



«EU Programmes in Africa »

Athanasia Karachristou, PLANET SA, International Business Unit, Business Acquisition Division Leader

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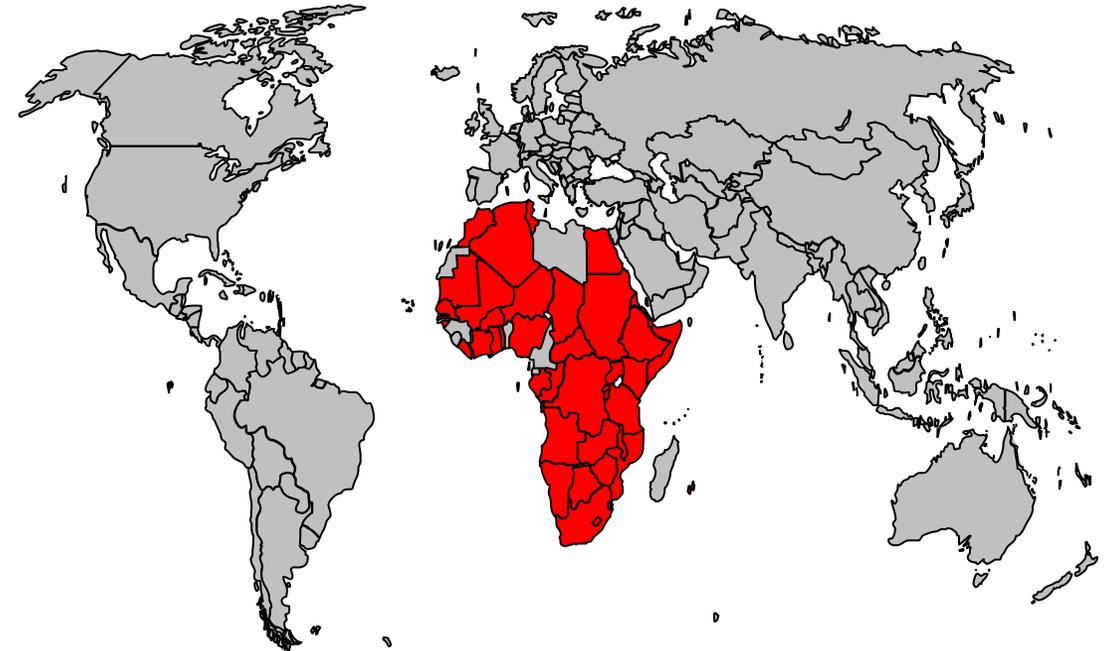
1. PLANET – At a glance

At a glance : PLANET SA

- The leading Greek consulting firm
- Privately owned
- Founded and operating since 1987, serving clients and accumulating best-practice experience ever since
- Delivering services
- Over 180 highly trained consultants
- Extended reach through network of associates
- Average annual revenue of Planet's Group over the last three years: over the last three years: €20 million ca.

PLANET in Africa:

- **100+** provision of services from **100.000 EUR up to 15 EUR million**
- Provision of services in **47** out of 54 countries in **Sub-Saharan Africa**



2. The EU in Africa (1/2)

- The relations between EU and Africa derived initially from:
 - **the Africa - EU Partnership** guided by the **Joint Africa-EU Strategy** (approved in 2007), and
 - **the Cotonou Agreement/ACP-EU Partnership Agreement**
- The **Africa-EU Partnership** is a multi-actor partnership guided by the EU and African Union Member States along with several non-state and civil society organisations, youth bodies, economic and social actors and the private sector.
- Current priorities are: **strengthening economic cooperation and promoting sustainable development, with both continents co-existing in peace, security, democracy, prosperity, solidarity and human dignity.**
- The **Cotonou Agreement**, is a Partnership Agreement between the members of the African, Caribbean and Pacific (ACP) Group of States and the EU. It covers the EU's relations with 79 countries, including 48 countries in sub-Saharan Africa.

2. The EU in Africa (2/2)

- The goal of Cotonou Agreement is to promote and expedite the economic, cultural and social development of the ACP States, with a view to contributing to peace and security and to promoting a stable and democratic political environment.
- It was adopted in 2000 and was valid until **02/2020**.
- Revised twice in 2005 and 2010 accordingly
- **Since 02/2020 has been extended** few times: **until 12/2020, 11/2021 and 06/2022**
- Recently, through the Decision 1/2022 it was finally **extended until 06/2023** or until the entry into force of the new Agreement or the provisional application between the Union and the ACP States of the new Agreement, whichever comes first.



3. Development Partnership EU Africa - Indicative Data

- The **EU** is the **biggest donor for international aid** in the world, providing **over € 50 billion a year** to help overcoming poverty and advance global development and remains **one of the most significant donors to Africa**.
- In **2020**, the **EU institutions** had one of the highest shares of bilateral ODA allocated to Africa (40.9% of its total contribution/assistance).
- In **2019**, the EU 27 supported the **foreign direct investments** in Africa giving 241 billion EUR, 5% higher than in 2016.
- The **2014-2020** Multiannual Financial Framework (MFF) of the EU, had a budget amount of **30,5 billion EUR for ACP countries** (11th EDF), **19,6 billion** for other developing countries including **South Africa (DCI)** and **15,4 billion EUR** for Neighbouring countries including **North African countries (ENI)**
- The **2021-2027 MFF**, has an overall budget of **79,5 billion EUR** allocated to the newly established Neighbourhood, Development and International Cooperation Instrument (NDICI)

4. EU Indicative Instruments

- The newly established **Neighbourhood, Development and International Cooperation Instrument (NDICI)**, provides funding in third countries except for those currently included on the EU enlargement agenda.
- The **European Peace Facility**, supports **peace and security** in the African continent: **€600 million** for support to the African Union
- The **European Union Emergency Trust Fund (EUTF)** for Africa, established in 2015 and aims to address the causes of instability, irregular migration and forced displacement. It is implemented in 26 partner countries across three regions of Africa: the Sahel and Lake Chad, the Horn of Africa and North Africa. **EUTF it is now part of the NDICI.**
- The Global Gateway Investment Package, an **Africa-Europe investment package of €150 billion. It was decided at the 6th EU – AU summit 2022 (February 2022, Brussels).** It is focused in areas of Transport, digital infrastructure & transformation, Energy transition & Green transition, Sustainable growth & job creation, Health systems and Education systems

5. Principal International Financial Institutions and Donors

- **European Donors:**

- European Commission: The world's leading donor providing 43% of global Official Development Aid
- European Investment Bank – EIB
- European Bank of Reconstruction and Development - EBRD

- **Other International/ non-European donors:**

- World Bank, IDA, IBRD
- USAID – Bilateral donor
- African Development Bank (AfDB)
- Asian Development Bank (ADB)
- KFW : “German Aid” – Bilateral donor
- Swedish International Development Agency (SIDA) – Bilateral donor
- Danish International Development Agency (DANIDA) – bilateral donor
- Department for International Development (DFID): Ukaid – Bilateral donor

5. Principal International Financial Institutions and Donors

Top 10 multilateral Official Development Assistance donors to Africa		
IDA	10,537	18%
United States	9,572	17%
EU Institutions	6,831	12%
Germany	4,549	8%
United Kingdom	3,814	7%
France	2,950	5%
Global Fund	2,591	4%
African Dev. Bank	1,650	3%
Japan	1,572	3%
United Arab Emirates	1,157	2%
Other donors	12,448	22%
Total multilaterals	57,673	100%

USD million, net disbursements in 2019

(data up to 2019 from the Report : Development Aid at a glance 2021)

5. Principal International Financial Institutions and Donors

Top 10 Official Development Assistance Receipts by Recipient in Africa

Ethiopia	4,677	8%
Nigeria	3,277	6%
Kenya	3,173	6%
Democratic Republic of the Congo	2,810	5%
Tanzania	2,126	4%
Uganda	2,030	4%
Mozambique	1,841	3%
Mali	1,816	3%
Somalia	1,720	3%
Egypt	1,709	3%
Other recipients	32,494	56%
Total	57,673	100%

USD million, net disbursements in 2019

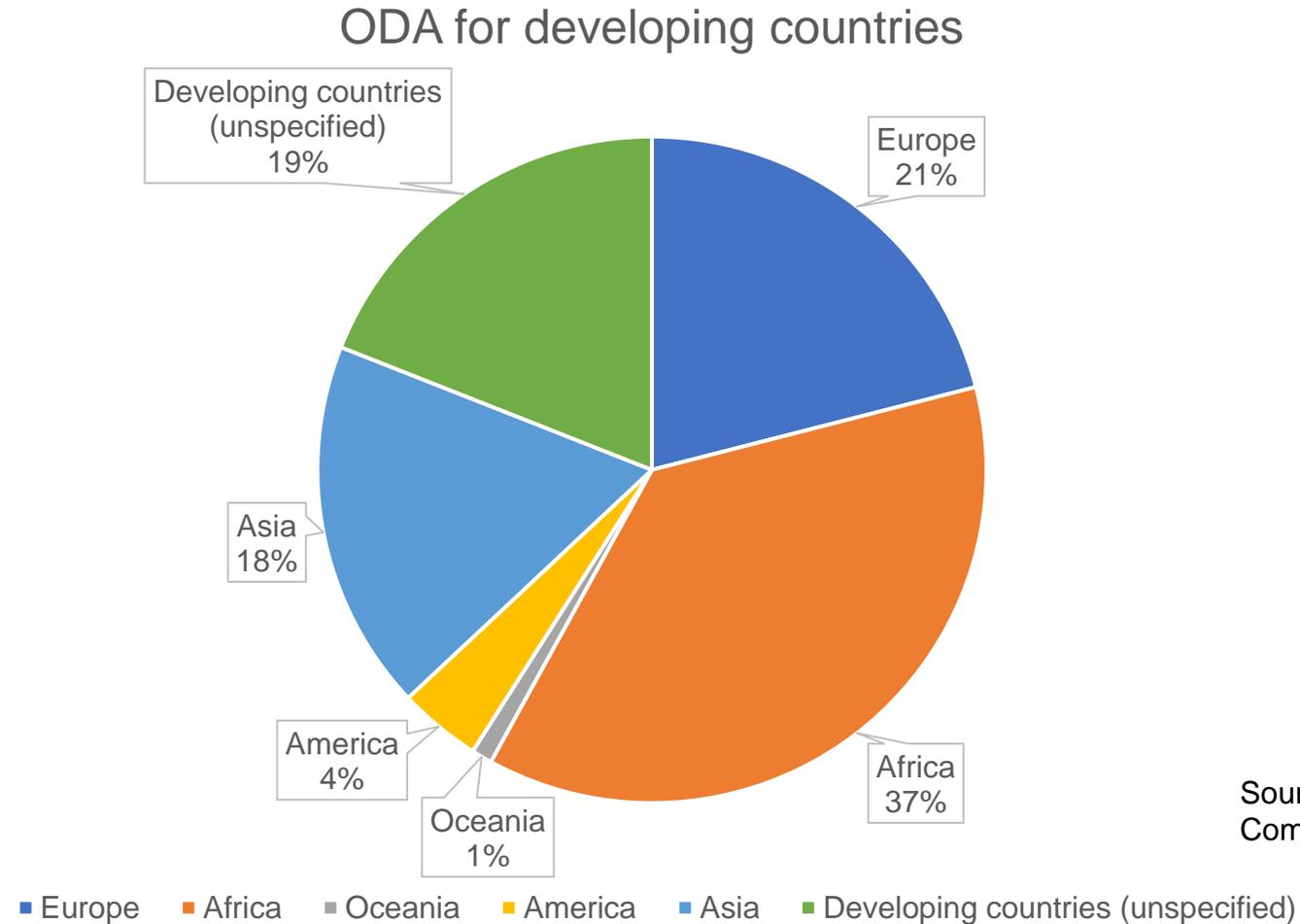
(data up to 2019 from the Report : Development Aid at a glance 2021)

5. Principal International Financial Institutions and Donors

Top 10 bilateral donors to Africa			
DAC COUNTRIES	2018	2019	2020
BELGIUM	471.66	449.73	464.1
DENMARK	412.87	503.12	570.84
FRANCE	2,780.3	3,079.15	4,267.37
GERMANY	4,326.95	4,704.54	5,843.87
NETHERLANDS	843.59	770.34	745.03
NORWAY	653.59	721.3	479.24
SWEDEN	1,167.99	1,179.34	1,178.32
SWITZERLAND	575.51	594.12	637.09
UNITED KINGDOM	3,947.29	4,052.92	3,347.2
UNITED STATES	11,016.29	9,687.45	11,417.93
TOTAL DAC COUNTRIES	30,770.24	30,407,24	33,769,33

Source : OECD

6. EU Aid allocation in developing countries between 2015 - 2019

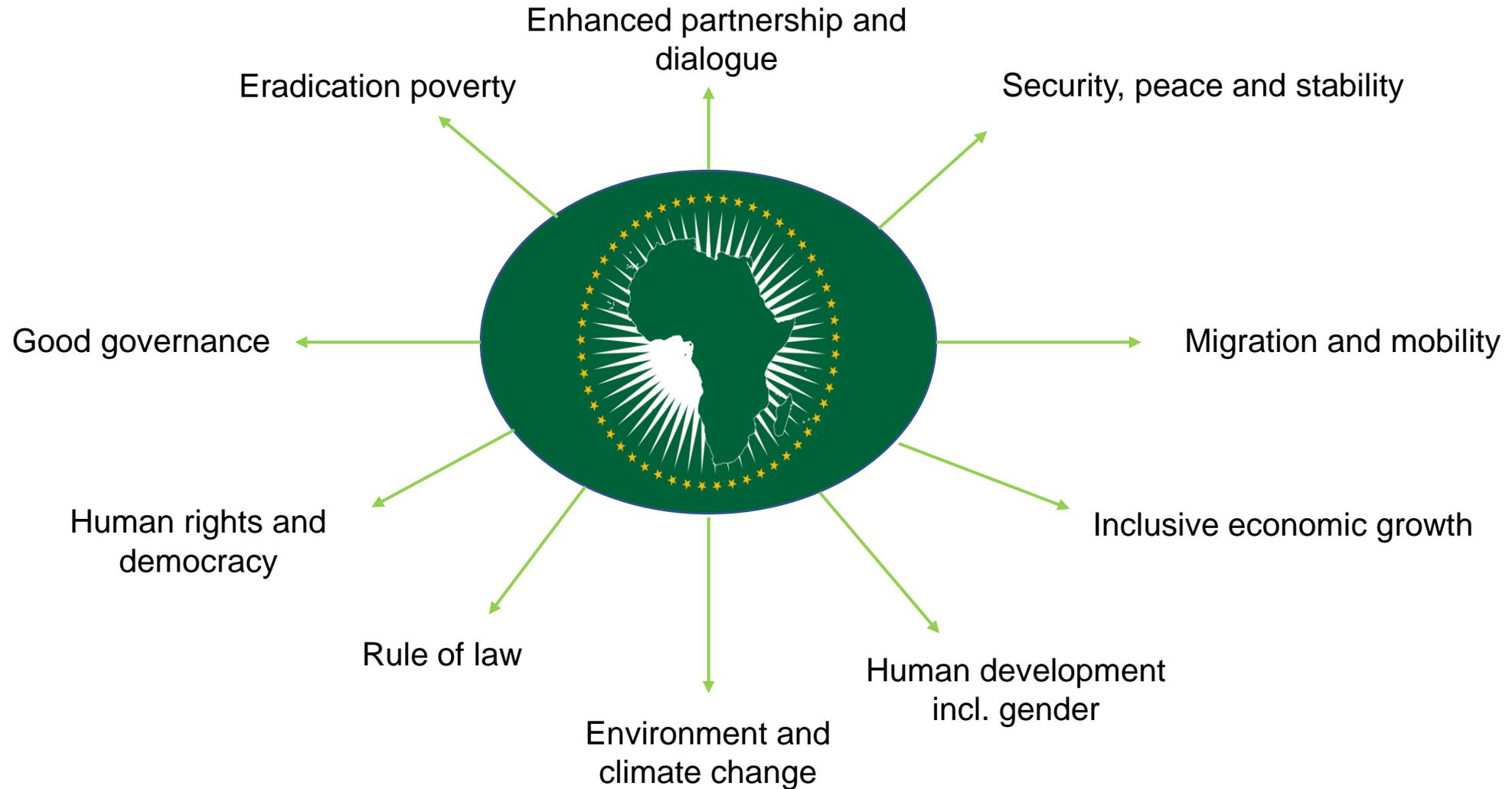


7. Neighbourhood, Development and International Cooperation Instrument

- **NDICI** is a new financial instrument of the EU that provides funding in any third countries except for those currently included on the EU enlargement agenda.
- It has been established in **2021** through merging the **European Neighbourhood Instrument (ENI)**, the **European Development Fund (EDF)**, Instrument for Development Cooperation (DCI), European Union Trust Fund, and the European Fund for Sustainable Development.
- NDICI for the period **2021 – 2027**, will be divided as follows :
 - **60,38 billion EUR** for **geographic programmes**.
 - **6,358 billion EUR** for **thematic programmes** : Human rights, democracy, civil society organisations, peace, stability & conflict prevention, global challenges
 - **3,182 billion EUR** for a **rapid response mechanism**
 - **9,53 billion EUR unallocated funds** in case of unforeseen circumstances

7. Neighbourhood, Development and International Cooperation Instrument

Geographic Pillar Priorities



7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Sierra Leone – Financial Overview 2021-2024		
Overall indicative amount for first MIP period		
Priority area	Amount (EUR M)	% of total
Green Economy	122.50	50%
Human development	61.25	25%
Governance	36.75	15%
Support measures	24.50	10%
Total for the first MIP period	245	100%

Namibia– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Foundational Skills / Education	16	43%
Inclusive Green Growth	10,25	28%
Good Governance and Gender Equality	2,5	7%
Support measures	8,25	22%
TOTAL for initial period	37	100%

Zimbabwe– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Good Governance and Citizens' Rights	24	16%
Green Economic Growth	55	37%
Social Recovery and Human Development	56	38%
Support measures	13	9%
TOTAL for initial period	148	100%

Zambia – Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green partnerships for sustainable recovery, growth and decent jobs	191.3	64%
Supporting the people of Zambia to reach their potential and build resilience	65.9	22%
Fair, inclusive and peaceful society	35.8	12%
Support measures	6,0	2%
TOTAL for initial period	299	100%

Madagascar– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance and Human Development	97,50	30%
Sustainable Growth	97,50	30%
Green Economic Growth	113,75	35%
Support measures	16,25	5%
TOTAL for initial period	325	100%

Liberia– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Enhancing and preserving natural resources for sustainable growth	46	24%
Promoting decent jobs and inclusive growth	85	45%
Improving financial and democratic governance	48	25%
Support measures	12	6%
TOTAL for initial period	191	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Djibuti – Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Resilience	42	77,8%
Institutions	4	7,4%
Youth and sustainable growth	4	7,4%
Support measures	4	7,4%
Total for the first period	54	100%

Central African Republic– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Peace, Security, Justice and Governance	57	33,1%
Human Development	51,5	30%
Green Transition	57	33,1%
Support measures	6,5	3,8%
TOTAL for initial period	172	100%

Seychelles– Financial Overview 2021-2027		
Priority area	Amount (EUR M)	% of total
Cooperation Facility (CF)	2	100%
TOTAL for initial period	2	100%

Somalia– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance and Peacebuilding	64.50	25%
Inclusive and green economic growth	103.00	40%
Resilience building and social inclusion	64.50	25%
Support measures	25.00	10%
Total for the first period	257.00	100%

Congo– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Economic governance and transition towards a green, diversified and digitized economy	36	%
Sustainable management of natural resources and climate change	22	%
Democracy, human rights and governance	10	%
Support measures	5	%
TOTAL for initial period	73	100%

Mauritius– Financial Overview 2021-2027				
Priority area	2021-2024 Amount (EUR M)	2025-2027 Amount (EUR M)	% first period	% second period
Environmental protection and climate change adaptation and resilience	3	2	60%	62,5%
Good Governance	0,5	0,5	10%	12,5%
<i>Support measures:</i>				
Measures in favour of civil society and Cooperation facility	1,5	1	30%	25%
TOTAL for initial period	5	4	100%	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Lesotho– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and resilient economy	63	76%
Good governance, peaceful and just society	12	14%
Support measures	8	10%
Total for the first period	83	100%

Kenya– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green Transition - Environmental Sustainability & Resilience	147	45%
Leave no one behind - Human Development and Digital Inclusion	83,5	26%
Democratic governance, peace & stability	83,5	26%
Support measures	10	3%
TOTAL for initial period	324	100%

Cameroun– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance, Democracy and Stabilisation	36	20%
Sustainable Growth and Employment	32	18%
Green Deal: sustainable development and climate action	98	55%
Support measures	12	7%
TOTAL for initial period	178	100%

Chad– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance, Democracy, Peace and Security	70	25%
Human Development	84	30%
Green Growth	112	40%
Support measures	14	5%
Total for the first period	280	100%

South Africa– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Sustainable, resilient, transformative and inclusive growth	51	40%
Reducing inequalities	43	33%
Partnerships	30	23%
Support measures	5	4%
TOTAL for initial period	129	100%

Malawi– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and resilient economic transformation	155	44%
<i>Expected contribution to climate change action</i>	155	44%
Democratic and economic governance	60	17%
Human development and social inclusion	120	34%
<i>Expected contribution to human development and social inclusion</i>	120	34%
<i>Expected contribution to education</i>	63	18%
Support measures	17	5%
TOTAL for initial period	352	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Comoros– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and Blue Growth	18,400	40%
Growth and Jobs	16,100	35%
Governance	7,500	16,3%
Support measures	4	8,7
Total for the first period	46	100%

Gabon– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green Transition	3,2	29,1%
Sustainable growth and green jobs	3,5	31,8%
Governance	2,2	20%
Support measures	2,1	19,1%
TOTAL for initial period	11	100%

Uganda– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and Climate transition	94	25%
Sustainable and inclusive growth and jobs	168	45%
Democratic governance and social inclusion	94	25%
Support measures	19	5%
TOTAL for initial period	375	100%

Niger– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance	192	38%
Education and Vocational Training	99	20%
Growth and Green Economy	198	39%
Support measures	14	3%
Total for the first period	503	100%

Mauritania– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Development	40	32%
Transition to a green and blue economy	43,75	35%
Governance	35	28%
Support measures	6,25	5%
TOTAL for initial period	125	100%

Mozambique– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Growing Green	150	35%
Growing Youth	163	38%
Governance, Peace and a Just Society	94	22%
Support measures	21	5%
TOTAL for initial period	428	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Nigeria– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and Digital Economy	177,8	35%
Governance, Peace and Migration	152,4	30%
Human Development	152,4	30%
Support measures	25,4	5%
Total for the first period	508	100%

Angola– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Sustainable Economic Diversification	137,5	50%
Transparent, accountable and effective governance	55	20%
Human development	55	20%
Support measures	27,5	10%
Total for the first period	275	100%

Gambia– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Promoting Good Governance	45	38%
Green economy for sustainable growth and jobs	33	28%
Human Development	38	32%
Support measures	3	2%
Total for the first period	119	100%

Senegal– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green growth and jobs	115	52%
Human development	66	30%
Good governance	31	14%
Support Measures	10	4%
Total for the first period	222	100%

Guinea-Bissau– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Development	38	33,9%
Green and Inclusive Economy	44	39,3%
Good Governance and Stability	20	17,9%
Support Measures	10	8,9%
Total for the first period	112	100%

Togo– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Development	50,75	35%
Natural Resource Management	50,75	35%
Peace	29	20%
Cooperation Facility-Civil Society	14,5	10%
Total for the first period	145	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Botswana– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green Transformation	7,5	47%
Economic Diversification and Jobs	6	37%
Support measures	2,5	16%
Total for the first period	16	100%

Mali– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance	150	40,21%
Green Growth and Jobs	135	36,20%
Human Needs	82	21,98%
Support measures	6	1,6%
Total for the first period	373	100%

Cabo Verde– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance for Human Development and Equality	12	50%
Expected contribution to spending target human development	12	50%
Expected contribution to spending target education	3	12%
Expected contribution to spending target climate change	1,8	8%
Green Economy decent jobs and inclusive growth	9	38%
Expected contribution to spending target climate change	7,65	32%
Support Measures in favour of CSO and TCF	3	12%
Expected contribution to spending target climate change	0,9	4%
Total for the first period	24	100%

Ghana– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green growth for jobs	71,05	35%
Smart and sustainable cities	71,05	35%
Good governance and security	46,69	23%
Support measures	14,21	7%
Total for the first period	203	100%

Rwanda– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Education, Skills and Jobs for the Youth in the digital age	83	32%
A Green Deal for inclusive development	116	44%
Political and Economic Governance	51	20%
Support measures	10	4%
Total for the first period	260	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

South Sudan– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green and resilient economy	83,2	%
Human development : education and health	62,4	%
Good governance, peace and rule of law for a fairer society	52	%
Support measures	10,4	%
Total for the first period	208	100%

Democratic Republic of Congo– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance, Peace and Security	64	15%
Human Development	169	40%
Sustainable Development	168	40%
Support measures	23	5%
Total for the first period	424	100%

Ivory Coast– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Capital	57	%
Inclusive Sustainable Development	109,44	%
Governance, Democracy, Peace and Stability	45,60	%
Support measures	15,96	%
Total for the first period	228	100%

Burkina Faso– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Social Cohesion, Governance and Local Development	115,2	30%
Inclusive Human Development	115,2	30%
Green Economy and Resilience	134,4	35%
Support measures	19,2	5%
Total for the first period	384	100%

Guinea– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green Economy	81	33,9%
Human Development	69	28,9%
Democracy, Governance and Migration	77	32,2%
Support measures	12	5%
Total for the first period	239	100%

Benin– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Capital	69,75	25%
Green and digital growth	102	40%
Security and Social Development	76,50	30%
Support measures	12,75	5%
Total for the first period	255	100%

7. Neighbourhood, Development and International Cooperation Instrument

NDICI funding for Geographic Programmes

Sub-Saharan Africa– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human Development	880	8.6%
Health	400	3.9%
Education and Skills	480	4.7%
Democratic Governance, Peace and Security, Culture	855	8.3%
Democratic Governance	130	1.3%
Peace and Security	650	6.3%
Culture	75	0.7%
Green transition	2100	20.5%
Climate Mitigation and Resilience	300	2.9%
Sustainable Energy	570	5.6%
Sustainable Agri-food Systems	470	4.6%
Biodiversity and Environment	400	3.9%
Water and Oceans	360	3.5%
Digital and Science, Technology and Innovation	1240	12.1%
Digital Transformation	940	9.2%
Science, Technology and Innovation	300	2.9%
Sustainable Growth and Decent Jobs	1830	17.9%
Regional Economic Integration, Trade and Trade Facilitation	630	6.2%
Transport Connectivity	1000	9.8%
Sustainable Finance, Investment Climate and Private Sector Development	200	1.9%
Migration and Forced Displacement	1600	15.6%
Migration	500	4.9%
Forced Displacement	500	4.9%
Flexible Funding Mechanism	600	5.9%
EFSD+	1450	14.2%
Support Measures	287	2.8%
Capacity building and institutional support	170	1.7%
Technical Cooperation Facility including Strategic Communication and Public Diplomacy	75	0.7%
Contribution to OACPS Framework	42	0.4%
Total for the first period	10242	100%

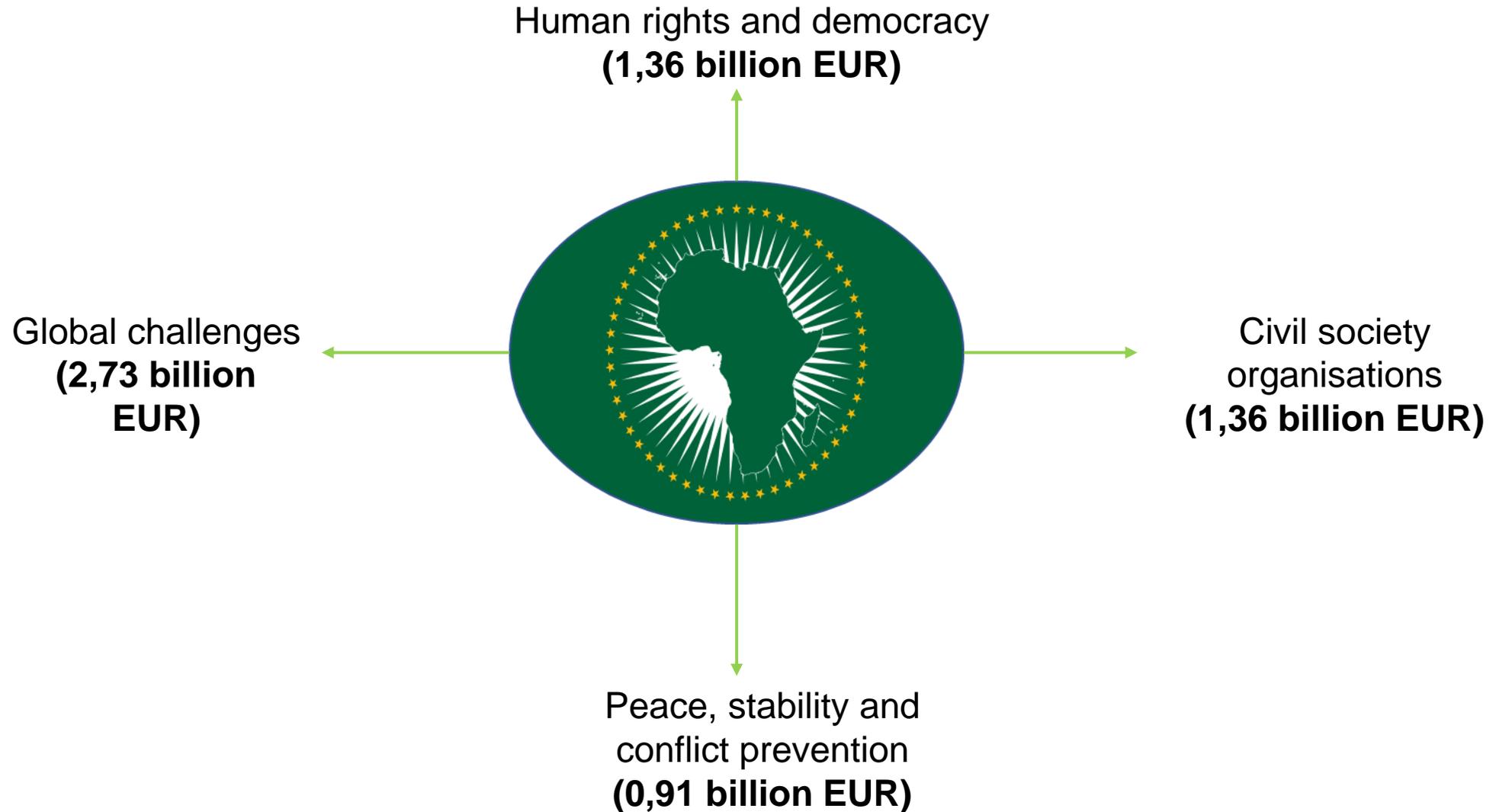
Cabo Verde– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Governance for Human Development and Equality	12	50%
Expected contribution to spending target human development	12	50%
Expected contribution to spending target education	3	12%
Expected contribution to spending target climate change	1,8	8%
Green Economy decent jobs and inclusive growth	9	38%
Expected contribution to spending target climate change	7,65	32%
Support Measures in favour of CSO and TCF	3	12%
Expected contribution to spending target climate change	0,9	4%
Total for the first period	24	100%

Burundi– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Green Economy and Employment	55	28,35%
Human Development	104	53,61%
Good Governance and Rule of Law	25	12,89%
Civil Society	7	3,61%
Support measures	3	1,55%
Total for the first period	194	100%

Eswatini– Financial Overview 2021-2024		
Priority area	Amount (EUR M)	% of total
Human development and social inclusion	55	28,35%
Support measures	104	53,61%
Total for the first period	194	100%

7. Neighbourhood, Development and International Cooperation Instrument

Thematic Pillar Priorities



8. Procurement Procedures for European Programs

- There are 3 types of EU External Aid procedures :
 - Services
 - Supplies
 - Works
- The procurement and contract procedures are analysed in PRAG “Procedures and practical guide” at: https://ec.europa.eu/europeaid/funding/about-funding-and-procedures/procedures-and-practical-guide-prag_en

8. Procurement Procedures for European Programs

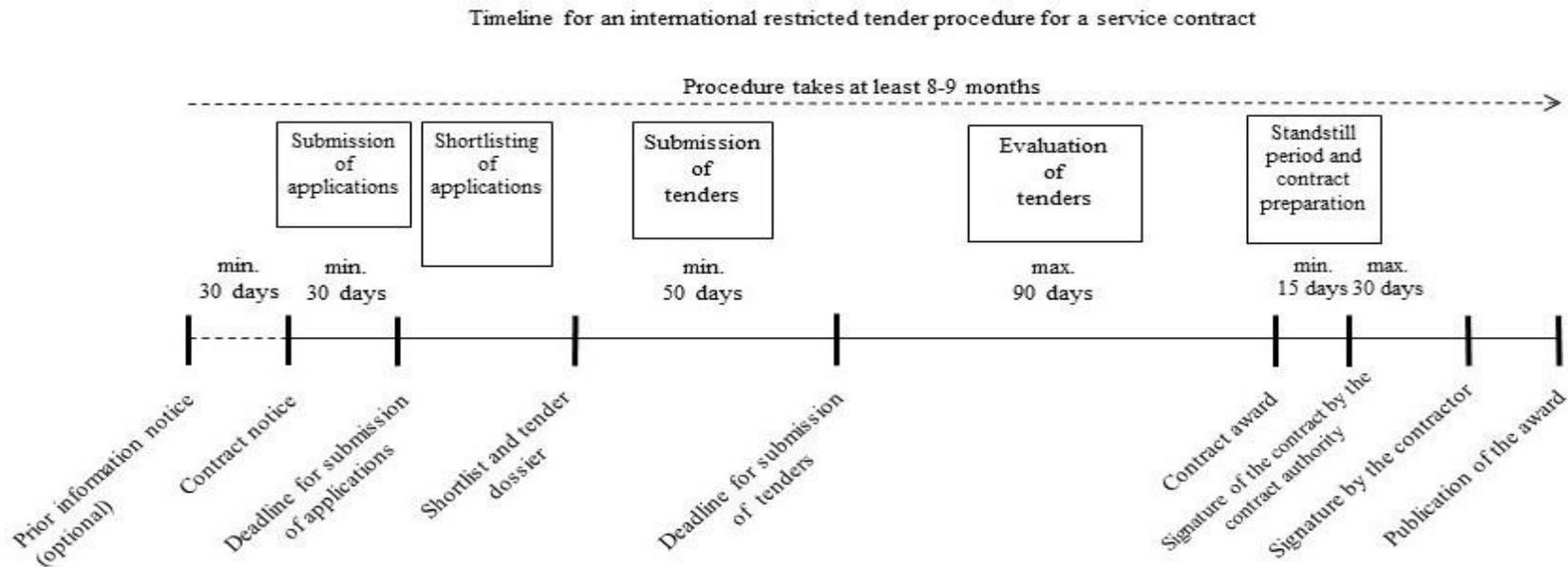
EU External Aid procurement procedures

<p>Service Contracts (e.g. Technical assistance and studies)</p>	<p>≥ EUR 300.000 -International restricted or open tender procedure</p>	<p>-Audit 2018</p> <p>≤ EUR 999.999 Framework contract SIEA 2018, Events 2020</p> <p>Or < EUR 300.000 -Framework contracts (EVA 2020) -Simplified procedure</p>		<p>≤ EUR 20.000 -Single Tender</p>
<p>Supply Contracts (i.e. equipment and materials)</p>	<p>≥ EUR 300.000 -International restricted or open tender procedure</p>	<p>< EUR 300.000 but ≥ EUR 100.000 -Local open tender procedure</p>	<p>< EUR 100.000 but > EUR 20.000 -Simplified procedure</p>	<p>A payment may be made against invoice without prior acceptance of a tender if the expenditure is</p>
<p>Works Contracts (i.e. infrastructure and other engineering works)</p>	<p>≥ EUR 5.000.000 -International open tender procedure or -International restricted tender procedure</p>	<p>< EUR 5.000.000 But ≥ EUR 300.000 -Local open tender procedure</p>	<p>< EUR 300.000 but > EUR 20.000 -Simplified procedure</p>	<p>≤ EUR 2.500</p>

8. Procurement Procedures for European Programs

Service contracts

- For the contracts **more than EUR 300.000**, **open or international restricted tender procedure** should be followed: In “open” calls for tenders (international or local), all economic operators may submit a tender, while In “restricted” calls for tenders, all economic operators may submit a request to participate but only those who satisfy the selection criteria may be invited to submit a tender



8. Procurement Procedures for European Programs

- Contracts **less than EUR 999.999** must be publicized via **Framework contract SIEA 2018**. FWC is an agreement between one or more contracting authorities and one or more economic operators, the purpose of which is to establish the terms governing specific contracts which may be awarded during a given period, in particular with regard to price and, where appropriate, the quantity envisaged.
- For the contracts less than EUR 300.000 may be awarded under the framework contract procedure laid down in framework contracts or simplified procedure

9. Characteristics of the market of European procurements in Africa

- **Market characteristics:**

- Big tenders
- Sufficient profit margin for the companies
- Global but lower intense competition
- Meritocracy and transparency during the procedure
- Open to all the companies no matter the country origin
- Certainty of payments

- **Experienced problems during the implementation of the projects:**

- Difficulty in the discovery of credible local collaborators
- Bureaucracy in countries where the projects are implemented
- Increased time for the preparation of the mission (visa, vaccination etc.)
- Risk disease at receiving countries
- War conflicts and extremist organisations at receiving countries (ex. Boko Haram in Nigeria)
- Other risks

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Thank you for your time.