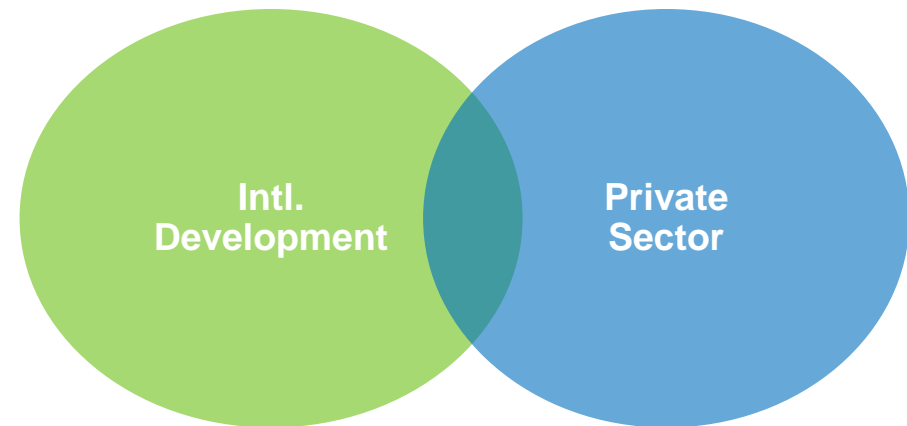


Tee, Mango, Sheanuss – für hiesige Bio-Unternehmen mit Partnerschaften im Ausland gibt es Unterstützung

Claude Blaschette,
Biofach 19.02.2021

Why does BMZ cooperate with the private sector?

- Private sector cooperation aims at making core business more sustainable and to **enhance private sector contributions** to poverty alleviation.
- Both **economic interests and development goals** stand to gain in this setup.
- Companies **create jobs** and aim for **long term partnerships** in countries





Sustainable business initiatives in developing countries

- BMZ supports companies innovative projects and commercial investments in developing and emerging-market countries provided that they offer long-term benefits for the local population.
- Projects typically cover a wide range of sectors and themes – from training local experts and piloting innovative technologies and demonstration units to protecting value chains and improving manufacturers' environmental and social standards.
- **Target group:** Companies with project ideas that offer potential development benefits and do not simply constitute an investment in their actual core business
- Co-funding of the project with up to 50% of the cost
- Application trough an “idea challenge”, 4 times per year
- **More information:** www.develoPPP.de/en/

For Projects that meet both private company interests and development cooperation interests



	CLASSIC New: local entrepreneurs	SDG COMPACT New	VENTURE Launch in 2021
Target	(Medium-sized) companies from Germany, Europe, Developing and Emerging Countries	Large companies, internationally active	Start-ups and small German, European or local businesses
Scope	(Pilot) measures that make business processes sustainable and improve living conditions	Widespread measures to boost local markets and prospects for the future	Piloting innovative business models for local development
Funding	<ul style="list-style-type: none"> • 100.000 - 2 million Euro public contribution • Company bears at least 50% of the project costs • Up to 3 years project duration 	<ul style="list-style-type: none"> • 2 - 10 million Euro public contribution • Company bears at least 65% of the project costs • Up to 10 years project duration 	<ul style="list-style-type: none"> • 100.000 Euro public contribution • Company bears at least 50% of the project costs • Up to 2 years project duration
Criteria	<ul style="list-style-type: none"> • Effective project idea with positive impacts on development • Companies would not implement the project without the public partner • Min. annual turnover of €800,000, at least 8 employees and at least 2 years of business operations 	<ul style="list-style-type: none"> • High level of investment power and innovative strength over a period of several years • Company already has experience of working with development cooperation • Min. annual turnover of €800,000, at least 8 employees and at least 2 years of business operations 	<ul style="list-style-type: none"> • Market-ready, technical proof of concept • Market size, growth potential identified for target group • Min. 1 set of annual financial statements
Participation	<ul style="list-style-type: none"> • Ideas competition (15 Feb.-31 March, 15 May-30 June, 15 Aug.-30 Sept., 15 Nov.-31 Dec.) 	<ul style="list-style-type: none"> • Through direct contact with DEG or GIZ 	<ul style="list-style-type: none"> • Commencing 2021 → Check website regularly

develoPPP.de

Sustainable business initiatives in developing countries

develoPPP.de



Choice between 2 partners:



Financing your project

DEG has been successfully funding, advising and supporting private companies operating and investing in developing and emerging countries for over 55 years. Companies benefit from DEG's financing and structuring expertise and entrepreneurial approach.

You wish to implement your projects independently and operate long-term in the partner country? Then DEG is your right partner.



For technical cooperation in country

GIZ supports economic development and employment and works with companies to develop strategies for sustainable business development. Companies benefit from GIZ's 50 years of experience in international cooperation and its contacts to governments, agencies and non-governmental organisations in some 120 countries.

You seek financial support and/or technical implementation on the ground? Then GIZ is your right partner.

Project Example: BESH trains local farmers in organic spice cultivation

Challenge

The Bäuerliche Erzeugergemeinschaft Schwäbisch Hall (BESH) has to cover their **demand for the supply of high-quality natural spices** for producing their quality products. **Small farmers from India, Serbia and Tanzania** grow spices of very high quality, but there is a **lack of skills and resources** to prepare their crops for sale and access to international markets

Solution

BESH **trains small farmers** in organic spice cultivation to maintain sustainable production and earn better income. BESH received financial support from DEG.

Services

Trainings in modern **harvesting technology** and **quality management systems** impart **knowledge to farmers**. A **network** of locally based certification bodies and Organic and Demeter labelling systems has been established.



18.000
small farmers
cultivate organic
spices

50%
Higher prices for
farmers through
direct sales

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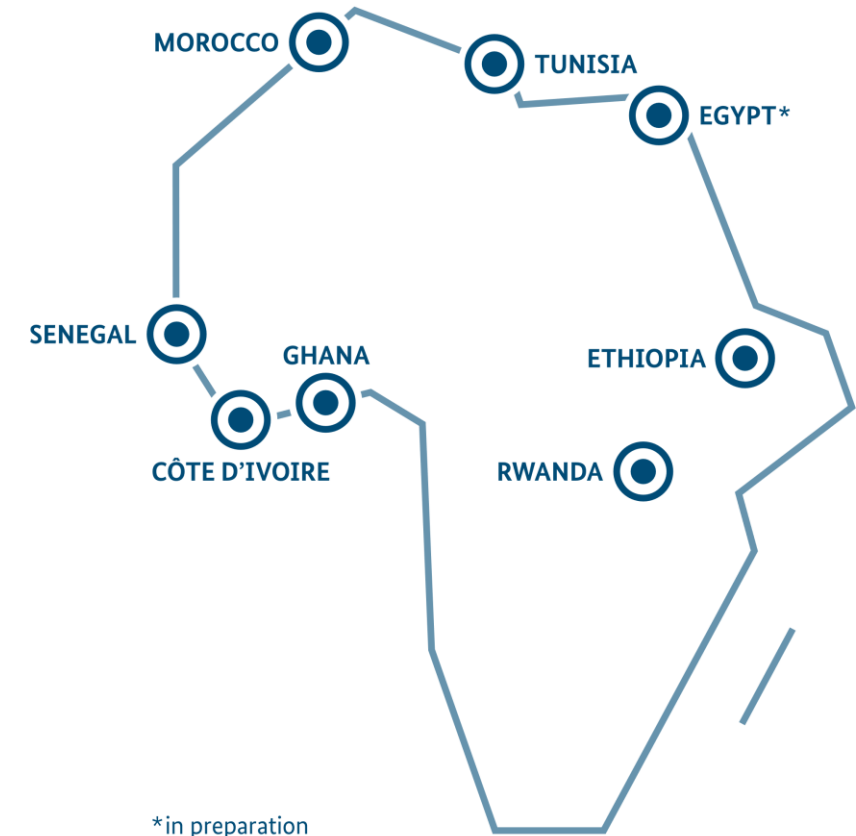
COVID Call – until the 31st of March 2021

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- Same application criteria as for develoPPP Classic
- Projects that support the **mitigation of the economic as well as the health-related impact of the corona pandemic in developing or emerging countries.**
- Criteria that applying companies need to meet: Min. annual **turnover of €800,000, at least 8 employees and at least 2 years of business operations**
- Suitable projects can receive **up to EUR 2,000,000** of funding, with the public contribution covering a **maximum of 50 percent** of the total costs.
- In cases of particularly high developmental relevance, projects close to a company's core business may also be eligible for support within the COVID-19 Response framework. In these instances, the public contribution is up to EUR 200,000. In accordance with EU law on state aid, non-profit and public procurement, higher funding amounts may be possible in exceptional cases.
- The measures to be supported are selected through special competitions. Currently, project proposals **can be submitted until the 31st of March 2021.**

- Support for companies that want to **create jobs and training** in 7 african countries (Egypt to join)
- **Different modes of support possible** (financing of investments, projects, partnerships with associations etc.)
- **Tunisia:** Support of the biodynamic sector through a project with Wanderschule Biodynamic field works (until March 2021, currently looking for further funding possibilities)
- **Marocco:** partnership of Naturland with a local association to strengthen organic production/ trainings on organic standard and production
- **All countries:** FiBL did trainings on ICS management
- **Ruanda and Ghana:** GIZ plans further activities in the organic sector
- **Alliance for product quality:** support with certification and quality aspects



Organic agriculture: promoting knowledge exchange and networks

Countries: Uganda, Senegal, Egypt, Zambia, Cameroon. Eastern, West, North, Southern and Central Africa, (India to join, but in a different setup)

Objective: Knowledge hubs in all five regions of Africa are disseminating information on organic agriculture. This knowledge is tailored to the needs of the different target groups. The hubs also provide support for shaping a continental network connecting important protagonists from the organic sector of all regions with each other.

The project is coordinated from Germany. Its measures are being implemented in the five regions of Africa in cooperation with the following NGOs:

Eastern Africa: Biovision Africa Trust

Southern Africa: Sustainability Institute

West Africa: Enda Pronat, FENAB & Agrecol Afrique

North Africa: SEKEM

Central Africa: selection process ongoing

In partnership with FiBL and Ifoam.

Different Calls from GIZ on a regular basis to support project ideas

Current Call:

Fund for the Promotion of Innovation in Agriculture (i4Ag):

Supports innovations that promote and secure employment and income opportunities and contribute to climate resilience and natural resource protection. Examples include innovative digital, technical, organizational, administrative, and/or financial products, processes, services, and/or business models.

Focus areas: agricultural research and extension, digitalization, renewable energies and mechanization.

Eligible for funding are innovations that have the potential for regional or global implementation beyond national borders, to reach the broadest possible target group and have an impact in at least two of the three areas: food security, employment and income generation, climate resilience and natural resource protection.

Companies, research institutes and non-profit organizations are eligible to apply

Duration: 3 years, budget depends on the submitted project

Senior Expert Service (SES)

Germany's leading volunteering organisation for experts and executives who are either retired or taking some time off work.

The SES supports **organisations** such as: **Small and medium-sized businesses**, Public authorities, **Professional and business associations**, Social and medical facilities, Institutions which provide basic education or vocational training

Organisations can ask for an experienced volunteer, to assist with a well defined challenge. The volunteers lend a hand for example with the installation, servicing and operation of machinery at production facilities, help to train specialists, resolve issues in marketing, sales, organisation, HR or certification, and provide support in all sorts of other areas.

Assignment duration: usually last for 4 to 6 weeks. The maximum duration is six months. Follow-up assignments possible.

Cost: Thanks to the voluntary commitment of its experts and the generous backing of both private and public institutions, the cost for you is low ([further information](#))

More information: <https://www.ses-bonn.de/en/startseite>

Import Promotion Desk



- Are you a producer based in **Ecuador, Egypt, Ethiopia, Indonesia or Kyrgyzstan? In Colombia, Nepal, Peru, Sri Lanka, Tunisia or Ukraine?**
- And you would like to take your products to Europe?
- To increase your international market presence?
- The Import Promotion Desk (IPD) can support you. We will provide neutral, expert and cost-effective advice to enable you to establish the know-how and contacts you need to sell to the European market successfully and sustainably. Our services are geared towards **small and medium-sized companies** from emerging markets and developing countries with few or no existing contacts to Europe.
- **Any company which fulfils our programme criteria can apply** to IPD.
- **Matchmaking** and trainings where necessary

Please contact IPD directly here at the Biofach for more information!

Financing by DEG – Deutsche Investitions- und Entwicklungsgesellschaft

Companies active in developing markets can rely on DEG. The subsidiary of KfW offers more than tailor-made financing – you can trust the knowledge and expertise built up over more than 50 years. Customers benefit from the extensive experience in developing and emerging-market countries and the 14 locations worldwide.

The DEG experts advise and finance businesses with the right solutions

- **Financing** of private-sector investment
- **Preparing investments:** Financing of feasibility studies
- **Business Support Services:** aims at enhancing our customers' sustainability - with respect to commercial as well as social and environmental best practice)
- **Scaling innovative business models**

More information: <https://www.deginvest.de/Internationale-Finanzierung/DEG/Unsere-L%C3%B6sungen/Deutsche-Unternehmen/>

Organic Sourcing for Development





Claude Blaschette

Adviser for development cooperation (Business Scout for Development)

Im Auftrag des Bundesministeriums für wirtschaftliche Zusammenarbeit und Entwicklung (BMZ)

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