

2nd EU-Africa Business Forum: 21 - 22 June 2007, Accra, Ghana

WORKING GROUP: Trade				
Overall Goals				
RECOMMENDATION	PUBLIC SECTOR RESPONSIBILITY	PRIVATE SECTOR RESPONSIBILITY	PROGRESS INDICATOR	TIMEFRAME/CONCLUSION
<p>The four African EPA regions must deepen their regional markets to create more trade and investment opportunities through improved trade-related governance</p>	<ul style="list-style-type: none"> Agreeing, developing and enforcing relevant enabling laws, regulations and protocols, and in particular: establish transparency of procedures and regulations; set up transit rules and benchmarks as well as fines for countries that cause transit problems; harmonise trade procedures; facilitate regional customs cooperation; eliminate or minimise fees and charges; enable legal recourse for appeal of customs decisions; establish single administrative windows for documentation formalities; simplify procedures for the clearance of goods. Close coordination with WTO negotiations and rules is essential. Developing capacity of law enforcement stakeholders in the trade chain and providing information on cross-border trade at posts of entries and borders Establishing SOLVIT-like systems or platforms of similar functionality to facilitate intra- and inter-regional trade Organisation and capacity of African private sector at regional and continental level must be strengthened for better advocacy, representation and business capacity development 	<p>Regional communities and national governments to reduce border delays by 50% in average. Private sector to monitor the progress. AU to assist as appropriate.</p> <p>National governments to set up training programmes for customs and police officials and to launch public awareness programmes. Private sector to monitor.</p> <p>Regional communities to launch feasibility study with the support of the AU and in consultation with private sector African business groups to form regional platforms</p>		End 2008
				End 2008
				Mid-2008
				Mid-2008
<p>With the EPAs, work towards effective liberalisation of goods and services with business support for asymmetrical trade liberalisation between EU and Africa</p>	<ul style="list-style-type: none"> Urgently conclude EPAs on terms ensuring that liberalisation contributes to development. In order to ensure this, liberalisation should be phased in as appropriate over a fifteen year period. Essential goods required for industrialisation as well as goods which strengthen the competitiveness of African industries should be liberalised from the entry into force of the EPAs. Sensitive products should be liberalised within a period of up to 15 years. Safeguard mechanisms could be included in the EPAs to give the Parties the option to deal on a temporary basis with unforeseen surges in imports threaten local producers. Include clear and achievable rules of origin that facilitate trade and investment With aid for trade, support African exporters in meeting SPS, TBT regulations/standards (including infrastructures such as laboratories, conditioning centres, etc) and develop trade-related infrastructure Organise private sector in Africa in order to identify specific non tariff barriers (NTBs), gather information and delivery effectiveness of taxation policies and trade-facilitation programme 	<p>EU and regional communities</p> <p>African negotiators to ensure close consultation with African business, and African business to make concrete proposals to identify priority and sensitive sectors.</p> <p>EU and regional communities</p> <p>Donors, regional communities and national authorities to conduct needs assessments involving private sector.</p> <p>Set up or consolidate business networks in each region</p>		December 2007
				September 2007
				September 2007
				December 2007
				10th EDF programming
Mid-2008				
<p>Create the conditions to increase investments generating local added value in Africa through harmonised legislative and regulatory frameworks and better governance</p>	<ul style="list-style-type: none"> EPA rules for investment should include right of establishment, national treatment, non-discrimination and address the incentives/disincentives for investment and include bilateral dispute settlement. African regions should establish pro-competitive service market regulations in development priority sectors African countries should establish or strengthen the capacities of investment promotion agencies to assist investors in meeting administrative requirements 	<p>EU and regional communities</p> <p>Regional communities to identify, in collaboration with the AU, strategic priority areas in consultation with private sector</p> <p>National governments to review current situation in close cooperation with private sector and with assistance of the AU</p>		December 2007
				Mid-2008
				Mid-2008

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WORKING GROUP: ICT Interconnectivity

RECOMMENDATION	PUBLIC SECTOR RESPONSIBILITY	PRIVATE SECTOR RESPONSIBILITY	PROGRESS INDICATOR	TIMEFRAME
Overall Goals	Open and competitive markets for ICT			
	Bridge digital divide - ICT as driver for socio-economic growth & competitiveness			
	Focus on local, implementable, wholistic projects with design for regional scalability			
	Increase speed and flexibility for ICT and development			
Define and implement programme for Institutional Capacity Building for ICT	1) AU to identify network of training and education network (PPP) 2) EU and International Donors to fund + resource training & education. 2) Create an observatory for the development of ICT to create indicators, measure progress and share best practices (PPP)	1) Provide content and resources for training (PPP) 2) Provide data and input for observatory (PPP) 3) Co-chairs to create steering committee and program team	300 trainers trained, Establishment of Observatory	1 year
Rural Access Programme	1) Local country to reinforce microfinance institutions and fund with donors 2) Link to local regulatory framework 3) EU and International Donors to fund pilots (PPP)	1) Select Pilot Countries 2) Engage Local Operators 3) Training on Franchise Business Model 4) Industry to co-fund pilots (PPP) 5) Co-chairs to create steering committee and program team	Number of jobs created with self-sustaining pilot franchises. Increase number of people in rural communities with access.	1 year
Raise awareness of ICT for policy-makers and ensure the provisioning of more funding for ICT	1) EU and AU to create awareness programme on ICT and funding possibilities (series of seminars/demos/roadshows/workshops) 2) Organise regional conferences with ICT themes (PPP) with EU/AU/UNDP	1) To provide content and resources for campaign 2) Regional conferences on ICT themes (PPP) 3) Co-chairs to create steering committee and program team	2 regional conferences on ICT and attendance of key gov't officials	1 year
Roll out of NEPAD e-Schools project	1) Ownership by African Union 2) Incentivise private sector with sustainable regional plan by AU 3) AU drive funding decision from EU and International donors 4) Harmonise licensing for radio frequencies across Africa	1) Continue to invest in technical capacity 2) Encourage open standards 3) Involve local partners 4) Co-chairs to create steering committee and program team	50 schools connected now in pilot, increasing to 2000 (1-2 years) but main target is 50,000 in 5 years	2-5 year

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WORKING GROUP: Interconnectivity - Infrastructure

Overall Goals	Project prioritisation and assessment of appropriate financing structures
	Infrastructure partnerships between European and African private sector
	Project Sustainability over the project life-cycle (O&M)
	Establish links between the Business Forum and the existing bodies (e.g. AU, NEPAD, ICA, etc.)

RECOMMENDATION	PUBLIC SECTOR RESPONSIBILITY	PRIVATE SECTOR RESPONSIBILITY	PROGRESS INDICATOR	TIMEFRAME/CONCLUSION
Prioritise infrastructure projects according to their impact for regional integration and development potential for the continent ("Trans-African Networks")	Partner countries must identify projects of paramount importance for regional integration and development potential; international donors can act as a "catalyst" in identifying priorities with regard to regional /cross-border projects	Private sector should voice its views and give feedback through a formal procedure into the consultation process	<i>Intesify the public-private sector dialogue on project priorities</i>	Consider a private sector representative as observer in the Steering Committee of the EU-Afrika Partnership on Infrastructure
Define appropriate financing arrangements depending on the project's commercial viability and its potential to attract private finance	1) Partner countries and international donors acknowledge the PPP concept as a tool for modernising infrastructure delivery and ensure the necessary framework; 2) Legitimate concerns of stakeholders have to be addressed; 3) African states should introduce adequate legislation for PPP, e.g. which allows pension funds to invest in infrastructure	1) Private sector must adapt the experience gained on PPP projects globally to the realities on the African continent, since there is no "one-size-fits-all" approach; 2) Private sector should identify projects which would be interesting in terms of PPP in Africa	<i>1) Share experience with African countries and institutions 2) Identify potential PPP projects in the "classic infrastructure" sector on the African continent and enter into a structured discussion with other stakeholders</i>	Create a structured dialogue on PPP between the African Union, the NEPAD Infrastructure Investment Facility and the European infrastructure providers
Involve the local private sector better than in the past into the project cycle; Increase the "local content" depending on the project specifics	1) Facilitate access to credit facilities and other means allowing African private contractors to function effectively and develop their operational skills; 2) Partner countries and international donors need to establish coherence between their development policy objectives (Ownership, CSR, international standards, etc.) and the procurement process	Establish joint ventures or other forms of partnerships between European and African infrastructure providers; Transfer know-how to African companies; Involve local suppliers in the supply chain; Employ a maximum of the local workforce;	<i>1) Strenghten the sectorial and/or regional dialogue between European and African companies; 2) Procurement rules which foster the involvement of the African private sector, e.g. Prequalification / evaluation criteria</i>	1) Identify suitable forms of partnerships which foster a closer collaboration between European and African contractors 2) Organise a dialogue between the Forum and the Commission on procurement policy
Ensure project sustainability over the project's life-cycle by integrating the operation and maintenance phase into the project	Partner countries and international donors need to develop innovative procurement methods and selection procedures	Private sector needs to transfer its experience on such projects to the partner countries and to the Commission/bilateral development banks	<i>1) Prepare a list of potential Design-Build-Operate and performance-based projects; 2) Joint analysis of the pilot projects which have been implemented</i>	Use the EU-Africa Partnership meetings to review and monitor the experience gained with innovative procurement methods

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WORKING GROUP: Entrepreneurship				
Overall Goals				
Effective programmes supporting entrepreneurship are vital for the development of both Africa and the EU				
RECOMMENDATION	PUBLIC SECTOR RESPONSIBILITY	PRIVATE SECTOR RESPONSIBILITY	PROGRESS INDICATOR	TIMEFRAME/CONCLUSION
Create a network of one-stop-shops that help company start-ups	African states to fund the creation of this network. European Commission to ensure the creation of one stop shops can be supported financially through funding programmes. EU Commission to organise study visits for AU Commission staff to see existing one stop shop operations in EU	Support networks to manage / operate the network of one stop shops, ensuring introduction of start-up entrepreneurs to existing business networks	<i>Budgets allocated to programme? No. of one stop shops created? No. of entrepreneurs assisted? No. of women entrepreneurs assisted?</i>	National plans published within 1 year. Implemented over 3 years
Devise national programmes promoting clusters	African states to develop and publish 5-year national programmes of support for clusters. Such programmes must have clear objectives in terms of the number of clusters, enterprises and sectors to be supported, tax (and other) incentives offered to companies locating in clusters, and also addressing questions on ownership of property within the clusters. European Commission to ensure the creation of clusters can be supported financially through funding programmes. EU Commission to organise study visits for AU Commission staff. AU Commission to develop cluster programme 'template' - to be adapted and customised as appropriate by states. AU Commission to research and produce annual cluster 'scorecard' on implementation of programmes.	MNCs to develop own 'cluster' policies with suppliers, and other SMEs in the value chain - mentoring, coaching, training, quality control... Support networks to manage clusters. Business support networks to draft MoU template for use between MNCs and SMEs in cluster.	<i>No. of national programmes published? No. of clusters formed/funded? No. of clusters addressing specifically women entrepreneurs' needs created? No. of MNC-to-SME MoUs created?</i>	AU Commission template by next Business Summit. National programmes published within 18 months.
Entrepreneurship banking	EIB to insist on % allocation of funding to be devoted to start-up loans. EIB also to insist on greater transparency on origin of EIB funds. AU Commission to investigate the feasibility of creating an 'SME Bank'.	Private sector (African based banks) to develop simplified risk assessment criteria and methodologies for start-ups/SMEs. Banks to increase training of staff to better understand SME needs.	<i>Publication of Bank - SME/entrepreneur code? No. of bank staff trained? % of EIB funds to start-ups?</i>	Code: 1 year. SME training for bank staff: Annual figures
Entrepreneurship in education	African states to consult, develop and publish long term programmes (10 years?) supporting entrepreneurship in education. Such programmes should cover from primary school on; have 5 and 10 year targets; clearly involve the private sector and educational authorities in concept and roll-out; allow for a range of tools/methods (for both literate and illiterate); focus on IT skill development. AU Commission to instigate consultation process with states to prepare programmes, develop palette of targets; and subsequently publish scorecard on implementation of programmes.	The private - and educational - sectors to play significant roles in helping to develop and implement the national programmes. The MNC sector, in particular, to create/support technical training schools; develop vocational training programmes; and include entrepreneurship training in such vocational training.	<i>Publication of national programmes?</i>	AU Commission consultation to be complete within 1 year. Plans to be published within 3 years. Implemented over 10 years.
Red tape	African states to agree target of 1 week maximum for the procedures to create a company. AU Commission to 'map' the procedures currently in force in all states.	Private sector agreement on terms of code is necessary.	<i>AU Summit agreement to set 1 week maximum period.</i>	Agreement within 1 year. Achievement of 1 week deadline within 2 following years.
Public procurement - payment	African states to agree code of conduct - inter alia - concerning payments by public sector (at all levels): setting payment terms; agreeing late payment penalties; ensuring contracts amended to include provision for penalty claim in case of late payment.		<i>Publication of code of conduct</i>	Within 1 year

Two final, more general, points: there is a significant - but unquantifiable need to build capacity in the private sector. Too much capacity building is concentrated on the public sector. Donor funding should be diverted for this purpose. Secondly, the summit recommends the creation of economic and social partnership fora throughout Africa, initially at national level, then regional.