

SMEs Africa



Results of action

December 2019 – November 2022

Financed by



Supervised by



Operated by



SMEs AFRICA action

Our target countries

Financed by



Supervised by



Operated by



- Project duration: December 2019 – November 2022
- Countries targeted : Ethiopia, Senegal, Gabon and South Africa
- Project action: Business development and Copernicus awareness
- Sectors of activities: Adaptation to climate changes with Copernicus data
- Budget : 150K€

SMEs AFRICA objectives

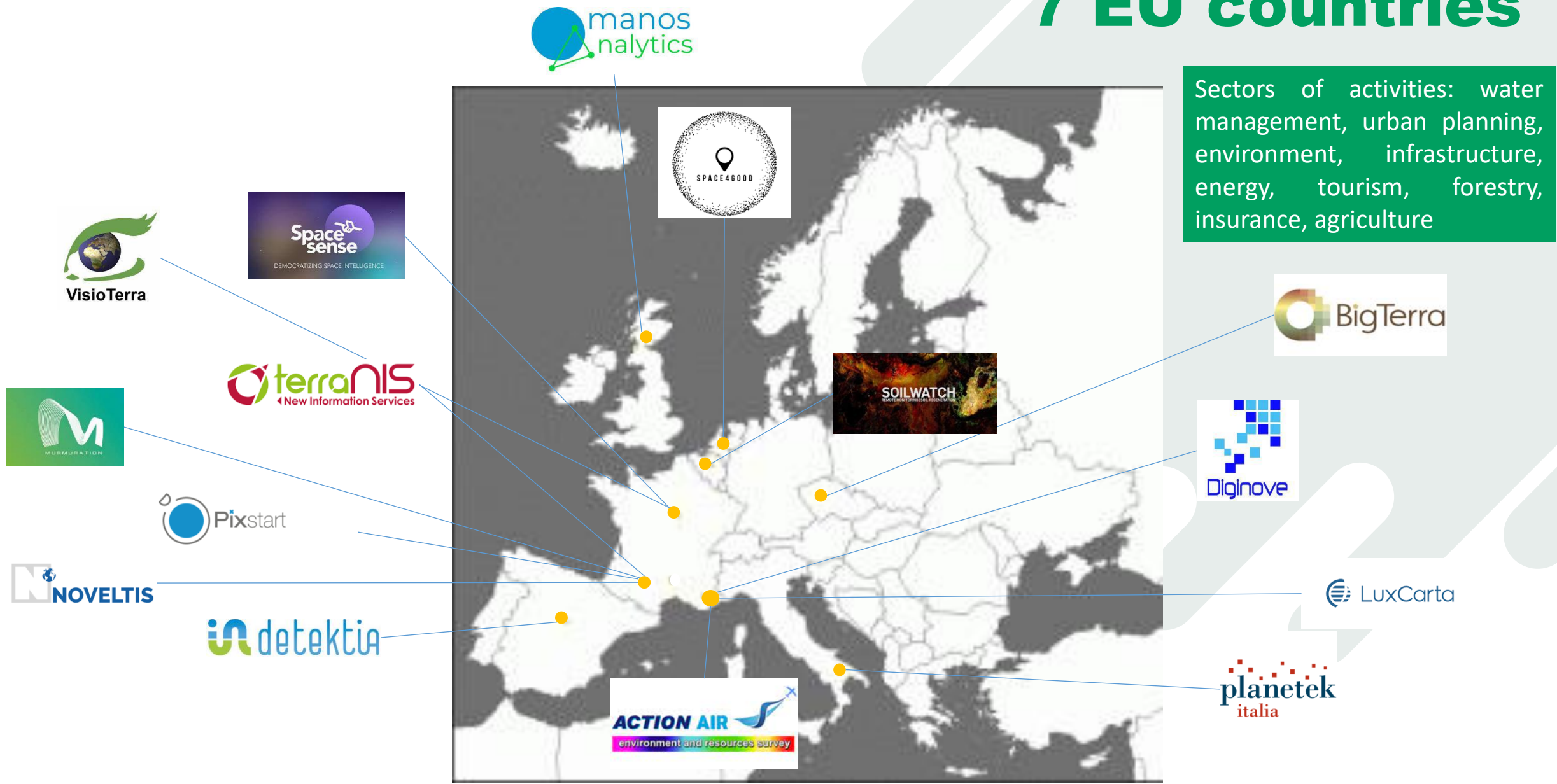
To strengthen the capacity of the territories to adapt to **climate changes** thanks to the use of Copernicus data

- ➔ Internationalisation programme to support 15 European SMEs to expand in the African continent
- ➔ Sensitization activities to the Copernicus data across these countries

15 European SMEs selected

7 EU countries

Sectors of activities: water management, urban planning, environment, infrastructure, energy, tourism, forestry, insurance, agriculture



Kick-off meeting with SMEs

Virtual event

In cooperation with



30 attendees

Agenda of the kick-off

June 2020

- **15h-15h15 : Introduction** by Jean-Marc CHARBONNIER, Deputy manager Competitiveness & Development at the French Space Agency - CNES and Philippe LATTES, Delegate Director for Space activities at Aerospace Valley
- **15h15-15h45: Business development and space economy in Africa** by Tidiane OUATTARA, Space Expert and GMES & Africa Program Coordinator at African Union Commission
- **15h45- 16h05 : Introduction to the internationalisation programme and the target countries** by Maude PERIER-CAMBY et Adeline VERDIER, projects managers at Aerospace Valley
- **16h05 – 16h20: International support activities** by Pauline COLAS, project manager for aerospace industries and Nicolas SESTIER, Head of Industry Division at Business France
- **16h20 – 16h30: Questions & Answers**



Business development support

Main outcomes

- 3 countries targeted by the SMEs: Ethiopia, Senegal and South Africa
- 3 webinars on market trends in targeted countries
- 30 export diagnosis realized, 2 per SME
- 14 roadmaps delivered
- +40 B2B meetings organised



Support provided by
Business France

1 company gave up

Workshops and conferences



01-02 June 2022, in Dakar:

Agriculture, Blue growth
and smart cities

4 SMEs involved

*Co-organised with
Expertise France and
French Embassy*

17 May 2022, in Libreville:

Biodiversity and security

CNES + 1 SME involved

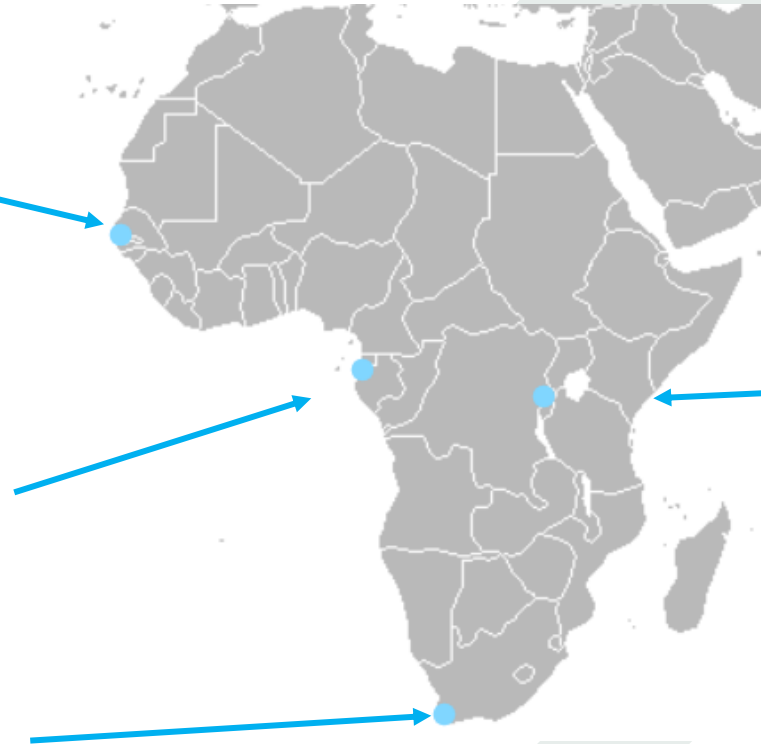
Co-organised with AGEOS

08 June 2022, in Cape Town:

Energy

1 SME involved

ENLIT Conference



**25-27 October 2022, in
Kigali:**

Entrepreneurship

*In cooperation with the AU
and RPAG*

AARSE Conference

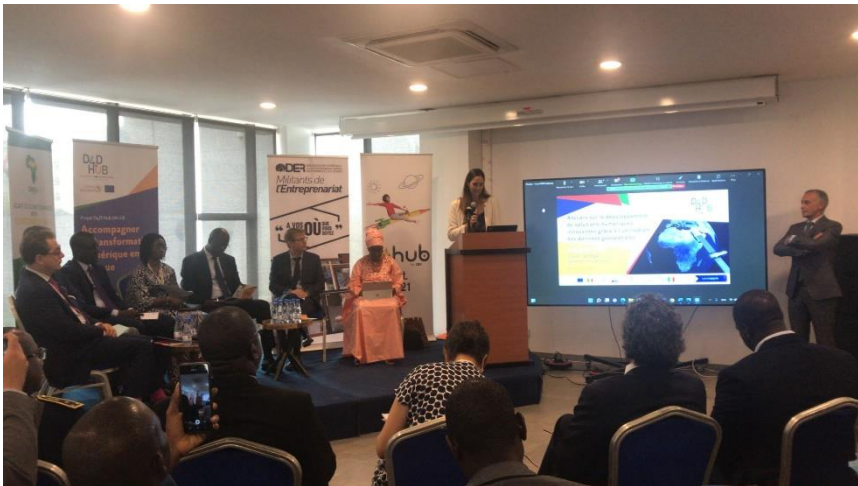
No event in Ethiopia



Workshop in Gabon



ENLIT Conference in South Africa



Workshop in Senegal



Workshop in Rwanda

Conclusion of the action

- Needs identified at the level of the European ecosystem
 - Business possibilities are huge in Africa but EU SMEs need a longer process to develop their business at international level.
 - A closer and longer term training follow-up are required by facilitators to acculturate SMEs to the country.
 - A networking budget to the target country should allow several missions to encounter stakeholders.
- Needs identified at the level of African ecosystem
 - Space ecosystems are not well structured.
 - African stakeholders should also be invited to visit their European Partners and encounter the EU ecosystem.
 - Further accompaniement on business development is required and expected from EU ecosystem.

SMEs Africa



Thank you

Maude PERIER-CAMBY
perier@aerospace-valley.com

Adeline VERDIER
verdier@aerospace-valley.com

Financed by



Supervised by



Operated by

