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COASI 43	FIN 341
COEST 256	CCG 11
COAFR 65	TRANS 94
MED 22	ENER 85
MAMA 61	ENV 200
COLAC 30	DEVGEN 44
COWEB 45	DIGIT 49
COMPET 195	

INFORMATION NOTE

From:	General Secretariat of the Council
To:	Delegations
Subject:	Presentation given by a representative of ECDPM (European Centre for Development Policy Management) at the RELEX Horizontal Questions meeting of 28 March 2025

Delegations will find in the annex a presentation given by an external stakeholder (ECDPM representative) at a meeting of the WP RELEX-HQ on 28 March 2025. The views expressed in the presentation are solely those of the third party concerned. This document cannot be regarded as stating an official position of the Council and it does not reflect the views of the Council or of its members.



Engaging the European private sector in Global Gateway

Draft Summary
March 2025

The new European Commission focuses on investment and competitiveness, security concerns and strategic autonomy, combining European Union (EU) interests in a new foreign economic policy with sustainable development ambitions, working toward mutually beneficial partnerships. Achieving these objectives, embodied in the “scale-up” phase of Global Gateway (GG), requires effectively and systematically engaging the European private sector in GG.

Yet, the current set of instruments at the EU level is not sufficient to engage the European private sector. Whilst the next EU budget should aim at offering more creative and sophisticated ways to engage the European private sector, the EU and its member states cannot wait until 2028 to start engaging their private sector in GG. The remaining part of this one-pager presents a demand-driven mechanism, the GG Project Preparation Facility (PPF), which aims to provide direct financial and non-financial support to the European private sector, alongside GG Flagship projects, in a way that helps translate the 360 degrees approach into practice.

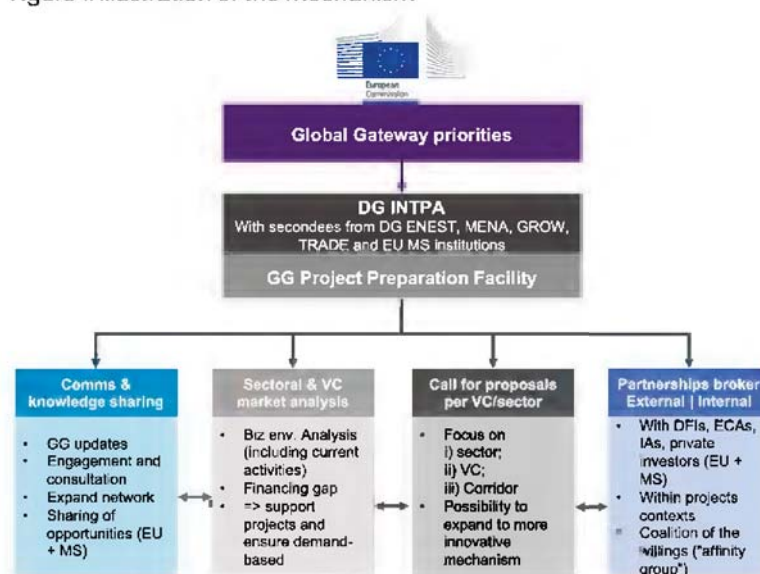
This GG PPF, through a call for proposals specific to a given GG flagship project, would focus on identifying and helping prepare projects associated with specific GG flagship projects – and in doing so, bring the 360 degrees approach to practice – thus bringing a concentration of investments that can lead to greater impacts at the local level by fostering industrialisation and economic transformation processes, whilst offering additional potential for European private investments. In doing so, it provides an additional (yet complementary to / coordinated with Team Nationals, the development finance institutions (DFIs) – export credit agencies (ECAs) enhanced coordination, the Business Advisory Group (BAG) Facility etc.) tool in the EU toolbox.

The GG PPF would provide the following four services:

1. **Comms & knowledge sharing** to foster transparency, information access and updates on GG (including on GG related tenders), as well as providing a focal point able to respond to the European private sector requests in an agile manner;
2. **Market analysis & political economy analysis** on specific sectors, value chains and/or corridors that can help shape and inform the call for proposals;

3. **Call for proposals** focused on a selected GG flagship project, which would provide financial (grant for project preparation) and non-financial (tackling systemic issues, such as the business environment), thus providing comprehensive support to the European private sector; and
4. **Partnership brokerage**, to facilitate internal partnerships (“coalition of the willings”) ex-ante the call for proposal; and external partnerships – i.e. redirecting private sector requests towards other EU MS institutions (ECAs, DFIs, implementing agencies and trade promotion agencies)

Figure 1: Illustration of the mechanism



To foster a swift implementation, the GG PPF would be hosted under INTPA E3, which has a clear mandate to work with the European private sector, and who is managing other relevant facilities. To run, it would require additional capacities, which could take the form of secondees from DG TRADE, DG GROW, and other actors from the European financial architecture for development (e.g. European DFIs, ECAs, TPAs, IAs and the private sector) and potential Team Nationals representatives in E3. These additional resources would be dedicated to supporting the implementation of the services of the GG PPF.

The European Commission and its member states should consider funding the mechanism and especially the call for proposal through their ODA and preferably non-ODA budgets, and the member states should deploy secondees, which would beef up INTPA E3 capacities providing more bandwidth as well as provide support/network/expertise on key issues. As Draghi puts it: “Time is not on our side” [...] So when you ask me what is better, what is best to do now? I say I have no idea. But do something!”.