

Global Gateway and the private sector

Water and Waste sectors



Last update: 26-06-24

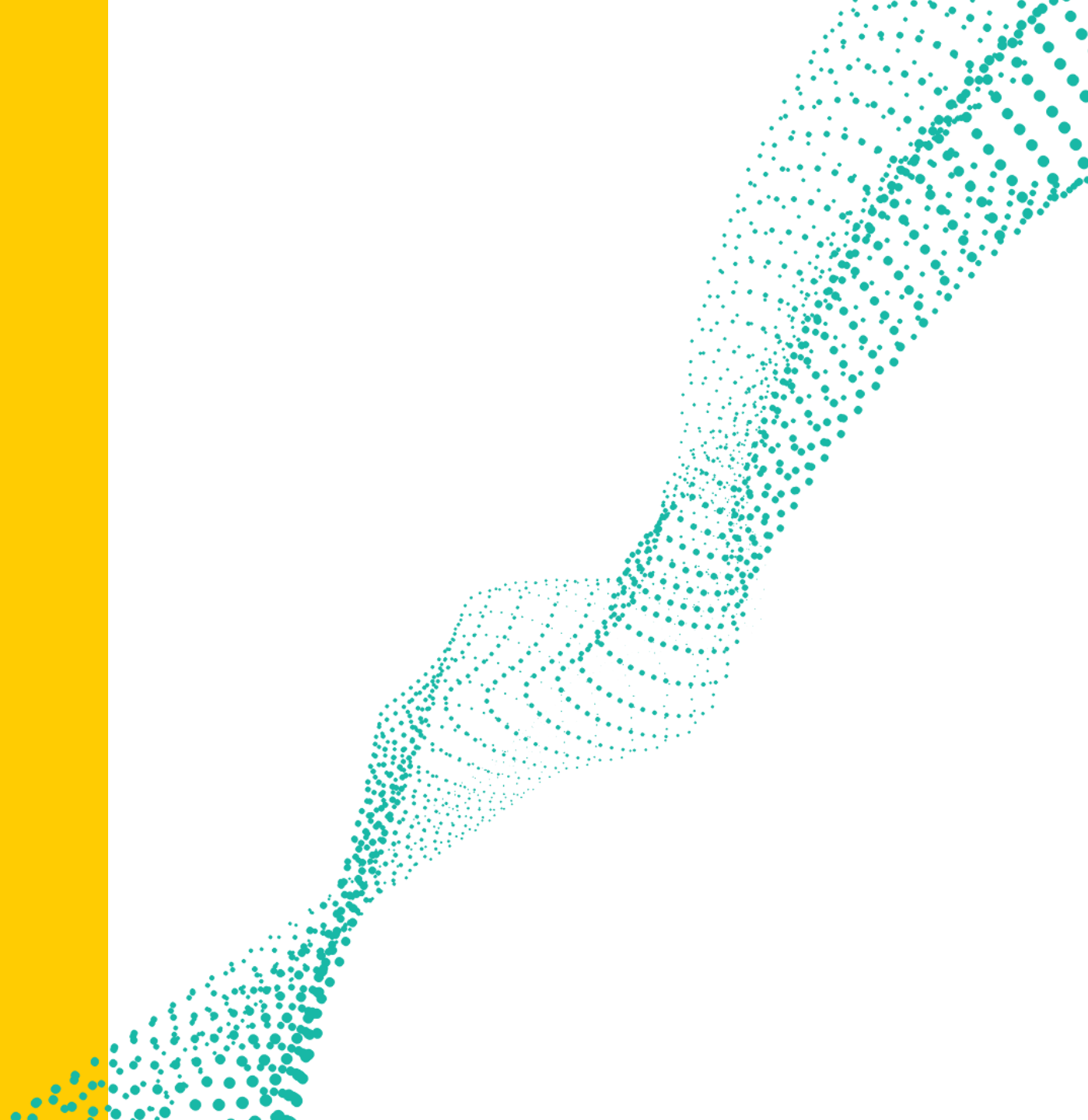
MEETING AGENDA

14:00 - 14:10	Introductory Remarks
14:10 - 15:00	Presentation of the Global Gateway Strategy and Opportunities in the Water and Waste Sectors, followed by Q&A
15:00 - 15:15	Coffee Break
15:15 - 16:15	Discussion on How to Collaborate Towards Facilitating European Companies Engagement in Global Gateway Opportunities within the Water and Waste Sectors : Exchange of thoughts by the participants
16:15 - 16:30	Conclusive Remarks

PRESENTATION CONTENT

- 1. The Global Gateway Strategy**
- 2. Q&A**
- 3. Global Gateway - EU Toolbox for the private sector**
- 4. Q&A**

Global Gateway





*"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

Global Gateway – What is it?



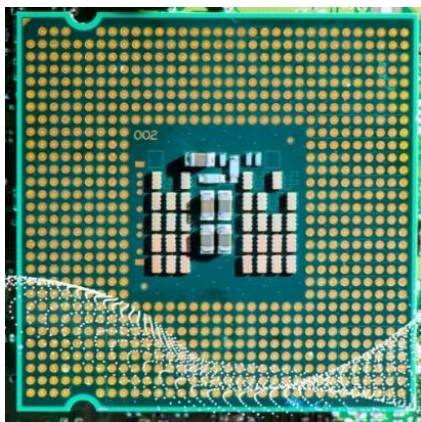
- ❖ A **new European strategy** to boost smart, clean and secure links in digital, energy and transport sectors and to strengthen health, education and research systems across the world.
- ❖ An **EU principles** and **value-based offer** to partner countries to position the EU more prominently in a competitive 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 – What is it?

Global Gateway:

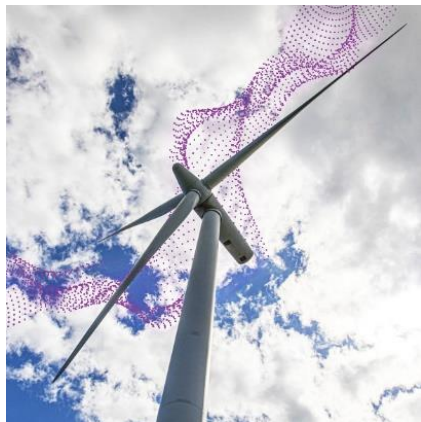
- ❖ Reflects a change in the way the EU approaches its external action, combining the **needs of partner countries** with a stronger assessment of the **EU's strategic interests**.
- ❖ Implemented by **Team Europe**, mainly through Team Europe Initiatives.
- ❖ **Whole-of-government approach** expected: EC, EIB, EBRD, all relevant EU Member States ministries, developments agencies, development finance institutions, export credit agencies, and the private sector.

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 – Values and principles

Core values and principles at the **heart of Global Gateway**, guiding the investments:



**Democratic
values &
high standards**



**Good
governance &
transparency**



Equal partnerships



Green & clean



**Security
focused**



**Catalysing private
sector investment**

Global Gateway – Relevant stakeholders



Global Gateway – Investment mobilisation

EU and EU Member States will **mobilise up to €300 billion in investments** (2021 – 2027).



Investments will be mobilised through
a Team Europe approach and **with the private sector**.

*EFSD+ (European Fund for Sustainable Development Plus - [link](#)) is the main EU risk-sharing instrument.

Global Gateway – Investment mobilisation

Channels and modes of use:

€ 300 billion		
€ 18 billion Grants	€ 135 billion Investments (unlocked by guarantees)	€ 145 billion Investments
<ul style="list-style-type: none">• EU funded projects such as technical assistance, budget support, cooperation projects, etc.• These can be implemented directly (tenders, budget support, etc.) or indirectly (implemented by EU MS, int. org., and DFIs)	<ul style="list-style-type: none">• EFSD+ € 40 billion in guarantee will leverage up to € 135 billion investments• Managed by the EIB and other financial institutions• Contribute to infrastructure projects (coverage of sovereign loans - € 27 bn) and local private sector development (loans to MSMEs, off-take agreements and equity investments - € 13 bn).	<ul style="list-style-type: none">• Equity investments• Loans

**See section 4 for more information on EFSD+*

Made by:

- EIB - European Investment Bank
- EBRD - European Bank for Reconstruction and Development
- EU DFIs

Global Gateway - Flagship projects

Global Gateway flagship projects are selected initiatives to showcase how Global Gateway is implemented and the comprehensive EU offer to partners, across all GG sectors and regions.

Review the list of GG flagship projects [online](#)

In addition to flagships, other Global Gateway projects are implemented.

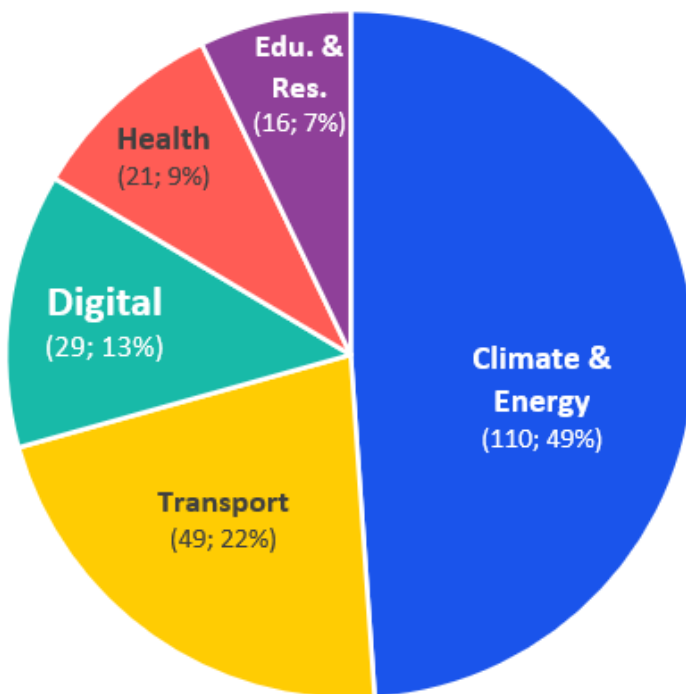
See examples of these initiatives by [region](#), by [country](#), by [area](#) and by [project](#).



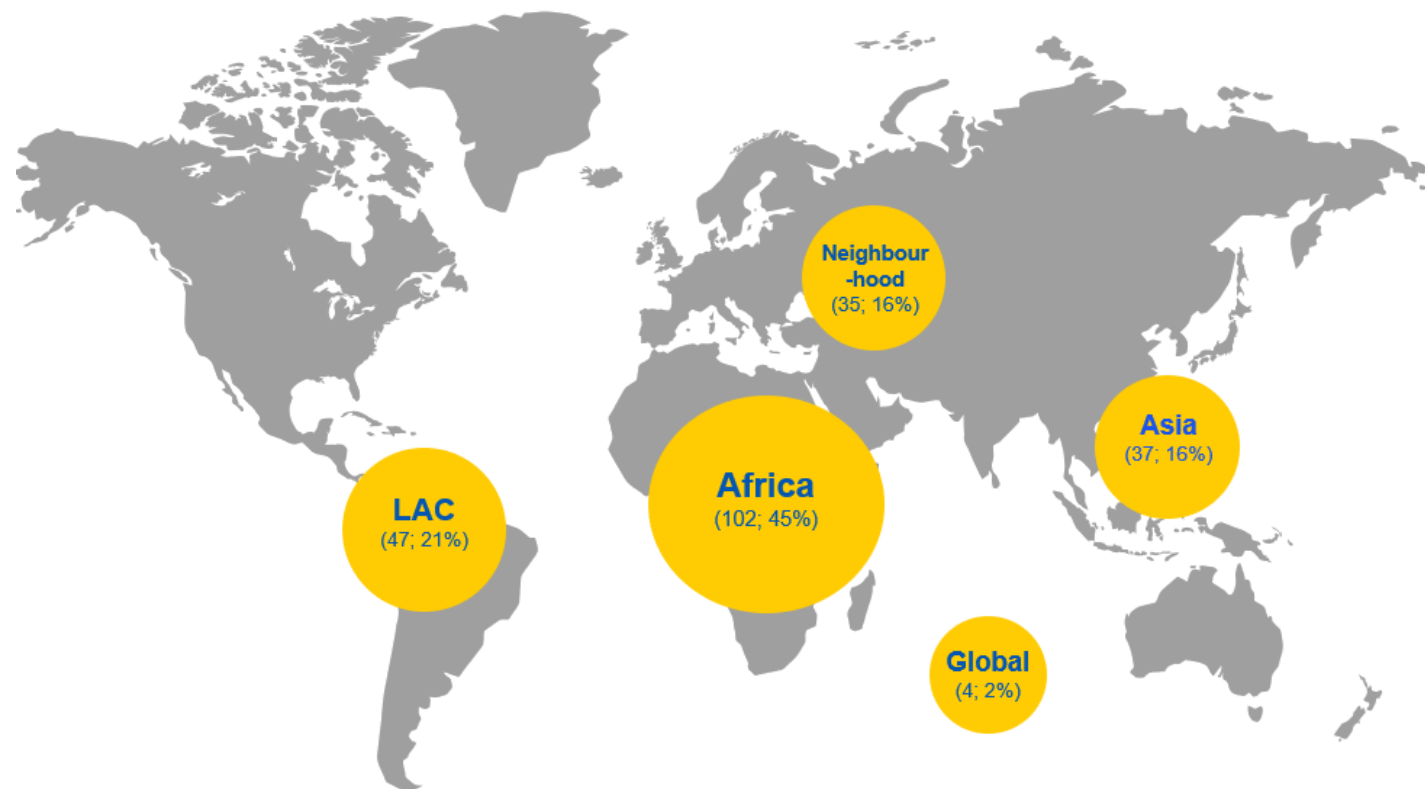
Global Gateway - Flagship projects

225 flagship projects*:

Per **sector**:



Per **region**:



*87 endorsed by the Council in 2023 and 138 in 2024

More information: [ASEAN projects](#).

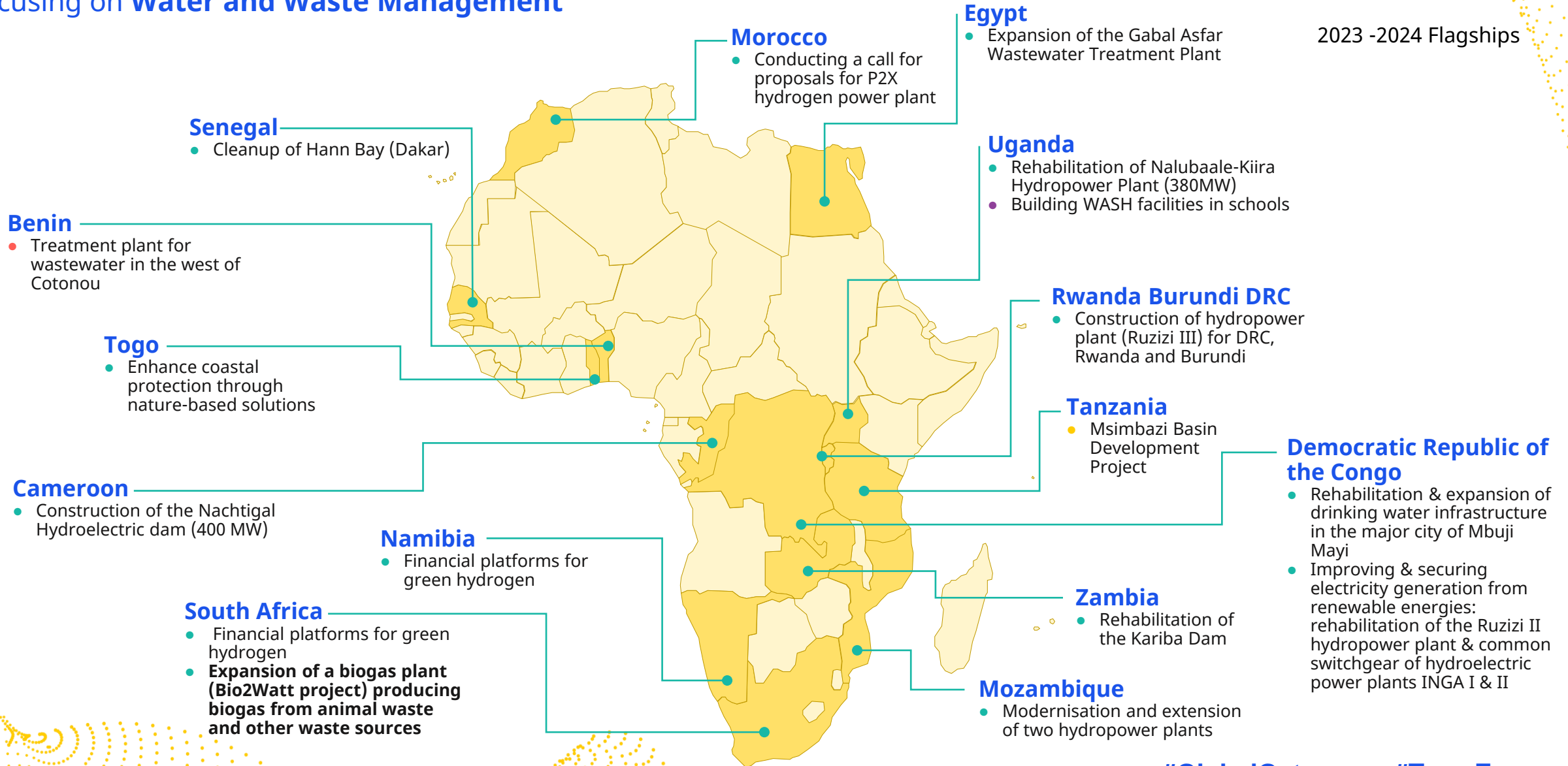
#GlobalGateway #TeamEurope

Flagship projects - Africa

Partnerships on Climate and Energy, Transport, Health and Education
focusing on **Water and Waste Management**

- Climate and Energy
- Health
- Transport
- Education & Research

2023 -2024 Flagships

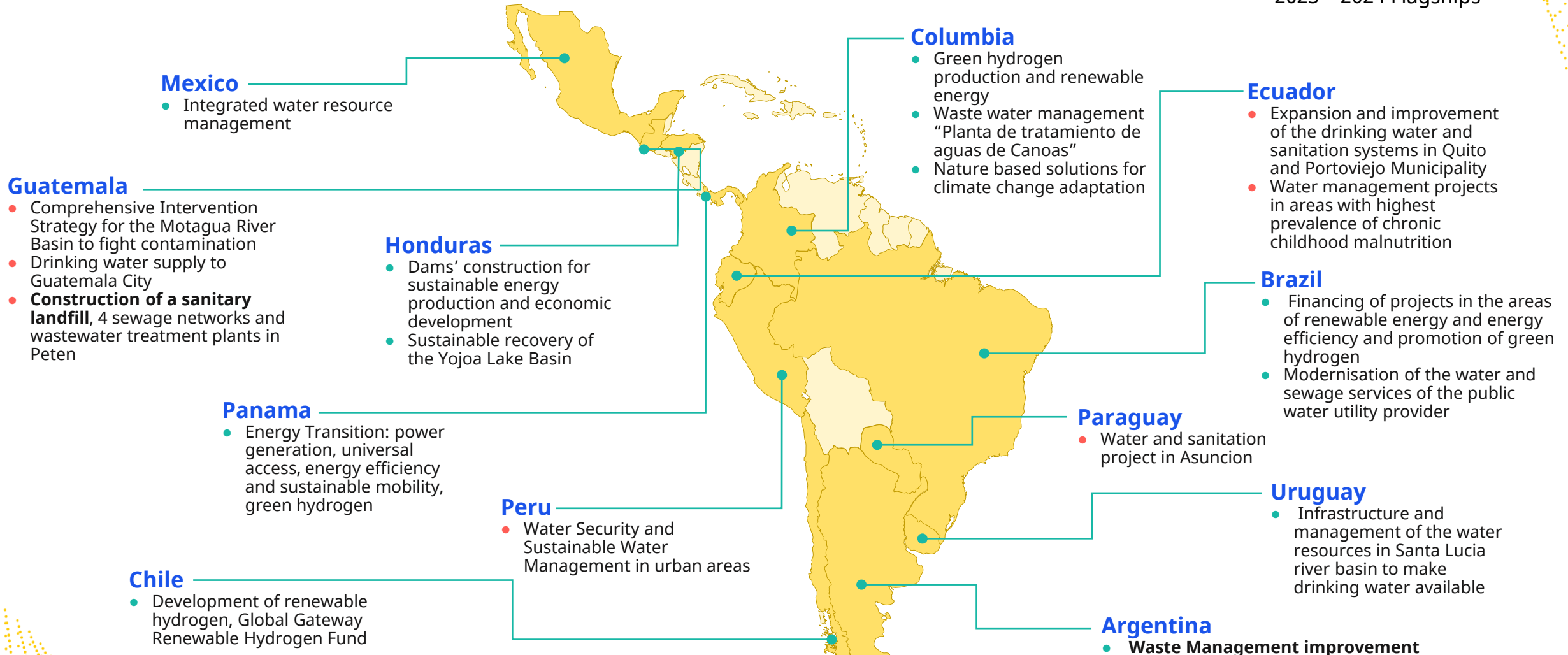


Flagship projects – Latin America

Partnerships on Climate and Energy, and Health focusing on **Water and Waste Management**

- Climate and Energy
- Health

2023 – 2024 Flagships



Flagship example – Clean-up of the Hann Bay

First large-scale industrial depollution operation in West Africa by **collection and treatment of effluent** before discharge into the sea while introducing the **polluter pays principle**

Benefits: Improved ecological state of the bay and the living conditions of the population

Expected cost: € 187.6 M

Stakeholders involved:

- State of Senegal (€10.5 M)
- European Union (€29.4 M in grants)
- AFD (€83.3 M in grants and loans)
- Netherlands-based Invest International (€50 M in grants and loans)
- Chinese Development Bank (€14.4 M in loans)



Satellite image: © Planet Observer UIG; map: © Peter Hermes Furian/Shutterstock

Flagship example – Hann Bay Clean-up

Tasks and Works Contracts: International Open Call for Tenders under management of ONAS - National Sanitation Office of Senegal

- **IEFFAGE - SADE** / Lot 1: Construction of an **interceptor** (15 km of networks and 7 pumping stations) - € 29.3 M
- **SUEZ - CDE** / Lot 2: Construction of a **wastewater treatment plant** with a capacity of 25,000 m³/day (primary, secondary treatment, biogas, and cogeneration) - € 68.7 M
- **VAN OORD** / Lot 3: Construction of a **2 km sea outfall** / 20 million EUR
- **SVTD-GC** / Lot 4: Construction of **secondary networks** to connect the industries of the Bay (15 km) - € 3.5 M
- **WIETC** / Lot 5: Canal VI dewatering works / € 4.7 M
- **CSE** / Lot 6: Construction of secondary networks to **connect households** (30 km) / € 14.4 M
- **Pending Award** / Lot 7: Sanitation of the **Autonomous Port of Dakar** (20 km of wastewater networks, 5 lift stations, 1 pumping station, 8 km of drainage networks/canals) - € 14.9 M



© AFD

Flagship example – Clean-up the Bay of Hann

Opportunities:

- **To be Launched** / Lot 8: Installation of **pretreatment units** for industries whose effluents do not meet the discharge standards in the network / € 6.5 M
- **Opportunity** : Selection of a private operator for the **operation of the wastewater treatment plant** (modalities under definition)



© Suez International

Global commitments (2021-2023) – Solid Waste Management

Flagships and Non-Flagship projects



Project example – Solid Waste Management in Angola

Support to upgrade the value chain of SWA and adoption of a CE Model

EU contribution: € 25 M

Objectives:

- Policy and regulatory support to National Waste Authority
- Capacity building to Luanda's authorities
- Promotion of sustainability and circular business models including **recycling and recovery** of materials.
- Attract private sector capital for **infrastructure projects** and CE business development
- Formalisation and decent employment



Global Gateway - Main entry points for companies

Main entry points for the private sector:

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

- Consult the [GG webpage](#) for background information and project overview
- Apply to [EU tenders](#) and MS tenders, and scope future [EU tenders](#)
- Check [DFI websites](#). Most of them have a dedicated channel to contact them or contact details of team members
- Review [useful links](#) for private sector on GG
- Reach out to:



- EU business organisations (based in Europe and [in partner countries](#))
- [Trade promotion organisations](#) (see list of TPOs in the first part of this slide deck)
- DFIs (see next slide), [EU MS embassies](#) and [EU Delegation](#)

EU MS Tender websites - Overview

Tender websites include information about tenders to implement projects in partner countries. Some websites below also include information about other funding opportunities and call for proposals.

Tender websites of EU MS development aid institutions:

 [Austrian Dev. Agency](#)

 [Enabel](#)

 [Czech Aid](#)

 [Danida](#)

 [EstDev](#)

 [Min. of Foreign Affairs](#)

 [AFD DG Market](#)

 [GIZ](#)

 [Hellenic Aid](#)

 [E-tenders](#)

 [AICS](#)

 [Dev. Coop. Agency](#)

 [LTAID](#)

 [LuxDev](#)

 [Gov - RVO](#)

 [Camões Institute](#)

 [RoAid](#)

 [Slovak Aid](#)

 [AECID](#)

 [SIDA](#)

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](#)



[BIO](#)



[NRB](#)



[IFU](#)



[Finnfund](#)



[AFD, Propaco](#)



[KfW, DEG](#)



[CDP, SIMEST](#)



[FMO](#)



[BGK](#)



[SOFID](#)



[Cofides, AECID](#)



[Swedfund](#)



[NDF](#)

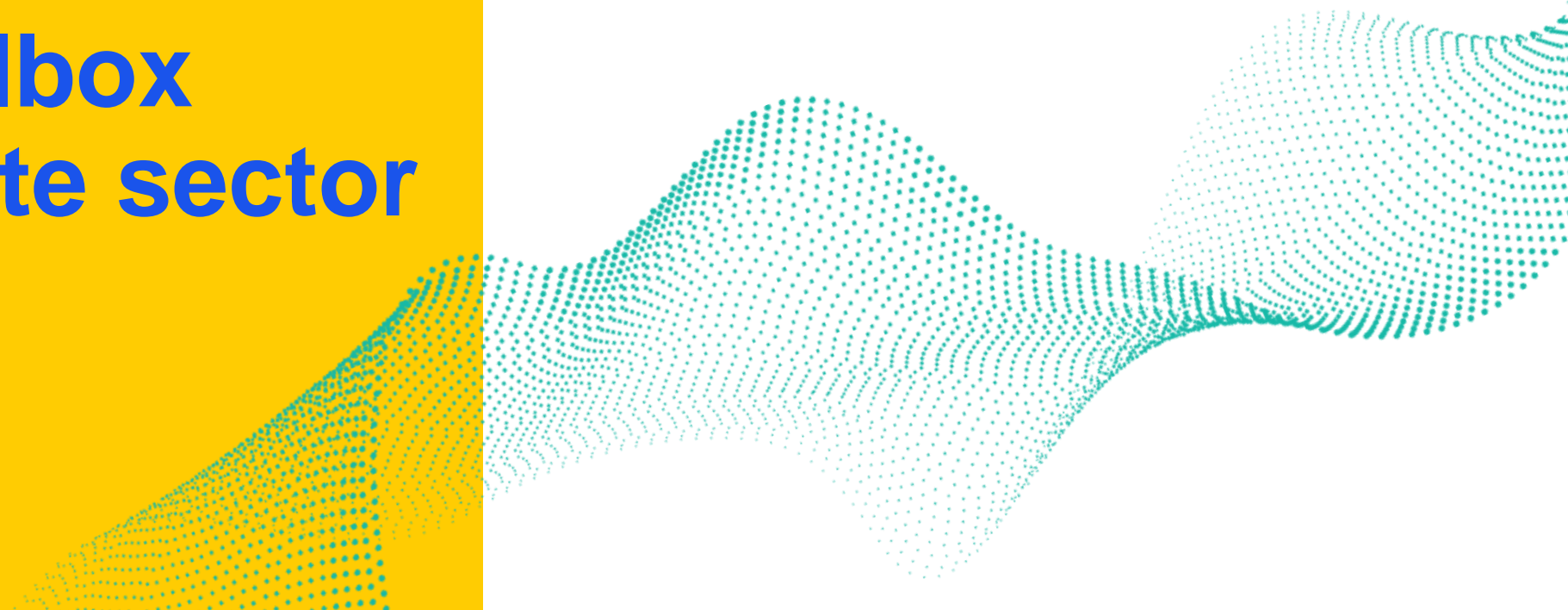


[NIB](#)

Q&A.

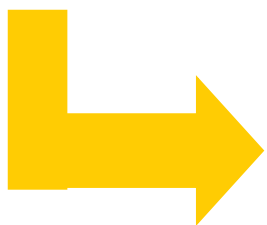


Global Gateway - EU Toolbox for the private sector



EU Toolbox for Private Sector Engagement

The EU Toolbox
for the private
sector includes:



1. Facilitation of public-private dialogue
2. EFSD+ financial instruments (guarantees and blending)
3. Enabling environment in the water sector
4. Cooperation with Export Credit Agencies (ECAs) and Development Finance Institutions (DFIs)
5. Trade and investment agreements

EU Toolbox - Facilitation of public-private dialogue

EU Business Forum – Key features

Stakeholders:

- Private sector: EU + local/regional
- Public sector : EU + local/regional
- Other: financial institutions, etc.

Objectives: *(examples)*



Dialogue involving public
and private actors



Mobilise
private investment



Facilitate business
relations

Activities: *(examples)*

- Dialogue/engagement
- B2B / B2G / Networking
- Business deals / New project launch
- Showcase (projects, field visits, etc.)
- Etc.

EU Toolbox - Facilitation of public-private dialogue

EU Business Forum

Past BF:

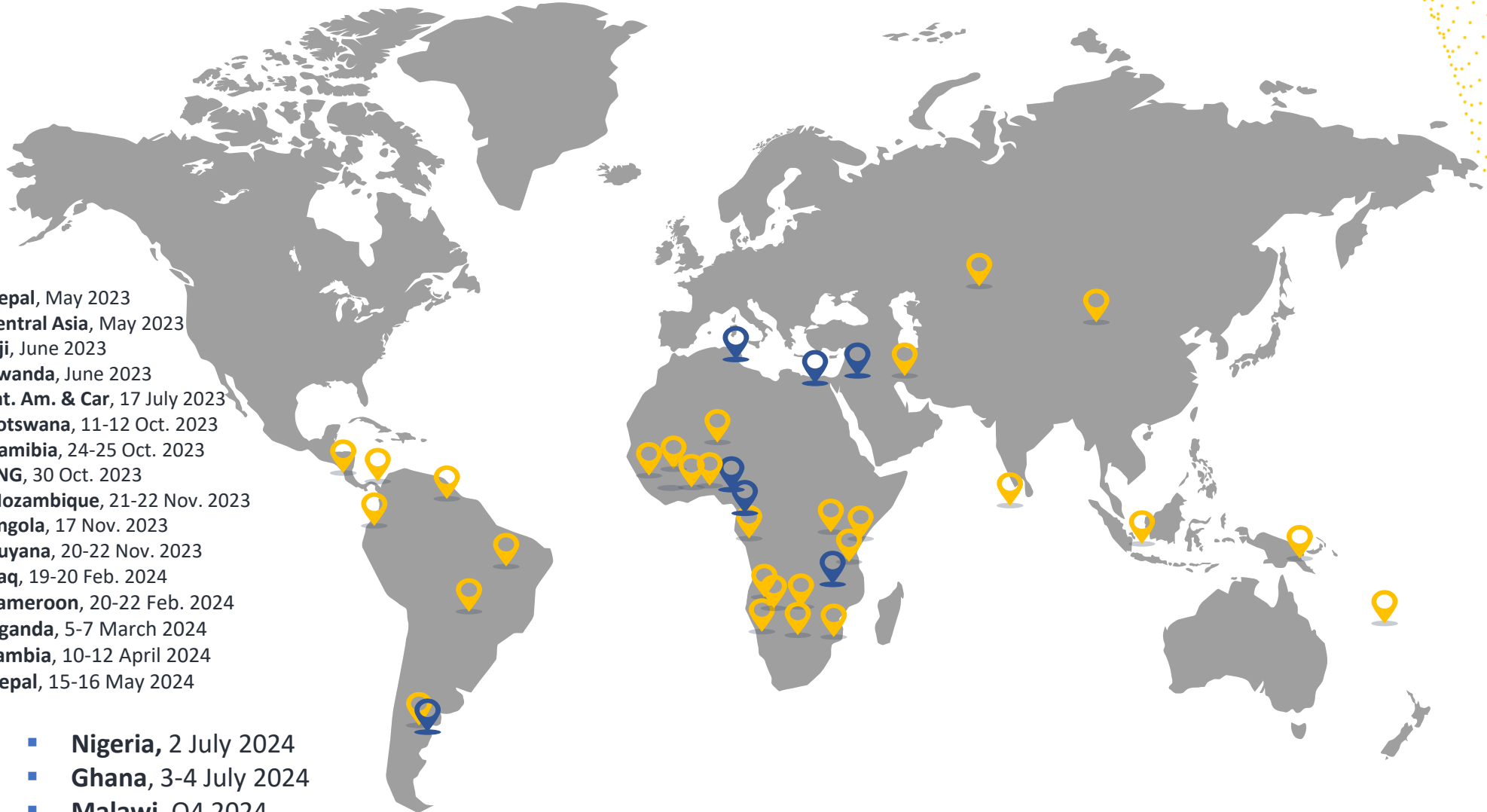
- ✓ EABF, 2006-2022
- ✓ Nigeria 2012-2022
- ✓ Paraguay, 2014,16,17
- ✓ Ecuador, 2018, 2021, 2023
- ✓ Ivory Coast, 2019, 2022
- ✓ Ghana, June 2019
- ✓ PNG, 2019, 2022
- ✓ Togo, June 2019
- ✓ Lat. Am. & Car., Nov. 2020
- ✓ Iran, March 2021
- ✓ Brazil, Nov. + Dec. 2021
- ✓ Cameroon, Feb. 2022
- ✓ EABF, 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



EU Toolbox - Facilitation of public-private dialogue

EU Business Forum

For updated information about future EU Business Forum, check :



[Capacity4dev \(europa.eu\)](https://europa.eu/capacity4dev)

and

[INTPA \(europa.eu\)](https://europa.eu/intpa)



Business Fora bring decision-makers closer together to facilitate business cooperation

EU Toolbox – EFSD+

European Fund for Sustainable Development Plus – EFSD+

- De-risking financial tool to increase private and public sector investment
- Offers a variety of **risk-sharing instruments** of up to **€40 billion** (€ 27 bn + €13 bn)
- Aims to **mobilise up to €135 billion** of public and private sustainable investments in EU's partner countries
- offered on favourable, highly competitive conditions

EFSD+ instruments include:

1. **Unfunded guarantees** of loans, off-take agreements, equity, capital markets operations, etc.
2. **Blending**: mix of grants and loans

EU Toolbox – EFSD+ Guarantees

What is a guarantee?

GOAL



Mobilise private
and public
investment

HOW



Serve as a pledge (guarantee)
**to pay back part of a loan or
investment**
if a borrower or investor incurs
losses and defaults on it

**The
guarantee is
therefore
NOT a grant.**

EU Toolbox – EFSD+ Guarantees

WINDOW 1

Implementer: EIB only

Budget: €27 bn

Sovereign & non-commercial sub-sovereign

Beneficiary:

Government and entities fully backed by state unable to finance themselves in the market.

Examples:

- Large infrastructure projects (e.g. metro, hospital, port)

WINDOW 2 – Open Architecture

Implementer: financial partners selected through call for applications

Budget: €13 bn

Commercial sub-sovereign

Beneficiary:

Public entity able to finance themselves in the market.

Examples:

- Loan to public water and sanitation company.
- Upgrading capacity of national utility company

Private sector

Beneficiary:

Private sector companies from SMEs to large companies.

Examples:

- SME credit line
- Solar off-grid project
- Support to cocoa producers

EU Toolbox – EFSD+ Guarantees

EFSD+ Implementing partners:

WINDOW 1



WINDOW 2 – Open Architecture

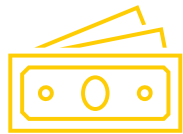


EU Toolbox – EFSD+ Guarantees

EFSD+ Open Architecture Window guarantees cover (for example):

Loans

to private sector through
local commercial banks



Off-take agreements

such as for semi-public
utility / local companies



Equity/venture capital

Funding emerging companies
with potential to growth



Capital market operations



Who can access guarantees?

Governments
&
Private sector operating in partner countries*

How can you access guarantees?

Indirectly through local financial institutions (in
the partner country) or through contacting the
lead financial institutions (DFI).

EU Toolbox – EFSD+ Guarantees

FOCUS on the EFSD+ Open Architecture Window

Four Water-related guarantees are under preparation and **will be available by the end of 2024**.

Title	Partner	Volume	Sector	Region	Type	Pipeline
FAST-Cities Financing and Accelerating the Sustainable Transition of Cities	AFD	€ 244 M	Urban services Waste disposal, Water and Sanitation, Housing, Transportation	Global	Direct loans to intermediary cities or operators, Credit lines to public financial intermediaries	Operations in Ecuador and in Colombia on sanitation and mobility
ACTIAM Sanitation and Water Impact Fund (ASWIF)	FMO	€ 260 M	Sanitation	Asia (60%) SSA (40%)	Loans to WASH MSMEs and Households	8 M people with access to sanitation services by 2028
Urban Water Catalyst Fund (UWCF)	KfW	€ 206 M	Water and Sanitation	NEAR (65%) LAC (20%) SSA (15%)	Grants and Loans to Water and Sanitation Utilities Loans and Guarantees to Domestic Banks	Enhance efficiencies and making urban utilities bankable
Guarantee Facility for Sustainable Cities (GFSC)	UNCDF	€ 686 M	Water resources management Water and Sanitation	SSA (86%) Asia – Pacific (14%)	Guarantees, Grants and Capital to non-sovereign transactions benefitting secondary cities	Pilot and test innovative infrastructure financing solutions that can be taken to scale.

EFSD+ Guarantees

Example of guarantee:

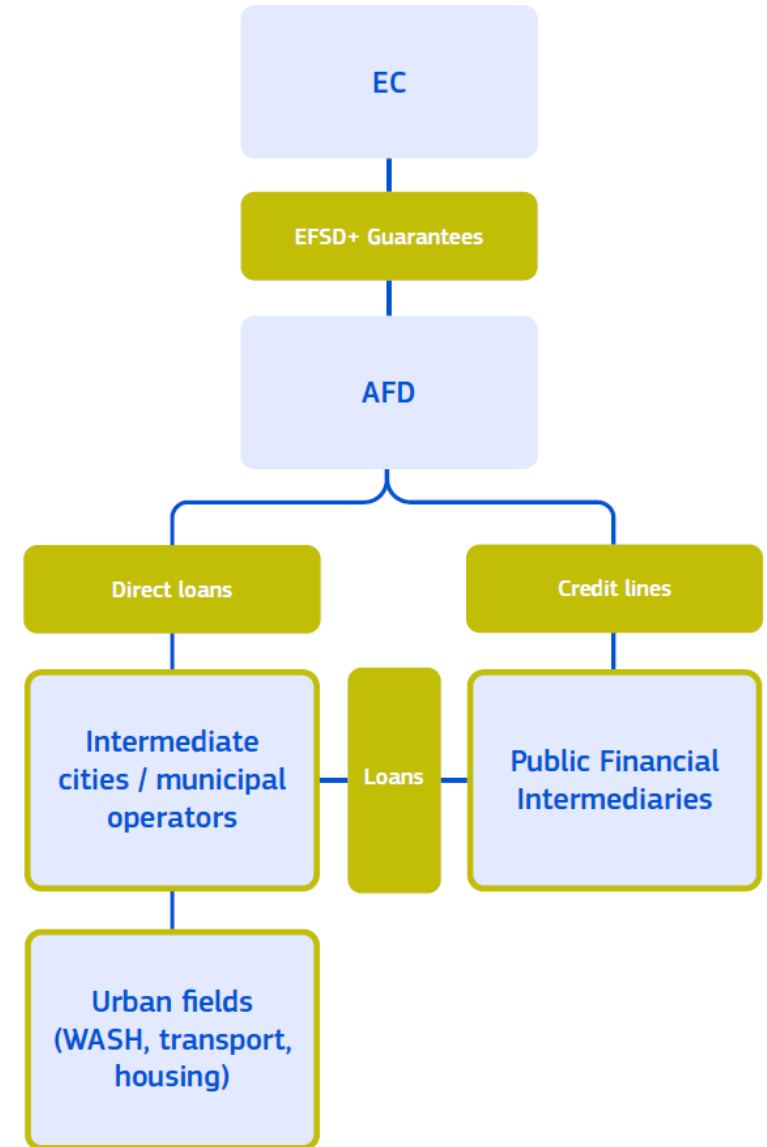
Financing and Accelerating the Sustainable Transition of Cities (FAST-Cities) :

Access to finance for intermediate cities through the direct or intermediate lending including capacity building and project preparation

Achieve urban sustainable investments in **waste disposal**, housing, **water and sanitation** or transportation, all contributing to the **mitigation or adaptation to climate change**.

Investment portfolio: € 243 833 333

Pipeline of possible operations: **Waste management** and **wastewater treatment** projects in **Ecuador** and one transport project in **Colombia**



EFSD+ Guarantees

For more information,

- Reach out to DFIs and EU Delegations
- Visit the [EFSD+ webpage](#)
- Review [this brochure](#) on EFSD



EU Toolbox – EFSD+ Blending

EFSD+ blending are **grants and loans** to support non-bankable investment projects in EU partner countries. It can attract additional financing.

It is done through a Financial partner – Pillar Assessed (notably European Development Finance Institutions)

Types of financial support through blending:

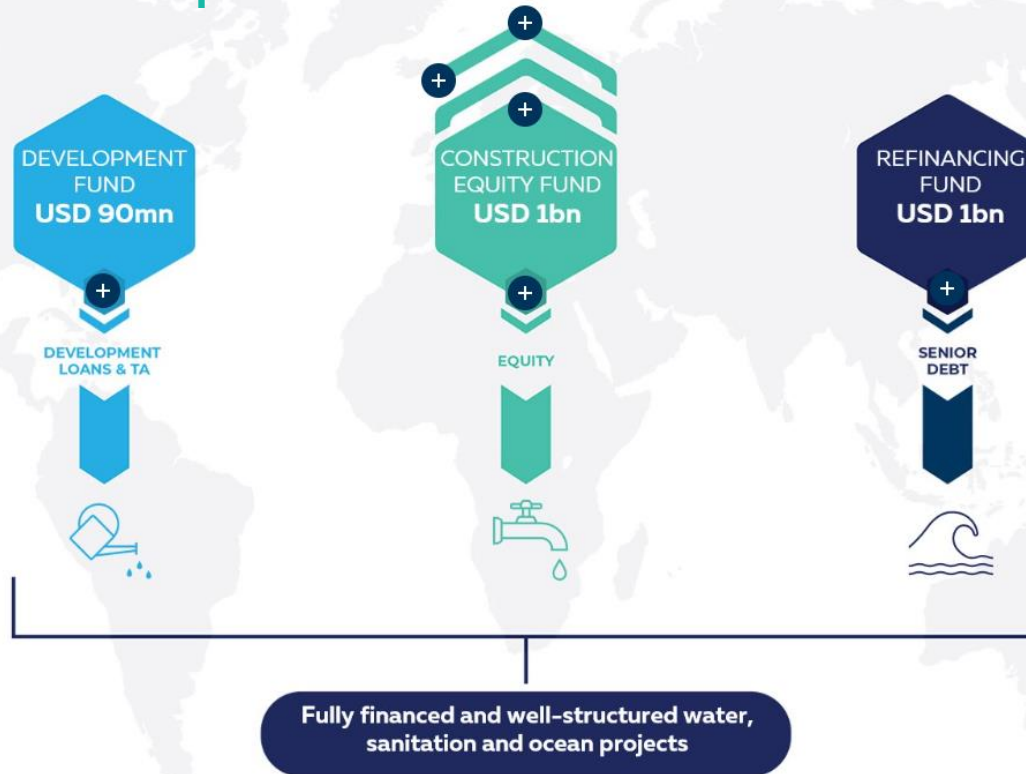
- | | |
|--------------------------------------|---|
| ➤ Direct investment grant | Reduce cost to end users or beneficiary country |
| ➤ Technical assistance grant | Provide technical support |
| ➤ Risk capital | Invest to lower investors' risk perception |
| ➤ Funded guarantee | Guarantee certain types of investments |
| ➤ Interest rate subsidy grant | Reduce interest cost |

EU Toolbox – EFSD+ Blending

Example of Blending:

Public financial partner - Clean up the Bay of Hann

Private financial partner - Climate Investor 2



Financing for the entire lifecycle of a project

- ✓ Access to safe drinking water for 8 million people in developing countries
- ✓ Access to wastewater treatment for 4 million people in developing countries
- ✓ 115 MW of renewable energy capacity producing 1,200GWh per year from the use of wastes, sludges and wastewaters

© Climate Fund Managers

EU Toolbox – EFSD+ Blending

Private financial partner – Climate Investor 2:

Tubig – A clean water platform in the Philippines

76 MLD of potable water to 270 000 people residing in underserved communities in towns outside Metro Manila

Climate Investor 2 participation will raise Tubig Pilipinas Group Inc standards and compliance as a water platform, especially in environmental and social aspects.

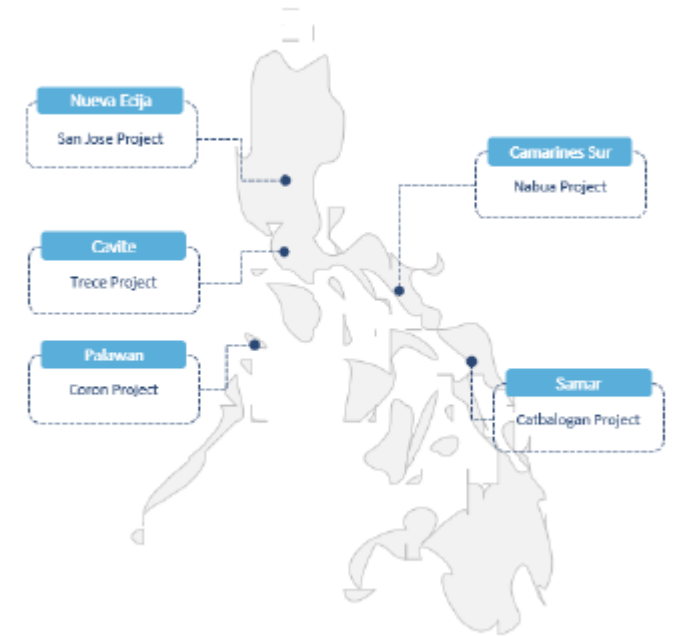
Expected cost: \$ 58 M

Impact:

- Improvements in water service delivery
- Non-revenue water (NRW) reduction
- Introduction of septage treatment services
- Jobs creation in operations and construction



Figure 1: CEF2-Funded Projects



EU Toolbox – Enabling environment in the Water Sector

CONTINUUM

FINANCE

EFSD+ financial instruments
Guarantees & Blending

GOVERNANCE

In country dialogue (SWA)
Sector reforms & Budget Support
IWRM
Support to water convention and
water agreements
Facilitation of contacts with
government

SKILLS

Water Operators Partnerships
Scientific data
Erasmus



**EU—WOP
PROGRAMME**

EU Toolbox - Cooperation with ECAs and DFIs

New Commission **Expert Group on Enhanced Coordination of External Financial Tools**

- **Objective:** platform for exchange of information and potential coordination in specific transactions between the EIB, ECAs and DFIs in order to improve competitiveness of the EU export industry and to contribute to EU policy goals (Global Gateway, green and digital transition, etc.)
- **Members:** EIB, ECAs, DFIs, ministries responsible for ECAs (export support) and DFIs (development support). Observers: **industry** associations (specific companies can be invited as ad-hoc experts).
- First meeting: 18 January 2024 (followed by a public seminar on 19 January).
- Chaired by the Commission (TRADE and INTPA co-chairs), other DGs (in particular NEAR), EEAS associated as necessary.

EU Toolbox - Trade and investment agreements

Trade and investment agreements contribute to **improving the business environment** in partner countries.

Agreements bring benefits such as:

- boost trade in goods and create new economic opportunities
- incentivise EU investment, thanks to increased legal certainty and stability
- contain strong trade and sustainability commitments

Example: [EU-Kenya Economic Partnership Agreement](#) (negotiations concluded in July 2023)

Global Gateway - Useful links for the private sector

Find useful links for companies about Global Gateway on:
[Capacity4Dev webpage](#)

** Please note that the content of this page is constantly updated and improved*

This page includes, among other:

- ❖ the [list of future business fora](#)
- ❖ a list with [EU Chambers](#)
- ❖ information on the [GG Business Advisory Group](#)
- ❖ [Business intelligence](#) on partner countries
- ❖ ITC [tools on access to market and trade](#)
- ❖ [EU funding & tenders opportunities](#)
- ❖ [EU Tenders](#) (only for upcoming tenders);
- ❖ Team Europe Initiatives and [Joint Programming Tracker](#)
- ❖ List of [EU Business Organisations](#)
- ❖ Information on EU guarantees [EFSD+](#)

Q&A.

Thank you very much for your attention.

We are looking forward to receiving your questions and feedback.



Online resources



Online resources

- EU Funding programmes (*wider than GG*): [LINK](#)
- Tenders (*wider than GG*): [Funding & tenders](#)
- Upcoming tenders (only): ted.europa.eu
- Global Gateway: [LINK](#)
- Team Europe Initiatives: [LINK](#) and [TEI Tracker](#)
- EFSD+ : [LINK](#)
- INTPA Action Plans: [LINK](#)
- DG GROW tools for internationalisation of SMEs: [LINK](#)
- EU Business Fora: [Capacity4Dev](#) and [INTPA website](#)
- EU Investment mappings: [LINK](#)
- Europe Enterprise Network: [LINK](#)

Thank you



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