



**If you want to go quickly, journey alone,  
if you want to go far, journey together.“**

African Proverb

develoPPP.de

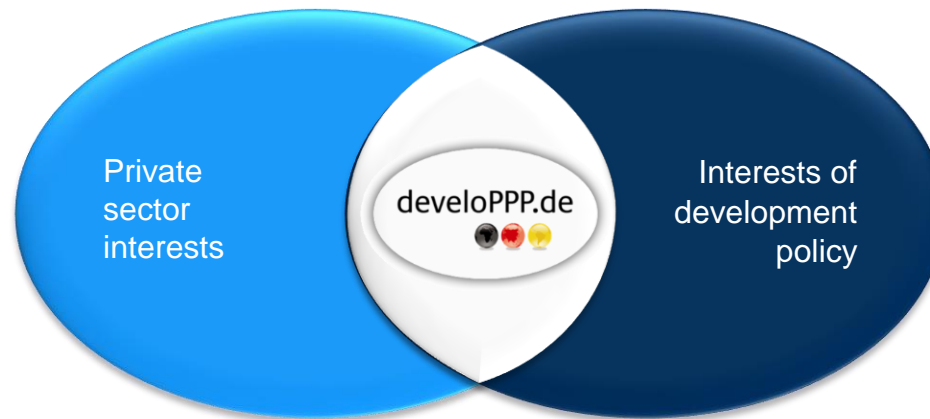
**Development partnerships with the  
private sector**



## develoPPP.de in a nutshell



develoPPP.de has been set up by the German Federal Ministry for Economic Cooperation and Development (BMZ) to support **entrepreneurial commitment in developing and transition countries**.





# Your corporate objectives



## You want to:

- **Tap into new markets** in developing and emerging countries
- **Pilot innovative technologies** and products
- Sustainably **expand your current activities** in developing and emerging countries
- **Secure value chains** and improve your suppliers' quality and standards
- Accessing **skilled workers** in the target country



# Your contribution to sustainable development



## You support local development by:

- Introducing sustainable technologies and **know-how transfer**
- **Improving employment** and social standards
- Integrating local people into value chains, helping to make globalisation more equitable
- Acting in an **environmentally responsible manner** and protecting natural resources
- **Training young people** and giving them prospects for the future
- Generating tax revenues, jobs and income opportunities



# develoPPP.de can support you



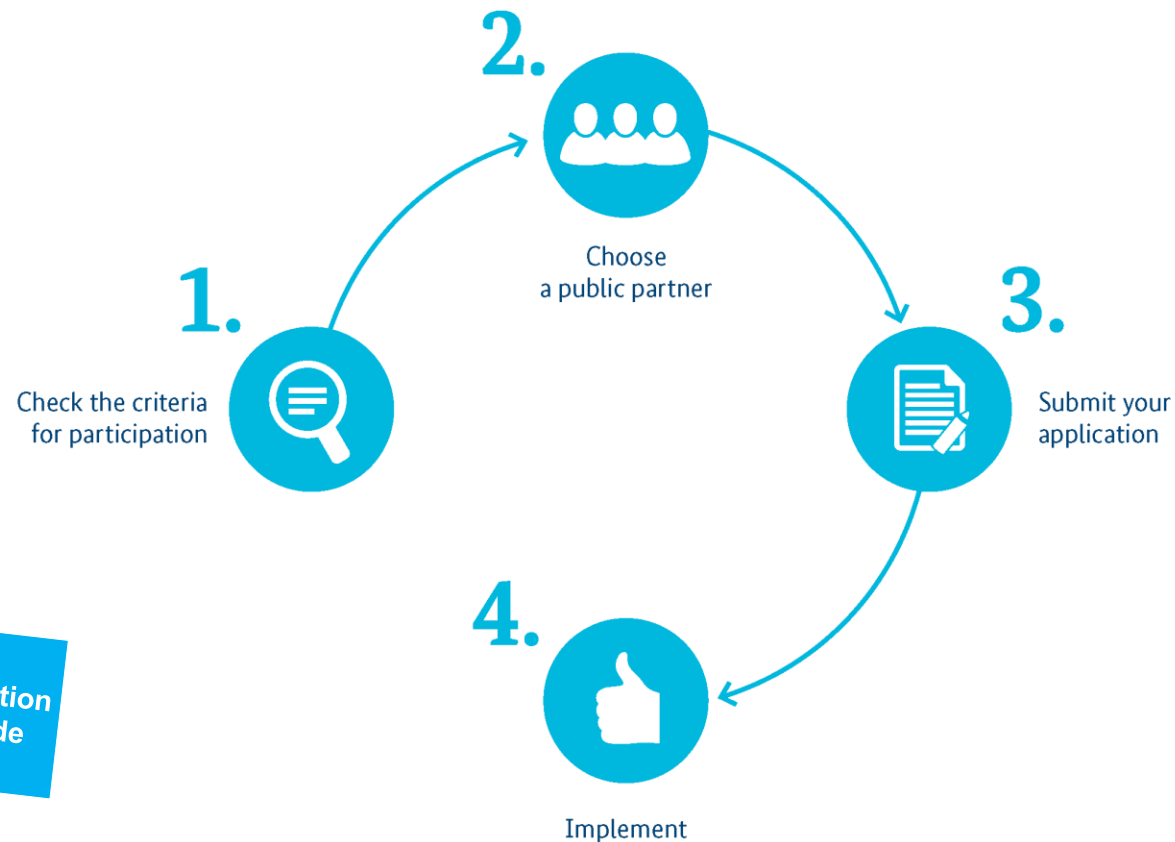
## We help you by:

- Minimising financial risk for your company (Co-financing: max. 50% / 200 T€, depending on different criteria; max. 3 years)
- Offering you our expertise of the economic, social and environmental context in developing countries and emerging economies





# The ideas competitions



For further information  
[www.develoPPP.de](http://www.develoPPP.de)



## Do you meet the following criteria?



Project criteria	Company criteria
✓ The project meets development policy objectives	✓ German/ European-registered company or subsidiary in partner country
✓ Complementarity of private- and public-sector objectives, profitability, and development benefits	✓ > EUR 1 million annual turnover
✓ Subsidiarity: The project would not be implemented without the public sector contribution	✓ > 10 employees
✓ Competitive neutrality: Project is open to all companies	✓ Min. 3 years in the market
✓ Private sector contribution: At least 50% of project costs	✓ Long-term involvement in partner country
✓ Project is part of the sustainable involvement of the company in the target country	✓ Identifiable commercial interest on the part of the company



## These are your partners



Companies interested in develoPPP.de can cooperate with one of the three official partners appointed by **BMZ** to implement the programme on its behalf: **DEG**, **GIZ** and **sequa**.

### DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

- Subsidiary of KfW Bankengruppe
- Advisory and structuring **expertise for complex corporate and project financing arrangements**, with offices on every continent
- Long-term investment financing for private sector companies in developing countries and emerging economies



### GIZ - Deutsche Gesellschaft für Internationale Zusammenarbeit

- Decades of proven sectoral and regional expertise
- **A global network and contacts with governments, official bodies and NGOs locally**
- Tried and tested management know-how in partnerships and alliances with partners from the private sector, policy making and civil society



### sequa gGmbH – Partner of German Business

- Links to companies, chambers and associations through its shareholders (BDA, BDI, DIHK, GIZ, and ZDH)
- Promotion of demand- and practice-oriented vocational training
- Core competences include **TVET, promotion of chambers and associations and private sector development**




















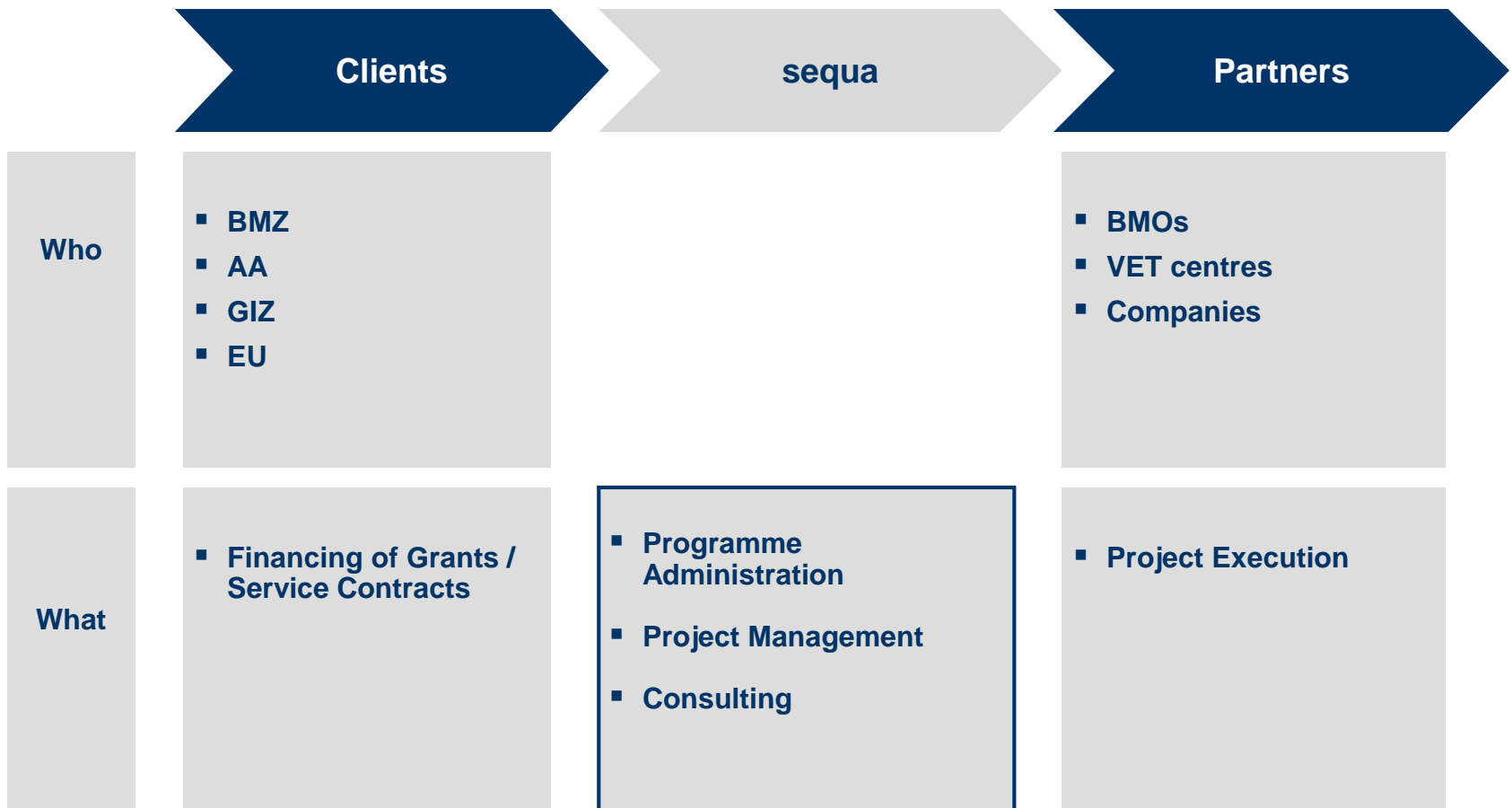
# sequa – Partner of German business



Shareholders	Facts	Achievements
    	<ul style="list-style-type: none"> <li>■ private-public company</li> <li>■ non-profit</li> <li>■ strong network</li> <li>■ founded in 1991</li> <li>■ HQ in Bonn</li> <li>■ turnover of EUR 38 m (2017)</li> <li>■ ~ 70 staff members (2017)</li> </ul>	 1.000 projects in 100+ countries
Business Segments	Operations	Clients
 Business Membership Organisations  Private Sector Development  Vocational Education and Training	<ul style="list-style-type: none"> <li>■ Programme Management</li> <li>■ Project Management</li> <li>■ Consulting</li> </ul>	   



# sequa – operations





# develoPPP.de project examples





# Waste management in Jordan



## Objectives

- Reduce the existing deficits in the **waste management logistics** in the Jordanian Greater Zarqa Municipality
- Improving the availability of the **vehicle fleet** and optimising **route planning**
- Structural improvement of the waste management situation

## Planned measures

- **Needs assessment** and development of **training material**
- Preparation of an **operation manual** in Arab
- Development of demand-oriented **training programme**
- **Training-of-Trainers** and **pilot training courses** together with the Al-Hashmite University and the Vocational Training Corporation

## Direct target group

- Decision-makers and skilled workers in waste management

## Indirect target group

- Population in Greater Zarqa



**Oel-Hydrauliker GmbH**

## Information

**Partner:** Oel-Hydrauliker GmbH and sequa

**Country:** Jordan

**Duration:** 01/2018 - 07/2020

# Organic waste treatment in Ecuador



## Objectives

- Strengthen the competencies for **sustainable organic waste treatment** by using **biogas technology** in Ecuador
- Exploit unused potential in the area of **Waste-to-Energy** and biogas production

## Measures

- **Set up a laboratory** for the **analysis of waste substrates** at Escuela Politécnica Nacional (EPN)
- Carry out **pilot studies about organic waste treatment** including gas analysis at two local companies
- **Trainings** about the hands-on application of biogas technology

## Results

- 20 multipliers and over 40 students/ university teachers have been trained
- Laboratory for gas analysis was set up, fermenters were installed
- Project was presented to representatives from ministries and the business community



## Information

**Partner:** Fickert & Winterling Maschinenbau GmbH and sequa

**Country:** Ecuador

**Duration:** 09/2016 - 08/2018



## sequa contact



### sequa gGmbH

Alexanderstr. 10

53111 Bonn

Mr. Matthias Schoeneberger/ Project Director develoPPP.de

Phone: +49 (0) 228 98238 22

Email: [Matthias.Schoeneberger@sequa.de](mailto:Matthias.Schoeneberger@sequa.de)

[www.sequa.de](http://www.sequa.de) and [www.develoPPP.de](http://www.develoPPP.de)

