



# How to: Access financing for projects in developing countries

For Swiss stakeholders pursuing a project in developing countries and emerging economies, a range of financing sources are available that can broadly be classified in Multilateral Development Banks (MDBs) and Swiss-government funded organizations.

MDBs are specialized in providing financial assistance to developing countries and emerging markets through attractive loans and grants. Swiss-government funded organizations, such as REPIC, the SECO Start-Up Fund (SSF), SERV or Switzerland Global Enterprise (S-GE), promote Swissness by supporting companies related to Switzerland that aim to engage in projects in developing countries.

## Accessing MDB financing – overview of useful entry points

The MDB financing sources vary for private and public clients.


- Public sector projects require procurement processes or public tenders for which the government of a given country bears the responsibility, while the MDBs assist them with quality management.
- Private sector projects do not require public tenders, as the investment is given directly to a firm via loans, guarantees or equity. Private projects can also be insured against political risks. MIGA offers Investment Guarantees, such as [political risk insurance](#) and [credit enhancement](#) for cross-border private sector investors and lenders in developing countries.

In order to access public or private financing, applicants have to follow a certain number of standards defined by MDBs and their shareholders (e.g. environmental and social standards, procurement standards).

The following table contains all MDBs and further multilateral institutions where Switzerland is a shareholder and the links to their respective entry pages. For each institution, it is specified whether it targets investments in the private or public sector or both, where its headquarter and its European office, if applicable, are located. Further resources include links to relevant events, documents or contacts.

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TABLE 1

## MDBs and other multilateral organizations

Multilateral Institution	Sector	HQ/European Office	Further resources
<a href="#">African Development Bank</a>	both	<a href="#">Abidjan</a>	<a href="#">Business Opportunities Seminar</a>
<a href="#">Asian Development Bank</a>	both	<a href="#">Manila / Frankfurt</a>	<a href="#">Business Opportunities Outreach</a>
<a href="#">Asian Infrastructure Investment Bank</a>	both	<a href="#">Beijing</a>	
<a href="#">European Bank for Reconstruction and Development</a>	private	<a href="#">London</a>	<a href="#">Business Opportunities</a> & Procurement
<a href="#">Green Climate Fund</a>	both	<a href="#">Songdo</a>	<a href="#">Private Investment for Climate Conference</a> <a href="#">How to access the GCF</a>
<a href="#">Inter-American Development Bank</a> <a href="#">IDB Invest</a>	public private	<a href="#">Washington D.C. / Madrid</a>	<a href="#">Procurement Opportunities</a>
<a href="#">World Bank</a>	public	<a href="#">Washington D.C. / Geneva</a>	<a href="#">Private Sector Liaison Officers</a>
<a href="#">International Finance Corporation</a>	private	<a href="#">Washington D.C. / Frankfurt</a>	<a href="#">Project Finance</a>
<a href="#">Multilateral Investment Guarantee Agency</a>	private	<a href="#">Washington D.C. / Paris</a>	

Overview of multilateral organizations, their target sectors, office entry points for Swiss firms and further resources.

### Swiss-government funded support – an overview

If Swiss project ideas or technologies need further research or proof of concept before applying for MDB financing, there are Swiss-government funded support instruments.

TABLE 2

## Swiss-government funded support

REPIC – Renewable Energy, Energy and Resource Efficiency Promotion in Developing and Transition Countries	
<i>Carried by</i>	Swiss Federal Offices SECO, SDC, FOEN and SFOE
<i>For</i>	Innovative, market-oriented projects by Swiss organizations in these <a href="#">countries</a> according to selection <a href="#">criteria</a> .
<i>Offer</i>	Grants of up to 50% of the project costs and at most CHF 150'000 for the REPIC pilot (projects in the market-oriented pilot phase) and CHF 500'000 for the REPIC rollout (projects in an early commercial phase).
<i>Process</i>	Application in two phases, 3-5 months until the contract is drawn up, <a href="#">deadlines</a> every two months.
SSF – SECO Start-up Fund	
<i>Carried by</i>	SECO
<i>For</i>	Commercially viable start-up projects meeting recognized environmental and social standards of Swiss companies in selected <a href="#">emerging economies</a> fulfilling several <a href="#">selection criteria</a> .
<i>Offer</i>	Loans at maximum two thirds of the investment cost, two times the amount contributed by the investor and CHF 500'000 for repayment within 7 years.
<i>Process</i>	Via application form.
SERV – Swiss Export Risk Insurance	
<i>Carried by</i>	Institution under the public law of the Swiss Confederation and independent in its management.
<i>For</i>	Swiss companies with export transactions in any country seeking export insurance.
<i>Offer</i>	Insurance and guarantee <a href="#">products</a> covering political and economic <a href="#">risk</a> .
<i>Process</i>	Premium calculation from case to case.
S-GE – Switzerland Global Enterprise	
<i>Carried by</i>	Private association represented in 31 countries through <a href="#">Swiss Business Hubs</a> .
<i>For</i>	Swiss firms running international business seeking business expertise.
<i>Offer</i>	Tailored <a href="#">services</a> , incl. export advice, workshops, market analysis or legal clarification for Swiss firms.
<i>Process</i>	Via <a href="#">consultations</a> .
<i>Link</i>	<a href="#">S-GE's business opportunity database</a> contains information about business opportunities, potential in target markets, sectors in target countries, export and compliance.

These financing instruments are offered as a service by [Team Switzerland](#), a service provider for Swiss exporters, foreign prime contractors (EPCs) and authorities.