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Set up: 1966
Headquarters: Vienna
Member States: 171
Mission:

ECONOMY: Promote an economic competitive industrial production by coordinating public and private efforts

EMPLOYMENT: Favour an employment-based industrial development and Trade Building Capacity

ENVIRONMENT: Favour an environmentally and socially sustainable industrial development



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Investment Promotion Unit Egypt

- ✓ Initiative launched in 1998 by GAFI "General Authority for Investment and Free Zones" of Egypt, the Italian Government and UNIDO for the development of local industrial SMEs through cooperation with Italian and foreign counterparts.
- ✓ UNIDO IPU Egypt was established within GAFI to provide the necessary support to the Egyptian SMEs







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IPU EGYPT

The IPU Egypt is part of the UNIDO ITPO/IPU network worldwide (Investment and Technology Branch):

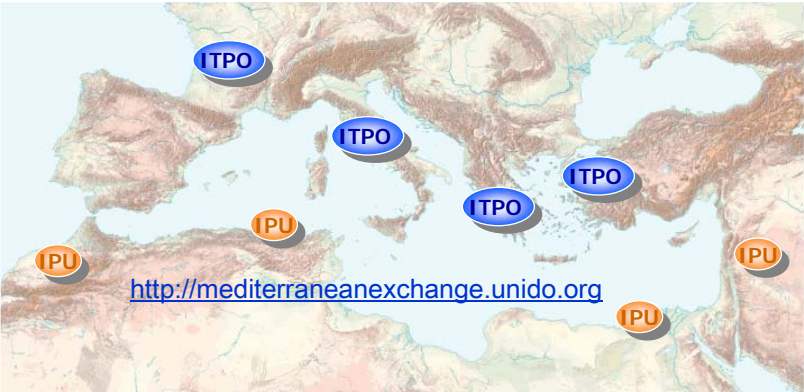
- ✓ IPU (Investment Promotion Units) are present in 4 countries: Egypt, Jordan, Morocco and Tunisia;
- ✓ ITPOs (Investment Technology Promotion Offices) are present in the following countries: Bahrain, Brazil, China (Beijing and Shanghai), France (Paris and Marseille), Greece, Italy, Japan, Mexico, Republic of Korea, Russian Federation, Turkey and the United Kingdom. The Walloon Region of Belgium also maintains an ITPO at UNIDO headquarters in Vienna



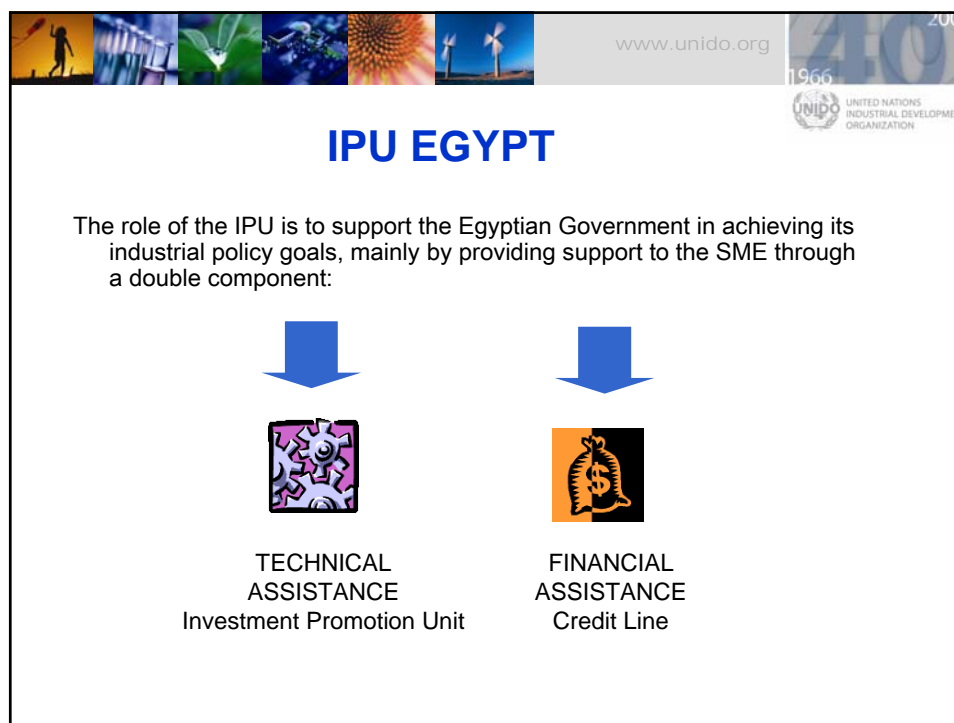
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IPU EGYPT


The IPU is also part of the UNIDO Arab-Mediterranean Network composed by the ITPOs (Bahrain, France, Greece, Italy) and IPU (Egypt, Jordan, Morocco, Tunisia).



<http://mediterraneanexchange.unido.org>







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FINANCIAL ASSISTANCE

The financial assistance consists of a credit line facility from the Italian government, made available through the Egyptian banking system for financing at soft terms the acquisition of equipment of Italian origin, technical training and assistance, industrial patents and licensing, including transport costs.

CURRENCY DENOMINATION OF THE INDIVIDUAL LOANS	EGYPTIAN POUND (EGP)
TOTAL AMOUNT	EURO 9.9 million
MIN / MAX AMOUNT PER INDIVIDUAL LOAN (even if split in to several contracts)	EURO 0.15 / 2.0 million
GRACE PERIOD	from 1 to 3 years
REPAYMENT PERIOD	from 4 to 7 years
END-USER INTEREST RATE	<ul style="list-style-type: none"> • JOINT VENTURE BENEFICIARY: 6% (60% OF DISCOUNT RATE) • NON-JOINT VENTURE BENEFICIARY: 7% (70% OF DISCOUNT RATE)



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PERIOD APRIL 2006 – OCTOBER 2007

Italian Credit Line	
Applications received	31
Business Plans Concluded and Submitted to the NBE	10
Business Plans Under Finalization	1
Pending Projects	2
On-going projects	8
Rejected projects (lack of financial resources)	8
Projects payied	3

✓ 10 business plans are concluded (value: Euro 3,971,415 equivalent to 79% of the first tranche, 40% of the total available funds) and are currently under evaluation at NBE.







✓ 3 Business plans paid (€ 1,710,000)

✓ 2 business plans are under finalization (value: Euro 3,750,000).


✓ 8 on-going projects i.e. the pro-forma invoices and/or technical and financial information are still incomplete.

✓ 8 rejected projects (lack of internal financial resources; insufficient leverage, not complying with the loan conditions).

The sectors with a higher frequency of projects are those of plastic products (4 projects), textile (4), agro-food (7), and marble and granite (4).









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FACTS AND FIGURES 2006

	2006
Promotion	101
Negotiation	27
Concluded and Operational	14
Stand-by Projects	5
Financial Evaluations	22
Jobs created	400
Total Investment Generated (US\$)	49,231,500
Egyptian Companies Assisted	420
Foreign Companies Assisted	116
Seminars	8
Fairs	9
Trainings	4



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FORTHCOMING ACTIVITIES
(workshops and trainings)

DATE	PLACE	EVENT	IPU SUPPORT	ATTENDEES	Partners
22-25 October	Port Said, Egypt	Training workshop on marketing	Organization of a workshop "Practical Solutions to Effective SME Management", based on "Business the Edge" model	30 Egyptian Companies	GAFI, IMC, IFC, Port Said Governorate
31 October	Cairo, Egypt	Workshop on the Italian Credit line and lessons learned	Organization of the workshop on the Italian Credit Line	100 Institutions, Donors, Banks	Italian Cooperation, Italian Embassy
7-8 November	Cairo, Egypt	Conference "Medibtikar – Euromed Innovation and Technology Programme"	Participation to the conference and presentation of UNIDO services and activities	100 Institutions, Donors, Banks (Egyptian and Foreign)	UNIDO ITPO Merseille, UNIDO Network
14 November	Cairo, Egypt	Innovation in the Agro-food technologies	Presentation of the IPU and the credit line	50 Egyptian Companies, 10 Italian Companies	Mediterranean Fruit Company, Italian Ministry of Agriculture

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FORTHCOMING ACTIVITIES (Fairs and BtoB)

DATE	PLACE	FAIR	SECTOR	IPU SUPPORT	N° of COMPANIES	PARTNERS
05-06 November	Bahrain	Global Economic Forum	Multisectoral	Projects scouting and identification	5-10 Egyptian Companies, 50 Foreign Companies to be assisted	UNIDO ITPO Bahrain
07-10 November	Rimini, Italy	ECOMONDO 2007	Environment	Projects scouting and identification. Matchmaking activities.	5-6 Egyptian companies to be assisted	UNIDO ITPO Italy
14 November	Cairo, Egypt	Innovation in the Agro-food technologies	Agro-food	Projects scouting and identification. Matchmaking activities.	50 Egyptian Companies, 10 Italian Companies to be assisted	Mediterranean Fruit Company, Italian Ministry of Agriculture
19-24 November	Marseille, France	Mediterranean Economic Week	Multisectoral	Projects scouting and identification	90 Egyptian Companies, 40 Foreign Companies to be assisted	UNIDO ITPO Mersille
22-24 November	Mexico	Investment Forum	Multisectoral	Projects scouting and identification	5 Egyptian Companies, 30 Foreign Companies to be assisted	UNIDO ITPO Mexico
27-28 November	Cairo, Egypt	MENA-OECD	Multisectoral	Projects scouting and identification. Matchmaking activities.	90 Egyptian Companies, 50 Foreign Companies to be assisted	GAFI, Ministry of Investment, OECD, UNIDO Network

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IPU CONTACT DETAILS

UNIDO IPU EGYPT

c/o Ministry of Investment Building
Salah Salem Street
Cairo - Egypt

Tel: +20.2.22633952
Fax: +20.2.22633465

itpo.cairo@unido.org
www.unido.org
<http://mediterraneanexchange.unido.org>