



EUROPEAN SUPPORT TO PRIVATE SECTOR IN CAMEROON



-  www.eeas.europa.eu/delegations/cameroon
-  www.facebook.com/UE.Cameroun
-  www.twitter.com/UEauCameroun



Boosting Cameroon-EU Trade Potential



ECONOMIC PARTNERSHIP AGREEMENT

The Economic Partnership Agreement (EPA), in force since 2014, offers Cameroonian products entirely free access to the European market, while safeguarding and encouraging the Cameroon's domestic production. It helps creating the right conditions to attract more investment and support industrialisation and job creation in Cameroon.

Under the EPA all products originating from Cameroon can be exported to the EU without any duty or quantitative limitations. This benefits already, among others, the Cameroonian exporters of bananas, cocoa products, aluminium, plywood and other export-oriented goods.

Thanks to the EPA, Cameroonian firms and individuals can also benefit from duty exemptions and rebates on imports into Cameroon. This applies to a gradually increasing number of European products useful for the Cameroonian economy. Tariffs on products such as industrial and agro-forestry machines, electrical equipment, vehicles, certain construction materials or chemicals have been going down and are set to finally disappear in 2029.

The EPA creates the right conditions to:

-  Increase Cameroonian exports to the EU
-  Increase competitiveness of Cameroonian products by reducing cost of inputs



This results in cheaper inputs for Cameroon's domestic production and a boost for the local economic activity.

On the other hand, Cameroon continues applying full import duty on a number of agricultural and industrial products that can be produced locally. This includes for instance meat and milk products, vegetables, wood and textiles. In this way, Cameroon preserves right market conditions for locally-produced goods.

The EU accompanies the implementation of the agreement with funding that support reaching required food safety and quality standards, and support diversification and competitiveness of the Cameroonian economy, as well as regional integration and infrastructure.

-  Increase investment and job creation in Cameroon
-  Improve compliance of Cameroonian products with international standards

For more information on the Economic Partnership Agreement:
https://eeas.europa.eu/sites/default/files/epa_guide_cmr_en_0.pdf

FREE TOOLS AND SERVICES TO HELP YOU EXPORT TO THE EUROPEAN UNION

Access2Markets

Access2Markets is an online platform presenting in an accessible way all the information necessary to export to and import from Europe, including product safety and labelling requirements and ways to prove your product is eligible for a duty-free treatment.

 <https://trade.ec.europa.eu/access-to-markets/en/home>

Enterprise Europe Network

The Enterprise Europe Network is a platform that helps find the right international partners (e.g. buyers or suppliers) and business opportunities in Europe.

 <https://een.ec.europa.eu>

Trade Control & Expert System

TRACES is web-based veterinarian certification tool used by the European Union that digitize the entire certification process for export to the EU of animal and plant-based food.

 www.ec.europa.eu/food/animals/traces_en
TRACES focal point in Cameroon:
 vibanvictor@yahoo.fr

FIT FOR MARKET Programme

The Fit for Market Programme helps smallholders, farmer groups and MSMEs access international and domestic horticultural markets by complying with phytosanitary and other market access requirements.

 <https://cameroun.coleacp.org>
<https://eservices.coleacp.org/en>
 maud.delacollette@coleacp.org



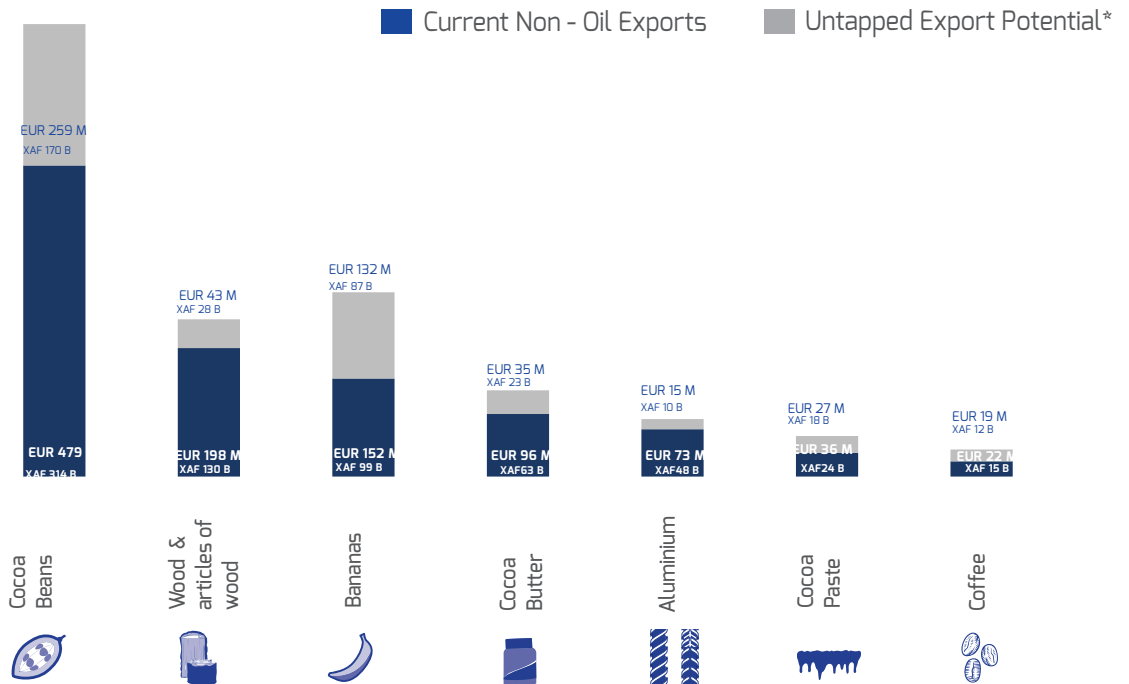
Cameroon exports more goods to the EU than the EU to Cameroon. The trade balance between the two partners is therefore in favour of Cameroon. An untapped export potential exists for various Cameroonian products. The Economic Partnership Agreement offers opportunities to use this potential.

CAMEROON TO THE EU

2020 EXPORTS

EUR 1.7 B

XAF 1.1 Trillion

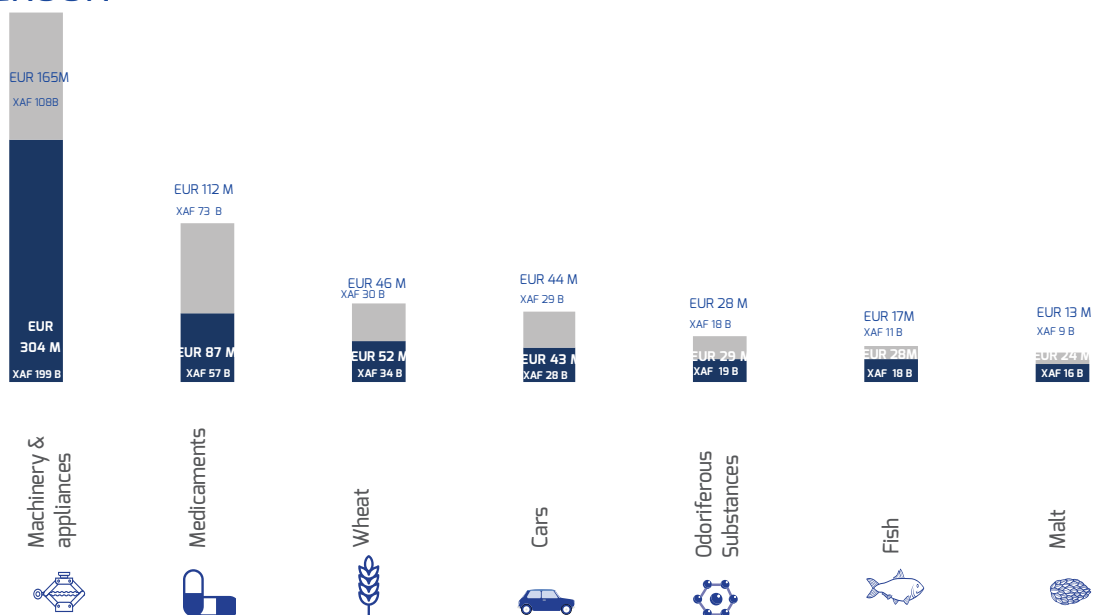


THE EU TO CAMEROON

2020 EXPORTS

EUR 1.5 B

XAF 950 B



*The Export Potential Indicator (EPI) or untapped potential identifies products in which the exporting country has already proven to be internationally competitive and which have good prospects of export success in new or existing target markets. The criteria to calculate the EPI are the export performance, target market's demand & tariff conditions, as well as bilateral links between the exporting country and a target market.



European Support to Businesses in Cameroon

MULTIPLE SECTORS



DISPOSITIF D'APPUI À LA COMPÉTITIVITÉ DU CAMEROUN

This program of €10 M / XAF 6.5 B (2020-2024) includes technical assistance to companies, support to business climate improvement, standardisation and energy efficiency, as well as a financing facility operating through local financial intermediaries. Companies and intermediary organisations can request technical support in a specific area, including export assistance, packaging, industrial processes, business development, etc.

100% funded by the EU, managed by MINEPAT & implemented by the SOFRECO/PWC consortium.

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- ✉ dacc@sofreco.biz



ENTERPRISE EUROPE NETWORK

Solution-driven services to help you turn your innovative ideas into international commercial successes. Expertise, contacts & events to connect you with the right international partners to grow your business.

Funded by the EU & implemented in Cameroon by ECAM.

- 🌐 www.een.ec.europa.eu/about/branches/cameroon ✉ Sandra Batey entreprisesducameroun.sbatey@gmail.com
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MYBUSINESS.CM

Online business registration system allowing you to create your enterprise online in a few steps. This project also improves the functioning of the Business Creation Formality Centers to facilitate & speed up the process. Funded by the EU, managed by APME (MINPMEESA) with the technical support of UNCTAD.

- 🌐 www.mybusiness.cm ✉ Sidonie Nkodo lilynkodo1@yahoo.fr
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I&P ACCELERATION IN SAHEL

I&P Acceleration in Sahel is a €15.5 million (XAF 10 billion) programme aimed at small businesses and start-ups in the Sahel and surrounding countries, including Cameroon. The objective is to give these companies access to the financing and skills needed to foster their development, thus promoting the creation of decent and sustainable jobs in the region. Put in place by the group "Investisseurs & Partenaires", the programme, financed by the EU, covers the period 2019-2023.

- 🌐 www.ietp.com/en/acceleration-sahel
- ✉ v.tchatchueng@ietp.com



PROGRAMME MIGRATION & DIASPORA

Migrants & diaspora members living in Germany represent a wealth of knowledge & skills. This program aims at working with them to support entrepreneurship in Cameroon through non-financial support for business creation such as business coaching, mentoring, networking & facilitation for the access to credit.

Funded & implemented by GIZ.

- 🌐 www.giz.de/en/downloads/giz2019-fr-programm-migration-global.pdf
- ✉ Kounchou Feze andre.kounchou@giz.de ✉ Brice Chuepo Brice.Chuepo@giz.de



Funding



Technical
Assistance



Business
Intelligence



European Support to Businesses in Cameroon



AFRICACONNECT INITIATIVE

AfricaConnect provides financing support on attractive terms to European companies in both their existing & planned activities in Africa. It promotes & facilitates local investments in a targeted manner, offering tailored financing solutions. Africaconnect offers loans for almost all African markets in EUR, USD as well as in selected local currencies with direct disbursement to the African subsidiary.

Managed by DEG.

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✉ africaconnect@deginvest.de



ARIZ GUARANTEE

ARIZ supports the creation, maintenance, development & modernization of SMEs & professionals by offering private companies & Microfinance Institutions (MFIs) in Africa easier access to any medium & long-term investment credit, credit-lease with a maturity between 2 & 12 years. ARIZ guarantees a maximum of 50% of the loan granted to SMEs & 70% for MFIs.

Managed by PROPARCO.

www.proparco.fr

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GARANTIE ARIZ TPE MINKA

ARIZ TPE MINKA supports the SMEs & professionals within the Minka's zone, by offering an easier access to medium & long term investment. ARIZ TPE MINKA guarantees up to 80% of the loan granted to SMEs by a bank or an IMF.

✉ monthes@afd.fr



CAMEROUN ENTREPRISES DÉVELOPPEMENT

Improvement of the living conditions of small Cameroonian entrepreneurs through the strengthening of their management capacities & coaching aimed at the sustainable development of their businesses

Funded by Belgium's General Direction for Development.

www.actec-ong.org

www.iecd.org

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✉ Patrice Noa Nang patrice.noa@iecd.org

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CHOOSE AFRICA

Choose Africa puts at the service of African start-ups, VSEs & SMEs various tools to finance & support them at the various stages of their development, & in particular via local partners supported by AFD.

Managed by PROPARCO.

www.choose-africa.com

✉ Sylvia Monthe monthes@afd.fr



ECONOMIC & SOCIAL DEVELOPMENT PROGRAM FOR SECONDARY CITIES EXPOSED TO FACTORS OF INSTABILITY (PRODESV)

The PRODESV programme will help individual craftsmen & local associations of craftsmen to formalize their enterprises & associations in order to be able to seize the opportunities offered by the public procurements.

Funded by GIZ & managed by FEICOM.

✉ Rachel Ngane Cheffe de l'Unité de Gestion Opérationnelle du PRODESV rachelngane@yahoo.fr

✉ Dr. Jean Sounnou Chef de Mission de l'Assistance Technique au FEICOM sounnou-houssouvou@ambero.de



European Support to Businesses in Cameroon



INVESTISSEURS & PARTENAIRES

IPAE 2 & IPDEV2 are impact funds which offer equity & quasi-equity investments to SMEs in Africa with growth funding needs in various sectors such as microfinance, education, health, energy, computer sciences, consumer goods & agro-processing sectors. In addition to funding, the funds also provide strategic & governance support, Social & Environmental assistance as well as technical assistance to investees. IPAS is an innovative seed funding &/or training program tool designed to help VSEs, SMEs & Start – ups access the financing & skills needed to foster their development, thus promoting the creation of decent & sustainable jobs on the continent. Companies financed by IPAE2, IPDEV2 & IPAS are supported in formalising their management, strengthening their organization, increasing their social & environmental impact, skills & accelerating their development with Investment tickets from €3,000 to €3,000,000.

 www.ietp.com/fr/content/entrepreneurs

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WIDU

Two continents, one platform: working together to create new jobs in Africa. Through WIDU, the African diaspora in Germany provides specific support to promote business ideas in their countries of origin, including Cameroon.

 www.widu.africa/en

 tom.sorensen@giz.de / info@giz.de

AGRICULTURE



ACEFA

Supports small farmers & professional organizations to improve agricultural productivity & incomes, through a mechanism of counsel & technical-economical business. 2000 counselors on the national territory, with around 200 000 farmers support agricultural investments for professional organizations.

Funded by AFD, managed by Ministry of Agriculture & Rural Development & Ministry of Livestock, Fisheries & Animal industries.

 vialleguerinas@afd.fr



EDFI AGRIFI FACILITY

AgriFI is an EU-funded impact investment facility with a mandate to provide medium to long-term financing to private sector enterprises active in the agri-food value chain with a focus on smallholder farmers.

Funded by the EU & managed by EDFI Management Company.

 www.agrifi.eu

 agrifi@edfimc.eu

 +32 2 503 23 75



FISEA+ SME & AGRIBUSINESS INVESTMENT

FISEA, the Investment & Support Fund for Businesses in Africa, makes equity investments in businesses, banks, microfinance institutions & investment funds operating in Sub-Saharan Africa. Owned by the AFD & advised by PROPARCO, FISEA targets vulnerable population groups & regions that are more unstable or emerging from crisis situations, as well as sectors traditionally bypassed by investors. Special attention is paid to the growth of small & medium-sized businesses.

Managed by PROPARCO.

 www.proparco.fr/fr/page-thematique-axe/fisea  saabn@afd.fr



European Support to Businesses in Cameroon



FIT FOR MARKET

FIT FOR MARKET enables smallholders, farmer groups and organisations, as well as MSMEs to access international and domestic horticultural markets by complying with SPS regulations and market requirements, in a sustainable way. It runs until 2022.

Funded by the EU, managed by COLEACP

<https://cameruon.coleacp.org>

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<https://eservices.coleacp.org>



GREEN INNOVATION CENTER FOR THE FOOD INDUSTRY

Dissemination of innovations through advice, training & access to credit. The innovations can be of a technical nature & encourage, for example, the use of agricultural machinery, improved seeds, fertilizers or cold chains. Often too, they relate to new forms of cooperation, such as the establishment of producer associations, specialized companies or interest representation structures.

Funded & Implemented by GIZ

www.giz.de/en/worldwide/32853.html

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SUPPORT TO TRANSFORMATION OF AGRICULTURE PRODUCTS (TRANSFAGRI)

AFD supports transformation of agriculture products through i) a support to the Promotion SMEs Agency (APME) to develop non-financial services to SMEs; ii) a support to Microfinance national strategy in order to develop financial products adapted to SMEs in agriculture sector; iii) a support to the Ministry of Vocational Training to develop vocational training centers in agriculture & transformation sector; iv) a support to the Ministry of Economy to strengthen economics survey for SMEs & agriculture sector.

Funded by AFD, managed by APME, Ministry of Finance, Ministry of Vocational Training & Ministry of Economy.

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EMPLOYMENT



ASSOCIATION FOR CULTURAL, TECHNICAL & EDUCATIONAL COOPERATION (ACTEC)

Technical & entrepreneurial training programmes to reach the most underprivileged populations & provide them with opportunities suited to the realities of their environment. ACTEC includes: Infrastructure & equipment, Training for Trainers, School-Enterprises, Entrepreneurs Training & Coaching & Workplace integration system (soft skills).

www.actec-ong.org

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CIMAR TECHNOPOLE

Putting in place a system allowing for a better professional integration in the Mounjo department (the Coast region) via dual training and entrepreneurship. The programme benefits from an EU €491,570 ARCHIPELAGO subvention and runs until September 2022.

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European Support to Businesses in Cameroon



MEET AFRICA 2

The objective of the project is to encourage economic activity in Africa by accompanying and supporting both qualified or unqualified members of African diaspora in Europe or recently returned to the country of origin in their viable and impactful entrepreneurial projects. The project targets six African countries, including Cameroon. It is co-financed by the EU, France and Germany and implemented by Expertise France over the period 2020-2023.

 www.meetafrica.fr

 habiba.addi@expertisefrance.fr



PROFOR - AGRICULTURE AND HUSBANDRY VOCATIONAL TRAINING PROJECT IN CAMEROON

The aim of the programme is to strengthen the offer of vocational training in the area of dairy production and processing, and more widely defined agricultural entrepreneurship in the East and Adamaoua regions. It focuses in particular on young people, women and returning migrants. It runs between December 2019 and July 2022, with an EU subvention of €600,000, coordinated by CAPEF (Chamber of Agriculture, Fisheries, Husbandry and Forests of Cameroon).

 www.capef.cm or <https://archipelago-programme.org/files/tzaSjHGrbUav-SWlIDnZuQ.pdf.cm>

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PROJACAM: PROFESSIONALISATION OF YOUNG FARMERS IN CAMEROON

The ProJACam aims to improve employability of young men and women in cocoa, corn and poultry farming and to support their professional organisations. It targets Centre, South and Coast regions of Cameroon and prioritises returning migrants. This EU-funded project, implemented by a consortium of four organisations - AFDI, Conaprocama, IAO and the *Chambre d'Agriculture de la Côte d'Or in France*, runs until September 2022.

 michel.garcia@actec-ong.org



SKILLS INITIATIVE FOR AFRICA (SIFA)

Grants for skills development projects. Projects should contribute to employment-oriented skills development for young people to strengthen occupational prospects of young people in Africa.

Funded by the German Government & managed by the African Union Commission (AUC).

 www.skillsafrica.org



YOUTH AND GENDER CONNECT

Programme offering vocational training in areas such as agriculture, car repair and entrepreneurship. It targets young Cameroonians in the West, Coast, Adamaoua and Center regions. The programme benefits from an EU €499,960 ARCHIPELAGO subvention and runs until September 2022.

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 diop_aissa@yahoo.fr



European Support to Businesses in Cameroon

ENERGY



AFRICA RENEWABLE ENERGY SCALE UP FACILITY (ARESUF)

The Africa Renewable Energy (ARE) Scale-up Guarantee fund will de-risk direct equity investments in pioneering businesses & prepare these companies for accessing business investors & large scale debt funding. Over the next 5 years, PROPARCO will provide equity or quasi-equity funding for between 5 & 10 African businesses with innovative, high-potential projects. While priority will be given to solar energy projects, other technologies (biomass, mini-hydro, etc.) will also be considered.



Managed by PROPARCO.

www.proparco.fr/en/are-scale



EDFI ELECTRIFI FACILITY

Impact investment facility investing in early stage private companies & projects, focusing on new/improved electricity connections as well as on generation capacity from sustainable energy sources in emerging markets. Typical business models include mini-grids, solar home systems, independent power projects (IPP) & captive power production.

Funded by EU & managed by EDFI Management Company.

www.electrifi.eu

electrifi@edfmc.eu

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ENERGY ACCESS VENTURES FUND

The fund invests in equity, quasi-equity & loans in start-ups or SMEs in Africa. Improving the profitability, viability & impact of companies by offering services combining financing & assistance in developing their activity.

Managed by European Development Finance Institutions.

www.eavafrica.com

info@eavafrica.com



EURIZ GUARANTEE

EURIZ offers start-ups & SMEs in Africa with a strong development impact easier access to any medium & long-term investment credit, leasing of a maturity between 2 & 12 years & a share of credit risk. EURIZ guarantees a maximum of 70% of the loan granted. EURIZ is open to women, young people under 30, start-ups under 3, health, education, agriculture, digital, social business as well as energy & of the environment (renewable energy, energy efficiency, transport to, waste management, environmental protection, sustainable land management).

Managed by PROPARCO.

www.proparco.fr

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EUROPEAN LIQUIDITY SUPPORT FOR SUSTAINABLE ENERGY (RLSF)

Most lenders to an energy project will ask to mitigate the liquidity risk. Liquidity risk describes the risk that the debt cannot be serviced if the off-taker does not pay on time. Historically, the off-taker was asked to make cash collateral available. However, utilities are increasingly reluctant to do this. RLSF offers a product to address short-term liquidity risk.

Managed by KFW Group.

www.ati-aca.org/energy-solutions/facilities/regional-liquidity-support-facility



FACILITY FOR ENERGY INCLUSION (FEI OGEF)

Off-grid energy facility that lends to companies & SPVs domiciled in Africa; at ticket sizes of \$2-10M at competitive lending rates depending on transaction structure & risk profile; with a flexible tenor of 12-60 months.

Funded by the EU & managed by Lions Head Global Partners.

www.ogef africa.com

info@ogef africa.com



European Support to Businesses in Cameroon



GET. INVEST, MOBILISING RENEWABLE ENERGY INVESTMENTS

GET.invest supports entrepreneurs through on-demand advisory assistance on investment strategy, business case structuring, accessing finance & transaction, accessible online. In addition, the programme provides dedicated information on renewable energy markets & financing opportunities, & organises business-to-business matchmaking events. It helps project managers in search of financing & investments in the field of decentralised renewable energy.

Joint undertaking between the EU, Germany, Sweden, the Netherlands & Austria.

 www.get-invest.eu

 info@get-invest.eu



RENEWABLE ENERGY IN RURAL AREAS IN AFRICA

This facility will provide subordinated debt to projects in the field of mini/off-grid renewable power generation proposals in underserved areas (rural &/or peri urban).

Managed by Compañía Española de Financiación del Desarrollo (COFIDES).

 www.cofides.es/en/rfp-renewable-energy-program-sub-saharan-africa

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INTELLECTUAL PROPERTY RIGHTS



AFRIPI

AfriPI aims at strengthening the awareness of African SMEs in the area of intellectual property rights (IPR): their creation, protection, utilisation, administration and enforcement. The four-year project launched in 2020 involves creation of an IPR Helpdesk for African SMEs.

Funded by the EU and managed by EUIPO.

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SUPPORT PROJECT TO OAPI (PAMPIG 2)

AFD supports AFRICAN ORGANISATION OF INTELLECTUAL PROPERTY (OAPI) in the development of geographic indications registration process. This project aims to promote commercialisation of African traditional products & increase of revenues for producers.

Funded by AFD & OAPI, managed by OAPI

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SUPPORT PROJECT TO OHADA

The financial support provided by AFD to the Organization for the Harmonization of Corporate Law in Africa (OHADA) aims to create a better business climate & to foster economic development. Various initiatives are covered, including the flagship project of computerisation of the Trade & Personal Property Credit Register (RCCM) in a pilot country: Cameroon.

Funded by AFD, managed by OHADA, in close collaboration with MINJUSTICE.

 duboism@afd.fr



European Support to Businesses in Cameroon

INNOVATION



NASIRA

Direct & indirect investment (convertibles, preferred equity) to start-ups, scale-ups offering tech-enabled solutions in financial services, renewable energy, agribusiness, education, healthcare, e-commerce, mobility & transport, & digital business infrastructure.

Funded by the EU & managed by FMO Dutch Entrepreneurial Development Bank.

 www.nasira.info

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TECH VENTURES PROGRAMME

The Ventures Program focuses on innovative tech-driven start-ups in three sectors: EnergyTech, FinTech & AgriTech. Investments (equity) start from EUR 300 K & up to EUR 10 M. The program also invests in Private Equity funds that invest in the three aforementioned sectors, as well as EduTech & HealthTech.

Funded by FMO.

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OTHER



EUROPEAN INVESTMENT BANK (EIB)

EIB provides long term loan finance for large economic & social infrastructure (greenfield or brownfield) that are key enablers for private sector development, alongside support to a large spectrum of private sector operators from large & medium-sized corporates to micro & SMEs across all productive sectors of Cameroon's economy.

 www.eib.org

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DEG SUPPORT FOR THE PRIVATE SECTOR

DEG is a subsidiary of the German Development Bank KfW, & provides private-sector companies operating in developing & emerging countries with long-term financing & promotional programmes. DEG also advises them as they implement their investments. DEG provides long-term senior debt with tickets varying between €10-30M. Can acquire a minority stake in companies or investment funds. It also offers various technical assistance & support programs for SMEs.


 www.deginvest.de/International-financing/DEG

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EU EXTERNAL INVESTMENT PLAN SECRETARIAT

EU guidance & information about the different financial instruments, advice & facilitation of contacts with partner development finance institutions. Your one-stop shop to submit your project:

 www.ec.europa.eu/commission/eu-external-investment-plan/how-you-can-engage-external-investment-plan-one-stop-shop_en


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