



A New Phase in UAE– Africa Economic Cooperation



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Over the past decade, the relationship between the United Arab Emirates and African economies has evolved from transactional trade to long-term strategic investment. Today, the conversation is no longer only about capital flows, but about structured partnerships, infrastructure development, and sustainable economic transformation.

As an investment and government relations advisor based in the UAE, and through my firm Africa Business Club Consultancy, I work daily at the intersection of Gulf investors, international financial partners, and African public and private stakeholders. From this vantage point, it is clear that UAE–Africa cooperation is entering a decisive phase—one that requires strategy, credibility, and long-term alignment rather than short-term opportunities.



FROM CAPITAL TO STRATEGIC PARTNERSHIPS

UAE investors have already demonstrated strong interest in Africa across logistics, energy, ports, agriculture, and real estate. However, the real opportunity today lies in moving from isolated investments to structured strategic partnerships.

In my work facilitating dialogue between Gulf investors and African institutions, I have observed a growing demand for projects that are not only financially viable but also aligned with national development priorities. This requires a different approach:

- Strong coordination with government stakeholders
- Transparent project structuring
- Long-term investment frameworks rather than one-off deals
- A clear understanding of local economic ecosystems

My role often involves helping investors translate their strategic objectives into concrete, bankable projects in Africa. At the same time, I support public authorities and project sponsors in presenting opportunities in a format that meets international investment standards. This bridge between both sides is becoming increasingly essential as competition for capital intensifies.

STRUCTURING BANKABLE INFRASTRUCTURE AND PUBLIC-PRIVATE PROJECTS

One of the key challenges in UAE-Africa investment partnerships is not the lack of opportunities, but the lack of well-structured projects. Across many African markets, there is strong demand in sectors such as transport infrastructure, renewable energy, logistics platforms, and state-backed development initiatives. The issue is often the gap between vision and execution.

Through Africa Business Club Consultancy, I focus particularly on the structuring phase of investment projects. This includes:

- Identifying projects aligned with national development plans
- Supporting early-stage feasibility positioning
- Facilitating dialogue between investors, institutions, and project stakeholders
- Contributing to the structuring of public-private partnerships (PPPs)



This work is critical because investors from the Gulf and international markets are increasingly selective. They are not simply looking for growth markets—they are looking for structured opportunities where risk, governance, and long-term returns are clearly defined. When projects are prepared with this level of rigor, UAE investors become powerful long-term partners rather than short-term financiers.

A SHARED VISION OF SUSTAINABLE ECONOMIC DEVELOPMENT

What makes UAE–Africa partnerships particularly promising is the convergence of long-term strategic interests.

The UAE has positioned itself as a global hub for investment, logistics, and infrastructure expertise. Africa, on the other hand, represents one of the most dynamic long-term growth regions in the world.

From my perspective as an advisor working across both environments, sustainable cooperation must focus on three pillars:



1. Long-term infrastructure development:

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2. Institutional collaboration:

Strong partnerships are built on trust between institutions. My work in government relations is not only about facilitating meetings—it is about creating long-term dialogue frameworks that support stability and continuity in investment cooperation.



3. Mutually beneficial growth:

The most successful projects are those that create value for both sides. UAE investors gain access to high-growth markets and strategic assets, while African economies benefit from capital, expertise, and long-term development support.



NIDHAL CHAAWA
CEO - AFRICA BUSINESS CLUB CONSULTANCY
AFRICA INVESTMENT ADVISOR IN THE UAE

BUILDING THE NEXT GENERATION OF UAE–AFRICA PARTNERSHIPS

The future of UAE–Africa cooperation will not be defined by the size of investments alone, but by the quality of partnerships that support them. The next phase requires stronger project structuring, deeper institutional collaboration, and a shared commitment to sustainable economic growth.

As an investment and government relations advisor based in the UAE, my objective is to continue building bridges between investors, institutions, and project stakeholders across Africa.

Through **Africa Business Club Consultancy** and my broader professional activities, I remain committed to supporting strategic investments that create long-term value and reinforce the economic partnership between the UAE and African markets.

The opportunity is real, the momentum is strong, and the coming years will be decisive for those who are ready to move from intention to structured action.