



WORK ON THE GROUND MARKET ACCESS TEAM

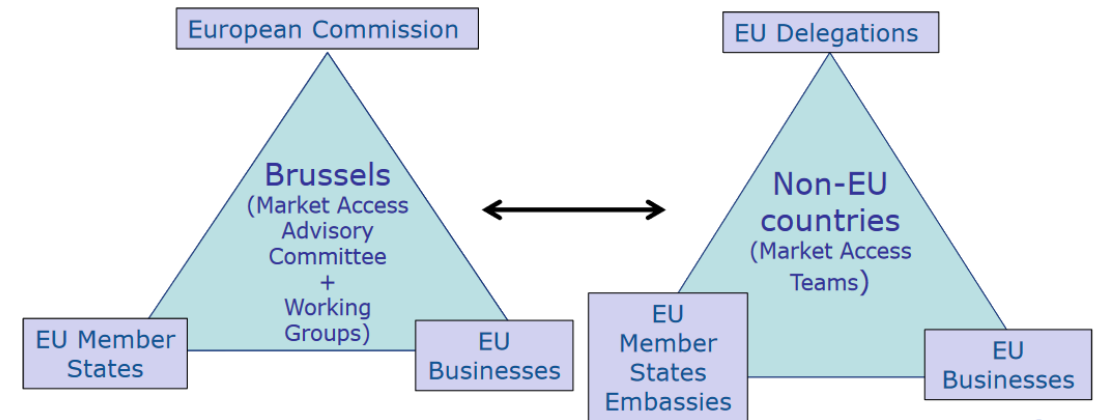
EU DELEGATION TO SOUTH AFRICA

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MARKET ACCESS PARTNERSHIP

1. The Market Access Advisory Committee (MAAC) + The Market Access Working Groups (MAWGs)
2. The local **Market Access Teams (MAT)** in third countries, established as diplomatic trade tools in third countries
3. The format of a MAT ranges from regular trade counsellor's coordination meetings on market access issues (between DEL, MS and business when appropriate) to working group-type meetings.

Regular meetings in Brussels and in non-EU countries



SA MARKET ACCESS TEAM - TOOLS

- Regular trade and agri counsellors
- Regular engagement with MS + business (chambers, associations, individual companies)
- Working likeminded countries/domestic stakeholders
- Support instruments: DF, PI, DCI

CHALLENGES IN SA

- Ideology and weak government departments
- Barriers are systemic
- MS and companies do not want to stick out their necks
- Lack of coordinated approach by EU business
- Team approach has been challenging

INVESTMENT: Collaborative EU approach

Local content regulations

Black Economic Empowerment rules

Public Procurement issues

Incremental effort since 2014 towards coherent and concerted business voice

- EU-SA BUSINESS LINKS (first business survey and seeds of EU chamber)
- SUPPORT TO MAT (second business survey and advocacy papers)
- DF: Partnered with BMF to map EU contribution to transformation
- EU SA PARTNERS FOR GROWTH

European Economic Diplomacy
Partnership approach



INVESTMENT: Collaborative EU approach

ACTIONS UNDER EU SA PARTNERS FOR GROWTH

Incremental effort: lay the **building blocks** towards creating WG with government

- Map EU business and contribution to transformation efforts:
Investment Climate Survey and WoW (who owns whom)
- Know stakeholders/build relationships
- Strengthen EU Chamber
- Roadmap based on the yearly SA Investment Conference
- #TeamEurope Investment Month Activities



Thank you



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Strategic corridors in Africa

Aligning EU strategic interests and African priorities



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Outline of the presentation

- Context and objectives
- What is a corridor ?
- The European way: sustainable, comprehensive and rules-based connectivity
- What are the strategic corridors in Africa from the EU's point of view?
- What criteria can be adopted to prioritise specific strategic corridors?
- Methodology for the selection of limited amount of strategic corridors

Context

- Africa 2063:
 - Africa Continental Free Trade Area (AfCFTA)
 - Programme for Infrastructure Development in Africa (PIDA)
- Africa-Europe Alliance Transport and Connectivity Task Force in 2019
- Joint Communication “Towards a comprehensive Strategy with Africa”
- EU Green Deal
- NDICI programming 2021-2027

But also: Belt and Road Initiative, Covid-19, etc...

Objective

- Select a limited number of strategic corridors in Africa that:
 1. Facilitate intra-African and Africa-Europe **trade** and improve sustainable, efficient, and safe **connectivity** between both continents;
 2. Develop value chains in Africa that can benefit **industries** in both Africa and Europe;
- And where:
 - The EU and its Member States can propose substantial **investments** leveraging finance, in particular, from the European private sector;
 - Support policies and reforms to maximize **sustainability and positive social impacts** (jobs, poverty reduction, etc.), while supporting EU business interests in Africa.

What is a corridor?

- Transport systems that facilitate **trade**, attract **investment** and generate **economic activities** along a specific territory.
- Not an end in itself, but a means to support **value chains** and **territorial organisation** (rural and urban) through reliable networks and services.
- **Key words:** Sustainable mobility, multimodality, interoperability and high safety standards, rural development, cities, logistics, digitalization.

The European way: sustainable, comprehensive and rules-based connectivity

- EU has a valuable savoir-faire:
 - in cross-border connectivity based on rules that ensure fair and transparent competition,
 - on policies that ensure environmental protection, safety, security,
 - as well as on social and individual rights.
- Trans-European Transport Network (TEN-T)

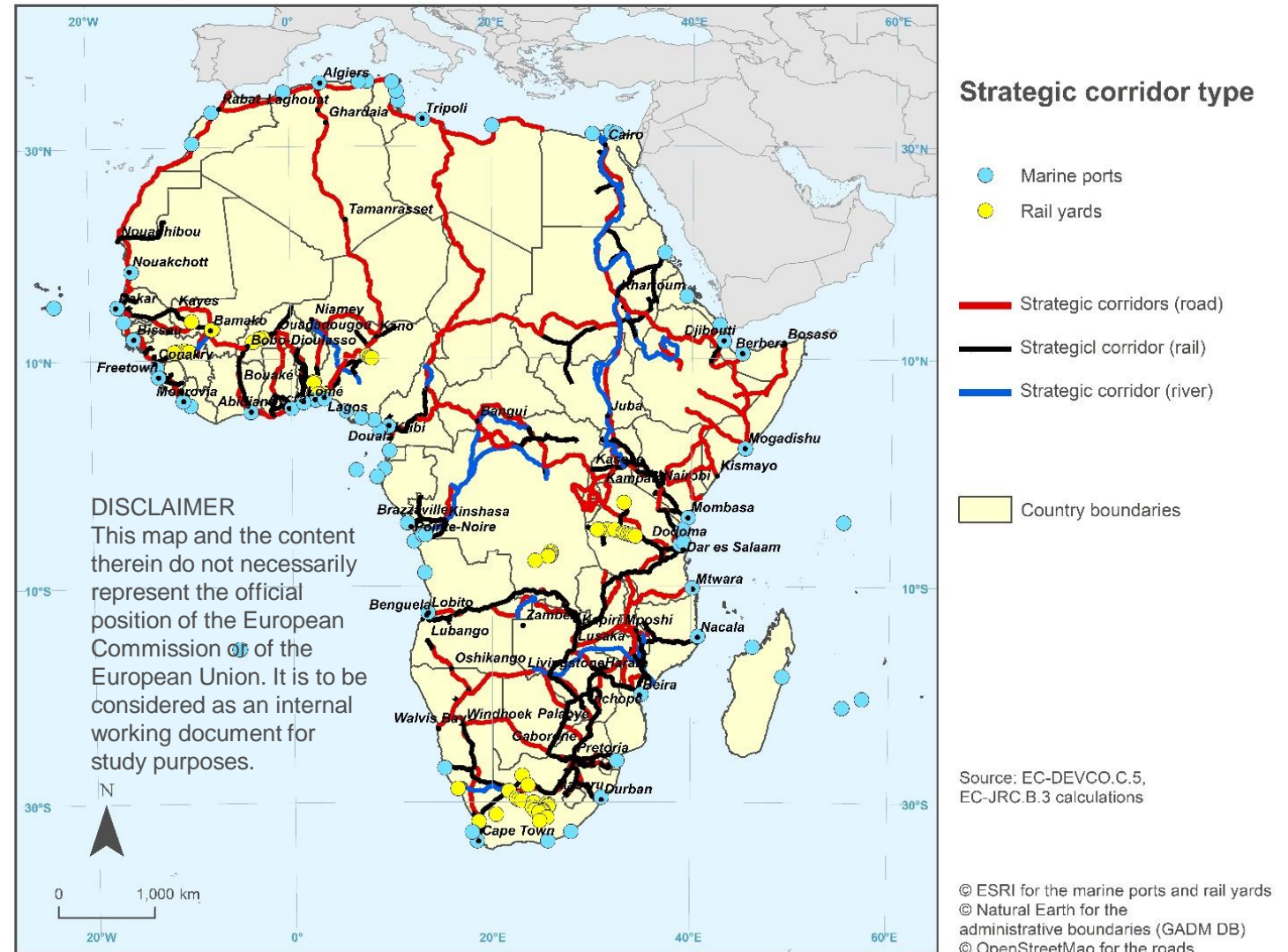
What are the strategic corridors in Africa from the EU's point of view?

- TEN-T is the EU policy reference, not only as EU internal network, but also in its external dimension.
- Southern neighbourhood policy: Trans-Mediterranean Transport Network (TMN-T),
- Full alignment on PIDA and REC's master plans and official documents.

Corridor types

1. Economic corridors
2. Systems-of-cities coastal corridors
3. Cross-regional corridors
4. Africa-Europe connectivity corridors

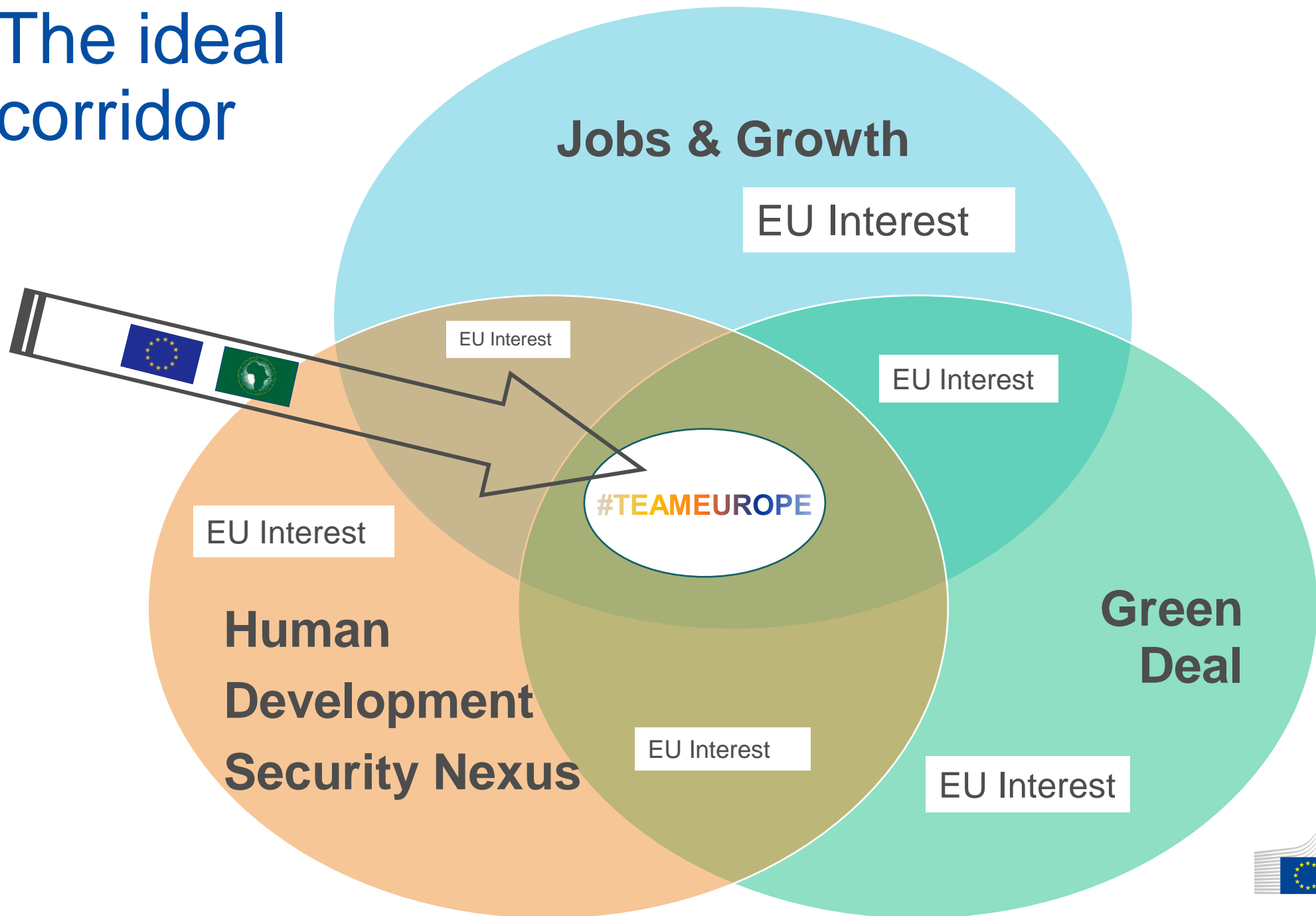
Strategic Corridors in Africa



What criteria can be adopted to prioritise specific strategic corridors?

- Three scenarios:
 - **Sustainable Growth and Jobs:** trade flows, value chains, foreign direct investment, connectivity and logistics, etc.
 - **Green Deal:** sustainable mobility; green cities; GHG emissions and pollution; corridor energy efficiency; ecosystems; forests; interferences in the ecological corridors; hydrographic basins; agri-food systems; feeder roads; etc.
 - **Human development, peace and security:** mobility of vulnerable groups (women, ethnic minorities, children and youth,...); territorial inequalities; migration corridors; access to services, markets and jobs, conflict and conflict-prone areas; maritime piracy; trafficking flows; violent extremism, etc.
- + presence of **EU interests** (private sector, raw materials, etc.)

The ideal corridor



Methodology

- Phase 1 (September-December 2020): **Short list of strategic corridors**
 - Long list based on REC and PIDA prioritised transport corridors
 - **Study** conducted by **JRC**. Multi-criteria model for ranking based on three scenarios.
 - Consultation of EU Delegations, MS, EU IFI and African key actors.
- Phase 2 (1st semester 2021): **Multi-country TEIs**
 - **Detailed characterization** of each of the corridors selected in phase 1: corridor fiche
 - Pre-identify for each corridor a **range of specific interventions** from a multi-modal perspective and allowing to establish a **cost estimate** and **timeframe**.
 - Establish **multi-year work plans** to be financed under Team Europe approach (blending, guarantees, TA, budget support, etc.)

Conclusions

- It is NOT a European alternative to the Chinese BRI in Africa.
- Huge infrastructure gap in Africa: EU impact remains modest.
- Be selective (on their priorities) and where we can make the difference.
- Decision-making support tool: opportunity cost of choosing one corridor or other, being aware of the winners and the losers.

Thank you



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