



CONFERENCE ON PARTNERSHIP & INVESTMENT  
OPPORTUNITIES IN TRANSPORT,  
INFRASTRUCTURE AND PUBLIC UTILITIES



[www.proinvest-eu.org](http://www.proinvest-eu.org)



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# PRO€INVEST Sector Action Plan

	WAF – CAF	EAF – IO	CAR	PAC
2004			Tourism	
2005			ICT/ professional services	Tourism
2006	1)Transport & Public Utilities – 2) ITC / professional services	Transport & Public Utilities-		
2007	Infrastructure (constructions, civil engineering)	1) ICT / professional services 2) Tourism		
2008	Assembly of machinery & equipment, sub-contracting			

# Investment conference concept - Main players

- ✓ Enterprises already active in identified key sectors
- ✓ Professional bodies (trade associations/federations)
- ✓ Investment Promotion Agencies
- ✓ Financial institutions
- ✓ Government/public institutions
- ✓ Other relevant organisations

# Investment conference concept - Main activities

## Pre-event

- Preparation of key background information on the sector
- Promotion of event in the concerned region(s)
- Identification of potential participants / enterprises and investment projects
- Assistance to selected individual investors/ enterprises in the preparation of their projects

# Investment conference concept - Event

- ✓ Three day meeting in an host ACP country
- ✓ 300-400 participants from the ACP, EU and third country regions
- ✓ Scheduled one-to-one business meetings
- ✓ Plenary sessions with key-note speakers
- ✓ Interest group discussions and workshops

## Post-event : PRO€INVEST technical assistance

- Customised assistance to about 50 individual companies / investors:
  - Market study
  - Feasibility study
  - Bankable dossier
  - Search for finance
  - Marketing assistance
  - Technical assistance, including staff training