2. clean hydrogen, 3. smart energy, 4. critical minerals.

Eligible applicants are public or private organisations, small and medium-sized enterprises, and research institutions that can undertake scalable pilot demonstrations projects of innovative clean energy solutions. Pilot projects should have catalytic potential in leading to transformational impacts, within supportive enabling environments that foster scalability.

The accepted proposals should contribute to carbon emissions reductions, green jobs creation, and the commercialization of innovative solutions.

- Ocean Community Empowerment and Nature (OCEAN) is a new Official Development Assistance (ODA) competitive grants programme.
- Grant Size: **£250,000 - £3 million**
- Minimum Project Duration: One Year. Maximum Project Duration: Up until 31 March 2029.
- **Applicants:** Medium to large organisations – defined as having an annual income over £1 million.
- Applications open this October.
- **Priority sectors:** Aquaculture , Solid waste and other forms of marine pollution.
- **Projects focus** on creating partnerships with local organisations, to scale up existing activities and aim to reach higher numbers of people. Promote gender equality and social inclusion.



Market Accelerator for Green Construction (MAGC)

The goal of the *Market Accelerator for Green Construction (MAGC)* program is to boost the uptake of greener practices and technologies focused on developing countries' construction markets.

The program has four components, that will be adjusted and refined according to individual country needs:

1. Firm-level technical assistance and blended finance to FIs

2. Country level capacity building

**UK-IFC Market
Accelerator for Green
Construction**

3. EDGE certification platform maintenance, operations and improvements

4. Green building performance report and dissemination

Market Accelerator for Green Construction (MAGC)

EDGE easy-to use tool

Adapted in EDGE, an investment planning tool, with specific climates, building and lifestyle data. Reliable tool for policy makers and investors.

Partnership and collaborations

partnerships for collaboration for market transformation. Our partners include govts, associations, banks, corporates and NGOs.

Equity and debt for developers

directly invested using IFC's balance sheet to fund clients with green demonstration projects

EDGE certification

using on-line certification processing and state-of-the-art marketing platform for certified projects. The simplified certification standard is focuses purely on resource efficiency.



Grand Egyptian Musuem – EDGE Advanced



Partnership | Progress | Prosperity

Thank You!

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