



**A programme of the ACP Group
and the European Commission for
the promotion of investment**

PRO€INVEST

**Public Utilities, Transport and Assembling &
Subcontracting in selected ACP regions :
Partnership & Investment Opportunities**



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**Information on Future Pro€Invest
Initiatives**

SECTOR PARTNERSHIP INITIATIVES - (SPI)

1 Regional Sector Meetings

Major investment and partnership events grouping about 300-400 ACP and/or EU participants

2 Sub-Sector Partnership Meetings

Investment and partnership meetings grouping between 40 and 80 ACP and/or EU companies

**SPI
Facilities**

3 Sub-Sector Partnership Missions in EU/ACP

Sector missions of around 15 ACP/EU companies meeting their local counterparts

4 Company Twinning

5-day twinning missions by around 15 EU companies to ACP counterparts

PUBLIC UTILITIES: Pro€Invest Areas of Intervention

Scheduled

- ✓ **Regional partnership meetings** aimed at: (i) contractors & engineering companies, (ii) public utilities operators, (iii) industrial companies interested in supplying equipment, (iv) management and regulatory bodies, and (v) financial institutions

Meetings to take place in CAF and WAF (2005) and EAF and Indian Ocean (2006)

Envisaged

- ✓ **Policy dialogue & BDS initiatives** aimed at: (i) development of appropriate methods for rate regulation; (ii) identification of mechanisms for cross-subsidization (e.g. between urban and rural areas); (iii) formulation of measures to facilitate PPP/PSP in small-scale schemes
- ✓ **Direct assistance** to operators in small-scale PPP/PSP initiatives (rural electricity distribution systems, mini hydropower schemes), namely in the area of financial packaging

TRANSPORT INFRASTRUCTURE & SERVICES:

Pro€Invest Area of Interventions

Scheduled

✓ **Regional partnership meetings** aimed at (i) contractors & engineering companies, (ii) transport operators, (iii) manufacturers of equipment, (iv) management and regulatory bodies, and (v) financial institutions. **Meetings to take place in CAF and WAF (2005) and EAF and Indian Ocean (2006)**

Envisaged

✓ **Policy dialogue & BDS initiatives** aimed at: (i) development of appropriate legal framework, possibly at the regional level; (ii) identification of modalities to attract private investors in “marginal cases” (e.g. low traffic routes)

✓ **Direct assistance** to the conception & development of small scale initiatives such as inland dry ports and airport storage facilities (legal & technical support, financial packaging)

ASSEMBLING AND SUB-CONTRACTING: ProInvest Areas of Intervention

Scheduled

- ✓ **Support to STEP 2005** (the first international meeting on subcontracting in West Africa) to be held in Dakar from 25 to 29 January 2005 and organized by the “**Bourse National de Sous-Traitance et de Partenariat du Sénégal**” (with participants from Italy, France, Belgium, and Spain)

Envisaged

- ✓ Follow up **direct assistance** to individual enterprises in the finalization of international sub-contracting agreements
- ✓ **Institution Strengthening** aimed at establishing SPX (Subcontracting and Partnership Exchanges) in countries with a more substantial industrial base (e.g. Cameroon, Kenya, Nigeria)