



**Second High-Level Conference on
Enhanced Coordination of External Financial Tools**
Scaling up Global Gateway
Strategic coordination of External Financial Tools
for the EU's competitiveness and partners' development"

October 1st, 2025, Brussels, The Radisson Collection Hotel

1. BACKGROUND

The rapidly changing dynamics of European competitiveness, global economic governance, and rising geopolitical tensions, significantly impact Europe's trade, investment and development landscape. This calls for greater coordination and complementarity of EU external financial tools, in particular export finance and development finance, to contribute to the EU's ambitions to mobilise public and private sustainable investments to implement the Global Gateway EU's external investment strategy.

There are significant opportunities for enhanced cooperation between export finance and development finance despite traditionally having evolved in two parallel universes. The institutions rely on similar or complementary tools (in particular, loans and guarantees, grants, and equity investments). Furthermore, development finance institutions (DFIs), public development banks (PDBs), export credit agencies (ECAs) and development agencies are engaged - to some extent - in similar countries and often operate in the same priority sectors, including energy, infrastructure, digital, and health. While there are concrete examples where they have cooperated, these remain scarce. Enhanced coordination between these actors can help to realise the ambitions of the Global Gateway strategy and the aim of effectively moving the strategy from start-up to scale-up. This is particularly important in a period of increasing challenges resulting from competition from other providers of official finance – both emerging players who benefit from not being bound by the same international rules, but also OECD countries which have implemented a “*whole-of-government approach*”.

In this context, following the first high-level conference on this topic in January 2024 under the Belgian presidency, the Commission launched an Expert Working Group on the Enhanced Coordination of External Financial Tools. The group has made progress in its work on mapping available financial tools and the regulatory environment for all actors concerned. The group has also held sectoral sessions, where pilot projects have been explored. Finally, three independent consultants (Dr. San Bilal, Prof. Andreas Klasen and Laure Blanchard-Brunac), after consulting multiple stakeholders, presented bold recommendations, including in particular on ways to design a dedicated EU-level financial instrument open to institutions such as ECAs supporting both the competitiveness of EU companies and the overall impact of the EU's development actions. This work will lead to detailed recommendations on the size and related parameters of the instrument, its purpose, delivery mechanism and key terms and conditions.



2. OBJECTIVES

This second high-level event will take stock of the progress made since the January 2024 conference on export and development finance cooperation, identify opportunities to scale up enhanced financial coordination, and gather input for the next Multiannual Financial Framework (MFF).

The event is co-organised by the European Commission (DG INTPA and DG TRADE) and the Danish Presidency of the European Council. The European Investment Bank (EIB), the European Bank for Reconstruction and Development (EBRD) and the Practitioners' Network for European Development Cooperation have been closely associated with its preparation, together with Member States Institutions and Directorate Generals of the European Commission (DG GROW, DG BUDG, DG ENEST, DG MENA) as well as the European External Action Service.

The conference will bring together ECAs, PDBs, DFIs, development agencies and the private sector, including key players from the industrial, services and banking sectors operating as well as private sector representative institutions in the EU and partner countries, to fully realise the potential of the Global Gateway strategy and bring together the development and competitiveness agendas for international partnerships

It will provide a timely opportunity to assess how the EU can further enhance coordination between EU external financial tools. It will focus on shaping the design of new tools and securing broad support for an EU-level instrument to promote competitiveness and development under Global Gateway, in particular in the context of the next Multiannual Financial Framework (MFF). Strengthening the links between the different actors and EU Member States is essential to advancing the EU's ambitions under the Global Gateway strategy, ensuring that Europe fully mobilises public and private sustainable investments to promote both development in partner countries and EU external competitiveness and geopolitical objectives.

This high-level event will shape strategic guidance and reaffirm the EU's commitment to aligning export and development finance for greater impact. While progress has been made in bridging export and development finance, a systemic and politically backed shift is now needed to move beyond isolated initiatives, including integrating EU private sector interests into the design and delivery of external action.

The conference is strategically scheduled in the immediate run-up to the **Global Gateway Forum** (9–10 October 2025). As such, it represents a key opportunity to provide critical input to the Forum. The outcomes of the conference will contribute to expanding and shaping the Global Gateway financial toolbox, including by offering a roadmap for the role of Export Credit Agencies, in close coordination with development finance actors. The conference will also help to strengthen the role of Export Credit Agencies as a central interface for engaging the European private sector, while reinforcing their international competitiveness and enhancing the EU's overall external investment capacity.

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The event will last one full day and will be held in Brussels on 1 October at the Radisson Collection Hotel, Grand Place, and online. You can **register for this event** by following this link: [Second High-Level Conference on Enhanced Coordination of External Financial Tools](#)

If you have any difficulties registering, please email to: info@enhancedcoordination.eu

3. AGENDA (Confirmed speakers as of 2 September 2025)

8.30 - 9.00	Welcoming participants & coffee
9.00 - 9.15	Opening remarks: Elsebeth Søndergaard Krone, State Secretary for Development Cooperation, Ministry of Foreign Affairs of Denmark
9:15 – 10:00	<p>Panel 1: Heightened ambitions through strengthened cooperation</p> <p>Set the political framing, highlight institutional commitment, reaffirm the dual development–competitiveness objectives of Global Gateway, and highlight the strategic value of enhanced coordination of financial tools.</p> <ul style="list-style-type: none"> • Koen Doens, Director General, DG INTPA • Maria Martin-Prat, Deputy Director General, DG TRADE • Andrew McDowell, Director General, European Investment Bank (EIB) Global • Maive Rute, Deputy Director General, DG GROW • Edna Schone, Executive Board Member, Euler Hermes
10:00 – 10:30	Coffee Break
10:30 – 11:30	<p>Panel 2A: Team Europe and Team Nationals (in parallel with 2B)</p> <p>Identify good practices and common bottlenecks across Member States; explore opportunities to systematise cooperation models.</p> <ul style="list-style-type: none"> • Yuichiro Akita, Senior General Manager, Nippon Export and Investment Insurance (NEXI) and Berne Union President • Steven Collet, Deputy Director General International Cooperation, Ministry of Foreign Affairs, The Netherlands • Felix Fernandez-Shaw, Director for Latin America and the Caribbean, DG INTPA • Ingrid-Gabriela Hoven, Managing Director, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) • Juha Savolainen, Director General for Development Policy, Ministry of Foreign Affairs, Finland <p>Panel 2B: Sharpen existing tools in the ECA-DFI toolbox (in parallel with 2A)</p> <p>Identify which tools can be scaled or replicated under a Global Gateway- enhanced coordination umbrella.</p> <ul style="list-style-type: none"> • Myriam Crosnier, Director Export Insurance BPI France • Faruq Muhammad, Global Head, Development & Agency Finance, Standard Chartered • Ángela Pérez, CEO, Compañía Española de Financiación del Desarrollo (COFIDES) • Nadia Petkova, Managing Director, Impact & Partnerships, European Bank for Reconstruction and Development (EBRD) • Mariane Søndergaard-Jensen, Senior Director International Regulation and Policy, Export and Investment Fund of Denmark (EIFO)
11:30 – 12:30	<p>Panel 3A: Facilitating private sector engagement</p> <p>Understand incentives and barriers from the business side; identify how best to engage the EU private sector in Global Gateway endeavours.</p> <ul style="list-style-type: none"> • Søren Peter Andreasen, Deputy CEO, Impact Fund Denmark • Kwabena Ayirebi, Managing Director, Afreximbank • Elin Hagberg, Acting Head Trade and Invest, Business Sweden • Mathilde Maury, Director Public Affairs, Nokia • Leonie van der Stijl, Head of European Partnerships, Invest International

	<p>Panel 3B: Boosting EU investment: the role of financial institutions</p> <p>Explore concrete joint initiatives and assess the feasibility of new blended mechanisms.</p> <ul style="list-style-type: none"> • Radislav Podhorec, CEO Eximbanka Slovakia • Piotr Stolowski, Director for Guarantee Securitisation & Inclusive Finance, EIF • DG ENEST representative • Other panellists TBC
12:30 – 14:00	Buffet lunch
14:00 – 14:30	<p>Independent recommendations</p> <p>Presentation by San Bilal, Andreas Klasen and Laure Blanchard-Brunac of the recommendations for an EU funding mechanism, based on a broad consultation process</p>
14:30 – 15:30	<p>Panel 4: Policy framing for a new innovative financing tool</p> <p>Key strategic guidance, parameters and political support needed for an enhanced financing mechanism in line with the GG scale-up ambitions and the MFF.</p> <ul style="list-style-type: none"> • Tanya Cox, Director CONCORD Europe • Luisa Santos, Deputy Director General, Business Europe • Bertrand Walckenaer, Deputy Director General, Agence française de développement (AFD) and co-chair of the Joint European Financiers for International Cooperation (JEFIC) • Jean Van Wetter, CEO Enabel and co-chair of the Practitioners' Network for European Development Cooperation (PN) • Other panellists TBC
15:30 – 16:00	Coffee Break
16:00 – 17:00	<p>Panel 5: Shaping new financial instruments to support competitiveness and development</p> <p>Defining financing instruments, risk appetite to achieve development goals, coordination and expectations for the next design phase.</p> <ul style="list-style-type: none"> • Richard Amor, Director, EIB Global • Jakob Granit, Director General, Swedish International Development Cooperation Agency (SIDA) and co-chair of the Practitioners' Network for European Development Cooperation (PN) • Giulio del Magro, Head of Development Finance, Cassa Depositi e Prestiti (CDP) and co-chair of the Joint European Financiers for International Cooperation (JEFIC) • Beatriz Reguero, COO, Compañía Española de Seguros de Crédito a la Exportación (CESCE) • DG BUDG representative
17:00 – 17:45	<p>6. Conclusions and call for action</p> <p><u>Discussion summary and recommendations:</u></p> <ul style="list-style-type: none"> • Laure Blanchard-Brunac, Andreas Klasen and San Bilal <p><u>Conclusions and follow-ups</u></p> <ul style="list-style-type: none"> • Myrto Zambarta, Director Multilateral Affairs, Strategy and Analysis, Legal Affairs, DG TRADE • Taneli Lahti, Director for Global Issues, Deputy Managing Director, EEAS • Mariane Søndergaard-Jensen, Senior Director International Regulation and Policy, Export and Investment Fund of Denmark (EIFO) • Other panellists TBC