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PROSPER AFRICA

A U.S. TRADE AND INVESTMENT INITIATIVE



USAID AFRICA TRADE AND INVESTMENT PROGRAM

FINANCIAL YEAR 2 QUARTER 1 (FY2Q1)
PROGRESS REPORT

October 1, 2022 – December 31, 2022

AFRICA TRADE AND INVESTMENT PROGRAM OVERVIEW



Contract Number: 7200AA21C00056



Contract Date: September 2021 – September 2026



Contract Ceiling: \$521 million



Contracting Officer: Ousay Wahaj



Contracting Officer's Representative: Patterson Brown



Africa Trade and Investment Program Partners:



CROSSBOUNDARY

McKinsey&Company



Ndarama Works (Pty) Ltd



Chief of Party: Juan Estrada-Valle, DAI

A CONTINENTAL SCOPE TO PARTNER WITH PRIVATE SECTOR FOR INCREASED TRADE AND INVESTMENT ACROSS AFRICA AND WITH THE U.S.

The USAID Africa Trade and Investment program is designed to enhance USAID's ability to boost trade and investment to, from, and within the African continent. As USAID's flagship effort under the Prosper Africa initiative, this continent-wide program will expand and accelerate two-way trade and investment between African nations and the United States. The program works together with the private sector to identify opportunities that deliver on USAID's impact, bring value to the private sector, and position the continent for future growth.



The USAID Africa Trade and Investment program works closely with the private sector to shape activities that unlock business opportunities, particularly those that drive trade and investment to, from, and within African markets.

What the USAID Africa Trade and Investment program offers to private sector businesses and investors

MARKET INTELLIGENCE, ASSESSMENTS, AND FEASIBILITY STUDIES

Mapping of trade and investment opportunities



MARKET LINKAGES AND TRADE SERVICES

Trade competitiveness support, matchmaking, and transaction support



FUND AND FINANCIAL INSTRUMENT DESIGN AND STRUCTURING

Fund/instrument structuring and capital raising support



FINANCIAL ADVISORY SERVICES

Feasibility studies, transaction advisory, and capital markets advisory



CAPACITY-BUILDING SERVICES

Technical assistance and improving access to finance



POLICY AND REGULATORY SERVICES

Policy analysis, regulatory impact assessments, and reform support

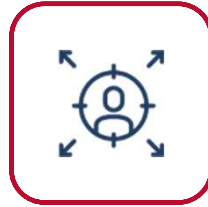
AFRICA TRADE AND INVESTMENT PROGRAM OBJECTIVES

The USAID Africa Trade and Investment program mobilizes new trade and investment relationships, particularly between the United States and African countries, and achieves development outcomes across all sectors.



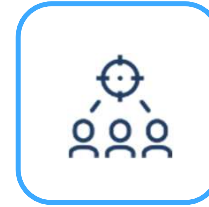
1. Increased Trade

Mobilize trade using a proactive approach that identifies and/or improves private sector awareness of opportunities and information sharing, as well as directly facilitate new and existing business relationships.



2. Increased Investment

Facilitate and support a wide variety of financing, including from bank sources as well as non-bank sources, such as family offices, impact investors, debt and equity funds and facilities, and angel investors.



3. Improved Business Environment

Strategically and judiciously deploy interventions that unlock potential trade or investment opportunities or unstick existing transactions and advance them to closure.



4. U.S. Government Resources Leveraged

Use the full range of U.S. government (USG), donor, and multilateral tools and resources to support new trade and investment, ensuring additionality and minimizing duplication of efforts.

— 01 EXECUTIVE SUMMARY



FOREWORD

The USAID Africa Trade and Investment program has successfully attracted 31 buy-ins valued at \$275 million, built relationships with the private sector, and provided businesses and USAID with valuable input to guide their strategic decisions.

Despite these successes, ATI has experienced setbacks, especially with formalizing and launching partnerships, which limited its ability to produce tangible results along the projected timeline. Over the last month, ATI has taken stock of its systems, processes, and management structure to assess where there might be gaps and more efficient ways for delivering results. Based on our assessment, ATI management has noted the following areas where we need improvement:

1. **Deeper technical engagement** with Missions on program design and day-to-day management of buy-in activities
2. **Better communication** with Missions to provide updates on buy-in activities, outcomes and broader Prosper Africa programming and opportunities for collaboration
3. **Higher quality external communications products** to promote and amplify ATI knowledge management goals
4. **Proactive and adaptive management** that can meet the challenges that come with implementing the type of innovative private sector engagement programming that ATI was designed to encourage

To meet this challenge, it is critical that ATI has the right people and structure that ensures clear lines of responsibility and touch points with ATI's buy-in clients. Starting in Q2, ATI will be adopting a portfolio management structure, with regional directors responsible for client management, oversight of buy-in design and implementation process and strong delivery on expected outputs, outcomes and impact. The roles of functional directors for grants, subcontracts, MEL, communications, and technical services have also been clarified and with specific POCs for each portfolio. A U.S.-based DCOP has also been recruited to ensure technical, operational and management workflows are optimized to accelerate partnership development and impact.

This new model will allow for a decentralization of activities, with the expectation that the program team operating in Africa will have more autonomy, build closer relationships with buy-in clients, and substantially expedite the deployment of U.S. foreign assistance.

ATI EXECUTIVE SUMMARY – FY2Q1

Closed **79** trade deals worth **\$120 million**

Secured **8**
buy-ins with a ceiling of
\$23 million

Obtained approval on
19 subcontracts worth
\$6.96 million

Grew the Partner
Network by **333**
private sector firms

Kicked off
2 grants worth
\$1.39 million

Scoped **150** trade deal
opportunities worth
\$567 million

Scoped **60** investment
opportunities valued at
\$1.03 billion

Closed **4** investment deals worth **\$5.25 million**

SPOTLIGHT: U.S.-Africa Leaders Summit

ATI partnerships under the Prosper Africa Catalytic Investment Facility, the AGSchaffer/Bechtel/ETG deal on addressing the food security crisis in Africa, and the ThirdWay Partners tourism and conservation grant were announced at the USALS 2022. The Summit was hosted by President Joe Biden as the US moves to increase its commercial ties with the continent through investments rather than aid.

The ATI team and sub-contractor Edelman supported the Prosper Africa Secretariat for weeks leading up to the Summit to sponsor the Innovators Gathering reception, facilitate Yvonne Orji as emcee, coordinate media relations, and handle travel arrangements for the Innovator Finalists. They also supported the Creative Exhibit held at the National Museum of African American History and Culture by helping to curate several pieces for installation, drafted core outreach collateral, managed all logistics for the Deal Room and Media Studio, and coordinated on media outreach for all announcements coming out of the Deal Room.

ATI supported Event Planning and Logistics:	ATI supported the development of 74 Communications Products:	Snapshot of media coverage:
<ul style="list-style-type: none"> • Africa Innovators Reception • U.S.-Africa Business Forum • Creatives' Exhibit • Media Studio 	<ul style="list-style-type: none"> • Fact sheets in English, French, Arabic, and Portuguese • Press materials such as press releases, fact sheets, and social media content • Banners and other designed visuals • Website assets such as the Interactive Map and Virtual Deal Room 2.0 	<ul style="list-style-type: none"> • Innovators Reception Announcement: 30 pieces • U.S.-Africa Business Forum Commitments Announcement <ul style="list-style-type: none"> • Africa: 320 placements • Globally: 300 placements • AG Schaffer, Bechtel, ETG Announcement: 66 placements • ThirdWay Announcement: 112 placements

TOTAL of 828 placements in print and digital media



**Note: This does not include social media placements in advance of the Summit.*



Click to watch a short clip [here](#).

SPOTLIGHT: USAID TradeBoost Launch

On November 22, 2022, the U.S. Embassy in Lusaka, Zambia, hosted a formal joint launch of USAID TradeBoost and the USAID Business Enabling Project. USAID TradeBoost is USAID Zambia’s \$30 million trade and investment activity under ATI. TradeBoost will amplify market intelligence, increase private investment, and provide targeted trade facilitation support to small and medium-sized businesses in Zambia. Priorities are locally led development and a focus on businesses led by women and young people who invest in climate smart production. U.S. Ambassador Michael Gonzales and USAID Mission Director Peter Wiebler spoke on USG investments that aim to improve market intelligence, increase investment in Zambian local businesses, provide targeted trade facilitation to local businesses, and assist with outreach to regional and international markets. Zambia’s Minister of Finance, Situmbeko Musokotwane delivered the government’s remarks. The event proved a tremendous success with the following results:



200	162	12	45
Participants joined in-person	Viewed participants viewed the live stream	Journalists attended in person	Media outlets covered the event



Twitter Results
61 tweets reached **1,336,081 people** and led to **246 engagements.**



Facebook Results
18 posts led to **592 engagements** including **109 comments** and **31 shares.**



DEAL SPOTLIGHT: Trade

The African Trade Platform (ATP) a subcontractor under the continental services, carried out awareness campaigns of their services to facilitate access to funding and markets across LinkedIn, Facebook, and Twitter.

The ATP was upgraded with features that allow prospective exporters to create a profile and receive support on investments and access to markets.

ATP shortlisted five firms for partnership and there will be further engagements with the SMEs to prepare their business profiles and finalize export transactions. The products that these firms produce include processed coffee, maize, wheat, and nuts. The expected total value of the export sales is \$51,050,000.00



Unlocked:

\$51,050,000.00

Total value of partnerships



DEAL SPOTLIGHT: Investment

Ilara Health partners with high potential healthcare entrepreneurs, running thousands of primary care centers that deliver services to hundreds of millions of patients across the continent each year.

Since 2019, Ilara Health has been building a tech-enabled primary care model in Africa by leveraging existing, but fragmented care infrastructure.

The firm equips care centers with digital tools to provide better healthcare and follow up services. To date, Ilara Health has **partnered with over 1,300 independent clinics across Kenya.**

With USAID support through the Africa Trade and Investment program, Ilara Health is finalizing its **Series A extension round of \$2 million and raising an additional \$2 million in debt.** These funds will accelerate the growth of the firm's unique, high-impact offerings as well as create an opportunity for increasing investment in healthcare in Africa as more investors are lining up to support the initiative

Deal Value

\$2 million



DEAL SPOTLIGHT: Trade and Investment

Tibu Health is bridging the physical and digital divide for healthcare in Africa with its technology, linking three healthcare delivery platforms – home, virtual, and in-person – and reshaping how people access healthcare service in Africa. The company's omnichannel model allows patients to receive coordinated care across multiple patient touchpoints, its approach optimizes the delivery of care and patient follow-up for better care at lower costs, enabling it to make vital health services convenient, transparent, and patient-centered

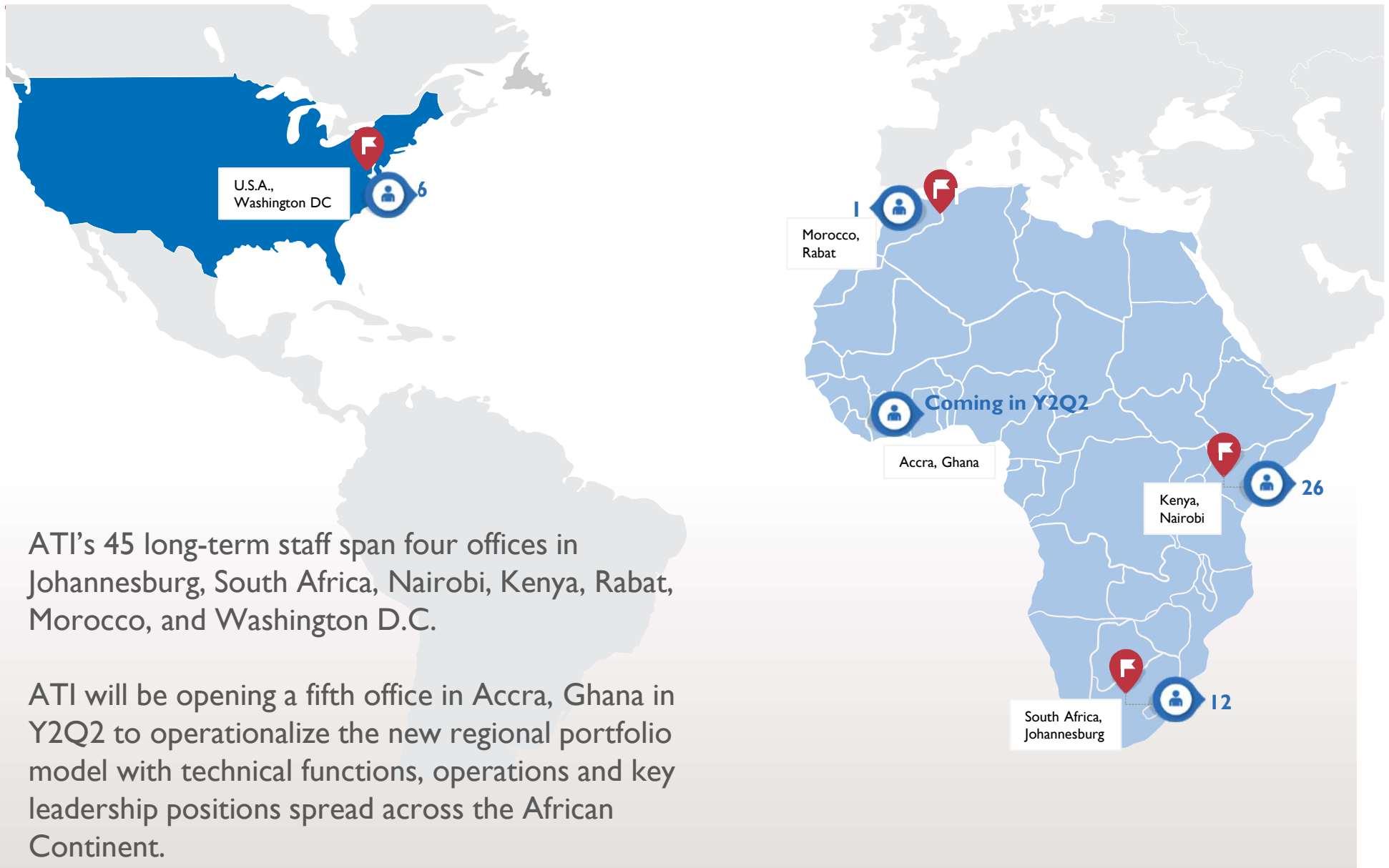
With limited advisory support from the USAID Africa Trade and Investment program, Tibu Health was able to access critical early-stage funding from U.S. investors, which the company will use to grow geographically and expand its product offerings. Prosper Africa provided Tibu Health with a tailored support package that included fundraising support, as well as financial analysis and structuring.

\$500,000
capital raised

\$250,000
bridge funding received

TibuHealth

TOPLINE ACHIEVEMENTS: Increased Office Capacity



TOPLINE ACHIEVEMENTS: Deal Opportunities

In FY2Q1, the USAID Africa Trade and Investment program facilitated trade and investment opportunities through two Annual Program Statement (APS) addenda, the Trade and Investment Landscape Assessment, and ongoing partner research and engagement.

TRADE



150 valued at **\$567M**

Number and value of export deals identified/supported this quarter

Preliminary stage **23**

Qualifying prospect (gathering) **29**

Deals actively supported **19**

Deals closed **79**



\$120M

Value of trade deals closed

215 Total Deals (LOP)

valued at **\$1.24B**

INVESTMENT



64 valued at **\$1.03B**

Number and value of investment deals identified/supported this quarter

31 Preliminary stage

15 Qualifying prospect (gathering)

12 Deals actively supported

4 Deals closed



\$5.25 million

Value of investment deals closed

241 Total Deals (LOP)

valued at **\$22.23B**

RESULTS



- Closed 79 trade deals and four investment deals in FY2Q1
- Four firms closing investment deals worth \$6.25 million primarily in healthcare support
- Achieved wider visibility and reach to firms and investors through workshops and digital media posts of the Embassy Deal Teams and Virtual Deal Rooms
- Improved performance in productive sectors such as manufacturing and agriculture
- Increased export capacity

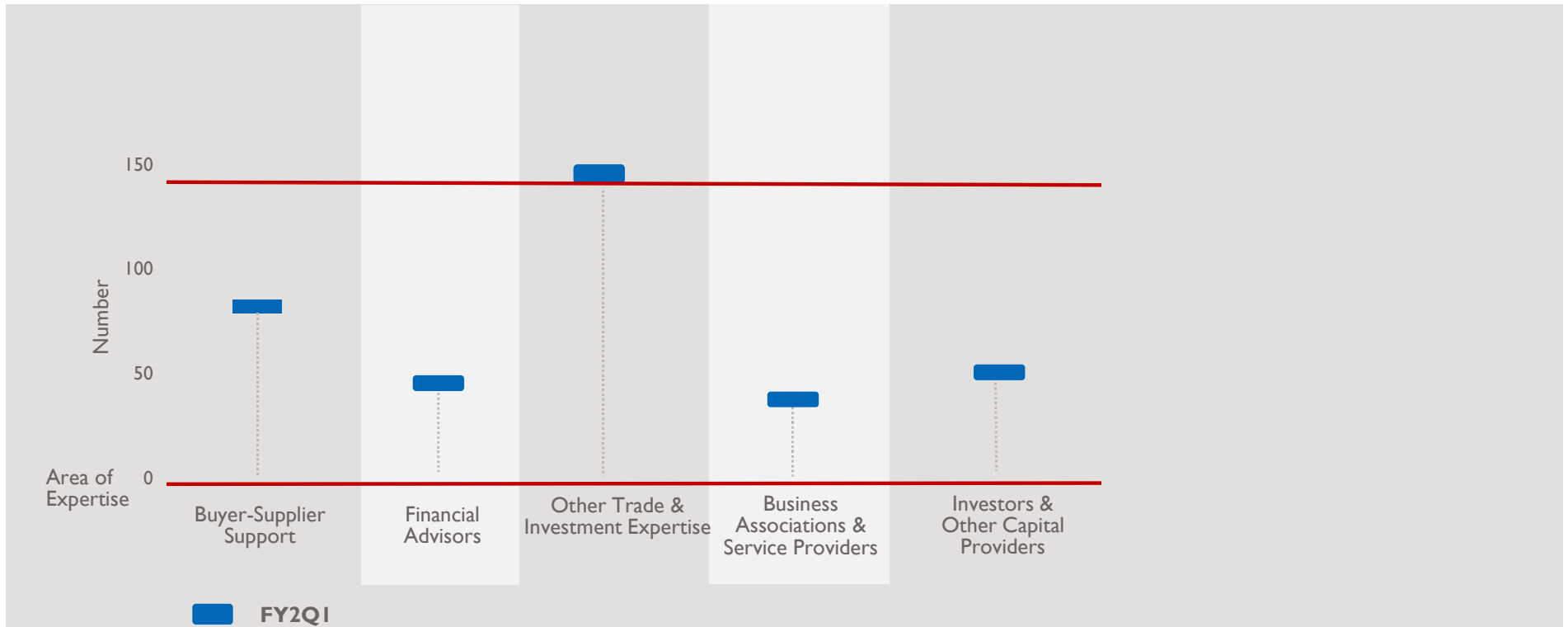
TOPLINE ACHIEVEMENTS: Technical Assistance

The Africa Trade and Investment program tracks the number of firms receiving different types of USG-funded technical assistance to achieve intended results. The graph below depicts the type of assistance provided and the number of firms assisted by the program in FY2Q1.

TECHNICAL ASSISTANCE PROVIDED	NUMBER
Deal Structuring Firms:	61
Buyer Supplier Linkage Firms:	555
Technical Training of Trade and Investment Firms:	23
Market Information Sharing firms:	130
Other Firms:	5

Under the Buyer-Supplier workstream and through its partner Africa Events' online platform, the Africa Trade and Investment program helps firms find trade opportunities, offers technical advice, and provides market support and linkages to buyers.

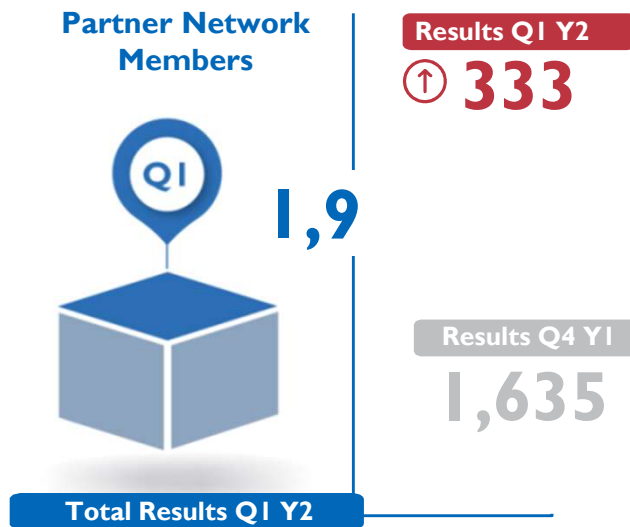
THE PARTNER NETWORK: Partner Expertise



The ATI program is built on partnerships. ATI is designed to connect private sector partners – especially local businesses and those new to USAID – with USAID. The Partner Network brings a range of trade and investment expertise drawn from fund managers, sovereign credit rating agencies, tax and audit firms, accelerators, research institutions, communications firms, government agencies, and manufacturers, among others. Joining the partnership network makes it easy for prospective businesses to tap into contracts and grants with USAID and for USAID to access the expertise needed to spur trade and investment across the African continent. By joining the USAID Africa Trade and Investment program partner network, potential partners will ensure that their firm receives the latest news on all partnership opportunities through. They will also be invited to regular partner network convenings where they will have the chance to network and learn from other partners.

TOPLINE ACHIEVEMENTS: Growth of the Partner Network

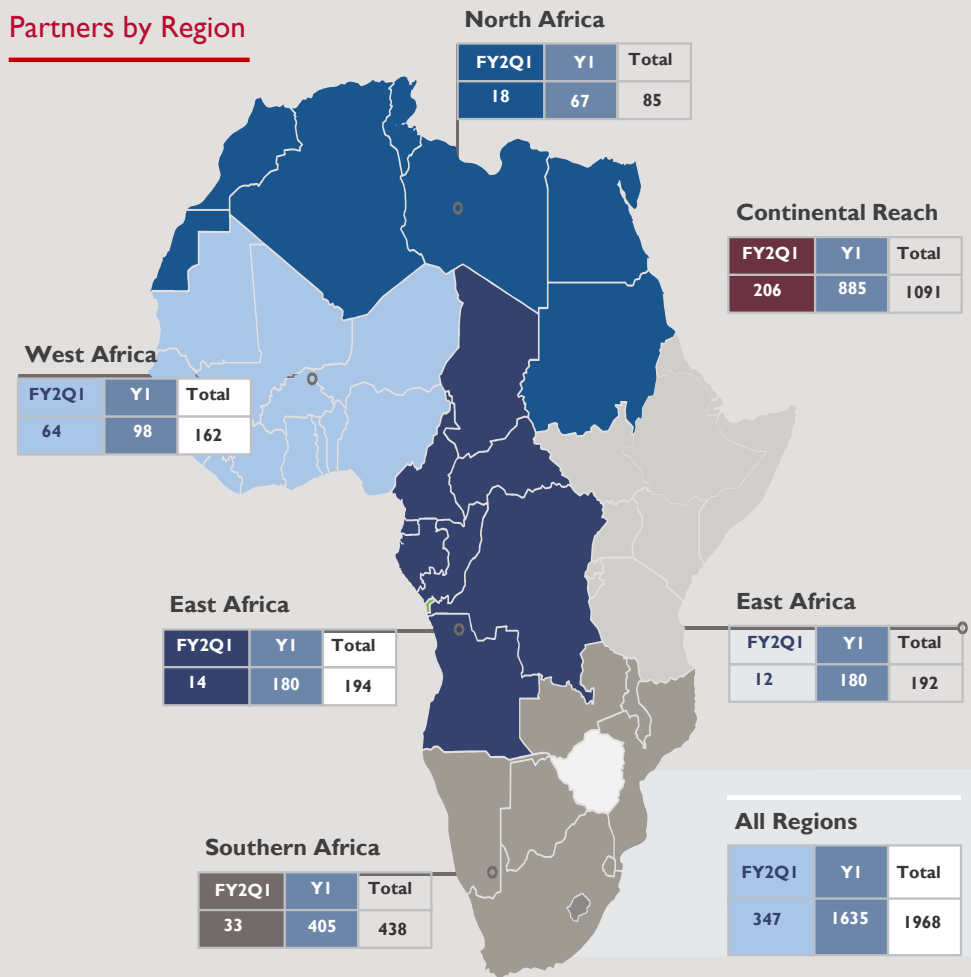
The USAID Africa Trade and Investment program's Partner Network added 333 partners in FY2Q1, bringing the total membership to 1,968 (up from 1,635 in FY1Q4). The network continues to grow thanks to active research, network building, prior USAID project networks, and word-of-mouth. The launch of the USAID Africa Trade and Investment program grants and subcontracts hub (atiprogram.com) has also increased visibility and reach, resulting in new subscribers.



The Partner Network is made up of export firms, transaction and financial service providers, regulators, investors, diaspora organizations, trade associations, and more. They represent **82 countries** and all regions of Africa.

Fifty-four percent of the partners are Africa-based firms.

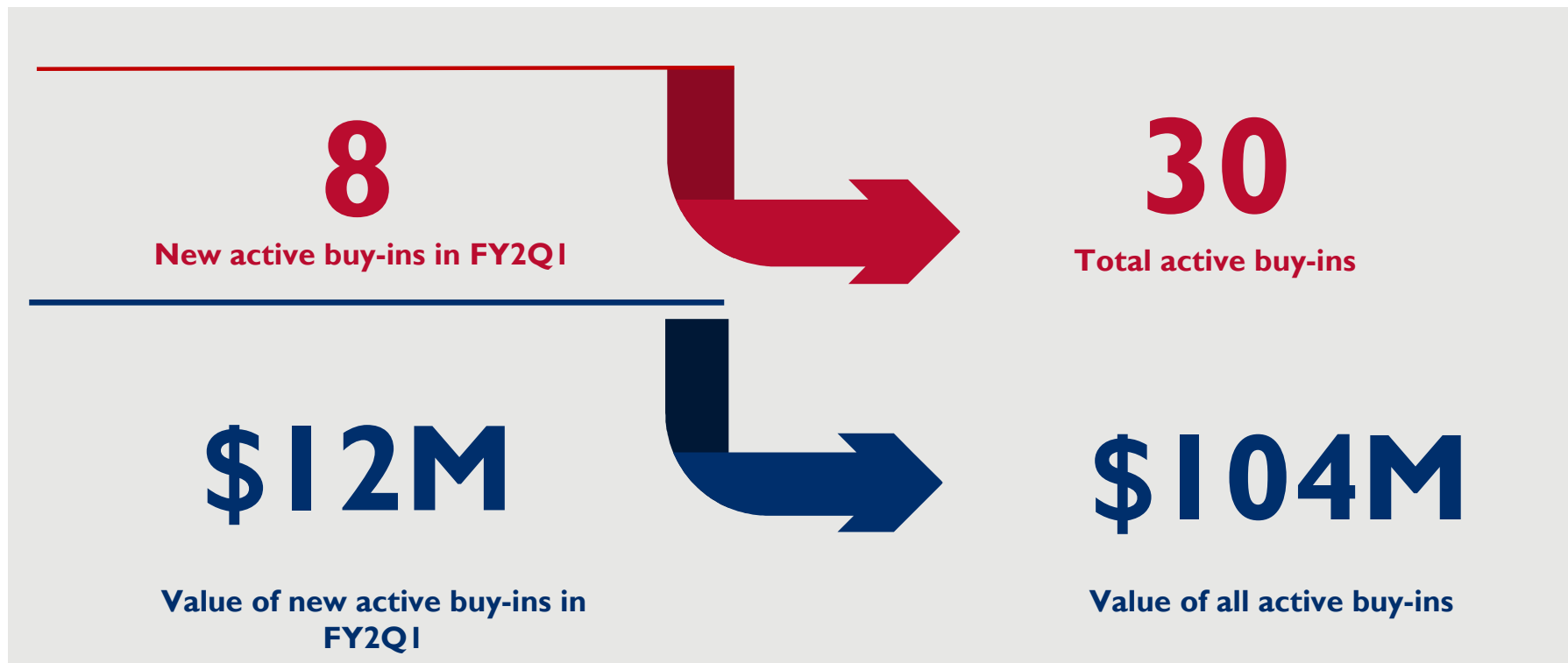
Partners by Region



USAID BUY-INS: Overview

In FY2Q1, the USAID Africa Trade and Investment program secured **eight new buy-ins**. The program added Ghana, Global Health HIV, AFR Climate Finance, AFR Agricultural Trade, Niger Ukraine Supplemental, Zambia Ukraine Supplemental, Power Africa Clean Tech Energy Network (CTEN), and Central Africa Regional Program for the Environment (CARPE). In addition, the program maintains a robust pipeline of potential buy-in opportunities across USAID Missions.

ATI will form partnerships between USAID and the agriculture private sector in Niger in an effort to counter the effects of Russia's war in Ukraine, enabling access to finance for fertilizer and other critical agricultural input purchasing. In Ghana, ATI is facilitating the inclusive growth and development of the agricultural and climate finance sectors, through issuance of the Ghana Grant Growth Fund and support to the Government of Ghana in advancing the country's green growth agenda.






GRANTS: Overview

Since its inception, the USAID Africa Trade and Investment program has released two Annual Program Statements:

1. **APS 01** is a continent-wide APS with eight addenda. The APS offers applicants the opportunity to partner with USAID on increasing trade, driving investment, or improving the business environment.
2. **APS 02** is a food security and resilience APS with one addendum. The APS seeks to scale access to, and the availability of, agricultural inputs, technologies, and food. This APS directly responds to the food security and resilience impacts of ongoing price and availability shocks associated with the Russian war against Ukraine.

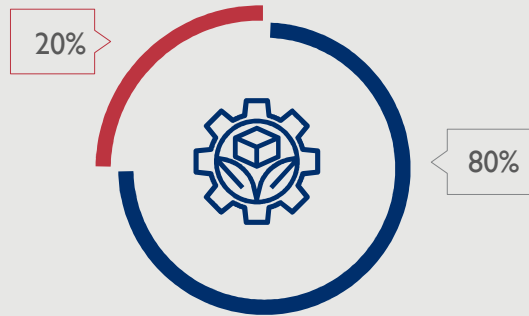
In FY2Q1, the program released three additional addenda:

New Opportunities Released in FY2Q1		
<p>1. Buyer-Supplier Trade Deals</p> 	<p>2. Liberia Climate Finance Facility</p> 	<p>3. Regional Food Safety – Aflatoxin Mitigation</p> 
<p>Purpose: This addendum under APS 01 invites concepts from U.S.-facing African private sector stakeholders engaged in the agribusiness and textile sectors to trigger significant demand-driven exports (intra-Africa and to the United States).</p> <p>Clients: Africa Bureau & Prosper Africa</p>	<p>Purpose: This addendum under APS 01 invites concepts that cover the development of a deal pipeline for conservation finance and climate finance projects. This facility will provide both financing avenues and technical support.</p> <p>Client: USAID Liberia Mission</p>	<p>Purpose: This addendum under APS 02 invites concepts that cover enterprise-driven solutions that will enhance the region’s food safety and trade by mitigating the effects of aflatoxins in the maize, nut, and dairy value chains.</p> <p>Client: Kenya East Africa Mission</p>
<p>Grant values: \$100,000 to \$300,000</p>	<p>Grant values: \$25,000 to \$300,000</p>	<p>Grant values: \$250,000</p>

GRANTS: The Data

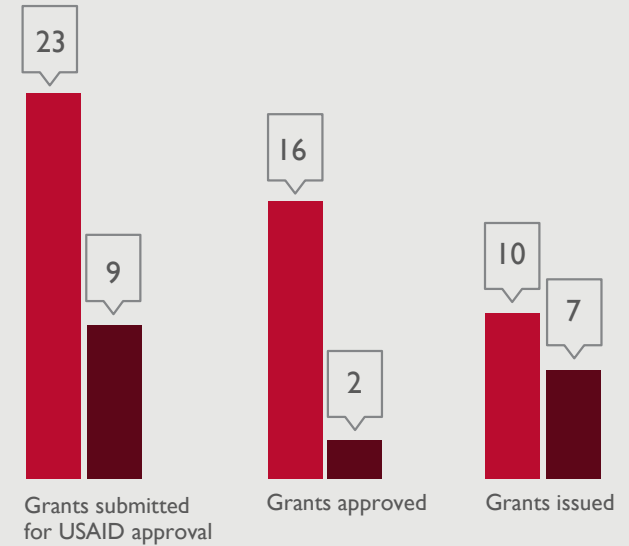
GRANT APPLICATIONS BY APS N=2

Food Resilience APS 02



Continental APS 01

GRANT PROGRESS



■ To date ■ FY2Q1

SECTORS/THEMES AND TOTAL GRANTS ISSUED N=10



Agriculture

4

\$2,891,902



Tourism

1

\$2,495,000



Manufacturing

4

\$3,469,489



Finance

1

\$1,000,000

SUBCONTRACTS: Overview

In FY2Q1, the USAID Africa Trade and Investment program released five requests for proposal (RFPs), three requests for task order proposals (RFTOPs), and four request for quotations (RFQs). The program also issued three task orders to institutional partners, including two task orders to CrossBoundary LLC and one to Ndarama Works Pty Ltd.



PROCUREMENTS RELEASED 12



PROPOSALS RECEIVED 75



SUBCONTRACTS ISSUED 19



SUBCONTRACTS VALUE \$6,964,187.43

SUBCONTRACTS: Highlight of ATI's Work with Partners

Partner: Institutional Partners.

- CrossBoundary were awarded two contracts to provide support on Africa Leadership Summit (US-ALS) and Support the implementation of the three Zambia guarantee schemes.
- Ndarama Works were awarded a contract to provide technical assistance on Tradeboost Zambia.

Partner: Trade Preferences and Credit rating:

- Three firms (Bhavana, Venturelift & FOXFIN) were contracted to provide support to Africa Growth & Opportunity Act (AGOA) and Generalized System of Preferences (GSP).
- GSA were awarded a contract to perform Sovereign Credit Rating for Government of Niger

Partner: Others.

- Genesis Analytics awarded contract to provide support on South Africa Trade Market Systems.
- EcoVentures awarded contract to provide Market Systems Development (MSD) training.
- Talentia Africa awarded contract to Facilitate Liberia Agribusiness Incubator Roadshow.
- Image Promotions awarded contract to facilitate Launch of USAID Business Enabling Project and Trade Boost Zambia.

Partner: Continental services:

- One firm (DNA Economics) was contracted to provide support to Africa Continental Free Trade Area (AfCFTA)
- Two firms (FOXFIN and Africa Events) were contracted to provide Buyer-Supplier Advisory and Support services- USA and Africa Buyer identification.

Partner: Communication Support

- Three graphic design firms (Reingold, Picture Milieu, Shape History) contracted to provide communication support to ATI Platform.
- Edelman South Africa PTY contracted provide Whole-of-Government Strategic Communications Support and Proposer Africa Website maintenance support.

— 02 PROGRESS REPORT: UPDATES ON ACTIVITIES



INCREASED TRADE:Activities & Accomplishments

OVERVIEW

In FY2Q1 the USAID Africa Trade and Investment team issued five fully executed subcontracts:

1. **Venture Lift Africa**, will mobilize 70 AGOA & GSP experts for on-demand AGOA and GSP services across the continent. Facilitate in-person and virtual training sessions in Africa and the U.S. with focus on business associations with young professionals for sustainable career development opportunities.
2. **Bhavana**, will provide on-demand AGOA/GSP/ export advisory services by mobilizing 10 African and international AGOA/GSP and US/Africa trade experts in textile and apparel Sector in addition to conducting trainings related to AGOA/GSP and US market access.
3. **African Trade Platform** will enhance their platform to develop an expansive AGOA & GSP information and resource repository including frequently asked questions with answers. ATP will also provide aggregation and trade facilitation services achieving USD %60 million in exports.
4. **Africa Events**, will enhance its platform and employ digital marketing tools to target, capture and boost awareness of US trade deals directly from U.S. companies facilitating USD 50 million in closed deals.
5. **DNA Economics and African Women in Business**, will provide information and develop relevant new metrics on the implementation of the AfCFTA and its impact on African women owned and managed trading companies

The program also initiated the development of additional support services in the following work streams:

- **Trade Preferences Support** – Issuing one subcontract to support diaspora listening sessions and hosting of AGOA/GSP information on ATP with an upgraded website and increased training offerings to become available throughout FY2.
- **Buyer Supplier** - Issuing two subcontracts for \$0.5 million to deliver \$150 million in exports.
- **Buyer-Supplier Export Transaction Support** - Released an APS on October 21, 2022 and held technical evaluation committee (TEC). The program selected three partners; their contracts are scheduled for award in FY2Q2.
- **Digital Trade** - Selected two partners through the first RFP, with subcontracts scheduled for award in FY2Q2. The team will release a second Digital Trade RFP in FY2Q2 to bring onboard additional complementary partners and/or activities.

HIGHLIGHTS AND KEY PERFORMANCE

- Released one APS on Buyer-Supplier Trade Deals.
- Launched diaspora listening sessions.
- Concluded recruitment for a Trade Data Analyst, who will be onboarded in early FY2Q2.

TOPLINE ACHIEVEMENT: Trade Deals



150

Number of export deals identified/supported in FY2Q1

\$567M

Value of trade deals identified



Preliminary stage	23
Qualifying prospect (gathering)	29
Deals actively supported	19
Deals closed	79

EXPORT DEALS BY SECTOR

Agriculture, Forestry, Fishing, and Hunting	138 (98%)
Manufacturing	9 (6%)
Education	1
Retail Trade	1
Finance and Insurance	1

Value of export deals identified/supported FY2Q1

\$567.4 million

Cumulative value of export deals in the pipeline

\$1.1 billion

79 trade deals closed worth

\$120 million

ANALYSIS

In FY2Q1, 79 trade deals were closed valued at \$120 million. **93 percent** of the trade deals identified/supported were in the agriculture, forestry, fishing, and hunting sector. Of the closed deals, 19 are grain deals with a focus on white grain and soy. **Six percent** of deals were from the manufacturing sector. In the year to date, most deals have been from the agriculture and manufacturing sectors. The USAID Africa Trade and Investment program anticipates that this trend will continue in FY2, with more deals from the apparel industry coming in from the Kenya/East Africa pipeline.

INCREASED TRADE: FY2Q I Progress

FY2Q I PLANNED ACTIVITIES

A minimum of five AGOA/GSP service providers approved, and services launched (Q1).

Why This Matters: *New partners and services will improve the availability and reach of AGOA/GSP services to enhance trade between the United States and Africa.*

AGOA/GSP Help Desk operationalized to unpack buyer requirements, respond to queries, build a database of FAQs and at least 30 national AGOA guides, and establish vetted pool of at least 80 on-demand experts (Q1-Q4).

Why This Matters: *The Help Desk will streamline support and unlock deals at scale, creating a more agile and cost-effective team of AGOA and GSP experts who can provide on-demand counsel to private sector firms, regional organizations, and Missions seeking to create economies of scale and scope.*

At least three buyer-supplier service providers submitted to the Contracting Officer (CO) and approved.

Why This Matters: *Creating a high-level awareness of export market opportunities will lower buyer discovery costs and promote significant exports (intra-Africa and to the United States) from African export firms.*

STATUS UPDATE

Done/In Progress: Three AGOA/GSP providers were approved and launched. Two remaining partners are in progress.



Done/In Progress: Subcontracts in progress to onboard on-demand experts and set up Help Desk issued with platforms under enhancement and development.



Done: Selected two providers who were submitted, approved, and contracted. Work is underway with three service providers. Three other service providers have been selected and subcontracts are in progress.



INCREASED TRADE: FY2Q I Progress

FY2Q I PLANNED ACTIVITIES (continued)

STATUS UPDATE

Rolling Buyer-Supplier APS/RFP released to support activities and rolling co-creation process established every six months with buyers to understand their requirements (Q1, Q3).

Done/In Progress: Buyer-Supplier Trade Deals APS issued on October 21, 2022.

Why This Matters: *The APS will allow USAID to establish partnerships that will trigger significant demand-driven exports, increasing trade in the agriculture and textile sectors and resulting in significant growth in exports, sales, and employment within Africa and the United States. It will also increase value-addition and processing in Africa and expand markets and jobs, particularly for youth and women, in addition to developing and cultivating skills that support productivity and enhance export competitiveness.*



At least six digital trade service providers operationalized (Q1).

Done/In Progress: Two digital trade service providers identified, and contracts are in progress.

Why This Matters: *The digital trade service providers will address concrete challenges facing the buyer and supplier sides of trade transactions through digital platforms.*



INCREASED TRADE: Looking Forward, FY2Q2

FY2Q2 PLANNED ACTIVITIES AND STATUS UPDATE

LED BY

WHEN

<p>AGOA/GSP Help Desk operationalized to unpack buyer requirements, respond to queries, build a database of FAQs and at least 30 national AGOA guides, and establish vetted pool of at least 80 on-demand experts (Q1-Q4).</p> <p>Why This Matters: <i>The Help Desk will streamline support and unlock deals at scale and scope.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>
<p>Three buyer-supplier service providers submitted to the CO and approved. Trade Data Analyst contracted. Three Import Genius licenses procured (Q1-Q4).</p> <p>Why This Matters: <i>Creating a high-level of awareness of export market opportunities will lower buyer discovery costs and promote significant exports (intra-Africa and to the United States) from African export firms.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>
<p>Buyer-supplier services and digital trade services by the Africa Trade and Investment program marketed through internal and external networks (through Q4).</p> <p>Why This Matters: <i>This aims to achieve significant exports to the U.S. market and large economic growth centers in African markets.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>
<p>At least three buyer-supplier service providers submitted to CO and approved (Q1-Q4).</p> <p>Why This Matters: <i>Creating a high-level of awareness of export market opportunities will lower buyer discovery costs and promote significant exports (intra-Africa and to the United States) from African export firms.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>

INCREASED TRADE: Looking Forward, FY2Q2

FY2Q2 PLANNED ACTIVITIES AND STATUS UPDATE (continued)

LED BY

WHEN

<p>RFP released to select and subcontract six to 10 digital trade service providers.</p> <p>Why This Matters: <i>The digital trade service providers will address the concrete challenges facing the buyer and supplier sides of trade transactions through digital platforms.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>
<p>Buyer-supplier services and digital trade services by the Africa Trade and Investment program marketed through internal and external networks (through Q4). Complete contracting of three additional buyer-supplier service providers. (Q2)</p> <p>Why This Matters: <i>This activity aims to achieve significant exports to the U.S. market and large economic growth centers in African markets.</i></p>	<p>Senior Technical Director – Africa</p>	<p>March 2023</p>
<p>Market AGOA/GSP services to the Africa Trade and Investment program's internal and external networks with uptake of services from at least 1,800 firms (Q2-Q4).</p> <p>Why This Matters: <i>Developing an expansive AGOA and GSP information and resource repository, coupled with on-demand AGOA/GSP services, will create economies of scale and scope on the U.S.-buyer end and within Africa with business membership organizations.</i></p>	<p>Senior Technical Director, Africa Communications Director</p>	<p>March 2023</p>

INCREASED INVESTMENT: Activities and Accomplishments

OVERVIEW

The USAID Africa Trade and Investment program develops and implements interventions to increase investment across the African continent with an emphasis on identifying, promoting, and de-risking opportunities for U.S. investors. Program actions to support investment this quarter included:

- *Prosper Africa Objective 2* – Increased investment, including catalytic capital funds, U.S.-Africa investor delegations, and transaction advisory support to **largescale (\$100 million-plus) investments**.
- *Prosper Africa Objective 3* – Enabled environment efforts to inform and support investment in USAID priority sectors.
- *Prosper Africa Objective 4* – Provided **deal advisory services**, including through the Deal Facilitation Platform and Virtual Deal Room, that enable private sector partners, USAID Missions, and Embassy Deal Teams to put forward trade and investment deals for support and publish sector-specific market guides to inform investors about opportunities and risks.
- **Added seven D.C.-based buy-ins** from the USAID Africa Bureau and USAID operating units with targeted finance-related work in health, energy, climate, and WASH. The GenDev office also has a buy-in to integrate gender across the program.
- **Regional and bi-lateral mission buy-ins received direct support for investment activities** in Niger, the Sahel Region, and Zambia.

INCREASED INVESTMENT: Activities and Accomplishments

HIGHLIGHTS AND KEY PERFORMANCE

During FY2Q1, the USAID Africa Trade and Investment program advanced the Prosper Africa Trade Services scopes of work shaped in Year 2:

- Set up **a fertilizer fund** in Zambia through a co-design process with the African Fertilizer and Agribusiness Partnership (\$1,000,000). The fund will be a revolving facility utilized to increase access to fertilizer throughout Zambia and the region in order to increase production of grain as a response to the food crisis. This activity will be completed in Q2
- Prosper Africa curated an Investment Opportunities in Africa Booklet, showcasing 70+ African opportunities looking to raise capital in excess of US\$ 2.1B, as well as 60+ African and U.S.-based funds and investors including angel platforms, DFIs, and impact investors with over US\$ 144B in assets under management. Selected four **catalytic capital funds, which aim to raise and invest \$84-\$134 million** in USAID priority sectors.
- Selected two capital mobilization partners to deliver four **U.S. institutional investor delegations to Africa** in 2023.
- Released the Capital Mobilization RFP for large-scale transactions, received six **proposals for \$100 million-\$1 billion deals**.
- **Leveraged USAID funds and the continental approach** to catalytic capital (\$750,000 received from USAID's Economic Growth, Environment, and Agriculture [EGEA] Division and Kenya and East Africa [KEA]) and deal facilitation support (in progress, co-investment with USAID/KEA for Kenya-specific deal work).
- Launched **sovereign credit rating** support in Niger, which will allow the government to issue bonds on international markets.
- Closed four deal transactions: two deals worth \$750,000 by Tibu Health, one deal worth \$5 million by Kentegra, and another deal worth \$500,000 by Ilara.

TOPLINE ACHIEVEMENT: Investment Deals



64

Number of investment deals scoped in FY2Q1

Preliminary stage	31
Qualifying prospect (gathering)	27
Deals actively supported	2
Deals closed	4



\$22B

Cumulative value of investment deals identified

KEY RESULTS



- Reviewed deals valued at \$22 billion
- Provided intensive support to four firms, raising \$91.9 million
- Helped close four deals valued at \$6.5 million (these deals have a pipeline additional value of more than \$20 million).

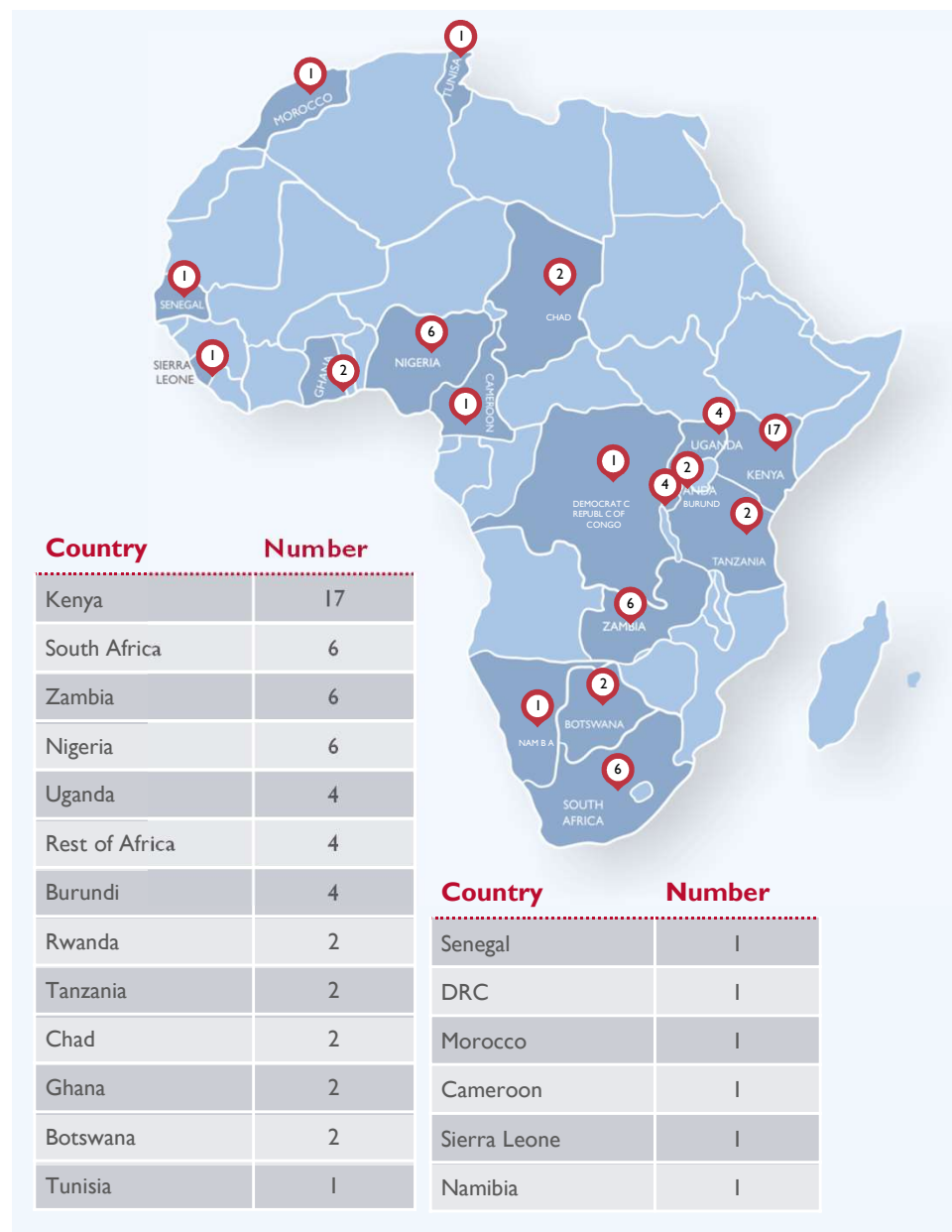
ACTIVITIES & ACCOMPLISHMENTS: Investment Deal Opportunities

INVESTMENT (FINANCE) DEALS BY SECTOR

SECTOR	NUMBER
Agriculture, Forestry, Fishing, and Hunting	26
Health Care and Social Assistance	10
Finance and Insurance	8
Utilities	5
Information	3
Other Services (except Public Administration)	3
Manufacturing	2
Arts, Entertainment, and Recreation	2
Education	2
Mining, Quarrying, and Oil and Gas Extraction	1
Professional, Scientific, and Technical Services	1
Retail Trade	1

SUMMARY

- In FY2Q1, the Africa Trade and Investment program supported 60 investments. Most of these were in the agriculture sector.
- 17 of the 60 (28 percent) investment opportunities were in Kenya. Nigeria, South Africa, and Zambia, meanwhile, each had six investment opportunities (see the map on next slide)
- The finance and insurance sector ranked second, boosted by finance deals and catalytic funding.



INCREASED INVESTMENT: Prosper Africa Deal Facilitation Platform Services

The Prosper Africa Deal Facilitation Platform under the Africa Trade and Investment program provides U.S. and African businesses and investors with accessible, responsive, and tailored deal support. The Deal Facilitation Platform also includes a Virtual Deal Room with links to deals and sector-specific market studies. The services are described below.

OUTREACH + PROMOTION



- The Deal Facilitation Platform Virtual Deal Room includes a presentation of deal opportunities by sector and geography for potential investors to review and connect with, if they desire.
- The Deal Facilitation Platform also supports and leads outreach events, such as webinars, roundtables, diaspora meetups, U.S.-Africa investor trips, and the release of sector-specific market reports.

INTAKE + REVIEW OF DEALS



- Deals received by the Africa Trade and Investment deal support team are screened for commercial viability and reputational risk. The team also assesses links to USG tools and program resources to support transactions. Deals that meet the criteria are assessed further for transaction impact, USG additionality, and U.S. nexus. Deals that do not meet the criteria are handed back to the submitter so that they can refine it and re-engage at a time when they feel all considerations are being addressed.

ADVISORY SUPPORT TO SELECT DEALS



- In consultation with Prosper Africa, select deals receive **up to 100 hours of transaction advisory support**, which may include integrating data analytics, reviewing financial models, and developing investor-facing materials. This engagement is typically completed in four to eight weeks. 100 hours is provided as the standard amount of support allocated for each deal in order for it to go pass through. Except when its intensive transaction support, deal support is not expected to end beyond this standard time.
- In consultation with Prosper Africa, a small number of deals receive **intensive transaction advisory support**, which lasts three to four months and aims to mobilize investments with a strong U.S. nexus and exemplary benefit to USG efforts. This support includes carrying out due diligence, reviewing detailed financial models, preparing investor materials, and facilitating introductions to investors.

INCREASED INVESTMENT: Quarterly Progress

FY2Q1 PLANNED ACTIVITIES AND STATUS UPDATE

STATUS

Release the APS addendum for the **Catalytic Investment Facility** and award at least four grants.

Why This Matters: *This grant funding opportunity under Objective 2 will support a portfolio of funds and investment vehicles that is a critical source of investment for small- and medium-sized enterprises in USAID priority sectors. These funds cover regions and/or the continent and offer opportunities for other management involved buy-outs to co-investment and increase impact.*

Done/In Progress: The APS addendum was released and 20 applications received. Four funds were selected, and four grant agreements drafted. The four funds were among the announcements at the U.S.-Africa Leaders Summit.



Release two RFPs in support of the **Capital Mobilization** scope of work: 1) Institutional Investment Delegations; and 2) Scale-level Transactions.

Why This Matters: *These RFPs are the first in a series of funding opportunities supporting U.S. institutional investment on the continent and large-scale (\$100 million-plus) projects that have a significant development impact, U.S. nexus, and potential to be replicated across the continent.*

Done/In Progress: Two RFPs were released in FYIQ3 and FYIQ4. Two subcontractors were onboarded to conduct four institutional investor delegations in 2023. The Scale-level Transactions RFP received six proposals, which will be evaluated in January 2023.



INCREASED INVESTMENT: Looking Forward

FY2Q2 PLANNED ACTIVITIES	LED BY	WHEN
<p>Award four grants under the Catalytic Investment Facility and select additional funds.</p> <p>Why This Matters: Support a portfolio of funds that drives investor outreach and scale and invest in USAID priority sectors, with development impact and demonstration effect for U.S. investors.</p>	Senior Technical Director – U.S.	End of January 2023
<p>Issue subcontracts to offerors for transaction advisory services to large-scale transactions.</p> <p>Why This Matters: Support high-value transactions that address the constraints to investment at scale.</p>	Senior Technical Director – U.S.	February 2023
<p>Identify and prepare U.S. institutional investor delegations.</p> <p>Why This Matters: Build on past USAID work to increase institutional investment and draw on lessons, successes, and opportunities around investor engagement, risk mitigation, and scale/demonstration transaction facilitation.</p>	Senior Technical Director – U.S.	Ongoing throughout FY2Q2
<p>Launch D.C. buy-in work with EGEA (climate finance), Power Africa (CTEN), Global Health (GH)/Center for Innovation and Impact (CII) – (AfricInvest Fund, local markets catalyst), and GenDev (Africa Trade and Investment program gender integration.)</p> <p>Why This Matters: Support a continental approach that integrates capital raises, deal identification and closure, U.S. nexus promotion, and the development of resources and tools (e.g., climate finance, gender integration) that inform, drive, and expand two-way trade and investment.</p>	Senior Technical Director – U.S.	March 2023

INCREASED INVESTMENT: Looking Forward

FY2Q2 PLANNED ACTIVITIES	LED BY	WHEN
<p>Catalytic Capital</p> <ul style="list-style-type: none"> • Kick off first four funds and hold 2nd TEC to review/select additional Funds to support. • Track efforts to raise \$84 million+ and develop/release communications to raise visibility. 	Senior Technical Director – U.S.	March 2023 – March 2024
<p>Capital Mobilization</p> <ul style="list-style-type: none"> • Select four Africa-based conferences for U.S. institutional investor delegations and identify investors for the first ACVA Conference in Egypt, May 1 – 5.. • Hold TEC and select offerors for \$100 mn+ transaction advisory support. 	Senior Technical Director – U.S.	March 2023 – March 2024
<p>Deal Facilitation Platform</p> <ul style="list-style-type: none"> • Deliver/expand services and functionality of Virtual Deal Room, refine deal triage and transaction advisory services to be more efficient. • Launch intensive deal advisory work in Kenya with co-investment from USAID/KEA. 	Senior Technical Director – U.S.	March 2023 – March 2024
<ul style="list-style-type: none"> • Track and highlight AfricInvest \$13 million capital raise with ATI support. • Kick off climate EGEA climate finance work to research and disseminate products/toolbox on climate finance and carbon markets. • Kick off Power Africa work on Clean Tech Energy (CTEN) trade between US and Africa. • Kick off GenDev work to integrate gender throughout ATI processes, implementation, and monitoring, evaluation, and learning (MEL). Present work plan to SMT and USAID team. • Launch WASH, Health HIV, and Health African Continental Free Trade Area (AfCFTA) work. 	Senior Technical Director – U.S.	March 2023 – March 2024
<ul style="list-style-type: none"> • Launch and complete the Sahel Regional Office landscape assessment on food security investment. • Operationalize the credit guarantee facility and fertilizer fund in Zambia. • Develop and sign the BISOWs with USAID Ghana and USAID Malawi 	Senior Technical Director – U.S.	March 2023 – March 2024

IMPROVED BUSINESS ENVIRONMENT: Activities & Accomplishments

OVERVIEW

The USAID Africa Trade and Investment program continued to deploy interventions that unlock potential trade and investment opportunities, advance existing transactions and move them to closure. These interventions are being supported through ATI Prosper Africa funding.

HIGHLIGHTS AND KEY PERFORMANCE

- McKinsey completed delivery of its AfCFTA work in FY2Q1. Tutwa and DNA Economics, meanwhile, kicked off their work on AfCFTA in FY2Q1. The activity seeks to support African trade priorities, including the continental vision for intra-African trade and Africa's trading position with the United States. Prosper Africa aligns with AfCFTA's priority of increasing market access and lowering barriers to trade and investment while strengthening commercial partnerships.
- Two other sub-awards with Corporate Council on Africa and the Alliance for Commodity Trade in Eastern and Southern Africa are in final negotiations and expected to kick off in FY2Q2.
- An RFA was released to the Luke Commission in FY2Q1 for co-design. The Luke Commission's APS concept note "SpaceX Partnership to Transform Eswatini with Starlink Internet" addresses the limited internet connection across Eswatini and its impact on the local health sector, including clinics.
- The Development of Prosper Africa MasterCard Community Pass Partnership progressed with the drafting of a roadmap and the decision to conclude work at this stage. This workstream will wrap up and be finalized in FY2Q2.

IMPROVED BUSINESS ENVIRONMENT: Quarterly Progress

FY2Q1 PLANNED ACTIVITIES AND STATUS UPDATE

STATUS

Provide business enabling environment support to high-profile private sector deals to remove obstacles to trade and investment deal closure.

Why This Matters: *Unlocking trade and investment deals at scale requires a good business enabling environment.*

In Progress: The activity is implemented on an ongoing basis. FY1Q3 work in this space included the critical minerals supply chain support and support for 113 trade and investment deals facilitated in the quarter (35 trade and 78 investment deals).

Finalize subcontracts with three to five partners to deliver technical assistance for AfCFTA. These subcontracts focus on providing access to information and analytics on AfCFTA's implementation status, highlighting potential trade opportunities that will emerge from AfCFTA, supporting private sector engagement at the Regional Economic Community level, and developing new metrics to capture the impact of AfCFTA for the private sector at large as well as for specific trade stakeholders, particularly women and informal trader.

Why This Matters: *Rolling out AfCFTA requires multiple layers of coordination. It is also important to identify both strategic and quick-win activities to overcome challenges that impede trade and investment transactions.*

Done/In Progress: Five applicants were shortlisted; three subcontracts are fully executed, and two are being finalized.



Publish an RFA to engage the Luke Commission in Eswatini.

Why This Matters: *Addresses the challenge of limited internet connection across Eswatini and its impact on the local health sector, including clinics.*

In Progress: Released the RFA and application is pending.

IMPROVED BUSINESS ENVIRONMENT: Looking Forward

FY2Q2 PLANNED ACTIVITIES	LED BY	WHEN
<p>Provide business enabling environment support to private sector deals to remove obstacles to trade and investment deal closure.</p> <p>Why This Matters: <i>Unlocking trade and investment deals at scale requires a good business enabling environment.</i></p>	Senior Technical Director – Africa	March 2023
<p>Finalize contracting of two sub-awards under ATI’s AfCFTA workstream (Objective I)</p> <p>Why This Matters: <i>These continental trade services will streamline support and unlock deals at scale.</i></p>	Senior Technical Director – Africa	February 2023
<p>Activate the USAID/DRC buy-in scope of work in support of critical minerals exports to the United States.</p> <p>Why This Matters: <i>Connecting critical U.S. buyers—who are seeking to “green” their supply chains—with the DRC’s artisanal mining sector to enhance the integrity of local supply chains in the DRC. A “green” value chain transforms the conventional linear view of value chains into a cyclical system; it integrate environmental thinking in the supply chain to minimize the environmental footprint of a product or service.</i></p>	Senior Technical Director – Africa	March 2023
<p>Finalize a partnership with the Luke Commission for the project “Digitally Empower Eswatini Health Sector with High-Speed Internet.”</p> <p>Why This Matters: <i>Addresses the challenge of limited internet connection across Eswatini and its impact on local health sector, including clinics.</i></p>	Senior Technical Director – U.S.	Throughout FY2Q2

PROGRAMMATIC AND INSTITUTIONAL SUPPORT:

Activities & Accomplishments

OVERVIEW

In the reporting period, the USAID Africa Trade and Investment program team provided support to Prosper Africa and USAID to deliver programmatic and institutional assistance across five key areas: (1) Communications, (2) Monitoring, Evaluation, and Learning (MEL), (3) Deal Advisory Support, (4) Reports/Analysis, and (5) Co-Creation and Grants Process Management, and (6) Secretariat and AFR/Office of Sustainable Development (SD) Organizational Support.

HIGHLIGHTS AND KEY PERFORMANCE

- Developed and disseminated **112 communications products**.
- Supported **26 trade and investment events**.
- Developed an **environmental certification tracker and process map** for buy-in scopes of work, proposals, and grants.
- Screened **six buy-in scopes of work and proposals** for environmental and social risks.
- Adopted a **private sector capacity assessment and evaluation tool** for environmental and social risks.
- Developed an internal **deal tracking database** to bolster MEL capabilities.

PROGRAMMATIC AND INSTITUTIONAL SUPPORT: Quarterly Progress

FY2Q4 PLANNED ACTIVITIES AND STATUS UPDATE

Implement the Monitoring, Evaluation, and Learning Plan.

Why This Matters: *The USAID Africa Trade and Investment program plays a role in supporting interagency efforts to capture Prosper Africa approaches, opportunities, and results.*

Develop USAID templates with Prosper Africa co-marking to be shared with incoming grantees and subcontractors.

Why This Matters: *Understanding USAID branding requirements can be difficult for businesses new to working with USAID. The requirement to co-mark certain activities with Prosper Africa adds a layer of complexity for new partners. Developing templates to accompany the branding plan will help guide partners as they kick off work under the USAID Africa Trade and Investment program.*

Launch the USAID Africa Trade and Investment program's grants and subcontracts portal.

Why This Matters: *The website will serve as a one-stop-shop for all grant and subcontract opportunities under the USAID Africa Trade and Investment program.*


Begin operations in South Africa and Morocco.


Why This Matters: *Expanding USAID Africa Trade and Investment program services across the continent is crucial to delivering program results.*

STATUS

In Progress: Discussions with Prosper Africa regarding the adoption and linkages of deal data to the Salesforce platform are ongoing.

Done: The USAID Africa Trade and Investment program's communications team finalized and shared a set of co-branded templates with all activity teams. Branding guidance is also captured in subcontracts and grant agreements. 

Done: The grants and subcontracts portal—atiprogram.com—is active and updated on an ongoing basis. 

Done: The Johannesburg, South Africa office has been operational since mid-June 2022. Planning for Rabat office began in FY1Q3, and the office opened in FY1Q4. 

PROGRAMMATIC AND INSTITUTIONAL SUPPORT: Looking Forward

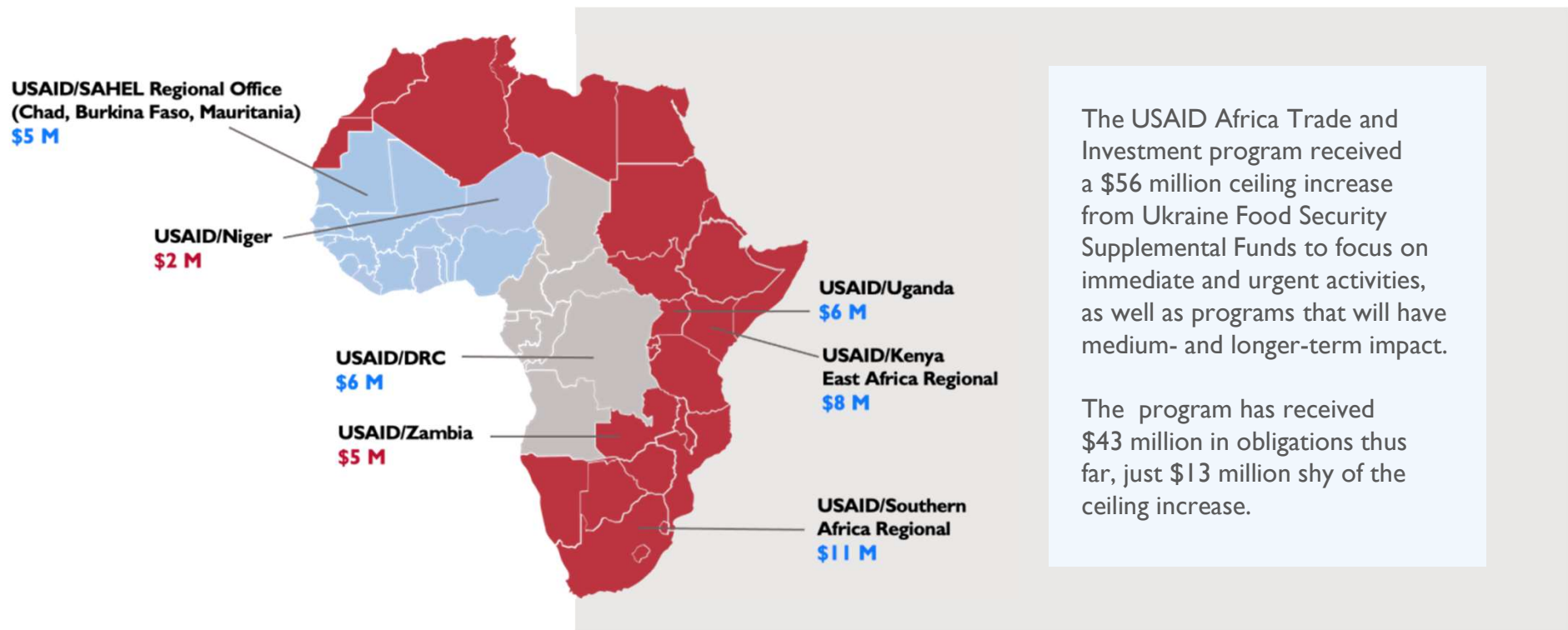
FY2Q2 PLANNED ACTIVITIES	LED BY	WHEN
<p>Develop and roll out a networked database that provides MEL data to Prosper Africa and USAID.</p> <p>Why This Matters: <i>The database is necessary for real-time data entry and sharing. The USAID Africa Trade and Investment team is working with the USAID Southern Africa Trade and Investment Hub to procure and develop a database that allows for real-time data entry, which will speed up data analysis and improve data integrity.</i></p>	MEL Director	March 2023
<p>Develop an internal dashboard that visualized information on grant applications, finances, and buy-in activities.</p> <p>Why This Matters: <i>Effectively managing a continent-wide program with a wide range of buy-ins and learning opportunities requires a robust internal information-sharing tool. This tool will enable buy-in teams to see the latest information on their activities. USAID, meanwhile, can more easily track non-sensitive financial, grant, and procurement information.</i></p>	Chief Financial Officer (CFO) and Senior Communications Director	March 2023
<p>Conduct joint learning sessions with USAID Regional Missions and Operating Units to share learning from across the portfolio.</p> <p>Why This Matters: <i>These sessions facilitate knowledge-sharing across the program. Lessons learned can inform the development of best practices and lead to improved operational efficiency.</i></p>	MEL Director	March 2023
<p>Provide environmental support and develop environmental management plans.</p> <p>Why This Matters: <i>This will ensure that all activities are following standard environmental management plans and policies.</i></p>	Environment Specialist	March 2023

UKRAINE FOOD SECURITY SUPPLEMENTAL



UKRAINE FOOD SECURITY SUPPLEMENTAL: Overview

Russia's invasion of Ukraine in February 2022 resulted in a military blockade that impeded exports of chemical fertilizers and grain from Ukraine as well as sanctions on Russia. These developments significantly increased the prices of fertilizer and staple foods. The war also had a disproportionate effect on smallholder farmers and poor and vulnerable groups (especially women), who experienced not only food security but also a diminished ability to recover from these and other economic and weather-related shocks. The USAID Africa Trade and Investment program responded with a three-pronged approach: (1) an APS to solicit grant funding opportunities, (2) Expressions of Interest (EOI) for the co-creation of food security responses, and (3) a Request for Information (RFI) to source innovative trade and investment concepts that could be funded through subcontract procurement. To date, the program has received 127 APS submissions, 18 EOIs, and 54 RFIs.



UKRAINE FOOD SECURITY SUPPLEMENTAL: Solicitation of New Ideas, Approaches, and Partners

- Following is a status update of the three-pronged approach:
 - **APS 02: Call for Food Security and Resilience Partnerships.** This APS was issued July 18, 2022, to solicit grant concepts ranging from \$500,000 to \$5 million to rapidly address food insecurity and food system resilience challenges on the African continent.
 - **EOI 01: Corporate Co-Creation Partnerships.** This EOI was issued September 15, 2022, to identify well-positioned private sector actors interested in engaging with USAID to create innovative private sector trade and investment solutions. The program received 164 responses to the EOI, of which 17 were selected for co-creation.
 - **RFI 04: Food Security and Resilience.** This RFI was issued September 15, 2022, to identify innovative solutions and interventions that can address food security and resilience.
- A second phase began in mid-December 2022 to narrow down the scope and types of solicitations received from the three-pronged approach and identify new ideas, approaches, and partners as the basis of engagement with Ukraine Food Security supplemental's regional and country buy-in Missions.

UKRAINE FOOD SECURITY SUPPLEMENTAL:

Engagement with UKFS USAID Buy-in Missions

In December 2022, the USAID Africa Trade and Investment program intensified engagement with the seven UKFS buy-in Missions—Southern Africa Regional, Zambia, the DRC, Kenya, Uganda, the Sahel Regional Office, and Niger.

- **Southern Africa Regional Buy-in**

- Obligation: \$11 million
- Focus Countries: Angola, Namibia, Botswana, Eswatini, and Lesotho
- Solicitations: Received a total of 20 concept notes, which were reviewed during a TEC meeting on December 13, 2022. One concept was recommended for co-design, 16 were rejected, and three were tabled for later consideration. The program later held a question-and-answer session with the recommended firm.
 - EOIs and RFIs: One EOI and nine RFIs mentioned countries in Southern Africa.
 - Next step: Prepare a deal note for the Botswana concept to present to the Mission for consideration.

- **Zambia Buy-in**

- Obligation: \$5 million
- Solicitations:
 - APS: Received 13 APS submissions that mentioned Zambia.
 - EOIs and RFIs: Of the three EOIs and three RFIs that mentioned Zambia, one EOI partnership is under discussion.
 - Next step: A TEC to review the partnership submission to the RFP is planned for early January 2023.

- **Democratic Republic of Congo Buy-in**

- Obligation: \$6 million
- Solicitations:
 - APS: Received 12 submissions
 - EOIs and RFIs: Three EOIs and three RFIs mentioned the DRC.
 - Next step: All APS, EOI, and RFI submissions that mentioned the DRC were shared with the DRC Mission. In addition, the Mission and the program discussed holding a co-creation event focused on targeted technical issues and firms with a DRC presence in early 2023.

UKRAINE FOOD SECURITY SUPPLEMENTAL:

Engagement with UKFS USAID Buy-in Missions

- **Kenya Buy-in**

- Obligation: \$8 million
- Solicitations:
 - APS: Of the 40 APS submissions that mentioned Kenya, six are currently under consideration. All six have completed Q&A sessions and have scheduled capacity assessments before receiving the RFA for full applications.
 - EOIs and RFIs: Six EOIs and 28 RFIs that mentioned Kenya are with the Mission for their consideration.
 - Next step: A second Grants Selection Committee is planned for January 2023.

- **Uganda Buy-in**

- Obligation: \$6 million
- Solicitations:
 - APS: Received 23 APS submissions that mentioned Uganda.
 - EOIs and RFIs: Four EOIs and nine RFIs mentioned Uganda.
 - Next step: Meeting planned for January 2023 to discuss all APS, EOI, and RFI submissions that mentioned Uganda.

- **Sahel Regional Office Buy-in**

- Obligation: \$5 million
- Focus Countries: Burkina Faso, Chad, and Mauritania
- Solicitations:
 - APS: Received 12 APS submissions that mentioned the three focus countries.
 - EOIs and RFIs: One EOI and two RFIs that mentioned the Sahel focus countries are under discussion.
 - Next step: Share the EOI concept note under consideration with the Sahel Regional Mission.

- **Niger Buy-in**

- Obligation: \$2 million
- Solicitations:
 - APS: Of the 19 APS submissions mentioning Sahel countries received, 15 APS submission are focused on Niger or relevant technical challenges.
 - EOIs and RFIs: No EOIs or RFIs specifically mentioned Niger.
 - Next step: The Niger Mission and the USAID Africa Trade and Investment program will organize a co-creation event focused on targeted technical issues (agriculture trade-related services). Firms with a Niger presence will be prioritized.

Submission Date: January 31, 2023

Contract Number: 7200AA21C00056

Activity Start and End Date: 09/25/2021 – 09/24/2026

Contracting Officer's Representative: Patterson Brown

Submitted by:

Juan Estrada-Valle, Chief of Party

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This report is made possible by the support of the American people through the United States Agency for International Development (USAID). The contents of this report are the sole responsibility of DAI and do not necessarily reflect the views of USAID or the United States government.

SUMMARY OF CHALLENGES AND MITIGATING MEASURES

TRADE

Shaping continent-wide services is an iterative process. Many service providers have a local or regional focus, and, as such, they are poorly equipped to offer continent-wide services.



Means to mitigate: The USAID Africa Trade and Investment program is taking a co-design approach to shaping these services. Instead of reviewing proposals and awarding to firms directly, the program is choosing applicants that fit the selection criteria, then helping them to refine their proposals before moving to award.

Timeframe: FY2Q2

Person(s) responsible: Senior Technical Director – Africa

TRADE

Finding export-ready companies on the continent is a challenge as their products often adhere only to local or regional standards, yet various certifications and standards must be met when exporting. Furthermore, the products are seldom processed and packaged to meet export standards or volume requirements of buyers in more advanced economies.



Means to mitigate: The USAID Africa Trade and Investment program will increase engagement with firms that have already received support from other mechanisms such as the Trade Hubs and are export ready, in addition to supporting local and regional firms that show interest and potential for exporting products.

Timeframe: Throughout FY2

Person(s) responsible: Senior Technical Director – Africa

CHALLENGES AND OPERATIONAL IMPROVEMENTS

INVESTMENT

Collaboration between the private sector and USAID can be challenging due to different operating models and timeframes.



Means to mitigate: The USAID Africa Trade and Investment program will continue building its Partnership Network and streamlining its partnership approach to bridge this gap.

Timeframe: FY2Q2

Person(s) responsible: Senior Technical Director – U.S.

IMPROVED BUSINESS ENVIRONMENT

The global food security crisis resulting from Russia's war on Ukraine has affected the supply of wheat and fertilizer. African countries are bearing the brunt of these shortages.



Means to mitigate: The USAID Africa Trade and Investment program developed the USAID TradeBoost Strategic Framework. This framework addresses food shortages by designing and operationalizing a Fertilizer Fund to enhance farmers' access to fertilizers for agricultural productivity. The program also commenced work with the USAID Southern Africa Mission to establish a stock finance fund to enhance commodity traders' access to finance to aggregate and export grain from surplus countries to deficit countries.

Timeframe: FY2Q2

Person(s) responsible: Technical Lead/Zambia Activity Team

CHALLENGES AND OPERATIONAL IMPROVEMENTS (cont.)

PROGRAMMATIC SUPPORT



The USAID Africa Trade and Investment program has been growing at a very fast pace, with new buy-ins and subcontracts. As such, the program requires faster turn-around times on procurement and other processes.

Means to mitigate: In this reporting quarter, program staff participated in a four-day intensive training on streamlining buy-in, procurement, and grant processes, which has resulted in an increased volume of grants and subcontracts in implementation. The Africa Trade and Investment program has also designed user-friendly communications dashboards for USAID that will be rolled out in FY2Q2 to boost existing information and reporting processes.

Timeframe: FY2Q2

Person(s) responsible: CFO and Partnership Director

— ANNEX III: MISSION FUNDING PROGRESS



USAID BUY-INS: Progress Tracker

USAID OPERATING UNIT	BUY-IN SUMMARY	ACTIVE/IN DISCUSSION	STATUS OF BUY-IN	BUY-IN CEILING
AFR/EGEA (Agriculture)	Investment and Enabling Environment	Active (New)	In Discussion/ On track	\$0.3 million
AFR/HEALTH	Trade and Investment and Enabling Environment	Active	Implementation Ongoing	\$0.12 million
AFR/WASH	Trade and Investment	Active	Implementation Ongoing	\$0.5 million
DD/GENDEV	Trade and Investment	Active	Implementation Ongoing	\$6.0 million
DDI/ITR	Investment	Active	Implementation Ongoing	\$0.5 million
GLOBAL HEALTH/CII	Investment	Active	Implementation Ongoing	\$3.9 million
USAID/CWA	Trade and Investment	Not Yet Active	In Discussion/On Track	\$2.3 million
USAID/DRC/MINERALS	Trade and Investment	Not Yet Active	In Discussion/On Track	\$19.9 million
USAID/KENYA EAST AFRICA REGIONAL	Trade and Investment	Active	Implementation Ongoing	\$35.0 million
USAID/LIBERIA	Trade and Investment	Active	Implementation Ongoing	\$20.0 million
USAID/LIBYA	Trade and Investment	Active	In Discussion/On Track	\$0.5 million
USAID/MALAWI	Trade and Investment	Active	Implementation Ongoing	\$6.0 million
USAID/MOROCCO	Trade and Investment	Active	In Discussion/On Track	\$0.5 million
USAID/NIGER	Investment	Active	Implementation Ongoing	\$0.4 million
USAID/POWER AFRICA	Trade and Investment	Active	Implementation Ongoing	\$0.5 million
USAID/PROSPER AFRICA CTEN	Investment	Active (New)	BISOW in design	\$0.2 million
USAID/SOUTHERN AFRICA REGIONAL	Trade	Active	Implementation Ongoing	\$25.0 million
USAID/ZAMBIA	Trade and Investment	Active	Implementation Ongoing	\$30.0 million

USAID BUY-INS: Progress Tracker

USAID OPERATING UNIT	BUY-IN SUMMARY	ACTIVE	BUY-IN STATUS	BUY-IN CEILING
EGEA (CLIMATE FINANCE)	Investment	Active (New)	Implementation Ongoing	\$0.5 million
GLOBAL HEALTH/HIV	Investment	Active (New)	BISOW in design	\$0.2 million
GLOBAL HEALTH/ID	Investment	Not Yet Active	In Discussion/On Track	\$0.5 million
MIDDLE EAST REGIONAL	Trade	Active	BISOW in design	\$4.1 million
USAID/CARPE	Investment	Active (New)	BISOW in design	\$0.3 million
USAID/DRC USF	Trade	Active	On Hold	\$6.0 million
USAID/EGYPT	Trade and Investment	Not Yet Active	In Discussion/On Track	TBD
USAID/GHANA	Trade and Investment	Active (New)	BISOW in design	\$15.0 million
USAID/KENYA USF	Trade	Active	Implementation Ongoing	\$8.0 million
USAID/NIGER USF	Trade	Active (New)	BISOW in design	\$2.0 million
USAID/PSE	Trade and Investment	Active	Implementation Ongoing	\$0.3 million
USAID/RWANDA	Trade and Investment	Not Yet Active	In Discussion/On Track	\$0.4 million
USAID/SAHEL REGION SRO	Trade and Investment	Not Yet Active	In Discussion/On Track	\$10.0 million
USAID/SOUTHERN AFRICA USF	Trade	Active	Implementation Ongoing	\$11.0 million
USAID/SRO USF	Trade	Active	Implementation Ongoing	\$5.0 million
USAID/TANZANIA	Trade and Investment	Active	BISOW in design	\$0.8 million
USAID/TANZANIA USF	Trade	Not Yet Active	BISOW in design	\$5.5 million
USAID/TUNISIA	Trade and Investment	Not Yet Active	In Discussion/On Track	\$2.0 million
USAID/UGANDA USF	Trade	Active	BISOW in design	\$6.0 million
USAID/ZAMBIA USF	Trade	Active (New)	Implementation Ongoing	\$5.0 million

EAST AFRICA



USAID/KENYA AND EAST AFRICA: Progress Snapshot

BUY-IN SUMMARY

The USAID/KEA buy-in engages the private sector to co-create and co-invest in activities that increase trade and investment within East Africa, across the continent, and with the United States. Priorities include value addition and processing, market linkages, job creation (particularly for women and youth), and access to markets and capital.

FUNDING

Ceiling: \$35,000,000

Sub-obligation: \$15,774,860

HIGHLIGHTS AND KEY PERFORMANCE

- In FY2Q1, the program held two rounds of Grant Selection Committee (GSC) meetings for the KEA addendum to the continental APS. As a result, the program greenlit 11 out of 56 received concepts for further pre-grant activities.
- Cumulatively, the program has held nine rounds of GSC meetings, resulting in a total pipeline of 55 grants, of which **eight grants have been awarded and are under implementation**. Forty-seven grants are in the pre-award stages.
- The main sectors for grants currently under implementation are **textile and apparel, agriculture, and tourism**.
- The awarded grants currently under implementation will create **8,500 jobs; engage and link 13,200 smallholder farmers to the market; and generate an export value of \$78 million** – with partners contributing financial resources amounting to **\$31 million as leverage to USAID/KEA's total grant value of \$7.3 million**.
- USAID/KEA has also committed resources and seeks to establish partnerships through grants to support implementation in targeted sectors that include ocean plastics, menstrual hygiene and health, and aflatoxin mitigation. There are currently active grant opportunity windows for these three sectors, and they are in different stages of the grant award process.

USAID/RWANDA: Progress Snapshot

BUY-IN SUMMARY

USAID Rwanda's buy-in to the USAID Africa Trade and Investment program is to implement activities that increase the capacity of Rwandan financial institutions to develop climate-focused and sustainable banking practices. Known as the Sustainable Banking Alliance Rwanda (SBAR), this activity will provide selected banks and financial institutions in Rwanda with in-person training and tools focused on climate financing, climate risk, and carbon footprint metrics, with the goal of developing climate lending capacity and encouraging local banks and financial institutions to set net-zero targets.

FUNDING

Ceiling: \$390,000

Sub-obligation: expected in January 2023

HIGHLIGHTS AND KEY PERFORMANCE

- Current status: The Africa Trade and Investment program is awaiting concurrence of the buy-in scope of work (BISOW) from the Mission.
- USAID Rwanda's priority is for SBAR to support selected banks and financial institutions in Rwanda to develop climate lending capacity and set net-zero targets.
- The activity will be implemented in two phases:
 - **Phase 1: A preliminary diagnostic/needs assessment** to review existing assessments of the readiness of Rwandan financial institutions to provide access to climate finance and identify the needs of a target subset of banks and financial institutions in Rwanda, focusing on capacity and gaps in climate risk, carbon accounting, and sustainable banking.
 - **Phase 2: Conduct capacity building and/or one-on-one consultations** with banks based on the specific needs of each institution identified in Phase I. This assistance is expected to cover, among other areas: sustainable banking (renewable energy, green/blue bonds, etc.), climate risk reporting, carbon accounting and target setting, and green taxonomy integration.

Southern Africa



USAID/SOUTHERN AFRICA: Progress Snapshot

BUY-IN SUMMARY

USAID/Southern Africa seeks to establish a large, multi-year partnership mechanism that will allow the private sector to co-create and co-invest in development activities that will significantly increase trade from Southern African countries to South Africa and trade between the United States and Southern Africa.

FUNDING

Ceiling: \$25,000,000

Sub-obligation: \$11,686,649

HIGHLIGHTS AND KEY PERFORMANCE

- **Contracting service provider:** In October 2022, the USAID Africa Trade and Investment program contracted Genesis Analytics as a subcontractor. The task order was signed on November 30, 2022.
- **Market Systems Capacity Development:** The program and Genesis Analytics held a Workplan Session and Market Systems Development (MSD) workshop on November 7–10, 2022, to provide participants from various USAID Southern Africa missions with an understanding of the USAID Africa Trade and Investment program, the program's scope of work and annual work plan, and lessons learned. The MSD training introduced participants to market systems theory to ensure program activities bring about sustainable, market-driven change in agricultural value chains.
- **Stakeholder Engagement:** Between November 29 and December 15, 2022, the program held 12 stakeholder engagement events in Angola, Botswana, Eswatini, Lesotho, Malawi, Mozambique, Namibia, South Africa, and Zambia. Meetings with key stakeholders deepened the program's understanding of each country's market context, key blockages and opportunities in the market for firms and trade promotion service providers (TPSPs), and the capacity of export firms and TPSPs, as well as provided an opportunity to co-create solutions to the identified constraints faced by firms and TPSPs.
- **Export Firms Capacity Support:** The program organized four training events in December 2022, including Export Management Training (Luanda, Angola, December 13), AGOA Awareness and Training (Maputo, Mozambique, December 13 and Nampula, Mozambique, December 15), and AGOA Value Chain Assessment and Profiling Training: Key Resources for Navigating AGOA (Lilongwe, Malawi, December 15).
- The program has received seven contractual deliverables from the subcontractor. Two have been paid and five are under review.
- EcoBee Natural Products (Zambia) received a cost-share support to undergo its Food Safety System Certification 22000 (FSSC22000) audit on December 6-7, 2022.
- **Procurement:** The program's Southern Africa buy-in held its first internal TEC meeting on December 15. The TEC reviewed 20 concepts, of which 17 were rejected, two tabled for later consideration, and one recommended for co-design.

USAID/ZAMBIA: Progress Snapshot

BUY-IN SUMMARY

The USAID TradeBoost buy-in project aims to catalyze job creation, increase income, and boost the participation of women and youth in Zambia's economic development to decrease rural poverty. With a specific focus on green growth to reduce the negative impact on Zambia's natural resources, USAID TradeBoost co-invests with private sector partners to increase gender-equitable, domestic, regional, international—especially to-and-from the United States—trade and investment opportunities for Zambian enterprises.

FUNDING

Ceiling: \$30,000,000

Sub-obligation: \$2,700,000

HIGHLIGHTS AND KEY PERFORMANCE

Activity Launch: The USAID TradeBoost project was officially launched on November 22, 2022, with senior dignitaries in attendance, including the U.S. Ambassador, USAID Mission Director, and Zambian Minister of Finance and National Planning. The Africa Trade and Investment program worked closely with the USAID Business Enabling Project, USAID staff, and the U.S. Embassy to plan the successful event and ensure the launch received prominent media and social media coverage. Environmental compliance is still in review on construction aspect.

Food Security Export Activities: NewGrowCo exported a total of 8,958 metric tons of commodities valued at \$6.8 million to five East and Southern African countries, including Kenya (white maize and soya beans); Malawi (wheat flour); Namibia (white maize and maize bran); Rwanda (white maize); and South Africa (maize bran). These exported commodities were also reported across USAID/Zambia's social media platforms to highlight efforts to alleviate the food insecurity challenges.

Ukraine Supplemental Deal Pipeline: The program and USAID/Zambia also finalized the Statement of Objectives for Food Security, which will be funded by Ukraine Supplemental Funding. The program convened its first internal TEC to review concepts eligible for food security funding on January 10, 2023. The title of the proposal reviewed and selected in the TEC meeting is: *"Developing rural infrastructure to reduce post-harvest loss of maize and connect smallholder farmers with traders and processors."* The program aims to finalize the procurement at the end of January 2023.

USAID/MALAWI: Progress Snapshot

BUY-IN SUMMARY

The USAID/Malawi buy-in provides technical advisory support to the Mission, private sector, and the Government of Malawi on private sector growth, climate finance models, and trade and investment opportunities. The buy-in will also help USAID/Malawi facilitate access to catalytic funding.

FUNDING

Ceiling: \$1,325,000

Sub-obligation: \$1,325,000

HIGHLIGHTS AND KEY PERFORMANCE

The USAID/Malawi buy-in will support the recruitment of two technical experts to help drive progress on the Mission's investment goals as outlined in its Country Development Cooperation Strategy. The consultants are expected to be onboarded in January 2023 with the following scopes of work:

- **Trade and Investment Advisor:** to provide to the Mission and Government of Malawi strategic advisory service, support, capacity building, and facilitation designed to mobilize private sector investment and convene cross-sector stakeholders toward collaboration and increased trade and investment locally, regionally, and globally.
- **Climate Finance Specialist:** to provide technical assistance to the Mission and the Government of Malawi on climate finance, including leveraging the green growth agenda, mapping, and mobilizing climate finance.

USAID/DRC Minerals: Progress Snapshot

BUY-IN SUMMARY

The USAID/DRC Minerals buy-in seeks to support the Government of the DRC and market actors by encouraging responsible and sustainable mining practices. It aims to do so by promoting good governance (especially fiscal transparency), supporting resilient supply chains that respect human rights, improving livelihoods, improving local beneficial ownership, and reducing conflict through public-private alliances, and leveling the playing field for U.S. investors and companies by promoting legal investment opportunities that are transparent and accountable.

FUNDING

Ceiling: \$19,925,00

Sub-obligation: \$200,000

HIGHLIGHTS AND KEY PERFORMANCE

The DRC Mining Activity, once active, will enhance trade and investment environment by promoting good governance in the mining sector in the Central African Region.

Environmental review is still being conducted, and the BISOW is expected to be finalized in February 2023. Afterwards, a Senior Minerals and Private Sector Consultant will be onboarded to drive forward the following sub-objectives:

1. Position the U.S. government as a leader in sustainable mining and good governance.
2. Identify potential partnerships with U.S. corporations that would support African companies' efforts to better integrate into global value chains and improve business practices with a focus on worker safety and environmental safeguards.
3. Identify and prioritize key enabling environment issues that could be addressed with USG support within the prescribed period of performance.
4. Increase investments that promote and sustain environmental, social, and governance standards.

USAID/DRC Innovation, Technology, and Research: Progress Snapshot

BUY-IN SUMMARY

This Activity seeks to support and advance an open, interoperable, reliable, and secure Internet and vibrant digital economy through technical assistance to pilot and scale innovations addressing energy and telecommunication sector needs, build the telecommunications workforce, and catalyze private sector investment and support for these two sectors in the DRC.

FUNDING

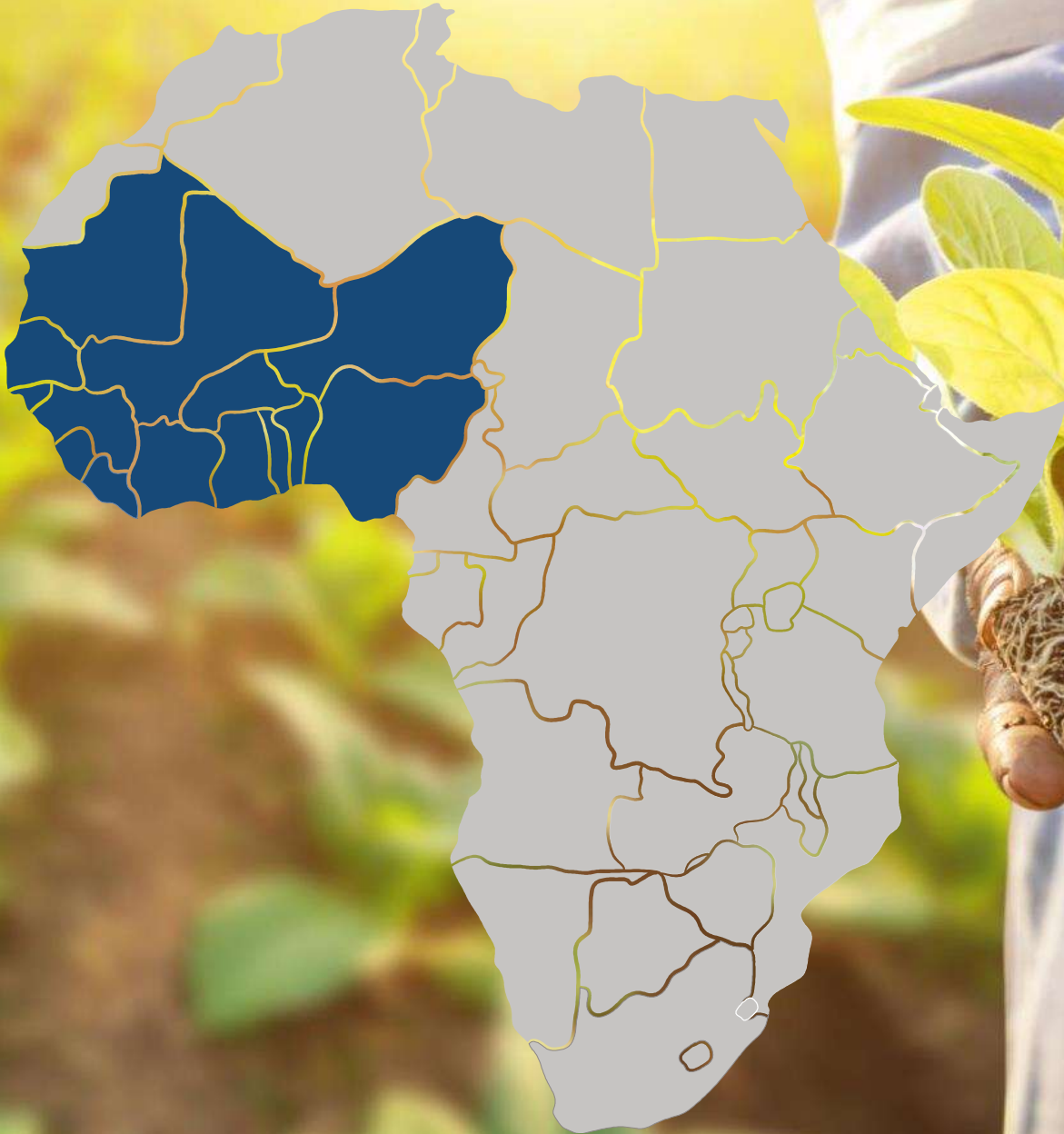
Ceiling: \$500,000

Sub-obligation: \$500,000

HIGHLIGHTS AND KEY PERFORMANCE

- In August 2022, a TEC evaluated five applications and ranked Vodacom and Viasat as the top two offerors. Viasat was the preferred company to receive the grant for this work. However, since August 2022, Viasat has been slow in responding to any communication. Viasat, a U.S. based company, had notified the program that it was in the process of registering in the DRC, but registration caused more delays. In December 2022, the program conducted a virtual capacity assessment of Viasat, after which the firm was requested to send a second application, which did not meet USAID's requirements.
- Engaging Viasat caused a significant delay, and the program is now considering moving forward with the second highest ranked offeror as the program works to resolve its own procurement challenges.

WEST AFRICA



USAID/LIBERIA: Progress Snapshot

BUY-IN SUMMARY

The Africa Trade and Investment program's buy-in with USAID/Liberia consists of two activities:

- The Agribusiness Incubator and Development Activity supports the development of Liberia's commercial agribusiness sector. It builds on the co-investment model of the past USAID/Liberia agriculture activities but broadens the range of target crops, expands the geographic zone of influence, and provides new resources for business incubation and entrepreneurship.
- The Climate Finance Activity will establish a climate finance facility to support a vital climate change mitigation and adaptation project pipeline in the Gola Forest region of Liberia.

FUNDING

Ceiling: \$20,000,000

Sub-obligation: \$6,991,386

HIGHLIGHTS AND KEY PERFORMANCE

- **APS Launch:** The USAID/Liberia Agribusiness Incubator and the USAID/Liberia Climate Finance Facility APS Addendum are currently live and are scheduled to close on February 28, 2023.
- **Buy-in Launch:** The program held the Agribusiness Incubator Grant Opportunity launch on October 20, 2022. The event gave participants an overview of the Africa Trade and Investment program's continental structure and processes, as well as how to access support that can advance Mission and Prosper Africa priorities. The event also provided participants with technical information on the grant opportunity.
- **Roadshows:** The program held Agribusiness Call for Grant Opportunity Roadshows in Grand Bassa, Nimba, Bong, and Margibi counties between November 28 and December 2, 2022. The roadshows raised awareness of the Agribusiness Incubator Grant Opportunity and provided participants with information on how to apply for the grant opportunity.
- **Grant Selection Committee:** On December 7, 2022, the program and USAID/Liberia conducted the first GSC meeting for the Liberia Agribusiness Incubator addendum. The program received 18 grant applications, and the GSC reviewed 14 concept notes. Five concept notes were recommended for co-design, six were rejected, and one was tabled for later consideration. The GSC further recommended two concept notes for incubation under the Agribusiness Incubator. One application was received for the Climate Finance Facility APS.
- **Incubator RFP Development:** The statement of objective for the Liberia Agribusiness Incubator RFP is under development and is expected to be released by January 25, 2023.

USAID/COASTAL WEST AFRICA: Progress Snapshot

BUY-IN SUMMARY

The USAID Coastal West Africa buy-in seeks to identify the drivers of conflict and violent extremism in the region (Ghana, Benin, Togo, Côte d'Ivoire, and Guinea) as well as economic opportunities that can increase economic resilience in marginalized communities to dissuade violent extremism. The activity seeks to enhance community resilience to violent extremism by improving social cohesion and promoting governance that delivers services to and improves livelihoods for populations in the region.

FUNDING

Ceiling: \$2,250,000

Sub-obligation: Expected in January 2023

HIGHLIGHTS AND KEY PERFORMANCE

This quarter, the Africa Trade and Investment program worked with the USAID/West Africa Mission to adjust and streamline initial activities outlined in the BISOW, which is expected to be finalized in FY2Q2. The BISOW includes four sub-objectives:

1. Improve access to livelihoods and economic opportunities (resource competition).
2. Focus on competition over limited natural and economic resources, which is worsened by climate change and increases tensions between farmers and herders.
3. Improve access to livelihoods and economic opportunities (lack of income-generating activities)
4. Focus on unemployment and the lack of livelihood opportunities, particularly for youth and women, that increase vulnerability to engaging in illicit economic activities.

USAID/GHANA: Progress Snapshot

BUY-IN SUMMARY

The USAID/Ghana buy-in supports the development of a diversified agribusiness sector in Ghana through a Ghana Grant Growth Fund and the Deal Team Support platform. The activity will facilitate growth and development of the agricultural sector, including higher-value agricultural products and commercial export markets. This activity will focus on non-traditional exports such as shea, vegetables, and other horticultural crops, which can generate export revenue. The activity will also improve the business-enabling environment in Ghana by working with the Government of Ghana, leading government agencies, and development partners to assist Ghanaian businesses to access climate finance and develop blended finance models to support Ghana's transition to a more environmentally sustainable economy. Finally, after negotiations conclude between the U.S. Trade Representative and the AfCFTA Secretariat, the USAID Africa Trade and Investment program will support AfCFTA policy harmonization in Ghana.

FUNDING

Ceiling: \$15,000,000

Sub-obligation: \$3,663,984

HIGHLIGHTS AND KEY PERFORMANCE

This quarter, the Africa Trade and Investment program worked with USAID/West Africa to finalize activity plans in the BISOW, which is slated to receive Mission concurrence in early 2023. The first priorities in the implementation of the buy-in are establishing:

- 1. The Ghana Grant Growth Fund:** A grant facility for private sector partnerships, including technical assistance that directly supports, coordinates, and engages with qualifying recipients.
- 2. The Deal Team Support Platform:** A business development platform to facilitate investment readiness and pathways of growth for Ghanaian entrepreneurs and micro, small, and medium businesses to achieve USAID's agribusiness objectives.

USAID/NIGER: Progress Snapshot

BUY-IN SUMMARY

USAID/Niger is seeking to facilitate the Government of Niger's access to international capital, specifically by helping it obtain a second credit rating (through either Fitch or Standard & Poor's [S&P]) that can help reduce the information asymmetry about the creditworthiness of Niger between lenders and investors on one side, and issuers on the other side.

While the Government of Niger has one sovereign credit rating already (through Moody's), it is seeking a second rating, which would enable it to issue bonds on the international market. A second credit rating will also reinforce the transparency displayed by the Niger authorities regarding its institutional, macroeconomic, and fiscal profile.

The program shared its Ukraine Supplemental BISOW template for programming of \$1.7 million Ukraine Supplemental Funding with the Mission for review in December.

FUNDING

Ceiling: \$435,400

Sub-obligation: \$435,400

HIGHLIGHTS AND KEY PERFORMANCE

- During FY2Q1, the Africa Trade and Investment program contracted Global Sovereign Advisory (GSA) to conduct Niger's second credit rating.
- Beginning October 2022, GSA held capacity building sessions with the government officials and drafted a solicitation to send to two potential credit rating agencies (S&P and Fitch). GSA will move to the next stage of selecting the credit rating agency and supporting and reviewing the Government of Niger's submission to the credit rating agency.

USAID/MOROCCO: Progress Snapshot

BUY-IN SUMMARY

USAID/Morocco intends to use the USAID Africa Trade and Investment program to advance its climate finance program. The Mission has also expressed interest in a regional program that supports incubators and facilitates investment across the region and the program's deal concierge services.

FUNDING

Ceiling: \$500,000

Sub-obligation: \$500,000

HIGHLIGHTS AND KEY PERFORMANCE

The Morocco buy-in is currently on hold as USAID/Morocco launches its climate change procurement in Year 2. Upon issuance, USAID/Morocco is expected to seek program support for its larger procurement through provision of climate finance support. This support may include assistance for a particular climate finance focused-transaction, for example.

The program's North Africa Regional Manager, Johara Hall, remains in touch with the Mission about its climate change procurement, which will be launched pending completion of a co-creation exercise.

USAID/LIBYA: Progress Snapshot

BUY-IN SUMMARY

USAID/Libya intends to use the USAID Africa Trade and Investment program to develop the investment ecosystem in southern Libya, in support of the Mission's now-launched Libya Economic Acceleration project (LEAP). LEAP is designed to promote inclusive, private sector-led economic growth and increase employment opportunities and economic diversification for vulnerable and historically marginalized populations in different centers in Libya's south.

FUNDING

Ceiling: \$500,000

Sub-obligation: \$500,000

HIGHLIGHTS AND KEY PERFORMANCE

In December 2022, USAID/Libya conducted a landscape assessment through the newly launched LEAP project to inform a decision on how best to use the Africa Trade and Investment program's buy-in funds to further its larger objective of promoting private sector-led economic growth in southern Libya in alignment with the Mission's strategy.

Based on the assessment, the investment ecosystem requires further exploration before the program's scope of work can be developed. As such, the Africa Trade and Investment program is convening technical leaders in the investment space with experience in Libya to hold a brainstorming session with the Mission to explore strategies for facilitating investment in the region. Based on the outcome of the session (slated to take place in January 2023), the program will continue to work alongside the Libya Mission to develop a scope of work and launch its activities.

USAID/MIDDLE EAST REGIONAL (MER): Progress Snapshot

BUY-IN SUMMARY

The USAID/MER buy-in is focused on developing the Africa Trade and Investment program's presence in North Africa, through the development of a program presence in Rabat, Morocco. The program also began working alongside USAID/MER because the buy-in has an allocated technical assistance pool to identify and program strategic regional investment and trade activities per its objectives.

FUNDING

Ceiling: \$4,058,115

Sub-obligation: \$4,058,115

HIGHLIGHTS AND KEY PERFORMANCE

The Africa Trade and Investment program mobilized North Africa Regional Manager, Johara Hall, to Rabat in November 2022. Working closely with USAID/MER and the new Prosper Africa representative in North Africa, Dave Cohen, Johara will identify specific support roles for transactions that demonstrate or provide clear linkages to intra-continental investment and trade opportunities, per the North Africa regional strategy and framework developed in Year 1.

Key priority sectors and areas of support include:

1. Issuing an RFI in January 2023 to conduct market research to 1) better understand the nature of investment flows into francophone Africa, including the market linkages and investment opportunities between North and West Africa, 2) gain a deeper understanding of the challenges associated with private capital flows in the region, and 3) map potential opportunities or innovative approaches for increasing private capital flows into francophone Africa.
2. Developing an activity scope of work informed by the RFI responses to increase capital flows into francophone Africa by way of North Africa.
3. Continuing to identify intra-regional and intra-continental investment and trade opportunities working alongside the Tunisia, Morocco, Egypt, and Libya Missions.

USAID/SAHEL REGIONAL OFFICE (SRO): Progress Snapshot

BUY-IN SUMMARY

In line with Prosper Africa goals, USAID/SRO aims to expand community resilience to violent extremism by improving social cohesion and promoting governance that delivers services to and improves livelihoods for the population, particularly marginalized communities, in Burkina Faso, Chad, and Mauritania. The USAID Africa Trade and Investment program will launch an open call for applications and offer a matching grant ranging from \$250,000 to \$500,000.

FUNDING

Ceiling: \$15,000,000

Sub-obligation: \$5,000,000

HIGHLIGHTS AND KEY PERFORMANCE

This quarter, the BISOW was finalized, and the program began an investment landscape assessment to determine what interventions are possible and available in each of the three countries, with the overall goal of informing USAID/SRO's Ukraine Supplemental Funding. The contracted consultant plans to visit stakeholders in-country in the identified areas of interventions in January 2023. The consultant is also expected to complete the landscape assessment by early March 2023.

Key priority sectors and areas of support include:

1. Food security solutions, including for agribusiness, agricultural inputs, and insurance technologies.
2. Small- to medium-sized enterprise-led poverty alleviation, trade, and investment opportunities.
3. Climate mitigation and adaptation business opportunities.
4. Digital finance and digital model solutions; and
5. Resilient infrastructure focused on adaptations such as smart infrastructure, urban infrastructure, and water/sanitation.

WASHINGTON, D.C.



AFR/HEALTH: Progress Snapshot

BUY-IN SUMMARY

The USAID Bureau for Africa's Health Team (AFR/Health) is interested in understanding how AfCFTA can be harnessed to improve health outcomes. USAID AFR/Health and the USAID Africa Trade and Investment program will solicit the right partner to research AfCFTA's potential to improve health systems across sub-Saharan Africa. The final deliverables will inform policy, advocacy, and programmatic decisions for governments, donors, including USAID, and private sector stakeholders.

FUNDING

Ceiling: \$175,000

Sub-obligation: \$175,000

HIGHLIGHTS AND KEY PERFORMANCE

- The USAID Africa Trade and Investment program will onboard a partner to conduct relevant research and analyses resulting in actionable recommendations and next steps to inform health-related policy, advocacy, and programmatic decisions for governments, donors, including USAID, and private sector stakeholders. The research and recommendations will focus on understanding the potential opportunities to harness the AfCFTA to improve health outcomes in sub-Saharan Africa.
- The program solicited a partner for these efforts through the RFP for AfCFTA for the Health Outcomes Activity, with McKinsey & Company selected as the apparent awardee. The procurement will be finalized and activity implementation will begin in FY2Q2.

AFR/WASH: Progress Snapshot

BUY-IN SUMMARY

USAID/AFR/Water, Sanitation, and Hygiene (WASH) is seeking to improve the financing environment for the WASH sector in sub-Saharan Africa through support to regional institutions, primarily the African Water Facility (AWF), a special fund established in 2004 and hosted and managed by the African Development Bank (AfDB) at the request of the African Ministers' Council on Water. The Africa Bureau is exploring areas of collaboration, including supporting project preparation and strengthening the enabling environment for investment and catalytic investment. The USAID Africa Trade and Investment program is working with USAID to advance the design of the activity.

FUNDING

Ceiling: \$500,000

Sub-obligation: \$500,000

HIGHLIGHTS AND KEY PERFORMANCE

- The BISOW was approved by the USAID Contracting Officer's Representative in FY2Q1.
- An updated organizational capacity review (OCR) of the AfDB, supported through the Objective 4 Prosper Africa workstream, was cleared in FY2Q1. This updated OCR, led by an independent consultant under the program, will support this buy-in since the AWF is part of the AfDB.
- In FY2Q2, the Africa Trade and Investment program will collaborate with the AFR/WASH team to design the activity to be released through an RFP. Once the RFP process is completed, the selected partner will implement a flexible technical assistance program that will help AWF mobilize investment, while also strengthening the capacity of the AWF. This support would be in addition to USAID's planned direct grant/contribution to the AWF, which is currently under preparation. This will also complement the AWF grant by providing additional specialized technical expertise to the AWF for implementation of its work program. This will happen through two phases—the first to co-design a scope for the AWF support and the second supporting the AWF to mobilize investment.

AFR/EGEA: Progress Snapshot

BUY-IN SUMMARY

The AFR/Economic Growth, Environment, and Agriculture Division (EGEA) buy-in will support research that deepens our understanding of USAID agricultural, food security, and resilience programs' ability to access equitable climate finance. The buy-in will also unlock opportunities for these programs to scale up their contributions to the USAID Climate Strategy targets, which include reducing greenhouse gas emissions by six billion metric tons, mobilizing \$150 billion of climate finance, and improving the climate resilience of 500 million people, while also advancing inclusive, sustainable agriculture-led growth and resilience.

FUNDING

Ceiling: \$500,000

Sub-obligation: \$500,000

HIGHLIGHTS AND KEY PERFORMANCE

- Open Capital Group Limited has been selected to implement the Climate Finance for Low-Emissions Agriculture in sub-Saharan Africa Activity. The activity will kick off in January 2023.
- Open Capital Group Limited will conduct a landscape analysis and an assessment of programmatic options to guide the design and implementation of USAID agriculture, food security, and resilience programs working to promote access to sustainable and inclusive climate finance. This analysis will include a focus on the potential of carbon markets and social inclusion approaches, such as those that enhance gender equality and promote youth engagement. The research will also consolidate existing tools and user-friendly resources that support gender equitable and socially inclusive program design and implementation, as well as the scaling of climate finance-related activities, including tools for carbon monitoring and verification and resources that promote social inclusion in carbon markets.

DDI/GENDEV: Progress Snapshot

BUY-IN SUMMARY

The USAID Africa Trade and Investment program's efforts to advance gender equality and women's economic empowerment will build on proven models used on trade and investment programs in North Africa and sub-Saharan Africa. The program will work with the USAID Bureau for Development, Democracy, and Innovation (USAID/DDI) and gender equality and women's economic empowerment experts to use existing market and gender analyses, conduct additional research, and design and implement trade and investment interventions that effectively increase gender equality across the program's activities.

FUNDING

Ceiling: \$6,000,000

Sub-obligation: \$6,000,000

HIGHLIGHTS AND KEY PERFORMANCE

- The Africa Trade and Investment program received an additional \$3 million for USAID/DDI/GenDev's buy-in, increasing the buy-in's funding ceiling to \$6 million.
- The program selected Gender Resources, Inc. to implement the Investment Gender Equality and Women's Economic Empowerment (GEWEE) Services Activity. The activity will kick off in January 2023.
- The program is integrating GEWEE into the program's buy-in processes through the development of tools and review systems. For example, new buy-in scopes of work are undergoing a gender review in addition to environmental reviews.
- The GEWEE Advisor consultant, onboarded in July 2022 (FY1Q4), has been providing input into the USAID Africa Trade and Investment program's service offerings and initial programming as they pertain to gender, equality, and social inclusion. This includes technical input into the creation of gender tools (e.g., risk assessment screening tool, gender scorecard, etc.), project-wide templates (e.g., BISOW template language), grants and subcontracts solicitation(s) processes, private sector engagement and network development, and continental/buy-in service offering(s).
- The Africa Trade and Investment program has updated its Women's Economic Empowerment Action Plan to reflect its gender strategy and plan for gender integration as part of the Africa Trade and Investment Program Year 2 Workplan.

USAID POWER AFRICA: Progress Snapshot

BUY-IN SUMMARY

Power Africa's buy-in to the USAID Africa Trade and Investment program will bolster trade and investment to, from, and within the African continent. Activities will support the Power Africa Coordinator's Office and Power Africa interagency partners to provide expanded services to U.S. and African firms, link U.S. and African companies around specific business and project opportunities in key markets and improve clean energy trade between the United States and Africa. Power Africa's interagency partners have designed and implemented unique services that will be at the core of the U.S.-Africa Clean Tech Energy Network (CTEN) effort. This activity will provide ancillary services and coordination services.

FUNDING

Ceiling: \$2,200,000

Sub-obligation: \$710,000

HIGHLIGHTS AND KEY PERFORMANCE

- The USAID Africa Trade and Investment program received an additional \$200,000 for this buy-in from Prosper Africa, increasing the buy-in's current sub-obligated amount to \$710,000.
- The program released an RFP for the U.S.-Africa CTEN Activity in November 2022 (FY2Q1). The program commissioned a TEC to select a top partner, and the procurement will be finalized in FY2Q2.
- Through the selected partner, the U.S.-Africa CTEN will deepen engagement between U.S. clean tech energy companies with competitive technologies and services and African companies, business associations, buyers, partners, and government stakeholders. To canvas African markets for viable clean tech energy opportunities, and to incubate opportunities ripe for U.S. clean tech investment, the CTEN will coalesce interagency business promotion programs and services and target specific energy sub-sectors in sub-Saharan Africa's markets in which U.S. companies are or have the potential to be competitive. The CTEN will result in new business partnerships and increased clean energy trade between the United States and Africa to support Power Africa's megawatt and connection goals.

USAID/GH/CII: Progress Snapshot

BUY-IN SUMMARY

The USAID/Bureau for Global Health's Center for Innovation and Impact (CII) is looking to engage the private sector and employ new financing mechanisms and partnership structures to support local innovations and markets and achieve greater uptake of health services and goods. The need is clear—while Africa faces a massive gap between its health ambitions and current levels of financing, health in Africa receives only a tiny fraction of impact-oriented investment. USAID/GH/CII seeks to work with the program to catalyze health innovation, address the finance gap challenge, and further private sector engagement. The USAID/GH/CII buy-in will work across four workstreams:

1. **Health Fund:** A health-focused fund leveraging private, return-seeking capital to achieve public health goals with a “capital stack approach.”
2. **Support a revolving fund serving faith-based hospitals with catalytic grant, likely in Tanzania:** A revolving fund providing working capital loans to 12-15 faith-based hospitals in-country.
3. **Scaling private sector engagement through Mission collaboration:** By working directly with an Africa-based Mission to identify and scope a high-priority health challenge, USAID/GH/CII will engage and support a non-traditional, private sector partner to scale.
4. **Support regional vaccine manufacturing:** In collaboration with Africa Center for Disease Control’s (CDC) Partnerships for African Vaccine Manufacturing, Gavi, UNICEF, and the Bill & Melinda Gates Foundation, USAID/GH/ CII will support strategic planning for regional vaccine manufacturing.

FUNDING

Ceiling: \$3,951,741

Sub-obligation: \$3,951,471

HIGHLIGHTS AND KEY PERFORMANCE

- The program signed a grant agreement with AfricInvest Global Manco (GM) in December 2022 (FY2Q1) and held an external kick-off call with USAID to initiate this activity. AfricInvest GM is engaging with investors to raise capital for the Transform Health Fund and will submit their first grant milestone to the program in FY2Q2.
- The program selected the Clinton Health Access Initiative to implement the Regional Vaccine Manufacturing activity. To finalize this grant, the program is seeking approval for a deviation to award above the maximum amount to a U.S.-based organization.
- USAID has selected the Mission that will be engaged for the Scaling Private Sector Engagement Through Mission Collaboration workstream. The program will release an RFP in FY2Q2 to solicit the right firm to implement this activity.