

**Bulgaria-OECD seminar:  
Private Sector Engagement in Development Co-operation  
10-11 December 2020  
10:00 – 13:00 Sofia time / 09:00 – 12:00 Paris time**

## PRELIMINARY AGENDA

### Background

In November 2019, Bulgaria and the OECD Development Cooperation Directorate – Foresight, Outreach and Policy Reform Unit (FOR) collaborated for the organization of two-day conference-workshop on development co-operation strategic planning & programming and performance monitoring & evaluation. The objective of the seminar was to share with Bulgaria the practices, perspectives and experiences of members of the OECD Development Assistance Committee (DAC) to inform the country's reflections towards a new multi-annual framework for development assistance and humanitarian aid for the 2020-22 period. As a follow up to these exchanges, Bulgaria identified a series of areas for which it wishes to further partner with the OECD-DCD/FOR and a roadmap of collaboration was developed in 2020. It is in that context that Bulgaria requested the organization of a seminar, to be held in November 2020, covering the issue of engaging the private sector in development co-operation activities.

### Objective

The Sustainable Development Goals (SDGs) call for a concerted action to drive progress in developing countries. There is a need for diverse actors from both public and private sector to work together and leverage strengths to solve persistent development challenges. The seminar, organised jointly by the OECD-DCD/FOR, the Bulgarian Ministry of Foreign Affairs and the Bulgarian Diplomatic Institute, aims to facilitate a discussion and an exchange of ideas on partnering with the private sector to deliver objectives of Bulgarian development co-operation. Participants will discuss the key tools and lessons learned from the OECD DAC donors' engagement with the private sector and what are the key considerations for successful partnerships to achieve development results. The seminar will consist of two 3-hour interactive sessions facilitated by the OECD.

### Participants

Participants will include development co-operation experts from the Bulgarian Ministry of Foreign Affairs and embassies, from the Diplomatic Institute as well as other development co-operation stakeholders, including from the Bulgarian private sector.

### Registration details

First Session – 10 December 10:00 – 13:00 Sofia time / 09:00 – 12:00 Paris time)  
<https://meetoe.cd1.zoom.us/j/93699442457?pwd=eEYrNHFvM1FScEdhanhLQVdRL1Rjdz09>

Second Session – 11 December 10:00 – 13:00 Sofia time / 09:00 – 12:00 Paris time)  
<https://meetoe.cd1.zoom.us/j/94217266374?pwd=NVBuYnp6ZmlBN0tFR0tQOEIwNG1hdz09>

### Day 1: Session of 3 hours - Building blocks for private sector engagement in development co-operation

#### [15'] Opening remarks

#### Speakers

- Valeri Yotov, Director of the UN and Development Cooperation Directorate, Ministry of Foreign Affairs

- *Ana Fernandes – Head of Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

#### **Discussion points**

- How is development co-operation and development financing changing?
- Why do we need partnerships with the private sector?
- What are Bulgaria's objectives and key considerations for engaging with the private sector?

### **[45'] Establishing private sector engagement mechanisms**

#### **Speaker**

- *Priscillia Boiardi, Policy Analyst, Private Finance for Sustainable Development, Development Co-operation Directorate, OECD*

#### **Discussion points**

- What are the strategic considerations behind private sector engagement?
- What types of support mechanisms exist and are necessary?
- How to effectively engage private sector in development co-operation?
- Discussing Principles for Effective Private Sector Engagement and what they mean for donors in practice

*Q&A session moderated by Weronika Garbacz, Junior Policy Analyst, Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

### **[15'] Break**

### **[45'] Modalities of private sector engagement**

#### **Speaker**

*Weronika Garbacz, Policy Analyst, Policy Reform, Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

#### **Discussion points**

- Partnerships with companies and innovative financing (blended finance and impact investing)
- What is the role of development actors (aid agencies, development finance institutions, national development banks)?
- What is the role of private sector actors (resource provider, participant, implementer, beneficiary, etc.)?

*Q&A session moderated by Sidney Leclercq, Policy Analyst – Team Lead on Policy Reform, Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

### **[30'] Break-out groups on PSE mechanisms to be considered by Bulgaria**

In-group discussion on the modalities that Bulgaria would like to consider, their objectives, benefits and limitations vis-a-vis Bulgarian development co-operation context (for instance: B2B partnerships, challenge funds, development guarantees)

### **[30'] Reporting back to the plenary and closing of the first day.**

**Day 2: Session of 3 hours - Lessons learned and peer exchange on the engagement of the private sector in development co-operation**

## **[75'] Sharing country experiences around private sector engagement strategies and modalities**

### **Speakers**

- Viktoria Mlynarcikova, UNDP New Partnerships and Emerging Donors (discussing Slovakia's Public and Private Finance for Sustainable Development and UNDP-Slovakia Challenge Fund) (tbc)
- Anne Flahaut, Enabel Private Sector development Lead Expert (discussing Enabel's PSE modalities) (tbc)
- Gunter Shall, Austrian Development Agency (discussing ADA's Business partnerships, Strategic partnerships, Initiatives in Austria and Social Entrepreneurship Challenges) (tbc)

### **Discussion points**

- Why does your country / organization engage with the private sector for development co-operation?
- How does your country / organization engage with the private sector (institutional framework, modalities/mechanisms)?
- How does your country / organization links private sector engagement with other projects / areas of development co-operation?

*Session and Q&A moderated by Sidney Leclercq, Policy Analyst – Team Lead on Policy Reform, Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

## **[15'] Break**

## **[60'] Perspectives for private sector engagement in Bulgaria**

### **Speakers**

- Ognyan Champoev, Head of Development Cooperation Department, UN and Development Cooperation Directorate, Ministry of Foreign Affairs (TBC)
- Representative(s) from Bulgaria's private sector

*Session facilitated by Weronika Garbacz, Junior Policy Analyst, Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD*

## **[15'] Concluding remarks & closing of seminar**

### **Speakers**

- Valeri Yotov, Director of the UN and Development Cooperation Directorate, Ministry of Foreign Affairs
- Ana Fernandes – Head of Foresight, Outreach and Policy Reform Unit, Development Co-operation Directorate, OECD