

CONCEPT NOTE

AFRICA-EUROPE HIGH-LEVEL DIALOGUE ON GREEN INDUSTRIALISATION

Invitation-only closed-door breakfast roundtable (90-120 minutes)
in the sidelines of the Africa Forward Summit in Nairobi

Serena Hotel, 7:30-9:30am EAT, Serena Hotel, Nairobi

Co-hosted by: Africa-Europe Foundation (**AEF**),
the Institute for Sustainable Development and International Relations (**IDDRI**),
with the strategic support of the African Green Industrialisation Initiative (**AGII**)

Background and rationale

Africa's industrialisation ambitions are rapidly converging with an urgent economic, competitiveness, climate and sustainability agenda. Several African governments now prioritise "green industrialisation" - combining industrial policy, local value addition, renewable energy deployment, circular solutions and job-rich manufacturing - as a strategic route to resilient growth. At the same time, European partners (notably France and Germany), multilateral financiers and private investors are recalibrating strategies to support industrial value chains without repeating past extractive patterns. The Africa Forward Summit provides a timely political opportunity to move beyond high-level declarations and focus on concrete pathways to unlock Africa-Europe cooperation - particularly in advancing green industrialisation, mobilising capital, and strengthening the bankability and global competitiveness of industrial value chains within the green economy.

This closed-door dialogue will convene a small, high-level mix of African and European policymakers, development bank and agency leaders, investment and corporate decision-makers, and experts. The aim is to translate political ambition into practical, investment-ready opportunities for local value addition across priority sectors aligned with AGII priority sectors and value chains include (i.e., renewables and distribution; critical minerals processing; electric mobility; green fuels for maritime and aviation; hydrogen for power and fertiliser; sustainable building materials; clean cooking). The session will prioritise African leadership and ownership, explore coordinated French and broader European approaches, and consider triangular opportunities - while confronting key tensions around trade-offs, competition, and governance that could undermine capital mobilisation and concrete partnership opportunities.

Objectives

- Surface political priorities and realistic mechanisms to accelerate cross-continental green industrialisation and local value addition (policy levers, governance arrangements, and coordination platforms).
- Against the lack of empirical and analytical information, seek to co-identify concrete, industrial value chains and product opportunities with credible business cases and incentives, with attention to market signals, risk reduction and the operating conditions country/firms need to co-operate.
- Strengthen French and broader European coordination with African institutions and private actors to advance cooperation leading to real industrial capacity, social benefits on the ground - without exacerbating competition between external partners.

- Clarify the energy foundations of green industrialisation, including renewable power, storage, grid flexibility, industrial offtake and cross-border power solutions needed to make priority value chains competitive

Format and expected outputs

- 90-120 minutes, closed roundtable with short scene-setting from leading continental figures (10-15 minutes), followed by facilitated moderated discussion and focused roundtable, limited to a maximum of 25 stakeholders.
- Targeted outcomes: a short political summary, serving as Outcome Note, of agreed priority actions; a short list of 3-5 pilot value-chain/product/geographies opportunities for immediate follow-up; and an outline for a light coordination mechanism (e.g., sherpa track on green industrialisation with interested parties: France, Kenya, ... etc).

Key guiding questions

1. **Political ambition to practice:** What specific industrial outcomes do African governments want from green industrialisation in the next 3-5 years? What is Europe's ambition to develop its toolbox for industrial partnerships with developing and emerging economies? What learning platforms to put in place while experimenting on strategic partnerships?
2. **Coordination and governance:** What governance arrangements (national, regional, and continental) are required to ensure coherent pipelines, prevent fragmented offers from external partners, and build AGII legitimacy and capacity to coordinate pipelines, along with Africa-led platforms such as APRA? How can France (and EU actors) lead joint approaches rather than parallel initiatives?
3. **Industrial partnerships and value addition:** Which value chains offer rapid wins for local value addition (e.g., renewable equipment assembly, fertilizers, food processing, textiles, health manufacturing, sustainable fuels, blue economy industries)? What local policy signals and incentives (tariffs, green taxonomy, standards, local content, workforce development) would attract European industrial partners while fostering local value addition?
4. **Project readiness and bankability:** Which technical and financial barriers most regularly block projects from reaching investment-grade status (feasibility, offtake, tariffs, permitting, local capacity, blended finance design)? What high-impact instruments (project preparation facilities, risk mitigation, anchor buyer commitments, blended concessional capital) are needed and who will deliver them?
5. **Capital mobilisation pathways:** How can diverse sources of capital - public development finance, MDBs, bilateral funds, private equity, institutional investors, and impact capital - be effectively aligned without undermining local ownership? Which blended finance structures, procurement approaches, and anchor models are most likely to scale competitive local manufacturing across Africa?
6. **Triangular and multi-party cooperation:** Where can France, Europe, African partners, and third countries, co-design initiatives (triangular cooperation) that accelerate scalable, low-cost industrial solutions (circular economy, skills transfer, component manufacturing)?
7. **Technology, data systems, and digital infrastructure:** How are technology, data systems and digital infrastructure changing the conditions for green industrialisation, including in logistics, e-mobility, climate-smart agriculture, traceability, carbon markets and industrial efficiency? What partnerships are needed to build capability and capture value in this layer of the economy?

Rationale and political value of the convening

Co-hosted by AEF and IDDRI, with strategic support of AGII, the roundtable will bring together convening power, EU and Africa policy and market expertise, and African institutional legitimacy. Positioned in the sidelines of the Africa Forward Summit, it is designed to complement high-level political moments, including the Presidential Segment on “Investing in Africa’s Green Industrial Future: A Strategic Africa–France Partnership” - by offering a more technical space focused on practical, investible outcomes that can catalyse new Africa-Europe green industrial partnerships.

Contact:

Raphaël Danglade

Head of Climate and Development

Africa-Europe Foundation

raphael.danglade@africaeuropefoundation.org