



**G8 UK**

UNITED KINGDOM 2013

# Deauville Partnership Investment Conference with Arab Countries in Transition

## Seizing local opportunities: skills and suppliers

# The Rt Hon Baroness Symons of Vernham Dean

---

Chair of Arab British Chamber of Commerce

## Ashraf Bakry

---

Vice President Supply Chain  
Unilever  
North Africa and Middle East

## Rabea Ataya

---

Chairman and CEO  
Bayt.com

## Salvatore Nigro

---

CEO Europe  
Education for Employment

## Usha Rao-Monari

---

Global Director for Sustainable Business  
International Finance Corporation

# IFC in MENA (FY12)

---

## Investment

---

- About \$2.32 billion in MENA (excluding Pakistan and Afghanistan)
- \$559 million in Pakistan and Afghanistan, including mobilization
- High impact projects to restore confidence:
  - Orascom Construction (\$475 million)
  - MedGulf Insurance ((\$124 million)

## Advisory

---

- Delivered advisory activities in,
  - SME and Micro Finance
  - Corporate Governance
  - Investment Climate
  - Business Edge Training
- Ramped up support for SMEs with the MSME Technical Assistance Facility

## Investment + Advisory

Arab Financing Facility for Infrastructure with the Islamic Development Bank  
Education for Employment (e4e) initiative for Arab Youth

# IFC Support for Local Sourcing

---

## Investment

---

- With lead firms & FIs
  - Supplier finance
  - Risk sharing facility
- With FIs
  - Trade finance
  - SME finance
  - Sustainable Energy Finance
  - Micro finance

## Advisory

---

- We work with lead firms to
  - Structure local sourcing policies
  - Build capacity in local SMEs
  - Establish secure and sustainable supply through small holders (agri)
  - Engage effectively with communities to develop local sourcing
- We build capacity in local organizations to provide,
  - Management skills training to SMEs through Business Edge
  - Tools and information through the on-line SME Toolkit platform

# Example: An “untraditional” local sourcing

---

