

Export Support Services International Markets

Outline

- ESS-IMT Overview
- ESS-IMT Service Offering
- What UK Suppliers are looking for
- Collaboration

ESS IMT Africa: Overview

Who

Act as the main point of contact for UK Suppliers that want to export.

What

Free in market support to UK companies to export globally

How

- a) Directly Contacted by UK Businesses
- b) Identifying In-Market Opportunities



ESS - IMT Service Offering



Market/Sector Research



In Market Advisory/
One-to-One Consultation



Matchmaking with Local
Partners



Export Directory



ESS- IMT Regional Teams

Algeria

- Total Trade: **£2.2B**
- UK Export: **£576M**
- UK Market Share: **1.4%**



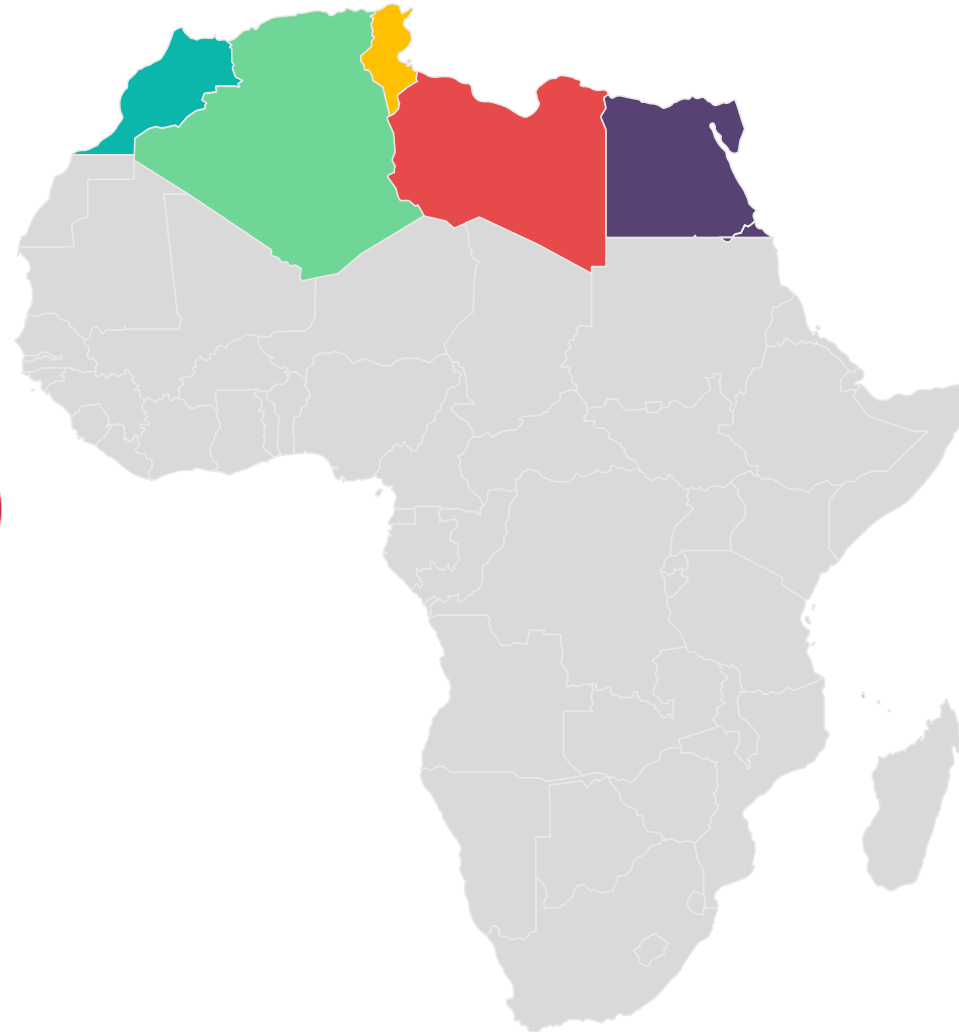
Libya

- Total Trade: **£1.7B**
- UK Export: **£339M**



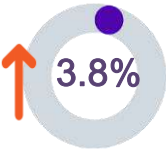
Tunisia

- Total Trade: **£606M**
- UK Export: **£231M**
- UK Market Share: **1%**



Egypt

- Total Trade: **£4.9B**
- UK Export: **£2.6B**
- UK Market Share: **3%**



Morocco

- Total Trade: **£3.4B**
- UK Export: **£1.4B**
- UK Market Share: **2.4%**



UK Suppliers' Interest in Egypt over the past 12 Months

By Sector



ESS- IMT Usual Asks

- Trusted Partner – be able to get their money in foreign currency
- A Regional Distributor is always a plus

ESS- IMT **How to Collaborate**

- Communicate your Demands/Opportunities
- Connect you with the Right Entity/share info on Investing in the UK

ESS- IMT **Reach out**

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UK International Development

Partnership | Progress | Prosperity

HMG International Climate Finance

Supporting Global Green
Transition



Technical Assistance

1. Climate Finance Accelerator
2. SME Climate Hub

Financial Aid

1. Mitigation Action Facility
2. Accelerate-to-Demonstrate Facility
3. OCEAN
4. Market Accelerator for Green Construction

Climate Finance Accelerator in Egypt

Phase 2 Launch Event

19 December 2023

Accelerating climate finance to emerging economies

- Four-year technical assistance programme funded by the UK Government
- Supports ten partner countries: Türkiye, Egypt, South Africa, Nigeria, Colombia, Mexico, Pakistan, Peru, Viet Nam and Uganda.

Objectives



Pipeline of bankable low-carbon projects

Supports developers to make their projects more attractive to investors



Access to and mobilisation of finance

Facilitates introductions between project developers and investors



An enabling climate finance ecosystem

Recommends solutions to policymakers to address finance barriers

The CFA can offer **project developers** the following benefits



Access to potential investors

The CFA programme offers project developers opportunities to access financing by working directly with investors to better understand their needs and then tailoring their projects accordingly.



Capacity Building

Project developers will gain valuable insights and develop capabilities to make projects attractive and ready for investors. This includes gaining confidence in speaking to financiers, and learning how to better structure project financing.



Building Networks

Project developers will have the opportunity to expand their networks with investors and other key stakeholders in the climate finance landscape, including with other project developers in the investment chain.



Raising profiles

Participating in the CFA programme provides project developers a platform to showcase how their project can contribute to national climate goals and support the transition to a low carbon economy.



Achieving climate mitigation and other goals

The CFA programme has access to climate, technical, and social impact specialists, and can assist projects to support local and national climate ambitions.



SME Climate Hub [free tools]

- **Online training course**
a practical step-by-step guidance on taking climate action throughout a business.
- **Get to net zero**
get a net zero plan tailored to your SME.
- **Carbon footprint calculators**
measure your business's carbon emissions.



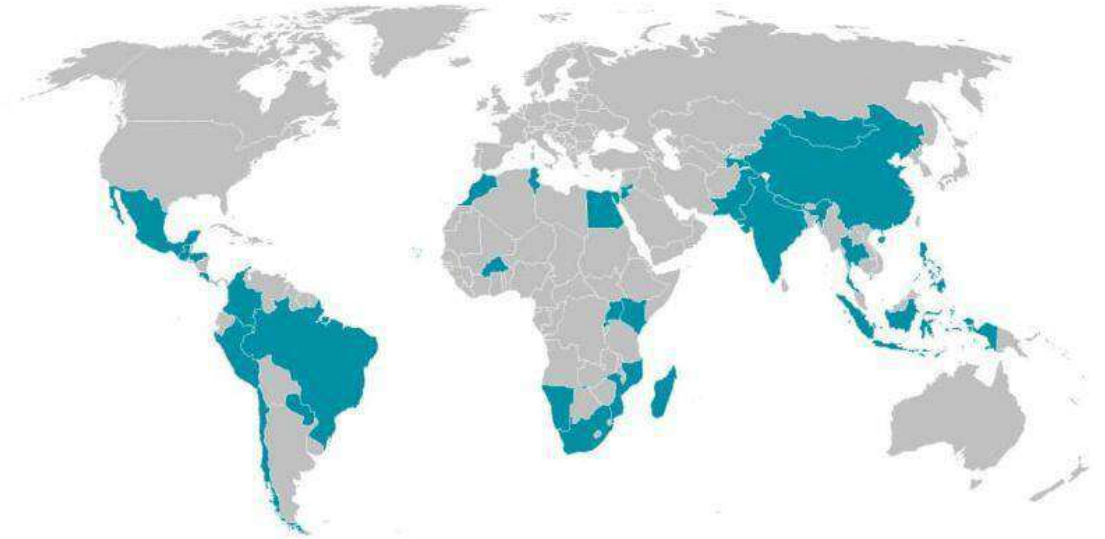
Technical Assistance

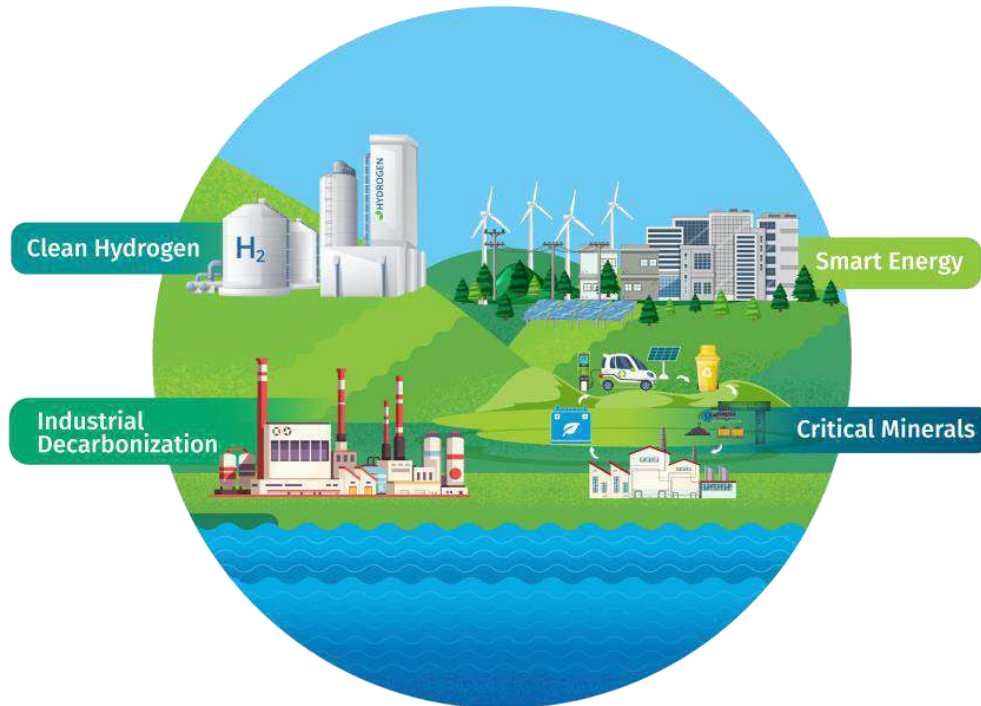
1. Climate Finance Accelerator
2. SME Climate Hub

Financial Aid

1. **Mitigation Action Facility**
2. Accelerate-to-Demonstrate Facility
3. OCEAN
4. Market Accelerator for Green Construction

- The MAF is a **grant-based** multi-donor fund with a funding volume of **EUR 25 million per project**.
- **Priority sectors:** energy, transport or industry.
- **Applications** Opens yearly in the 1st quarter.
- Each country can submit **more than one Project Concept**. Each Project Concept is assessed on its own merits.
- MAF is a continuation of the Nationally Appropriate Mitigation Actions (NAMA) Facility. Previously, the NAMA leveraged public and private sector investments amounted in total to EUR 1.4 billion, including funding “**Egypt – Solar Photovoltaic (PV) Industry**” project with a mitigation potential of avoiding 192,000 tCO₂e during the project and 1.5 million tCO₂e over technology lifetime.





The UK's Department of Energy Security and Net Zero launched the Accelerate-to-Demonstrate (A2D) Facility, a **£65 million grant to support clean energy Research, Development and Demonstration** in ODA-eligible countries. The first global A2D Facility call for project proposals opened mid-2024.

The facility welcomes applications in **four thematic areas**: 1. industrial decarbonization, 2. clean hydrogen, 3. smart energy, 4. critical minerals.

Eligible applicants are public or private organisations, small and medium-sized enterprises, and research institutions that can undertake scalable pilot demonstrations projects of innovative clean energy solutions. Pilot projects should have catalytic potential in leading to transformational impacts, within supportive enabling environments that foster scalability.

The accepted proposals should contribute to carbon emissions reductions, green jobs creation, and the commercialization of innovative solutions.

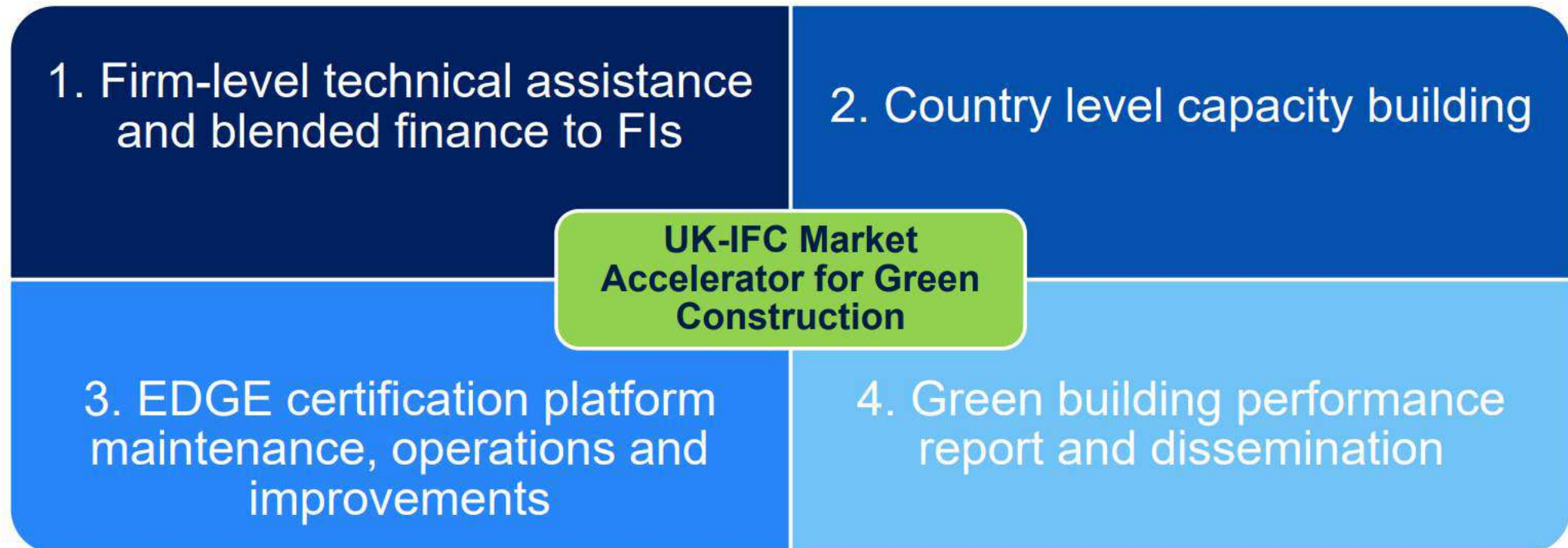
- Ocean Community Empowerment and Nature (OCEAN) is a new Official Development Assistance (ODA) competitive grants programme.
- Grant Size: **£250,000 - £3 million**
- Minimum Project Duration: One Year. Maximum Project Duration: Up until 31 March 2029.
- **Applicants:** Medium to large organisations – defined as having an annual income over £1 million.
- Applications open this October.
- **Priority sectors:** Aquaculture , Solid waste and other forms of marine pollution.
- **Projects focus** on creating partnerships with local organisations, to scale up existing activities and aim to reach higher numbers of people. Promote gender equality and social inclusion.



Market Accelerator for Green Construction (MAGC)

The goal of the *Market Accelerator for Green Construction (MAGC)* program is to boost the uptake of greener practices and technologies focused on developing countries' construction markets.

The program has four components, that will be adjusted and refined according to individual country needs:



Market Accelerator for Green Construction (MAGC)

EDGE easy-to use tool

Adapted in EDGE, an investment planning tool, with specific climates, building and lifestyle data. Reliable tool for policy makers and investors.

Partnership and collaborations

partnerships for collaboration for market transformation. Our partners include govts, associations, banks, corporates and NGOs.

Equity and debt for developers

directly invested using IFC's balance sheet to fund clients with green demonstration projects

EDGE certification

using on-line certification processing and state-of-the-art marketing platform for certified projects. The simplified certification standard is focuses purely on resource efficiency.



Grand Egyptian Musuem – EDGE Advanced



Thank You!

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