

# EU - Cabo Verde Global Gateway Investment forum

## Sal Island

20 June 2025

*Concept Note*

Global  
Gateway

*Version from 28 February 2025*



União Europeia  
em Cabo Verde



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## 1. BACKGROUND

The EU - Cabo Verde Global Gateway Investment forum aims to strengthen the economic ties between the European Union and Cabo Verde. This event enhances the strategic priorities of the Global Gateway initiative in Cabo Verde, focusing on Energy Transition, Blue Economy, and Digitalization. The forum will facilitate dialogue and collaboration between EU-Cabo Verde companies, European Development Financial Institutions and other key partners, building on existing partnerships and seeking new business opportunities. It will also serve as a platform for EU companies to explore potential government projects and contracts (B2G), alongside facilitating B2B opportunities to drive investment between the EU and Cabo Verde. Recent developments in EU Global Gateway projects highlight the increasing importance of Team Europe (EU and Member States) interventions in Cabo Verde, making this forum a timely platform for fostering investment and innovation.

The event will be steered by a taskforce composed of representatives from the EU Delegation, Cabo Verde Trade Invest (CVTI), and other key stakeholders as needed, who will oversee the planning and execution of the forum and meet regularly to ensure smooth coordination.

## 2. OBJECTIVES

### 2.1. Specific Objectives

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- To attract EU private investors and expand existing EU investments in Cabo Verde's key sectors, including exploring B2B and B2G opportunities.
- To promote EU investment tools such as EFSD+ and PIPs, supporting private sector development in Cabo Verde including local financial ecosystem.
- To showcase successful projects within the Global Gateway portfolio in Cabo Verde

### 2.2. Theme and Focus Sectors

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The forum will focus on three main areas: Renewable Energy, Digitalisation, and Blue Economy including the yachting industry.

### 2.3. Expected Outcomes

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1. Establishment of new business partnerships and investment opportunities for Cabo Verdean and European Companies.
2. Strengthened trade and investment ties between EU and Cabo Verde stakeholders.
3. Enhanced awareness and utilization of EU development and financial tools (e.g. EFSD+, D4D hub) and Global Gateway policies.

## 3. STAKEHOLDERS

### 3.1. Target Audience

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The forum will gather participants from EU and Cabo Verde, namely:

- EU and Cabo Verde private sector companies, including SMEs.
- EU and Cabo Verde (CV) Business support organizations (BSOs).
- Government representatives and key policymakers.
- Investors, European development finance institutions and export credit agencies.

### 3.2. Partners Involved in Preparation

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Partners involved in the preparation include the European Union Delegation to Cabo Verde, and Cabo Verde's Trade Invest (CVTI - [TRADE Invest](#)), which will meet regularly in a specific task-force. The World Bank representation in Cabo Verde will be a key partner, providing financial support to the event through the SB4A (Sustainable Business for Africa) programme, funded by the EU.

Other national Ministries/entities, EU member states, EU (INTPA or other DGs) thematic experts, European financial institutions and business organisations may also be associated to specific tasks, ensuring a comprehensive and inclusive event.

## 4. DATE AND LOCATION

This one-day event will take place on June 20, 2025, on the island of Sal in Cabo Verde. It will follow the "2025 Cabo Verde Investment Forum," which will be held at the same location the two days before (18 and 19 June), organized by CV TradeInvest, maximising the event organization and participation from external partners.

## 5. PROGRAMME

### 5.1. Format

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The forum will adopt a hybrid format, combining in-person sessions with virtual components to facilitate online participation and matchmaking. Due to venue capacity, the number of in-person participants may be limited (to up to 280 participants) and online participation is encouraged.

Priority for onsite participation will be given to EU and Cabo Verdean businesses over other companies. The organization will provide venues for matchmaking (B2B; B2G) meetings.

The task force will validate registrations both onsite and online, based on the list of companies provided by the EU Delegation, EU Member States, and Cabo Verdean business organizations.

The participation in the “2025 Cabo Verde Investment Forum” and “EU CV Global Gateway investment Forum” will be separated.

## 5.2. Activities

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- B2B and B2G matchmaking sessions.
- Plenary discussions.
- Panel discussions focusing on the three strategic sectors.
- Networking events to foster collaboration.

## 5.3. Draft Agenda

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A detailed agenda for the day will be developed in collaboration with stakeholders to ensure relevance and engagement. It will include the following moments:

- Opening remarks
- Dedicated session on each sector - Renewable Energy, on Digital Transition and on Blue economy - including:
  - - Presentation of policies, pipeline projects or pitches;
  - - Presentation of existing EU financial instruments;
- Closing – Network event

## 6. ORGANISATION

### 6.1. Governance Structure

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The forum will be organized by CVTI who will serve as the lead executing entity, in charge of the overall event preparation and coordination, including logistics<sup>1</sup>, and when needed liaising with government counterparts.

A Task Force consisting of representatives from the EU Delegation, CVTI, and (when needed) other key stakeholders will oversee the planning and execution of the event, and will meet regularly.

The EU Delegation to Cabo Verde will coordinate the initiative with EU Member States and EU headquarters, including INTPA, EUBFF<sup>2</sup> and other Directorates-General. This will include outreach to EDFIs, EU firms and speakers, participation of relevant EU institutional players.

The World Bank will fund the event through the SB4A project and provide strategic input to event content on business environment, regulations and related matters.

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<sup>1</sup> Preparing the venue, translation, catering, security, coordination with hotels and airline companies, etc.

<sup>2</sup> EU-Africa Business Forum Facility.

A communication working group will be formed by the communication specialists of the main organisers. It is in charge of preparing and implementing the communication plan and all related tasks, to be validated by the Task-Force.

## 6.2. High-Level Timeline

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Preparations will commence immediately, with **key milestones** including:

### February

- Preparation of agenda/ panels.
- Communication strategy.
- Draft workplan (including logistics).
- Save the date e-mails.
- Targeted e-mails to CEO/DFIs, EU BSO, Export agencies.
- Contact established and support secured from EU Business Support Initiatives.<sup>3</sup>
- Identification and selection of presenters (pitchers, EDFI, etc.)
- Logistics

### March - April

- Preparation of pipeline of projects and identification of relevant DFIs.
- Preparation of specific communication/outreach products<sup>4</sup>, including: Press release; press package; Two specific video on GG in Cabo Verde (one pre event will be done in February);
- Launch of Online Matchmaking tool at Registration
- Logistics

### April-May

- Confirmation of participants
- Stakeholder engagement, agenda update, and participant outreach leading up to the event.
- Logistics closure.

### June

- (18 or 18 June afternoon) Press release
- (20 June, end of day) Network cocktail

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<sup>3</sup> E.G. Get.Invest for energy sector; D4D for digital. **Support to business initiatives in [Global Gateway Business Opportunities - European Commission](#)**

<sup>4</sup> All EU Business Fora must follow the Global Gateway branding guidelines (available [online](#)). **The Global Gateway** logo should appear on all communication documents, along the EU flag and the partner country flag. No logo should be created specifically for the Business Forum.

- Send a satisfaction survey to all participants with a thank you email including available photos, videos, and presentations.

## July

- Impact report and follow-up recommendations<sup>5</sup>

### 6.3. Workplan

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A comprehensive work plan, including checklists, will guide preparations, covering logistics, communication, and content development, will be developed by CVTI, and adopted by the Task-force.

### 6.4. Budget and Costs

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The estimated budget is set at maximum of 100,000 Euros, covering venue, technology for virtual components, promotional activities, and other key expenses. EU funding will be sourced to CVTI through SB4A project, managed by the World Bank. The WB rules and regulations will be applied to expenses made.

The EU will consider the possibility to fund some communication products from a separated Budget.

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<sup>5</sup> Ensure that you measure the impact of the event against clearly defined Key Performance Indicators. The EABF facility is developing an approach with steps/tools to evaluate outcomes and while immediate financial investments are often the most visible metric, the true value of a forum often lies in the connections established, new business relationships built, and the quality of follow-up interactions. Those will be considered.