



ANNE-MARIE IDRAC
SECRETARY OF STATE FOR FOREIGN TRADE
MINISTRY OF THE ECONOMY, INDUSTRY AND EMPLOYMENT



Communiqué de presse

Press release

<http://www.minefe.gouv.fr>

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AFD Group and UBIFRANCE sign framework agreement

Under the patronage of Anne-Marie Idrac, French Secretary of State for Foreign Trade, Agence Française de Développement Group (AFD) and Ubifrance, the French agency for international business development, have signed a three-year framework agreement to scale up the contribution French businesses make to economic growth in developing and emerging countries.

UBIFRANCE, AFD and PROPARCO are part of the mechanism deployed by France at the international level: they have the common aim of enhancing France's influence and visibility.

"They have a lot in common", declared Anne-Marie IDRAC, "geographically, with the complementarity between the two representation networks abroad, and also strategically since supporting economic growth and private sector development are priorities for both establishments".

One of the strategic areas for AFD and PROPARCO operations is to boost growth and strengthen the private sector. This strengthening can involve establishing and transferring the technology of French businesses, particularly in the framework of joint ventures with local partners.



UBIFRANCE has been entrusted with a mission to scale up the presence of French SMEs on international markets and has a target to support 20 000 businesses every year by the end of 2011. Emerging and Mediterranean countries will be a specific focus in order to strengthen the presence of French businesses in these areas, particularly via the establishment and creation of joint ventures. UBIFRANCE consequently wishes to extend its range of financial tools to support business investment projects.

The agreement has the following objectives:

- To share general information about the countries where they both operate in the following areas: economic and financial situation, state of infrastructure, business environment, sectoral prospects, particularly in the energy efficiency sector.
- To facilitate the promotion of French expertise in these countries through a better understanding of the financial tools provided by AFD Group, better knowledge of the projects financed, and a wider dissemination of the bid invitations and procurement that AFD finances.
- To study prospects for establishing French SMEs in these regions, particularly by using the range of financial tools provided by AFD Group. The aim is to reach an agreement in the coming months with at least one French banking network which will be selected via a bid invitation.

About AFD:

Agence Française de Développement (AFD), a public establishment, has been combating poverty and promoting development in South countries and Overseas France for over 60 years. It implements the development policy defined by the French Government.

AFD is active in the field in over 50 countries and finances and supports projects to improve living conditions for populations, boost economic growth and protect the planet: getting children into school, supporting farmers, supporting small businesses, water supply, tropical forest preservation, combating climate change...

In 2008, AFD earmarked some 4.5 billion euros to finance operations in South countries and Overseas France. Thanks to this financing, 6.9 million children were able to go to school and 4.4 million people gained access to water supply. Energy efficiency projects for the same year will save 13.8 million tons of CO2 annually. www.afd.fr

About PROPARCO:

PROPARCO is a Development Finance Institution jointly held by Agence Française de Développement (AFD) and by private shareholders from the North and South. Its mission is to promote private investment in emerging and developing countries in support of growth, sustainable development and reaching the Millennium Development Goals (MDGs). Proparco finances operations which are economically viable, socially equitable, environmentally sustainable and financially profitable. Its sectoral strategy is tailored to the level of development of countries and focuses on productive sectors, financial systems, infrastructure and private equity investment. PROPARCO invests in a geographical area encompassing major emerging countries and the poorest countries, particularly Africa, and has extremely high requirements in terms of Social and Environmental Responsibility. PROPARCO offers a full range of financial tools tailored to the needs of private investors in developing countries (loans, equity, guarantees and financial engineering). In 2008, PROPARCO allocated €800M for more than fifty projects in over thirty countries. www.proparco.fr



About UBIFRANCE and Economic Missions:

UBIFRANCE, the French agency for international business development, is an industrial and commercial public establishment under the supervision of the French Ministry of the Economy, Industry and Employment, the Secretary of State for Foreign Trade, and the Treasury and Economic Policy Directorate General. UBIFRANCE now enjoys its own network of correspondents in France and worldwide: 6 UBIFRANCE interregional departments established locally in France, in partnership with Chambers of Commerce and Industry, help mobilize businesses with export potential. 40 integrated Economic Missions in 28 countries support businesses in the field. By 2010, 63 Economic Missions present in 44 countries will join UBIFRANCE, i.e. over 1 200 multicultural staff providing export assistance to SMEs. www.ubifrance.fr

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