

develoPPP.report



Progress through diversity

develoPPP.de



What is develoPPP.de?

In the develoPPP.de programme the initials PPP signify public-private partnerships. These are development partnerships between enterprises and development agencies which are jointly planned, financed and implemented.

DEG, GTZ and sequa work on behalf of the Federal Ministry for Economic Cooperation and Development (BMZ).

What does develoPPP.de offer the private sector?

- We contribute finance and personnel to projects that benefit partner country development.
- We guide and support you in project planning and implementation.
- We provide contacts to governments, business associations and enterprises.
- We offer our country- and sector-specific expertise and our knowledge of legal frameworks.

If you are planning projects in developing countries, talk to us first.

www.develoPPP.de



Dear Readers,



Hans-Joachim Hebgen



Jörg Hartmann



Susanne Sattlegger

The knowledge that there can be no development without economic progress is nothing new. After all, we have been working with the private sector in Germany and Europe for over 10 years to bring sustainable improvement to the living conditions of people in Germany's partner countries. The net results are impressive. DEG, GTZ and sequa have so far implemented over 1,800 projects in partnership with businesses on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ).

develoPPP.de gives the private sector and development cooperation an opportunity to explore new approaches. In so doing, our focus is predominantly on sectors with a particular need for development policy and those in which the German private sector can offer specialist expertise. We have been holding ideas competitions to this end for the past year. In response, DEG, GTZ and sequa received a total of 561 proposals, which have since resulted in 125 development partnerships with the private sector.

This magazine also serves to reflect the thematic diversity of our development partnerships with the private sector. Our PPPreport, published on a regular basis for several years now, recently underwent both a name change and a facelift. At the core of the current issue is a detailed presentation of topics for the latest ideas competitions – water; agribusiness and biodiversity; energy; conservation of natural resources and climate protection; vocational training, education and qualification. And as usual, the examples we showcase illustrate the outcomes that businesses and public sector development cooperation can achieve through joint initiatives.

We hope you find this issue both interesting and stimulating.

Hans-Joachim Hebgen
First Vice President
Special Programs – DEG

Jörg Hartmann
Executive Director, GTZ Center for
Cooperation with the Private Sector

Susanne Sattlegger
Programme Coordinator
sequa gGmbH



Old boilers have served their time

In South Africa the sun is being used to cut both energy bills and CO2 emissions

With 300 days of sunshine in an average year, South Africa would seem an ideal candidate for the use of solar energy. But until now there has been a shortage of experts with the necessary training to install solar systems. With the aim of inducing 250,000 households a year to convert to solar thermal energy, the Government has now launched a campaign that makes public grants available for solar conversions.



Johannes Mücke



Martin Ost



South Africa's energy supply network has already been operating at its limits for some time – power cuts are commonplace and often last for several hours. Electricity is derived mainly from coal, placing a burden on the environment, and state subsidised prices encourage wastefulness. But there is now a growing consensus that energy must be produced more efficiently and used more sparingly. In future, greater importance will be attached to wind and solar power – and the hot water supply in private households offers an obvious starting point. As yet, however, there are too few technicians with the expertise to install and maintain such solar systems.

A remedy is now at hand in the form of a development partnership between DEG and air conditioning manufacturer Alltube, a South African subsidiary of the German company Alexim GmbH. The aim of the joint initiative is to provide South African plumbers with professional training in the instal-

lation and maintenance of solar heating systems as part of a certified training programme.

Over the full term of the project, Alltube, in partnership with Schüco International KG and the South African-German Chamber of Commerce and Industry (AHK), will run three courses for tradesmen, training altogether 46 experts during the funded start-up phase. The first course was aimed at qualified plumbers, the two subsequent courses will begin with a 45-day training module in basic plumbing skills. All three courses include a 5-day training module on solar energy, as well as a 5-day specialist module on solar technology led by Schüco. Alltube is also negotiating with the South African Department of Labour to continue funding for the training model after the project is over. If agreement can be reached on this, six successful graduates from the training programme will be trained as instructors and will provide training for other solar engineers once the project has been concluded.

INTERVIEW

“We have to prove ourselves with quality”

Johannes Muecke, Managing Director of Alltube, and Martin Ost, Technical Manager – Solar Division, are confident they can beat off strong competition from China.

Mr Muecke, Alltube has joined up with DEG to train solar technicians in South Africa. Can you outline how this partnership came about?

A few years ago we implemented a similar project with DEG. As we mainly produce aluminium parts for motor vehicles, we were running a training scheme for welders at the time. Today we also distribute solar systems produced by the German manufacturer Schüco. However, in South Africa there is a shortage of

experts with the know-how to install these systems. So it seemed obvious to approach DEG with a new proposal for another joint project, this time involving solar technicians.

The South African Government is considering grants to induce households to use solar energy for heating water in future. How do you assess the market? South Africa's coal-fired power stations have been unable to meet the electricity needs of households and enterprises for some time. The Government became concerned at the possibility of lights going out during the Football World Cup and so decided to implement a number drastic measures. The price of electricity is set to double over the next three years. We have just had the first price rise of 25%. The Government hopes to see one million solar heating systems installed by 2014. So we expect demand to rise considerably.

Who are your main competitors?

We face competition chiefly from the Far East, and to some extent from Australia. Since these countries can offer their systems at much lower cost, we have to prove ourselves with the quality, service and durability of our systems. To do this we also need public exposure, which we are achieving thanks to our training project at the Builders Training Center in

Soweto. This is a training facility for skilled trades initiated by the German Chamber of Commerce and Industry in South Africa. There has been a great deal of media interest and our involvement has attracted Government recognition.

Mr Ost, the project kicked off in November 2009. The first batch of solar engineers has undergone training. What will the next step be?

Yes, the first group has completed its training and some participants have already got together to start their own business. We are currently preparing the second course. Demand is rising rapidly, but so far training for solar heating experts is available only in Soweto, Pretoria and Cape Town. So the Government has asked us to examine the possibility of developing a further training facility for KwaZulu-Natal province in its capital Pietermaritzburg.

What importance does Alltube attach to DEG participation?

As a medium-sized enterprise it would be impossible for us to support a training project of this magnitude without DEG. Moreover, thanks to DEG we are able to establish valuable contacts with other German funding organisations that can help broaden the use of solar technology in South Africa even more rapidly.

DID YOU KNOW that around 600 German companies have set up business in South Africa, creating jobs for over 90,000 people? These include some of the country's largest and most advanced production facilities. According to the German Federal Foreign Office, however, there are still excellent opportunities to be found in this growing market, in particular for medium-sized enterprises.



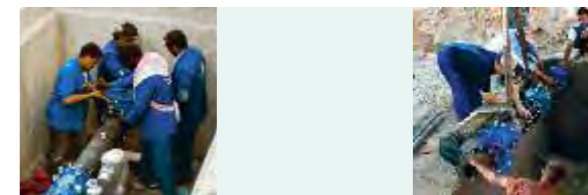
Watertight!

Reducing drinking water losses in developing countries

Water loss is part of a cycle in which poor workmanship and faulty assemblies are frequently responsible for leaky supply lines. Over time, even small leaks can lead to significant water loss.



Lutz Happich



Water losses arising from poor water supply systems in developing and emerging countries have a particular impact on the poorer segments of the population. VAG-Armaturen GmbH and GTZ have formed a strategic alliance with the aim of reducing avoidable water losses in cooperation with other partners. Targeting the water companies first and foremost, the project provides information about the procedures and technologies of advanced water management.

As the demand for water continues to rise among both private and industrial users in developing countries, global resources are becoming increasingly scarce. For this reason the German Federal Ministry for Economic Cooperation and Development (BMZ) is supporting measures to do all possible to reduce water losses in drinking water supply systems. Often there is a lack of expert knowledge about how such losses can be minimised.

So GTZ, in cooperation with VAG-Armaturen GmbH, the University of Applied Sciences Northwest Switzerland and the Karlsruhe Institute of Technology, has drawn up a set of guidelines to reduce water losses through pressure management. The guidelines are designed to help analyse the causes of water loss and develop strategies for loss reduction. This will enable decision-makers and water supply managers to plan their systems more efficiently. Furthermore, the lessons learned will give engineers and technicians new ideas on how to improve existing systems through pressure management.

The partners are currently implementing pilot projects in the Middle East, West Africa and Latin America in order to make the guidelines available as widely as possible. In addition, the projects include training in the use of methods and instruments to help make long-term water savings.

INTERVIEW

“If the water works, then everything works”

Lutz Happich, Director of Pressure Management, VAG, shares know-how and technology and explains why.

Mr Happich, how did the partnership between VAG and GTZ come about?
There has been contact between VAG and GTZ for many years as a result of our international business activities. In 2004 we developed a procedure to reduce losses in water supply networks and offered this new technology in developing and emerging countries. We successfully completed our first development partnership in Bello Horizonte, Brazil, in 2005.

Could you outline the main causes of water loss?

Physical water losses, that is to say losses arising from broken pipelines, leaking valves and water tanks, have

many different causes – ageing pipeline systems, poorly installed pipework, inadequate maintenance and servicing and a failure to optimise management of the distribution network. But there are also economic losses, most of which are the result of water theft.

What benefits do you expect to see from the project?

Our ideal would be to achieve a fusion of the interests of all those involved in water projects. Sound investment in water distribution networks can only be safeguarded if existing budgets are used with the necessary degree of focus. It is hoped the strategic alliance will kick-start the process of change.

How are the guidelines used and how important are they?

The guidelines provide all those working in the water industry with pragmatic support, since they address management, engineers and technical staff on an individual basis. The guidelines are designed to encourage all involved to adopt a responsible approach to such a precious resource.

What particular challenges do you face in implementing the project?

The greatest challenge is to bring about a change of attitude among those responsible for the water distribution networks.

Despite widespread acceptance that water will become a critical resource in the years ahead, many investments still focus on developing new resources without improving existing infrastructures.

Do you think your project will serve as a model for others to follow?

It would be nice to see more German companies taking the opportunity to establish made-in-Germany technology in export markets through targeted investment. In particular, there is still a great deal to be done in terms of capacity building. But if German technologies are to be applied sustainably and function properly, there must first be adequate training of local workers.

What part does GTZ play in the project?

Our GTZ colleagues are an integral part of the project team. They help bridge the gap between the new technology and decision-makers in the market. This dialogue forms the basis, as the introduction of new technologies always goes hand in hand with change in existing philosophies. This challenge can only be mastered with the help of good and established contacts.

DID YOU KNOW that worldwide more than 32 billion cubic metres of clean drinking water are lost irretrievably as a result of faulty pipelines? Based on a daily consumption of 250 litres per person per day, this is enough to meet the water requirements of over 350 million people for a year.



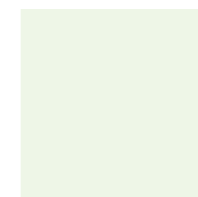
Eco-plastic from Brazil

Bagasse – an environmentally friendly raw material for the plastics industry

Brazilian production of sugar and bioethanol results in massive quantities of the waste product bagasse – crushed sugarcane. Using a process developed by TECNARO, these residues can be converted into plastic granules suitable for processing in conventional plastics producing machinery to manufacture for example household goods and car components.



Dr Lars Ziegler



Brazil is the world's leading producer of sugar, with over 60% of global production coming from Brazilian sugarcane. Each year, however, the sugar production process generates 150 million tons of the waste product bagasse – the fibrous residues from crushed sugarcane. Over one third of this organic waste is incinerated and used for energy production, even though the moist material is relatively unsuitable and releases environmentally harmful greenhouse gases during combustion. But bagasse also lends itself to environmentally friendly processing.

This has been demonstrated by a project implemented in collaboration with sequa by the German technology company TECNARO and supported by the Brazilian training organisation SENAI-CIMATEC. TECNARO specialises in manufacturing plastic-type materials derived from wood and other plant

fibres. This multi-award winning company developed the purely organic material ARBOFORM, for example, which is made from 100% renewable raw materials. Like synthetic plastics, this can also be processed in conventional plastic producing machinery to create moulded parts. TECNARO and SENAI-CIMATEC studied the properties of sugarcane fibres, developed a production process for a cheap composite material made from bagasse and plastic granules, and tested potential applications for the new material. They also set up a pilot plant. TECNARO trained six CIMATEC experts, who have continued product development independently since completion of the project and pass their expertise on to other students at the institute. In addition, SENAI now offers a new Master's degree course in Materials Science.

INTERVIEW

“We’re already considering a follow-up project”

Dr Lars Ziegler, formerly of the Fraunhofer Institute, now heads up TECNARO's R&D Department. During the bagasse project he worked as an Integrated Expert (CIM) at the Brazilian training organisation SENAI-CIMATEC, where his remit included developing international partnerships.

Dr Ziegler, the bagasse project in Brazil was concluded around two and a half years ago. Can you sum up what it achieved?

We developed a thermoplastic material based on bagasse and used this to manufacture moulded parts both in Germany and at a pilot plant in Brazil. Six SENAI employees were trained as multipliers to pass on the required know-how and enable product development to continue independently. SENAI now also

offers a new Master's degree course in Materials Science, part of which involves the study of natural fibre composite materials. But in addition to research and development activities, TECNARO also developed initial contacts with Brazilian suppliers and potential customers during the project.

Is research continuing into the transformation of plant-based raw materials to thermoplastics in Brazil?

Absolutely. SENAI-CIMATEC is currently working, for example, on a composite material made from sisal and is running a project with the Brazilian Navy to test ship decks made from a mixture of wood and polypropylene.

What progress has been made in terms of product development?

There is currently a range of 46 household products made by Coza from our materials on the Brazilian market. However, as demand in Brazil is not yet high enough to justify building a Brazilian production facility, we currently supply our stockists predominantly from Germany. SENAI now also has an efficient plant, which means that if customers require materials to be produced locally in Brazil, they can in future come and test them here. This was the case recently, when a well-known automotive group inspected and approved our materials.

We hear that you're already considering a follow-up project with sequa in Brazil. Can you tell us a little about that?

Yes, we're thinking about investing in developing other products in Brazil. In our first project we worked on a fibre composite material for the Brazilian market, in which bagasse fibres were integrated into a synthetic plastic. With our partners we now want to develop and market a material made predominantly from Brazilian and purely organic raw materials – and therefore one which is 100% biodegradable. In Germany we already produce the wood-based material ARBOFORM. Here, instead of synthetic plastic we use the organic raw material lignin as a polymer binder. This occurs as a natural by-product in the pulp industry. Brazil generates large quantities of lignin from the pulp production of eucalyptus wood, most of which is currently incinerated.

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DID YOU KNOW that with a GDP of USD 1,600 billion, Brazil is the world's tenth largest economy? Measured in terms of GDP per capita, however, the country ranks only 65th. Brazil's major problems include a high crime rate and extreme inequality in income distribution.

Diversity through ideas competitions

A diversity of topics makes for a diversity of partnerships. That's why at develoPPP.de we change the content of our ideas competitions on a regular basis in order to bring the latest priority areas of German development cooperation into focus. Interested enterprises are currently invited to submit proposals on any of the five topics outlined individually on these pages.

We are also interested in innovative concepts that fall outside the defined priority areas. For this reason, in addition to the competitions described here, we also run open innovation competitions as part of our search for outstanding proposals for development partnerships – regardless of the current topics. These might be products, processes or services that are suitable for introducing or optimising in our partner countries. What counts is the innovative quality of the idea.

DEG



Resource and climate protection

Resource and climate protection form a key priority area for German development cooperation. Ecosystems in emerging and developing countries are habitats for many different plant and animal species. They conserve biodiversity and help regulate the Earth's climate. Even today, climate change is leaving these regions facing a number of enormous challenges. Harvests are withering as a result of ever longer periods of drought, severe storms are leaving large tracts of land flooded, diseases such as malaria are becoming more widespread, and rising sea levels are endangering many of the world's major coastal cities.

This competition largely aims at enterprises with proposals for climate-friendly environmental technology, sustainable and ecological approaches to cultivating agricultural land or forestry areas, or with ideas for introducing environmental management systems.



Energy

A sustainable energy supply is vital for development – without it there can be no production and no new jobs. Energy is needed to grow and process food, to heat homes and schools, to run hospitals and to process clean drinking water. It facilitates global communication and mobility. The development and expansion of energy supplies in developing countries is a key prerequisite for success in combating poverty, as well as for achieving the Millennium Development Goals (MDG). At the same time, measures must be taken to reduce global energy consumption and stop climate change.

In addition to promoting renewable energies, the competition also serves to implement measures proposed by enterprises aimed at improving energy efficiency.

GTZ



Agribusiness and biodiversity

Agriculture is an important source of income and jobs in developing countries. It also involves a variety of both upstream and downstream operations, such as suppliers of fertilisers and distributors of agricultural products. Improving value chains, establishing quality standards, reclaiming land previously used for mining and introducing environmentally compatible production methods are all ways to support market-driven and sustainable development of the agricultural sector in BMZ's partner countries. One major challenge for sustainable agriculture is the conservation of biodiversity. For biodiversity contributes to food security and the preservation of natural habitats.

This competition therefore targets not just agricultural operations, but also enterprises from other sectors of the economy seeking to structure production processes in such a way as to help preserve biodiversity.



Water

Sustainable development is impossible without water. The supply of clean water and proper wastewater disposal are at the root of good health and decent living conditions. Technology transfer is a major priority, particularly in terms of system maintenance and servicing, hygiene awareness, installation of water sales points and management training. This valuable resource is of importance not only to water management companies, but also to businesses in other industrial sectors.

That is why this competition addresses in particular any companies that have adapted production processes to encourage a more responsible approach to water use.

sequa



Vocational training, education and qualification

Skilled workers with proper training are a basic requirement for the economic development of any country. Companies that provide training and qualification beyond their own immediate needs and make expertise available to a broad target group in the partner country are called upon to submit ideas for this competition. Of particular value are initiatives in which local partners such as schools and universities serve as multipliers, as well as those that set up sustainable training structures in the partner country. For example, this may involve training of trainers, curriculum development, or the provision of equipment for schools.

We also welcome proposals that contribute to the introduction of new training and study courses, incorporate the provision of advisory services to decision-makers, and play an active role in shaping the framework of vocational and technical education in the partner country.



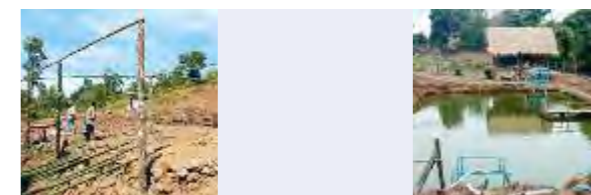
Fish and vegetable crops in a symbiotic relationship

Aquaponics – fish and crop plants share the same recycled water in Laos

If the demonstration project in Laos proves economically viable, it is possible that a Lao-Thai franchise model may be developed, in which regional distributors grow fish and crops with the support of Pro Arkades.



Volker Höhne



Around 75% of the 6 million inhabitants of Laos live from agriculture, most of them growing produce for their own needs in micro enterprises. Fishing and fish-farming are particularly common in the Mekong region and form the main or secondary source of income for around 8% of farmers. Fish is the main source of protein for the poor. During the dry season, when the availability of fish decreases, large sectors of the population suffer from malnutrition. According to WHO, poor hygiene and the consumption of raw and spoiled fish are the chief causes of widespread parasitic diseases such as liver fluke and tapeworm, which affect about 50% of schoolchildren. In addition, stocks of certain fish species are at risk from over-fishing.

Now a new resource-conserving process that systematically combines fish farming and crop cultivation is undergoing testing

as part of a development partnership between DEG and Pro Arkades GaLaBau und Sanierungsgesellschaft. It is hoped this process will both deliver economic potential for the rural population and make a significant contribution to food security and health. A consortium of German, Lao and Thai companies, under the leadership of Pro Arkades and in close cooperation with local authorities, is developing a system (aquaponics) in which nutrient-rich 'fish water' in a closed circulation system serves as the basis for crop cultivation. A location for the pilot project is now to be chosen at a readily accessible site in the southern uplands of Laos close to the Thai border. If testing proves economically viable, the process will be rolled out to other parts of Laos and subsequently to locations in other countries of Southeast Asia.

INTERVIEW

“Our project has been very well received by the local population”

Volker Höhne, Chief Executive, Pro Arkades GaLaBau und Sanierungsgesellschaft mbH, sees excellent prospects for aquaponics systems in South-East Asia.

Mr Höhne, can you briefly explain what the term 'aquaponics' means?

Aquaponics is a word creation that combines elements of the terms 'aquaculture', or fish farming, and 'hydroponics', which is plant cultivation in water rather than in soil. Aquaponics is therefore a combination of fish farming and crop cultivation in a single recycled aquatic environment. The main aim is to make use of nutrients contained in the 'fish water'.

What gave you the idea of introducing the aquaponics model in Laos?

We are always looking to develop new areas of activity with future potential. The idea of carrying out an aquaponics project at international level came about as part of our proven cooperation with research institutions and specialists in related business fields. We decided to implement the project in Laos. If we can demonstrate that such systems are economically viable in a less developed country such as Laos, then Pro Arkades and its partners will be able to re-evaluate the position going forward.

How has the project flourished to date?

The pilot facility began operations in March 2010. Indigenous fish – tilapia – have been introduced into the aquaponics system, plant seedlings have been pre-selected and will shortly be planted. We expect the first 'fish and crop harvest' in the late summer. We are currently working on preparations for a series of aquaponics seminars and workshops to be held at the site.

Have you had to overcome resistance or obstacles in Laos?

The Lao partner, in which the Lao Government holds an interest, plays an active role in the project. And as the following anecdote illustrates, this integration meant the project met with local accept-

ance from day one. When we were considering our choice of planting material, we decided on lava, which is readily available in the area around the demonstration facility. When the local schools were called upon to collect a truck load of lava, we were astonished at the response and the readiness of the population to support the project. Now a small settlement has grown up around the demonstration facility, where previously there was nobody. That proves not only that there is interest, but also that we are on the right path and that our project has been accepted by those with a long-term interest in its implementation.

What is DEG's role in the project? Would you still be operating in Laos today without the help of DEG?

Structuring and broad-based impact measures go far beyond our core business and would have been impossible without DEG help. The economic risks would have been too high for us and our Lao partners.

DID YOU KNOW that around 80% of public investment in Laos is financed by international donors? Until now the country has been a very minor player in the global economy, but decisive restructuring of the private sector and promotion of mining, hydroelectric power, agriculture and tourism are helping to generate economic activity and create considerable development potential for the future.



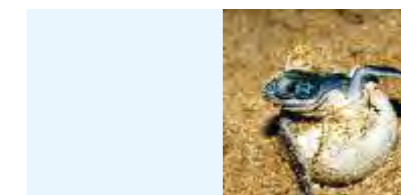
Bananas and sea cows

Nature conservation as an economic factor

This joint project supports protection measures for the ecosystems and nature reserves Bosque Sixaola in Costa Rica and San San Pond Sak in Panama. Even the endangered sea cows are returning to their native waters.



Roger Kurzawa



The warm, humid climate of Central America offers ideal conditions for cultivating bananas. Panama is one of the world's leading producers of this popular fruit and accounts for over 80% of all Chiquita bananas retailed by REWE. On the borders of Panama and Costa Rica, in one of the world's most biodiverse wetland areas, the German retail group REWE, Chiquita, the Costa Rican banana industry body CORBANA and GTZ have formed an alliance to help preserve biodiversity in the region.

The partnership initiative tackles the problem at various levels, including measures to develop new sources of income for the local population. Sales of traditional handcrafted goods are helping to create new jobs. Programmes for schools and local

communities are raising environmental awareness among people in the region. And as demand for eco-friendly and resource-conserving products increases, so too does heightened environmental awareness result in long-term improvements to the economic situation of local people.

REWE has already purchased 130 hectares of farmland and set up an action group among local people. The nature reserve, which will subsequently be handed over to Panama's national environment protection authority, now has tree nurseries to help with the reforestation and renaturing of sites. In addition, conservation areas have been set up for endangered species such as sea cows and turtles. So far over 4,000 turtles have successfully hatched in the protected breeding grounds.

INTERVIEW

“Protecting the climate and environment is a form of resource conservation”

Roger Kurzawa, REWE Group's Category Manager Fruit and Vegetables, believes REWE, Chiquita and GTZ form an ideal alliance.

What made you decide to start operations in Central America?

The REWE Group sees involvement in Central America as crucial, because climate change specifically poses a threat to growers and retailers alike. That's why for REWE, protecting the climate and environment is also a way of conserving resources. Our goal is also to help improve the economic and social circumstances of the local population. People

in producing countries need perspectives and security. Otherwise daily existence is dictated simply by the struggle to survive. And then there is no room for ecological issues. This is what we want our partnership to change.

What importance does your company attach to sustainability?

I can best answer that with a quote from the chairman of our Board of Management, Alain Caparros: 'We must give answers to ecological and social challenges not just at the point of sale, but along the entire value chain.'

How did the partnership with Chiquita come about?

We have been working with Chiquita for some time. So it was natural for us to consider possible joint initiatives in Central America. Chiquita was positive about a partnership from the outset and now has on-site responsibility for overseeing our joint nature conservation project. REWE and Chiquita make ideal partners.

What is so special about the project?

We keep a close focus on social and ecological aspects. We make sure that hierarchies remain flat and we attach great importance to transparency. That is the basis of implementing a project like this effectively. Each partner knows its role and we work as a team. It was also very important for us to integrate local

partners from the outset. That enabled us to build a great deal of trust locally. People see that we want to work with them to achieve results and instigate change.

How is the project progressing?

We're more than satisfied with initial results. The renaturing of farmland is going well, the leatherback turtles have now occupied the breeding grounds, and preliminary education projects for the local population have already been implemented.

How do you see development of the project going forward?

With the involvement of an additional partner in Costa Rica (CORBANA), the project has grown both in scale and importance. We're sure that we are on the right track. Other projects are already at the development stage.

What benefits do you see in the partnership with GTZ?

Involvement of the public sector is absolutely essential. In GTZ we have a partner on board whose expertise and contacts offer vital support with project planning and implementation, thereby helping to ensure the success of the project.

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DID YOU KNOW that Central America is one of the world's most biodiverse regions? Seven per cent of the world's species live here in an area covering just 0.3 % of the earth's surface. But these natural resources are under threat from population growth, climate change and poverty.

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