

**Séminaire international de haut niveau**  
**High Level International Seminar**

**"Pour de nouvelles politiques en faveur de  
l'investissement des diasporas en Méditerranée"**

**"For New Policies in favor of Diasporas'  
Investment in the Mediterranean"**

**Marseille, Villa Méditerranée, 24 et 25 juin 2014**  
**Marseille, Villa Méditerranée, June 24-25, 2014**

## RECOMMENDATIONS

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# Recommendations of the Marseille Seminar on June 24-25, 2014

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The Marseille Seminar on June 24 and 25 was held under the patronage of Michel Vauzelle, President of the Provence-Alpes-Côte d'Azur Region, Jean Roatta, Deputy Mayor of Marseille in charge of the Euro-Mediterranean, and Sergio Piazzì, Secretary General of the Parliamentary Assembly of the Mediterranean.

It brought together for two days a hundred Mediterranean actors from Diasporas and stakeholders institutions, in a context where emerge everywhere the awareness of the importance of Diasporas, their potential for integration and competitiveness for the Euro-Mediterranean zone. Initiatives flourish, in Europe with the support of cooperation and development institutions - and many of them are coordinated from Marseille – and in the Southern Countries: new institutions, public programs or private tools.

However the recognition of the value and usefulness of these bicultural populations still seems relatively taboo among policy makers, except in the clear statements of the report of President Michel Vauzelle on "The Mediterranean of Projects" submitted to the President of the French Republic. This speech - to which we adhere- , is not only fraternal and humanist, it is mostly a pragmatic and realistic one.

While the European growth is in crisis, there are many opportunities on Southern markets for our enterprises. Yet they declined on these markets over the past two years: fear of the political risk, bad understanding of the changes that shake Southern societies.

Political movements of the past three years call for a paradigm shift in the partnership relationship between Europe and the Southern Mediterranean countries. Bicultural skills are an asset to seize economic opportunities, to better understand our Southern interlocutors' aspiration and to develop a demanding and balanced relationship with these partners.

It is not to create an exceptional regime for Diaspora investors that would lead to distortions with the local entrepreneurial fabric, but to support the Diasporas' new initiatives, taking account of the specificity of their dual status from here and there. Remove some of the barriers they face will improve the business climate for all entrepreneurs.

The DiaMed study carried out by ACIM together with ANIMA has highlighted the main barriers to investment and development of activities of investors from the Diaspora:

- Corruption;
- Difficulties in accessing to funding, both public and private;
- The weaknesses of infrastructure;
- A complex and unpredictable regulation;
- Inadequate legal frameworks (including ill-defined property rights that impede access to land);
- A difficult access to a clear and concrete information;
- Workforce problems.

# Towards an Integrated Action Plan 2015-2020

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*It is necessary to dissociate the incentives to entrepreneurship and Diasporas' investment from assisted return measures of migration policies.*

*We have to move towards a more open status allowing mobility and circulation.*

*The institutionalisation of dialogue and partnerships between the public and private sectors, particularly the accompaniment structures, contributes to the political credibility and the viability of the development strategies of supportive action to productive investment.*

1. Creating in each country a **structure of coordination and mediation** that becomes the single interlocutor for the Diaspora's investors. This structure will have the task:
  - a. To provide information on business and financing opportunities;
  - b. To facilitate projects' implementation;
  - c. To lift the legal, fiscal, access to land and/or regulatory barriers.
2. **To give priority to the legislative devices** to facilitate the skills circulation in the Mediterranean, the rights' portability for bi-nationals and lower taxes on remittances in the **ministerial meetings' agendas** of the Union for the Mediterranean and the European Union, in the statements of the Parliamentary Assembly of the Mediterranean and in the agenda of national parliaments of the Mediterranean countries.
3. **To create of a Diaspora's Fund, abounded particularly by the EIB that would act as co-investors with financial partners actors (banks, risk capital-funds, business angels' networks, crowdfunding)**, with a joint commitment committee - financials, Diasporas' business leaders, projects accompaniment structures).
4. To encourage banks and guarantee funds **to adapt their instruments to developing companies from Diaspora**, which can't be considered as new creators.
5. **To organise an annual conference on initiatives targeting expatriate talents in the Mediterranean, under the auspices of the Union for the Mediterranean**, involving in its piloting process representatives of financial and development institutions and Diasporas' accompaniment structures. It will ensure better coordination between devices and will allow to identify the obstacles to be overcome to facilitate circular entrepreneurial experiences, to bring to the attention of policy-makers.
6. **To create a Euro-Mediterranean Diasporas' economic networking platform.** We propose the establishment of a **collaborative platform** gathering associations, networks and Diasporas' key resource persons. It will allow the exchange of experiences between associations and networks, the promotion of success stories, and will promote the setting-up of cooperation projects between networks.

# Our Common Goals

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- To promote expatriate talents as accelerators of competitiveness for the Euromed region
- To ensure better coordination and effectiveness of accompaniment devices for Diaspora's investment
- To increase the part of productive investment in the use of transfers
- To use the financial charges as leverage for productive investment
- To secure Diasporas' entrepreneurs investments in North and South
- To promote the participation of Diasporas in the economic and social development of Southern countries
- To support projects that meet the local needs in terms of national strategies for local development, market and employment.
- To contribute to strengthen technical and financial expertise of the accompaniment structures for Diasporas' entrepreneurs

# Our Commitment

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**A follow-up committee on the previous recommendations** will meet twice by the end of 2015, and will associate alongside accompaniment Diaspora's structures the Provence-Alpes-Côte d'Azur Region and the City of Marseille, the Parliamentary Assembly of the Mediterranean, the European Commission, the World Bank, the African Development Bank, the European Bank for Reconstruction and Development, the Secretariat of the Union for the Mediterranean, the European Investment Bank (and their specialised subsidiaries), the Public Investment Bank, the Caisse des Dépôts Group, the French Development Agency, GIZ, etc..

## Partners



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