

# MEDA Finance 09 Survey

Grants, Technical Assistance and Lines of Credit for  
the Mediterranean Region



Conducted by





Euro-Mediterranean cooperation has much to offer, we renew our collective commitment to all its objectives and principles. We reaffirm our determination to take it forward towards a more safe, more secure and more prosperous future for all our peoples.

**Dr. Ahmed Nazif**  
**The Prime Minister of Egypt**



The Invest in Med programme aims at developing sustainable trade relationships, investments and enterprise partnerships between the two rims of the Mediterranean. Funded by the European Union, it is implemented by the MedAlliance consortium, which associates EuroMed economic development organisations (ANIMA, union of investment organisations), (ASCAME, union of Mediterranean chambers) (EUROCHAMBRES, union of European Chambers), and (BUSINESSMED, union of industrial federations). The members of these networks, as well as their special partners (UNIDO, GTZ, EPA Euroméditerranée, World Bank, etc.), gather a thousand of economic actors - mobilised through pilot initiatives centered on key Mediterranean promising niches. Each year, a hundred operations associate the 27 countries of the European Union and 9 Mediterranean partner countries. [www.invest-in-med.eu](http://www.invest-in-med.eu)



The Barcelona Framework aimed to achieve stability, prosperity and peace through cooperation and development. The Union for the Mediterranean was created to give further impetus to this Framework through the concept of joint ownership, and practical work method for cooperation on specific projects that would provide the necessary financing in an effective way and strengthen the role of the private sector, and business people .

What is needed today, tomorrow and the day after is the activation of this practical method for cooperation in the Mediterranean region, so that we will be able to work together to overcome the current global crisis, to continue our partnership and cooperation after the crisis eases up, and so that we can move forward together towards a better future for all .

**Rachid Mohamed Rachid**  
**Minister of Trade and Industry**



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All the prerequisites of success and progress can be found within Euro-Mediterranean cooperation.

In the southern Mediterranean, we have energy resources, and low-cost and skilled labor. In the northern Mediterranean, we have trans-border capital, and advanced technology, and together, we have a large growth-supporting market.

The main challenge before us is to mobilize the necessary financial resources, and to make this financing available to the public and private sectors of the Southern Mediterranean states. We must ensure that our objectives are not affected by the current global crisis .

In this regards, we welcome, the positive stances of our bilateral and multilateral development partners and financial institutions

**Galal El Zorba**  
**Chairman, Med Alliance**



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From Egy Finance 2008 to Meda Finance 2009 is a sea of change. Thanks to the support of the European Commission and its Invest in Med programme, Med Alliance (ANIMA, & ASCAME, BusinessMed, & Eurochambres), and our implementing partners, namely, Federation of Egyptian Industries, the Confederation of Egyptian European Business Associations, BusinessMed, the German Arab Chamber of Industry & Commerce, the General Authority for Investment & Free Zones, and the Industrial Modernization Center.

Thanks to the cooperation of the EC, EIB and all bilateral & multilateral donors & development banks, we were able to produce this survey that includes 113 highly needed instruments encompassing grants, technical assistance and preferential lines of credit exceeding € 22 billion which are available to Mediterranean SME's

We believe that we have created a process rather than initiative, hence we do look forwards to your support in periodic updating and your partaking in Meda Finance 2010.

**Dr. Alaa Ezz**  
**Meda Finance coordinator**



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# Grants, Technical Assistance and Lines of Credit for the Mediterranean Region

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# 1 Support Programs for the MEDA Region

## 1.1 Africa: Africa Enterprise Challenge Fund (AECF)

### **Short description:**

For-profit private companies in the field of agriculture, agri-business, rural financial services and media and information services to these sectors.

Business sectors: Agribusiness, Rural financial services, Rural media and other information services that are directly related to agribusiness and rural financial services.

**Target population:** Algeria, Egypt, Tunisia, Morocco

### **Type of funding:**

Grants and loans

### **Amount offered:**

The AECF provides grants and repayable grants (zero interest loans) up to a maximum of USD \$1.5m per company and minimum US\$ 250,000.

The average grant size will be US\$750, 000

### **Application process:**

#### **The Africa Enterprise Challenge Fund**

4th Floor, Office Suite 4D  
K-Rep Centre  
Wood Avenue, Kilimani  
Nairobi

Tel: +254 20 239 73 94

Fax: +254 20 239 73 95

Email: [info@aecfafrica.org](mailto:info@aecfafrica.org)

Webpage: [http://www.aecfafrica.org/index.php?option=com\\_frontpage&Itemid=1](http://www.aecfafrica.org/index.php?option=com_frontpage&Itemid=1)

See the “Application Form” section on the website.

The full proposal will then be required within 60 days.

## 1.2 Africa: Investment Climate Facility (ICF)

### Short description:

The ICF is a public-private initiative through which donors, international and domestic corporations as well as NGOs collaborate with African governments and regional organizations, to improve the investment climate at the national, regional, and continental levels.

The initial phases of the ICF's activity will be driven by three strategic themes:

Intra African Trade:

- Improving Africa's import and export environment
- Improving and simplifying administration in Africa in order to facilitate cross-border trade

Facilitation of business development and expansion:

- ICT and infrastructure development
- Business registration and licensing
- Property rights

Facilitation of financial and investment environment:

- Development of capital markets
- Increased access to finance for enterprises
- Improved regulatory environment for second and third tier institutions
- Digital infrastructure

**Target population:** Africa

**Type of funding:**

Funding

**Amount offered:**

The size of projects varies from less than US\$500,000 to over US \$1 million.

The CEO approves small-size projects (not exceeding US\$ 500,000) while larger operations require the approval of the BOT.

**Application process:**

Investment Climate Facility for Africa

2nd Floor

50 Mirambo Street

PO Box 9114



Dar es Salaam  
Tanzania

Tel: +255 22 212 9211 Fax: +255 22 212 9210

Email: [info@icf africa.org](mailto:info@icf africa.org)

To download a project application form, please follow:

<http://www.icf africa.org/en/contact.html>



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## 1.3 African Development Bank Group (AFDB)

### **Short description:**

The African Development Bank (AfDB) Group's mission is to help reduce poverty, improve living conditions for Africans and mobilize resources for Africa's economic and social development. The Bank Group achieves this objective by (i) mobilizing and allocating resources for investment in regional member countries; and (ii) providing policy advise and technical assistance to support development efforts. The AfDB is a multilateral development finance institution comprising 53 African countries (regional members) as well as 24 non-regional countries.

**Target population:** Regional member countries in Africa

### **Type of funding:**

Funding offered can be sovereign or non-sovereign guaranteed, and is offered under the private sector or public sector window. Financing tools include loans, grants, guarantees, equity participation, and special funds. For SMEs, funding mechanisms vary and include direct financing as well as financing through Partner Financial Intermediaries.

### **Amount offered:**

The amounts offered vary according to the funding tools and mechanisms applied. . Loans terms and conditions also vary. More information can be accessed under the following link: <http://www.afdb.org/fileadmin/uploads/afdb/Documents/Financial-Information/30724469-EN-BROCHURE-ENGLISH-REVISED-JUNE2005.PDF>

### **Total amount already committed:**

In 2008, 133 operations were financed totaling UA 3.53 billion. The most important beneficiaries of the Bank Group loans were Morocco, Tunisia and Egypt.

### **Application process for North African MEDA countries:**

#### **African Development Bank**

Temporary Relocation Agency (TRA)  
15 Avenue du Ghana  
P.O. Box 323-1002, Tunis-Belvédère, Tunisia  
Tel: (+216) 71 103 450



Fax: (+216) 71 351 933

Email: [afdb@afdb.org](mailto:afdb@afdb.org)

**For Egypt, Tunisia and Libya:**

**Mr. Jacob Kolster** - Director, Operations Department North 1 Region,

E-mail: [j.kolster@afdb.org](mailto:j.kolster@afdb.org)

**For Morocco and Algeria:**

**Mr. Lobé Ndoumbe I. S.**

Director, Operations Department North 2 Region,

E-mail: [n.lobe@afdb.org](mailto:n.lobe@afdb.org)

**For Private Sector Operations:**

**Mr. Timothy Turner**

Director, Private Sector Department

Email: [T.Turner@afdb.org](mailto:T.Turner@afdb.org)

Regional offices: <http://www.afdb.org/en/countries/north-africa/>

## 1.4 AFDB: The African Fertilizer Financing Mechanism (AFFM)

### Short description:

The African Development Bank hosts the African Fertilizer Financing Mechanism, whose goal is to assist regional member countries (RMCs) in increasing agricultural productivity in Africa by promoting the use of fertilizers. The Mechanism will assist RMCs to meet the specific target established by the Abuja Declaration which is to increase fertilizer utilization by at least six-fold by 2015. The AFFM will finance studies and feasibility assessments, awareness raising and information dissemination, extension of credit guarantees to farmers and suppliers, as well as creating a better enabling environment.

**Target population:** RMCs (currently Algeria, Egypt, Libya, Morocco)

### Type of funding:

Provision of credit guarantees for fertilizer importers and distributors.

Financing feasibility assessments and studies, as well as information dissemination and awareness campaigns.

Development of financing mechanisms in support of private sector fertilizer production, procurement, distribution and agriculture generally.

Furthermore, private sector entities shall be eligible to receive financing or other assistance from the resources of the Fertilizer Fund. AFFM Special fund is a proactive and demand responsive facility, thus, grants will be approved on the basis of expressed and identified needs.

### Application process:

The African Fertilizer Financing Mechanism (AFFM)  
(A special Fund Administered by the African Development Bank)

Agence Temporaire de Relocalisation  
13 Avenue du Ghana, Angle Rues Hedi Nourira & Pierre de Coubertin  
B.P. 323 Tunis  
1002 Tunis Belvedere, Tunisia  
Telephone: (+216) 71 10 20 86  
Fax: (+ 216) 71 25 31 57



E-Mail: [africanfertilizermechanism@afdb.org](mailto:africanfertilizermechanism@afdb.org)  
Attention: The Coordinator



The Invest in Med programme aims at developing sustainable trade relationships, investments and enterprise partnerships between the two rims of the Mediterranean. Funded by the European Union, it is implemented by the MedAlliance consortium, which associates EuroMed economic development organisations (ANIMA, union of investment organisations), (ASCAME, union of Mediterranean chambers) (EUROCHAMBRES, union of European Chambers), and (BUSINESSMED, union of industrial federations). The members of these networks, as well as their special partners (UNIDO, GTZ, EPA Euroméditerranée, World Bank, etc.), gather a thousand of economic actors - mobilised through pilot initiatives centered on key Mediterranean promising niches. Each year, a hundred operations associate the 27 countries of the European Union and 9 Mediterranean partner countries. [www.invest-in-med.eu](http://www.invest-in-med.eu)

## 1.5 Arab League Countries (ALC): The Arab Fund for Economic and Social Development (AFESD)

### **Short description:**

The AFESD is an Arab regional financial institution, having an independent juridical personality. Its function is to assist the economic and social development of Arab countries through (1) financing development projects, with preference given to overall Arab development and to joint Arab projects; (2) encouraging the investment of private and public funds in Arab projects; and (3) providing technical assistance services for Arab economic and social development.

Business sector(s): Sectors of roads, energy, water, agriculture and industry

**Target population:** Arab countries

### **Type of funding:**

- providing all forms of loans and guarantees
- furnishing the requisite financial,
- technical and advisory services
- other forms of financing

### **Total amount already committed, and remaining budget to be dispatched:**

Authorized capital is 800 million Kuwaiti dinars (80,000 shares)

### **Application process:**

Mr. Abdulatif Yousef Al-Hamad  
 Director General / Chairman of the board of Directors  
 P.O. Box 21923 SAFAT  
 13080 Kuwait  
 State of Kuwait

*E-Mail:* [HQ@ARABFUND.ORG](mailto:HQ@ARABFUND.ORG)

*Tel. No. :* (965) 24 95 9000

*Fax No. :* (965) 24 81 5750/60/70

*Website:* <http://www.arabfund.org/ENINDEX.HTM>



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## 1.6 Belgium: Belgian Investment Company for Developing Countries (BIO)

### Short description:

The Belgian Investment Company for Developing Countries (BIO) promotes the creation of a strong private sector in developing and/or emerging countries. Main goal is to gain access to sustainable development. BIO invests directly in private sector projects.

**Target population:** Algeria, Morocco Tunisia, Palestinian Territories

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

- Credit lines or guarantees to intermediary banks and non banking financial institutions, which on-lend the funds to finance small and medium-sized enterprises
- Credit lines to microfinance institutions
- Credit lines to small and medium-sized enterprises
- Private equity (direct equity in unlisted companies, private equity funds and financial institutions)
- Grants for feasibility studies
- Technical assistance to strengthen the capacity of existing clients.

### **Amount offered:**

Maximum amount of respectively € 1.000.000 for investments in SMEs and € 7.000.000 for financial institutions (banks, non banking financial institutions, microfinance institutions) and investment funds.

Grants for feasibility studies of up to €100,000 to be matched by the Sponsor.

Operations can be done in €, \$ or local currency.

### **Total amount already committed and remaining budget to be dispatched:**

Commitment up to July 31, 2009 of €204 millions. Up to €150 million remaining to be committed in the next three years.

### **Application process:**

Any request for BIO financing must be accompanied by a business plan that allows carrying out an initial evaluation of the project.

### **Belgian Investment Company for Developing Countries - BIO**

Avenue de Tervueren 188A b4

1150 Brussels - Belgium

Tel : 32 2 778 99 99

Fax: 32 2 778 99 90

Email – indirect investment: [fiif@bio-invest.be](mailto:fiif@bio-invest.be).

Email – direct investment: [enterprises@bio-invest.be](mailto:enterprises@bio-invest.be) .:

Email – grants: [capacitybuildingfund@bio-invest.be](mailto:capacitybuildingfund@bio-invest.be).

Webpage: <http://www.bio-invest.be/>



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## 1.7 EU: ENPI CBC Mediterranean Sea Basin Programme 2007/2013

### Short description:

The "ENPI CBC Mediterranean Sea Basin Programme 2007/2013" is a multilateral cross-border cooperation programme co-financed by the European Union under the European Neighborhood and Partnership Instrument (ENPI).

The strategic framework of 4 Priorities jointly defined by the participating countries:

1. Promotion of socio-economic development and enhancement of territories
2. Promotion of environmental sustainability at the basin level
3. Promotion of better conditions and modalities for ensuring the mobility of persons, goods and capitals
4. Promotion of cultural dialogue and local governance

Public and private actors organized in Mediterranean cross-border partnerships are invited to submit projects proposals following the launch of public calls, which will be largely publicized. Main beneficiaries include regional and local public authorities, NGOs, associations, development agencies, universities and research institutes, as well as private actors operating in the fields of intervention of the Programme.

**Target population:** European Countries + Morocco, Algeria, Tunisia, Egypt, Israel, Lebanon, Syria, Jordan, Palestinian Authority and Libya.

### Type of funding:

Technical Assistance + Loans

### Amount offered:

1. Strategic Project:

|  | Minimum threshold  | Maximum threshold |
|--|--|-------------------|
| Financial dimension for each project   | 2.000.000 €  | 5.000.000 €       |
| Minimum number of countries represented within the partnership proposing the project | 4 of which at least one EU Mediterranean country and one Mediterranean partner country |                   |



## 2. Standard Project

|  | Minimum threshold  | Maximum threshold |
|--|--|-------------------|
| Financial dimension for each project   | 500.000 €*   | 2.000.000 €       |
| Minimum number of countries represented within the partnership proposing the project | 3 of which at least one EU Mediterranean country and one Mediterranean partner country |                   |

According to section 3.2.1 of the Guidelines for Applicants, the maximum duration for standard projects is 48 months. No minimum duration is set.

### **Total amount already committed, and remaining budget to be dispatched:**

The ENPI CBC "Mediterranean Sea Basin" Programme has a budget of € 173 million, coming from the European Regional Development Fund (ERDF) and the Heading 4 – “EU as global partner” - of the EU budget. Projects can be funded up to a maximum of 90% while partners have to provide a minimum of 10% co-financing.

### **Application process:**

Applications must be sent within September, 16th 2009.

It is possible to contact the Joint Managing Authority and the Branch Offices at the following addresses:

#### **JOINT MANAGING AUTHORITY**

ENPI CBC MEDITERRANEAN SEA BASIN PROGRAMME

REGIONE AUTONOMA DELLA SARDEGNA

VIALE TRENTO N. 69

09123 CAGLIARI - ITALY

Tel: +39 070 6062482

Fax: +39 070 6062458

For general inquiries: [enpi.med@regione.sardegna.it](mailto:enpi.med@regione.sardegna.it)

For questions on the call for proposals: [enpi.projects@regione.sardegna.it](mailto:enpi.projects@regione.sardegna.it)

Website: [www.enpicbcm.eu](http://www.enpicbcm.eu)

#### **BRANCH OFFICE FOR THE WESTERN MEDITERRANEAN - VALENCIA**

GENERALITAT VALENCIANA - CONSELLERIA PRESIDENCIA

C/ CRONISTA CARRERES 11, 4º  
46003 VALENCIA – ESPAÑA  
[enpicbmed\\_valencia@gva.es](mailto:enpicbmed_valencia@gva.es)

**BRANCH OFFICE FOR THE EASTERN MEDITERRANEAN - AQABA**  
AQABA SPECIAL ECONOMIC ZONE AUTHORITY (ASEZA)  
P.O.BOX 2565 - AQABA 77110 - JORDAN  
[CBC-Aqaba@aseza.jo](mailto:CBC-Aqaba@aseza.jo)

National Contact points:

[http://www.enpicbmed.eu/documenti/29\\_153\\_20090526191246.pdf](http://www.enpicbmed.eu/documenti/29_153_20090526191246.pdf)

## 1.8 EU: EuroMena II

### **Short description:**

The fund's goal is to develop and consolidate promising sectors and industries in the following countries in the MEDA Region. EuroMena II will seek to make investments in private companies operating in pre-identified growth sectors and industries that have the potential to expand from a country level onto a regional one within the MENA region. Business sector: Multi-sector

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, and Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Private Equity

### **Amount offered:**

Min. amount: \$5,000,000 for corporate or institutional investors, and \$1,000,000 for individuals.

### **Total amount already committed and remaining budget to be dispatched:**

\$ 200 million

### **Application process:**

If you require any material on Euromena II, please contact George Shweiry ([george@capitaltrustltd.com](mailto:george@capitaltrustltd.com))

**CAPITAL TRUST S.A. REPRESENTATIVE OFFICE (LEBANON)**

Starco Center,

Block C, 8th Floor

Beirut, PO Box 11-439

Lebanon

Tel: +9611 (0) 368 968

Fax: +9611 (0) 368 324

[paula@capitaltrustltd.com](mailto:paula@capitaltrustltd.com)

## 1.9 EU: Facility for Euro-Mediterranean Investment and Partnership (FEMIP)

### Short description:

The Facility for Euro-Mediterranean Investment and Partnership (FEMIP) brings together the whole range of services provided by the European Investment Bank in the Mediterranean partner countries. Operational since October 2002, FEMIP is now the key player in the economic and financial partnership between Europe and the Mediterranean, and has invested more than EUR 8.5bn in nine partner countries on the southern shore of the Mediterranean between October 2002 and December 2008.

**Target population:** Algeria, Egypt, Gaza/West Bank, Israel, Jordan, Lebanon, Morocco, Syria and Tunisia.

### Type of funding:

FEMIP products

- Long-term direct loans for large-scale projects (costing more than EUR 25 million)
- Credit lines to intermediary banks, which on-lend the funds to finance investment undertaken by small and medium-sized enterprises or local authorities
- Credit lines to microfinance institutions
- Private equity (direct equity or quasi-equity investments in unlisted companies, private equity funds and co-investments with local intermediaries)
- Technical assistance to strengthen the capacity of Mediterranean partner countries and promoters and to finance upstream studies and activities focusing on private sector development

### Amount offered:

Credit lines under EUR 25 Million are generally 6-8 years.

The conditions of financing (interest rate, grace period, loan period etc) are determined by the respective EIB partner bank. Maturities typically range between 5 and 12 years.

### Total amount already committed and remaining budget to be dispatched:



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Over the period of 2007 – 2010, FEMIP has at his disposal EUR 10.7 billion to support projects in the nine Mediterranean partner countries.

**Applications process:**

For projects where the total cost is under EUR 25 million, the EIB provides intermediated loans (credit lines) to local, regional and national banks. The lending decision for EIB loans via credit lines remains with the financial intermediary.

Promoters are requested to apply directly to one of the intermediary banks and financing institutions, which operate on a national, regional or local level.

Updated Address list of intermediary banks and financing institutions for credit lines for the whole MEDA Region is available under:

<http://www.eib.org/about/news/the-intermediary-banks-and-financing-institutions-for-credit-lines.htm>



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## 1.10 EU: Invest in Med

### Short description:

Invest in Med Program: is a three-year regional programme for investment promotion, companies' partnerships and business development co-funded at 75% by the European Commission. It is aimed at contributing to a sustainable economic development of the region.

Every 6 months, Invest in Med co-finances projects targeting priority strategic sectors, having a regional scope, proposing a concrete impact on the economic development of the Mediterranean. An operation can be for example a workshop on renewable energies, a technical assistance mission in Tunisia, a staff exchange in Europe, etc.

### Business sectors:

Energy efficiency and renewable energies, Service to businesses and industrial added-value (clusters, co-development), ICT - information and communication technologies, Health, drugs and cosmetics, Vocational training, Distribution & logistics, Urban regeneration, SME access to finance

**Target population:** 27 countries of the European Union and 9 Mediterranean partner countries: Algeria, Egypt, Israel, Jordan, Lebanon, Palestinian Authority, Syria and Tunisia.

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- Technical Assistance
- Business to Business meetings for SME are operations which can last from 1 to 5 days
- Thematic Workshops
- Training for Trainers
- Short Term Mission (active participation to conferences, fairs or forums)
- Long term secondments imply the travel of a staff from a Med BSO staff to a European or another Med BSO for a 3 months assignment or more.

### Amount offered:

- The maximum inMed contribution Technical Assistance of operations will be of 13 500 € for a minimum eligible budget of 18 000 €.



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- The maximum inMed contribution for “BtoB meeting for SMEs” per operation will be of 22 500 € for a minimum eligible budget of 30 000 €.
- The maximum inMed contribution for “thematic workshops” per operation will be of 12 750 € for a minimum eligible budget of 17 000 €.
- The maximum inMed contribution for “training for Trainers” per operation will be of 27 000 € for a minimum eligible budget of 36 000 €.
- The maximum inMed contribution for Short Term Mission per operation will be of 1 000 € for a minimum eligible budget of 1 334 €.
- The maximum inMed contribution for Short Term Mission per initiative will be of 5000 € for a minimum eligible budget of 6 667 €.
- The maximum inMed contribution for Long term secondments of operations will be of 1800 € per month for a minimum eligible budget of 2400 € per month.

### **Application process:**

Invest in Med

Contact form: <http://www.invest-in-med.eu/eN/Agenda/nous-contactez.html>

#### **1. How to ask for financial support**

You can request for financial support for the organization of initiatives in the framework of the inMed programme by filling in on the **Invest in Med website** the **application form** entitled “Your inMed initiative” and the related **budgets** (one budget per operation implemented). The submission should be made online. The initiative should be exclusively typed in French or English. A special application to offer secondment opportunities is also available on the website.

#### **2. Where to send your request**

Once your initiative is set and your partnership consolidated, you can propose to implement your initiative in the framework of the Invest in Med programme.

An online submission system is available on the Invest in Med website (<http://www.invest-inmed.eu/en/propose-an-initiative-18.html>).

- Log in to your personal space by using your login and password. If you do not have a login and password when submitting your initiative, please register on [http://www.invest-in-med.eu/en/moncompte-creation/clear\\_op/on.html](http://www.invest-in-med.eu/en/moncompte-creation/clear_op/on.html).
- Click on the menu “participate in the programme”, section “participate in the programme” and finally on “propose an initiative” (or go directly to <http://www.invest-in-med.eu/en/propose-an-initiative-18.html>)
- Fill in the online application. This application is the same as the one presented in annex to this geode (annex C – template 1). It is composed of four compulsory steps (description of the initiative, description of the operations, presentation of



the partners and budget). Once this steps done, your request will be automatically transmitted to the inMed team.



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## 1.11 Finland: Finnfund

### **Short description:**

Finnfund is a Finnish development finance company that provides long-term risk capital for profitable projects in developing countries.

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Equity, Loans and Mezzanine financing

### **Amount offered:**

Average size of participation in a project is around EUR 3 million and varies from EUR 1 million to EUR 10 million.

### **Application process:**

There is no specific application process. The companies interested in us usually contact us and we start discussions about possible cooperation after that.

P.O. Box 391

FI-00121 Helsinki

Finland

Street address:

Uudenmaankatu 16 B, 4th floor

FI-00120 Helsinki

Tel: +358 9 348 434

Fax: +358 9 3484 3346

Email addresses: [firstname.lastname@finnfund.fi](mailto:firstname.lastname@finnfund.fi)

(On homepage responsible project officer)

<http://www.finnfund.fi>

## 1.12 France: AFD Agence Française de Développement

### Short description:

A central player in France’s official development assistance system, the French Development Agency (AFD) is a specialized financial institution wholly owned by the French Government. AFD finances economic growth, poverty reduction, and international public goods on all five continents. The support to the private sector and the development of SMEs in the Mediterranean, as one of the six projects identified by the Head of States of the Union for the Mediterranean (UFM), is a key priority of AFD. Together with its subsidiary PROPARCO, specialized in investments in the private sector in developing countries, they employ more than 1 300 people. The AFD network includes:

FFEM: is designed to finance projects related to such environmental priorities as combating climate change, protecting biodiversity, fighting desertification and deforestation, and protecting the ozone layer.

CEFEB: provides training for its partners and local funding recipients in order to transfer competencies and build local capacities. CEFEB’s training programmes include workshops, strategic brainstorming sessions and in-company and in-country training sessions. CEFEB has trained more than 10,000 executives.

**Target population:** AFD has offices in Algeria, Morocco, Tunisia, Palestinian Territories, Lebanon, Turkey, Jordan, Egypt, Yemen and Syria.

### Type of funding:

**AFD’s main financial products to support the development of the business sector are long term, non-sovereign concessional loans.** These are direct loans to public or private entities, without State guarantee, on lent to final beneficiaries. In the Mediterranean, these credit lines have been used to promote:

- **Competitiveness:** SMEs investments, as well as support to the private sector in post-conflicts areas;
- **Environment and Fight against climate change:** pollution abatement projects, energy efficiency and renewable energies;
- **Access to finance:** micro-finance, mesofinance, downscaling (support to banks for the financing of smaller SMEs);



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- **Corporate and social responsibility:** to promote social and environmental good practices within financial institutions and their client companies.

AFD also offers guarantees to banks providing loans to SMEs or micro-finance institutions, thus mitigating their risks. The ARIZ Guarantee Fund, managed by AFD, targets banks and microfinance institutions. In addition, AFD can accompany banks' or companies' bond issues by fully or partly guaranteeing the repayment of capital and /or interests.

As a partner of the framework of the UFM, and in order to mitigate the effects of the global economic downturn, the AFD group has set up the FISEM, a 250 million € investment fund, which will provide financial support to SMEs via direct equity investments or investment funds. FISEM will also encourage the development of SMEs through investments in banks and industrial projects.

**Amount offered:**

The loan conditions will depend on the nature of the operation and its degree of economic and financial profitability. AFD's loans are granted in Euros and local currencies (via TCX) at competitive rates, with a maturity up to 12 years – final conditions varying upon the economic environment and depending on each project.

AFD loans are designed on the basis of floating interest rates. After full disbursement, the interest rate is normally converted into a fixed rate unless the client requests to keep the floating rates. In that case an interest rate cap has to be put in place, to guarantee permanent compliance with Official Development Aid eligibility. AFD financial products are untied.

**Total amount already committed:**

AFD group (AFD and PROPARCO) total commitments in the Mediterranean reached € 3.5 billion from 2002 to 2008. In 2008, AFD group commitments in the Mediterranean reached 841M€. From 2002 to 2008, AFD gross commitments in the Mediterranean specifically dedicated to private sector development and economic growth represented 27% of AFD total gross commitments in the region.

**Remaining budget to be dispatched:**



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AFD forecasts to commit € 1 billion per year in the Mediterranean during the period 2009-2013.

**Applications process:**

AFD offers direct loans and loans through financial intermediation. For each financial operation, AFD will have to assess the creditworthiness of its borrower, and, when needed, to design a guarantee scheme adapted to the needs and possibilities of each specific project.

**Contact:**

AFD office in the country (contacts on the website) or headquarters:  
 5, rue Roland Barthes  
 75598 PARIS Cedex 12  
 FRANCE  
 Phone: + 33 1 53 44 31 31  
 FAX 01 44 87 99 39  
 AFD Web Site: [www.afd.fr](http://www.afd.fr)

**Contact in Egypt:**

The French Development Agency (AFD)  
 Cairo Office  
 10, Sri Lanka Street, Zamalek  
 Cairo, Egypt  
 Cairo Office's Web Site:

Director: Mr. Jean-Hubert Moulignat  
 Phone: +20 2 27 35 17 88  
 Fax: +20 2 27 35 17 90  
 E-mail: [moulignatjh@afd.fr](mailto:moulignatjh@afd.fr)  
[www.afd-egypte.org](http://www.afd-egypte.org)



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## 1.13 France: Coface

### Short description:

The services and guarantees provided by the Group play a key role in companies' financing decisions. Credit insurance is delegated to the source of the credit, which may be a bank, factor or securitisation vehicle.

**Target population:** Algeria, Egypt and Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Private Equity

### Amount offered:

Five Credit levels exist: 10 000 € , 20 000 € , 50 000 € , 100 000 € more than 100 000 €.

### Application process:

|   |  |
|---|--|
| <p><b><u>Algeria:</u></b> Zephir center<br/>11, chemin Doudou Mokhtar<br/>16306 Ben Aknoun<br/>Alger<br/>Tel : 00 213 21 91 67 16<br/>Fax : 00 213 21 91 67 17<br/>Email : <a href="mailto:infolinedz@coface.com">infolinedz@coface.com</a><br/>web : <a href="http://www.coface.dz">http://www.coface.dz</a></p> | <p>EGYPT:<br/><b>COFACE EGYPT</b><br/>9 El Masged El Akssa St. - Mohandessin<br/>Giza<br/>Egypt<br/>Tel.: +20 23 34 48 95 0<br/>Tax: +20 23 34 48 95 1</p> |
| <p>Morocco<br/>COFACE SERVICES MAGHREB<br/>26 rue Ibn Khalikane,<br/>Résidence Maria,<br/>20100 Casablanca<br/>Tel.: +212 5 22 98 98 93<br/>Fax: +212 5 22 99 06 40<br/>e-mail: <a href="mailto:o.elamrani@coface-services-maghreb.com">o.elamrani@coface-services-maghreb.com</a></p>                            |  |

## 1.14 France: PROPARCO

### Short description:

PROPARCO is a Development Financial Institution jointly owned by Agence Française de Développement (AFD) and private shareholders from Northern and Southern countries. PROPARCO's mission is to be a catalyst for private investment in developing countries, targeting growth, sustainable development and the Millennium Development Goals (MDGs). PROPARCO finances operations which are economically viable, socially equitable, environmentally sustainable and financially profitable. Its sectoral strategy is tailored to the level of a country's development and focuses on the productive sector, financial systems, infrastructure and equity investment.

**Target population:** PROPARCO has field offices in Morocco and in Tunisia. A new regional field office should be opened in Cairo by the beginning of 2010, to serve the Middle East. PROPARCO can operate in Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian territories, Syria, Tunisia, Turkey and Yemen.

### Type of funding (grants, technical assistance, equity, loan, guaranty):

PROPARCO offers the full spectrum of long-term financial services and products:

- **Equity and quasi-equity** (in investment funds, financial institutions or large regional corporates)
- **All types of loans** (junior, senior mezzanine finance, subordinated) in all sectors, medium to long term denominated in USD, EUR and other currencies
- **Guarantees**

PROPARCO Investments are focused on:

- **Support to growth, the poor populations being number one priority**
- **Promotion, modernization and securing of financial markets**
- **Access to healthcare and education**
- **Promotion of natural resources**
- **Promotion of projects in compliance with Social & Environmental Responsibility (SER)**

As a partner of the Union For the Mediterranean (UFM), and in order to mitigate the effects of the global economic downturn, AFD and PROPARCO have set up the FISEM, a 250 million € investment fund, which will provide financial support to SMEs via direct



equity investments or investment funds. FISEM will also encourage the development of SMEs through investments in banks and industrial projects.

**Amount offered:**

- **TERM: MEDIUM & LONG-TERM**
  - **Loans & guarantees: 5 to 15 years**
  - **Equity & quasi-equity: 4/5 to 10 years**
  
- **AMOUNTS AND CURRENCIES**
  - **Loans & guarantees: EUR 3 to 100 M per transaction**
  - **Equity & quasi-equity: EUR 2 to 20 M per transaction**
  - **Euro or USD-denominated financings, or in local currency (via TCX)**

**Total amount already committed:**

PROPARCO total commitments in the Mediterranean reached € 741 million between 2002 and 2008. In 2008, PROPARCO commitments in the Mediterranean reached 198M€.

**Remaining budget to be dispatched:**

PROPARCO forecasts to commit 200M€ per year to the private sector in the Mediterranean during the period 2009-2013.

**Application process:**

PROPARCO offers direct loans and loans through financial intermediation. For each financial operation, PROPARCO will have to assess the creditworthiness of its borrower, and, when needed, to design a guarantee scheme adapted to the needs and possibilities of each specific project.

**Contact:**

Mr. Laurent DEMEY  
 PROPARCO  
 Deputy CEO  
 Tel : +33 (0) 1 53 44 30 23  
 Email : demeyl@afd.fr  
 Address : 151 rue Saint Honoré 75001 Paris FRANCE



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## 1.15 France: Société Générale Asset Management (SGAM) AI Kantara

### Short description:

Kantara targets investments in Morocco, Algeria, Tunisia, Egypt, Lebanon and Jordan. Currently SGAM operates out of Casablanca and Paris offices in Cairo and Tunis are in planning. The SGAM AI North Africa team manages the investment program Kantara, which is composed of two structures, one covering North Africa and the other one is dedicated to Morocco only.

Business Sectors: Multi-Sector

Target population: Morocco, Algeria, Tunisia, Egypt, Lebanon and Jordan

Type of funding (grants, technical assistance, equity, loan, guaranty):

Private Equity

Amount offered (average, min-max):

Min. €5M and Max. €20M

Total amount already committed and remaining budget to be dispatched:

US\$ 217 million

Application process:

**SGAM Capital Investissement Kantara**

e-mail: [kantara@sgam.com](mailto:kantara@sgam.com)

Immeuble SGAM

170 place Henri Regnault

92043 Paris-La Défense cedex

France

Tel: +33 (0)1 56 37 88 87

Fax: +33 (0)1 56 37 86 47

## 1.16 Germany: KfW Bankengruppe (incl. Entwicklungsbank, DEG and IPEX)

### Short description:

**KfW Entwicklungsbank:** Acting on behalf of the German Federal Government, KfW Entwicklungsbank finances investment and advisory services in developing countries. It generally works together with government institutions in the countries concerned. Its aim is to build up and expand a social and economic infrastructure and to create efficient financial institutions while protecting resources and ensuring a healthy environment. In addition to the funds from the German Federal Government, KfW Entwicklungsbank employs funds of its own for development projects.

**Target population:** MEDA region

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- **Grants:** applicable for Least Developed Countries (LDC) and exceptionally to non – LDC for special sectors like health, education and environment
- **Composite Loans:** Mix of budget and KfW's own funds.
- **Interest subsidized loans:** Loans, allowing for financing investment programs with a big leverage effect offering favorable conditions and medium maturities (10 – 15 years, 2 – 3 years grace)
- **Promotional Loans:** KfW market funds to governments, parastatals or private sector for projects with development orientation.
- **Standard and IDA Loans:** Loans with the following conditions (2% / 0.75%, maturity 30 / 40 years, grace 10 years)
- **Guarantees/ guarantee instruments:** mobilization of long-term loans or bonds in local currency; reduced exchange rate risk

### Contact in headquarters:

#### **KfW Development Bank**

Palmengartenstrasse 5 – 9 60325 Frankfurt

Tel: +49 69 7431 – 4260 Fax: - 3363

Email: [info@kfw-entwicklungsbank.de](mailto:info@kfw-entwicklungsbank.de)

Website: [www.kfw-entwicklungsbank.de](http://www.kfw-entwicklungsbank.de)

## 1.17 Germany: DEG

### Short description:

**DEG**, member of KfW Bankengruppe is one of the largest European development finance institutions. For more than 45 years, DEG has been financing and structuring the investments of private companies in developing and emerging market countries. DEG invests in profitable projects that contribute to sustainable development in all sectors of the economy, from agribusiness to infrastructure and manufacturing to services. The financial sector is a further focus in order to facilitate reliable access to investment capital locally. DEG's aim is to establish and expand private enterprise structures in developing and emerging countries, and thus create the basis for sustainable economic growth and a lasting improvement in the living conditions of the local population.

**Target population:** MEDA region

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- **Equity participation:** minority stake; variable arrangement of risk components; in some cases voting rights / seat on the board
- **Mezzanine Finance:** subordinate; project-specific arrangement; conversion options
- **Long-term loans:** term usually 4 – 10 years; tailored to individual project; max. EUR 40 million
- **Guarantees/ guarantee instruments:** mobilization of long-term loans or bonds in local currency; reduced exchange rate risk

### Contact in headquarters:

#### **DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH**

Belvederstrasse 40 50933 Köln

Tel: +49 221 4986 – 0 Fax: +49 221 4986 – 1290

Email: [info@deginvest.de](mailto:info@deginvest.de)

Website: [www.deginvest.de](http://www.deginvest.de)

## 1.18 Germany: KfW IPEX-Bank

### Short description:

KfW IPEX-Bank GmbH is a key provider of project and corporate finance in Germany and abroad as well as of trade and export finance. It is customer oriented and competition driven and operates in accordance with standard market conditions. A reliable, long-term partner, it tailors its financing solutions to the specific needs of international businesses and makes a decisive contribution to fulfilling the public mission of KfW Bankengruppe. The success of KfW IPEX-Bank is due primarily to its many years of experience in the most important markets and industry sectors throughout the world.

**Target population:** MEDA region

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- **Export finance:** Long – term tied financial loans with & without ECA cover.
- **Project finance:** Loans are granted for investment projects which are implemented by a legally independent project company. Financing is provided for a self sustaining economic entity. The debt service is based entirely on the cash flow generated by the project.
- **Structured finance:** The characteristic feature of structured financing is the use of collateral security, in particular mortgages, and the assignment or pledge of claims.
- **Trade finance:** Loans granted that have short terms.
- **Investment finance:** A special type of Investment finance is “subordinated loans”. IPEX supplements the equity provided by a company by a quasi-equity loan “mezzanine financing”.

### Contact in headquarters:

#### **KfW IPEX-Bank GmbH**

Palmengartenstrasse 5 – 9 60325 Frankfurt  
 Tel: +49 69 7431 – 0 Fax: +49 69 7431 – 2944  
 Email: [info@kfw-ipex-bank.de](mailto:info@kfw-ipex-bank.de)  
 Website: [www.kfw-ipex-bank.de](http://www.kfw-ipex-bank.de)

## 1.19 Islamic Development Bank (IDB): Awqaf

### Short description:

Awqaf is an Arabic word meaning assets that are donated, bequeathed, or purchased for the purpose of being held in perpetual trust for general or specific charitable causes that are socially beneficial. Perpetuity of awqaf has led, over the years, to a considerable accumulation of societal wealth, such that awqaf has become an important economic sector dedicated to the improvement of the socio-economic welfare in member and non-member countries with significant Muslim population. The beneficiaries supported by Awqaf are not limited to a finite list but mainly include poverty alleviation programmes, disaster relief, free health services, imparting religious and contemporary education, heritage, culture, and environment.

**Target population:** Algeria, Egypt, Gaza/West Bank, Jordan, Lebanon, Morocco, Syria and Tunisia.

### Type of funding:

- i. Installment Sale - Maximum period of 8 years
- ii. Ijara Muntahia Bitamleek - Maximum financing period is between 5 - 7 years and can, on exceptional basis, reach 15 years including a gestation period of up to 3 years
- iii. Istisna'a –
  - a) Pre-shipment Financing: For up to 3 years including 1 year gestation.
  - b) Project Financing: For up to 8 years including 3 year gestation.
- iv. Musharaka Mutanaqisa
- v. Equity
- vi. Mudaraba

### **Total amount already committed, and remaining budget to be dispatched:**

The authorized and subscribed capital of APIF is US\$ 57 million divided into 5,700 "A" Certificates with a par value of US\$ 10,000 each.

## **Application process:**

Financing requests may be sent direct to the AMD at the contact address given below, and should indicate the purpose of financing, amount requested, proposed mode of financing, and required duration. A basic information form should be attached to the financing request to which other documents should also be attached including the company's and the project's legal documents, last three-five years audited financial statements.

Adviser-in-Charge  
Asset Management Department  
P.O. Box 5925  
Jeddah 21432  
Kingdom of Saudi Arabia

Phone: ++966-2-636-1400  
Fax: ++966-2-644-8087 or 646-7824  
Email: [amd@isdb.org](mailto:amd@isdb.org)

Webstie: <http://www.isdb.org/>



## 1.20 IDB: Islamic Corporation for Insurance of Investments and Export Credits

### **Short description:**

ICD provides a wide variety of Sharia compliant financial products from which its clients can choose. This also enables ICD to offer a mix of financing that is tailored to meet the needs of each project. The US Dollar is the currency of account of ICD and its financing will be extended in either US dollars or in any other convertible currency such as the Euro.

**Target population:** Algeria, Egypt, Gaza/West Bank, Jordan, Lebanon, Morocco, Syria and Tunisia.

### **Type of funding:**

Term finance includes modes of finance such as leasing, installment sale, istisna'a, salam, parallel salam and murabaha. The structuring of the repayment program is based on the repayment capability of the client and will either be in the form of:

1. Equal installments (either monthly, or quarterly or any other fixed interval period).
2. Repayment in the form of ballooning basis.
3. Lump sum (bullet) repayment from definite sources.
4. Repayment through redemption of certain percentage of revenue stream.

### **Amount offered:**

The average size of an investment to be undertaken by ICD is targeted to be USD 5 million. Investments that meet the eligibility criteria, but with a total cost lower than USD 2 million, may benefit from indirect financing through specific funds set up by ICD or via financing facilities such as lines of finance granted by ICD to financial intermediaries. The minimum amount of financing or equity participation considered by ICD is USD2 million

The tenure of ICD's financing shall be based on the specific conditions of the project and will normally be in the range of five to seven years inclusive of the gestation period.

### **Application process:**



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ICD cares about the efficiency in dealing with its clients and aims at having a prompt project processing cycle and decision-making process. As a result, ICD gives prime importance to the relevance, quality and accuracy of the project information provided by the clients in relation to any project.

When undertaking a preliminary evaluation of a project, ICD requires the following information:

- i. Description and objectives
- ii. Details on company and sponsor
- iii. Ownership structure
- iv. Market
- v. Project cost
- vi. Financing requirements.

Further, following a first expression of interest in the request by ICD, the basic information on the project has to be complemented by a feasibility study and other relevant information that ICD may request.

Therefore, the client is requested to provide ICD with a feasibility study that includes the following information in order to facilitate the processing and appraisal of the project:

Send information to:  
 General Manager & CEO, ICD  
 P.O Box 54069, Jeddah 21514  
 Kingdom of Saudi Arabia  
 Tel : + ( 966 - 2 ) 644 - 1644  
 Tel : + ( 966 - 2 ) 636 - 1400  
 Fax : + ( 966 - 2 ) 644 - 4427  
 Email: Contact form

Website: [www.icd-idb.org](http://www.icd-idb.org)

**Applications online available under:**

<http://www.icd-idb.com/irj/portal/anonymous/onlineapplication>



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## 1.21 IDB: Unit Investment Fund (UIF)

### **Short description:**

UIF was launched in 1410H (1989) in order to promote foreign direct investment in IDB member countries. The Fund has carved for itself a market niche of investments and Shariah compliant products both in short and long term tenors. Thus, the Fund is diversified by sector, by geography and by time span to maturity. This diversification policy serves as a natural mechanism for risk mitigation.

**Target population:** Algeria, Egypt, Gaza/West Bank, Jordan, Lebanon, Morocco, Syria and Tunisia.

### **Type of funding:**

- i. Installment Sale - Maximum period of 8 years
- ii. Ijara Muntahia Bitamleek - Maximum financing period is between 5 - 7 years and can, on exceptional basis, reach 15 years including a gestation period of up to 3 years
- iii. Istisna'a –
  - a) Pre-shipment Financing: For up to 3 years including 1 year gestation.
  - b) Project Financing: For up to 8 years including 3 year gestation.
- iv. Musharaka Mutanaqisa
- v. Equity
- vi. Mudaraba

### **Amount offered:**

Depending on the mode, the tenor of financing varies from 5 to 10 years for medium and long term financing respectively, and 6 to 24 months for short term financing.

### **Total amount already committed, and remaining budget to be dispatched:**

\$325 million

### **Application process:**

Financing requests may be sent direct to the Asset Management Department (AMD) at the contact address given below, and should indicate the purpose of financing, amount requested, proposed mode of financing, and required duration.

Adviser-in-Charge  
Asset Management Department  
P.O. Box 5925  
Jeddah 21432  
Kingdom of Saudi Arabia

Phone: + 966-2-636-1400  
Fax: + 966-2-644-8087 or 646-7824  
Email: [amd@isdb.org](mailto:amd@isdb.org)

Website: <http://www.isdb.org/>

Applications form is available under:

<http://www.isdb.org/irj/portal/anonymous?NavigationTarget=navurl://410fe3e13b14a11bb8dd6eed217628c0>

## 1.22 Japan: Japan International Cooperation Agency (JICA)

### Short description:

JICA is a Japanese governmental institution that effectively provides backing for the development process in the developing countries with the aim of achieving sustainable economic growth and poverty reduction.

### Target population:

JICA supports several countries in the Mediterranean region such as Albania, Algeria, Egypt, Lebanon, Morocco, Syria, Tunisia and Turkey

### Type of funding:

**(1) Technical Cooperation Projects:** The projects may involve the dispatching of experts from Japan to provide technical support, invitation of personnel from developing countries for training, or the provision of necessary equipment.

**(2) ODA Loans:** ODA loans support developing countries by providing low-interest, long-term and concessional funds to finance their development efforts

**(3) Grant Aid:** The aim is to cooperate with economic and social development by helping the government of the recipient country to introduce and upgrade its facilities and equipment. The main categories of JICA grant aid are general project grants and overseas students' grants, fisheries grants, cultural grants, food aid, and aid for increased food production.

#### **(4) Citizen Participation:**

- (i) **Volunteers:** JICA dispatches volunteers eager to make use of their skills and experience acquired in Japan to developing countries to work together with local people
- (ii) **JICA Partnership Program:** JPP is a technical cooperation program implemented by JICA to contribute to the social and economic development of developing countries at the grass-roots level in collaboration with "Partners in Japan," such as NGOs, universities, local governments, and public corporations.
- (iii) **Training for Young Leaders:** Talented young people in their twenties and thirties from developing countries, who are likely to move into positions of leadership in the future, are invited to Japan and given training in their fields of specialization as well as opportunities to meet and associate with Japanese people.

**(5) Emergency Disaster Relief:** JICA's Disaster Relief Program dispatches Japan Disaster Relief (JDR) teams and provides emergency relief supplies when major disasters occur, mainly in developing areas, in response to requests received from the governments of affected countries or international agencies.

**Amount offered:**

Currency: Japanese Yen

Loan amount is flexible and is decided case by case, depending on the needs and JICA's Appraisal results. Tied loans (referred to as [STEP] Special Term for Economic Partnership) are offered in some cases. Please refer to the below link for more details on applications of STEP.

**[http://www.jica.go.jp/english/operations/schemes/oda\\_loans/standard/rate\\_2007.html](http://www.jica.go.jp/english/operations/schemes/oda_loans/standard/rate_2007.html)**

**Applications process:**

JICA is open to receive applications and requests at any time. Please contact the concerned regional office first.

**Direct/financial intermediary:** Both are possible. Direct to government entity or to private sector through intermediary organization.

**Contact in headquarters:**

Name/title/: Mr. Junichi YAMADA/ Director General, Middle East and Europe Department

Address: 1<sup>st</sup> -6<sup>th</sup> Floors, Nibancho Center Building, 5-25, Nibancho, ChiyodaKu, Tokyo, 102-8012 Japan

Tel/fax/email + 81-3-5226-6825/ +81-3-5226-6365\

Email: [yamada.junichi@jica.go.jp](mailto:yamada.junichi@jica.go.jp)

Website: [www.jica.go.jp](http://www.jica.go.jp)

**Field contact:**

Name/title: Mr. Nobuhiro Ikuro/ Chief Representative, JICA Egypt Office

Address: World Trade Center, 1191 Corniche El Nile Street, Boulak, Cairo, Egypt

Tel/fax: (202) 25748240 / (202) 25748243/

Email: [ikuro.nobuhir@jica.go.jp](mailto:ikuro.nobuhir@jica.go.jp)

Website: [www.jica.go.jp](http://www.jica.go.jp)



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## 1.23 Kuwait: Kuwait Fund for Arab Economic Development

### **Short description:**

The object of the Fund is to assist Arab and other developing countries in developing their economies. The Fund's operations are focused primarily on the sectors of agriculture and irrigation, transport and communications, energy, industry, water and sewage.

**Target population:** Arab and other developing countries.

### **Type of funding:**

- Direct loans or the provision of guarantees.
- Joint or parallel financing with other international, regional or national Development finance institutions.
- Making of grants-in-aid to finance technical, economic and financial studies Whether in relation to projects financed by the Fund or otherwise. Such studies may be of such types as pre-investment surveys, studies for the identification of investment opportunities and projects, feasibility studies, project preparation, sectoral studies and the like.
- Advisory services in relation to technical, financial, economic and legal aspects of projects or programmes or development policies, or in relation to institution building in the field of development.
- Subscription to the capital or contribution to the resources of development finance institutions.
- Subscription to the capital of eligible developmental enterprises.

### **Total amount already committed, and remaining budget to be dispatched:**

2,310.348 Kuwaiti Dinar (1 KD = US\$3.40) already committed till July 5<sup>th</sup> 2009  
Overall there is a budget of 385.477 KD in the year 2009. Remaining budget to be dispatched 73.754 KD

### **Application process:**

Kuwait Fund for Arab Economic Development  
Mirqab  
Mubarak Al-Kabeer St.  
Kuwait City





P.O. Box 2921 Safat 13030 Kuwait  
State of Kuwait

Tel: (+965) 22999000

Fax: (+965) 22999091

Website: <http://www.kuwait-fund.org/>



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## 1.24 Netherlands: 2xplore Feasibility Studies (formerly known as PESP)

### **Short Description:**

Financial assistance for several types of feasibility studies to enhance Dutch exports and investments in emerging markets.

**Target population:** Egypt

### **Type of funding:**

Grants

### **Amount offered:**

2xplore activities are financed up to 50% of the budget with a maximum of €125.000 per project by the EVD (the Netherlands government Agency for International Business and Cooperation).

### **Application process:**

A consortium of at least two Dutch companies can submit an application form to the EVD containing a clear project description, work plan, indication on follow-up investments and expected exports of Dutch goods and services. Application through: EVD: [www.evd.nl/pesp](http://www.evd.nl/pesp).

### **Contact:**

Embassy of the Kingdom of the Netherlands  
 Economic Affairs and Development Cooperation Department  
 Tel: +20-(0)2-27368752  
 Tel: +20-(0)2-27395500, ext. 586  
 Fax: +20-(0)2-27358736  
 E-mail: [cairo@trade-minbuza.nl](mailto:cairo@trade-minbuza.nl)  
<http://www.mfa.nl/cai-en/>

## 1.25 Netherlands: Private Sector Investment (PSI)

### Short description:

Dutch companies, which want to execute an investment project together with a local business partner in an emerging market in Africa, Asia, Latin America or Central and Eastern Europe. The PSI programme is open for projects in any sector of the economy.

**Target population:** Egypt and Morocco (both PSI) as well Palestine Territories (PSI Plus)

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Grant

### Amount offered:

Maximum contribution is EUR 750,000.  
The maximum project budget is EUR 1.5 million.

### Application process:

#### **Contact:**

Juliana van Stolberglaan 148

PO Box 20105

2500 EC The Hague

Telephone: +31 70 778 8513

Fax: +31 70 335 2962

E-mail: [PSI@info.evd.nl](mailto:PSI@info.evd.nl)

Webpage: [http://www.evd.nl/business/programmes/programmait\\_psi.asp?land=psi](http://www.evd.nl/business/programmes/programmait_psi.asp?land=psi)

Morocco – Project Officer:

Jan Arie Nugteren Tel: +31 70 778 8529

Egypt- Project Officer:

Anton Jansen Tel. +31 70 778 8568

The Palestinian Authority (*PSI Plus*)

Paul Schoenmakers Tel: +31 70 778 8539

Applications can be submitted when a tender is open. Please check the PSI webpage for the dates of the upcoming period for submission.

Application: <http://www.evd.nl/zoeken/showbouwsteen.asp?bstnum=229003>

## 1.26 Netherlands: Senter Novem – Global Sustainable Biomass Fund

**Short description:**

The Global Sustainable Biomass Fund supports developing countries in making their biomass production for energy uses sustainable. To be eligible for subsidy, projects must result in a more sustainable biomass production for energy uses.

Business sectors: all businesses concerned with the entire chain of sustainable biomass for energy uses in developing countries

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, Tunisia

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Subsidies

**Amount offered (average, min-max):**

The maximum amount for each project is EUR 1 million.

**Total amount already committed and remaining budget to be dispatched:**

EUR 12.5 million

**Application process:**

SenterNovem

P.O. Box 8242

3503 RE Utrecht

Telephone: (030) 239 35 33

Telefax: (030) 231 64 91

Website: <http://www.senternovem.nl/globalsustainablebiomass/general/index.asp>

Contact Form or e-mail it to: [duurzamebiomassamondiaal@senternovem.nl](mailto:duurzamebiomassamondiaal@senternovem.nl); or

Print the application form and send or e-mail it to SenterNovem, Global Sustainable Biomass Fund, Global Cooperation on Energy and Climate Department, PO Box 8242, 3503 RE Utrecht, The Netherlands.

Application Form available on the website [www.senternovem.nl/globalsustainablebiomass](http://www.senternovem.nl/globalsustainablebiomass).

## 1.27 Saudi Arabia: Malaz Group

### Short description:

Malaz Group is an early- to mid- stage venture capital firm that works on the principle of teamwork. This teamwork involves their partners, the entrepreneur and financial investors. Malaz invests primarily in companies in the fields of Communications, Information Technology, Healthcare and Education. They focus on capital efficient companies where high barriers to entry can be constructed and sustained.

**Target population:** Middle East

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Equity, 33% of the fund spent in seed capital projects,  
33% in venture capital,  
33% in growth capital

### **Amount offered:**

USD 100 000 to USD 1 million

### **Total amount already committed and remaining budget to be dispatched:**

USD 100 million funds

### **Application process:**

Malaz Group  
Address: P.O. Box 66633, 11546 Riyadh  
Kingdom of Saudi Arabia  
Tel.: + 966 1 460 1644  
Fax: + 966 1 460 0143  
E- mail: [aalsari@malazgroup.com](mailto:aalsari@malazgroup.com)  
Website: [www.malazgroup.com](http://www.malazgroup.com)

- Contact the company. Malaz determines its investments according to the subsequent criteria.
- The target markets, potential leading market position.
- Main target markets in the Middle East.
- Entities with a diversified stream of products.

- Management possesses the appropriate balance of entrepreneurial and managerial skills to accomplish its business plan.



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## 1.28 Saudi Arabia: Saudi Development Fund

### **Short description:**

As defined in its charter, the basic objectives of the fund are to participate in financing of development projects in developing countries through granting of loans to said countries and to encourage national non-crude-oil exports by providing finance and insurance in support of such exports.

**Target population:** Algeria, Egypt, Gaza/West Bank, Jordan, Lebanon, Morocco, Syria and Tunisia.

### **Type of funding:**

Grants and loans

### **Total amount already committed, and remaining budget to be dispatched:**

The Fund commenced its activities with a capital of SR. 31 billion provided by the Saudi government.

### **Application process:**

Granting loans for financing of development projects, the Fund requires that:

1. The project should be feasible economically and/or socially.
2. The loan should be disbursed and repaid in Saudi Riyals.
3. The amount of the loan granted for any project should not exceed five percent (5%) of the Fund's capital nor exceed fifty percent (50%) of the total cost of the project for which the loan is granted.
4. The total amount of loan granted to any country should not exceed ten percent (10%) of the Fund's capital at any one time.

Website: <http://www.sfd.gov.sa/>

### **Contact:**

P.O. Box 50483  
Jeddah 11523

Kingdom of Saudi Arabia

Tel: (+966) 12794000

Fax: (+966) 14647450

Email: [info@sfd.gov.sa](mailto:info@sfd.gov.sa)



## 1.29 South Africa: Industrial Development Corporation

### **Short description:**

The Industrial Development Corporation of South Africa Ltd (IDC) is a self-financing, national Development Finance Institution (DFI). It was established in 1940 to promote economic growth and industrial development in South Africa and the rest of the African continent.

Business sectors: Mining and mineral beneficiation; Industrial infrastructure (power plants, transport infrastructure, telecommunications etc), Oil and energy; Manufacturing/fabrication, Agro-processing, Tourism (hotels, eco-tourism, etc); Healthcare; Education; Information and communications technology; Forestry and related industries (wood, paper, etc)

**Target population:** Algeria, Egypt, Tunisia, Morocco

### **Type of funding:**

Equity, Quasi-equity, Commercial debt, Export finance, Guarantees and loans.

### **Amount offered:**

In SADC - Project= minimum size US\$ 3 Million

In SACU - Project= minimum size of US\$ 322.160 (R5 million)

### **Application process:**

Industrial Development Corporation  
 PO Box 784055, Sandton, 2146, South Africa  
 Telephone: +27 11 269 3000  
 Call Centre: 0860 693 888  
 Fax: +27 11 269 3116  
 E-mail: [callcentre@idc.co.za](mailto:callcentre@idc.co.za)  
 Website: [www.idc.co.za](http://www.idc.co.za)

See the “Apply for Finance” section on the website. Then choose your business sector.

## 1.30 Spain: COFIDES

### Short Description:

COFIDES provides medium and long term financial support for viable private direct investment projects located in foreign countries. Its financing capacity enables COFIDES to invest between 0.25 and 25 million euros per operation.

### Contact Details:

For projects 1.261 – 1.270 please contact:

Mrs. Remedios Romeo García, Chairwoman & CEO

### **Headquarters:**

C/ Príncipe de Vergara, 132  
28002 Madrid (Spain)

Phone : (+34) 91 562 60 08  
(+34) 91 745 44 80

Fax: (+34) 91 561 00 15

E-mail: [cofides@cofides.es](mailto:cofides@cofides.es)

### 1.301 Spain: COFIDES: ICO Internacionalization line

**Eligible projects:** investment projects undertaken abroad by Spanish companies. Companies are classified into the following categories:

#### **CATEGORY I: COMPANIES WITH FEWER THAN 250 EMPLOYEES**

Small and medium-sized Spanish companies, defined to be those meeting the following requirements:

- Fewer than 250 employees.
- Yearly turnover under 50 million euros or annual balance sheet under 43 million euros.
- Limitation to less than 25% of the share capital of applicant company holdings, if any, in another company or companies not meeting the above small or medium-sized company requirements.
- Limitation to less than 25% of the share capital of holdings in the applicant company, if any, by another company or suite of companies not meeting the above small or medium-sized company requirements.

#### **CATEGORY II: ALL OTHER COMPANIES**

Spanish companies not subject to SME restraints but legally established as mercantile limited or cooperative companies with a majority of Spanish capital, including firms headquartered in Spain as well as those with registered offices abroad

#### **Type of funding:**

Financial support: medium- and long-term loans to the Spanish project sponsor or the project company, if a majority of its share capital is Spanish.

#### **Amount offered:**

Ceiling: financing may not under any circumstances exceed 80% of the net investment. The maximum sum by company and year is:

**CATEGORY I:** up to 1.5 million euros in a single or several operations.

**CATEGORY II:** up to 6 million euros in a single or several operations.

Present capital endowment (2009): 150 million euros.

**Application Process:**

Applications may be submitted to COFIDES or any other financial institution offering this line of financing.



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### 1.302 Spain: COFIDES: Fund for foreign investment (FIEX)

**Short description:**

The fund can be used for minority, temporary holdings in companies located outside Spain.

**Eligible projects:** viable private projects undertaken abroad and involving some manner of Spanish interest.

**Target Population:** MEDA region

**Type of funding:**

Financial support: Capital holdings, Quasi-capital like instruments.

**Amount offered:**

Ceiling: 25 million euros.

Minimum: 1 million euros.

Present capital endowment (2009): 772 million euros.

**Application Process:**

Applications must be submitted to COFIDES, the designated fund manager.



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### 1.303 Spain: COFIDES: Investment financing line for the environment industry (FINAM)

**Short description:**

This line offers financing under special conditions for viable investment projects in the **environment industry** and involving some manner of Spanish interest.

**Eligible projects:** viable private environment industry projects involving some manner of Spanish interest. The target businesses include Co-generation, Water treatment, Water desalinization, Renewable energy, Solid waste management, Drinking water treatment, Industrial projects with environmental improvements, Wastewater collection

**Target population:** MEDA region

**Type of funding:**

Financial support: Capital holdings, Joint venture loans, Ordinary medium- and long-term loans

**Amount offered:**

Ceiling: the lower of 15,000,000 euros or 50% of the total project investment.  
 Minimum: 1,000,000 euros

**Application Process:**

Applications must be submitted to COFIDES, the designated fund manager.



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### 1.304 Spain: COFIDES: Investment financing line for spanish brandname companies (FINBRAND)

**Short description:**

This line offers financing under special conditions for viable investment projects aiming to internationalize **Spanish brandname companies**.

**Eligible projects:** viable private projects sponsored by Spanish companies with a relevant brandname. The **target activities** include New market penetration abroad, Expansion of facilities already established abroad, Purchase of foreign companies with relevant market positions, Acquisition of foreign brands for incorporation in a Spanish company's assets, Medium-term financing for brand introduction campaigns, Start-up financing of current assets to undertake sales or manufacturing activities, Purchase of overflow warehouses to export Spanish products, Supply of prime materials or products for Spanish enterprise, Medium-term financing for current asset needs

**Target population:** MEDA region

**Type of funding:**

Financial support: Capital holdings, Joint venture loans, Ordinary medium- and long-term loans to the Spanish investor

**Amount offered:**

Ceiling: the lower of 25,000,000 euros or 50% of the total project investment. In certain cases, depending on the security provided, this percentage may be raised to up to 80%.  
 Minimum: 500,000 euros

**Application Process:**

Applications must be submitted to COFIDES, the designated fund manager.



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### 1.305 Spain: COFIDES: Financing line for investments generating CO2 emission credits (FINCARBONO)

**Short description:**

This line offers financing under special conditions for viable projects that can be regarded to be eligible for **CDM (Clean Development Mechanism)** or **Joint Implementation (JI)** status, as defined in the Kyoto Protocol and requiring medium- or long-term investments.

**Eligible projects:** viable private projects that generate carbon dioxide emission credits and involve some manner of Spanish interest. The **target businesses** include Capture of fugitive greenhouse gas emissions, Energy efficiency, Renewable energy, Transport, Industrial or agroindustrial projects that reduce greenhouse gas emissions

**Target population:** MEDA region

**Type of funding:**

Financial support: Capital holdings, Joint venture loans, Ordinary medium- and long-term loans to the project company

**Amount offered:**

Ceiling: the lower of 25,000,000 euros or 50% of the total project investment  
 Minimum: 1,000,000 euros

**Application Process:**

Applications must be submitted to COFIDES, the designated fund manager.



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## 1.306 Spain: COFIDES: Investment financing line for spanish franchisers (FINFRANQUICIA)

### Short description:

This line offers financing under special conditions for viable projects aiming to internationalize **Spanish franchisers** by covering some of these companies' needs that arise during the process.

**Eligible projects:** viable private projects sponsored by Spanish franchisers. The **target activities** include New market penetration abroad, Expansion of facilities belonging to franchisers already established abroad, Purchase of foreign companies, Purchase of overflow warehouses to export from abroad, Supply of prime materials or products for Spanish franchisers, Medium-term financing for franchise introduction campaigns, Start-up financing of current assets for sales or manufacturing activities

**Target population:** MEDA region

### Type of funding:

Financial support: Capital holdings, Joint venture loans, Ordinary medium- and long-term loans to the project company and the Spanish investor, Multi-project loans for Spanish investors

### Amount offered:

Ceiling: the lower of 25,000,000 euros or 50% of the total project investment. In certain cases, depending on the security provided, this percentage may be raised to up to 80%.  
Minimum: 500,000 euros

### Application Process:

Applications must be submitted to COFIDES, the designated fund manager.

## 1.307 Spain: COFIDES: Investment financing line for the service sector (FINSER)

### **Short description:**

This line offers financing under special conditions for viable investment projects in the service sector and involving some manner of Spanish interest.

**Eligible projects:** viable private service sector projects involving some manner of Spanish interest. The target businesses include Travel agencies, Law firms, Consultancy, Distribution and retail, Franchise, Architecture studios, Civil and industrial engineering, Software

**Target Population:** MEDA region

### **Type of funding:**

Financial support: Capital holdings, Joint venture loans, Other medium- and long-term syndicated instruments

### **Amount offered:**

Ceiling: the lower of 3,000,000 euros or 50% of the project investment, with a three- to five-year repayment term.

Minimum: 250,000 euros

### **Application Process:**

Applications must be submitted to COFIDES, the designated fund manager.

## 1.308 Spain: COFIDES: Investment financing line for the tourist industry (FINTUR)

### Short description:

This line offers financing under special conditions for viable investment projects in the **tourist industry** and involving some manner of Spanish interest.

The most relevant characteristics of the financial support provided are as follows:

**Eligible projects:** viable private tourist industry projects involving some manner of Spanish interest. The target businesses include Hotels, Theme and amusement parks

**Target population:** MEDA region

### Type of funding:

Financial support: Capital holdings, Joint venture loans, Other medium- and long-term syndicated instruments

### Amount offered:

**Ceiling:** the lower of 25,000,000 euros or 50% of the total project investment.

**Minimum:** 5,000,000 euros

### Application Process:

Applications must be submitted to COFIDES, the designated fund manager.

## 1.309 Spain: COFIDES: Fund for SME foreign investment operations (FONPYME)

### Short description:

The fund can be used for minority, temporary holdings in the share capital of small and medium-sized companies located outside Spain.

**Eligible projects:** viable SME projects undertaken abroad and involving some manner of Spanish interest.

**Target Population:** MEDA region

### Type of funding:

Financial support: Capital holdings, Quasi-capital like instruments.

**Co-financing:** operations are co-financed by COFIDES in countries where the company is allowed to operate.

### Amount offered:

Ceiling: 4 million euros.

Minimum: 250,000 euros per operation.

Present capital endowment (2009): 45 million euros.

### Application Process:

Applications must be submitted to COFIDES, the designated fund manager.

## 1.310 Spain: COFIDES: Funding mechanism for private investments in ACP countries

### Short description:

COFIDES, together with members of the Association of European Development Finance Institutions (EDFI) and the European Development Bank (EIB), participates since 2004 in **European Financing Partners (EFP)**, vehicle for the co-financing of private sector enterprises in the **Africa, the Caribbean and the Pacific regions**

**Eligible projects:** Private investment projects in ACP countries.

### Type of funding:

Financial support: Capital holdings, Joint venture loans, Ordinary medium- and long-term loans. Security to mobilize resources in local currencies.

### Amount offered:

Ceiling: 25 million euros per project with a cap of 75% of the total investment.

Minimum: 1,000,000 euros.

Present capital endowment (2009): 230 million euros.

### Application Process:

This line is managed by the European bilateral development finance institutions. The Spanish manager is COFIDES, to whom interested companies should apply.

## 1.32 Spain: Mediterrània Fund

### **Short description:**

Focus on small and medium sized enterprises (SME's), and which provide an opportunity of investment in innovative projects enabling these SME's to stimulate their growth rates and improve their efficiencies. As well as Export oriented companies from the Maghreb region; supporting those exporting to the European Union.

Business Sector: Multi-Sector, high growth potential, and a strategic appeal to the Maghreb region.

**Target population:** Morocco, Tunisia, and Algeria

### **Type of funding:**

Private Equity

### **Amount offered:**

The fund will invest between € 1M as a minimum and a maximum of € 9M per project.

### **Application process:**

Candidate firms for investment analysis need to facilitate to Mediterrània, in so far as it is possible, an "Executive Summary" of the project or company. By "Executive Summary" we denote a document with a maximum of 5 pages that will attract the attention of the investors and must contain the following information:

- > Description of the business.
- > The market where the business is present.
- > Value of the product / service provided for the target public.
- > Size of the market and growth expectations.
- > Competitive environment.
- > Present development phase of the product, specifying the characteristics and benefits of the product / service. A note on any planned developments.
- > Necessary investment and the purpose of the investment. Details of the operations or transactions to be completed.
- > Summary of the principal financial data of the firm over a five year period (Profit and



Loss, Cash flow, Balance Sheet).

- > Description of the human resources (especially directors and managers) and their professional experience.
- > Shareholder structure.

RIVA Y GARCÍA GESTIÓN, S.G.I.I.C. S.A.  
Diputación 246 principal  
08007 BARCELONA

Tel. 34 93 270 12 12 / Fax 34 93 270 12 13

E-mail: [mediterraniafcr@rivaygarcia.com](mailto:mediterraniafcr@rivaygarcia.com)

## 1.33 Spain: Spanish Agency for International Development Cooperation

### Short description:

Financial Support in the form of credits with a minimum concessionality element of 35 per cent to finance the purchase of Spanish goods and services for Egyptian or Spanish-Egyptian small and medium private companies

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Grants and Technical Assistance

### Amount offered:

Grants over US\$100.000

### Application process:

|   |  |
|---|--|
| <p><b>AECID - Egypt</b><br/>           21, El-Maahad El Swissry St.; Zamalek<br/>           - El Cairo<br/> <b>Tel.1:</b> (+ 2 02) 735 03 53<br/> <b>Tel.2:</b> (+ 2 02) 735 03 55<br/> <b>Fax:</b> (+ 2 02) 735 96 02<br/>           Email: <a href="mailto:otc@aeci-egipto.com">otc@aeci-egipto.com</a></p> | <p><b>AECID - Tunisia</b><br/>           1, Rue Khadija Bent Khoueyled El Menzah<br/>           6 BP 76 2091/ Tunis<br/> <b>Tel. 1:</b> (+216) 71 23 24 23<br/> <b>Tel. 2:</b> (+216) 71 23 09 04<br/> <b>Fax:</b> (+216) 71 75 43 84<br/>           Email: <a href="mailto:otc.tunis@planet.tn">otc.tunis@planet.tn</a></p>   |
| <p><b>AECID – Jordan</b><br/>           Embajada de España en Amman. Zaharan<br/>           Str.- Jabal P.O.B. 454 Ammán 11118<br/> <b>Email:</b> <a href="mailto:gregorio.maranon@aecid-jordan.com">gregorio.maranon@aecid-jordan.com</a></p>  | <p><b>AECID – Morocco</b><br/>           Embajada de España Av. Mohammed VI,<br/>           Km. 5,300 SOUISSI 10170/ 10170 - Rabat<br/> <b>Tel.:</b> +212 (0) 537 63 39 21<br/> <b>Fax:</b> +212 (0) 537 65 64 04<br/> <b>Webpage:</b> <a href="http://www.aecid.ma/">http://www.aecid.ma/</a><br/> <b>Email:</b> <a href="mailto:oficina@aecid.ma">oficina@aecid.ma</a><br/> <a href="mailto:jamal.ouariachi@aecid.ma">jamal.ouariachi@aecid.ma</a></p> |

## 1.34 UAE: Al Yad Fund I

### Short description:

Alf Yad encourages all businesses developed within the Arab World or by Arab entrepreneurs, which require funding to apply.

The business must meet one of the following criteria:

#### **Within the Arab World:**

- Must be registered and operate within the Arab World (countries that fall into this category are considered to be part of the Arab League)

#### **Outside of the Arab World:**

- Must be 50% Arab owned

Business Sector: Multi-sector

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, and Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Private Equity

### Application process:

Application form is available under: <http://www.alfyad.ae/html/fg.htm>

The application form and pre qualification criteria can be submitted by

Email to [alfyad@daman.ae](mailto:alfyad@daman.ae) or

Fax +971 4 3324164 or

By hand to the Dubai World Trade Center, Floor 4 C/o Daman Investments.

Alf Yad Limited

c/o Daman Investments PSC

Dubai World Trade Center, Suite 600

Floor 4

P.O. Box 9436

Dubai, United Arab Emirates

Tel: + 9714 4080417

Fax: +9714 3324146

Email: [alfyad@daman.ae](mailto:alfyad@daman.ae) or [investorservice@alfyad.ae](mailto:investorservice@alfyad.ae)

Webpage: <http://www.alfyad.ae/html/aboutus.htm>

## 1.35 UNIDO – ITALY Initiative: Integrated Support to SMEs in the Mediterranean Region

### Short description:

Support SMEs in some Mediterranean countries through technical assistance and financial assistance

**Target population:** Egypt, Tunisia, Jordan, Morocco

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Technical Assistance  
Credit Line

### **Amount offered:**

For Tunisia:

|  |                                  |
|--|----------------------------------|
| MIN / MAX AMOUNT PER INDIVIDUAL LOAN (even if split in to several contracts) | 0.1-6.0 US\$                     |
| GRACE PERIOD   | 3 years                          |
| REPAYMENT PERIOD   | 7 years                          |
| END-USER INTEREST RATE   | 3.5 % Liras, 5% Tunisian Dinars, |

For Egypt:

|  |  |
|--|--|
| MIN / MAX AMOUNT PER INDIVIDUAL LOAN (even if split in to several contracts) | EURO 0.15 / 2.0 million  |
| GRACE PERIOD   | from 1 to 3 years  |
| REPAYMENT PERIOD   | from 4 to 7 years  |
| END-USER INTEREST RATE   | <ul style="list-style-type: none"> <li>• JOINT VENTURE BENEFICIARY: 6% (60% OF DISCOUNT RATE)</li> <li>• NON-JOINT VENTURE BENEFICIARY: 7% (70% OF DISCOUNT RATE)</li> </ul> |

**Total amount already committed and remaining budget to be dispatched:**

26.9 million US\$ (Tunisia):

9.9 million Euro (Egypt)

**Application process:**

Investment and Technology Branch  
 United Nations Industrial Development Organization (UNIDO)

Tel.: +43 1 26026 3105

Fax: +43 1 21346 3105

PO BOX 300

A-1400, Vienna, Austria

E-mail: [f.condorelli@unido.org](mailto:f.condorelli@unido.org)

**For the regional offices please look at the following webpage:**

<http://mediterraneanexchange.unido.org/>

1. Application
2. Credit Worthiness Analysis
3. Authorization to L/C
4. National Bank
5. Open L/C
6. Italian Corresponding Bank



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## 1.36 Union for the Mediterranean (UFM): InfraMed

### Short description:

Is the first long-term investment fund and the first financing facility of the Union for the Mediterranean and a euromed initiative. The purpose of InfraMed is to be an equity investor in primarily green field projects to build urban, energy and transport infrastructure in the Southern and Eastern Mediterranean region.

Business sectors: Financing of new urban, energy and transport infrastructure

**Target population:** Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, and Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Private Equity

### Total amount already committed and remaining budget to be dispatched:

€ 400 million for InfraMed.

### Application process:

**Head quarter:** Caisse des Dépôts : Philippe Joyeux : + 33 1 58 50 40 00  
philippe.joyeux@caissedesdepots.fr – www.caissedesdepots.fr

Cassa Depositi e Prestiti: Lorella Campi: +39 06 42212531  
lorella.campi@cassaddpp.it – www.cassaddpp.it

EFG Hermes: Hanzada Abdel Rahman: +202 33318182  
hanzada@EFG-HERMES.com. – www.efg-hermes.com

Caisse de Dépôt et de Gestion: Soraya Younes – +212 5 37 66 91 17  
younes@cdg.ma – www.cdg.ma

## 1.37 US: Export-Import Bank (USEXIM)

### Short description:

Ex-Im Bank assists exporters by guaranteeing term financing to creditworthy international buyers, both private and public sector, for purchases of U.S. goods and services.

### Benefits:

- Enables international buyers to obtain loans from lenders
- Covers 100% of commercial and political risks
- Flexible financing options and repayment terms
- No limits on transaction size
- Medium-term and long-term financing available

Business sector: Multi-sector

**Target population:** Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, and Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Loans and Grants

### **Amount offered:**

There is no minimum or maximum limit to the size of the export sale that may be financed with Ex-Im Bank's loan guarantee.

Loan guarantees up to \$ 10 MM.

### **Application process:**

Application

**Final Commitment (AP):** If the contract has been awarded, either the lender or the international borrower may submit the loan guarantee application. Commercial lenders are often more familiar with the application process, which generally expedites their transactions. If the contract has been awarded and there is a lender ready to finance the transaction with Ex-Im Bank's support, a final commitment (AP) application may be submitted.

**Letter of Interest (LI):** If the contract has not been awarded, then a lender, an exporter or an international borrower may request a nonbinding letter of interest (LI) containing



Ex-Im Bank terms for the specific transaction. The LI is processed within seven working days, is valid for six months, and can be renewed.

**Preliminary Commitment (PC):** In exceptional cases, Ex-Im Bank will accept an application for a preliminary commitment (PC). A PC is a nonbinding expression of interest from Ex-Im Bank that the borrower's needs, as outlined in the application, generally meet Ex-Im Bank's financing requirements.

(For more information on the application process, see How To Apply – Section on the website)

**Fees**

- Letter of Interest Application Processing Fee – \$100
- Preliminary Commitment Application Processing Fee – 0.1 of 1% of the financed amount
- Commitment Fee – 0.125% per annum on the undisbursed balance of the loan
- Facility Fee — one-sixteenth of one percent per annum is charged on the total financed portion of the credit guarantee facility in lieu of a commitment fee.
- Ex-Im Bank Exposure Fee – Varies, depending upon tenor, country risk, and buyer credit risk. (See Exposure Fee Calculator.)

Contact - Headquarter:  
**Export-Import Bank of the U.S.**  
 Attn: Credit Applications and Processing  
 811 Vermont Avenue, N.W.  
 Washington, D.C. 20571  
 Tel: (202) 565-3946 (EXIM) or (800) 565-3946 (EXIM)  
 Email: infor@exim.gov

Regional offices: <http://www.exim.gov/contact/contactus.cfm>  
 Webpage: <http://www.exim.gov/index.cfm>



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## 1.38 US: Great Circle Capital: Great Circle Fund

### Short description:

Great Circle Capital is a leading private equity investment firm. Focussing its investment on the following business Sectors: Transportation Infrastructure, Shipping, Transportation Operating Companies, Logogistics, Freight Forwarding, Warehouse, Energy Services, Transportations Assets

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Palestinian Territories, Syria, Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Equity

### Amount offered:

Max amount of 30 \$ Million.

### Application process:

Companies that apply for funding should meet the following Great Circle Capital characteristics:

- Existing Businesses
- Free Cash Flow in excess of \$ 5 Million
- Revenues or indexed to major currencies
- Attractive growth profile
- Industries leading operating margins

### **Contact:**

Great Circle Capital  
 One Atlantic Street, 7<sup>th</sup> Floor  
 Stamford, CT 06901  
 USA  
 Email. [prapello@greatcirclecapital.com](mailto:prapello@greatcirclecapital.com)  
 Tel: +1 203 323 4363  
 Fax: +1 203 323 4364

## 1.39 US: Middle East Partnership Initiative

### **Short description:**

Over the next five years, USAID will double the number of poor entrepreneurs who receive loans and business training.

**Target population:** Middle East

### **Type of funding:**

Grants

### **Amount offered:**

Grants usually range from \$25,000 to 75,000 and generally last up to one year.

### **Total amount already committed, and remaining budget to be dispatched**

Through its Washington headquarters and Regional Offices in Abu Dhabi and Tunis, MEPI has contributed over \$530 million to more than 600 projects in 17 countries and territories since its establishment in 2002.

### **Application process:**

Applications are accepted in English, Arabic, and French. MEPI Regional Grants often operate in more than one country and are awarded and administered by the MEPI office in Washington. The Tunis Regional Office (in charge for Algeria, Egypt, Lebanon, Jordan, Morocco, Tunisia) is primarily responsible for awarding and administering MEPI local Grants and Civil Society.

The Regional Office of the Middle East Partnership Initiative (MEPI) for the Mediterranean Region is based in Tunis.

MEPI Regional Office

U.S. Embassy

Les Berges du Lac - 2045

Tunis, Tunisia

Phone: +216 71 107 064

Fax: +216 71 107 436



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Email: [mepi-medregion@state.gov](mailto:mepi-medregion@state.gov)

Website: <http://www.medregion.mepi.state.gov>

Application Instructions:

Please submit your proposal to the U.S. Embassy in your country, using this application: ([http://www.medregion.mepi.state.gov/uploads/images/O08pcife\\_ctbHWBRL\\_UNYw/090410\\_Updated\\_LG\\_Application.pdf](http://www.medregion.mepi.state.gov/uploads/images/O08pcife_ctbHWBRL_UNYw/090410_Updated_LG_Application.pdf)).

Applications are accepted in English, Arabic or French, but final grant agreements will be concluded in English.

1. Downloading a grant application package.
2. Complete the grant application offline.
3. Submitting a Grant Application with Adobe Reader by logging in to Grants.gov using your username and password.
4. Once your application has been submitted, you can check the status on the Track My Application page.

MEPI coordinators of countries in the region:

Algeria: [LahmarM@state.gov](mailto:LahmarM@state.gov)

Egypt: [PetersonJW@state.gov](mailto:PetersonJW@state.gov)

Israel: [HaddadMM@state.gov](mailto:HaddadMM@state.gov)

Lebanon: [PetersonCJ@state.gov](mailto:PetersonCJ@state.gov)

Libya: [LeeAJ2@state.gov](mailto:LeeAJ2@state.gov)

Morocco: [BerdayiR@state.gov](mailto:BerdayiR@state.gov)

Palestinian Territories: [BaskeySX@state.gov](mailto:BaskeySX@state.gov)

Tunisia: [DickeyP@state.gov](mailto:DickeyP@state.gov)



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## 1.40 World Bank (WB): International Bank for Reconstruction and Development (IBRD)

### Short description:

IBRD aims to reduce poverty in middle-income and creditworthy poorer countries by promoting sustainable development through loans, guarantees, risk management products, and (non-lending) analytical and advisory services.

**Target population:** Algeria, Egypt, Gaza/West Bank, Jordan, Lebanon, Morocco, Syria and Tunisia.

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Loans  
Guarantees  
Technical Assistance

### Amount offered:

Updated IBRD Lending Rates and Loan Charges under:

<http://treasury.worldbank.org/Services/Financial+Products/Lending+Rates+and+Loan+Charges/index.html>

### Application process:

Banking and Debt Management  
The World Bank  
1818 H Street, NW  
Washington, DC 20433

Email: [bdm@worldbank.org](mailto:bdm@worldbank.org)

Website: <http://www.google.com.eg/search?q=ibrd+middle+east&ie=utf-8&oe=utf-8&aq=t&rls=org.mozilla:en-US:official&client=firefox-a>

## 1.41 WB: International Finance Corporation (IFC)

### **Short description:**

IFC fosters sustainable economic growth in developing countries by financing private sector investment, mobilizing capital in the international financial markets, and providing advisory services to businesses and governments.

**Target population:** Algeria, Egypt, Jordan, Lebanon, Morocco, Syria and Tunisia.

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

IFC provides clients with loans and intermediary services, loan participations, equity, structured finance, trade finance, risk management products, and sub national finance.

### **Amount offered (average, min-max):**

IFC investments typically range from \$1 million to \$100 million, with a limited number of investments in the \$100,000 to \$1 million range. To ensure the participation of investors and lenders from the private sector, IFC typically finances no more than 25 percent of the total estimated project costs.

### **Application process:**

To be eligible for IFC funding, a project must meet a number of criteria. The project must:

- Be located in a developing country\* that is a member of IFC;
- Be in the private sector;
- Be technically sound;
- Have good prospects of being profitable;
- Benefit the local economy; and
- Be environmentally and socially sound, satisfying IFC environmental and social standards as well as those of the host country.

A company or entrepreneur seeking to establish a new venture or expand an existing enterprise can approach IFC directly by submitting an investment proposal.

Investment proposal: [http://www.ifc.org/ifcext/about.nsf/Content/Investment\\_Proposals](http://www.ifc.org/ifcext/about.nsf/Content/Investment_Proposals)

After this initial contact and a preliminary review, IFC may proceed by requesting a detailed feasibility study or business plan to determine whether or not to appraise the project.

More Information: [http://www.ifc.org/ifcext/about.nsf/content/About IFC Financing](http://www.ifc.org/ifcext/about.nsf/content/About_IFC_Financing)

**IFC Headquarter:**

Ms. Mariko Higashi  
 2121 Pennsylvania Avenue, NW  
 Washington, DC 20433  
 USA  
 Tel: (202) 473-5615  
 Fax: (202) 974-4396  
 E-mail: [webmaster@ifc.org](mailto:webmaster@ifc.org)

**Regional offices:** [http://www.ifc.org/ifcext/about.nsf/Content/Contacts MENA](http://www.ifc.org/ifcext/about.nsf/Content/Contacts_MENA)



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## **1.42WB: IFC PEP-MENA Public – Private Partnership/ Privatization**

**Short description:**

The IFC PEP-MENA Public-Private Partnership and Privatization initiative provides advisory services to governments on private sector participation in infrastructure, public services, and the restructuring of state-owned enterprises. The objective of the program is to expand access and improve the quality of services in infrastructure, such as power, transport, water and sanitation, as well as, more recently, in health and education.

**Target population:** Algeria, Egypt, Israel, Jordan, Morocco and Palestine.

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Technical Assistance

**Application process:**

Private Enterprise Partnership for the Middle East and North Africa (IFC PEP-MENA)

Mr. Jesper Kjaer

General Manager

International Finance Corporation

Nile City Towers

2005 Corniche El Nil, North Tower, 24th Floor

Boulac, Cairo

Egypt

Tel: (20-2) 461-9161/62/63/64/65

Fax: (20-2) 461-9130/60

Further regional offices: [http://www.ifc.org/ifcext/about.nsf/Content/Contacts\\_MENA](http://www.ifc.org/ifcext/about.nsf/Content/Contacts_MENA)

## 1.43 WB: Small Investment Program

### **Short description:**

MIGA's Small Investment Program (SIP) is designed to grow the agency's support for small and medium-size investors by offering:

- a standardized package of risk coverages that includes currency transfer restriction, expropriation, and war and civil disturbance
- a quick and efficient underwriting process
- a single application form that can be completed online
- no application fee for eligible small and medium-size investors

**Target population:** Algeria, Egypt, Israel, Jordan, Lebanon, Morocco, Palestine, Syria and Tunisia.

### **Type of funding:**

Guarantees

Technical Assistance

### **Amount offered:**

Although the total size of the investment may be larger than \$10 million, the application for investment guarantee must be less than US\$10 million. There is no minimum required amount of guarantee. SIP covers up to 90 percent of the investment for equity and up to 95 percent for debt.

SIP guarantees have a term of up to 10 years (three years minimum), with the possibility of an extension, at the end of the original term, of up to five years at MIGA's discretion.

### **Total amount already committed, and remaining budget to be dispatched:**

With guarantees totaling \$427 million in 2008

### **Application process:**

### **General Information:**



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Multilateral Investment Guarantee Agency

World Bank Group

1818 H Street, NW

Washington, DC 20433 USA

Tel.: 202.473.1000

Fax: 202.522.2630

**Business Inquiries:**

Tel: 202.458.2538

Fax: 202.522.2630

Email: [migainquiry@worldbank.org](mailto:migainquiry@worldbank.org)

Application may be downloaded at:

[http://www.miga.org/guarantees/index\\_sv.cfm?stid=1664#Aform](http://www.miga.org/guarantees/index_sv.cfm?stid=1664#Aform)

More information available under:

[http://www.miga.org/guarantees/index\\_sv.cfm?stid=1666](http://www.miga.org/guarantees/index_sv.cfm?stid=1666)



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## 2 Algeria

### 2.1 Algeria: Agence de national developpement moyenne entreprise Short description:

The objective of the programme is the improvement of Algerian SMEs' competitiveness, the maintenance of their market shares and their international expansion. The programme features some funding possibilities.

Business Sectors: Sectors with growth potential

Target population: Algeria

#### Type of funding (grants, technical assistance, equity, loan, guaranty):

- Global strategic diagnostic: 100% funded up to DZD 0,6 million per SME (approximately EUR 6,000)
- Immaterial investment: 100% funded
- Material investment: 20% funded
- Subsidies to hire 1 specialized member of staff for a duration of 2 years for competitiveness improvement
- Support to ISO 9001- 2000 certification: up to DZD 1.2million per SME (approximately EUR 12,300)

#### Amount offered:

Maximum funding is DZD 5 million per SME (approximately EUR 51,500)

#### Application process:

Agence Nationale de Développement de la PME (ANDPME)/  
Ministère de la Petite et Moyenne Entreprise et de L'Artisanat  
2, Rue Ahmed Bey, Immeuble le Colisée, Algiers  
Tel.: (213) 021 77 40 36 / 021 77 62 87  
Fax: +(213) 021 77 81 74  
Mail: [contact@andpme.org.dz](mailto:contact@andpme.org.dz)  
Website: <http://www.andpme.org.dz/>

Applications are submitted to the AND- PME with the following files:

- ad hoc presentation of the company (form provided by AND- PME);  
Registry of Commerce copy;
- presentation document including the following:

development project for the company (export markets, technology investment, norms compliance, etc.); objectives and expected results for the demanded upgrade.

Once selected, the company may benefit from the upgrading scheme funding, after presenting the following files to AND- PME:

- a demand;
- the project sheet;
- the report for the strategic global diagnostics;
- the bank agreement, where necessary;
- the adoption of the upgrading programme by the AND- PME.

The funds are then given in three steps:

- after the realization of a minimum of 40% of the eligible investment;
- after the realization of a minimum of 70% of the eligible investment;
- after completing the upgrading scheme

## 2.2 Algeria: ANSEJ

### Short description:

The National Agency for Support to Youth Employment (ANSEJ) develops measures to help young entrepreneurs in developing micro-companies.

**Target population:** Algeria

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Free loans with collaterals and tax exemptions

### **Amount offered:**

Projects from DZD 2 to DZD 10 million

- 20% to 25% in free loans financed by ANSEJ
- 70% to 72% in loans by the bank
- 5% to 10% collateral financed by the promoter
- If no bank support, 75% to 80% financed by the promoter

### **Application process:**

Address: 128, Chemin Mohamed Gacem, El Madania, Algiers

Tel.: + 213 021 27 78 90

Fax: + 213 021 27 79 44

+ 213 021 27 78 86

E- mail: [info@anvredet.org.dz](mailto:info@anvredet.org.dz)

Website: [www.anvredet.org.dz](http://www.anvredet.org.dz)

1. Application submitted to ANSEJ:
  - administrative application (11 certificates or declarations to obtain),
  - technical application (pro format invoices of the goods to finance, technical study and financial study);
2. If accepted, application submitted to banks for co- financing.
3. When accepted by a bank, new application at ANSEJ with proof of acceptance and collaterals financing.
4. Obtaining of the loan and start of the activity.
5. Proof of activity by ANSEJ and security on assets transferred to ANSEJ.
6. Granting of tax exemption.

## 2.3 Algeria: CGCI-Pme Caisse de Garantie des Crédits d'Investissements

### Short description:

A large guarantee fund (CGCI-PME) has been created to sustain the banks' lending to SME. The new fund can guarantee DA 360 billion of SME investment credit. This represents 35 percent of total credit to the private sector, but 100 percent when credit unrelated to SME investments is subtracted, e.g., consumer loans, mortgages, crop financing, or working capital credit.

**Target population:** Algeria

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Credit guarantee for loans

### **Amount offered:**

⇒ Risk coverage up to **80%** by founding a new business

⇒ Risk coverage up to **60%** for a development project.

Maximal 200 Million DA (1,92 Million Euro)

### **Application process:**

1. Download Application (<http://www.cgci.dz/images/PDF/Demande.pdf>)

34 Avenue Belkacemi Mohamed BP 677 (16109-EI Madania)

Tel: 213 21 47 66 27

Fax: 21321476628

Email: [cgci-pme@wissal.dz](mailto:cgci-pme@wissal.dz)

Website: [http://www.cgci.dz/index.php?option=com\\_frontpage&Itemid=1](http://www.cgci.dz/index.php?option=com_frontpage&Itemid=1)



## 2.4 Algeria: Fonds de Garantie des crédits aux PME

### Short description:

The FGAR guarantee is a state programme supporting SMEs in the financing of their start or development. The financial aid is a credit guarantee covering part of the (possible) loss incurred by the financial institutions delivering loans.

**Target population:** Algeria

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Credit guarantee for term loans.  
The FGAR reimburses 50% to 80% of the net loss of the lending institution.

### **Amount offered:**

Guaranteed amounts between EUR 40,400 and EUR 252,600.  
Maximum duration is 7 years (with the possibility of extending for 12 months).  
The entrepreneur must bring in 30% of the financing requirements.

### **Application process:**

166 Lotissement SAÏDOUN Mohamed Kouba, Algiers  
Tel.: + 213 21 29 78 88  
+ 213 21 28 04 24  
Fax: + 213 21 28 29 17  
E- mail: [info@fgar.dz](mailto:info@fgar.dz)  
Website: [www.fgar.dz](http://www.fgar.dz)

A detailed FGAR formatted business plan. The FGAR will value the financial structure of the company, its management and personnel in the view of future profitability and competitiveness.

## 2.5 Algeria: Sofinance

### Short description:

The Société Financière d'Investissement, de Participation et de Placement was established on 9 January 2001 with the authorization of the Bank of Algeria. Its capital is DZD 5 billion (approximately EUR 50.67 million). Eligible companies:

- stock companies (Sociétés par Actions – SpA);
- commercial feasibility;
- managerial and technical competencies of the promoters;
- partner input (30% to 40% of the investment cost);
- project profitability.

Target population: Algeria

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Private equity in companies that is new, under development or being reorganized. Usually takes 10% to 35% of total equity. Investment lasts 3 to 5 years. Exit usually through IPO.

Also: credits, guaranties, partners, accounts

### Total amount already committed and remaining budget to be dispatched:

Approximately EUR 50.67 million.

### Application process:

Avenue Mohamed Belkacemi, Ravin de la femme Sauvage,  
Les Annassers, Algiers

Tel.: + 213 (0) 21 47 66 00 to 03

Fax: + 213 (0) 21 47 66 30

Website: <http://www.sofinance.dz/>

Email: [info@sofinance.dz](mailto:info@sofinance.dz)

Application: A five year business plan, a technical and trade study, articles of association, property documents, etc.

## 2.6 Tunisia: Maghreb Private Equity Fund II

### Short description:

Operational as of 2008, MPEF is a private equity fund formed by Tuninvest Investment Group S.A. and managed by Tuninvest Investments Ltd. Supported by several multilateral finance institutions, MPEF II focuses on the following target industries: agribusiness, consumer products, distribution and retail, financial services, manufacturing, telecom and technology related, and transport.

**Target population:** Algeria, Morocco, Tunisia and Libya

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Venture capital, growth capital, LBO

### **Application process:**

Tuninvest Investment Group S.A.  
 Immeuble Iris, Les Berges du Lac, 1053 Tunis, Tunisia  
 Telephone Number: + 216 71 862 311  
 Fax Number: + 216 71 862 805  
 E-mail: [anis.fathallah@tuninvest.com](mailto:anis.fathallah@tuninvest.com)  
 Website: [www.tuninvest.com](http://www.tuninvest.com)

- Contact Maghreb Management Ltd.  
 Website: [www.tuninvest.com](http://www.tuninvest.com) E-mail: [anis.fathallah@tuninvest.com](mailto:anis.fathallah@tuninvest.com)
- General rules at Tuninvest for selecting investments:
- validation of the management team, its technological and management capacities, its capacities in regard to the project;
- knowledge of the technology and its market;
- comprehension of competition and its set of laws within the sector;
- understanding of strengths and weaknesses of the project;
- ability of the project to grow and evolve;
- clear exit strategy.



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### 3 Egypt

#### 3.1 African Development Bank: National Bank of Egypt: Small and Medium Enterprise Support Project (SMESP)

**Short description:**

The SMESP comprises the provision of financial resources for SME development in Egypt, using a Line of Credit instrument of USD 200 million, through the National Bank of Egypt, as well as technical assistance component to improve the institution’s capacity for SME lending. The project primary beneficiaries are SMEs in manufacturing, tourism and services sector. The project will contribute to the objectives of increased output, creation of new jobs, and increased foreign exchange earnings.

**Target population:** Egypt

**Type of funding:**

- Line of Credit to SMES
- Technical assistance component for institutional capacity building of the NBE.

**Amount offered:**

Subprojects up to USD 40 million and subloans up to USD 15 million.

**Application process:**

Contact National Bank of Egypt and its branches.

**Contact**

National Bank of Egypt  
 1187 Corniche El Nil, Cairo Plaza Tower, Cairo  
 Tel.: (202) 579 7230  
 Fax.: (202) 574 6738



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### 3.2 African Development Bank: SFD III- Micro and Small Enterprise Development Project

**Short description:**

The AfDB is providing a line of credit for USD 87 million to the Egyptian Social Fund for Development, to on-lend through Banks, NGOs and other financial intermediaries to micro and small enterprises. The MSE project objective is the creation of sustainable job opportunities and increasing income generating opportunities for the economically active poor in Egypt.

**Target population:** Egypt

**Type of funding:**

- Line of Credit to MSES
- Technical assistance component for institutional support for SFD and its partners.

**Amount offered:**

loans offered according to SFD credit policy

**Application process:**

Contact Social Fund for Development and their regional offices (see below)



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### 3.3 African Development Bank: SFD IV: Franchising Sector Support Project (FSSP)

**Short description:**

The AfDB promotes franchising as a successful SME development model in Africa. Accordingly, it is providing the Egyptian Social Fund for Development a line of credit for USD 40 million to on-lend through Banks and other financial intermediaries to SMEs active in the franchising sector. The FSSP project objective to contribute to private sector development and job creation by the developing systemic changes in the franchising sector and its support stakeholders, resulting in a thriving and efficient franchising sector.

**Target population:** Egypt

**Type of funding:**

- Line of Credit to SMES
- Technical assistance component for awareness raising, capacity building and institutional support for SFD and other stakeholders.

**Amount offered:**

loans offered according to SFD credit policy

**Application process:** contact Social Fund for Development and their regional offices (see below)



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### 3.4 Canada-CIDA: Business Development Services Support Project [BDSSP]

**Short description:**

Business Development Services Support Project (BDSSP) is a \$ 20 million project funded by the Canadian International Development Agency (CIDA) and executed by the Association of Canadian Community Colleges (ACCC). BDSSP’s goal is “to foster better employment opportunities through support to Small and Medium Enterprises (SMEs) development with an emphasis on the country’s marginalized groups (women and youth)”. CIDA has identified SME development and growth as a key element to help alleviate poverty and improve the quality of life of many Egyptians. BDSSP builds on CIDA’s involvement in the SME sector development in Egypt and it is closely aligned with CIDA’s Egypt Program goal: “to support Egypt in its efforts to reduce poverty of the country’s marginalized groups, in particular women and youth”.

**Target population:** Egypt

**Type of funding:**

Technical Assistance and access to finance through partners

**Total amount already committed, and remaining budget to be dispatched:**

\$ 20 million

**Application process**

**Business Development Services Support Projects “BDSSP”**

**Head Office:** 48 El Nasr St., Maadi, 6th floor, Egypt

Tel.: +202 - 37547625 Fax: +202 – 7058924

**Minia Office:** 24 Cornich El Nile St., 6th floor, Minia, Egypt

Tel.: +086 – 2325412 Fax: +086 – 2369162

**Alexandria Office:** 95 Ismail Mehana St., El Labban,

Ground floor, Alexandria Egypt

Tel. & Fax: +03– 3913852

<http://www.bdsspegypt.net/>





### 3.5 Canada-CIDA: Cairo Economic Livelihoods Project (CELP)

#### **Short description:**

The Cairo Economic Livelihoods Project (CELP) is a bilateral agreement funded by CIDA and AKFC which was first discussed in 2006. The project came into effect on June 17, 2008. CELP seeks to build on AKDN's unique approach in Darb al-Ahmar, and to generate the economic growth of a localized critical mass of enterprises whose complementary activities contribute to sustained local economic development. CELP plans to increase the number, size, profitability and sustainability of businesses, and increase the range and level of employment in Darb al-Ahmar. CELP will achieve these impacts by increasing the integration, the breadth and the depth of a range of services to men and women in the district, including financial services, business development services, vocational training, job placement assistance and career counselling. Gender and child protection strategies will promote gender equality and child welfare.

**Project Goal:** To generate improved employment opportunities through support to micro, small and medium enterprise development with an emphasis on Egypt's marginalized groups. **Project Purpose:** To increase enterprise development and employability in the program area and influence broader policies and practices

**Target population:** Egypt

#### **Type of funding:**

Financial and non financial services

#### **Total amount already committed, and remaining budget to be dispatched:**

CAD \$5M and AKFN/FMF special loan capital

#### **Application process:**

Aga Khan Foundation (Egy)  
 5, Zuqaq Aybak, entrance through Al-Azhar Park (main gate)  
 Annex of Darb Shoughlan School  
 Al-Darb Al-Ahmar, Cairo, Egypt  
 E-mail: [info@akdn.org](mailto:info@akdn.org)  
 Website: [www.akdn.org](http://www.akdn.org)

### 3.6 Canada-CIDA: Cairo Promoting and Protecting the Rights of the Child (PPIC-Work)

**Short description:**

The PPIC Work project applies a gender-sensitive, rights-based approach to improve the working conditions and learning opportunities of girls and boys who work in micro and small enterprises in Egypt. By working with and through micro finance institutions, the PPIC-Work project seeks to establish self financing programs that build on micro finance best practice principles and will be able to serve the interests of large numbers of working children over the long term. In collaboration with working children themselves, their families and business owners PPIC-Work has developed a series of intervention tools that improve the working conditions and learning opportunities of working children. Initial experience that was first developed by EACID in Aswan is now being extended to CEOSS in Cairo and other areas of Egypt in collaboration with ESMA, the lead networking agency in micro finance in Egypt.

Through microfinance, EACID found an opportunity to not only contribute to increasing the income of the micro-enterprises but to have a positive impact on the lives of children and youth who work in these businesses.

**Target population:** Egypt

**Type of funding:**

Financial and non financial services

**Amount offered:**

CIDA Grant: CAD \$4.5M

**Application process:**

Eligible clients of the PPIC Work loan and who employ children and youth adhere to the following guidelines: (1) Provide evidence of the employment of children either on a part-time or fulltime basis; (2) Utilize the loan to improve technology and the work environment (mitigating hazards) and (3) Demonstrated interest in improving the learning opportunities and skills capacity of the younger workers.

**Address:**

Egyptian Association for Community Initiative & Development (EACID)  
Aswan-Egypt



### 3.7 Canada-CIDA: Egypt Enterprise Development Project (EEDP)

**Short description:**

This CAD \$4.950M, 5-year (2008-2013) project' purpose is to provide demand driven non financial services to M/SME in six selected Governorates in an effective and sustainable manner. The project built on EI Mobadara long experience in providing financial and non financial services to M/SMEs in Egypt through expanding its network and outreach. The project will be complemented by C\$554,000 from EI Mobadara itself and funding for credit services of up to C\$24,000,000 from Egyptian Social Fund for Development (SFD) to support BDS project activities.

**Target population:** Egypt

**Type of funding:**

Financial and non financial services

**Total amount already committed, and remaining budget to be dispatched:**

CAD \$4.950M and Egypt/SFD L.E 120 million as loan capital

**Application process:**

Address: Piece 1003 - Neighborhood 5 - First zone - 6 October - Egypt.

Tel.: (202) 8372935

Fax: (202) 8372961

E-mail: [info@eedpegypt.org](mailto:info@eedpegypt.org)

Website: [www.eedpegypt.org](http://www.eedpegypt.org)



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### 3.8 Denmark: DANIDA, B2B Programme – Egypt

#### **Short description:**

The B2B Programme makes it easier to create long-term business linkages between companies in Denmark and companies in Egypt. The B2B Programme funds are available to support a number of elements within the cooperation's own activities. The business-to-business cooperation must be commercially based, and the joint partners take all risks involved. In return, the companies have the prospects of making a blossoming business. The B2B Programme acts solely as a facilitator and does not function as the implementer of individual cooperation projects.

**Target population:** Egypt

#### **Type of funding:**

Mixed Credit and technical assistance

#### **Amount offered:**

- Contact phase: Partner Identification Study visits, cultural workshop, pre-investment meeting/ Support max EGP 100,000, Share of expenses 90%.
- Pilot Phase: Study + Pilot Project/ Support max EGP 1 Mio.; Share of expenses: Study 75 %, Pilot project 90%
- Project Phase: Project/ Support max EGP 5 Mio., Share of expenses 90%

#### **Total amount already committed, and remaining budget to be dispatched:**

Annual B2B budget for 2009 is 16 million Danish Kroner. Total disbursement since the inception of the programme is 260 million Kroner.

#### **Application process:**

The application must be submitted directly to the Embassy in the relevant B2B country.

#### **Embassy of Denmark**

**Coordinator Carsten Bondersholt**

12, Hassan Sabri Street

Zamalek

11211 Cairo

Telephone: 00-20 (2)739 6500

Fax: 00-20 (2) 739 6588

E-mail: [caiamb@um.dk](mailto:caiamb@um.dk) or for consulting: [dalabd@um.dk](mailto:dalabd@um.dk)

Embassy Website: [www.ambkairo.um.dk](http://www.ambkairo.um.dk)

Further information on the preparation and guidelines for the applications can be found under the section “B2B toolbox” last section “Preparation of B2B Application”.



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### 3.9 Egypt: Alexandria Small Business Association (ABA)

#### **Short description:**

The Alexandria Business Association (ABA) is non-profit foundation that uses an innovative approach to supply small and micro enterprises (SMEs) with credit and to support their growth. In 1988, USAID endowed ABA with a collateral fund of \$8,000,000 against which the foundation could borrow Egyptian pounds to on-lend to clients, and provided it with a grant of \$2,000,000 for operating expenses until the foundation could cover its own costs loan recovery. The ABA has tailored its methodology to best meet the special needs of SMEs: the foundation offers small loan sizes with few prerequisites, flexible loan repayment conditions with short loan terms, and hands-on technical assistance to clients.

**Target population:** Egypt

#### **Type of funding:**

- provision of credit
- Loans
- technical assistance

#### **Amount offered:**

Average Loan Size: LE 2,641

Average Interest Rate on Loan: 17%

#### **Total amount already committed, and remaining budget to be dispatched:**

In the last five years, the ABA program has served over 20,000 clients. It has extended over 47,000 loans amounting to almost Egyptian LE 122,024,750.

#### **Application process:**

Alexandria Business Association (ABA)

52, El Horreya Avenue

Alexandria

Egypt

(203) 482 5518, (203) 483 2282,

**Website:** <http://www.unesco.org/most/bpeco.htm>

**Part of the Most Programmes 1 (Started 1994 Ended 2003)**

### **3.10 Egypt: Credit Guarantee Company for Small Scale Enterprises**

**Short description:**

An Egyptian, private, joint- stock company established in December 1989 under the provision of law 159/1981. There are now 34 banks under contract with CGC, including shareholders, with more than 1,000 branches scattered all over the country.

**Target population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

- Guarantee: 70% of the approved loan with a maximum guarantee of EGP 800,000 (no collateral required)
- Loan term: from 6 months to 5 years

**Amount offered:**

- Existing, eligible, creditworthy start- ups and small businesses. All economic projects with a total investment ranging from EGP 40,000 to EGP 10 million.
- Loans: from EGP 20,000 to EGP 1.4 million

**Application process:**

CGC  
 Address: 8, Abdel Khalek Tharwat St., 11511 Cairo  
 Tel.: + 202 5740401  
 Fax: + 202 5756463  
 + 202 5780212  
 E- mail: [cgc@cgcegypt.com](mailto:cgc@cgcegypt.com)  
 Website: [www.cgcegypt.com](http://www.cgcegypt.com)



### 3.11 Egypt: Egypt Enterprise Development Project (EEDP)

**Short description:**

This CAD \$4.950M, 5-year (2008-2013) project' purpose is to provide demand driven non financial services to M/SME in six selected Governorates in an effective and sustainable manner. The project built on El Mobadara long experience in providing financial and non financial services to M/SMEs in Egypt through expanding its network and outreach. The project will be complemented by C\$554,000 from El Mobadara itself and funding for credit services of up to C\$24,000,000 from Egyptian Social Fund for Development (SFD) to support BDS project activities.

**Target population:** Egypt

**Type of funding:**

Financial and non financial services

**Total amount already committed, and remaining budget to be dispatched:**

CAD \$4.950M

**Application process:**

Address: Piece 1003 - Neighborhood 5 - First zone - 6 October - Egypt.

Tel.: (202) 8372935

Fax: (202) 8372961

E-mail: [info@eedpegypt.org](mailto:info@eedpegypt.org)

Website: [www.eedpegypt.org](http://www.eedpegypt.org)

### 3.12 Egypt: Environmental Protection Fund

#### **Short description:**

The Environmental Protection Fund (EPF) is a fund to stimulate investment in the environmental sector in Egypt. Main goal is to support the government's environmental, social and economic policies. To realize this goal, the EPF provides financial assistance on a competitive basis for projects that benefit the environment.

Sector: Environment

#### **Target population:** Egypt

#### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants, Soft loans, Interest Rate Subsidy program

#### **Amount offered (average, min-max):**

**Grants:** Fund contribution up to 50% of project costs with a maximum contribution per project up to L.E. 350,000

**Soft loans:** Loan accounts for 60 to 90 percent of total project cost with a maximum contribution per project up to L.E. 4 million. The loan term is maximum 5 years including the grace period. Interest rate is 7% p.a. on the given loan. However, differentiation of interest rates could be applied according to credit risk and/or loan duration.

**Interest Rate Subsidy program:** Loans represents 50-60% from the projects value. EPF Contribution 360,000 L.E with an average of 165,000 L.E per project annually. Minimum project cost is 100,000 L.E and maximum cost is 10 million L.E

#### **Application process:**

See the "How to apply for funding" section on the website.

Contact address:

The Environmental Protection Fund (EPF)  
Egyptian Environmental Affairs Agency (EEAA)

30 Misr Helwan Agriculture Road, Maadi, Cairo

Tel.: ++202 525-6451/2/3

Fax.: ++202 525-6451/90

Email [envpfund@eeaa.gov.eg](mailto:envpfund@eeaa.gov.eg)

Website: <http://www.eeaa.gov.eg/epf/english.htm>

### 3.13 Egypt: Industrial Modernization Centre (IMC)

#### Short description:

The Industrial Modernization Centre (IMC) is the leading Egyptian Development Agency for Industry contributing to Competitiveness, Economic growth, Export growth, Employment, Poverty Alleviation and Gender Equality. Its objective is to support all industrial enterprises, individually or by sector, according to their development needs, through comprehensive and customized business competitiveness programmes focusing on Exports, Quality, Finance, Human Resource Development, Innovation and Technology, R&D, Information Technology

IMC was created with a joint fund from the EU, Government of Egypt and the Egyptian Private Sector. However IMC is now a landing for numerous funds, grants and technical assistance programmes.

IMC is an Implementing Agency for projects such as:

- Energy saving, CSR, Sustainability, R&D, Technology development and transfer
- Facilitating access to finance to the industry
- Training and employment generation
- Entrepreneurship
- Women empowerment targeting lesser developed areas
- Development of Egyptian ethnic products (DEEP)

**Target population:** Egypt

**Type of funding:**

Grants/Technical Assistance

**Amount offered:**

Up to 500,000 Euros for business development services (BDS)

UP to 500,000 Euros for R&D

Unlimited vocational training

**Total amount already committed**

513 million Euros in the last 3 years

**Remaining budget to be dispatched:** 88 million Euros

**Application process:**

Industrial Modernization Centre  
 1195 Corniche El Nil, Cairo, Egypt  
 Federation Egyptian Industries Building  
 Tel: +202 25770090/ +202 25222228/0800 4620462  
 Fax: +202 5772870  
 Web: [www.imc-egypt.org](http://www.imc-egypt.org)  
 See the "Registration form" on the website

**Contact in headquarters:**

Adham Nadim/ Executive Director  
 1195 Corniche El Nil, Cairo, Egypt  
 Federation Egyptian Industries Building  
 Tel: +202 25770090/ +202 25222228/0800 4620462  
 Fax: +202 5772870  
  
 Email: [anadim@imc-egypt.org](mailto:anadim@imc-egypt.org)



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### 3.14 Egypt: Private Public Sector Industry (PPSI)

**Short description:**

PPSI is available to eligible private and public companies (excluding multinationals) in Upper and Lower Egypt (excluding Greater Cairo and Alexandria) wishing to implement pollution abatement projects. PPSI is supported by KfW with a grant facility of 6.7 million euros for project implementation and 0.6 million euros for institutional and advisory support. Preferential financing is available to SMEs with an annual turnover of less than LE20 M.

Business sectors: Environment (pipe treatment for air emissions and waste water, Energy conservation and conversion to cleaner fuels)

**Target population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants for Pollution Abatement Sub-projects

**Amount offered:**

Max. grant: 800,000 euros per sub-project.

**Total amount already committed and remaining budget to be dispatched:**

EUR 7.3 Million

**Application process:**

Grant:

30% of investment costs for SMEs; 20% for non-SMEs  
 50% of technical study for SMEs and 20% for non-SMEs (max 5% of investment costs)

Applicants:

Contribute minimum 10% of investment costs and 50% (SME) or 80% (non SME) of technical study costs: External financing: maximum of 60% for SMEs and 70% for non-SMEs

**Applications**

To be directed to the PMU in EEAA  
 Eng. Yasser Askar  
 Tel./fax.: 2526 1421



The Environmental Protection Fund (EPF)  
 Egyptian Environmental Affairs Agency (EEAA)  
 30 Misr Helwan Agriculture Road, Maadi, Cairo  
 Tel.: ++202 525-6451/2/3  
 Fax.: ++202 525-6451/90  
 Email: [envpfund@eeaa.gov.eg](mailto:envpfund@eeaa.gov.eg)  
 Website: <http://www.eeaa.gov.eg/epf/english.htm>



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### 3.15 Egypt: Small Enterprise Development Organization (SEDO)

#### Short description:

SEDO is a component of the Social Fund for Development (SFD). It aims at providing every possible assistance to SMEs and consequently, SFD allocates about 50% of its resources for that purpose. The Organization develops various funding mechanisms and upgraded technical support systems.

Target population: Egypt

#### Type of funding (grants, technical assistance, equity, loan, guaranty):

Mainly loans

#### Amount offered:

Maximum of the loan per enterprise is EGP 500,000

#### Application process:

Address: 120 Mohi El Din Abu El Ezz St., Dokki, Giza

See regional offices here:

[www.sfdegypt.org/offices.asp](http://www.sfdegypt.org/offices.asp)

E- mail: [mailmaster@sfdegypt.org](mailto:mailmaster@sfdegypt.org)

Website: [www.sedo.org](http://www.sedo.org)

Please visit <http://www.sedo.org/loans.asp> and follow the procedure set out.

Eligibility criteria:

- The applicant should be between 21 and 55 years old. If the applicant is over the age of 55, the bank may request an insurance policy.
- the applicant's permanent residence should be in the Governorate where the project will be implemented for loans of less than EGP 50,000.
- The applicant must have completed their military service or have an exemption of at least five years of duration.
- If the applicant does not have formal qualifications, he or she must hold a Literacy certificate.
- The applicant should not be a student in one of the institutes, university, faculties or schools.
- The applicant should not be an employee in the government, the public or the private sector; otherwise, he/she should sign a pledge to resign and also to



transfer his social insurance policy to that of an employer, should the loan application be successful.

- The applicant or one of the partners should have adequate experience in the relevant field of the enterprise. If the applicant has no formal qualifications, an experience certificate issued by the Directorate of Employment and Training that measures skill level is required.

### 3.16 Egypt: Social Fund for Development (SFD)

#### Short description:

The project aims to create job opportunities to combat unemployment and to reduce poverty by financing micro-and small- sized enterprises. These enterprises are envisaged to generate work opportunities, especially for the young and qualified male and female university, college and school graduates, as well as the experienced craftsmen and technicians. The project also aims to assist the low-income families, particularly those living in underprivileged areas; and to help small farmers and handicapped persons who have the ability and desire to work.

**Target population:** Egypt

#### Type of funding:

Mainly loans (depending on situation, up to EGP 1 million with equity participation of entrepreneurs ranging from 10% to 40%)

#### Amount offered:

Loans range in size from 500 to 5,000 pounds for micro enterprises and from 5,000 to 15,000 pounds for small enterprises. Terms are four to twelve months for working capital loans and up to 24 months for fixed-asset loans.

| Loan amount*         | Type of project | Simple interest rate % | Maximum assets of existing projects, excluding land and buildings | Borrower's contribution %** |
|----------------------|-----------------|------------------------|---|-----------------------------|
| Up to L.E. 50,000    | New             | 7                      | –   | –                           |
|                      | Existing        | 9                      | L.E. 50,000   | 10                          |
| Up to L.E. 200,000   | New             | 9                      | –   | 15                          |
|                      | Existing        | 11                     | L.E. 200,000  | 15                          |
| Up to L.E. 500,000   | New             | 11                     | –   | 25                          |
|                      | Existing        | 13                     | L.E. 500,000  | 25                          |
| Up to L.E. 1,000,000 | New             | 13                     | –   | 30                          |
|                      | Existing        | 15                     | L.E. 1,000,000  | 30                          |

#### Application process:

*Contact the SFD to learn more about the project selection criteria.*

See regional offices here: [www.sfdegypt.org/offices.asp](http://www.sfdegypt.org/offices.asp)

**Address – Cairo:**

4, Obour Buildings, Salah Salem St., 1st & 2nd floor

Telephone: (+202) 24046407-24046409-24018464-22603674

Fax: (+202) 22630997

Mail: [cairoe@sedo.org](mailto:cairoe@sedo.org)

Website: [www.sedo.org](http://www.sedo.org)



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### 3.17 Egypt: Support to the Modernization of the Financial Sector in Egypt

**Short description:**

AIT Consulting has extensive experience in the design, development and delivery of training courses and workshops for all levels of management; and especially at operational levels. Several successful executive workshops have been given to public and private sector enterprises, in both services and manufacturing industries, with focus on strategic planning, deployment and implementation, in addition to several financial analysis courses and workshops on the development of SME financing aimed at improving skills in evaluating financing to different industry sectors including textiles, food processing, pharmaceutical and hospitality in Egypt, the MENA region & EU.

**Target population:** Middle East and North Africa + Egypt

**Type of funding:**

- Design, testing, implementation and marketing of new lending products for SMEs.
- Design and implementation of financial mechanisms to improve access to financial services.
- Selection of financial intermediaries for donor funded programmers.
- Follow up on donors' loans disbursement.
- Analysis of loan portfolios and development of quality ratings.
- Development of ToR for technical assistance.

**Application process:**

AIT Ltd.  
 19 Messaha Street  
 Dokki, Giza  
 P.O.Box 12311 El Orman Arab Republic of Egypt  
 Tel: +202 3338 0701 +202 3335 7500 +212 322 2720  
 Fax: 202 3748 2313

Email: [info@ait.com.eg](mailto:info@ait.com.eg)

Website: <http://www.ait.com.eg/contact.html>

Part of First Initiative (World Bank) Source:

<http://www.firstinitiative.org/InformationExchange/ViewProjects/displayProject.cfm?iProjectHistoricalID=4012>



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### 3.18 Egypt: Technology Development Fund

**Short description:**

This USD 9 million fund is fully subscribed and closed to liquidation (invested at 8.62 million). It is co- managed by EFG Hermes and the Pyramid Smart Village incubator Ideavelopers. The fund offers Venture Capital financing to selected start- ups. The financial contribution is injected into the selected companies primarily against shares in such companies, and thus the Fund becomes a full partner in the new company. The fund offers some services to the invested companies: strategic planning financial planning, partner identification, management consulting, and legal counseling. The fund can support invested companies in joining the incubator Ideavelopers.  
 Business sector(s) Telecom and internet operators

**Target population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Equity, 50% of the fund spent in seed capital projects, 50% in venture capital

**Amount offered:**

Average ticket: USD 600,000

**Total amount already committed and remaining budget to be dispatched:**

USD 9 million funds

**Application process:**

Address: B115, IT Incubation Center, Smart Village, Abu Rawash, Giza, Egypt  
 Tel: (202) 35346064  
 Fax: (202) 35346074  
 E- mail: [ahmad@ideavelopers.com](mailto:ahmad@ideavelopers.com); [malawany@efg- hermes.com](mailto:malawany@efg-hermes.com)  
 Website: [www.techdevfund.com](http://www.techdevfund.com)

From evaluation to due diligence and investment, the process takes 6 to 12 weeks. You can download questionnaires and application files from the company website, in the section Submit a business plan



### 3.19 EU: EU-Egypt Innovation Fund – Research, Development and Innovation Programme

**Short description:**

This call is launched under the RDI Programme who aims to contribute to the development of an innovation culture for the benefit of the Egyptian industry and to support the progressive move of the economy from low to medium technology, plus exploitation and innovation with closer links to national or European industries.

The Fund will support projects on a competitive basis for applied research, with an emphasis on innovation. The EU granted EUR 11 million to the RDI initiative. The EU-Egypt Innovation Fund will provide grants to cooperative projects that aim at enhancing the innovative capabilities of industrial companies and notably privately owned SMEs.

Business sectors: Energy, Water, New Materials, Space, Biotechnology, Health related Applications, Nano-technology, Environment, Food, ICT, Manufacturing Industries, Agriculture, Education

Target population: Egyptian

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

- Grants awarded on competitive bases through calls for proposals
- Grants support up to 90% of total cost of projects

**Amount offered:**

|                         | <b><u>Schema 1</u></b> | <b><u>Schema 2</u></b>                                     |
|-------------------------|------------------------|--|
| <b>Budget</b>           | €6 Million             | €0.5 Million   |
| <b>Project Size</b>     | € 100.000-€500.000     | €10.000-€25.000  |
| <b>Project Duration</b> | 18 months              | 6-12 months  |
| <b>Allocations</b>      | 1 grant per applicant  | Up to 2 grants per applicant (based on different projects) |

**Total amount already committed and remaining budget to be dispatched:**

EUR 11 million

**Application process:**

To be granted, project proposals must be submitted by a consortium that consists of at least one partner from the industrial sector and one partner from the R&D sector



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(university and/or non- university). Applications and funding of large size projects will be encouraged, as will those projects including an EU and/or MEDA partner from the industry or research sector. Applicants can be natural persons or legal persons and be directly responsible for the preparation and management of the project together with their partners.

Applications, instructions and all necessary documents can be downloaded from the RDI website <http://www.rdi.eg.net>.

All proposals must be submitted by **hand** or **post** to:  
 Ministry of Higher Education and Scientific Research  
 2nd Floor  
 101 Kasr El-Aini St.  
 Cairo, Egypt  
 Telephone: +20 2 279 273 68/69/81  
 Fax: +20 2 279 273 82  
 Email: [info@rdi.eg.net](mailto:info@rdi.eg.net)

Website: <http://www.rdi.eg.net>



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### 3.20 EU: Upgrading Egyptian Enterprises III

**Short Description:**

The EIB finances through this project equity and quasi-equity participations in private companies

**Target population:** Egypt

**Type of funding:**

Credit lines

**Amount offered:**

EUR 25.0m

**Application process:**

**Contact details:**

European Investment Bank Egypt  
 Jane Macpherson, Head of Office  
 6, Boulos Hanna Street, Dokki, 12311 Giza  
 (+20-2) 336 65 83  
 j.macpherson@eib.org



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### 3.21 France: Credit line for small Egyptian SMEs

#### Short description:

30 M€ Concessional credit line to Crédit Agricole Egypt for the downscaling of its activities to reach small Egyptian SMEs. The Development objective is to promote the growth of Egyptian SMEs and their contribution to employment and poverty reduction, through reducing financial exclusion and promoting access to credit for SMEs

Target population: Egyptians

#### Type of funding:

**Refinancing loans to small enterprises** with sales turnover under 40 millions EGP (50% of the credit line will be earmarked for SMEs with sales turnover under 10 M EGP)

**Supporting to CAE for setting up a strategy and procedures** adapted to the characteristics of Egyptian SMEs: specific rating procedures, training for bank staff

**Supporting to SMEs:** capacity building program through communication, training and specific supports

#### Amount offered:

Maturity / Grace period: 12 years / 4 years

#### Total amount already committed, and remaining budget to be dispatched

**The 30 M€ credit line** (240 millions EGP) **will be disbursed within a maximum 3 years period**, in line with the schedule for setting up the strategy and the SMEs support program.

#### Application process:

1. Funding request submitted by the beneficiary to AFD's Cairo office
2. Feasibility study: more or less detailed according to the project's characteristics, and generally performed by a consultant under the lead of the beneficiary
3. Appraisal & financing plan by the beneficiary and AFD's headquarters teams
4. Financing decision: by AFD's Board, as soon as the conditions for a sound project execution are fulfilled
5. Negotiations of the loan or grant agreement
6. Implementation under the responsibility of the beneficiary
7. Monitoring & supervision of the project physical and financial implementation by Cairo

Office

8. Evaluation of project management and its impact on development

[http://www.afd.fr/jahia/Jahia/lang/en/home/Qui-Sommes-Nous/Filiales-et-reseau/reseau/Portail\\_Egypte/Afd\\_projets\\_Egypte](http://www.afd.fr/jahia/Jahia/lang/en/home/Qui-Sommes-Nous/Filiales-et-reseau/reseau/Portail_Egypte/Afd_projets_Egypte)

### **French Development Agency**

10, Sri Lanka street, Zamalek

Cairo

Tel: 00 (202) 2735 17 88

fax: 00 (202) 2735 17 90

[afdlecaire@groupe-afd.org](mailto:afdlecaire@groupe-afd.org)



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### **3.22 Germany: Private Public Sector Industry (PPSI):** **Short Description:**

PPSI is available to eligible private and public companies (excluding multinationals) wishing to implement pollution abatement projects. PPSI is supported by KfW with a grant facility of 6.7 million euros for project implementation and 0.6 million euros for institutional and advisory support. Preferential financing is available to SMEs with an annual turnover of less than LE20 M.

#### **Eligible Sub-projects**

Sub-projects should: a) result in the industrial establishment being fully compliant with the environmental law in at least one of the following areas: air, water, solid waste and work place environment; c) be technically and economically feasible; and d) fall under the following areas:

- End of pipe treatment for air emissions and waste water.
- In-process modifications and cleaner technologies.
- Work environment.
- Energy conservation and conversion to cleaner fuels.
- Hazardous waste management.
- Process/recycling of agricultural waste.

**Target Population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants

**Amount offered:**

For the Ministry of State of Environmental Affairs approved projects grants can be obtained on the following basis:

Grant: 30 % of investment costs for SMEs; 20 % for non SMEs

Max Grant: 800 000 euros per sub-project

**Applications:**

To be directed to the PMU in EEAA  
 Eng. Yasser Askar

Tel./fax.: 2526 1421



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### 3.23 Italy: Commodity Aid Programme:

#### Short Description:

The Italian Cooperation in Egypt provides essential Italian-made goods and connected services, including spare parts and raw material. It is primarily, but not exclusively, targeting the sectors of agriculture, irrigation, energy, industry, health care, and environment. The funds are provided by the public sector and the Egyptian private sector. Of the total of the funds available, 30% at least must be dedicated to the private Enterprises. The acquisition of goods by the private sector, in its turn, generates a counterpart to be utilized for projects with social goals in accordance with the guidelines of the Italian - Egyptian Cooperation.

**Target Population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants, bilateral channel

**Amount offered:**

Total of € 35.9m

**Application Process:**

Please visit

[http://www.utlcairo.org/progetti/progetti/commodity/APPLICATION\\_FORM.pdf](http://www.utlcairo.org/progetti/progetti/commodity/APPLICATION_FORM.pdf) and fill out the form.

For more information please contact in Cairo the following persons:

**Ministry of International Co-operation:**

Madame Zahia M. Abu Zeid, Supervisor of the European Sector

Tel. 0020-2-2390.1801/2391.6791/2391.6653

Fax 0020-2-2391.0344

Mr. Osama Abd El Aziz (Programme Support Unit Contact Person)

Tel. 2391.6653 / 2391.6379 / 2390.8162 - fax 2391.0344

**Italian Embassy**

Mr. Igor Marcialis

Italian Commodity Aid Programme Manager

1081, Corniche El Nile, Garden City (4th floor)

Tel: 2794.1841/2796.2358 Fax: 2792.0272

E-Mail: [commodity.egitto@esteri.it](mailto:commodity.egitto@esteri.it)



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### 3.24 Japan: Egyptian Export Promotion Center (EEPC)

#### **Short Description:**

The Japan International Cooperation Agency (JICA) *provides technical cooperation and other forms of aid promoting economic and social development in developing countries.* By financing the EEPC JICA wants to enhance Egyptian exporter's readiness and awareness as well as EEPC's function of providing market intelligence (international trade information, market research and customer support services) for export promotion.

**Target population:** Egypt

#### **Type of funding:**

Technical cooperation

#### **Application process:**

#### **Contact details:**

##### **ICA Egypt Office**

Atsushi Matsushita, Chief Representative

World Trade Center 8th floor

1191 Corniche El Nile St., Boulak,

P.O.Box 475 Dokki, Cairo

Tel : +20 (2) 2574-8240/41/42/44

+20 (2) 2773-6090/91

Fax :+20 (2) 2574-8243, +20 (2) 2773-6095

### 3.25 Netherlands: Centre for the Promotion of Imports from Developing Countries (CBI)

#### **Short Description:**

The CBI is a Dutch governmental Agency that aims to promote the imports from developing countries to the European Union (EU). CBI offers technical assistance, training and information to Egyptian companies that have the ambition to export their products to the EU.

**Target population:** Egypt

#### **Type of funding:**

CBI offers various programmes and services such as EU market information, company matching, export development programmes (EDPs), training programmes and business support organizations (BSOs) development programmes.

#### **Application process:**

For detailed information on all programmes and services for Egypt, please visit CBI website: [www.cbi.eu/Egypt](http://www.cbi.eu/Egypt).



### 3.26 Netherlands: Development Cooperation Matchmaking Facility (MMF)

#### Short Description:

Companies are often on the lookout for reliable business partners abroad. The Development Cooperation Matchmaking facility puts those foreign companies in touch with Dutch businesses.

Target population: Egypt

#### Type of funding:

Grants

#### Application process:

Egyptian companies interested in the programme must submit a proposal for cooperation with a Dutch company to the Embassy of the Kingdom of the Netherlands in Cairo, who will assess the proposal. Proposals should be clearly formulated using a specific format, available on the Embassy website: [www.mfa.nl/cai-en](http://www.mfa.nl/cai-en), under Economy and Trade section, Matchmaking Programme Egyptian Dutch companies, before being taken into consideration. The Netherlands government Agency for International Business and Cooperation, EVD runs the MMF on behalf of the Dutch Minister for Development Cooperation. Based on the application, the EVD will identify Dutch businesses that match the Egyptian company's profile. If a suitable match is found, the Egyptian company will receive a voucher worth € 5,000 to be used to hire a Dutch consultant who will help the company to explore and define the possible cooperation between the Egyptian company and potential Dutch business partners. The consultant's duties include arranging a visit for the Egyptian company to the Netherlands and developing a joint action plan. All travel and accommodation expenses are the responsibility of the applicant. Application through: [www.mfa.nl/cai-en](http://www.mfa.nl/cai-en) or [www.evd.nl/mmf](http://www.evd.nl/mmf).

#### **Contact:**

Embassy of the Kingdom of the Netherlands  
Economic Affairs and Development Cooperation Department

Tel: +20-(0)2-27368752

Tel: +20-(0)2-27395500, ext. 586

Fax: +20-(0)2-27358736

E-mail: [cairo@trade-minbuza.nl](mailto:cairo@trade-minbuza.nl)

<http://www.mfa.nl/cai-en/>

### 3.27 Netherlands: Partners for Water

#### **Short Description:**

Partners for Water is a programme that aims to strengthen the international position of the Dutch water sector by uniting forces (private sector, public sector, non-profit sector and knowledge institutes).

Public private cooperation can give a powerful impulse to the water sector by developing innovative solutions for the world's water problems. The programme runs from 2005 to 2009 and consists of the following components: 1) Policy alignment between departments of the Dutch government; 2) Cooperation between government, companies, knowledge institutes and NGOs through network meetings and information exchange; 3) Fund for proposals aimed at water cooperation projects abroad. The programme is implemented by the EVD and the Netherlands Water Partnership (NWP).

**Target population:** Partners for Water stimulate innovative activities of the Dutch water sector in 43 countries including Egypt.

#### **Type of funding:**

The following types of activities can be funded: Feasibility studies, Identification and market studies, Business development processes, Demonstration and pilot projects and Institutional development.

#### **Application process:**

For more information including funding conditions please visit [www.partnersvoorwater.nl](http://www.partnersvoorwater.nl)



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### 3.28 Netherlands: Senior Experts (PUM)

#### **Short Description:**

PUM is an independent non-profit organization in the Netherlands established by the government and the Central Employers Federations in the Netherlands. PUM provides Technical Assistance to Egyptian Small and Medium-sized Companies (SMEs). PUM advisers are volunteers and are selected on the basis of their many years of experience and excellent knowledge. They are independent and receive no financial reward for their services. PUM pays for international travelling expenses while applicants requesting assistance pay for local travel and accommodation costs.

**Target population:** Egypt

#### **Type of funding:**

Technical Assistance

#### **Application process:**

Application through: PUM website: [www.pum.nl](http://www.pum.nl) or through the following local PUM representatives:

- PUM Representative for Cairo and Upper Egypt: Mr. Farouk Hussein  
Phone: 02-3337 5779, Mobile: 012-2115108, E-mail: [fhussein@internetegypt.com](mailto:fhussein@internetegypt.com)
- PUM Representative for Alexandria: Prof. Dr. Hassan Warda  
Phone: 03-5923246, Mobile: 012-3232524, E-mail: [hassan.warda@usa.net](mailto:hassan.warda@usa.net)
- PUM Representative for Cairo, Delta and Upper Egypt: Mr. Ahmed Farouk  
Phone: 02-33375779, Mobile: 012-3141092, E-mail: [ahfarouk@tedata.net.eg](mailto:ahfarouk@tedata.net.eg)
- PUM Representative for Egypt, Agriculture Sector: Eng. Sherif Rashed  
Phone: 02 27616141, Mobile: 012-244-6421, E-mail: [sherifmayan@yahoo.com](mailto:sherifmayan@yahoo.com)

### 3.29 Netherlands: Private Sector Investment (PSI) Programme

#### **Short Description:**

The Private Sector Investment (PSI) programme is concerned with the promotion of innovative investments in emerging markets, with the aim to strengthen economic growth, employment and income generation. The PSI programme is open for projects in any sector of the economy. The investment is to be realized by a Dutch company in cooperation with an Egyptian local partner, with whom a sustainable relationship will be established. The PSI programme is funded by the Ministry for Development Cooperation and executed by the Netherlands government Agency for International Business and Cooperation, EVD. This is done in consultation with the Embassy of the Kingdom of the Netherlands in Cairo.

**Target population:** Egypt

#### **Type of funding:**

Grants

#### **Amount offered:**

The maximum grant percentage is 50% with a maximum project budget of €1.5 million. The participants will provide the remaining 50% of the project budget themselves.

#### **Application process:**

Project proposals can be submitted during the two tendering rounds held annually for PSI. The second tender of 2009 will be open on June 15<sup>th</sup> and will be closed on August 24<sup>th</sup>, 2009.

The selection of the projects and the monitoring of running projects is the responsibility of EVD. For more information, please visit the PSI website: [www.evd.nl/psi](http://www.evd.nl/psi). Application forms and guidelines can also be downloaded from this website

#### **Contact:**

Embassy of the Kingdom of the Netherlands  
Economic Affairs and Development Cooperation Department

Tel: +20-(0)2-27368752

Tel: +20-(0)2-27395500, ext. 586

Fax: +20-(0)2-27358736

E-mail: [cairo@trade-minbuza.nl](mailto:cairo@trade-minbuza.nl)

<http://www.mfa.nl/cai-en/>



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### 3.30 Switzerland: State Secretariat for Economic Affairs SECO

#### **Short Description:**

The Economic Cooperation and Development Division at the State Secretariat for Economic Affairs (SECO) is responsible for the planning and implementation of economic and trade policy measures with developing countries, the States of Eastern Europe and Central Asia and the new Member States of the European Union (EU). In addition, SECO is responsible for the coordination of Switzerland's relations with the World Bank Group, the regional development banks and the economic organisations of the United Nations.

SECO's main aims are to integrate partner countries into the global economy and to promote the sustainable economic growth of these countries, thus contributing to poverty reduction. The priorities include promoting stable economic conditions, strengthening competitiveness, supporting trade diversification, mobilising domestic and foreign investment, and improving basic infrastructure. Particular emphasis is placed on energy, environmental and climate issues.

**Target Population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Mixed credits (co-financing) and direct funding

#### **Contact:**

State Secretariat for Economic Affairs SECO  
Economic Cooperation and Development  
Effingerstrasse 1  
CH – 3003 Bern

[Info@seco-cooperation.ch](mailto:Info@seco-cooperation.ch)

Phone: +41 (0)313240910

[www.seco-cooperation.ch](http://www.seco-cooperation.ch)

#### **Local Representative in Egypt:**

Embassy of Switzerland  
10, Abdel Khalek Sarwat Street  
Cairo - Egypt  
Tel. 002 02 2575 82 84  
Fax 002 02 2574 52 36

[cai.vertretung@eda.admin.ch](mailto:cai.vertretung@eda.admin.ch)

[www.eda.admin.ch/cairo](http://www.eda.admin.ch/cairo)



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### **3.31 UN: Improving enterprises' performance through Decent Work**

**Short Description:**

Improving the performance and competitiveness of enterprises through improved working conditions (occupational safety and health, basic social security, etc.) and constructive dialogue among employers, workers and government, in key sectors such as Construction, Textiles/clothing and Tourism.

**Target population:** Egypt

**Application process:**

**Contact details:**

ILO Sub-Regional Office for North Africa, Cairo  
 9, Dr. Taha Hussein St.  
 Zamalek, 11211 Cairo, Egypt  
 Address 4  
 Tel: +202.27369290, +202.27355176  
 Fax: +202.27360889, +202.27362358  
 Email: [cairo@ilo.org](mailto:cairo@ilo.org)



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### 3.32 UN: Investment Promotion Unit (IPU) Egypt

**Short description:**

The Investment Promotion Unit (IPU) Egypt is a joint initiative of the “General Authority for Investment and Free Zones” (GAFI), the Italian Cooperation and UNIDO for the development of local industrial small and medium enterprises (SMEs) through cooperation with foreign counterparts. The Unit is part of the UNIDO Investment and Technology Promotion Offices (ITPO) network and of the UNIDO Arab-Mediterranean network formed by the ITPOs (Bahrain, France, Greece, Italy) and IPUs (Egypt, Jordan, Morocco, Tunisia) operating in the Arab-Mediterranean Region.

**Target population:** Egypt

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

- Credit line , acquisition of equipment and its related technical training and assistance, industrial patents, licensing and transportation costs
- Identification of potential foreign industrial partners and evaluation of investment opportunities;
- Organization of Egyptian delegations of entrepreneurs to participate in specialized exhibitions and investment
- Provision of ad-hoc consultancy and diagnostic advice at enterprise level by means of a pool of international experts;
- Organization of business meetings and match-making events;
- Organization of awareness and joint-learning workshops to facilitate exchange of experience and information between local and foreign enterprises/institutions; and
- Preparation of surveys on selected Egyptian industrial sectors to highlight the potential for development and industrial cooperation with foreign partners.

**Amount offered:**

For Egypt:

|   |                         |
|---|-------------------------|
| MIN / MAX AMOUNT PER INDIVIDUAL LOAN<br>(even if split in to several contracts) | EURO 0.15 / 2.0 million |
| GRACE PERIOD  | from 1 to 3 years       |



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|                        |  |
|------------------------|--|
| REPAYMENT PERIOD       | from 4 to 7 years  |
| END-USER INTEREST RATE | <ul style="list-style-type: none"> <li>• JOINT VENTURE BENEFICIARY: 6% (60% OF DISCOUNT RATE)</li> <li>• NON-JOINT VENTURE BENEFICIARY: 7% (70% OF DISCOUNT RATE)</li> </ul> |

**Application process:**

Contact:

c/o Ministry of Investment Building

Salah Salem Street

Cairo - Egypt

Mr. Marco Potecchi, Head

E-mail

Tel: +202 22633952

Fax: +202 22633465

E-mail : [itpo.cairo@unido.org](mailto:itpo.cairo@unido.org)

Website: <http://mediterraneanexchange.unido.org>



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### 3.33 UN: NTI Outreach Support (2008 – 2012)

#### **Short Description:**

The purpose of this project is to support NTI educational, training and development activities in order to create professional cadres in Egypt as well as the region in the field of telecommunications and IT related fields. The scope of this project includes a) Improving quality & coverage of regional & national telecommunications and ICT human resource development. This also includes preparing adequate training plan on the latest telecommunications technologies b) Supporting R&D in the fields of telecommunications and related IT fields c) Standardizing quality monitoring of ICT deliverables d) Providing Consultancy services and Technical support through mobilizing think tanks for ICT technology deployment and reversing the brain-drain.

**Target population:** Egypt

#### **Amount offered:**

US\$ 2m

#### **Application process:**

#### **Contact:**

#### **UNDP Egypt**

1191 Corniche El Nil, World Trade Centre

Boulac, Cairo, Egypt

P.O. BOX 982, Post Code 11599

Telephone: (+202) 2578 4840 - 6

Fax: (+202) 2578 4847

E-mail: [registry.eg@undp.org](mailto:registry.eg@undp.org)

### 3.34 UN: Social Fund for Development IV (2008 – 2012)

#### **Short description:**

The project aims at the institutional development and modernization of SFD in order to render it a sustainable organization reflecting its new mandate as an employment agency and providing financial and non-financial services to the poor and unemployed. The project will achieve this by providing SFD with institutional and technical support coupled with innovative and methodological approaches that can strengthen SFD's capabilities in the development and implementation of programmes/projects in a new business oriented approach enabling SFD to achieve and maintain its effectiveness and sustainability.

**Target population:** Egypt

#### **Application process:**

#### **Contact details:**

##### **UNDP Egypt**

1191 Corniche El Nil, World Trade Centre  
 Boulac, Cairo, Egypt  
 P.O. BOX 982, Post Code 11599  
 Telephone: (+202) 2578 4840 - 6  
 Fax: (+202) 2578 4847  
 E-mail: [registry.eg@undp.org](mailto:registry.eg@undp.org)



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### 3.35 UN: West Noubaria Rural Development Project

#### **Short description:**

This seven-year project is working with small-scale farming households and unemployed youth who were dispossessed of their statutory tenancies in the oldlands and compensated with 1-ha or 2-ha holdings of reclaimed newlands. The project is helping them improve their housing and living conditions and adopt desert farming technologies that have been developed through Egypt's agricultural research system. The project helps about 36,000 families by:

- supporting adoption of better on-farm water management practices
- encouraging development of small and medium enterprises in agricultural production and marketing
- providing marketing and extension information
- supporting development of a viable financial system and addressing the immediate need for financing of small and medium enterprises

**Target population:** Egypt

#### **Type of funding:**

Community organization and development, technical operation, marketing operation support, credit facilitation and enterprise development, project management

#### **Amount offered:**

IFAD loan: US\$ 18.5m (total cost: US\$ 54.8m);  
 Food and Agricultural Organization of the UN: US\$ 0.4m)

#### **Application process:**

**Abdelhami Abdouli**  
 Country programme manager  
 Via Paolo di Dono,44  
 Rome, Italy  
 Work: +39 0654592248  
 Fax: +39 0654593248  
[a.abdouli@ifad.org](mailto:a.abdouli@ifad.org)



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### 3.36 US: Private Sector Commodity Import Program (until 2013)

**Short Description:**

The CIP provides Egypt’s private sector with foreign exchange and financing terms to expand the importation of U.S. capital equipment and raw materials to increase investment and create job opportunities.

**Target population:** Egypt

**Amount offered:**

\$198.7 million and \$395.7 million

**Application process:**

**Contact Details:**

Mr. George A. Laudato , Administrator's Special Assistant for the Middle East  
 Ronald Reagan Building  
 Washington, D.C. 20523-1000  
 USA  
 Tel: +1 (202) 712-4810  
 Fax: +1 202-712-0000  
 Email: [glaudato@usaid.gov](mailto:glaudato@usaid.gov)



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## 4 Israel

### 4.1 Israel: Aviv Venture Capital

**Short description:**

Aviv Venture Capital (“Aviv”) invests in Israeli-related unique technology companies. Aviv focuses on mid stage companies who are at a phase of transforming from an R&D project to a full scale company.

**Target population:** Israel

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Private Equity

**Total amount already committed and remaining budget to be dispatched:**

\$ 25 million

**Application process:**

Ramat - Gan, ISR  
 7 Jabotinsky Street  
 49th floor  
 Ramat - Gan, 52520, ISR  
 Phone: +972-(3)-6114050  
 Fax: +972-(3)-9199300  
 Website: [avivvc.com](http://avivvc.com)  
 Email: [info@avivvc.com](mailto:info@avivvc.com)

## 4.2 Israel: 1<sup>st</sup> Israel Turnaround Enterprise

### Short description:

First Israel Turnaround Enterprise (FITE) is an active private equity turnaround fund seeking to create returns through the acquisition of controlling interests in mature Israeli companies.

FITE is an industry generalist. We invest in most industries with the exception of real estate and financial institutions

Business sectors: Consumer generals

Target population: Israel

Type of funding (grants, technical assistance, equity, loan, guaranty):

Private Equity

Total amount already committed and remaining budget to be dispatched:

\$ 130 million

Application process:

3 Daniel Frisch Street  
Tel Aviv 64731  
Israel

Phone: +972 (3) 608-6838

Fax: +972 (3) 608-6839

Email: [office@fiteinv.com](mailto:office@fiteinv.com)

Webpage: <http://www.fiteinv.com/>



### 4.3 Israel: Shavit Fund

**Short description:**

The Fund invests in small to medium-sized companies with proven products, market penetration and strong management teams that do not fit the investment criteria of the venture capital funds or are too small for the large private equity funds operating in Israel.

**Target population:** Israel

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Private Equity

**Amount offered:**

Average ticket: \$ 10 million per investment  
 Min: \$ 5 million per transaction; Max: \$ 15 million per transaction

**Total amount already committed and remaining budget to be dispatched:**

\$ 30 million

**Application process:**

Jerusalem Technology Park  
 Building 98, Box 83, Malha, Jerusalem 96951 Israel  
 Tel: +972 2 649 0400  
 Fax: +972 2 649 0401  
 Email: [info@shavitcapital.com](mailto:info@shavitcapital.com)  
 Managing Director - Gary Leibler



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## 4.4 US: KIEDF Small Business Loan Fund

### **Short description:**

Koret Israel Economic Development Funds (KIEDF) has grown to become the state's dominant private-sector, small-business development program. In partnership with bank Otzar Hachayal and Discount Bank it will provide loan guarantees interest subsidies to small businesses lacking access to credit on reasonable terms.

**Target population:** Israel

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Guarantees and loans

### **Amount offered (average, min-max):**

The Fund grants loans up to NIS 500,000 for businesses with up to 70 employees and an annual turnover of no more than NIS 22 million, and which are not entitled to the benefits of "approved enterprises."

The Koret Fund grants loans of up to NIS 20,000 to small businesses, the total investment in which is up to NIS 50,000.

### **Total amount already committed and remaining budget to be dispatched:**

More than \$180 million

### **Application process:**

See the "How to apply for funding" section on the website.

### **Koret Foundation**

33 New Montgomery Street  
Suite 1090  
San Francisco, California 94105-4526

**Telephone:** 415-882-7740

**Fax:** 415-882-7775

**Website:** <http://www.koretfoundation.org/>

## 5 Jordan

### 5.1 Jordan: ABCD (Arabian Business Consultants for Development)

#### Short description:

ABCD is a consulting firm offering business services to entrepreneurs starting out and early-stage companies. However we advise that innovative entrepreneurs be introduced

to its chairman Mr. Laith Al- Qasem, who has a great deal of experience in start-ups support and fundraising. Mr. Al- Qasem managed one of the first Jordan incubators, the Jordan Technology Group, which invested in 19 start-ups, but is no longer operational. ABCD is also involved in many national and international initiatives through their CEO. Mr. Al Qasem also acts as Productivity Component Leader for SABEQ and is a member of the Young Entrepreneurs Association. Therefore, his personal network and experience would be a valuable asset for a start-up or an innovative company.

Moreover, consulting companies working for start-ups might propose creative ways to cash their fees. It is an option to propose return on equity.

Business sector(s) Media, Technology, Telecoms, IT, Music

Target population: Jordan

Type of funding (grants, technical assistance, equity, loan, guaranty):

To be discussed

Application process:

Contact the company. E-mail: [info@abcd.com.jo](mailto:info@abcd.com.jo)

Website: [www.abcd.com.jo](http://www.abcd.com.jo)

Arabian Business Consultants for Development

P. O. Box 930666, 11193 Amman

Tel.: + 962 6 5659500

Fax: + 962 6 5659501

## 5.2 Jordan: EMPRETEC

### Short description:

Under the supervision and responsibility of UNCTAD (United Nations Conference on Trade and Development), represented in Jordan by UNDP, Empretec Jordan is a programme dedicated to developing entrepreneurial competencies and supporting innovation; it identifies promising entrepreneurs and provides them with training to strengthen their entrepreneurial behavior and business skills, and assists them in writing business plans and accessing financing for their businesses. At international level, Empretec develops networks, disseminates information on best practices, develops training and consulting modules, and promotes regional fundraising.

**Target population:** Jordan

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Capacity building, coaching

### **Application process:**

E-mail: [info@empretecjordan.org](mailto:info@empretecjordan.org)

Website: [www.empretecjordan.org](http://www.empretecjordan.org)

4th Floor, Amman Chamber of Commerce Investment Bldg,  
Shmeisani, P.O. Box 830703, 11183 Amman

Tel.: + 962 6 5625411

Fax: + 962 6 5625412

Applications are made via the website, in the “How to join” section.

Applicants enter the selection process by completing the Entrepreneurship Training Workshop application form, which is then screened and scored by Empretec Jordan.

Participation in the workshop is JOD 300 per attendee, 60% of which can be subsidized by NAFES or Jordan US Business Partnership.

Companies eligible for participation:

- 51% Jordanian privately owned enterprises;
- a minimum of five employees;
- no more than 250 employees for manufacturing enterprises;
- no more than 500 employees for services enterprises;
- enterprises with the potential to increase sales, export and employment;
- trading companies are not eligible.

Following this process, a number of individuals are selected, who then proceed to the business and focused interviews. Ideally, the individuals selected will be:

- those with experience in business ownership, whether current or prior;

- those with plans to establish a private business venture;
- credit officers from financial institutions dealing with credit for SMEs;
- individuals in senior management/decision-making positions in large corporations.

From the business and focused interviews, a number of individuals (not exceeding 30 in number) are selected to join the Entrepreneurship Training Workshop.



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## 5.3 Jordan: Jordan Loan Guarantee Corp

### **Short description:**

Their mission is to enhance sustainable economic growth in Jordan through improving the credit environment available to economically viable SMEs and national exports by providing them with credit and loan guarantees. Guarantees are provided for small and medium-sized productive projects, owned by the private sector in Jordan, with a labor force not exceeding 50 employees.

Business sector(s) Productive sectors

**Target population:** Jordan

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Guarantees for loans

### **Amount offered:**

- 75% guarantee of outstanding balance for all types of loans up to JOD 40,000
- 50% guarantee on loans in the range of JOD 40,000 to JOD 100,000
- Loans in excess of JOD 100,000 may be partially guaranteed
- Loan period cannot exceed 6 years, including a 1-year maximum grace period

### **Application process:**

See the “How to apply” section on the website.

E-mail: [mail@jlqc.com](mailto:mail@jlqc.com)

Website: [www.jlqc.com](http://www.jlqc.com)

Amman Chamber of Commerce Building

Al Shmeisani - Prince Shaker Ben Zaid Street

P.O. Box 830703, 11183 Amman

Tel.: + 962 (6) 5625400

Fax: + 962 (6) 5625408

## 5.4 Jordan: NAFES

### Short description:

The National Fund for Enterprises Support (NAFES), funded by a grant donated by Japan, assists in the modernization of SMEs (with 5 to 100 employees). NAFES financially supports companies participating in training programmes or willing to hire the services of qualified national consulting companies.

Business sector(s) Mostly productive sectors

**Target population:** Jordan

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Grants

### Application process:

Applications can be submitted via the “Application form section” of the NAFES website.

E-mail: [sabbagh@nafes.org.jo](mailto:sabbagh@nafes.org.jo)

Website: [www.nafes.org.jo](http://www.nafes.org.jo)

Priority is given to:

- SMEs in economically productive sectors;
- SMEs located outside Great Amman;
- SMEs able to utilize consulting support;
- SMEs owned and operated by women.



## 5.5 Jordan: Queen Rania Center for Entrepreneurship (QRCE)

### Short description:

Established in 1991 by the Princess Sumaya University for Technology (PSUT), its aim is to operate as an entrepreneurship enabler. Willing to support economic growth, it provides a whole set of services for present or would be entrepreneurs, as well as the development and commercialization of technology.

**Target population:** Jordan

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Technical Assistance. Provides expertise and training rather than loans

### **Application process:**

Contact staff to learn more on scheduled training sessions or QRCE support.

Email: [info@qrce.org](mailto:info@qrce.org)

Website: [www.qrce.org](http://www.qrce.org)

Address: Queen Rania Center for Entrepreneurship Princess

Sumaya University for Technology

P.O. Box 1438 Jubiha, 11941 Amman

Tel.: + 962 6 515 4892

Fax: + 962 6 515 4892

QRCE's activities are designed for:

- entrepreneurs from the academic sector (in order to facilitate technology transfer);
- mature entrepreneurs (to put them in touch with applied research).

The QRCE organizes the Queen Rania National Entrepreneurship Competition on a yearly basis, as well as thematic workshops and mentoring; it is also willing to incubate start-ups through the iPark (see above) and the Jordanian Innovation Centers.

## 5.6 Jordan: StartUp@YEA

### Short description:

This is a programme managed by the dynamic Young Entrepreneurs Association (YEA). YEA's professed original idea was to match up entrepreneurs in search of equity to finance the development of their business ideas with individuals who have capital financial assets and managerial experience as well as a willingness to share both with budding entrepreneurs. This will be implemented through a business plan competition. At the end of a seminar series, entrepreneur finalists selected by a YEA Screening Committee will pitch their business plans to a panel of renowned Jordanian entrepreneurs/businessmen and invite them to invest their own money.

Business sectors: Focus on innovation

Target population: Jordan

Type of funding (grants, technical assistance, equity, loan, guaranty):

Equity

### Application process:

Contact YEA.

E- mail: [admin@yea.com.jo](mailto:admin@yea.com.jo)

Young Entrepreneurs Association

PO Box 1652, 11821 Amman

Tel.: + 962 6 4644451

Fax: + 962 6 4644458

Website: [www.yea.com.jo](http://www.yea.com.jo)

Mob.: + 962 7 88660880

## 6 Lebanon

### 6.1 EU: Economic & Social Fund for Development

#### **Short description:**

The **Economic & Social Fund for Development** financed by the European Union and in collaboration with Credit Libanais provides credit to micro and small enterprises (existing and start-up businesses).

**Target population:** Lebanon

#### **Type of funding:**

Loans

#### **Amount offered:**

- Granted in LBP in different sectors (Agriculture, Industrial, Services, Trade) and throughout Lebanon
- Amount up to 30million LBP
- Loan period ranging between 1 and 5 years including a grace period that could reach 1 year
- Attractive interest rate

The average ratio of arrears for loans portfolio reached 0.78% as at 30 June 2006. However, with the summer Israeli aggression on Lebanon that severely impacted some of ESFD borrowers, this rate increased to 2% as at 31 October 2006.

#### **Total amount already committed, and remaining budget to be dispatched**

The ESFD is funded by the European Union (Euros 25 million) and the Government of Lebanon (Euros 6 million).

#### **Application process:**

Candidates to ESFD loans apply directly to commercial banks partners of ESFD, with or without the support of the Business Development Services (BDS) provider. These commercial banks are responsible for taking the final decision with regard to their files. The three banks that are responsible are:



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- Société Générale de Banque au Libanaise
- Credit Libanaise
- Banque Libanaise pour le Commerce

**ESFD**

Weavers Center

Clemenceau Street

3rd Floor - 6th Floor

P.O.Box 116-5351

Beirut - Lebanon

Phone: 01/373460 - 373461 – 373462

Fax: 01/373463

Email: [pkhoder@esfd.cdr.gov.lb](mailto:pkhoder@esfd.cdr.gov.lb) /

Férial Abdlallah (Administrative Assistant)

[omarh@esfd.cdr.gov.lb](mailto:omarh@esfd.cdr.gov.lb)



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## 6.2 EU: Euro-Lebanese Centre for Industrial Modernization (ELCIM)

### Short description:

The ELCIM is co-financed by the European Union through the ISSP Programme (for SME support from the EU, see [www.smelebanon.com](http://www.smelebanon.com)). ELCIM ensures technical aid for Lebanese SMEs to improve their performance until they can attain international standards. This aid is in the field of formations and training sessions on new technologies, as well as production. The Centre will also assist the enterprises in the innovation and the improvement of their production. However, ELCIM does not offer loans to the enterprises; it facilitates their access to loans through financial feasibility studies.

Business sector(s) Manufacturing sectors

Target population: Lebanon

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Capacity building in finance:

- Access to KAFALAT guarantee facilities
- Access to EIB and other commercial loans
- Improving financial reporting of enterprises: qualified financial statements
- Feasibility study targeted at facilitating access to long term financial resources
- Training for companies to improve financial reporting
- The SME must contribute 20% of the action cos

### Application process:

E- mail: [r.habre@elcim-lb.org](mailto:r.habre@elcim-lb.org)

Website: [www.elcim-lb.org](http://www.elcim-lb.org)

Industrial Research Institute

Address: Lebanese University Campus Hadath (Baabda)

P.O. Box 11- 2806, Beirut

Tel.: + 961 (0) 5 464867

Fax: + 961 (0) 05 465078

Application forms may be downloaded from the ELCIM website.

Eligibility criteria:

- private manufacturing SMEs from all sectors;
- Lebanese companies registered in the commercial registry;

- those that have been established for a minimum of two years;
- those with a minimum of five registered employees;

#### Funding Start-ups and SME Innovation

- Members of the Chambers of Commerce, Industry and Agriculture and/or Associations/Syndicates;
- must have valid financial statements.

### 6.3 Lebanon: BADER – Young Entrepreneurs Program

**Short description:**

The BADER Young Entrepreneurs Program is a community of inspired and committed young business leaders engaged in supporting young entrepreneurs and promoting small businesses. The Bader Young Entrepreneurs Program was established in late 2005 under the joint initiative of the Finance Minister and 40 young Lebanese business leaders who were willing to dedicate the energy, enthusiasm, financial resources, and time to give back to their community. Based in Beirut, Lebanon, Bader works nationwide with leading educational and financial institutions and other partners, mentoring start-ups, running business plan competitions with MIT Lebanon and supporting networking between businessmen. BADER was among the initiators of Building Block Equity Fund.

Business sector(s) Mentoring: Fashion, Technology, Industry and Design.

**Target population:** Lebanon

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants and equity

**Application process:**

BADER Young Entrepreneurs Program  
 Berytech Building - Damascus Road  
 National Museum area  
 Beirut – Lebanon  
 Tel: + 961 (1) 612 500 ext. 121 or + 961 (3) 19 89 89  
 Fax: + 961 (1) 612 500 ext. 108 or + 961 (1) 611 005  
 Mob.: + 961 (3) 19 89 89  
 E-mail: [info@baderlebanon.com](mailto:info@baderlebanon.com)

Website: [www.baderlebanon.com](http://www.baderlebanon.com)

- Mentoring

Contact BADER for information on deadlines. A contest is open to young Lebanese between the ages of 25 and 40 with a project they wish to implement in Lebanon. Bader recommends that you apply as part of a team of two to three individuals.

Winning teams will benefit from the coaching and support of mentors to get their business started. They will be introduced to potential support and funding institutions such as Berytech, Kafalat, IDAL, or the Economic and Social Fund for Development (ESFD).

- MIT Business Plan contest



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See [www.mitarabcompetition.com](http://www.mitarabcompetition.com) for details (USD 50,000 award for the winner, and the 3 top winners benefit from free coaching from the MIT Enterprise Forum team).



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## 6.4 Lebanon: Building Block Equity Fund

### **Short description:**

This USD 20 million fund (subscribed up to USD 16.35 million) invests mostly in growth projects. Still, 20% of the fund is dedicated to venture capital. It will invest in a maximum of 15 companies and start-ups. The Building Block Equity Fund a \$20M fund focusing on Lebanese and Lebanese related Small and Medium Enterprises (SMEs) had its closing ceremony on Monday 23 July 2007. The ceremony took place at the Phoenicia hotel in presence of top executives from the European Investment Bank and Proparco the commercial arm of the Agence Francaise pour le Developpement, the two larger investors in the fund, Lebanese banks- eight of whom invested in the fund-, and various preeminent figures from the economy and investment sectors. The closing was done at \$17M to be completed to the target before the end of the year.

**Target population:** Lebanon

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Equity

### **Amount offered:**

USD 0.3 million to USD 2.5 million

### **Total amount already committed and remaining budget to be dispatched:**

EUR 5 Million

### **Application process:**

Contact:

Email [info@thebbfund.com](mailto:info@thebbfund.com)

Website: [www.thebbfund.com](http://www.thebbfund.com)

The Building Block

Markaziah Bldg, Mere Gellas Street, Beirut Central District,

P.O. Box 175750 Beirut

Tel./Fax: + 961 1 999985

Mob.: + 961 3 475454

## 6.5 Lebanon: Kafalat

### Short description:

Kafalat helps SMEs by providing loan guarantees based on business plans/feasibility studies that show the viability of the proposed business activity. It processes guarantee applications for loans that are to be given by Lebanese banks to SMEs operating throughout Lebanon. Kafalat- guaranteed loans benefit from interest- rate subsidies. Among its guarantee schemes, Kafalat developed the "Kafalat Innovative guarantee" to support innovative start- ups specifically. Innovative start- ups are those demonstrating the potential to create significant commercial added value through innovation. The Kafalat Innovative guarantee is targeted at the following activities:

- development of a new product or service;
- development of a new production or business process;
- development of new uses for existing products;
- development of new types or modes of distribution or sales channels.

**Target population:** Lebanon

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Loan guarantees

Kafalat Innovative currently guarantees 90% of the value of the loan granted by the bank and 90% of the accrued interest during the grace period of + 3 months.

The borrower must commit to making a minimum contribution of 10% in personal equity towards the cost of the project, and the lending bank is not permitted to request any collateral in addition to the Kafalat loan guarantee from the borrower.

Term loan repaid over 7 years maximum, through equally monthly installments, including a grace period varying between 6 to 12 month.

### **Total amount already committed and remaining budget to be dispatched:**

Kafalat Innovative: between LBP 4 million and LBP 300 million

### **Application process:**

Kafalat S.A.L

Rue Hamra, Centre Piccadilly, 5ème étage, P.O. Box: 11- 641,  
Beyrouth

Tel.: + 961 346255

+ 961 1341300/1/2

Fax: + 961 1350111

E- mail: [kafalat@kafalat.com.lb](mailto:kafalat@kafalat.com.lb)

Website: [www.kafalat.com.lb](http://www.kafalat.com.lb)

Applications are submitted via the SME bank. Feel free to try several banks: different banks have different policies and a project rejected by one bank may be accepted by another.

**Eligibility:**

- The SME shall provide evidence in the form of a business plan, that it is able to repay the loan.
- The SME must not be engaged in any of the activities excluded under the scheme as stated below.
- The start- up must be a bona fide new business venture that has not conducted any commercial operations in the past.
- The start- up should be a Lebanese- registered entity employing a majority of Lebanese in its labor force, with Lebanese majority shareholders; in the case of a sole trader or partnership, the individual or main partner should be over 18 years of age.
- No default under any credit facility should have occurred during the two years prior to the date of loan request for any of the partners associated with the start- up.

Preferably, the SME should also:

- have the potential to export;
- have the potential to generate significant added value and/or use local raw materials and/or introduce new and innovative technologies;
- operate in rural areas promoting basic infrastructure and financial support;
- work with new prototypes, products and inventions based on detailed market analysis, and financial and technical appraisals.



The Invest in Med programme aims at developing sustainable trade relationships, investments and enterprise partnerships between the two rims of the Mediterranean. Funded by the European Union, it is implemented by the MedAlliance consortium, which associates EuroMed economic development organisations (ANIMA, union of investment organisations), (ASCAME, union of Mediterranean chambers) (EUROCHAMBRES, union of European Chambers), and (BUSINESSMED, union of industrial federations). The members of these networks, as well as their special partners (UNIDO, GTZ, EPA Euroméditerranée, World Bank, etc.), gather a thousand of economic actors - mobilised through pilot initiatives centered on key Mediterranean promising niches. Each year, a hundred operations associate the 27 countries of the European Union and 9 Mediterranean partner countries. [www.invest-in-med.eu](http://www.invest-in-med.eu)

## 7 Morocco

### 7.1 Morocco: ANPME

#### **Short description:**

The National Agency for SMEs (ANPME) is a state agency in charge of coordinating national tools, networks and initiatives supporting the modernization of the SMEs. It also acts as a policy advocate promoting the simplification of procedures for entrepreneurs. The Agency hosts the Project Management Unit of the Industrial Modernization Programme, which is financed by the European Union, and is the national focal point of the Medibtikar programme.

The Agency does not provide funding to companies, except for those companies supported by the Modernization Programme, but their website is a good portal for finding your way in Moroccan entrepreneurship.

**Target population:** Moroccan

#### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Within the Industrial Modernization Programme:

- training and coaching within the enterprises' modernization process
- guarantees to facilitate credits
- venture capital
- credits

#### **Amount offered:**

MAD 1 million for sole promoters/project

MAD 3 million for a group of companies.

Repayment : 7 years

#### **Application process:**

Address: 10, Rue Ghandi, 5ème étage, BP 1135, Rabat

Tel.: + 212 (0) 37 70 84 60

Fax: + 212 (0) 37 70 76 95

E- mail: [anpme@anpme.ma](mailto:anpme@anpme.ma)

Website: [www.anpme.ma](http://www.anpme.ma)

#### **Eligibility criteria**

- Moroccan companies, except subsidiaries of foreign companies;  
Funding Start-ups and SME Innovation

- industrial companies with staff of more than 20 persons, 3 executive members of staff and a turnover of more than MAD 2.5 million (50% of which comes from transformation);
- service company linked to the industry with staff of more than 10 persons, 3 executive members of staff, and a turnover of more than MAD 1 million;
- company must be at least two years old.

### Funding

The programme covers 90% of the expertise needed for modernization, with 10% provided upfront by the company.



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## 7.2 Morocco: Banque Al Amal

### Short description:

BANK AL-AMAL offers financial aid for the realization of creation schemes or enterprise development, especially those initiated by Moroccans living or having lived abroad.

Participative loans appear to be a very good product for developing SMEs for these reasons:

- a) the funds are commonly considered as equity and therefore reinforce company capacity to mobilize long- to mid- term credits to finance its investments, and
- b) they associate the bank with the company, but without any interference in the management of the company.

Business sector(s) All productive sectors

Target population: Moroccan

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Participative loans (below 20% of the capital), or long- to mid-term credits coupled with credit granted by other banking institutes.

### Amount offered:

Maximum funding is 40% of the project, and a maximum of MAD 5 million.

### Application process:

Address: 288, Bd Zerktouni, Casablanca

Tel.: + 212(0) 22 22 69 26/27/28

Fax: + 212(0) 22 22 69 30

E- mail: [bankalamal@iam.net.ma](mailto:bankalamal@iam.net.ma)

Website: [http://www.alamalbank.com/en\\_site/](http://www.alamalbank.com/en_site/)

Applicants must be Moroccans expatriated in France, having an enterprise project in Morocco in areas other than real estate and trading.



## 7.3 Morocco: Dayam

### Short description:

A USD 5.88 million seed fund in the process of being created by the Saham Group (Morocco). The fund is aimed predominantly at supporting spin-offs from the Saham Group and its subsidiary CNIA Insurance. More generally, it is dedicated to talented Moroccan entrepreneurs.

### **Profile**

Type of funding Equity, 100% in seed funding

Average ticket Maximum EUR 50,000

Business sector(s) No sector focus

Target population: Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Type of funding Equity, 100% in seed funding

### Amount offered:

Maximum EUR 50,000

### Application process:

Priority given to investment in innovation.

Contact the company to apply. Website: [www.sherpafinance.com](http://www.sherpafinance.com)

Contact Address: 16, rue Ali Abderrazak - ex Mirabeau, Casablanca

Tel.: + 212 (0) 22 77 84 10

+ 212 (0) 22 77 84 26

Fax: + 212 (0) 22 77 84 29

## 7.4 Morocco: Fond de garantie pour la création de la jeune entreprise

### Short description:

Fund managed by the Caisse Centrale de Garantie under the Ministry of Finances. It is dedicated to facilitating bank financing of Moroccan enterprise promoters between the ages of 20 and 45.

Business sector(s) No sector focus

Target population: Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

85% guarantee for credits accepted by banks; the credit must cover a maximum of 90% of the investment. Duration: Minimum of 7 years  
Cost: 1.5% of the guaranteed amount.

### Amount offered (average, min-max):

MAD 1 million for sole promoters.  
MAD 3 million for a group of companies.

### Application process:

Caisse Centrale de Garantie/ Service de la Communication et de la Documentation

Address: Centre d'Affaires, Boulevard Ar Ryad, Hay Ryad,  
Rabat, B.P. 2031

Tel.: + 212 (0) 037 71 68 68

+ 212 (0) 37 71 68 79

Fax: + 212 (0) 37 71 57 15

E- mail: [ccg@ccg.ma](mailto:ccg@ccg.ma) [h.serghini@dtfe.finances.gov.ma](mailto:h.serghini@dtfe.finances.gov.ma)

Website: [www.ccg.ma](http://www.ccg.ma)

Applications are made through the bank providing the credit.

Applications include at the very least:

- a feasibility study (economic, technical, etc.);
- if an extension is applied for, accounts for the past two years and tax documents are required.

Processing period is 10 days.

## 7.5 Morocco: Fonds de Garantie Meda I (PAIGAM)

### Short description:

Fund managed by the Caisse Centrale de Garantie under the Ministry of Finances. It is dedicated to enterprises which are not older than two years.

Target population: Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Loans

### Amount offered:

Min: EUR 100.000

Max: EUR 700.000

### Application process:

Applications are made through the bank providing the credit.

Délégation de de la Commission Européenne à Rabat

M. Sylvain DAUBAN, Chef du projet

Tél : 037 680534/43 - Fax : 037680550

Email : [paigam@3sinfo.com](mailto:paigam@3sinfo.com)

Caisse Centrale de Garantie : Service de la Communication et de la Documentation

Centre d'Affaires, Boulevard Ar Ryad, Hay Ryad, Rabat, B.P. 2031

Tél : 037 71 68 68 / 037 71 68 79 Fax : 037 71 57 15

Site web : [www.ccg.ma](http://www.ccg.ma)

Email: [ccg@ccg.ma](mailto:ccg@ccg.ma)

## 7.6 Morocco: H Partners Moroccan Hospitality Investment Fund

### Short description:

H Partners invests in the Tourism sector of Morocco.

Target population: Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Equity

### Amount offered:

Min.: 60 Million DH (EUR 5.3 Mill)

### Total amount already committed and remaining budget to be dispatched:

6 Milliards DH

### Application process:

#### **ATTIJARIWAFABANK**

02, Boulevard Moulay Youssef Casablanca  
MOROCCO

Email: [contact@attijariwafa.com](mailto:contact@attijariwafa.com)

Tel: +212 22 29 88 88

Fax: +212 22 29 41 25

Webpage: <http://www.attijariwafabank.com/>

## 7.7 Morocco: Innov'act

### Short description:

Programme initiated by R&D Maroc in 1997. R&D Maroc's main goal is to strengthen and solidify financial support for R&D activities in SMEs. To this end, the program INNOVACT focuses on two main activities:

- a) direct support of to up to 20 R&D projects launched by SMEs, and
- b) formulating a strategy report that will form the basis of the association's advocacy strategy to convince the Moroccan government to design R&D policies that are more relevant to the private sector.

Business sector(s): Metal, mechanical, electronic and electric industries; Chemical and Para- chemical industries; Agro-industries; Textiles-Clothing sectors; Water and environment technologies.

Target population: Morocco

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Subsidies with collaterals

### Amount offered:

Average: MAD 200,000

### Application process:

R&D Maroc

Address: Place du 16 novembre. Immeuble Habous. 51A  
20000 Casablanca

Tel.: + 212 (0) 22 22 44 66 or +212 (0) 22 22 54 53

Fax: + 212 (0) 22 22 55 59

E- mail: [rdmaroc@menara.ma](mailto:rdmaroc@menara.ma) or [direction@rdmaroc.com](mailto:direction@rdmaroc.com)

Website: [www.rdmaroc.com](http://www.rdmaroc.com)

Submit your application online at the following address:

[www.rdmaroc.com/telechargement/seminaire/DossierSoumission.doc](http://www.rdmaroc.com/telechargement/seminaire/DossierSoumission.doc)

### Eligible projects

Projects leading to the improvement of the competitiveness of the SME, and complying with the following criteria:

- significant innovative potential,
- scientific, technical, economic and social outcomes expected,

## Funding Start-ups and SME Innovation

- sustainability of the project's results.

### Duration

The duration is a maximum of two years, with the possibility of extending this for six months.

### Project financing

The MAD 200,000 grant is to finance:

- the researcher income (max MAD 6,000/month),
- the researcher tutor income (minimum of MAD 50,000 for the project duration),
- expenses for the lab or technical centre, and those expenses incurred for the project.

The company must bring at least the same amount of funding as the Innov'act grant.

## 7.8 Morocco: Moroccan Infrastructure Fund

### Short description:

The Moroccan Infrastructure Fund ("MIF" or the "Fund") was established in 2006. Main focus is to capitalize on the ongoing reforms designed to spur economic growth in Morocco.

Business Sector: Infrastructure, Energy, Telecommunications, Transport, National Resources, Water, Hygiene and Environment

**Target population:** Moroccan

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Equity, quasi-equity and convertible debt instruments

**Amount offered (average, min-max):**

MAD 50 million to MAD 150 million (EUR 4.4 Million – EUR 13.3 Million)

**Total amount already committed and remaining budget to be dispatched:**

MIF has MAD 800 million (EUR 70.7 million)

**Application process:**

### **ATTIJARIWAFABANK**

02, Boulevard Moulay Youssef Casablanca  
MOROCCO

Contact Person: Geraldine Mermoux - mermouxg@ecpinvestments.com

Webpage: <http://www.attijariwafabank.com/>

Tel: +212 22 29 88 88

Fax: +212 22 29 41 25



## 7.9 Morocco: Moukawalati

### Short description:

Moukawalati is a state programme aimed at creating 30,000 small companies — for investment under MAD 250,000 — in all the regions of Morocco at the end of 2008.  
Business sector(s) No sector focus

**Target population:** Moroccan

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- Loan paid back within 6 years.
- State credit guarantee for 85% of the loan.

### Amount offered:

Maximum of MAD 15,000, representing a maximum of 10% of the total investment

### Application process:

#### Eligible projects

- Promoters must be Moroccan citizens.
- The age limit is 20 to 45 years of age.
- Start- up project validated by ANAPEC.
- Cost of the project between MAD 50,000 and 5 million.
- Maximum of 2 promoters per project (every project over MAD 250,000 must be promoted by 2 persons).

#### Project financing

Pre-financing without interest and bank credit:

- Advance of a maximum of 10% of the investment project: maximum of MAD 15,000 for projects under MAD 250,000 of investment, and MAD 30,000 for projects with over MAD 250,000 investment.
- Bank loan: 90% max.

Moukawalati has offices in numerous regions, see exact details here: [www.moukawalati.ma/adresses.cfm](http://www.moukawalati.ma/adresses.cfm)

## 7.10 Spain: COFIDES: Morocco facility

### Short description:

Viable projects undertaken in Morocco and involving some manner of Spanish interest, regardless of the type of business. The priority sectors are Agroindustry, Rural electrification and renewable energy, Environment and waste treatment, Telecommunications, Urban and interurban transport, Tourism

**Target population:** Moroccan

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Financial support: Capital holdings, Joint venture loans, Other medium- and long-term syndicated instruments

### **Amount offered:**

Ceiling: under the joint venture formula, the lower of 25 million euros or 70% of the total project investment. Capital holdings are limited to 49% of the project company's share capital.

Minimum: 250,000 euros

Present capital endowment (2009): 50 million euros.

### **Application process:**

Applications must be submitted to COFIDES

### **Contact Details:**

Morocco Office

33, Bvd Moulay Youssef, 1ère étage

Casablanca (Morocco)

Phone : (+212) 5 22 47 56 22

Fax: (+212) 5 22 47 56 88

E-mail: [nmontoya@mcx.es](mailto:nmontoya@mcx.es)

## 8 Syria

### 8.1 EU: SME Fund II

#### **Short description:**

In December 2007, the EIB- FEMIP signed a EUR 80 million agreement with the Syrian Ministry of Finance on a credit line — the SME Fund II— aimed at the partial financing of long- term investments undertaken by private- sector SMEs in a wide number of sectors. These financing services will be distributed by the public and private Syrian banks. This agreement builds on the existing SME Fund signed in 2003. The management unit of this SME Fund (FMU) is in charge of the implementation of this measure in national banks, for them to become intermediaries between clients and SME Fund and offer loans.

Business sector(s) Industry; Services; Infrastructure; Tourism; Energy; Environmental protection; Health and Education

**Target population:** Syria

#### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Loans, Equity and Technical Assistance

#### **Total amount already committed and remaining budget to be dispatched:**

80 Million Euro

#### **Application process:**

Application is made through Syrian banks. Contact FMU to find out which banks are affiliated.

SME Fund management unit (FMU)  
 CBS Building – 11th Floor, Yossef Al Azmed Square, P.O. Box  
 6079, Damascus  
 Tel.: + 963 11 446 742 30  
 Fax: + 963 11 245 35 13

## 8.2 EU: Village Business Incubator (VBI)

### **Short description:**

The VBI develops female enterprises by providing a flexible package of business management and technical training, including business planning, product diversification, marketing and promotion. Targeting both potential and existing entrepreneurs in Ain al Tineh and eight other villages in the Lattakia Governorate, VBI supports women between 20 and 50 years old from low-income, landless and large households, who are at least functionally literate and have sufficient arithmetic abilities.

**Target population:** Syria

### **Type of funding:**

Enterprise management and technical training, business planning and counseling, product development and design, marketing and promotion.

### **Total amount already committed, and remaining budget to be dispatched:**

EC Funding €552,112

### **Application process:**

Shouk Abdel Aziz., National Project Coordinator  
 Tel. +963 - 41 443 943 , fax. +963 41 443 944  
 E-mail: [s.abdelaziz.vbi@syriatrust.org](mailto:s.abdelaziz.vbi@syriatrust.org)  
 website: [www.vbi-lattakia.org](http://www.vbi-lattakia.org)

## 8.3 Syria: SME Support Programme

### Short description:

The SSP or SME Support Programme has recently been established to improve the competitiveness of the Syrian SME sector. It is based at a newly developed national organization: the Syrian ENTERPRISE Business Centre (see the "Institutions and Associations" section). It builds upon the achievements of the Syrian EUROPEAN Business Centre established in 1996. It started operating in 2006 and is not yet fully operational. It will support the delivery of business and export development services, and financial and policy advice. In particular, it aims to improve access to medium- and long- term capital as well as information on export market opportunities. At the moment, the programme is organizing training sessions for SMEs on how to approach a bank and formulate their needs for financing.

**Target population:** Syria

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

Loans, Technical Assistance and Capacity building

**Amount offered:**

SEBC will cover 25% of the cost. Hence, the applicant is responsible for the remaining 75%.

**Application process:**

Contact SEBC to attend the workshops.

SEBC

P.O. Box: 36453

Damascus, Syria

Tel.: + 963 11613- 3865

Fax: + 963 11613- 3866

E- mail: [sebc@sebcsyria.com](mailto:sebc@sebcsyria.com)

Website: [www.sebcsyria.com](http://www.sebcsyria.com)

Application for financial aid available under

[http://www.sebcsyria.com/web2008/art.php?art\\_id=1359](http://www.sebcsyria.com/web2008/art.php?art_id=1359)

## 8.4 Syria: SYEA Ventures

### **Short description:**

SYEA Ventures is a national programme that supports the implementation of prominent small and medium business ideas in Syria. SYEA Ventures provides entrepreneurs with the basic toolkit to implement their business ideas and assigns industry expert mentors to participants. Additionally, the programme grants financial support through competitions. It is worth participating in this competition, since the selection committees and the mentors assigned to each competitor might be potential business angels investing in your business.

**Target population:** Syria

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants

### **Amount offered (average, min-max):**

Max: SYP 1,000,000 per award winner (EUR 12,500)

### **Application process:**

SYEA Administration

Address: Al Rawda - St Fawzy Al Ghazzy, 80 Syria

Tel.: + 963 11 33502255

Fax: + 963 11 33502373

Website: [www.syea.org](http://www.syea.org)

Contact form available under :

[http://www.syea.org/index.php?option=com\\_contact&Itemid=9](http://www.syea.org/index.php?option=com_contact&Itemid=9)

### **Eligibility**

- Applicants must be between 20 and 45 years of age (individuals or teams can participate).
- The new venture's required financing for the project to get off the ground should not exceed SYP 1,000,000, unless the difference is secured by the participating team.
- Syrians or non- Syrians can be part of the team, as long as it contains at least one Syrian; the venture should be based in Syria.
- Applicants should not have won another competition with the same idea.
- Each candidate can be part of one team.

- The new venture should be a profitable business.

### Competition steps

1. Registration.
2. Pre- screening (some elimination).
3. Idea competition: meeting with a committee to present the idea of the enterprise project. All teams presenting their ideas will be able to attend the SYEA Ventures training programme, which includes business planning workshops, strategic management, team building, presentation skills, etc.
4. Entrepreneurship competition: an industry expert (mentor) will be assigned to each team.
5. Award ceremony: SYP 1 million for the winning project.



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## 9 Tunisia

### 9.1 Germany: KfW: Credit Lines “Mise à Niveau I” and “Mise à Niveau II”:

#### **Short description:**

Since 1998 and 2001, respectively, the two Credit Lines have aimed at refinancing mid and long term investments of Tunisian small and medium industrial and commercial enterprises (modernization and new investments as well as immaterial investments) in order to support the Tunisian SME’s competitiveness and modernization processes. By the help of accompanying measures/TA funds participating Tunisian partner banks have been supported in a professional credit risk assessment and an adequate credit portfolio management. In addition, support has been given to the „Bureau de Mise à Niveau (BMN)“ in regards to awareness raising of participating institutions and to coaching for SMEs in order to facilitate the SME’s participation in the Tunisian Mise à Niveau Programme (PMN) and the offered refinancing facilities.

#### **Target population:**

Profitable private tunesian small and medium industrial and commercial enterprises (excluding the tourism sector) and their employees; small SMEs which only have very limited access to the Tunisian Mise à Niveau Programme have been targeted in particular. Four (Mise à Niveau I) and respectively six (Mise à Niveau II) Tunisian partner banks and their credit management and officer staff act as intermediaries.

#### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Loan/Credit Line to four, and respectively six, Tunisian partner banks;  
Grants for TA.

#### **Amount offered:**

Mise à Niveau I: EUR 42.0 million + EUR 1.8 million for TA

Mise à Niveau II: EUR 32.2 million + EUR 0.2 million For TA

**The two Credit Lines Credit Lines are currently brought to a close.**

#### **Loan application process for Tunisian SMEs:**

Credit application to Tunisian partner banks imply detailed business and credit analyses by the partner banks as well as an thorough assessment of the client's market position, production technique and organization form.

**Contact person:**

KfW Entwicklungsbank

Dr. Daniela Beckmann, Project Manager

[daniela.beckmann@kfw.de](mailto:daniela.beckmann@kfw.de)



The Invest in Med programme aims at developing sustainable trade relationships, investments and enterprise partnerships between the two rims of the Mediterranean. Funded by the European Union, it is implemented by the MedAlliance consortium, which associates EuroMed economic development organisations (ANIMA, union of investment organisations), (ASCAME, union of Mediterranean chambers) (EUROCHAMBRES, union of European Chambers), and (BUSINESSMED, union of industrial federations). The members of these networks, as well as their special partners (UNIDO, GTZ, EPA Euroméditerranée, World Bank, etc.), gather a thousand of economic actors - mobilised through pilot initiatives centered on key Mediterranean promising niches. Each year, a hundred operations associate the 27 countries of the European Union and 9 Mediterranean partner countries. [www.invest-in-med.eu](http://www.invest-in-med.eu)

## 9.2 Germany: KfW: “ETAPPE” (Engagement Tuniso-Allemand pour la Promotion des Petites et moyennes Entreprises)

### Short description:

ETAPPE (under preparation) aims at strengthening the Tunisian Banking Sector and at supporting the sustainable access to finance for small and medium Tunisian enterprises. In order to ensure structural impacts in the Tunisian banking sector it has been envisaged and agreed to refer to a number of guiding principles for the programme. Among them, the adherence to market driven and risk adjusted pricing as well as the careful selection of a limited number of Tunisian partner banks according to international performance criteria and their strategic focus can be considered the most important ones. Promoter of the Project is the Tunisian Central Bank (BCT). TA funds will be used in favour of the to be selected partner banks and BCT as the Programme’s Executing Agency. Details of the programme design are currently under preparation.

Target population: Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Loan + grants for TA.

### Amount to be offered:

EUR 39.6 million + EUR 3.0 million for TA.

### Contact person:

KfW Entwicklungsbank  
 Dr. Daniela Beckmann, Project Manager  
 daniela.beckmann@kfw.de

### 9.3 Tunisia: ATIC

#### **Short description:**

First entirely private bank in Tunisia; Amen Bank appears to be quite dynamic and more risk-compatible than the traditional banks of the country. Besides its investments in several investment funds, Amen Bank offers a wide range of credit solutions for Tunisian SMEs, both in Tunisian Dinars and in foreign currencies.

**Target population:** Tunisia

#### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Wide range of short-, mid- and long-term credit in Tunisian Dinars.  
Credit for financing of imports and exports in foreign currencies.

#### **Application process:**

AMEN BANK

Address: Av. Mohamed V, 1002 Tunis

Tel.: + 216 71 835 500

Fax: + 216 71 833 517

Website: [www.amenbank.com.tn](http://www.amenbank.com.tn)

## 9.4 Tunisia: BFPME

### Short description:

BFPME is a bank covering the full spectrum of activities to support SMEs: consulting, accompaniment and financing. It was created in March 2005 following law N° 65 2001. Its assets are TND 50 million, 25% of which are subscribed for the launch. BFPME is financing the purchase of equipment goods, civil works, working capital and immaterial capital, for enterprises being set up or under development.

Target population: Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- Mid- to long-term credit (2 to 10 years)
- prefinancing/guarantee for public procurements
- private equity for start-ups
- risk co-financing

### Amount offered:

Credit: TND 80,000 to TND 4 million (EUR 44.200 to EUR 2.2million)

### Application process:

Address: Avenue Mohamed V (ex: Immeuble BNDD),  
 Montplaisir, 1002 Tunis  
 Tel.: + 216 71 785 985  
 + 216 71 111 200 to 209  
 Fax: + 216 71 795 424  
 E- mail: [info@bfpme.com.tn](mailto:info@bfpme.com.tn)

Website: [www.bfpme.com.tn](http://www.bfpme.com.tn)

Projects can be submitted online on the BFPME website (documents and applications are available online).

## 9.5 Tunisia: FOPRODI (Fonds de Promotion et de Décentralisation Industrielle)

### Short description:

The Fund was created 1973 and reviewed 1999 (Decree 99-484). Its principal aim was to help new promoters to set up a firm, providing them with sufficient capital. The following table illustrates the incentives provided under the new formulation of the FORFPRODI for SMEs (new project promoters receive additional benefits, such as investment grant and co-financing schemes for land and building acquisition).

|   |   |
|---|---|
| Eligibility criteria                        | <ul style="list-style-type: none"> <li>• All off-shore industries</li> <li>• A list of selected on-shore industrial activities and services</li> <li>• Total investment cost, including working capital, not exceeding 3 million TD (about 2,1 million US\$)</li> <li>• 30% minimum equity</li> <li>• Concomitant participation of venture capital firms (SICAR)</li> </ul> |
| FOPRODI participation (through SICAR)       | <ul style="list-style-type: none"> <li>• 30 % of the equity for the investment quota up to 1 million TD (about 0.7 million US\$)</li> <li>• 10% of equity, for the investment quota exceeding 1 million TD</li> </ul>   |
| SICAR participation                         | <ul style="list-style-type: none"> <li>• 30 % of the equity for the investment quota up to 1 million TD</li> <li>• 10% of equity, for the investment quota exceeding 1 million TD</li> </ul>  |
| Grants for studies and technical assistance | <ul style="list-style-type: none"> <li>• 70% of total cost</li> <li>• Maximum amount financed: 20.000 TD (about 14.000 US\$)</li> </ul>   |
| Repayment                                   | <ul style="list-style-type: none"> <li>• 12 years</li> <li>• 5,8%</li> </ul>  |
| Additional advantages                       | <ul style="list-style-type: none"> <li>• 15% or 25% grant on investment cost, excluding working capital, if the projects fall within regional development areas or regional priority areas</li> </ul>   |

**Target population:** Tunisian

**Type of funding (grants, technical assistance, equity, loan, guaranty):**

- equity,
- grants

- technical assistance\

**Amount offered:**

Up to 07. million US\$ (loans)

Up to 14.000 US\$ (technical assistance)

**Application process:**

Contact listed by governorates:

<http://www.tunisieindustrie.nat.tn/en/doc.asp?mcat=12&mrub=92&msrub=209&dev=true>  
#Sicar



## 9.6 Tunisia: Investment Incentives Code– specific Tunisia

### **Short description:**

Investment in manufacturing industries and services as well as investments made by handicraft companies that employ at least 10 people are eligible for an investment premium at the following rates: 8% -25% of the cost of investment exclusive of working capital (the premium not to exceed 600,000 dinars), for activities located in the group of zones being encouraged in the framework of regional development. More information on the regional development zones are available under: [http://www.investintunisia.tn/site/eN/Article.php?id\\_article=789](http://www.investintunisia.tn/site/eN/Article.php?id_article=789)

**Target population:** every business with more than 10 people in Tunisia

### **Type of funding:**

There are numerous incentives, in the form of tax exemption, investment bonuses, no-cost infrastructure, and assumption of employer's share of social costs and technical assistance.

- Tax relief on reinvested profits and income up to 35% of the income or profits subject to tax.
- Financial support for amounts paid for social security levies
- Customs duties exemption for capital goods that have no locally made counterparts.
- VAT limited on capital goods imports (1999 Finance Act provisions).

### **Amount offered:**

Up to 600.000 Dinar (500.000 US-\$ exchange rate 1: 0,8333 on the 07/08/09)

### **Application process:**

Loans and Applications for Agricultural Sector:

The Agency for Agricultural Investment Promotion

62, rue Alain Savary

1003, Tunis-El Kadhra

Tel. : (216) 71 771 300

Fax : (216) 71 808 453

e-mail : [prom.agri@apia.com.tn](mailto:prom.agri@apia.com.tn)

web: [www.tunisie.com/APIA](http://www.tunisie.com/APIA)

Loans/Grants Information and Applications for Industrial Sectors.

Follow Guide than Financing:

API

The Agency for Promotion of Industry

63, rue de Syria

1002, Tunis-Belvédère

Tel. : (216) 71 792 144

Fax : (216) 71 782 482

e-mail : [api@api.com.tn](mailto:api@api.com.tn)

web : [www.tunisianindustry.nat.tn](http://www.tunisianindustry.nat.tn)

## 9.7 Tunisia: La Société Tunisienne De Garantie (SOTUGAR)

### **Short description:**

SOTUGAR was created in 2003 to guarantee credits and participation from banks and SICAR companies to SMEs in the industry and services sectors.

Business sector(s) Industry (manufacture) and services (IT, software, consulting)

**Target population:** Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Guarantee of 75% for mid- to long-term credit, and SICAR investments

### **Amount offered (average, min-max):**

TND 50 000 to TND 3 million (EUR 27.6 K to EUR 1.65million)

### **Application process:**

SOTUGAR

124 Avenue de la liberté, 1002 Tunis

Tel.: + 216 71 28 24 60

+ 216 71 28 19 90

Fax: + 216 71 28 09 55

E- mail: [contact@sotugar.com.tn](mailto:contact@sotugar.com.tn)

Website: [www.sotugar.com.tn](http://www.sotugar.com.tn)

Contact SOTUGAR.

Eligible companies: those that have been established for less than three years.

## 9.8 Tunisia: PIRD

### Short description:

The PIRD (Prime d'Investissement pour la R&D) aims at financing the results of R&D in established companies. It is distributed by the Ministry of Higher Education, of Scientific Research and Technology.

Business sectors: Industry, Agriculture and Fish

Target population: Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

Grants 50% of the investment amount. 2% collateral may be demanded.

### Amount offered:

Up to TND 25,000 for studies; and TND 100,000 for the realisation of prototypes

### Application process:

Ministère de l'enseignement supérieur, de la recherche scientifique et de la technologie.

Direction de la recherche et du développement technologique

Lotissement Ennassim HBC13 - Montplaisir 1073 Tunis

Tel.: + 216 71 796 043

Fax: + 216 71 796 165

E- mail: [mrstdc@ministeres.tn](mailto:mrstdc@ministeres.tn)

Website: [www.rsit.rnu.tn/presentation/pird.htm](http://www.rsit.rnu.tn/presentation/pird.htm)

A technical application must be presented to the Ministry of Higher Education, of Scientific Research and Technology, including the following:

- a formal request to the Minister;
- a technical and economic presentation of the project;
- an application form, available from the Ministry of Higher Education, of Scientific Research and Technology, to be given in quintuplicate (i.e. five copies).

The application is evaluated either by two professors, or by a technical centre. It is then passed on to the consultative commission for final advice.

## 9.9 Tunisia: PNRI

### **Short description:**

The Programmes Nationaux de Recherche et Innovation (PNRI) has been designed to adapt human and technological resources from public research structures to the needs of Tunisian companies, especially SMEs, in the field of ICTs.

**Target population:** Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants

### **Application process:**

Ministère de l'enseignement supérieur, de la recherche scientifique et de la technologie  
 Direction de la recherche et du développement technologique  
 Tel.: + 216 71 796 043  
 Fax: + 216 71 796 165  
 E-mail: [mrstdc@ministeres.tn](mailto:mrstdc@ministeres.tn)

Website: [www.rsit.rnu.tn/presentation/pnri.htm](http://www.rsit.rnu.tn/presentation/pnri.htm)

Contact the Ministry of Higher Education, of Scientific Research and of Technology. Application forms can be downloaded online. In order to qualify, applicants should make sure that their project fulfils the following criteria:

- associates at least one public research structure and at least one private company;
- has the potential for a significant innovation with a significant economic impact;
- can be applied quickly.

## 9.10 Tunisia: Réseau National des Pépinières d'Entreprise

### Short description:

The national network of incubators is managed by API (Agency for the Promotion of Industry). API, which is under the Ministry of Industry, Energy and SMEs, has signed an agreement with the Ministry of Higher Education, Scientific Research and Technology, in which they have committed to support the emergence of projects within these incubators. The main support given to the projects promoters is training (Entrepreneur guidebook, business plan, legal, technical and marketing guidelines). Most importantly for the purposes of this guide, one of these incubators' missions is to facilitate and support entrepreneurs in fund seeking.

**Target population:** Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Support in accessing financing structures

### **Application process:**

Agence de Promotion de l'Industrie (API)  
 Address: 63, rue de Syria, 1002 Tunis Belvédère  
 Tel.: + 216 71 792144  
 Fax: + 216 71 782482  
 E- mail: [api@api.com.tn](mailto:api@api.com.tn)

Step 1:

The entrepreneur contacts the incubator directly, to get an application form.

Step 2:

A first evaluation meeting is scheduled, to help the entrepreneur in putting together his or her application.

Step 3:

Meeting of the Agreement Committee to evaluate the project (agreement, reshuffling, and rejection).

Step 4:

Once agreed by the Agreement Committee, a contract is signed agreeing on the services to be delivered by the incubator, and the entrepreneur is granted access to its offices.

## 9.11 Tunisia: RITI

### **Short description:**

The Fund for Valuing the Results of Research (VRR – Valorisation des résultats de la recherche) is dedicated to lab researchers who partner with an industrial company for three years of the project duration. It is distributed by the Ministry of Higher Education, of Scientific Research and Technology.

Business sector(s): Research labs

**Target population:** Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Grants

### **Amount offered:**

From EUR 40,000 to EUR 125,000

### **Application process:**

Ministère de l'enseignement supérieur, de la recherche scientifique et de la technologie

Direction de la recherche et du développement technologique

Tel.: + 216 71 796 043

Fax: + 216 71 796 165

E-mail: [mrstdc@ministeres.tn](mailto:mrstdc@ministeres.tn)

Website: [www.rsit.rnu.tn/presentation/vrr.htm](http://www.rsit.rnu.tn/presentation/vrr.htm)

Contact the Ministry of Higher Education, of Scientific Research and of Technology. It is necessary to have an industrial partner for the duration of the project.

## 9.12 Tunisia: SIDCO (Société d'Investissement et de Développement du Centre-Ouest)

### Short description:

The targeted companies SIDCO, a proximity entity dedicated to private equity, provides funding in shareholders' equity or equivalent adapted to your needs along with a follow-up scheme to ensure the success and development of your project. We invest in shareholders' equity, thus becoming partners/shareholders on your side. SIDCO aims at regional SMEs having a genuine growth potential

Set up in the centre western area of Tunisia (the governorates of Kairouan, Kasserine, Sidi Bou Zid)

At the stage of start-up, creation, development, expansion, upgrading, transfer, privatization, spin-off).

Invest in all sectors of the economy (industry, services, innovating and exporting agriculture) except real estate and purely-lucrative activities.

Target population: Tunisia

Type of funding (grants, technical assistance, equity, loan, guaranty):

- Equity
- Loans
- Technical Assistance
- Grants

Amount offered:

For sums usually comprised between 100 thousand and 500 thousand dinars.  
For an average period of 7 years.

Application process:

Sidco-sicar  
Avenue Imam Sahnoun,  
Immeuble Dar El Fallah  
Kairouan-3100  
E-mail : [sidco.sicar@gnet.tn](mailto:sidco.sicar@gnet.tn)

**Website:** <http://www.sidco-sicar.com/>





Tel: 216 77 233 222 / 77 233 322.  
Fax : 216 77 233 660.

A shareholding application is submitted to SIDCO accompanied by your project's business plan. You may submit your file either by snail or e-mail. For further details, please contact our team : [abida.sidco@gnet.tn](mailto:abida.sidco@gnet.tn).



The Invest in Med programme aims at developing sustainable trade relationships, investments and enterprise partnerships between the two rims of the Mediterranean. Funded by the European Union, it is implemented by the MedAlliance consortium, which associates EuroMed economic development organisations (ANIMA, union of investment organisations), (ASCAME, union of Mediterranean chambers) (EUROCHAMBRES, union of European Chambers), and (BUSINESSMED, union of industrial federations). The members of these networks, as well as their special partners (UNIDO, GTZ, EPA Euroméditerranée, World Bank, etc.), gather a thousand of economic actors - mobilised through pilot initiatives centered on key Mediterranean promising niches. Each year, a hundred operations associate the 27 countries of the European Union and 9 Mediterranean partner countries. [www.invest-in-med.eu](http://www.invest-in-med.eu)

## 9.13 Tunisia: Société de développement et d'investissement du Cap-Bon (SODICAB)

### **Short description:**

Launched in 1998, it aims at developing a new generation of entrepreneurs in the region targeted, as well as to promote and motivate investment and innovation.

**Target population:** Tunisia

### **Type of funding (grants, technical assistance, equity, loan, guaranty):**

Minority shares in equity (up to 49%), from early to expansion stages.  
Technical Assistance

### **Amount offered (average, min-max):**

Up to TND 450 000

### **Application process:**

SODICAB - Sicar S.A  
Address: Place 7 Novembre, Immeuble de la Jarre,  
BP 160, 8000 Nabeul  
Tel.: + 216 72 230 240  
Fax: + 216 72 230 161  
E- mail: [sodicab@sodicab.com.tn](mailto:sodicab@sodicab.com.tn)  
Website: [www.sodicab.com.tn](http://www.sodicab.com.tn)

SODICAB's action is limited to the Nabeul and Zaghouan governorates. However, projects related to the ICTs can be approved for the whole country. Contact staff for due diligence. Selected projects will receive financial and managerial assistance.

## 9.14 Tunisia: VRR

### Short description:

The RITI (Régime d'Incitation à l'Investissement dans les Technologies de l'information) supports entrepreneurs' projects in the ICT sector with grants and loans. It has been approved by the State Secretariat for Information, under the auspices of the Ministry of Communications Technologies.

Business sector(s):

- production or development of software or digital content
- production or development of high value added systems and solutions in the ICT sector
- development of innovative services based on ICT or targeting the ICT market

Target population: Tunisia

### Type of funding (grants, technical assistance, equity, loan, guaranty):

- Grants for a maximum of 49% of the company equity. Benefits on the capital are given to the entrepreneur to support the acquisition of the shares owned by RITI.
- Grants for projects of under EUR 400,000.
- Promoters must bring in 2% collateral.

### Amount offered:

Maximum of 95.000 Euro

### Application process:

Agence de Promotion de l'Industrie (API)

Address: 63, rue de Syria, 1002 Tunis Belvédère

Tel.: + 216 71 792144

Fax: + 216 71 782482

E- mail: [api@api.com.tn](mailto:api@api.com.tn)

Website: [www.tunisieindustrie.nat.tn](http://www.tunisieindustrie.nat.tn)

Contact the State Secretariat for Information under the auspices of the Ministry of Communications Technologies. Applicants should hold a university degree, propose an innovative idea in the field of ICT, and be fully dedicated to the realization of their project.