

# The Agency for Business & Economic Development:

Advisory service on support programs and financing options for  
business engagement in developing countries

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## Background

- Create **win-win situations** for business and development
- Commissioned by the German Federal Ministry for Economic Cooperation and Development (**BMZ**)
- **Inaugurated** on 26 April 2016
- Staffed by **senior advisors** from the Deutsche Gesellschaft für internationale Zusammenarbeit (**GIZ**) and the Deutsche Investitions- und Entwicklungsgesellschaft mbH (**DEG**)





## Our Goal: Enable Global Business Engagement

- Function as **One-Stop-Shop** for German and European companies interested in investing or planning business ventures in developing countries and emerging economies
- Support especially **SMEs** so that their business success contributes to sustainable development
- Assist in identifying **suitable financing options**
- Offer tailor-made advice on **available business support programs**
- With our **international network of partners and sponsors**, we can assist with **local project implementation**
- **Free of charge** for our customers



**Dialogue with business  
partners**

**Advice &  
support**

**Local  
implementation**

**Knowledge transfer and  
cooperation**



## Business Support Programs at a glance

### Feasibility studies

DEG can bear a share of the costs (up to EUR 200.000) for European SMEs planning to invest in a developing country and conduct a feasibility or environmental study, a legal survey or a market analysis.

### DeveloPPP.de

European companies aiming to implement a project with development effects such as a pilot project or environmental or qualifying measure can be co-financed. A total of up to EUR 200.000 can be provided towards each project.

### Integrated development partnerships with the Private Sector

IDPPS are implemented within the context of GIZ projects and directly contribute to the stated project goals. IDPPS are of particular interest to companies that want to carry out a pilot project in a certain country or to test their business ideas in a new market.

### Up-scaling

Innovative pioneering investments of German and local SMEs in developing countries that are in the start-up phase may be financed. Projects such as these can be co-financed by up to EUR 500.000 – repayable on success.

### Business Support Services

Businesses can boost their performance, increase growth and enhance the development impact of their investments. BSS operate in the fields of corporate governance, staff and supplier training, risk management, environmental and social governance, and efficient resource and energy management. Some of the costs can be met by DEG.



## Our NAP Helpdesk

- **„National Action Plan for Business and Human Rights“ (NAP):** German implementation of the UN Guiding Principles on Business and Human Rights
- Consultation focuses on human rights linked to business activities in **developing countries and emerging economies** and the **requirements of NAP**
- Relevant for activities of German companies and their value and supply chains
- **Online Tool CSR Risk check available** on our home page



# Thank you for your attention!

Would you like to engage or invest in developing economies?

Do you require more in-depth information?

Contact us!

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Agency for Business &  
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# Backup slides



## Financing options at a glance

Program	Measure	Funding
<b>For companies</b>	<ul style="list-style-type: none"><li>▪ Customers are offered appropriate long-term financing</li><li>▪ Individual advice in order to shape investments and businesses more professionally, efficiently and sustainably</li><li>▪ Loans, equity, mezzanine</li></ul>	DEG
<b>For project financing</b>	<ul style="list-style-type: none"><li>▪ Flexibly structured financing solutions for infrastructure projects</li><li>▪ Involvement of additional investors</li><li>▪ Project developers benefit from in-depth advisory services based on extensive sector and industry know-how</li></ul>	DEG
<b>For financial institutions</b>	European companies aiming to implement a project with development effects such as a pilot project or environmental or qualifying measure can be co-financed. A total of up to EUR 200,000 can be provided towards each project.	DEG
<b>For funds</b>	<ul style="list-style-type: none"><li>▪ Individual advice in order to shape investments and businesses more professionally, efficiently and sustainably</li><li>▪ <b>Mobilization of further investors</b></li><li>▪ Long-term support even during challenging phases</li></ul>	DEG