



develoPPP.de

Development partnerships with the private sector

Munich, 11 June, Intersolar



Tackling challenges together

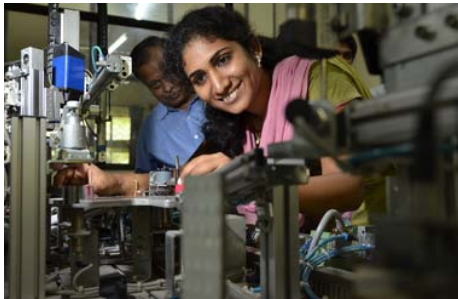
Through **develoPPP.de**, the German Federal Ministry for Cooperation and Development (BMZ) promotes **partnerships between the private sector and development policy** in the interests of both parties.

BMZ provides **technical support** for joint development partnerships and meets **up to 50% of the cost of the project.**





Your corporate objectives



You would like to

- Tap into markets in developing countries and emerging economies
- Pilot innovative technologies and products
- Sustainably expand your current activities in developing countries and emerging economies
- Secure value chains and improve your suppliers' quality and standards
- Position yourself as a value-oriented company that acts sustainably





develoPPP.de can support you



We can help you by

- Minimising financial risk for your company
- Providing access to our broad network of decision-makers in the areas of politics, NGOs and local businesses
- Offering you our expertise in the economic, social and environmental situation in developing countries and emerging economies



Your contribution to sustainable development



You support local development by

- Introducing sustainable **technologies** and passing on know-how
- Improving **employment** and social standards
- Integrating local populations 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



What is the contribution of the partners?



Private company

- Private investments
- Transfer of technology
- Local employment and income
- Commercial interest as the basis for sustainability of the projects

GIZ

- Country-specific, sectoral and inter-cultural know-how
- Decades of proven sectoral and regional expertise
- Network and contacts with governments, official bodies and NGOs locally
- Coordination, cooperation and mediation skills
- Project planning & management as well as infrastructure



Solar power for mobile phone masts and households



Objectives

- Solar-based energy supply to mobile telephone

Measures

- Mobile masts as anchor points for electrification
- Energy provider operates Antenna (jointly developed operating model)
- Sale of Energy to nearby villages via prepaid meter system

Results

- Three phone masts are operated using solar generated power
- 1,000 villagers gain access to electricity
- Health and climate risks are reduced
- Lighthouse project with high transferability



Information

Partners: Kirchner Solar Group GmbH and GIZ

Country: Uganda

Duration: August 2012 to July 2014



Cooperation with Kirchner Solar in Uganda - on site services of the GIZ



| | | | |
|--|--|---|---|
| <ul style="list-style-type: none">- Assessment of the feasibility- Search for partner(s) and location- identification of energy needs at pilot locations | <ul style="list-style-type: none">- Communications and coordination with authorities regarding regulations and approval processes- Initiation of licensing procedures | <ul style="list-style-type: none">- Conception of an operating model- Connection of local households to the power supply- Installation of the Prepaid Metering System | <ul style="list-style-type: none">- Building up of local capacities for maintenance and operation of the facilities |
|--|--|---|---|

- Development of a functioning business model for village electrification
- Strategic market development



Photovoltaic in El Salvador



Objectives

- Introduction of PV technology is possible

Measures

- Qualification of companies, energy suppliers and financing institutions in the financing and installation of photovoltaic systems
- Installation of a demonstration facility

Results

- Photovoltaic systems contribute to the independent energy supply
- At least 50 experts are trained per year
- Financing instruments for investments in photovoltaics are available
- Companies utilize photovoltaic systems to increase their productivity



Information

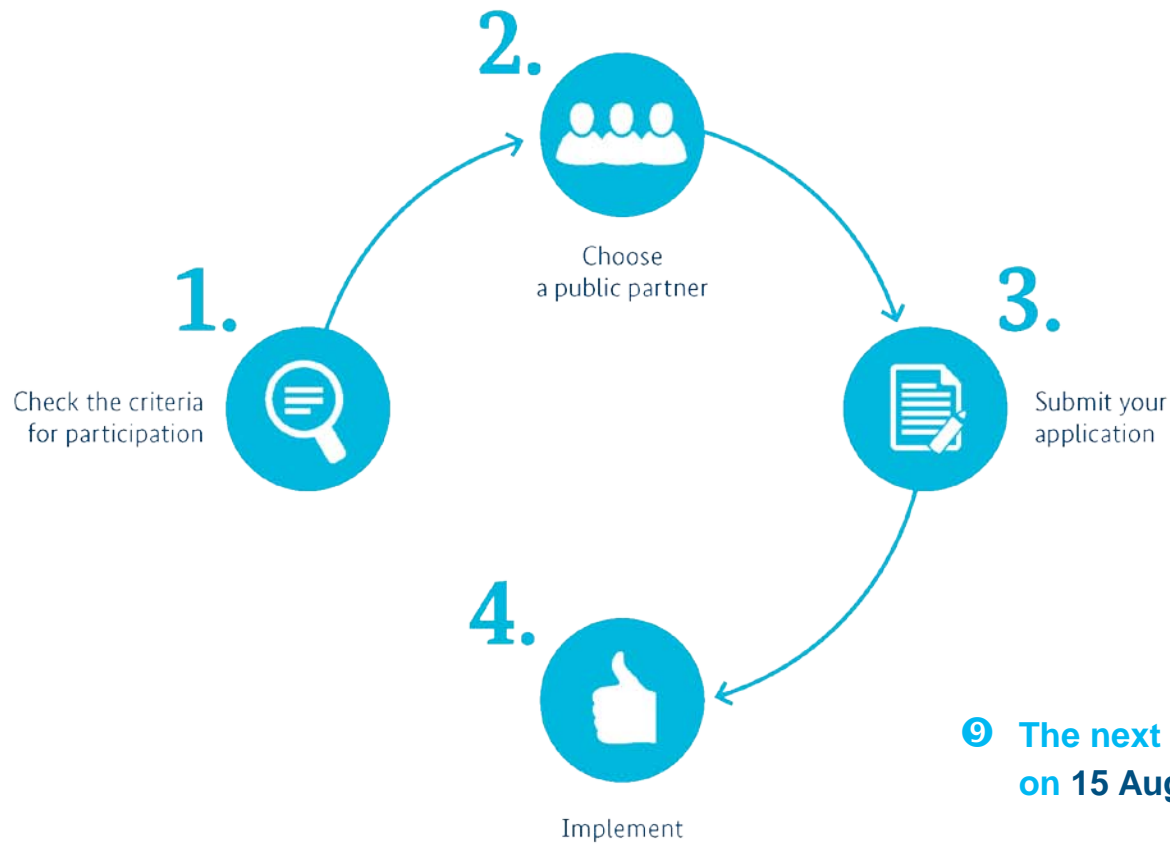
Partners: Solera GmbH and GIZ

Country: El Salvador

Duration: December 2012 to
June 2015



Applying to develoPPP.de



🕒 The next application phase begins on 15 August.



Do you meet the following criteria?



| Project criteria | Company criteria |
|--|--|
| <ul style="list-style-type: none"> The project meets development policy objectives | <ul style="list-style-type: none"> > EUR 1 million annual turnover |
| <ul style="list-style-type: none"> Complementarity of private- and public-sector objectives, profitability, and development benefits | <ul style="list-style-type: none"> > 10 employees |
| <ul style="list-style-type: none"> Subsidiarity: the project would not be implemented without the public sector contribution | <ul style="list-style-type: none"> Three years on the market |
| <ul style="list-style-type: none"> Competitive neutrality: project is open to all companies | <ul style="list-style-type: none"> Long-term involvement in partner country |
| <ul style="list-style-type: none"> Private sector contribution: at least 50% of project costs | <ul style="list-style-type: none"> Identifiable commercial interest on the part of the company |
| <ul style="list-style-type: none"> Project is mainstreamed in the sustainable involvement of the company in the target country | |

→ Further information available at www.develoPPP.de



Application deadlines



Companies should submit project proposals to their chosen partner by the end of the current application phase.

Application phases run from:

15 February to 31 March

15 May to 30 June

15 August to 30 September

15 November to 31 December





The development partnership timetable



→ Further information available at www.develoPPP.de



Key facts at a glance

| | |
|-------------------------------|---|
| Participants | German and European companies and their subsidiaries |
| Financial support | Up to 50% of costs (to a maximum of EUR 200,000) from BMZ funds |
| Eligibility criteria | <ul style="list-style-type: none">• Annual turnover of company must be over EUR 1 million• Company must have more than ten employees• Company must have been active in the market for at least three years• Involvement in the partner country must be on a long-term basis |
| Application | Companies can submit project proposals as part of the quarterly ideas competition All information and documentation is available at www.develoPPP.de |
| Strategic partnerships | Outstanding projects may receive more extensive funding as Strategic Development Partnerships that run in parallel with the ideas competitions |

→ Further information available at www.develoPPP.de



How to contact us



Deutsche Gesellschaft für
Internationale Zusammenarbeit (GIZ) GmbH
Dag-Hammarskjöld-Weg 1-5
Eschborn

Sylvia Buhl, Project Manager

T +49 (0) 6196 79-2249

F +49 (0) 6196 88 79-2249

E sylvia.buhl@giz.de

Internet: www.giz.de and www.develoPPP.de



Thank you for your attention.
We look forward to hearing from you!

