

## **About the Commonwealth Enterprise and Investment Council**

The Commonwealth Enterprise and Investment Council (CWEIC) was established in July 2014 with the support of the Commonwealth Secretariat and member Governments. It is a not for profit membership organisation with a mandate from Commonwealth Heads of Government to promote intra Commonwealth trade, investment and the role of the private sector across the 53-member countries. The CWEIC has secretariats based at Marlborough House and Guildhall in the City of London. CWEIC also has international hubs in Kuala Lumpur, Lagos and Singapore with plans of establishing a further 9-12 hubs across major Commonwealth markets. For further information, please visit [www.cweic.org](http://www.cweic.org).

## **CWEIC Strategic Partnership**

CWEIC's Strategic Partnership is by invitation only and open to those companies with a strong Commonwealth footprint whose support we believe would benefit the wider Commonwealth community. CWEIC is uniquely placed to help its member companies develop stronger ties with Commonwealth countries and their private sectors.

The Commonwealth is an association of 53 countries, with a combined GDP expected to reach \$14 trillion by 2020 and a population of 2.4 billion, 60% of which will be under the age of 30 by 2020. The Commonwealth can provide Strategic Partners with a diverse range of developed and emerging markets to explore, as well as access to one billion consumers, spanning five continents.

## **CWEIC Strategic Partnership Benefits**

- Recognition of the Member Company as CWEIC Strategic Partners on CWEIC's corporate publications, website homepage and all marketing materials as appropriate.
- Opportunity to appoint a senior nominee to the International Advisory Board of CWEIC to help shape the development of the organisation and its role in promoting trade and investment across the Commonwealth.
- Participation in all CWEIC webinars. These webinars will be held on topical issues that are discussed by relevant experts and provide unique insights on key subjects of business interest.
- Direct access to all CWEIC's locally based expert Country Heads, as our hubs develop across the Commonwealth. Country Heads will be able to provide Strategic Partners with detailed local insights and make relevant connections and introductions. This service is subject to satisfactory notice being provided, dates being agreed and the availability of the CWEIC Country Head. Significant work will be subject to pre-agreed fees.
- Opportunities to co-host CWEIC Partner led Events. Strategic Partners will have the opportunity to utilise CWEIC's expertise to promote initiatives that are of strategic

importance to the company. Such events are subject to being held in a country with a CWEIC hub as well as costs agreed in advance.

- Jointly develop opportunities for the Member Company to promote its products and services through the work of CWEIC. Upon request, CWEIC will seek to create appropriate connections to support the development of your business. Work that requires significant time or travel costs will be subject to additional charges on a pre-agreed basis.
- 10 'client' passes for CWEIC events per year (excludes Commonwealth Business Forum) to allow your senior clients and business partners to benefit from CWEIC's network of contacts – with prior approval from CWEIC.
- Two senior management passes to the Commonwealth Business Forum.\*\*
- Opportunity to play a leading role in CWEIC's thematic roundtable events, discussions and dialogues. The purpose of the roundtable meetings is to identify specific areas where Commonwealth business collaboration will yield the greatest results. CWEIC will offer the Member Company the opportunity to shape the agenda of the roundtable discussions to reflect the company's priority areas. Our work is organised around four overarching themes;
  - Access to financial services
  - Easing the means of doing business
  - Technology and innovation
  - Creating a sustainable business environment
- Direct engagement and influence in the development of new work programmes in partnership with CWEIC that reflect the Member Company's core interests.
- Participation in all Commonwealth ministerial and private sector leadership meetings hosted by CWEIC.
- Participation in all CWEIC Commonwealth Country/Regional Roundtables.
- Invitations to all Marlborough House Conversations, the City-Commonwealth Dialogues and their equivalent events as they develop in CWEIC hubs outside of the UK.
- Access to CWEIC's quarterly briefings on the changing current political and economic environment across the Commonwealth.
- Invitation to CWEIC's annual London reception.
- Involvement in CWEIC's CommonwealthFirst Programme (SME Development). Opportunity for Strategic Partners to meet, network and if interested mentor leading SME's, generating partnership and investment opportunities in new, innovative and exciting businesses.
- An annual 'one to one' review meeting with an appropriate senior member of CWEIC staff to discuss the strategic priorities of the Member Company and how CWEIC could assist in achieving your targets through the Strategic Partnership.

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\*\* Applicable to the year the Commonwealth Business Forum is held

## **Opportunity to collaborate on a tailored three-year programme to maximise the strengths and opportunities of the Commonwealth region for Member Company**

- CWEIC will jointly develop with the Member Company a three-year work programme with measurable targets to support the delivery of your business objectives. In order to receive this service members will be required to sign-up to a three-year CWEIC Strategic Partnership.

CWEIC will offer the above detailed benefits in return for **an annual fee of £10,000**.

### **CWEIC Activities**

The **CWEIC Advisory Board** consists of a senior management representative from each of its Strategic Partners. The Advisory Board meets once a quarter to discuss the policy direction of CWEIC. The meeting is a good opportunity for Strategic Partners to ensure CWEIC's work reflects their priority areas. CWEIC will aim to rotate advisory board meetings across its hubs throughout the Commonwealth.

The **Commonwealth Business Forum** (CBF) is CWEIC's flagship event held as part of the Commonwealth Summit (previously known as the Commonwealth Heads of Government Meeting). CBF is designed to provide a space for high-level dialogue between business and Government leaders from the Commonwealth and beyond. An important aim is to develop stronger partnerships to ensure that the Commonwealth plays its part in promoting sustainable growth across the world.

The last Commonwealth Business Forum was held in London in April 2018 and was attended by 27 Heads of Government, Senior Ministers and approximately 1300 business leaders.

The **Commonwealth ministerial and private sector leadership meetings** will help identify areas where the Commonwealth can work together to strengthen trade and investment links between member countries and develop policy agendas that benefits all member countries. The meetings will convene ministers/business leaders from across the Commonwealth to discuss key topics that affect their countries, regions and sectors over the next 24 months.

**Commonwealth Country/Regional Roundtables** are half day roundtable discussions focusing on a specific Commonwealth country or region. The roundtable will be led by Heads of Government and/or Senior Ministers with participation from government officials, local business leaders and global investors. The discussion will focus on real business opportunities and connections, providing perspectives from government, international businesses operating in the markets and domestic businesses seeking new partners and investors.

**Partner led Events** are events CWEIC co-hosts with its Strategic Partners on topics that reflect the company's core priorities. The meetings will be arranged to ensure maximum level of interaction and engagement with the panel and invited guests. The events will focus on a country, theme or sector that is of key interest to CWEIC members and convene an eclectic group of investors, subject experts and government representatives.

**CWEIC Thematic Roundtables** are member discussions hosted by CWEIC reflecting its four key themes. The discussions will bring together CWEIC members and experts on the themes from across the Commonwealth.

CWEIC launched its pilot **CommonwealthFirst** project in the UK in May 2016. 100 leading UK SMEs have been selected to become Commonwealth Export Champions. Through intensive training, mentoring, trade missions and business development support, Export Champions are supported in their quest to win new business in the fast-growing Commonwealth markets. Their success will be showcased to encourage the wider business community to make greater use of the Commonwealth network. CWEIC has so far led Export Champions on trade missions to Canada, India, Nigeria and Singapore and will lead a trade mission to Australia in April 2018.

**Marlborough House Conversations** and **City-Commonwealth Dialogues** are 90-minute interactive discussions with a key guest; visiting government dignitaries, global business leaders and experts on subjects that are of fundamental importance to both the guest and CWEIC members.