

EU-Mozambique Global Gateway Investment Forum

Information session with EU business organisations

Friday 30 June 2023 - Online

Agenda



- Update on EU business fora (5 min)
- EU Investment mapping (5 min)
- EU-Mozambique Business Forum (10 min)
- Q&A

Business forum – Some 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.

Future EU Business Fora

The list of future business forum is regularly updated and shared with EU business organisations.

Contact your business organisation for more information. Alternatively contact Nicolas.FICHERS@ec.europa.eu

List of future EU Business Fora

This update has been prepared by INTPA E2. For more information, please contact Nicolas.FICHERS@ec.europa.eu.

Last update: 28-03-23

EU Business fora organised by EU Delegations:

Country/Region	Date	Highlight	EUD contact point	Link to Global Gateway
Argentina	14 April 2023 Buenos Aires	This event will be an initial event ahead of a full-scale business forum to take place in 2024. <i>Topics: digital, energy, sustainability</i>	Enrico.PREZIO@eeas.europa.eu	<ul style="list-style-type: none"> Development of Gran Chaco and expansion of the electricity transmission network covering 23 provinces nationwide (TBC) Development of critical raw materials value chains for lithium and copper (TBC) Production of Green Hydrogen (TBC)
EU-Nepal Business Forum (TBC)	8-9 May (TBC)	EU Nepal Business Forum 2023 <i>Topics: business environment, agro-processing, energy, finance and infrastructure, manufacturing.</i>	Mim.HAMAL@eeas.europa.eu	<ul style="list-style-type: none"> Implementation of Team Europe Initiative on Green recovery (TBC)
EU-Central Asia business Forum EU-Central Asia Economic Forum	Business forum: 18 May 2023 afternoon Economic forum: 19 May Almaty, Kazakhstan	<i>Participation:</i> EVP Dombrovskis, DDG Myriam Ferran, Prime Ministers of CA <i>Topics:</i> Inter-regional trade and Global Gateway	DELEGATION-KAZAKHSTAN@eeas.europa.eu	<ul style="list-style-type: none"> Facilitating trade along EU-CA routes Digital solutions for greater EU-CA business connectivity Presentation and discussion of the EU Study on Sustainable Transport Connections between Europe and Central Asia and discussion on its findings

EU Business Fora

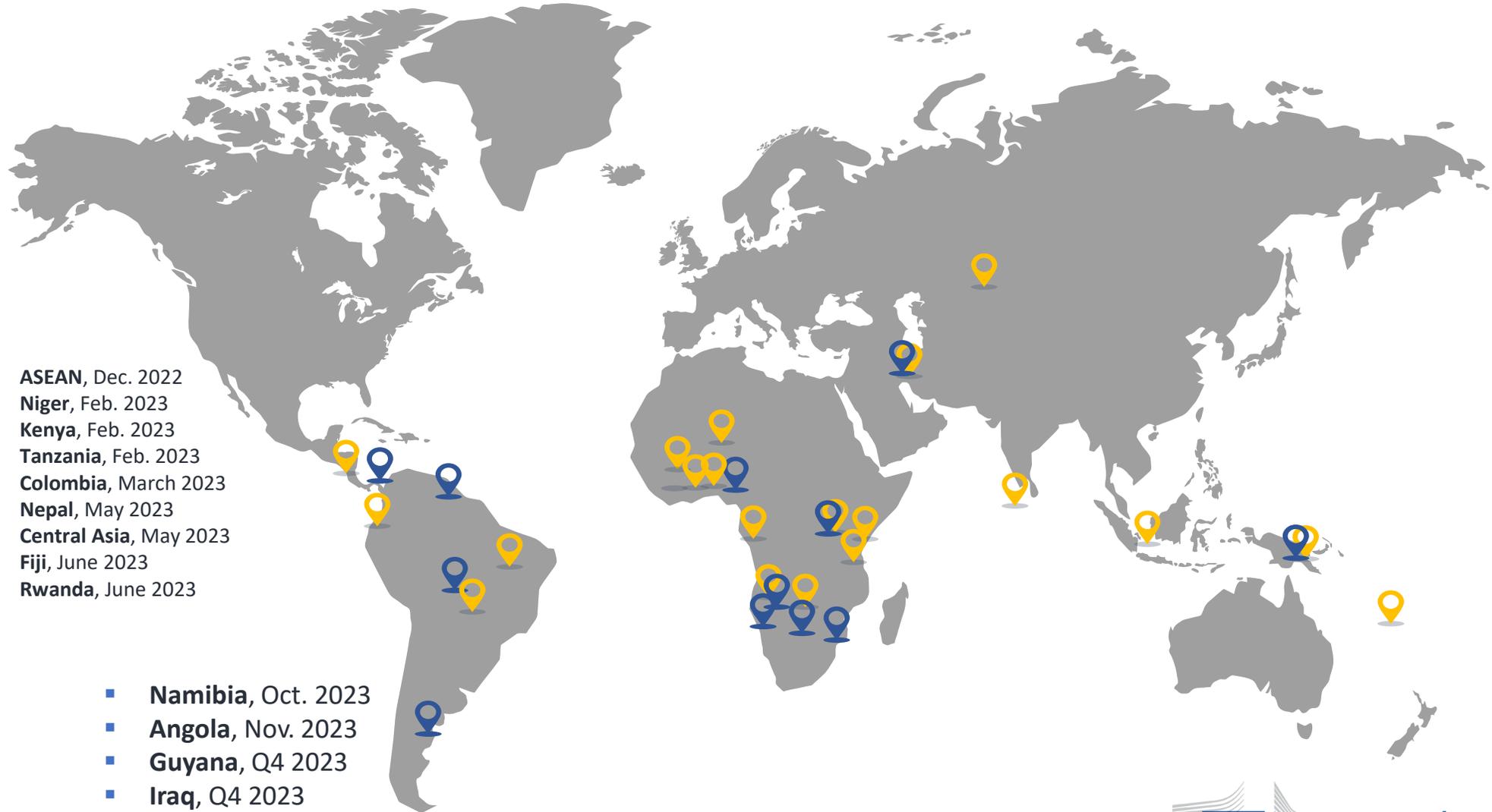
Past BF:

- ✓ 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

Forecasted BF:

- Lat. Am. & Car, 17 July 2023
- Botswana, 11-12 Oct. 2023
- PNG, 30 Oct. 2023
- Mozambique, 21-22 Nov. 2023
- Nigeria, Nov. 2023
- Namibia, Oct. 2023
- Angola, Nov. 2023
- Guyana, Q4 2023
- Iraq, Q4 2023
- Argentina, 2024
- Uganda, 2024



Step 1: Mapping the EU investment

The mapping will identify the EU business' presence, impact & barriers in Mozambique

This helps the EU and its embassies to :

- Prepare the agenda of business fora or public-private dialogues.
- Support their private sector development programmes as it identifies the priorities or the actions with the highest impact.
- Identify key topics to raise to the local government.
- Create or reinforce European business organisations / chambers.
- Advice to EU firms on investment opportunities and potential partners.
- Negotiate of trade & investment agreements.



To support EU investors we have to know what EU investors do & need

How do they work?

EU investment mappings are organised by the EU in collaboration with the EU embassies and their business organisations, both in-country and in the EU.

Data is collected via **online surveys** and **interviews**. Data shows the firms' perspectives – *data directly filled in by the firms*.

Questions include qualitative & quantitative data.
This gathers detailed information on barriers or reasons to invest.

Survey dissemination is taken place:

- in-country,
- in the region; and
- in Europe



What do we get at the end ?

The **EU investment mappings** produce business intelligence & communication products

1



28 factsheets (EU + 27 MS)
on the data collected by the mapping,
+ figures on current/potential trade & investment.

2



Infographics
to display selected data to advocate for the
importance of the EU investment in the country.



What is it next for companies or Chambers?

EU-linked companies:



Fill in the investor's form:

[EU Investment in Mozambique](#)

5 min
20 questions
EU data protection



Chambers:

The EU informs the Chamber of a **mapping's launch**

The Chamber **disseminates** the information among its members and encourage them to fill in the survey

The EU provides the Chamber with the **results** to feed its business intelligence & communication tools

www.ec.europa.eu/eusurvey/runner/EUinvestmentMozambique



Where did we work so far?



EU-Mozambique Global Gateway Investment Forum

In a nutshell



22-23 Nov. 2023



Maputo
(in-person and online)



~500 people
(in-person)



Website *to be launched at the end of July 2023*



Registrations will open in September, on the website



Questions can be addressed to:

- eulogio.montijano@eeas.europa.eu
- Veerle.smet@eeas.europa.eu

Format

- **2 full days** in-person event, with possible online participation and live streaming
- High-level opening ceremony by the **President of Mozambique** and high-level EU representative, and closing cocktail
- **Gala dinner** (organised by EuroCam)
- **Plenary discussions** as well as parallel breakout sessions by themes/sectors
- **B2B** and **B2G** matchmaking
- Presentations on investment-relevant topics, including recent reforms, etc.
- **Exhibition space**: 50 booths for EU companies and other agencies (managed by EuroCam)
- On day 2, Forum is merged with the **3rd Renewable Energy Business Conference** in Mozambique, that will extend for a third day

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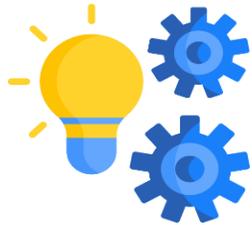
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Indicative focus sectors

Activities will focus on the following sectors:



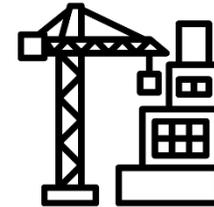
Digital
Transformation



Climate and
renewable energy



Agriculture,
agribusiness &
blue economy



Transport &
logistics



Tourism

Indicative topics to be covered

Presentations to be delivered on investment-related topics of interest:

- Business and Investment climate: Policy and Regulatory Frameworks recent reforms
- Investment opportunities
- Partnerships (B2B and B2G meetings)
- Access to finance
- Opportunities under EU-Mozambique Trade agreements
- Investment pitch by selection of Mozambican SMEs

Partners

Steering Committee includes:

- **Lead:** EU Delegation, EuroCam and Ministry of Industry and Trade
- **Others members:**
 - Investment and Export Promotion Agency (APIEX)
 - President's Advisor
 - Ministry of Foreign Affairs and Cooperation (GON)
 - Mozambican Chamber of Commerce (CCM)
 - Confederation of Economic Associations of Mozambique (CTA)
 - Sectoral ministries concerned by themes selected
 - European Development Finance Institutions
 - The Mozambican Association for Renewable Energy (AMER)
 - EU Member States

Annex

Future EU business fora

Country / Region	Date	Description and contact
EU-CELAC Business Roundtable	17 July 2023 <i>Brussels</i>	Regional business forum next to the EU-LAC Summit, as part of LAC Week. By invitation only – 150 participants.
EU – Botswana Business Forum (EBBF)	11-12 October 2023 <i>Gaborone</i>	www.ebbf.co.bw/ Registrations open in August 2023. Back-to-back with Global Expo Botswana Opening by H.E. the President of Botswana Sectors: health/pharma, agri-business, finance, automotive, ICT, mining, renewable energy. Delphine.AUPICON@eeas.europa.eu
4th EU-PNG Business, Trade and Investment Conference	30 October 2023 <i>Port Moresby</i>	4th edition of the business forum Carlos.PEREZ-PADILLA@eeas.europa.eu

Future EU business fora

Country / Region	Date	Description
EU-Mozambique Global Gateway Investment Forum	22-23 November 2023 <i>Maputo</i>	<u>Sectors</u> : Global Gateway – Digital transformation, climate and renewable energy, agriculture and agri-business, transport and logistics, blue economy, tourism. eulogio.monitjano@eeas.europa.eu
2nd EU-Angola Business Forum	17 November 2023 (TBC) <i>Luanda</i>	2nd EU-Angola Business Forum <u>Sectors</u> : agriculture/agribusiness, fisheries, logistics/transport, energy (tbc), critical raw materials (tbc) Isabel.EMERSON@eeas.europa.eu
EU-Namibia Business Forum	October 2023 (TBC) <i>Brussels</i>	<u>Sectors</u> : renewable energy, green Hydrogen value chain & critical raw materials Susan-Marie.LEWIS@eeas.europa.eu

Future EU business fora

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9th EU-Nigeria Business Forum	November 2023 (TBC) <i>Nigeria</i>	https://eunigeriabusinessforum.eu/ 9th edition of the business forum. Rikard.NORDEMAN@eeas.europa.eu
7th EU-GCC Business Forum	November 2023 (TBC) <i>Bahrain (TBC)</i>	<u>Sectors</u> : Sectors: energy, circular economy, mobility, women and trade Caroline.FRIEH-CHEVALIER@ec.europa.eu
Economic mission to Guyana	Q4 2023 (TBC) <i>Guyana</i>	30 EU companies + DFIs. <u>Sectors</u> : Food Security, Infrastructure, Renewable Energy and Pharmaceuticals Latoya.WILLIAMS@eeas.europa.eu
2nd Iraqi National Trade Forum	Q4 2023 (TBC) <i>Baghdad</i>	https://iraqnationaltradedforum.com/ 2 nd business forum following successful 2022 edition. <u>Sectors</u> : farming, food processing, packaging, logistics Mauro.GIOE@eeas.europa.eu

2024: Uganda, Argentina, Nepal