



The MENA-OECD Enterprise Financing Network:

*Meet the Challenge ♦ Join the Network ♦
Bridge the Equity Gap*



**MENA-OECD
INVESTMENT
PROGRAMME**

**ENTERPRISE
FINANCING
NETWORK**

LINKING INNOVATIVE ENTREPRENEURS WITH DIVERSE CAPITAL AND PRODUCTIVE INVESTMENT

Providing Linkages For Growth

The MENA-OECD Enterprise Financing Network © aims to improve the conditions for financing entrepreneurship by

- ◆ Creating a platform to connect entrepreneurs, financiers, research bodies and policymakers

Strengthening Networks

- ◆ Providing ways for private sector participants to effectively participate in key investment policy reforms relevant to financing entrepreneurship

Engaging the Private Sector

- ◆ Encouraging the development of innovative institutions and instruments to bridge the equity finance gap in the region

Training Entrepreneurs

The Network operates within the MENA-OECD Investment Programme as a forum for exchange of good practice between MENA and OECD business and government representatives. The Network was launched in Bahrain in May 2006 at the MENA Investment Centre, where representatives from key financing, media, and entrepreneurship associations and organisations were present. It will operate as a not for profit organisation.

Liaising with Regulators

Supporting Women Entrepreneurship

Promoting Dialogue between Entrepreneurs, Financial Institutions, and Policymakers

Who is part of the Network?

Private equity and venture capital firms, business angels, business and technology institutes and education programmes, business incubators, entrepreneurs, policy makers, and investment promotion agencies from 16 MENA and OECD member countries form the network.

Guiding Young Entrepreneurs

The MENA Countries included in the network are Algeria, Bahrain, United Arab Emirates, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Morocco, Oman, Qatar, Palestine National Authority, Saudi Arabia, Tunisia, Yemen.

LINKING INNOVATIVE ENTREPRENEURS WITH DIVERSE CAPITAL AND PRODUCTIVE INVESTMENT

Key Objectives of the Network

- ◆ Mobilise capital for the creation and expansion of enterprises
- ◆ Identify key risk factors for Private Equity/Venture Capital firms and innovative entrepreneurs
- ◆ Support cluster development, highlighting the role of science and technology centres
- ◆ Bring together financiers and entrepreneurs to identify business opportunities

Highlights of Activities of the Network

- ◆ Develop solutions for overcoming regulatory problems experienced by foreign and domestic PE/VC investors in each MENA country
- ◆ Develop recommendations on key issues of financial regulation and the development of equity finance and venture capital operations
- ◆ Support training programmes and the creation of networks for MENA Business Angels
- ◆ Support Business Plan Training and Pitch Coaching for “Investor-Ready” entrepreneurs
- ◆ Distribute Entrepreneurship Finance Award on an annual basis
- ◆ Organise Enterprise Financing/Technology development conferences in partnership with UNIDO, the World Summit on Innovation & Entrepreneurship and other organisations
- ◆ Create Linkages between domestic, regional, national, and international investors

“MENA 100”

LAUNCHING A REGIONAL MARKETPLACE

CONNECTING ENTREPRENEURS AND FINANCE

In the framework of the EFN Network’s activities, the MENA-OCDE Investment Programme in coordination with MENA Centre for Investment in Manama will launch The **MENA 100** project, a business plan competition representing the latest development in entrepreneurial activities in the MENA region

The primary objective of **MENA 100** competition is to connect the 100 best potential and existing entrepreneurs in the MENA region with potential sources of finance (such as business angels and venture capital funds) to generate business transactions.

The platform that will be created with the **MENA 100** will include,

- ◆ The launching of a regional marketplace
- ◆ Providing opportunities for high level potential entrepreneurs
- ◆ Coaching prospects to gain standards of excellence in their potential
- ◆ Performance and business execution
- ◆ Pushing existing entrepreneurs into high level productivity and expansion
- ◆ Bringing together OECD and MENA know-how, skills and investors into the marketplace

This initiative could build the basis of a continuous grass-roots campaign to persuade young people in the MENA region to be more entrepreneurial and try to inspire millions of them to turn their business ideas into reality, and (through the OECD’s business database, the EFN network and face-to-face networking opportunities) to help them create the international networks to do so.

The Organisation for Economic Co-operation and Development (OECD)

comprises 30 Member countries working with 70 non-Member countries and the private sector to promote growth and investment worldwide

MENA-OECD Investment Programme

Launched in 2004, the MENA-OECD Investment Programme is a regional programme design to enhance economic growth and political stability in the Middle East and North Africa (MENA) through building capacity and the accelerating reforms in the areas of investment policies.

The programme is part of the broader OECD-MENA Initiative for Governance and Investment for Development (the MENA-OECD Initiative) which supports MENA countries in improving their investment climate and fostering good governance. It has the support of an important group of OECD members including Sweden, Canada, Italy, Japan, Spain, Turkey, the UK, and US, and more recently the European Commission.

Over the last 4 years, a number of results have been achieved among which:

- ◆ Established a regional forum for dialogue and peer review amongst MENA countries on investment climate issues.

The Investment generates impact through a comprehensive approach that involves regional dialogue, peer review, definition of reform priorities and assistance in implementation.

MENA-OECD Initiative Working closely with OECD experts, MENA countries are encouraged to exchange policy experiences and insights based on OECD good practices.

- ◆ Aligned MENA countries closer to OECD and EC instruments, tools and methodologies (for example adherence to the OECD Declaration on International Investment and Multinational Enterprises).

- ◆ Obtained political endorsement of a regional business climate policy agenda over two ministerial meetings held first in Jordan and then in Egypt.

- ◆ Increased the visibility of regional priorities in MENA such as access to finance for small and medium-sized enterprises (SMEs) and active support of women in business.

INTERESTED IN BECOMING AN EFN MEMBER?

Membership Benefits

EFN members are entitled to the following benefits:

- ◆ Access to all EFN meetings and researches produced by the EFN
- ◆ Invitations to attend the annual meetings of the MENA-OECD Investment Programme as well as thematic workshops
- ◆ Entrepreneur support by linking them with financing firms
- ◆ New opportunities discovered through specific business introductions
- ◆ Access to policy makers at regional and national levels
- ◆ Exposure through the MENA-OECD website www.oecd.org/mena/investment
- ◆ Newsletters and other communications

To become a member of the MENA-OECD Enterprise Financing Network

**or for any other related inquiries,
please contact mena.investment@oecd.org**

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