

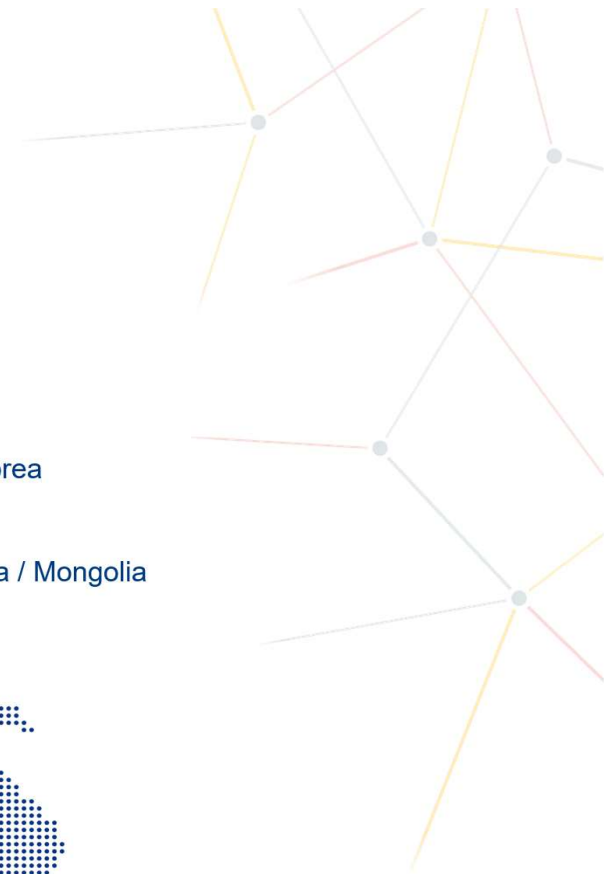
Support Services of the Federal Ministry for Economic Cooperation and Development (BMZ) – Focus Asia

Christiane Schnöckel, Business Scout for Development at the German Asia - Pacific Business Association (OAV), Hamburg, seconded by the BMZ

My Partner Institution (I)



- Network of German Business for the Asia Pacific Region
- Covers 30+ countries
- Located in Hamburg
- Core services: information, tailor made consulting, events, network itself

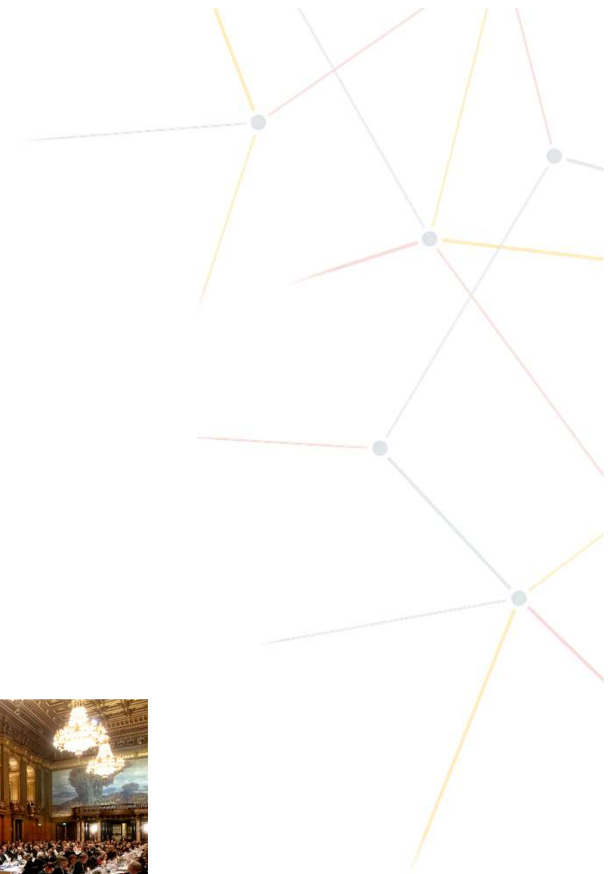


My Partner Institution (II)

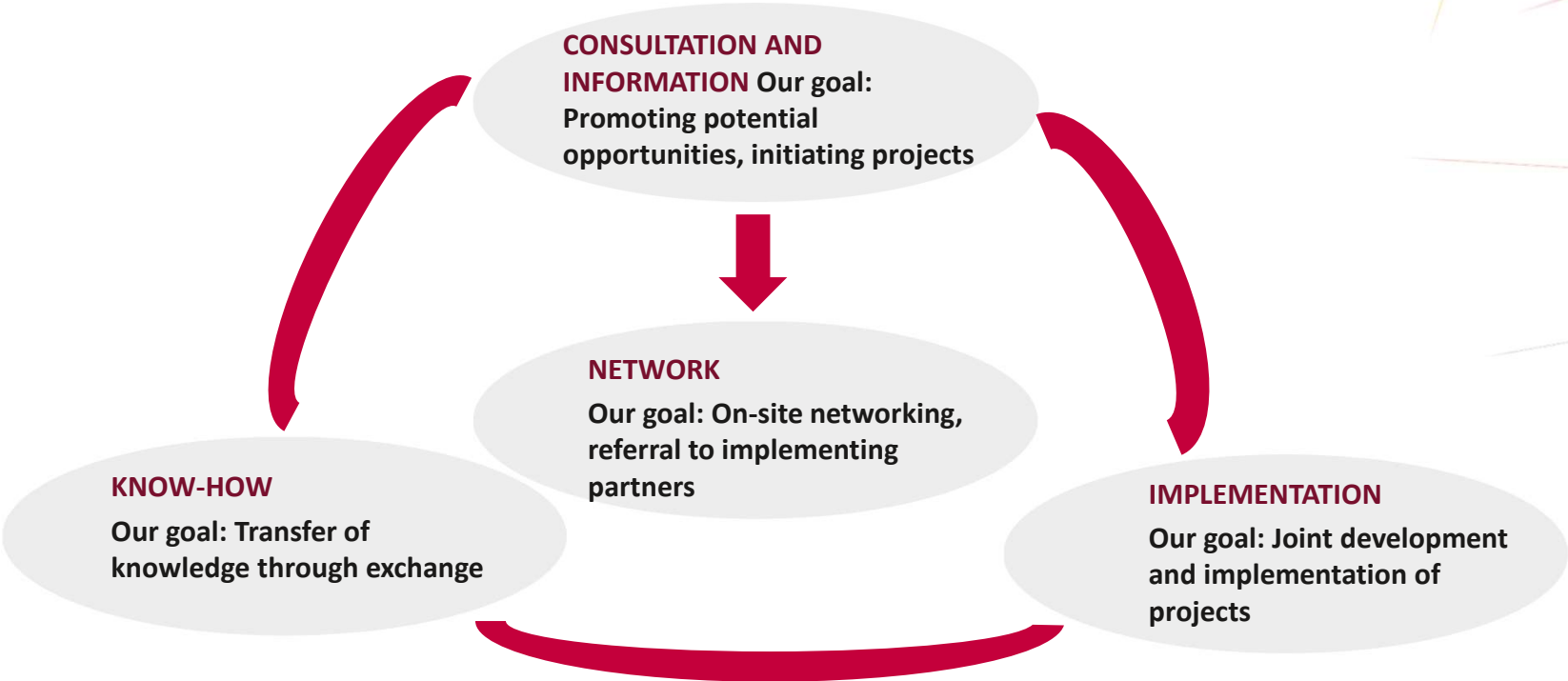


• Events and knowledge transfer

- Webinars for country conferences with the local ambassadors
- Industry specific working groups (e.g. textile industry, health care, etc.)
- High ranking conferences with representatives of the APA
- Delegations travelling to Asia-pacific, organized by OAV as well as hosting delegations from Asia-pacific in Germany
- Europe's largest networking event in regard to doing business with Asia: Ostasiatisches Liebesmahl



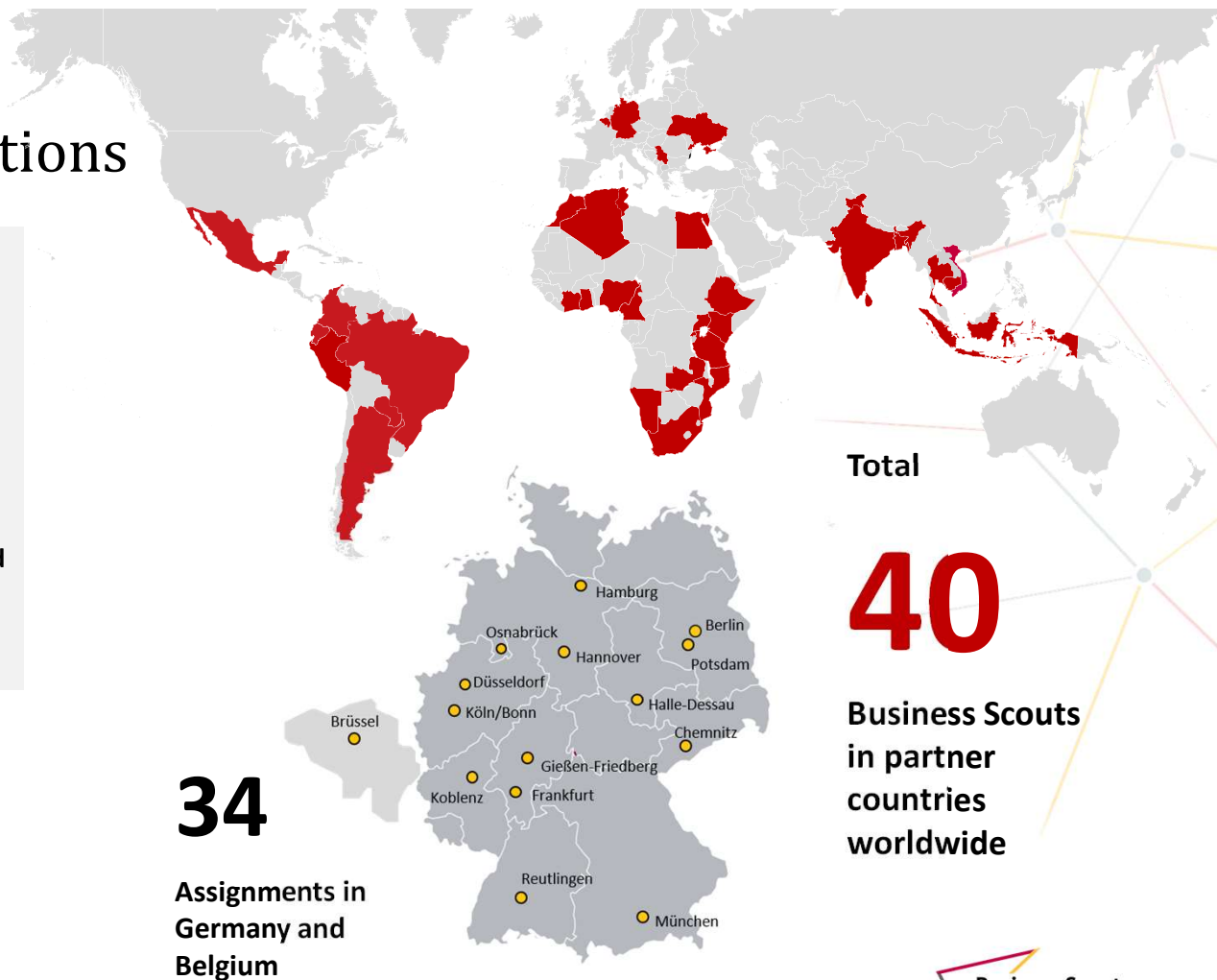
Our Skills and Tasks



Business Scout Locations

Outline data about the programme

- Global approach: Engagement in nearly **40 countries** in Africa, Asia, Europe, Latin America.
- Duration: **4 years** (2021-2024).
- Contract volume: **55 million EUR**
- Staff: **Approximately 80 employees and integrated experts** work at partner institutions or directly in the structures of DC on site.



Support Programmes of the BMZ

Consulting/ Networking

- Agency for Business & Economic Development
- Business Scouts for Development
- German Desk
- Neue Märkte – Neue Chancen
- Senior Expert Service

IMPORT/EXPORT

- Import Promotion Desk
- Alliance for Integrity
- German Alliance for Trade Facilitation
- Leverist.de

INVESTMENTS

- Feasibility Studies
- Business Support Services
- Up-Scaling
- develoPPP.de
- PREVENT Waste Alliance

COVID 19 Response



- develoPPP.de
- Business Support Services
- Leverist.de Covid 19



- Financial or technical support, up to 2 million € funding, max. 50% public contribution for:
- Sustainable pilot investments when business interests match with development objectives
- Official competition usually four times a year with “own BMZ” funding: www.develoPPP.de
- German / European companies and companies in developing / emerging countries can apply
- Current develoPPP competition is running till end of September/ Topic: Training and employment for socio-ecological transformation
- Implementing partner is either GIZ or DEG
- It is recommended to contact a Business Scout or the develoPPP program at early stage of a project idea

Two experienced partners at your side: DEG and GIZ

DEG - Deutsche Investitions- und Entwicklungsgesellschaft mbH and the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH are two highly competent and experienced partners in German development cooperation who will support you in structuring and implementing your develoPPP Classic project. The selection of the right partner is highly individual and depends on both your objectives and the specific design of your project.

 <p>DEG</p> <p>DEG, a subsidiary of KfW, has been supporting private companies that want to become sustainably active in developing or emerging countries since 1962. Based on its many years of experience as a leading European development financier, DEG's focus is on develoPPP projects that are implemented on the ground largely independently by the partner company.</p> <p>Submit your project idea to DEG now</p>	 <p>GIZ</p> <p>GIZ has been active in international cooperation for sustainable development for more than 50 years. Due to its proven technical and regional expertise in more than 120 country offices and its strong networking with local structures and actors, GIZ has its focus on develoPPP projects, which are to receive technical support on the ground and be integrated into local networks.</p> <p>Submit your project idea to GIZ now</p>
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Minimum requirements to be met by your company

Before you can apply for funding via develoPPP Classic, your company must meet the following minimum requirements:

- Registered in the EU, EFTA or a developing/emerging market country
- Privately owned and profit-oriented
- Minimum staff of eight
- Annual turnover of at least EUR 800,000
- Minimum of two audited annual financial statements
- Positive net income as well as sufficient equity capital and liquidity to ensure your company's contribution

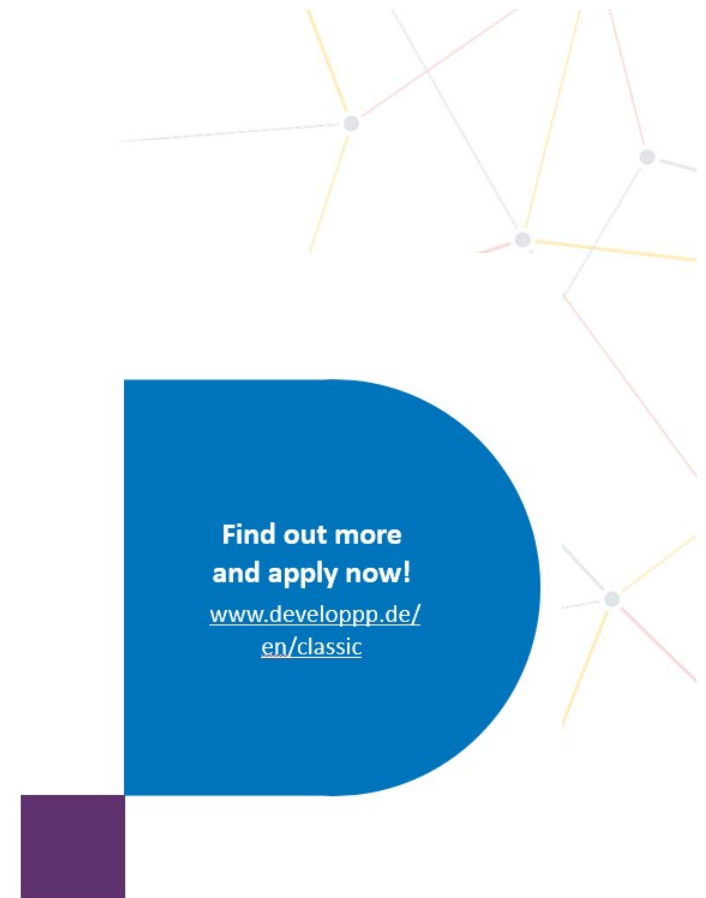
**Find out more
and apply now!**

[www.developpp.de/
en/classic](http://www.developpp.de/en/classic)

Minimum requirements to be met by your project

Before your project can be considered for support under the develoPPP Classic framework, it must meet the following criteria:

- Business-driven goals
- Project is not directly relevant to company earnings (no support for core business)
- Contribution to UN Sustainable Development Goals (SDGs)
- Competition neutrality and product neutrality
- Subsidiarity
- Complementarity
- Realistic objectives, coherent project design
- Creation of long-term structures



Integrated Development Partnerships with the Private Sector (iDPP)



- Projects are **part of the implemented GIZ programs** in the country
- Usually only smaller project funding available
- Private company is regarded as partner and both sides want to reach common goal
- iDPP seek strategic and long-term collaboration with significant contribution
- Possible GIZ projects and programmes of interest in Indonesia with regard to today's topic:

CLIMATE, ENVIRONMENT,
MANAGEMENT OF NATURAL
RESOURCES

Implementing Ambitious Climate Actions in Southeast Asia
Strengthening reduce, reuse, recycle (3R) to preserve marine biodiversity
Reducing emissions through improved waste management
Making infrastructure in Indonesia more modern and climate-friendly
Rethinking Plastics: Circular Economy Solutions to Reduce Marine Litter
Sustainable Use of Peatland and Haze Mitigation in ASEAN (SUPA)
Forests and climate change programme (FORCLIME)
Promoting Sustainable Urban Transport in Indonesia (SUTRI NAMA)
Promoting Bus Rapid Transit Systems in Indonesian Cities (INDOBUS)
Low-Emissions Oil Palm Development (LEOPALD)

Further DEG Support Programmes **KFW** DEG

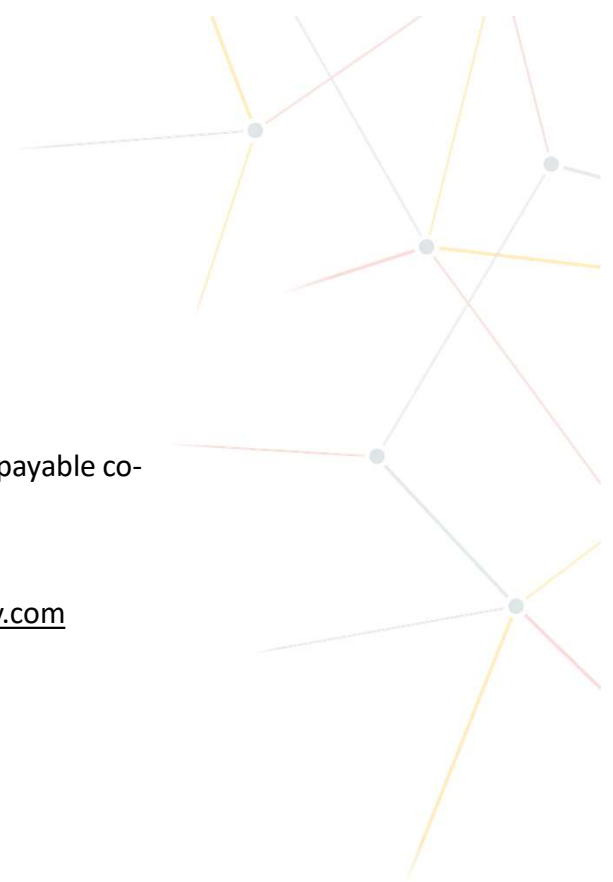
A: Financing for corporates (Long-term loans, equity investments, mezzanine finance, bonds)

B: Co-Financing of Feasibility Studies: (max. 50% cost, max 200,000 €)

C: Business Support Services (match with external experts providing advisory solutions, non-repayable co-financing)

D: Up-Scaling Programme (financing of early-stage SMEs, scaling innovative business models)

E: German Desk Indonesia at PaninBank: Volker Bromund, volker.bromund@prime-consultancy.com



Thank you!



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Development (seconded by
BMZ to den OAV)

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Business Scouts for Development work as development cooperation experts on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ).

