



## Becoming a member of the ANIMA Network

**ANIMA Investment Network** is a multi-country platform supporting the economic development of the Mediterranean. The ANIMA network ([www.anima.coop](http://www.anima.coop)) gathers 79 members in 22 countries: governmental agencies, investment promotion agencies, SME agencies, investors, companies, business, financing and innovation networks across the Mediterranean region. As a non-profit organisation created in 2006, the objective of ANIMA is to contribute to a better investment and business climate and to the growth of capital flows into the Mediterranean region.

### Targeted sectors and themes

- **Promotion of the territories:** ANIMA produces several studies each year in addition to its Mediterranean Investment and Partnership Observatory (MIPO). Several seminars are organised for the different stakeholders of the economic development in order to share their experiences and strengthen their skills;
- **New sectoral / industrial environment:** ANIMA leads the Invest in Med programme. This EU co-funded programme aims to develop sustainable investments and enterprise partnerships (through over 350 actions on the ground in 18 countries: business forums, staff exchanges, business missions, etc.) and to support the creation of Euro-Mediterranean clusters for the key competitive sectors of the region;
- **Promote innovation and entrepreneurship:** ANIMA carries on both the MedVentures and Faro initiatives, which aim to help Mediterranean start-ups in their internationalisation process. To do so, business plan competitions, business meetings with investors and strategic partners are organised for the start-ups. Consulting and networking services for the intermediary organisations supporting innovative companies are also facilitated.

### The ANIMA Network

The ANIMA Network associates companies willing to contribute with ANIMA to the economic development and integration of the Mediterranean, because they have understood:

- *Their complementarities.* European companies need a nearby growth engine providing them with new markets, energy and skilled labour. Export-led growth is also necessary for Southern companies in order to reach the critical mass needed to be competitive. Agribusiness, green economy (eco-construction, energy, waste, etc.), new technologies, tourism, logistics and distribution, and machinery industry are among the rising sectors that bring value to the Mediterranean region, and in which could emerge a Euro-Mediterranean offer to the global market;
- *The opportunities.* Southern Mediterranean countries have made noticeable efforts over the last decade in order to put in place mechanisms and infrastructures that serve the development of the private sector. Out of all the reforms required by the people of these countries to move towards social equity and democracy, the reforms which will contribute even more to strengthen the potential of the Mediterranean markets, will be those tackling topics like job creation, access to entrepreneurship, education and the better distribution of wealth. Thus, the existing opportunities in these countries must now appear as even more attractive.

### Missions of the network

- Develop co-operation between the economic development players around the Mediterranean
- Launch new actions contributing to the promotion of business and economic partnerships
- Reinforce the attractiveness of the Euro-Mediterranean area among businesses
- Advocate a stable, dynamic, transparent and fair economic environment for investment towards governments

## Members of the ANIMA Network

Organisation	Mission	Country
ABPCD	SME banking for co-operation and development	France
ACC1Ó	Competitiveness agency for Catalonia	Spain
ADECI	Regional association for international company coaching & companionship	France
AFAEMME	Association of Organisations of Mediterranean Businesswomen	Spain
AFD	French development finance agency	France
AFEM	Association of Moroccan businesswomen	Morocco
AFII-Invest in France	French economic development agency	France
AFPA	National agency dealing with vocational training	France
Agence ACIM	International co-operation and local development in the Mediterranean	France
Agence de l'Oriental	Regional agency of support for the development of the national and local enterprises (Oriental)	Morocco
AGENFOR	Partnership and training agency	Italy
AMDI	Moroccan economic development agency	Morocco
AMEC	Federation of export enterprises (Catalonia)	Spain
ANDI	Algerian economic development agency	Algeria
ANIREF	Algerian national agency of intermediation and land use regulation	Algeria
API Tunisie	Tunisian agency for promotion of industry	Tunisia
APIM (Econostrum.info)	Association for the information in the Mediterranean editor of the web site Econostrum.info	France
AWEX	Walloon agency in the export and in the foreign investments	Belgium
Banca d'Italia	Italian central bank	Italy
BusinessMed-UMCE	Federation of enterprises of the Mediterranean	Tunisia
CEDITH	Euromed network of textile, garment and fashion entrepreneurs	France
CEIPIEMONTE	Piemonte agency for investments, export and tourism	Italy
CIPA	Cyprus Investment Promotion Agency	Cyprus
Cité Euroméditerranéenne de la Mode	Euromed textile and fashion network	France
Club du XXIème Siècle	Promoter of Young Mediterranean Leaders (YML) Network	France
CRI d'Agadir	Regional investment agency, Region Souss Massa Draa	Morocco
CRI de Meknès	Regional investment agency, Region Meknes-Tafilalet	Morocco
Çukurova Development Agency	Regional development agency of Çukurova, Adana	Turkey
EBAN	European trade association for early stage investors	Belgium
EBN	European Business Network - Business Innovation Centres (BIC) network	Belgium
ECRC	Egyptian Corporate Responsibility Center	Egypt
ERAI	International enterprise organisation for Region Rhône-Alpes	France
EURADA	European Regional IPA network	Belgium
Euromed Capital Forum	Network of private equity organisations	France
Euromed Management	Representative of the Mediterranean network of the schools of management (RMEM)	France
Euromed Postal (La Poste group)	Euromed Postal network	France
Euroméditerranée (Etablissement Public d'Aménagement)	Metropolitan economic development agency	France
EuromedITI	Technology & innovation Euromed network	Malta
Finances & Conseil Méditerranée	Euromed banking and finance network	France

Organisation	Mission	Country
FIPA	Foreign Investment Promotion Agency of Tunisia	Tunisia
Fondation Création d'Entreprise Banque Populaire	Foundation promoting the entrepreneurship of Moroccan youth	Morocco
GAFI	General Authority for Investment and Free Zones of Egypt	Egypt
GTZ	German development and co-operation agency	Germany
IEMed	European Institute of the Mediterranean	Spain
IEP d'Aix-en-Provence	Political science institute - Alumni network	France
INSME	International Network for Small and Medium Sized Enterprises	Italy
Institut de la Méditerranée	Mediterranean macro-economic research and studies	France
Interco Aquitaine	Agency for international cooperation of the Aquitaine Region	France
Invest Bulgaria Agency	Bulgarian economic development agency	Bulgaria
Invest in Greece Agency	Hellenic Center for Investment SA (National economic development agency)	Greece
Invest in Israel	Israel economic development agency	Israel
Invest in Spain	Spanish investment promotion agency	Spain
INVITALIA	Italian Agency for Investment Promotion and Enterprise Development	Italy
IPEMed	Think-tank working on Mediterranean future in economic fields	France
IRD	Research institute for developing world	France
IVEX	Valencian Export Institute	Spain
Izmir development agency	Regional economic development (Izmir)	Turkey
JEDCO	Jordan Enterprise Development Corporation	Jordan
JIB (Jordan Investment Board)	Jordan economic development agency	Jordan
Malta Entreprise	Maltese economic development agency	Malta
Marseille Innovation	Representative of Medinnov network (incubators, technoparks)	France
MDER-PACA	Regional economic development agency (Provence-Alpes-Côte d'Azur)	France
MIPA	Montenegrin Investment Promotion Agency	Montenegro
OCDE/OECD	Organisation for Economic Co-operation and Development - FDI-MENA Programme	France
PIPA	Palestinian Investment Promotion Agency	Palestine
Provence Meeting	Busibook network of the economic actors of Bouches-du-Rhône	France
Provence Promotion	Regional economic development agency (Bouches-du-Rhône)	France
Région PACA	Provence-Alpes-Côte d'Azur Region	France
REI	Network of business angels in the Mediterranean	France
RMEI	Mediterranean network of engineering schools - Ecole Centrale de Marseille	France
SEBC	Syrian Enterprise and Business Center	Syria
Team Côte d'Azur	Regional economic development agency (French Riviera)	France
Toscana Promozione	Tuscany regional agency for investment promotion	Italy
Turenne Capital Partenaires	Turenne Capital is a company specialized in the growth accompaniment with equity companies	France
Ubifrance	French agency for internationalisation of enterprises	France
UMAGRI	Regional union of farmer organisations from North-Africa	Tunisia
Union des Couveuses	NGO gathering 55 incubators of French companies	France
Ville de Marseille	City of Marseille	France
WAIPA	World Association of Investment Promotion Agencies	Switzerland



## Services offered to members

### Option 1. Associated member

*For organisations looking to benefit from a better visibility, networking and investment intelligence services*

Fee: € 1,000 / year for non-profit organisations  
€ 2,000 / year for any other profit-making bodies

#### Networking, image, events

- Free access to the ANIMA network's members directory
- Information on all the network activities and access to the events calendar
- Focus on the organisation on the ANIMA website and in the [Link in Med](#) directory which gathers 6,400 members
- Free invitation for **two people** to two networking events per year: ANIMA's General Assembly & Euromed Invest, the Mediterranean trade and investment summit
- Participation in the General Assembly with a voting right
- Participation in MedAcademy training seminars and workshops organised by ANIMA (potential expense coverage depending on sponsoring)
- Opportunity to suggest actions, news, initiatives and events (through the ANIMA Network extranet)

#### Investment intelligence

- Full online access to ANIMA-MIPO, the Mediterranean Investments and Partnerships Observatory (*800 listed and qualified investment projects per year over 10 South Mediterranean countries with a multi-criteria search available by country / sector / origin / date*)
- Free access to ANIMA's sector-based and thematic studies (*4 studies per year*)
- Exclusive access to strategic and sector-based notes produced by ANIMA and its network of experts (World Bank, European Commission, etc.)
- Access to the monthly newsletter published by ANIMA
- **Access to file extractions from the ANIMA-MIPO Observatory:**
  - **For ANIMA's IPAs members: free access to file extractions from the observatory relative to their country**
  - **Preferential rate for all the other ANIMA's associated members: a fixed base of €100 + €0.75 per project 2003-2009 /or + €1.5 per project of the ongoing year (2010-2011)**
  - **Limitations: partial extraction of MIPO files, up to 3,000 projects. Exclusive use for the needs of the client; prohibited redistribution; appropriate attribution of the source to ANIMA if ever used in publications.**



## Option 2. Strategic partner

*For organisations looking to obtain a higher visibility, tailored investment intelligence services, opportunities to be associated to lobbying actions and to take part in projects and programmes led by ANIMA, while supporting ANIMA's actions*

Fee: € 6,000 / year

### Networking, image, events

- Free access to the ANIMA network's members directory
- Information on all the network activities and access to the events calendar
- Focus on the organisation on the ANIMA website and in the [Link in Med](#) online directory which gathers 6,400 members
- Free invitation for **five people** to two networking events per year: ANIMA's General Assembly & Euromed Invest, the Mediterranean trade and investment summit
- Participation in the General Assembly with a voting right
- Participation in MedAcademy training seminars and workshops organised by ANIMA (potential expense coverage depending on sponsoring)
- Opportunity to suggest actions, news, initiatives and events (through the ANIMA Network extranet)
- **Opportunity of using the « ANIMA label » in communication campaigns**

### Fieldwork and lobbying

- **Opportunity to carry out actions on the ground in the framework of Euro-Mediterranean programmes implemented by ANIMA**
- **Participation in the ANIMA strategic counsel: a brainstorming forum on the stakes faced by the region in terms of economic development and in presence of various public actors**
- **Publication of an article written by the organisation in the deadlines of the ANIMA's website and newsletter**

### Investment intelligence

- Full online access to ANIMA-MIPO, the Mediterranean Investments and Partnerships Observatory (*800 listed and qualified investment projects per year over 10 South Mediterranean countries with a multi-criteria search available by country / sector / origin / date*)
- Free access to ANIMA's sector-based and thematic studies (*4 studies per year*)
- Exclusive access to strategic and sector-based notes produced by ANIMA and its network of experts (World Bank, European Commission, etc.)
- Access to the monthly newsletter published by ANIMA
- **Preferential rate when using ANIMA experts on ad hoc missions, studies and assistance (-20%)**
- **Access to file extractions from the ANIMA-MIPO Observatory:**
  - **For ANIMA's strategic partners: free access to file extractions from the observatory**
  - **Limitations: partial extraction of MIPO files, up to 3,000 projects. Exclusive use for the needs of the client; prohibited redistribution; appropriate attribution of the source to ANIMA if ever used in publications.**



## ANIMA Network membership form

I undersigned (first name, last name):

Position:

Acting in the name of (organisation):

Legal status of the organisation:

Postal address:

Country:

Telephone:

Fax:

Email:

By this document, I hereby confirm that I wish to join the ANIMA Network as:

- |   |                |
|---|----------------|
| <input type="radio"/> <b>Associated member (non-profit organisation)</b>          | <b>€ 1,000</b> |
| <input type="radio"/> <b>Associated member (other profit-making organisation)</b> | <b>€ 2,000</b> |
| <input type="radio"/> <b>Strategic partner</b>                                    | <b>€ 6,000</b> |

### Method of payment

- By cheque (only in Euros) payable to ANIMA Investment Network
- By bank transfer to the following account:

Bank code	Branch code	Account number	RIB key
30056	00196	01962004959	77

IBAN: FR76 3005 6001 9601 9620 0495 977

BIC/SWIFT code: CCFRFRPP

Domiciliation: ANIMA, HSBC, Place de la Joliette, 13002 Marseille

Date and references of the cheque or money transfer:

The final registration of your membership is subject to the validation of the ANIMA Investment Network's Board and to the payment of your membership fee.

On (date)

at (location)

Signature

### **Please return this form to:**

ANIMA Investment Network, 11bis rue Saint-Ferréol, 13001 Marseille (France)

FAX +33(0)4 96 11 67 61      EMAIL : [cbl@anima.coop](mailto:cbl@anima.coop)



## Presentation of the applying organisation

Organisation (full name)	
Acronym	
Legal representative	
Contact person and position	
Email address	
Contact details (landline, mobile, fax)	
Postal address	
Legal status (association, company and type)	
Date of creation	
Country	
Presentation of main activities (in English)	
Presentation of main activities (in French)	
Web site	
Staff (number of employees)	
Turnover of the last 3 years	
Expectations towards ANIMA	
Planned contribution to ANIMA	
Type of member (national or local development agency, enterprise, international network or organisation, community etc.)	

Other requested documents:

- Statutes (association) or corporate registration references (company)
- Copy of the Identity Card or Passport of the legal representative
- Resume or biography of the legal representative
- Confidentiality commitment relative to data dedicated to ANIMA's members (see below)



## Confidentiality commitment

I undersigned (first name, name):

Position:

Acting in the name of the organisation:

Knowing that ANIMA produces strategic information distributed to its members or published on its extranet site accessible only to members or paying subscribers;

Knowing that this information is a privilege reserved to members and is not intended for dissemination to third parties;

Knowing that ANIMA declines any responsibility relating to the errors or possible inaccuracies contained in this information, despite the effort put towards their collection and checking;

Commit myself and my organisation:

- to strictly limit the disclosure of this information to the staff of my organisation, which will have taken note of this commitment beforehand;
- to quote systematically, in the event of written or oral usage, ANIMA as the source;
- to avoid any dissemination to third parties without the expressed consent of ANIMA (information, data, reports, statistics, access codes);
- to avoid any infringement to the copyrights of my country and the European Union;
- to inform ANIMA about any use which would seem contrary to these regulations, in my country or field of competence.

I accept the fact that in the event of a breach of this engagement, my organisation may temporarily or definitively lose the access to the information produced.

I also consider that ANIMA will not be held responsible for the errors or inaccuracies which may be contained in the disseminated information.

This engagement is applicable to my organisation, its personnel and our possible successors for a 7-year duration after the supply by ANIMA of a given information, except if this information was known prior to the date of this agreement, or is, or becomes common knowledge thereafter.

Please tick the appropriate box:

- I authorise ANIMA to publish my organisation profile in the ANIMA Network's members directory which is distributed to the network members.
- I authorise ANIMA to publish my organisation profile in the Link in Med online directory which is accessible to the Euro-Mediterranean business community at [www.linkinmed.com](http://www.linkinmed.com).

On (date)

at (location)

Signature and quality of the signatory: