

DOING BUSINESS WITH UNION FOR THE MEDITERRANEAN LEVERAGE ON SKYMINDER SOLUTIONS

DECEMBER 2021 SKYMINDER NEWSLETTER



Union for Mediterranean (UfM) overview

The Union for the Mediterranean (UfM (UfM; French: Union pour la Méditerranée, Arabic: الإتحاد من أجل المتوسط Al-Ittiḥād min aḥl al-Mutawassaṭ) is an intergovernmental Euro-Mediterranean organization which brings 27 EU member states, 15 Southern Mediterranean countries are members of the UfM: Albania, Algeria, Bosnia and Herzegovina, Egypt, Israel, Jordan, Lebanon, Mauritania, Monaco, Montenegro, Morocco, Palestine, Syria (suspended), Tunisia and Turkey. Libya is an observer.

European countries classification in taking into account ones that on Mediterranean shore such as Croatia, Cyprus, France, Greece, Italy, Malta, Slovenia and Spain.



The UfM's goal is to enhance regional cooperation, dialogue and the implementation of concrete projects and initiatives with tangible impact on our citizens.

Three are the pillar of Union of Mediterranean activities: Human Development, Integration and Stability.

Project can be divided into different areas:

- Regional Human Development
 - Business Development
 - Higher Education & Research
 - Social & Civil Affairs
- Regional Sustainable Development
 - Water & Environment
 - Energy and Climate actions
 - Transport and Urban Development

Source: <https://ufmsecretariat.org/>

History

It was founded on 13 July 2008 at the Paris Summit for the Mediterranean, with an aim of reinforcing the Euro-Mediterranean Partnership (Euromed) that was set up in 1995 as the Barcelona Process. Its general secretariat is located in Barcelona, Spain.

Step by step

1995 Launch of the Barcelona Process with the aim to strengthen relations between Europe and the Southern Mediterranean countries, in the framework of an enhanced Euro-Mediterranean association that contributes to achieve peace and security in the region.

2008 Launch of the Union for the Mediterranean. The Union for the Mediterranean was launched by a decision of the UfM Heads of State and Government in Paris in July 2008.

2010 UfM secretariat creation in Barcelona, Spain.

Source: <https://ufmsecretariat.org/>



- **90%** of all EU-Mediterranean trade takes place within EU, South-South trade is only **1%**
- **30%** of unemployment is related to people having a College or University education, while the percentage is lower for those without
- **50%** of households in MENA region have access to Internet
- **20%** faster, warming is affecting Mediterranean region if compared to global average
- **9%** of the world's biodiversity is concentrated in Mediterranean sea, whereas Mediterranean represents less than **1%** of the global ocean surface
- More than **250 million** inhabitants the Mediterranean coast will experience an increase of water stress by 2040

Source: Union for Mediterranean 2020 Annual Report

Union for Mediterranean Institutions



The governance of the UfM is based on co-decision and shared responsibility between the two shores of the Mediterranean and is structured to promote interactions among Member States.

Co-Presidency

The governance of the Union for the Mediterranean is established through a process designed to ensure co-ownership of the decisions and shared responsibility by the Northern and Southern Mediterranean countries. The UfM is chaired by a co-presidency shared between the two shores.

Senior officials' Meeting (SOM)

The members of the Union for the Mediterranean meet on a regular basis at the level of Senior Officials from the Ministries of Foreign Affairs of the 42 UfM countries, EU institutions and the League of Arab States. The Senior Officials Meetings (SOM) provide the framework to discuss the current political context and coordinate the work of the UfM Secretariat. They approve the budget and work programme of the Secretariat and set the basis to prepare the Ministerial Meetings. They also discuss the project proposals submitted for approval and endorsement. The Senior Officials take decisions by consensus.

Secretariat

Based in Barcelona, the UfM Secretariat is the platform to operationalise decisions taken by Member States, through the preparation of Ministerial meetings, the facilitation of regional dialogue platforms and the development of strategic regional projects. The UfM Secretariat operates under the direction of the Secretary General, supported by six Deputy Secretary Generals (DSGs), each in charge of a sectorial division: Business Development and Employment, Social & Civil Affairs, Higher Education & Research, Water & Environment, Transport & Urban Development and Energy & Climate Action.

Union for Mediterranean Institutions



The Secretary General and the DSGs are appointed by the Member States for a three-years term, renewable once. Three DSGs are nominated by EU countries and three by Southern and Eastern countries.

The UfM Secretariat team consists of more than 60 international staff members from over 20 countries, including diplomatic and technical personnel seconded by Member States and partner institutions such as the European Commission, the European Investment Bank (EIB) and France's Caisse des Dépôts.

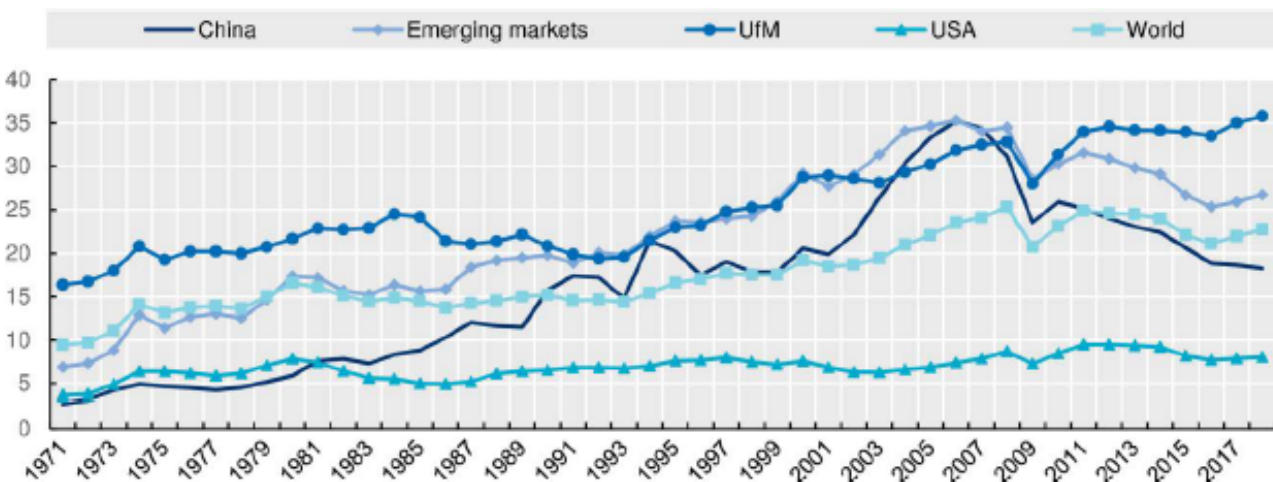
Source: <https://ufmsecretariat.org/>

Union for Mediterranean economic and trade data



Trade Intensity in the world

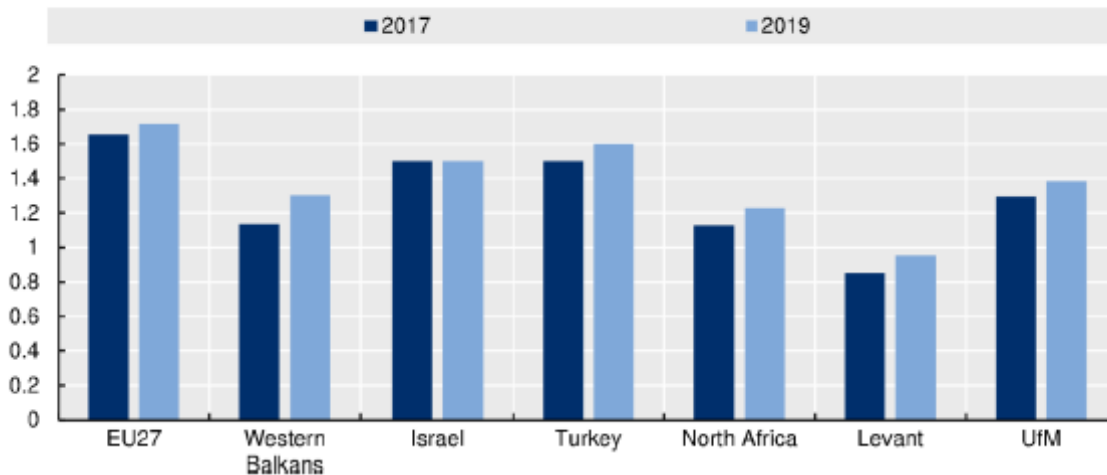
Exports of goods as a percentage of GDP, 1972-2018



Source: UN Comtrade database, and OECD calculations. <https://comtrade.un.org/>

Average trade facilitation performance, Union of Mediterranean countries and subregions

From 0 to 2 (best performance)



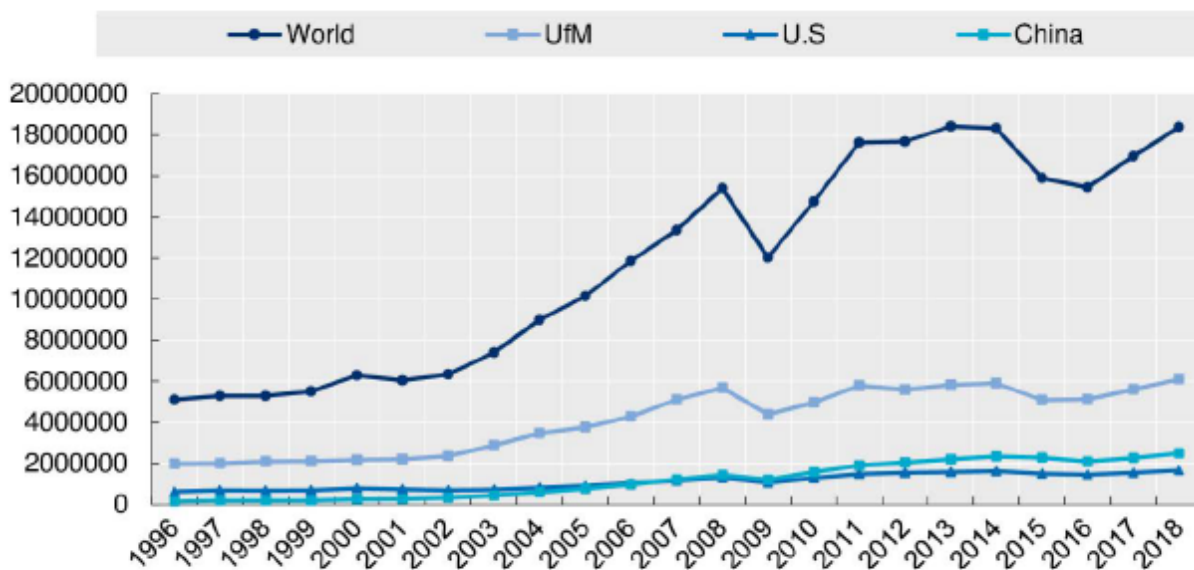
Note: Average performance based on eleven trade facilitation indicators. Each indicator take values from 0 to 2 (best performance). Variables in the TFI dataset are coded with 0, 1, or 2. These seek to reflect not only the regulatory framework in the concerned countries but, to the extent possible, the state of implementation of various trade facilitation measures. Mauritania and the Palestinian Authority are not covered by the TFI dataset.

Source: OECD, Trade Facilitation, <https://www.oecd.org/trade/topics/trade-facilitation/>

Most of the UfM countries are relatively similar about 11 indicators that are showing average trade facilitator performance. Indicators are related to documentation requirements related to harmonization, cooperation with neighbouring and third countries, automation of necessary trade formalities, governance and impartiality, fee and charges, advance ruling, procedures.

The share of the Union of Mediterranean in the world's merchandise exports – 1996-2018

Exports in goods, million USD



Note: Missing data for Albania, Jordan, Lebanon, Mauritania, Montenegro, the Palestinian Authority and Tunisia do not allow for the compilation of regional aggregates for 2019. Algeria and Mauritania are missing for 2018.

Source: UN Comtrade database, <https://comtrade.un.org>

Main export destinations for Union of Mediterranean sub regions, 2018 - % of total export.

	1st	2nd	3rd	4th	5th
Western Balkans	EU (73%)	Serbia (12%)	Western Balkans (4%)	Turkey (2%)	Macedonia (1.5%)
EU	EU (59%)	USA (7%)	GBR (6%)	China (3.9%)	Switzerland (2.8%)
Israel	USA (29%)	EU (23%)	China (8%)	UK (7.5%)	Hong Kong (7.1%)
Levant	GCC (24%)	USA (17%)	Israel (10%)	India (6.5%)	EU (5%)
North Africa	EU (52%)	GCC (6%)	USA (4.9%)	Rest of Africa (4.9%)	Turkey (3.8%)
Turkey	EU (44%)	GBR (7%)	Iraq (5%)	USA (5%)	GCC (4.9%)

Note: GCC refers to the Gulf Cooperation Council countries; Rest of Africa includes all African countries not part of the UFM.

Source: UN Comtrade database, <https://comtrade.un.org/>

Evolution of the share in total exports by country since 2005-2018 or latest year

↓ Indicates decline in the share in total exports since 2005.

↗ Indicates positive increase in the share in total exports since 2005.

↑ Indicates strong positive increase in the share in total exports since 2005.

Importers	Exporters													
	Morocco	Albania	BiH	Algeria	Egypt	Israel	Jordan	Lebanon	Montenegro	Mauritania	P.A	Tunisia	Turkey	
Morocco		↗	↗	↗	↗	↗	↗	↗	↓	↓	↗	↗	↗	
Albania	↓		↗	↗	↓	↗	↓	↗	↑	↓	n/a	↓	↓	
BiH	↗	↓		↓	↗	↗	↓	↗	↑	↓	n/a	↗	↗	
Algeria	↗	↓	↗		↑	↗	↓	↗	↓	↓	↓	↗	↗	
Egypt	↓	↗	↗	↗		↓	↗	↗	↓	↓	↓	↓	↗	
Israel	n/a	↓	↓	n/a	↗		↓	n/a	↓	↗	↗	n/a	↗	
Jordan	↓	↓	↗	↗	↗	↓		↓	↓	↗	↗	↗	↗	
Lebanon	↗	↗	↗	↗	↗	↗	↗		↓	↓	↗	↗	↗	
Montenegro	↗	↗	↗	↗	↗	↗	n/a	↓		n/a	n/a	↗	↗	
Mauritania	↗	↗	↗	↗	↗	↓	↗	↗	n/a		↗	↗	↗	
P.A	↗	n/a	↗	n/a	↗	n/a	↗	n/a	n/a	n/a		↗	↗	
Tunisia	↓	↗	↓	↑	↗	↓	↓	↗	↓	↗	↓		↗	
Turkey	↗	↓	↑	↗	↑	↗	↗	↓	↑	↗	↗	↗		

Note: Latest year for Algeria is 2017.

Source: UN Comtrade Database, <https://comtrade.un.org/>

BiH – Bosnia and Herzegovina

P.A. – Palestinian Authority

SOURCE: OECD (Organization for Economic Co-operation and Development)



SKYMINDER AT A GLANCE

UNION FOR MEDITERRANEAN

Solutions available for all **42** members (27 EU countries, 15 Mediterranean Partners)

Best in class information thanks to more than **40** providers, both local and global

9 available products and solutions

Web and **API** integration



SKYMINDER SOLUTIONS

SkyMinder is the worldwide CRIF platform helping you to take decisions based on high quality information. If you are required to evaluate a business partner in Union for Mediterranean, or in country dealing with companies in above area, a customer or a supplier, during a risk evaluation process or for compliance requirements or a cyber risk assessment, SkyMinder is the right solutions.

Requirement	SkyMinder Solution	Description
Know business partners and risk level <ul style="list-style-type: none"> - have on board new suppliers - understand in depth customers creditworthiness 	Full Report and Slim Report	Information, with different level of details, related to all companies in the world, including firmographics, credit limit, risk indicator, management, shareholders, negative events etc.
Receive immediate notification with related details if a change <u>affect</u> a company	Full Monitoring	Detailed information about changes affecting a company as soon as happened. Combined possibility to request for free updated report.
Be alerted if there is change in company's information	Alert	Information related to the area involved by a change as soon as an event happened.
Periodically checks if there are changes involving companies	Planned Revision	Scheduled revision with updated report including company's changes if applicable
Understand overall risk	SkyMinder Dashboard	Analyze Business Partners by risk level, identifying critical situations at a glance.
Company ownership overview	Verification Report	List of shareholders to understand company's structure
Compliance requirements and fraud checks	Compliance Report and Extended Check Report	Anti Bribery and Money Laundering lists checks related to financial crimes.
Risk of Cyber attack	Cyber Risk Report	Assess the level of risk related to a business partner in being involved in a cyber attack
Understand overall value of intangible assets of a company	Patent Due Diligence Report	Patent Asset Overview with geographical coverage, remaining life of active patent assets, high-value patent assets, technology and patent deployment, technology timeline, peer comparison, key inventors.