



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



Ministry of Trade & Industry  
وزارة التجارة والصناعة



**GEIPP**

GLOBAL ECO-INDUSTRIAL PARKS PROGRAMME



Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
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Swiss Confederation

Federal Department of Economic Affairs,  
Education and Research EAER  
State Secretariat for Economic Affairs SECO



# Eco-Industrial Parks Industrial Park Managers Training

Cairo, 31<sup>th</sup> of May, 2023



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EGYPT GLOBAL ECO-INDUSTRIAL PARKS PROGRAMME



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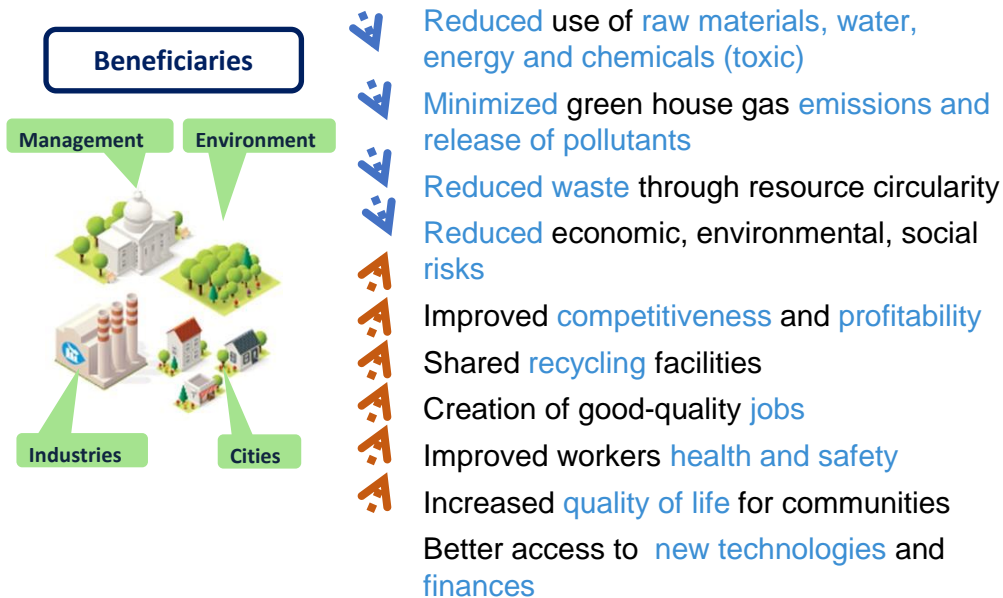
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# Benefits and motivation of EIPs

Ahmed Yahia  
Chemonics Egypt

# Key benefits of eco-industrial parks



# Key barriers for eco-industrial parks

Potential  
regulatory  
barriers include:

- ✓ Lack of suitable policies to encourage EIP development (both command and control, and fiscal incentives).
  - ✓ Lack of policies to encourage clean technology development and adoption.
  - ✓ Lack of transparency surrounding industrial regulations and enforcement.
  - ✓ Regulations not applied universally, leading to competitive disadvantages.
  - ✓ Limited capacity of stakeholders to engage with more favorable regulatory frameworks.
- **Technological and socio-economic barriers**  
➤ **Institutional and organizational capacity**

→ Lack of consistent translation of national economic development policies into laws, regulations, and governance at the industrial park level.

## Key barriers for eco-industrial parks

Potential  
technological  
and socio-  
economic  
barriers  
include:

- ✓ Park management entity and firms lack finance to implement pollution prevention mechanisms.
- ✓ High upfront capital costs with longer term returns on investments limit implementation.
- ✓ Limited financial support for innovative processes and environmental measures to improve park infrastructure for the benefit of firms.
- ✓ Park management is not entrusted with mandates and budgets by tenant firms.
- ✓ Long lead times and disruptions when installing new technologies.
- ✓ Limited understanding of the benefits of socially responsible business practices.
- ✓ Lack of research funding

# Key barriers for eco-industrial parks

**Potential  
institutional  
and  
organizational  
capacity  
barriers  
include:**

- ✓ Lack of internal resources and technical workforce.
- ✓ Lack of motivation for continuous improvements in moving toward an EIP.
- ✓ Lack of experience in dealing with developers and authorities.
- ✓ Lack of capacity for energy conservation and pollution prevention, or awareness of their cost saving potential.
- ✓ Lack of stakeholder communication channels.
- ✓ Lack of management resources.
- ✓ Lack of indicators and guidelines.
- ✓ Lack of external support from owners, value chains, communities and international organizations.



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# Promoting EIP to Attract Investors and New Tenants

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# Promoting EIP to Attract Investors and New Tenants

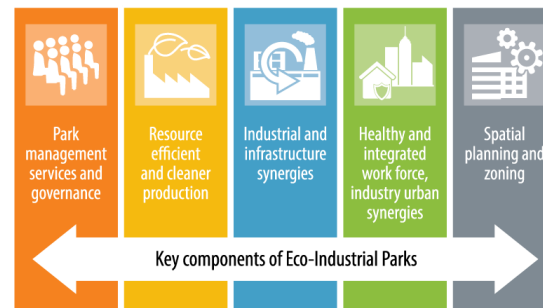
- ✓ An EIP help investors increase their profitability and resource efficiency (for instance through recycling, water re-use and renewable energy integration or monitoring of energy consumption)
- ✓ EIP offers tenants an easier route to compliance and meeting commitments
- ✓ Numerous multinationals and exporting firms have water, energy and waste commitments which are easier to meet in an EIP





# Promoting EIP to Attract Investors and New Tenants

- ✓ An EIP offers investors access to shared resources such as energy, material, and water
- ✓ EIP can be translated into much needed services for wastewater treatment and waste management for instance
- ✓ EIP assists factories in improving their management practices and cost control
- ✓ An EIP helps investors improve employee retention and loyalty



# Egypt Experience

- Based on CE database and GEIPP assessments 7 Egyptian IP performance varies significantly between 20% and 60%
- Most zones taking the assessment have aspirations to improve above 70%
- Scoring from highest to lowest
  - ✓ Economic
  - ✓ Park management
  - ✓ Social
  - ✓ Environmental

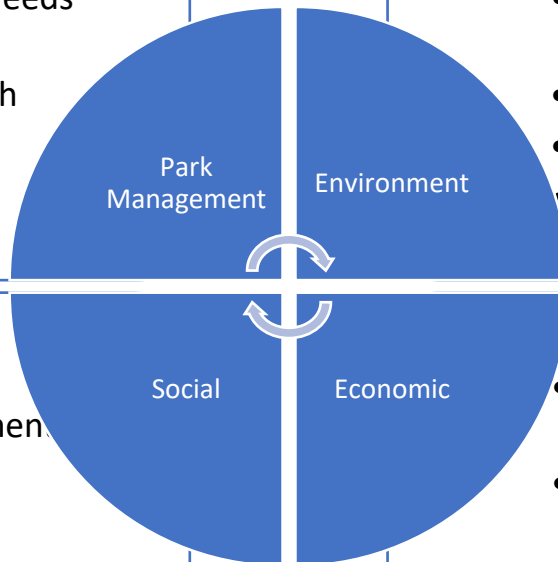
PARK MANAGEMENT	
75%	(Basic) park management services
25%	Monitoring and risk management
100%	Planning and zoning
ENVIRONMENT	
33%	Management and monitoring
22%	Energy
17%	Water
0%	Waste and material use
40%	Climate change and the natural environment
SOCIAL	
39%	Social management systems
57%	Social infrastructure
0%	Local community outreach
ECONOMIC	
100%	Employment generation
44%	Local business & SME promotion
78%	Economic value creation

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# Typical areas of improvement in Egypt

- Detailed understanding of customers needs and gaps (market assessment)
- Working groups on EIP (interaction with tenants)
- Improved customer care
- EIP governance

- Transportation services
- Joint CSR activities
- Vocational training and skills development
- Joint social infrastructure (clinics and nurseries)
- Gender inclusion



- Resource efficiency in of shared infrastructure
- Resource management
- Monitoring and benchmarking
- Shared infrastructure, access to resources and symbiosis

- Value added business services to SMEs
- Service in licensing and government compliance
- Facilitating access to finance and banking services
- Suppliers management

# Typical areas of improvement in Egypt

- Conduct surveys to understand current and potential tenants challenges and needs
- Develop EIP policy statements, vision, mission, roadmaps, develop EIP committee and targets
- Regular meeting with tenants on joint EIP and RCEP activities leading to stronger engagement and dialogue
- Development of KPIs, reporting lines, responsibility matrices
- Customer care SOPs and reporting lines
- Awareness raising services



Park Management  
Increased Score

# Typical areas of improvement in Egypt

- Increased energy efficiency and renewable energy inclusion in shared infrastructure (street lighting, last mile electricity distribution, water supply and treatment)
- Investment in shared RCEP investments (heat recovery and exchange, shared cooling, heating, compressed air, utilities, etc.)
- Waste management services
- Improved energy and water management (metering, benchmarking and improvement)
- Facilitation of industrial symbiosis
- Linking with service providers, green finance
- Assistance in benchmarking and monitoring



Environment  
Increased Score

# Typical areas of improvement in Egypt

- Develop BDS for SMEs either directly through capacity building and consultancy or through linkages to support programmes
- Assistance in government compliance and paper work including licensing, certifications, social insurance, tax reporting etc. (on site officers or linkages with providers)
- Facilitating access to finance and banking services through attracting banks to open branches on site or advising and linking firms particularly to green finance facilities
- Assistance in accessing joint supply, creating databases of suppliers and B2B linkages for stronger value chain integration



Economic  
Increased Score

# Typical areas of improvement in Egypt

- Arrange joint transportation services for blue collars and workers in general
- Jointly implementing CSR programmes for stronger and more focused and coordinated impact on surrounding communities
- Develop vocational capacity building programmes addressing common skills gaps for labor and workers tenants face
- Improving social infrastructure by investing in on-site health care facilities (clinics to manage emergencies for instance) and day care for women with children working in the industrial zone
- Assistance in hiring and gender inclusion activities



Social  
Increased Score



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