



LEVERAGING PRIVATE SECTOR'S ROLE IN CABO VERDE'S DEVELOPMENT

EUD to Cabo Verde · November 2025

CABO VERDE PRIVATE SECTOR GLIMPSE

- Good presence of european firms and strong trade link
- Robust banking sector and fixed parity to EURO



- Private sector's (big firms) direct access to political sphere



- Overall small market size and commonly small firms/ investments sizes (Vs. DFIs tickets)
- Limited access to finance from small companies
- Transparency gap between (local) Micro and Small enterprises and the public sector's interventions

EUD PORTFOLIO DEVELOPMENT · Global Gateway in Action

- Cabo Verde: one of the top Global Gateway destinations—capital flows where momentum is strongest
- Three high-growth sectors offering prime entry points for European investors
- Cabo Verde as a low-risk innovation hub where European firms can test, scale, and win
- Current concentration of EU funds in sovereign operations (~80%) opens a major opportunity to redirect more financing toward high-impact private-sector deals.
- Unlocking full potential requires a cultural shift in EU institutions to embrace private-sector agility, innovation, and performance-driven practices.

Energy

200 M Euros

Digital

35 M Euros

Ports

148 M Euros

EUD PORTFOLIO DEVELOPMENT · MEDIUM TERM STRATEGY

- EUD open door policy to any contact / private company
- Building trust and implementing milestones with national partners (MF, Trade Investment agency, National BSOs)
- Developing increased knowledge and data about EU and local private sector activities.
- Deploy (low hanging fruits) EU tools adapted to local context: Loans, intermediate loans, guarantees.

2021

**Private Sector
Mapping**

2022

**PP Dialogue
Analysis**

2025

**EU CV Global
Gateway
Investment
Forum**

STRENGTHS



- Support available from HQ (TPSD facility)
- Provided in-detail knowledge about EU/CV business sector and market snapshot (market intelligence)
- Provided good communication materials and tools (e.g. infographics), including data on job creation, companies SR, etc.

CHALLENGES



- Intensive exercise and more useful as a regular exercise instead of one-off.
- Results limited to (companies) willingness to respond (surveys fatigue)

2022

PROMOTING A STRUCTURED AND REGULAR PUBLIC-PRIVATE DIALOGUE TO IMPROVE THE INVESTMENT CLIMATE

STRENGTHS



- Support from HQ (ICR Facility)
- Provided in-deep knowledge about BSOs landscape and PP dialogue mechanisms in the country
- Set the foundations of a more participatory and better-informed decision-making process on investment climate measures.



CHALLENGES

- Translating strong political will into fast, operational delivery remains a challenge as administrative structures continue to modernize.

STRENGTHS



- Showcasing concrete EU support provided to Private sector (Cabeolica, CV telecom)
- Direct exposure of GG agenda and tools to main private sectors actors
- Identification of potential investors and more bankable projects
- Building capacity and “EU vocation” of national partners (tandem approach)
- More data about private sector

CHALLENGES



- Intensive work (preparation and follow-up).
- A lot still to work with the called sottogoverno.

CABO VERDE INVESTMENT FORUM 2025 · IN NUMBERS



+450
Participants



+25
Countries



+80
Panelists



+270
B2B / B2G
Meetings



+10
Thematic Plenary
Sessions



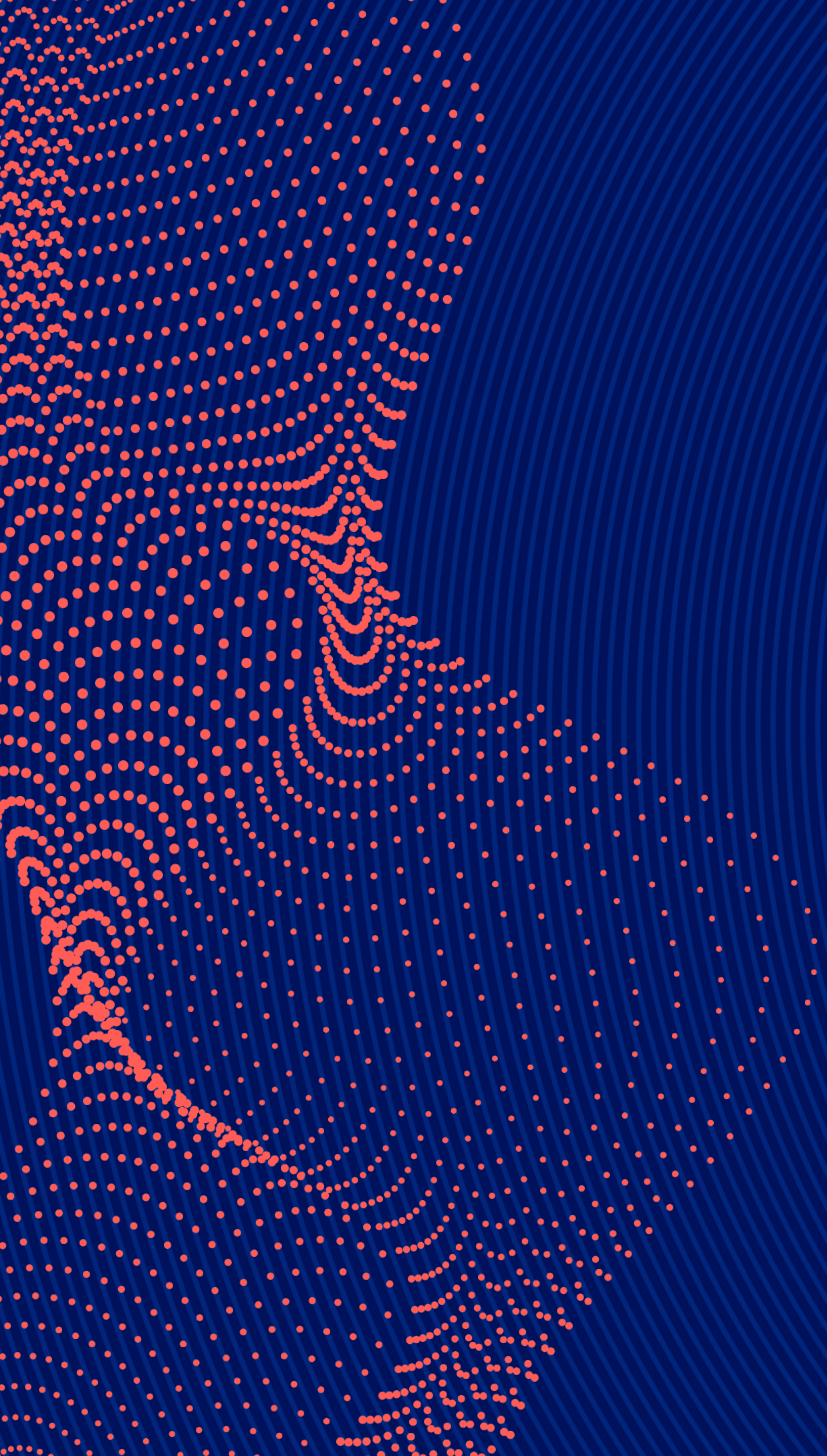
+8
Signing of MoUs / CAs /
Amendments to CAs



+15
Sponsors

EUD TACTICS ► THE WAY FORWARD

- **Alignment with Budget Support Programme** (indicators on market regulation; privatisation; etc.)
- **Use of external experts** to support identification of bankable projects (already started in the Business Forum)
- **Build synergies with World Bank** (the SB4A example) on investment climate reform
- **Development of EU/Team Europe** private sector (joint) development plan for Cabo Verde
- **Regularly build market intelligence** and investment outlook (perception for next 5 years)
- **Increase deployment of EU tools:** Equity funds, intermediate loans, guarantees, export credits.



THANK YOU

