



Rabat Process
Euro-African Dialogue
on Migration and Development



Conclusions of the co-chairmanship

Thematic meeting on the Malian diaspora engagement strategies

Entrepreneurship and investment

October 5-6, 2016, Bamako, Mali
Chaired by the French Republic and the Republic of Mali

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- 1) To develop policy frameworks and specific strategies on entrepreneurship and diaspora investment in coherence with the local and national development policies, as well as sectoral policies which allow a positive business environment, the development of an entrepreneurial spirit and investment (example: protection of investments - guarantee fund), and, more generally, to promote integration, the protection of rights and engagement (example: dual citizenship).
 - 2) To segment strategies based on diaspora profiles (youth, type, successive generations, cultural factors), migration motives, political contexts (reconstruction period, etc.), and the type of entrepreneurship and investment project (major projects, such as infrastructure versus support for SMEs). In this context, ensure that engagement policies of the diaspora/entities involve all appropriate departments, such as the Economy and Finance Departments.
 - 3) To develop evidence-based strategies. To collect information (qualitative through studies and research but also statistics); systematically analyse the extent and types of entrepreneurship and diaspora investment, the initiatives, and formal and informal remittances: for example, by expanding the household surveys to remittances or by building on the relevant indicators already in place (e.g. *The ease of doing business index* of the World Bank, *Global Entrepreneurship Monitor*); to collect data through investment centres and their points of contact, ICC Chambers, etc.
 - 4) To develop ways and tools to carry out and improve the evaluation and monitoring of strategies, initiatives and partnerships.
 - 5) To promote entrepreneurship and investment of the African diaspora in subregional areas, both in the origin country and the destination countries by exploiting the opportunities offered by the process of regional economic integration.
 - 6) To allow the diaspora direct investment in viable, productive and strategic sectors by diversifying and providing innovative, tailored and targeted products and initiatives (example: microfinance, crowdfunding, Islamic finance, etc.); to improve the access to financing of local businesses and the diaspora, including by combining the approaches and tools (example: rating of SMEs and guarantee mechanisms), or through tax incentives. To adapt banking regulations by allowing BI-banking services and lowering the cost of



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remittances (for example by revoking exclusive agreements between banks for some money transfer operators).

7) To include financial education/inclusion programmes, including sessions on the theme of “how to do business” and knowledge of the regulatory framework, in key priority areas of interest to the diaspora (investment niches). To develop the technical skills of diaspora entrepreneurs, particularly women and youth; to promote social/ethical businesses through coaching, mentoring programmes (local/migrant entrepreneurs), workshops, scholarships, etc. To develop peer-to-peer exchange, especially South-South exchanges through, for example, internships, transfers, sponsorship programmes and networking events, including at local level.

8) To establish partnerships between the public and private sectors, the diaspora, civil society, including South-South and triangular partnerships, at national as well as local levels. To seek support from players like incubators, which can allow duplication and expand initiatives, accelerate training, accompany project heads and facilitate their entry on the market.

9) To encourage the development and implementation of bilateral, regional and international agreements (e.g. for patents or recognition of qualifications) in order to boost entrepreneurship.

10) To develop and strengthen information and communication availability and accessibility to reach the diaspora (i) by multiplying interaction venues, like forums and public national events; (ii) decentralising services, such as the points of single contact in order to strengthen the territorial network; (iii) exploiting virtual tools offered by National Information and Communication Technology (NICT), networks and social media; (iv) working with civil society on discourses of migration; (v) encouraging the mobilisation of migration champions (successful investors/entrepreneurs) in the reflection, decision-making and decentralised cooperation; (vi) based on the institutional relays, entities such as investment promotion agencies and diplomatic relays; and (vii) promoting a symbolic and strong policy towards the diaspora. Measures meant to improve communication must allow transparency and the creation of long-term relationships based on trust.

11) To give special attention to local community involvement to better reflect the local dimension of migration systems; to support these actors who are at the forefront in managing the opportunities and challenges related to migration, and whose initiatives can be innovative, pragmatic and focused. To ensure the complementarity of actions at local level in coordination with national level in order to increase the sources of funding and expand local pilot initiatives. To develop the capacity of local authorities for effective planning and the promotion of entrepreneurship and investment.