

BMZ



Bundesministerium für
wirtschaftliche Zusammenarbeit
und Entwicklung

develoPPP.de



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

African Proverb

develoPPP.de

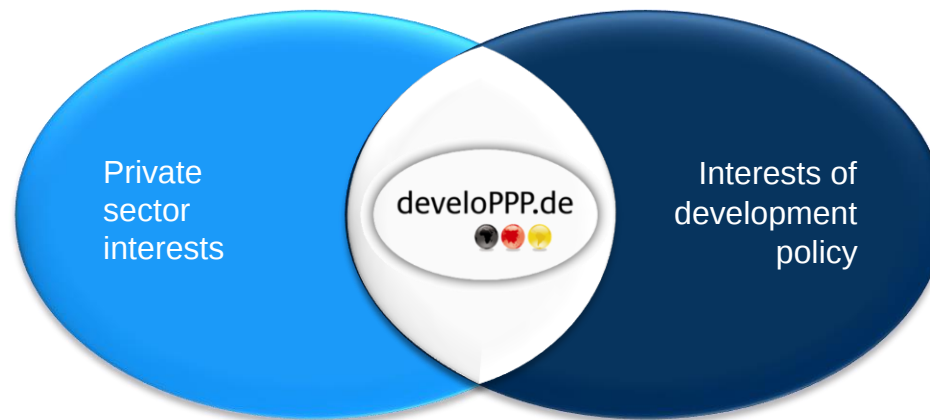
**Development partnerships with the
private sector**



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



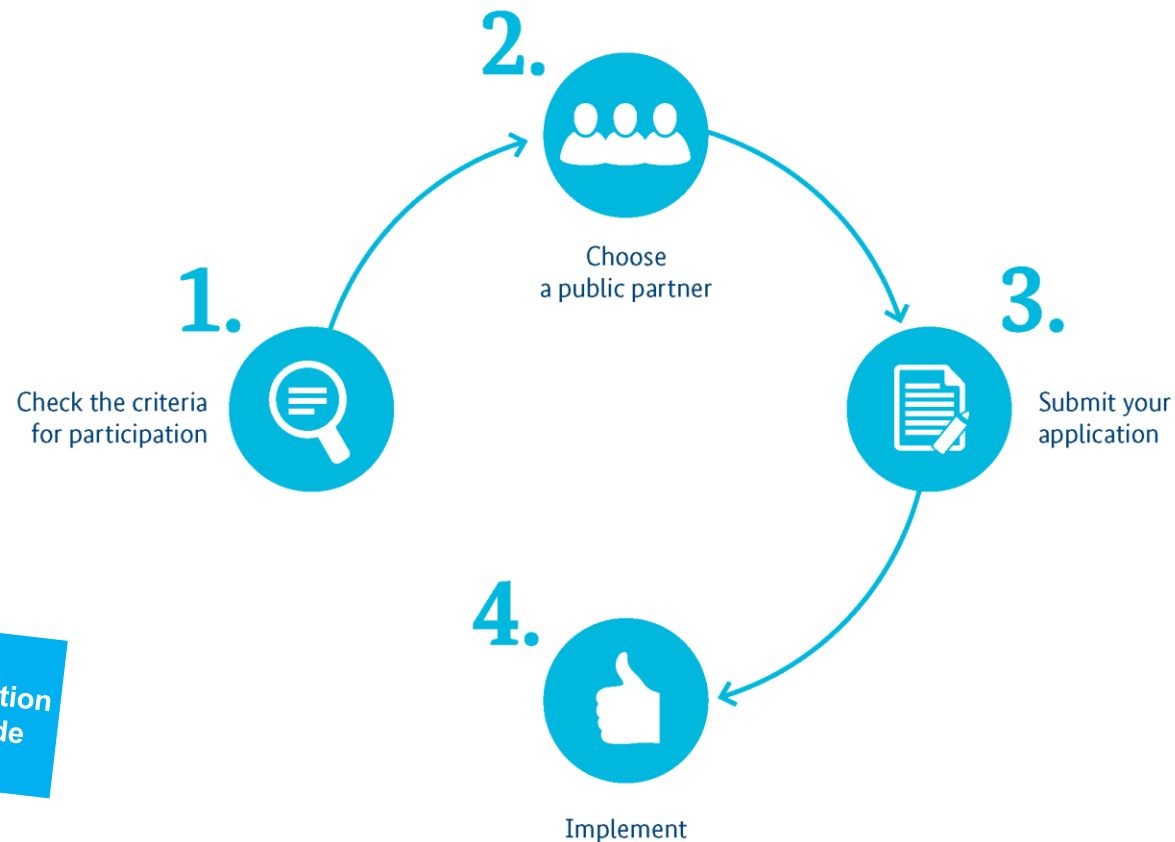
We help you by:

- 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



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**





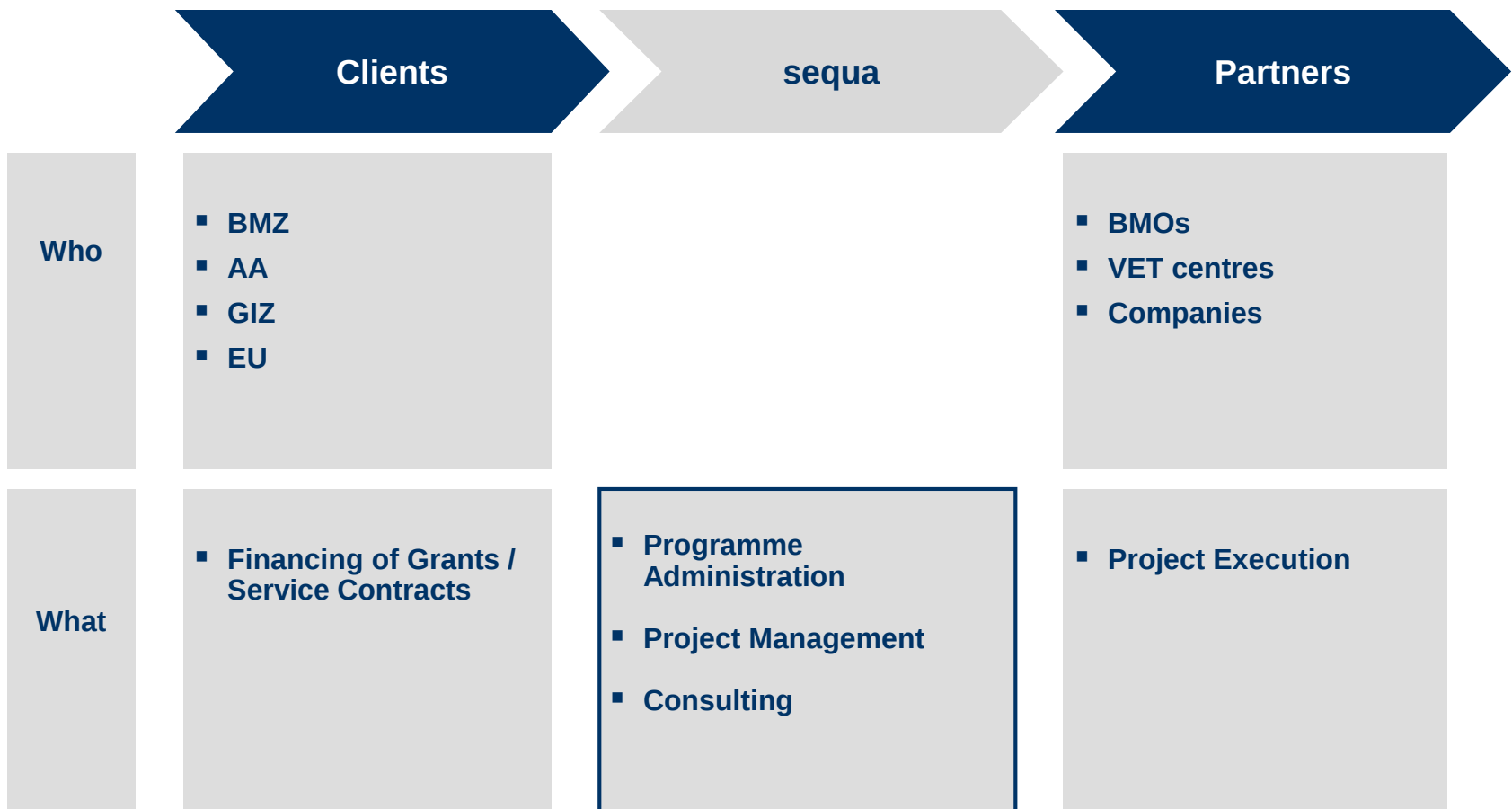
sequa – Partner of German business



Shareholders	Facts	Achievements
    	■ private-public company ■ non-profit ■ strong network ■ founded in 1991 ■ HQ in Bonn ■ turnover of EUR 38 m (2017) ■ ~ 70 staff members (2017)	 1.000 projects in 100+ countries
Business Segments	Operations	Clients
 Business Membership Organisations  Private Sector Development  Vocational Education and Training	■ Programme Management ■ Project Management ■ Consulting	   



sequa – operations





develoPPP.de project examples



source M. Schleusener





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

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