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UNIDO Investment and Technology
Promotion Office (ITPO) Germany

Mobilizing Investments and Technologies for Sustainable Industrial Development



UNIDO ITPO Germany

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Gerd Müller follows LI Yong as Director General of UNIDO

“The battle against COVID-19 and climate change demands a greater commitment of industrialized countries towards developing countries. We need more innovations and investments as well as global technologies and knowledge transfer. Our goal is a fair globalization, a sustainable industrial development as well as job creation and perspectives for a prosperous future for developing countries.”

Gerd Müller

Director General of UNIDO



Federal Ministry
for Economic Cooperation
and Development



Svenja Schulze succeeds Gerd Müller as German Minister for Economic Cooperation and Development

“Germany has a special responsibility in the sphere of global cooperation – as a bridge builder and as a supporter. As Development Minister my focus will be – as it was in my previous post as Minister for the Environment – on preserving our vital natural resources and on good development prospects, solidarity and justice.”

Svenja Schulze

German Minister for Economic Cooperation and Development

Foreword

Dear Ladies and Gentlemen,

While we all hoped that the year 2021 would be easier than 2020, we had to accept that the COVID-19 pandemic still impacts our daily work and restricts many of our activities. In the first half of the year, events were cancelled, business delegation trips postponed and trade fairs called off. But we were able to make the best of it: We used innovative tools for virtual events and B2B matchmaking, concentrated on the preparation of the Investment and Technology Promotion Platform and laid the groundwork for our UNIDO ITPO Germany Advisory Programme. In the second half of 2021, we were able to resume many of our local activities, attended major events and organized company visits. Thus, even in this difficult year, UNIDO ITPO Germany was able to fulfill its mandate: Mobilizing Investments and Technologies for Sustainable Industrial Development.

2021 brought important changes at the helm of UNIDO and of the German Federal Ministry for Economic Cooperation and Development (BMZ). The team of ITPO Germany is looking forward to supporting inclusive and sustainable industrial development under the new leadership.

I would like to express my sincere thanks to my committed colleagues in Bonn and Vienna, whose engaged and knowledgeable work even in the times of a global pandemic allowed us to successfully promote technologies and investments from Germany in developing countries. I also would like to thank our supportive and invaluable stakeholders, first and foremost the German Federal Ministry for Economic Cooperation and Development (BMZ), especially Stephan Bethe and Roland Guttack from division 111 “trade policy”, and the UNIDO ITP Network Secretariat Office in Vienna.

Since company visits and business delegations were restricted in the first half of 2021, we decided to increase our local presence and launched the ITPO Germany Advisory Programme. It aims to intensify targeted business matchmaking, investment opportunities, technology transfer and industrial cooperation between Germany and Côte d’Ivoire, the Democratic Republic of the Congo, Nigeria and Sudan. A first onboarding visit of our National Advisors to Germany took place from 6–15 September in Frankfurt a.M. and Bonn. The four Advisors joined the Delegate Programme, met with German companies, visited financing and development institutions and attended a conference and expert workshops. I would like to thank ITPO Japan and ITPO Korea for their continued support and advice in setting up the Advisory Programme and once again like to warmly welcome our four advisors.



Prof. Rolf Steltemeier
Head of UNIDO ITPO Germany

Another highlight in 2021 was the UNIDO Global Call for Innovative Solutions in Cleantech and Sustainable Land Management. The UNIDO Global Call 2021 aimed to identify readily deployable and scalable solutions to address the adverse effects of climate change and ultimately contribute to inclusive and sustainable economic development. It was carried out in cooperation with our UN Bonn partner organizations, the United Nations Framework Convention on Climate Change (UNFCCC) and the United Nations Convention to Combat Desertification (UNCCD). The implementation was carried out in close collaboration with Future Cleantech Architects (FCA), a leading German Think Tank. The top four innovative solutions were honored at the UNIDO Global Call 2021 Award Ceremony and were presented at the Glasgow Climate Change Conference (COP26). I would like to once again congratulate the four winning companies.

With these and many other activities in 2021, we managed to contribute to our vision for the year 2030: to be a competent and recognized player in Germany for the mobilization of investments and sustainable technologies for developing countries.

We hope that this annual report gives our partners, stakeholders and the interested public a good overview of our work and achievements.

Prof. Rolf Steltemeier
Head of UNIDO ITPO Germany



01

UNIDO





1.1 UNIDO at a Glance

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations for promoting industrial development as a tool for poverty reduction, inclusive globalization and environmental sustainability. Its mandate is to promote and accelerate Inclusive and Sustainable Industrial Development (ISID) in developing countries and economies in transition. It works towards increasing productive employment and improving living standards in the world's poorest countries.

The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs). UNIDO's mandate is fully recognized in SDG 9 – “to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation”. UNIDO's vision is a world where economic development is inclusive and sustainable, and economic progress is equitable.

The organization is headquartered in Vienna and maintains a field network of 48 regional and country offices around the world.

UNIDO focuses on five strategic priorities:





1.2

UNIDO Investment and Technology Promotion Network (ITP Network)

In 1986, UNIDO introduced the first Investment Promotion Services, which would later become Investment and Technology Promotion Offices (ITPOs). Since then, the UNIDO ITPOs have contributed to reducing development imbalances by brokering investments and technology transfer between developed countries, developing countries and countries with economies in transition.

Today, the Investment and Technology Promotion Network (ITP Network) consists of nine ITPOs and is guided by the ITP Network Secretariat at UNIDO Headquarters, forming part of the UNIDO Investment and Technology Promotion Division within the Department of Digitalization, Technology and Innovation. The objective of the ITP Network is to contribute to the industrial development and economic growth of developing countries and countries with economies in transition by identifying and mobilizing the technical, financial, managerial and other resources required for the implementation of specific industrial investment and technology promotion projects with local partners.

ITPOs act as impartial advisors and brokers along the entire investment promotion and technology transfer process, whilst the ITP Network Secretariat ensures effective networking, information and knowledge sharing amongst the ITPOs. The ITP Network also ensures that the work of the individual ITPOs is coordinated with UNIDO programs, projects and field operations, to facilitate investment promotion, responsible business partnerships, innovative and 4IR technology adoption and up-scale development impact.

Currently, nine ITPOs operate throughout the world:

[ITPO Bahrain \(since 1995\)](#), [ITPO China \(Beijing\) \(since 1989\)](#), [ITPO China \(Shanghai\) \(since 2001\)](#), [ITPO Italy \(since 1985\)](#), [ITPO Japan \(since 1980\)](#), [ITPO CIIC Russian Federation \(since 1989\)](#), [ITPO Republic of Korea \(since 1987\)](#), [ITPO Nigeria \(since 2015\)](#), and [ITPO Germany \(since 2017\)](#).

1.3

SDG 9: Industry, Innovation and Infrastructure



The Sustainable Development Goals constitute the core of the 2030 Agenda for Sustainable Development, adopted by all UN member states in 2015. The SDGs guide global, regional and national activities of UNIDO – and thus of course also the activities of ITPO Germany.

Although the SDGs are interlinked, at the heart of ITPO Germany's work is SDG 9: build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation. Industrialization, infrastructure and innovation are interdependent and crucial to find long-term solutions to both economic and environmental challenges.

Industrialization:

Inclusive and sustainable industrialization creates employment, generates income and is thus key to economic development and sustainably increasing living standards. The 2030 Agenda aims to raise the industry's share of employment and gross domestic product. It strives to expand access of small-scale industrial and other enterprises, in particular in developing countries, to financial services and their integration into value chains and markets. It calls on the member states to retrofit industries to make them sustainable, and to increase resource-use efficiency and stronger adoption of clean and environmentally sound technologies and industrial processes.

Infrastructure:

Quality, reliable, sustainable and resilient infrastructure creates inclusiveness as it connects people, reduces spatial disparities and empowers people worldwide to participate in trade and investment, supporting economic development and human well-being. SDG 9 strives to facilitate infrastructure development in developing countries through enhanced financial, technological and technical support. It calls for an upgraded infrastructure with increased resource-use efficiency and stronger adoption of clean and environmentally sound technologies.

Innovation:

Innovation is the foundation for not only economic but also environmental sustainability. Innovative technologies boost resource efficiency, low-carbon and energy-efficient production and circular economies. SDG 9 calls for the support for domestic technology development, research and innovation in developing countries. This includes ensuring a conducive policy environment for, inter alia, industrial diversification and value addition to commodities. Furthermore, scientific research should be enhanced and technological capabilities of industrial sectors upgraded to encourage innovation.



SUSTAINABLE DEVELOPMENT GOALS

| | | | |
|---|--|--|---|
| <p>1 NO POVERTY</p>  | <p>2 ZERO HUNGER</p>  | <p>3 GOOD HEALTH AND WELL-BEING</p>  | <p>4 QUALITY EDUCATION</p>  |
| <p>5 GENDER EQUALITY</p>  | <p>6 CLEAN WATER AND SANITATION</p>  | <p>7 AFFORDABLE AND CLEAN ENERGY</p>  | <p>8 DECENT WORK AND ECONOMIC GROWTH</p>  |
| <p>9 INDUSTRY, INNOVATION AND INFRASTRUCTURE</p>  | <p>10 REDUCED INEQUALITIES</p>  | <p>11 SUSTAINABLE CITIES AND COMMUNITIES</p>  | <p>12 RESPONSIBLE CONSUMPTION AND PRODUCTION</p>  |
| <p>13 CLIMATE ACTION</p>  | <p>14 LIFE BELOW WATER</p>  | <p>15 LIFE ON LAND</p>  | <p>16 PEACE, JUSTICE AND STRONG INSTITUTIONS</p>  |
| <p>17 PARTNERSHIPS FOR THE GOALS</p>  |  | | |



02

UNIDO
ITPO Germany



2.1 Background and Mandate

The Investment and Technology Promotion Office in Germany was established in 2017 based on an agreement between UNIDO and the German Federal Government. Its mandate is to mobilize and promote responsible and impact investments and transfer of green technologies from Germany and Europe towards developing countries and economies in transition, with a focus on small and medium-sized enterprises (SMEs).

ITPO Germany contributes to the inclusive and sustainable industrial development and economic growth of developing countries by identifying and mobilizing technical, financial and managerial resources. To achieve this goal, ITPO actively and closely interacts with the German industrial sector. Germany's industry is highly developed and offers sustainable solutions for the world market. Environmental technologies from Germany are in demand across the globe.

This mandate is supported by ITPO Germany's vision for 2030: to be a competent and recognized player in Germany for the mobilization of investment and sustainable technologies for developing countries.

ITPO Germany strives to make investments and sustainable technologies from Germany a catalyst in achieving the sustainable development goals by 2030. ITPO Germany contributes to this vision through the mobilization of knowhow, expertise, technology and capital from Germany, working closely with the German private sector, whose environmental technologies are internationally recognized. It aims to unleash the potential of the German private sector, especially SMEs, to engage in activities in the developing world by mobilizing green technologies and investing in sustainable business sectors such as renewable energies and the circular economy, creating long-term jobs.

ITPO Germany supports German and European technology providers and investors to find potential partners in developing countries. The office also connects companies and representatives from developing countries with providers of sustainable and innovative technologies.



2.2 The Team

ITPO Germany is headed by **Rolf Steltemeier**, with **Michael Schmidt** and **Vanessa Voelkel** working as deputy heads of the office. **Jessica Neumann** works as an Investment and Technology Promotion Expert and is located in Vienna. In 2021, she was joined by another Investment and Technology Promotion Expert, **Andreas Schaefer**, who is based in Bonn.

Theresa Rueth represents ITPO Germany at the UNIDO headquarters in Vienna. Fully funded by ITPO Germany, she has been contributing to the UNIDO ITP Network Secretariat and facilitating cooperation with other ITPOs since May 2020. **Lea Spoercke** joined ITPO Germany as Assistant Expert and was responsible for communication throughout last year. Team Assistant **Skirmante Tamelyte** and Office Assistant **Maria Victoria Heller** supported the team in administrative tasks. ISA-holders **Robin Kuranel** (National Technical Support), **Hendrik Theisen** (Project Clerk) and Working Student **Justus Schneider** complete the team in Bonn.

With **Daouda Sangaré** (Côte d'Ivoire), **Thierry Viengele-Ndongala** (DR Congo), **Adekunle Olusile** (Nigeria) and **Yassir Ahmed** (Sudan), four National Advisors joined UNIDO ITPO Germany in the second half of 2021, thereby increasing the local presence and expertise in key Sub-Saharan African countries.



Rolf Steltemeier



Vanessa Voelkel



Michael Schmidt



Jessica Neumann



Andreas Schaefer



Daouda Sangaré



Theresa Rueth



Yassir Ahmed



Adekunle Olusile



Skirmante Tamelyte



Thierry Viengele-Ndongala



Robin Kuranel

2.3 Mobilizing German Investments and Technologies to Achieve the 2030 Agenda

The 2030 Agenda for Sustainable Development was formally adopted by the heads of state and government of the 193 member states of the United Nations in New York in 2015.

With its 17 Sustainable Development Goals (SDGs), the 2030 Agenda provides the basis for the German Government's sustainable development policy. As the world's second-largest public-sector donor to development cooperation, Germany is fundamental to the achievement of the SDGs in its partner countries.

In line with the SDGs, ITPO Germany combines market opportunities, entrepreneurial initiatives and local needs to maximize the social and ecological impact of its projects. As a project of UNIDO, ITPO Germany places particular emphasis on SDG 9, which aims to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.





2.4 Services of ITPO Germany

ITPO Germany is an impartial broker for international investment projects. It provides support and promotes the transfer of green and sustainable technologies *made in Germany* into developing countries, with a focus on the following sectors:



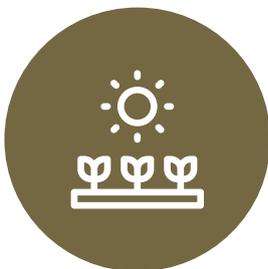
Renewable Energy



Energy Efficiency
(Industry, Buildings,
Transport & Mobility)



Environmental Technologies
(Water / Sanitation,
Wastewater, Solid Waste)



**Sustainable
Agribusiness**



**Resource-Efficient
Manufacturing**



**Sustainable and Resilient
Infrastructure**



**Health
and Sanitation**



**Mining and
Natural Resources**



Mobility

A two-pronged strategy to promote industrialization in developing countries

In order to better meet the particular needs and to realize the full potential for industrial cooperation, ITPO Germany adopted a two-pronged strategy promoting industrialization and technology transfer in developing countries. The first part of this strategy supports the industrial upgrading in predominately urban centers, industrial parks and special economic zones, which fulfil the infrastructural conditions for larger-scale industrial projects. The second part of the strategy fosters industrialization from below by focusing on smaller communities in more remote areas and their needs for small-scale and innovative industrial projects and infrastructure development. This approach fully recognizes the differences of these two areas in terms of target groups, technologies required, financing needs and stakeholders involved:



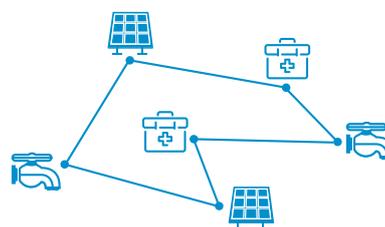
Industrial upgrading

Larger industrial projects in urban centres and/or industrial zones building on existing infrastructure and a developed skill base.

Local investors and business support agencies are driving the process, requesting technologies, partnerships as well as financing opportunities and co-investments from German and European industrial partners.

Projects typically

- Involve private investors and more established companies and high technology
- Are commercially financed, often through export credit financing and investment guarantee schemes
- Relate to industrial production and processing plants, energy efficiency and renewable energy in industry and applications such as automatization and Industrie 4.0



Rural solutions

Smaller scale industrial projects in predominantly rural areas with substantial infrastructural deficits in terms of energy, water, education and basic services.

Social business sections of larger corporations, start-up innovators and social enterprises are generally driving the process.

Projects typically

- Involve local communities
- Require the collaboration between multiple players and technology providers to address multi-faceted development challenges (CIDS¹)
- Tend to be financed by public authorities, foundations, impact investors or development finance institutions
- Relate to the supply of basic infrastructure (water, energy, health, skills development) and the development of related value chains, such as agribusiness, commercial enterprises and small-scale manufacturing

¹Comprehensive Industrial Development Solutions (CIDS) are projects supported by UNIDO ITPO Germany that involve several and complementary technologies, resources and solutions of a group or consortium of companies.

Services for German companies, investors and technology providers

ITPO Germany supports SMEs and innovative start-ups with inclusive and sustainable business projects that are relevant for developing countries and economies in transition.

The measures include:

- Searching for project partners and project opportunities in developing countries
- Networking with other projects and investors to create synergies
- Sharing information and providing advice on financing and funding opportunities
- Participating in trade fairs in Germany and developing countries
- Offering support with the selection of personnel and providing advice on training programs to upgrade local skills crucial for project implementation
- Providing institutional and political support
- Promoting projects and finding partners on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2022)

Services for companies and investors in developing countries and economies in transition

Local companies and investors need to be the main driver of sustainable and inclusive industrial development in developing countries. ITPO Germany involves them at an early stage and supports them internationally in order to facilitate and accelerate investment projects that are based on sustainable partnerships.

ITPO Germany's services include:

- Proposing project partners, technology providers and co-investors in Germany
- Consulting businesses on how to approach and present project opportunities to potential German partners and investors
- Facilitating capacity building, training programs and trade show visits
- Promoting projects and finding partners on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2022)

Capacity building for partners in developing countries and economies in transition

ITPO Germany closely cooperates with Investment Promotion Agencies (IPAs), ministries, other business development organizations and local professional service providers in target markets. Reliable and professional local implementation partners are crucial for the successful implementation of investment projects on the ground. ITPO Germany offers its partners a platform for promoting their markets and projects in Germany.

Examples for such measures are:

- Hosting the Delegate Programme for senior staff from IPAs, relevant ministries, enterprises and industry specialists to promote their markets and projects in Germany
- Organizing visitor groups or facilitating (co-)exhibitions in ITPO Germany's trade show program
- Providing institutional support and policy advice
- Promoting projects and companies on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2022)



03

Facts and Figures





ITPO Germany's achievements

9

activities mitigating the effects of the COVID-19 pandemic were carried out

19

strategic cooperations between institutions and potential investors were established

22

delegations from Africa, China and Eastern Europe were accompanied in Germany

33

fairs and matchmaking events took place to which ITPO Germany actively contributed

1200

companies & institutions
connected through B2B/B2G matchmaking

215

companies benefitted from direct
consulting and targeted information
provided by ITPO Germany

135

technologies were scouted and
promoted in developing/industrializing
countries

26 countries in which ITPO Germany supported enhanced private sector cooperation





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04

Highlights of the Year



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GLOBAL CALL





UNIDO Global Call for Innovative Solutions in Cleantech and Sustainable Land Management

Climate change is one of the most pressing challenges of our time. The world faces the immediate need to reduce global emission levels and to prevent further emissions growth in rapidly developing regions. To tap into innovative private-sector solution to these challenges, UNIDO ITPO Germany, together with the entire ITP Network, launched a Global Call for Innovative Solutions in Cleantech and Sustainable Land Management in July 2021. The Global Call builds on the experience of ITPO Italy, which initiated the 2020 Global Call targeting the COVID-19 crisis.

In cooperation with UNFCCC, UNCCD and FCA, ITPO Germany set out to identify private-sector innovations with the potential to be scaled significantly in developing countries. Thanks to the strong support from the ITP Network, UNIDO Headquarters and the UNIDO Field Offices worldwide, almost 300 companies from 71 countries participated. An international jury of six experts identified one winner for each of the four categories from a shortlist of 23 companies. The call focused on technologies from four different categories, each vital for climate change mitigation and adaptation.

1. Decarbonizing growing urban environments

This category sought to identify innovative solutions for decarbonizing growing urban environments by addressing the demands and distribution of water, agricultural, energy, mobility and other resources, as well as solutions for areas that are vulnerable to climate change (e.g. coastal areas).



Winner

RUNWITHIT Synthetics with their solution using artificial intelligence (AI) to create city and region-specific living digital future labs to be able to make a significant contribution to decarbonizing growing urban environments, allowing to evaluate alternate mobility systems effectively.

2. Clean and efficient energy generation and storage

This category sought to identify innovative solutions for generating and distributing energy in a clean and smart way, especially affordable and decentralized renewable energy solutions that are applicable in developing countries.

Winner

Betteries AMPS with their affordable and reliable energy storage system based on second-life electric vehicle (EV) batteries offers a promising combination of efficient energy storage and a holistic circular economy approach to enable off-grid energy access in developing countries.



3. Circular production and industrial processes

This category sought to identify innovative solutions related to the reuse, recycling and remanufacturing of resources, as well as energy and process efficiency solutions and smart approaches for more climate-cautious consumption.

Winner

PolyCare with its solution of building blocks from polymer concrete with inferior sands or processed waste and recycled PET. The PolyCare system enables a simple, sustainable and circular construction process, allowing for easy mounting and dismantling of buildings.

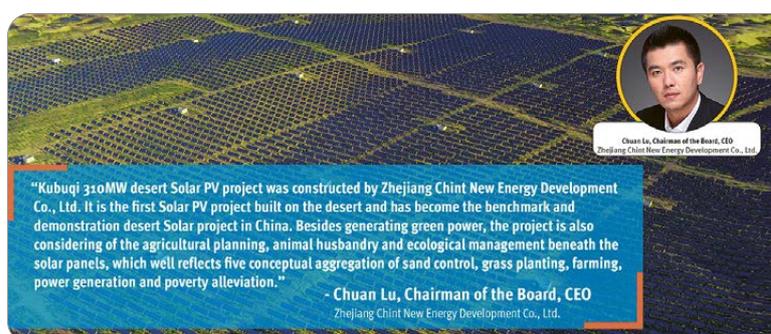


4. Sustainable land management

This category sought to identify innovative solutions for productive lands, including new technologies and approaches to production with a demonstrable positive contribution to soil health, land rehabilitation and combating desertification.

Winner

Zhejiang Chint New Energy Development with their Kubuqi 310 MW desert solar photovoltaics (PV) project, combining sand control, grass planting, breeding and power generation paired with a clear and demonstrated impact on soils.





Rainer Hoenig, of Polycare receiving the award from Vanessa Voelkel, Deputy Head of ITPO Germany

Award Ceremony Remscheid, 26 October 2021

On 26 October, ITPO Germany honored the best innovative solutions of the UNIDO Global Call 2021 in Remscheid's Teo Otto Theater, Germany. In compliance with COVID-19 regulation, the hybrid award ceremony was attended by representatives of all four winners and about 160 cleantech innovators, investors, and stakeholders alongside representatives from different UN organizations and NGOs.

The winning companies introduced their technological solutions and demonstrated how their projects contribute to addressing adverse effects of climate change and to inclusive and sustainable economic development. Jury members from UNIDO, UNCCD and UNFCCC provided their valuable expertise, giving the audience an insight into the challenges and opportunities of the four strategic categories.

19 additional shortlisted companies per category were introduced to show the wide variety of ideas and technological solutions. The event was hosted by Vanessa Voelkel, Deputy Head of ITPO Germany, and Peter Schniering, Founder of FCA. The day was completed by a networking dinner and two side events organized in cooperation with FCA on Break-through Innovation and Decarbonizing Heavy Industry.



Bernardo Calzadilla-Sarmiento, Managing Director, Directorate for Digitalization, Technology and Agribusiness delivering congratulatory remarks on behalf of UNIDO

“Going through the shortlist of the Global Call 2021 in the run-up to the COP26 was really energizing. It shows once more that things are happening, solutions are out there and are already being implemented. Meeting people through this Global Call who put in the effort and energy to come up with solutions to the climate challenge has really been a source of optimism.”

Andrea Camponogara
TEC Liaison Officer, UNFCCC and jury member of the Global Call 2021





Isabel Faller and Dr Chibo Onyeji, both Polycare, with AHK Nigeria Delegate Katharina Felgenhauer and ITPO Germany Advisor Adekunle Olusile

ITP Network provides additional support

Selected winning proposals will further receive advisory support by the ITP Network and will be provided with matchmaking opportunities. Polycare already profited from ITPO Germany’s business matchmaking support, conducted in cooperation with AHK Nigeria, during the German-Nigerian Business Forum in November 2021.



“Since Remscheid and from what I gathered there as a benefit of coming on top of a category in the 2021 UNIDO Global Call, I understood that UNIDO would support the winners to achieve greater visibility. But in Lagos ITPO Germany went beyond this visibility agenda, surpassing our expectations beyond belief. Adekunle Olusile, the ITPO Germany Advisor in Lagos, left no stones unturned and mapped new paths that are opening new grounds for us.”

Chibo Onyeji
Senior Manager Business Development
Polycare





Plasticpreneur turning plastic waste into new products at Kakuma Refugee Camp, Kenya

UNIDO Global Call 2020 bears fruit

The UNIDO ITP Network continued to facilitate business matchmaking and investment opportunities for the winners of last year's first UNIDO Global Call for Innovative Ideas and New Technologies vs. COVID-19 and beyond. ITPO Germany invited plasticpreneur, winner in the category "resilient industries and infrastructure" to attend a briefing on the planned private-sector mission to be conducted in collaboration with UNCHR to Kakuma and Kalobeyei, Kenya.

While the private-sector mission was postponed to 2022 due to the pandemic, the briefing resulted in several useful contacts with local authorities for the company. As a result, plasticpreneur was able to arrange an individual mission to Kenya and to set-up a plastic recycling project at the Kakuma Refugee Camp. Plasticpreneur uses small-scale recycling and injection machines to produce simple but needed goods from plastic waste collected by volunteers within the camp. Products manufactured on-site include rulers for school-children as well as long-lasting cups, plates and pegs.



The ITPO Germany Advisors and their colleagues from Bonn and Vienna at the Investment and Management Exhibition in Frankfurt

Advisory Programme

The Advisory Programme is one of the flagship initiatives of the ITP Network. ITPOs provide services to the private sector and governments on industry-related issues by assigning local Advisors in target countries. The Advisors provide potential investors and technology providers from ITPO host countries with the latest information and advice on the local investment environment to facilitate technology transfer and business matchmaking. Advisors further assist with providing information on how to operationalize business strategies and policies in local environments and introduce partners in the public and private sector. They facilitate business meetings, arrange delegate missions from national representatives to the ITPO host country and provide follow-up services for the acceleration of industrial development and competitiveness in the beneficiary countries.



The ITPO Advisors visiting the Steinert Test and Development Center near Cologne

Following ITPO Japan and ITPO Korea, which started their Advisory Programmes in 2014 and in 2019 respectively, ITPO Germany is the third ITPO to launch an Advisory Programme. ITPO Japan assigned local Advisors in Algeria, Ethiopia, Uganda, Rwanda, Burundi and Mozambique. Senegal, also covering neighboring French-speaking countries in Western Africa, was added in 2019.

ITPO Korea focuses its Advisory Programme on the countries of the UNIDO Programme for Country Partnership (PCP), namely Cambodia, Ethiopia and Peru.

ITPO Germany covers four Sub-Saharan African countries through its new Advisory Programme: Côte d'Ivoire, the Democratic Republic of the Congo, Nigeria and Sudan. Despite travel restrictions and limitations due to the COVID-19 pandemic, the team of ITPO Germany successfully identified suitable candidates in the four countries and all positions were filled between June and September 2021.

With these national experts, ITPO Germany will intensify targeted business matchmaking, scouting of investment opportunities as well as the promotion of technology transfer and industrial cooperation between Germany and the four countries.

A first onboarding meeting with the whole team took place from 6–15 September in Frankfurt and Bonn. During the first week, the Advisors joined the Delegate Programme 2021 and met with German companies, visited financing and development institutions and attended a conference as well as expert workshops.

The following days were used for targeted company and factory visits that included meetings with GIZ, DEG and KfW, Senior Expert Service, LEMO (machines for the production of protective masks), Steinert (equipment for resource efficiency), FAWEMA (packaging machines for sustainable agribusiness), (B)energy (biogas) and Letztest (water testing equipment).

As a follow-up to the company visits in Germany, the Advisors were able to advance first project activities in their countries.



LEMO near Bonn manufactures machines to produce face masks. Owing to the support of ITPO Germany, the company supplies a new plant for personal protective equipment in the Côte d'Ivoire



Katrin Puetz, CEO and founder of (B)energy, demonstrating the manyfold benefits of biogas

In Côte d'Ivoire, Daouda Sangaré identified and linked local partner companies to an innovative biogas company, an industrial weighing and dosing equipment manufacturer and a truck trailer manufacturer. He also supported the establishment of a plant for personal protective equipment to combat the COVID-19 pandemic. In addition, Daouda Sangaré identified new investors, among them a producer of medical equipment. In close cooperation with Tidiane Boye, UNIDO Representative in Côte d'Ivoire and Togo, the Advisor met the Minister of SMEs, Arts and Crafts and Informal Sector Transformation as well as German institutions in Côte d'Ivoire. Moreover, Daouda Sangaré is developing a close relationship with the German and European business community. He is continuously connecting with local partners and representatives of providers of technology from ITPO Germany's key sectors. This includes a producer of new-generation pumping systems, which he brought in touch with local major industrial equipment retailers and the local partner of a German laboratory equipment supplier.

“As a vibrant economy with a projected average GDP growth of over 7 percent in the period 2021–2025, Côte d'Ivoire relies on the private sector to invest 67 billion euros in infrastructure, manufacturing and local value chains. The country needs to attract smart German technologies for inclusive and sustainable industrial development.”

Daouda Sangaré
National Advisor Côte d'Ivoire



In Sudan, Yassir Ahmed continued to strengthen the relationship with different national institutions in cooperation with the UNIDO Field Office in Khartoum. He co-reviewed, together with the UNIDO Country Representative and representatives of the country's Federal Ministry of Industry, the first draft for a Sudanese SME agency. Furthermore, he participated in a workshop on financing SMEs that was attended by representatives of the Ministries of Finance, Foreign Affairs, Industry, Investment, Youth and Agriculture. Together with Michael Schmidt, Deputy Head of ITPO Germany, who visited Sudan in October 2021, he met with the Minister of Industry, the German Embassy and with representatives from the Sudanese Businessmen & Employers Federation (SBEF). Yassir Ahmed conducted a first visit and reported on two potential partners for a German company to form a joint-venture for construction of silos and post-harvest technologies. He attended the SUDAN AgroFood + Packaging + Water Systems Fair to liaise with German companies. Additionally, he followed up on his visit to Germany through a meeting with the local KfW advisor to identify synergies with the SME Challenge Fund to be set-up in Sudan.

Following the military coup ousting the transitional government in October 2021, Yassir Ahmed is monitoring the situation closely under the guidance of the UNIDO Country Representative, Mohamed Abdelmomen. He hopes to advance the initiated activities shortly.



“Investments and business partnerships especially in agribusiness are very crucial in Sudan to boost both productivity and quality of products, add value through processing, and enable access to more lucrative markets as well as compliance with their requirements.”

Yassir Ahmed
National Advisor Sudan

In Nigeria, Adekunle Olusile, who is located at the Delegation of German Industry and Commerce in Nigeria (AHK) in Lagos, with whom ITPO Germany concluded a cooperation agreement, arranged a number of follow-up meetings after his mission to Germany, including B2B meetings, for example between a German and a Nigerian heavy-duty trucks supplier to discuss a potential partnership. He investigated opportunities for cooperation with the agribusiness group of the Lagos Chamber of Commerce and Industries on technology and equipment available from German manufacturers and to introduce investment opportunities from Germany. Additional projects currently being pursued include a dairy project with potential involvement of a German company in Enugu State of Nigeria and a project in the area of sustainable palm oil production.

Together with Michael Schmidt, Adekunle Olusile attended the 9th German-Nigerian Business Forum and on that occasion organized numerous B2B meetings for PolyCare, a producer of sustainable building materials and one of the award winners of the UNIDO Global Call 2021.



“My work presents a unique opportunity to support the acceleration of inclusive and sustainable industrialization scouting for cooperation and investment opportunities in critical sectors such as resource-efficient manufacturing, agribusiness, environmental technologies, renewable energy, energy efficiency, resilient infrastructure, healthcare, and mining and mobility.”

Adekunle Olusile
National Advisor Nigeria

In the Democratic Republic of the Congo (DRC), Thierry Viengele-Ndongala attended a number of meetings with national institutions to foster cooperation with the Congolese private sector. He worked closely with the UNIDO Representative and within ongoing UNIDO projects in the DRC in order to create synergies and to provide mutual support. He supported a National Stakeholder Workshop, organized by the UNIDO Agribusiness Department, for the design of a public-private development partnership between the Swedish International Development Cooperation Agency (SIDA), Volvo and UNIDO to enhance technical and vocational education and training in the DRC. He also organized a mission for ITPO Germany Head Rolf Steltemeier and Expert Andreas Schaefer to Kinshasa, during which he met with the German Ambassador, the local representative of the German Federal Ministry for Economic Cooperation and Development (BMZ), and the country director of the German Corporation for International Cooperation GmbH (GIZ). By closely cooperating with a special economic zone and a startup-hub, he identified areas for the transfer of technology and for sustainable industrial development.

“The Democratic Republic of the Congo has a huge potential to develop food value chains for its growing population and for global markets. Decentralized renewable energy can play a major role in providing electrification both for rural and for urban areas, as well as for the mining sector.”

Thierry Viengele-Ndongala
National Advisor
Democratic Republic of the Congo



Strengthening the UNIDO ITPO Germany as National Advisors for Investment and Technology Promotion are (from left to right): Daouda Sangaré in Côte d'Ivoire, Yassir Ahmed in Sudan, Thierry Viengele-Ndongala in the Democratic Republic of the Congo and Adekunle Olusile in Nigeria

COP 26 UN Climate Change Conference Glasgow, 5–6 November 2021

UNIDO sent a delegation of four women and three men to the COP 26 UN Climate Change Conference to deliver important messages about the role of industry in turning the tide of global warming through deep decarbonization, renewable energies and other means. UNIDO engaged in COP through its Directorate of Environment and Energy and organized and co-hosted a number of side events to the main conference. In her function as project leader and moderator of the UNIDO Global Call 2021, ITPO Germany Deputy Head Vanessa Voelkel was invited by UNFCCC as keynote speaker and host for two sessions on 5 and 6 November 2021 at the UNFCCC Global Innovation Hub (UGIH). The UGIH is a newly established initiative under the leadership of UNFCCC's project executive Massamba Thioye that promotes transformative innovations for a low-emission and climate-resilient future.

According to the International Energy Agency, about half of the technologies needed to reach net zero by 2050 are still in very early technology readiness levels. In order to address the adverse effects of climate change and contribute to sustainable economic development, new technological innovations are urgently needed. ITPO Germany and FCA therefore teamed up to promote private sector innovation in cleantech and share some of the most relevant findings from the Global Call 2021. The first event featured key takeaways from the Global Call about the role of technological innovations in cleantech to address effects of climate change. Tareq Emtairah, Director of the UNIDO Energy Department, highlighted UNIDO's engagement in the field of climate change including the Global Cleantech and Innovation Programme (GCIP). At the second event, the winners of the Global Call were invited to the Innovation Hub via video call so that they could present their solutions to a targeted audience of stakeholders and decision-makers who attended the event on site in Glasgow and via a YouTube live stream.



In 2022, the latest innovations and possibilities for technology transfer into developing countries will continued to be discussed at dedicated sessions at THE SPARK Cleantech Innovation Festival from 22–23 June 2022.

Further information can be found at:

www.fcarchitects.org/cleantech-innovation-festival-22

05

Activities and Results







5.1 Investment Promotion

Private-sector investments play a crucial role in bringing infrastructure and manufacturing to developing countries. ITPO Germany promotes inclusive and sustainable investments by connecting investors with project owners, by supporting Investment Promotion Agencies, by featuring investment opportunities and by promoting gender equality in investment projects.

In numerous meetings with German companies, both online and in-person, ITPO Germany discussed investment projects and advised on strategies and partnerships. A selection of activities is featured in this chapter.



Seminar: Good Bye Gender Discrimination? Berlin, 14 January 2021

Women worldwide still face persistent obstacles to reach their career goals. On average, only 27.1 percent of managers worldwide are women. This percentage has barely changed over the past 30 years, despite the fact that growing evidence establishes a correlation between increased representation of women in corporate leadership roles and better business outcomes, including higher profits, more innovation, better risk management and less employee turnover.

What can the business sector do to increase gender equality in developing countries? Jessica Neumann, Expert at ITPO Germany and UNIDO Gender Focal Point explained during the webinar organized by the Friedrich Naumann Foundation for Freedom that the private sector is a crucial catalyst for women's economic empowerment, for the simple reason that employed women are more likely to be financially independent.

Furthermore, she outlined that ITPO Germany acknowledges this business case for gender equality. The team applies a gender lens when assessing technological innovations and investment opportunities to harness women's full potential as leaders and economic agents of change. Whether it is by reducing gender discrimination in access to capital or by taking women's needs into account in technology projects that are eligible for funding, there are many ways to support women in developing and emerging countries.

IHK Schwarzwald-Baar-Heuberg: The Unknown Markets in Sub-Saharan Africa

9 June 2021

Michael Schmidt, UNIDO ITPO Germany Deputy Head, was invited to speak at the online event, hosted by the Chamber of Commerce and Industry (IHK) Schwarzwald-Baar-Heuberg. The event with more than 30 participants from the German private sector featured opportunities for German companies to invest in and export to Sub-Saharan Africa and raised the issue of low-level participation in the African market. “Currently, German investments in and exports to Sub-Saharan Africa, excluding South Africa, are comparable to those to Luxembourg,” said Martin Kalkhoefer from GTAI (Germany Trade and Invest). To change that, Michael Schmidt explained why not participating in the African market actually constitutes a risk for German companies and illustrated the huge business opportunities on the continent.

The experienced economist presented and compared different approaches of market engagement, such as the export of capital goods, the delivery of components or participation in infrastructure projects, and elaborated on their respective effects on sales and opportunities, personnel requirements and technology transfer. The most effective approaches are to establish a sales and service office in the country, to export capital goods and to invest and cooperate with a local partner.

During the event, ITPO Germany could illustrate once more that investing in “unknown markets” and promoting sustainable technologies is of high importance to achieve the SDGs and Agenda 2030.



ITPO Germany Deputy Head Michael Schmidt pointing out the risks of neglecting the African market

Gender Equality in Manufacturing – Ensuring Women Entrepreneurs’ Resilience in Post-COVID Times

5 July 2021

In an effort to promote gender equality in manufacturing in the fashion sector, ITPO Bahrain and the Arab International Center for Entrepreneurship and Investment invited to the special day themed “Gender Equality in Manufacturing – Ensuring Women Entrepreneurs’ Resilience in Post-COVID Times” on 5 July 2021.

UNIDO ITPO Germany’s expert and Gender Focal Point, Jessica Neumann, delivered a presentation on “Industries post-COVID-19: A gender-responsive approach to global economic recovery,” highlighting that the specific needs and contributions of women as workers, entrepreneurs and investors must be better understood and addressed when developing measures to reactivate the economy, in particular with regard to how they can access financial rescue packages and credits, how they receive unemployment benefits and access to child care facilities to lower their burden of unpaid care work and how barriers for women can be removed to perform higher-skilled and better-paid jobs.

Only when those three aspects are considered, the economic recovery will be effective, inclusive and sustainable.



**GLOBAL WOMEN VIRTUAL
FASHION FORUM & SHOW**

Ms. Jessica Neumann
Investment and Technology Promotion
Expert and Gender Focal Point, UNIDO

5 JUL, 2021
11:00 am - 11:30 am



ITPO Germany enabled investment promotion agencies from across Africa to present investment projects at the Investment Management Exhibition in Frankfurt

Delegate Programme and Investment Management Exhibition 6–10 September 2021

ITPO Germany was co-organizer of IME 2021 and hosted 6 delegates and 11 additional speakers from African countries, while also facilitating the virtual participation of three additional speakers from Africa. The timing of the event allowed for a combination with a larger UNIDO ITPO Germany Delegate Programme on the days prior and following the IME 2021.

The group met German companies with a focus on Africa, among them Linde (electric forklifts for efficient warehousing), Schenck Process (resource-efficient manufacturing) and Africa GreenTec (renewable energy for remote regions). The delegates also met the leading German development organization GIZ and the mechanical engineering association VDMA.



Delegates visiting the German Mechanical Engineering Association in Frankfurt

Michael Schmidt, Deputy Head of ITPO Germany, introducing the new Advisory Programme.

Advisors (from left to right): Adekunle Olusile, Thierry Viengle-Ndongala, Daouda Sangaré and Yassir Ahmed



Panelists from Western Africa debating investment opportunities in their vibrant region, facilitated by ITPO Germany Deputy Head Vanessa Voelkel



Aïssata Lam, Director General of the Investment Promotion Agency of Mauritania, championing sustainable development and the economic empowerment of women, in a panel discussion facilitated by Theresa Rueth, Project Associate, UNIDO Investment and Technology Promotion



Saida Kahouli, Director of Foreign Investment Promotion Agency Tunisia, showcasing the skilled labor force and strong supplier base of her country



Arab-African Women Entrepreneurs Day at the Ahfad University For Women

19 September 2021

The Arab-African Entrepreneurs Day aimed to celebrate women's ingenuity and endurance and motivate women to further develop their abilities and skills. During the hybrid event organized by the Sudanese Ahfad University For Women and ITPO Bahrain, Jessica Neumann introduced UNIDO's gender equality approach, presented the Gender Lens Investing e-learning course and gave insights into a global economic recovery applying a gender lens.

A gender-responsive approach to global economic recovery addresses the specific needs and contributions of women as workers, entrepreneurs, and investors when developing measures to reactivate the economy. This is of utmost importance given recent findings supporting the fact that globally, women and girls suffer more from the socio-economic impacts of COVID-19 simply because of their gender. However, when women are treated less equal to men, economies cannot grow sustainably, less people are lifted out of poverty and the overall health and safety of societies is at stake.



Arab-African Women Entrepreneurs Day at the Ahfad University for Women

IHK Foreign Trade Day NRW

23 September 2021

North Rhine-Westphalia (NRW) is the industrial heartland of Germany with a diverse economy that includes all of ITPO Germany's key sectors. The Chambers of Industry and Commerce (IHK) of NRW have a combined membership of more than one million companies. In order to sustain the internalization of regional companies, the Chambers organize a bi-annual conference on international trade.

ITPO Germany's Deputy Head Vanessa Voelkel was asked to participate in a panel discussion on "Technology and Sustainability for the Booming Markets of Africa and ASEAN", hosted by the Bonn Chamber of Commerce and Industry, where ITPO Germany is based. Her co-panelists were Felix Neugart, the Managing Director of NRW.Global Business (regional IPA), and Gero Boehmer, Director of Government & Public Affairs of WILO SE, a global producer of water pumps. The hybrid event attracted 300 participants online and 60 in-person attendants.



Vanessa Voelkel, Deputy Head of ITPO Germany, and Armin Heider, International Business Division Manager at the Bonn Chamber of Commerce and Industry, sharing their optimism about Africa's opportunities

Sustainable Investor Summit 2021 (SIS4) Vienna, 14 October 2021

The ICF Sustainable Investor Summit (ICF SIS) is a strong voice in the DACH region advancing sustainable, responsible and impact investing across all asset classes. Its mission is to rapidly shift investment practices towards sustainability, focusing on long term investment and the generation of positive social and environmental impacts.

As part of the 4th edition held in Vienna, Jessica Neumann from ITPO Germany hosted the fire-side chat on “Gender and diversity investing – how to implement gender and diversity finance.” According to research, the representation of women in the top teams of leading financial services firms is still low (18 percent). Women only account for about 14 percent of the 25,000 portfolio managers worldwide who manage mutual funds and exchange-traded funds with fixed income, equities and asset allocation. This number has not changed since 2000.

And although black people, LGBTQI+ and members of minorities are becoming more affluent, they are barely visible in the financial sector, neither as advisors nor as clients.

With Franziska Schulz (GLS Bank), Kai Anderson (Mercer) and Jessica Espinoza (KfW/DEG), Jessica Neumann discussed the important questions that help to implement a gender and diversity lens in investing, touching upon important questions of organizational culture, the collection of sex-disaggregated data, equal pay analysis and specific incentives the financial industry could use to become more inclusive.

4. SUSTAINABLE INVESTOR SUMMIT

2021

Austria Forum | 14. Oktober 2021

Hilton Vienna Park



Mag. Jessica Neumann
Investment and Technology
Promotion Expert
UNIDO Investment and Technology
Promotion Office Germany

Treffen Sie uns wieder persönlich

Meeting the Ambassadors of Côte d'Ivoire, DR Congo, Nigeria & Sudan

To introduce the newly established UNIDO ITPO Germany Advisory Programme, Rolf Steltemeier, Head of UNIDO ITPO Germany, met with the Ambassadors of the Advisory Programme target countries in Berlin.

The courtesy visits were held with H.E. General Philippe Mangou, Ambassador to Germany of Côte d'Ivoire, H.E. Jeannot Tshoha Letamba, Ambassador to Germany of the Democratic Republic of the Congo, H.E. Yusuf Maitama Tuggar, Ambassador to Germany of the Republic of Nigeria, and H.E. Abdel Moneim Osman Mohamed Ahmed Al-Bayti, Ambassador to Germany of the Republic of Sudan.

The discussions included the activities of ITPO Germany in the target countries and globally, upcoming events and the participation of ITPO Germany, as well as possible areas of collaboration between the embassies and ITPO Germany. As a result, both parties decided to continue and increase the information exchange and support the National Advisors in fostering sustainable industrial development.



ITPO German Head Rolf Steltemeier met with H.E. Yusuf Maitama Tuggar, Ambassador of Nigeria

Gender Lens Investing Course

Vienna, 14 October 2021

Given that globally, development assistance has fallen short of making progress on gender equality and the empowerment of women and girls reflected in SDG 5, ambitious financing will be needed to turn related political aspirations into a reality. If women played a role identical to that of men in the labor force, an estimated 28 trillion US dollars or 26 percent could be added to the global annual GDP by 2025. Considering that it will require between 5–7 trillion US dollars of investment capital to address critical challenges outlined in the United Nations’ Sustainable Development Goals, Gender Lens Investing can be considered a silver bullet the global community should make use of.

5 GENDER EQUALITY



Gender Lens Investing is the deliberate integration of gender analysis, investment analysis and decision making, where investments are made into more enterprises owned or led by women and/or made into enterprises that promote gender equality at the workplace, as well as in products or services that substantially improve the lives of women and girls, building strong, resilient economies of the future. Ultimately, Gender Lens Investing can help close the gender gap and unlock hidden potential in order to ensure the resilience of economies towards future shocks.

ITPO Germany has therefore joined forces with the UNIDO Gender Office, the Private Financing and Advisory Network (PFAN) as well as the Global Cleantech and Innovation Programme (GCIP) to form an organizational task force on Gender Lens Investing. Its first activity is the development of a self-paced e-learning course consisting of six modules that are available since Q1 of 2022 via the UNIDO Moodle platform.

Learners can:

- gain an in-depth understanding of the business case for Gender Lens Investing
- learn how to strategically navigate both emerging public and private markets for Gender Lens Investing opportunities that give them a cutting edge
- identify the range of available resources and tools to help them along the investment journey
- learn how investment for climate action and Gender Lens Investing can reinforce each other

The training is accessible for free in English. Interested learners can pre-register via a landing page and can access the first module at: www.unido.org/gender-lens-investing

During the development of the training, ITPO Germany has significantly widened its network, adding Gender Lens Investors, women fund managers, women-owned/women-led companies as well as providers of sex-disaggregated data. Deeply embedded into this ecosystem, ITPO Germany strives to help overcome the challenges with regard to women’s access to finance and technology by providing capacity training to project developers and investors and sensitizing them on the advantages of gender-balanced portfolios.





5.2 Technology Transfer

ITPO Germany is continuously scouting for and engaging with companies, research institutions and investors which are developing and implementing new technologies that are relevant and applicable in newly industrializing countries. Technologies and the entrepreneurs who are promoting these technologies are the driving force behind innovations and economic, social and environmental development in these countries.

ITPO Germany supports projects and promotes technologies with practical applicability and commercial viability that have a high social, economic and environmental impact and contribute to the SDGs. Cleantech, green technologies, social entrepreneurship and industrial innovations are the backbone of ITPO Germany's technology and investment portfolio.



ARE Technology and Innovation Forum 27 January 2021

Michael Schmidt, UNIDO ITPO Germany Deputy Head, participated at the Alliance for Rural Electrification (ARE) Technology and Innovation Forum to present the jointly published study “Decentralized Renewable Energy Innovations to Boost Agri-Sector Productivity & Address Global Food System Challenges”.

In a panel discussion with contributors to the case studies of the publication, he discussed ways of how decentralized renewable energy (DRE) innovations can be stepped up to have stable financing sources, become economically viable and be commercialized on a larger scale.

Global Industry 4.0 Conference 2021 – B2B Matchmaking 27 January 2021

In January, ITPO Germany participated in the Global Industry 4.0 Conference 2021 in Morocco held in a hybrid format. The conference addressed the role and possibilities of Industrie 4.0 in fostering a resilient economy and in modernizing SMEs.

It was attended by leading policymakers, high-level UNIDO representatives and representatives of the private sector. In order to facilitate the interactive character of the conference, ITPO Germany set up and promoted an online tool for virtual B2B meetings during the event, which resulted in 300 meetings between 180 participants from 16 countries.



Cleantech Panel Decarbonization 29 April and 6 May 2021

In cooperation with FCA, ITPO Germany organized a virtual Future Cleantech Panel on the overarching topic of decarbonization. The panel was divided into two sessions. The first session, the tech briefing, focused on routes to a zero-carbon industry, giving the floor to industry experts, particularly from hard-to-abate sectors. The second session, the policy briefing, focused on the necessary political framework for decarbonizing industry.

ITPO Germany teamed up with ITPO Japan to bring forward the expertise and experience of Japanese industry experts and policymakers. During the first session, Hiroyuki Tezuka, Executive Fellow and General Manager, Climate Change Policy Group at JFE Steel Corporation, illustrated the two current options to manufacture zero-carbon steel, but also noted the technological challenges related to the huge industrial scale of modern steel-making.



During the second session, Atsushi Kurosawa, Research Director and Principal Researcher of the Global Environmental Program at the Institute of Applied Energy, stressed the importance of working on every policy area to achieve carbon neutrality, including taxes, R&D funding and regulations on international cooperation.

Global Renewable Energy Forum Bonn, 16 September 2021

Under the theme “Showing Ways to Net Zero Emissions” the Global Renewable Energy Forum (GREF) 2021 took place as a hybrid conference with on-site participation in Bonn. The conference was held in preparation of COP26 and discussed key questions on the future of energy transition, including the transformation of energy-intensive sectors, the role of geothermal energy, the future of green hydrogen and decarbonizing urban areas.

Vanessa Voelkel and Lea Spoercke represented ITPO Germany at the GREF 2021, connected with experts from the renewable energy scene and discussed ways to net-zero emission. GREF was organized by the Embassy of the Republic of Korea, Bonn Office, in cooperation with the International Renewable Energy Agency (IRENA) and REN21, the Renewable Energy Network for the 21st Century.

Publications on Decentralized Renewable Energy (DRE) use in the Agro-Processing and Mining Sectors

In 2021, ITPO Germany joined forces with the Alliance for Rural Electrification (ARE), building on the organization's partnership with UNIDO, and produced two sector-specific studies to showcase the potential and related policy recommendations for the increased use of decentralized and renewable energy in the agricultural and mining sectors. The objective of the cooperation between ITPO Germany and ARE is to foster cross-sector coordination, technology exchange and business matchmaking. Through this cooperation, ITPO Germany aims to showcase technologies, expertise and experience of German/European companies from the DRE sector in developing countries. The cooperation strives to facilitate interaction between key DRE stakeholders by providing a platform for mobilizing investments towards global energy access efforts and achievement of Sustainable Development Goal (SDG) 7 and other SDGs.

The publication "Decentralized Renewable Energy (DRE) Innovations to Boost Agri-Sector Productivity and Address Global Food System Challenges" highlights key innovations that sustainably increase productivity in the agricultural sector using DRE technologies and thus help to solve global challenges in food systems. It features 15 case studies from Af-

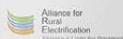
frican, Asian, Latin American and European countries and draws attention to the major barriers, including lack of access to clean energy and water, access to finance, access to high-quality seeds, modern agricultural practices and machinery, as well as a lack of awareness and information on DRE solutions.

The report provides several key recommendations to overcome those barriers, covering aspects related to social, environmental, technical, as well as financial and institutional sustainability.

It addresses stakeholders ranging from international funding partners and philanthropies, governments, private sector, civil society organizations and local communities.



Decentralised Renewable Energy Innovations to Boost Agri-Sector Productivity & Address Global Food System Challenges



Publication on “Decentralized Renewable Energy Solutions for Inclusive and Sustainable Mining – Decarbonizing the Mines and Powering up the Communities”.

ITPO Germany and ARE showcase opportunities for mining companies and renewable energy providers to enter into partnerships to move towards a responsible and inclusive mining sector. The publication features four case studies and two experts’ interviews about DRE in mining operations and community electrification and presents lessons learned for future projects.

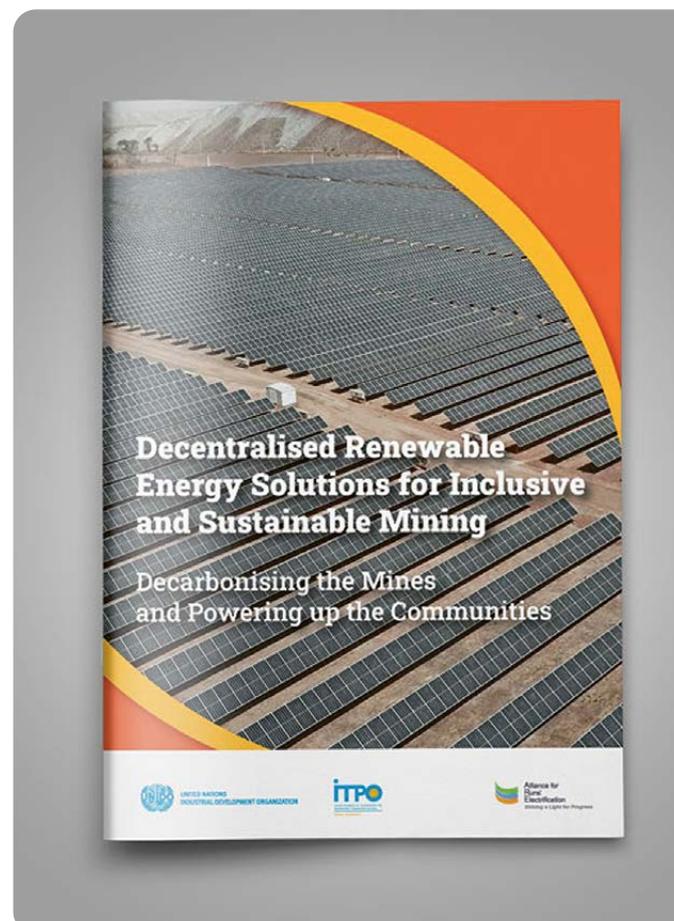
With power generation playing a crucial role for the mining industry, decentralized renewable energy (DRE) offers a variety of benefits, such as a reliable and modern electricity supply, cost reduction, reduced environmental impact as well as the potential to mitigate climate change at scale.

The challenge of sustainable power supply for mines also presents an opportunity for renewable energy and mining companies to collaborate with local communities to develop mutually beneficial solutions that meet the demands of both mining operations and surrounding communities.

By doing so, local socio-economic development can be catalyzed, relationships with communities strengthened and more investments mobilized. This provides an effective approach to address multiple challenges at once, especially SDG 7, access to affordable, reliable, sustainable and modern energy for all, and SDG 9, to build resilient infrastructure, promote sustainable industrialization and foster innovation.



Both publications can be downloaded at:
www.itpo-germany.org/explore/publications



PhD Study: What are the barriers to the adaption and implementation of innovations related to environmental resources in Sub-Saharan Africa

With regard to the adaptation to climate change, there is a great divergence between the Global North and the Global South. Developing countries do not have the financial means to combat the effects of climate change. Industrialized nations, on the other hand, are home to the majority of global innovations designed to mitigate the consequences of climate change.

This contrast is most striking with respect to Africa, home to the second-largest population across all continents but only accounting for around 0.5 percent of all patents registered in 2019. In this context, politicians and international organizations have advocated technology transfer to bring innovations to where they are needed most. ITPO Germany has therefore teamed up with the United Nations University – Institute for Integrated Management of Material Fluxes and of Resources (UNU-FLORES) to close this gap.

The cooperation between the two UN institutions opens up a promising way for understanding the complex issues hindering adaptation efforts in Africa and the role German innovations can play in support of SDG 17. The research is being carried out by Christian P. Schneider, who was selected in a competitive process and started his assignment as PHD candidate in 2021. The main objective of the research project funded by ITPO Germany is to analyze and understand the barriers to the adaptation of innovations related to environmental resources in Africa.

The project takes an interdisciplinary approach, combining economics with political science. The research takes the perspective of German companies and looks at their collaborative activities with enterprises in Africa to implement innovations related to water, soil, waste, and energy. Alongside mapping the existing research landscape, the project also aims to conduct several case studies centered around specific international technology transfer projects.

These case studies will cover both specifics regarding the adaptation and implementation of the individual innovations and more general aspects around social acceptance, the regulatory environment and cooperation problems.

Off-Grid Expo + Conference 2021 Augsburg, 3–5 December 2021

The Off-Grid Expo + Conference (OEC), organized by the Alliance for Rural Electrification (ARE) and Messe Augsburg, is an international exhibition dealing with energy solutions in off-grid areas, particularly in developing countries. Starting out as a workshop in 2011, the OEC grew into one of the most important venues for the off-grid energy industry. In 2021, over 900 visitors (2/3 online) and 50 exhibitors on site from 11 different countries participated in the trade fair. As a partner of the exhibition, ITPO Germany actively participated in the conference, as well as in the expo as an exhibitor.

ITPO Germany shared its booth with three co-exhibitors, which were showcasing their sustainable solutions. Representatives from AMMP Technologies, Coolar and Kerith had the opportunity to connect with key partners and potential customers and to participate in the conference.

Furthermore, ITPO Germany participated in several events during the conference, namely the launch of the Off-Grid Water Alliance (OGWA), the presentation of the joint UNIDO-ARE agribusiness-publication and the launch of a new joint publication on decentralized renewable energies in mining and community electrification.



Deepak Mohapatra (left) and Sandisiwe Moyo (third from left), both Alliance for Rural Electrification (ARE), discussing plans for Off-Grid 2022 with ITPO Germany's Andreas Schaefer, Vanessa Voelkel, Michael Schmidt and Robin Kuranel



Despite strict COVID-19-regulations, ITPO Germany's booth at Off-Grid attracted a steady flow of interested parties

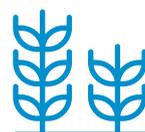


5.3 Companies and Project Examples

In 2021, ITPO Germany further developed a portfolio of over 120 companies and technology providers and adopted a demand-oriented approach to providing services to these companies.

Companies include SMEs, larger corporations and innovative start-up companies that are implementing inclusive and sustainable business projects in developing countries and economies in transition.

Projects are prioritized according to their developmental impact and the competencies and existing networks available at ITPO Germany to support these projects.





Michael Schmidt, Deputy Head of ITPO Germany, with future forklift drivers

Project 1 BISEEDGE/Linde forklift drivers

Within this project, ITPO Germany intended to close a skills gap by providing quality training that drives economic growth and social inclusion and to empower women to have equal opportunities to benefit from development and be contributors in different areas of the society in Nigeria. Simultaneously, it is ITPO Germany's vision that the private sector in Nigeria benefits from access to qualified forklift operators, supervisors and managers to manage broader material handling logistics.

In order to achieve this objective, ITPO Germany partnered with BISEEDGE Limited in Nigeria. BISEEDGE is part of Sunray Ventures, which was founded by Jasper Graf von Hardenberg and Christian Wessels to establish and operate high-impact companies in Africa. BISEEDGE has a strong gender focus and aims to employ a minimum of 50 percent female colleagues, opening a previously male-dominated industry to women's employment.

Through its full-outsourcing model, which provides forklifts, operators and technicians as part of long-term off-take contracts, BISEEDGE creates four qualified and fully socially secured jobs for every forklift deployed. BISEEDGE is targeting to employ more than 2,070 full-time employees by 2025.

Another important aspect of the cooperation between ITPO Germany and BISEDGE is the fact that BISEDGE is the official partner of Linde Material Handling, one of the globally leading manufacturers of material handling equipment and especially electric forklifts. BISEDGE offers full-outsourcing solutions for material handling to Nigerian blue-chip corporate clients, particularly in the food and beverage industry.

As BISEDGE replaces diesel with electric forklifts, a significant reduction of CO₂ is achieved and solar battery charging solutions are offered. As every diesel forklift burns 55,000 liters of diesel annually, thereby emitting 143 tons of CO₂, a total reduction of 70,384 liters by 2025 is targeted.

Specialized consulting firm Field Ready Ltd was selected in a competitive bidding process to recruit, train, and ensure retainment of 100 forklift drivers, among them 50 percent women. Since material handling is currently a male-dominated industry, a particular emphasis was put on explaining and marketing the new role and career development opportunities. An in-person training program covering applied professional skills has been delivered to all candidates.

In addition, every candidate has received training in theory and practice of forklift driving, delivered by an experienced, qualified team of Nigerian trainers adhering to the recognized Nigerian National standards. Field Ready Ltd will be providing ITPO Germany and BISEDGE with a detailed set of recommendations in their post-project report to be published in 2022, with particular focus on engagement with new hires and addressing contracting and staff retention issues.



ITPO Germany working with BISEDGE, the official partner of Linde Material Handling for Nigeria, to train forklift drivers



Nourivit Technologies GmbH and Rainbow Cameroon Limited cooperating to develop microbiological agriculture in Cameroon

Project 2 Nourivit – Rainbow Farms

Thanks to ITPO Germany's successful matchmaking efforts, Nourivit Technologies GmbH and Rainbow Cameroon Limited signed a joint venture agreement in the framework of the market development of microbiological agriculture in Cameroon. The joint venture strengthens sustainable and inclusive agricultural practices and promotes and supports land use and poultry production in Cameroon, thus contributing to food security and sustainable food production.

The partners of the joint venture agreed to build up a production, sales and distribution network for the Nourivit bio-stimulants in Cameroon. Rainbow Cameroon, a social enterprise which contributes to increasing the standard of living for smallholder farmers involved in animal and crop production, shared the same objectives as Nourivit Technologies, making it a perfect fit.

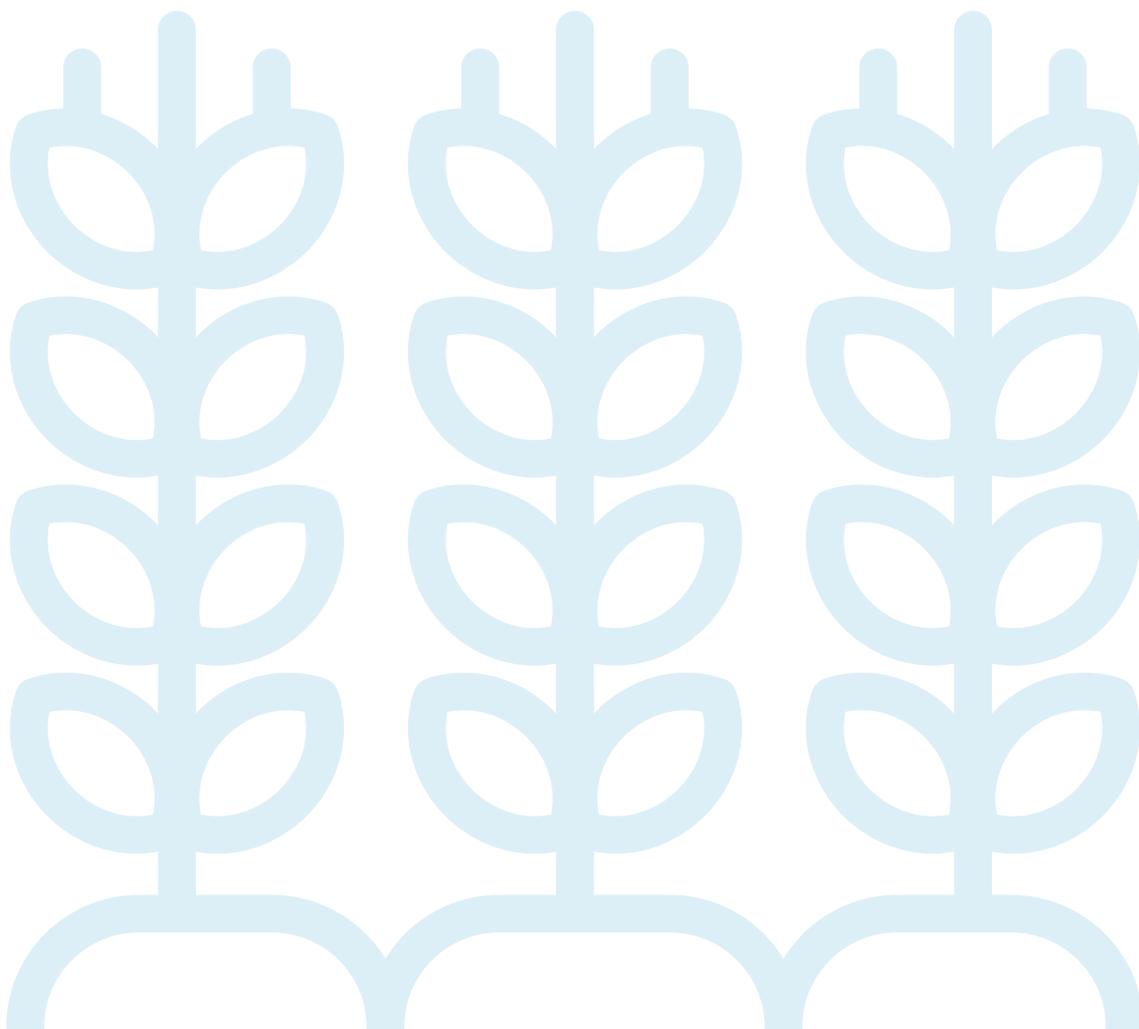
Despite constraints due to COVID-19, intensive work has been done

on advising interested agricultural clients and training additional local staff. Rainbow Cameroon was already able to make the first sales of Nourivit's products. In regular video conferences joint training goals and sales strategies as well as the accounting of sales activities were discussed and determined. Due to its decentralized production approach, Nourivit raised sufficient funding to ensure the installation of the first K3 compact-production plant in Cameroon.

This will enable more than 3,000 smallholder farmers in Cameroon to focus on independent on-site input production and more environmentally-friendly, sustainable and cost-effective farming.

In order to ensure the full success of this initiative, the UNIDO Sub-Regional Office in Cameroon supported the kick-off of the initiative, bringing together key local stakeholders and providing guidance on the alignment with the Sustainable Development Goals.

In October 2021, Jessica Neumann visited the newly established production facility of Nourivit Technologies in Traiskirchen, Austria. ITPO Germany is convinced that the initiated partnership can be seen as a model project for successful matchmaking activities by the UNIDO ITP Network and moreover for a holistic approach to sustainable and environmentally friendly agricultural management through a multi-stakeholder partnership.







5.4 Cooperation with Stakeholders and Partners

As part of its strategic cooperation with the ITPO Network, UNIDO and its field offices, German organizations and other UN agencies, ITPO German supports and facilitates events and activities in line with SDGs 9 and 17.

9 INDUSTRY, INNOVATION
AND INFRASTRUCTURE



17 PARTNERSHIPS
FOR THE GOALS



Digital Board of Directors Retreat 25–29 January 2021

ITPO Germany Head Rolf Steltemeier virtually attended the Board of Directors Retreat in which the organization's strategic priorities of 2021 were discussed. Director General Li Yong stressed that UNIDO needs to scale up its operations to help UNIDO Member States mitigate and recover from the effects of the pandemic, as well as to continue to make progress toward the Sustainable Development Goals. In a session on climate change, the role of industry was stressed, whether as polluter, investor or innovator. It was established that UNIDO is not only in a unique position to harness industry to address climate change, it also has a particularly high responsibility to ensure that advocated solutions and engagements are positive from the perspective of their climate relevance.

EU Industry Week ITPO Event Series February to March 2021

The ITP Network organized three consecutive webinars during the EU Industry Week in close cooperation with the UNIDO Liaison Office in Brussels. The first of the three events was organized by the ITP Network Secretariat in Vienna, highlighting the cooperation between UNIDO and the EU with a focus on the role of investment and technology promotion for increased competitiveness. During his opening remarks, Bernardo Calzadilla-Sarmiento, Managing Director, Directorate of Digitalization, Technology and Agribusiness, stressed the intertwined nature of investment promotion and technology adoption and their important role for achieving digital transformation and inclusive and green growth.



ITPO Germany hosted the third UNIDO session of the EU Industry Week, debating the role of private-sector cooperation between Europe and Africa with representatives of the business world

In this regard, ITPO Italy explored the digital future of sustainable industrial manufacturing in Italy and beyond during the second event of the series.

On March 24, ITPO Germany hosted the third UNIDO session in the framework of the EU Industry Week 2021 on Investment and Technology Transfer from Germany as Driver for Economic Development in Europe and Africa. The event focused on the role of private-sector cooperation between Europe and Africa.

Authors Daniel Schoenwitz and Martin Schoeller presented their ideas on development politics which they laid down in their book “Africa First. Roadmap for a joint future”.

Jaco Maritz introduced the audience to successful business stories and entrepreneurial success, about which he has written in his book “How we made it in Africa”. In addition, Nthabiseng Mosia, Co-Founder of Easy Solar, and Raphaela Egger, Co-Founder of plasticpreneur, presented their business experiences in technological innovation and private-sector cooperation between Europe and Africa.

Patrick Gilabert, Head of the UNIDO Office in Brussels and Representative to the European Union, held the keynote and Vanessa Voelkel, Deputy Head of ITPO Germany, presented the activities of ITPO Germany. The event was hosted by Lea Spoercke, Assistant Expert at ITPO Germany. The panelists agreed that investments and technology transfer plays a pivotal role in the future of industrial development. It should be at the center of any partnership with Africa as it unlocks opportunities for entrepreneurs, catalyzes economic development and increases competitiveness on both continents.

Bernardo Calzadilla-Sarmiento, Managing Director, Directorate of Digitalization, Technology and Agribusiness at UNIDO, Weixi Gong, Chief, UNIDO ITP Division and ITP Network Coordinator, and Patrick J. Gilabert, Head of the UNIDO Office in Brussels and Representative to the European Union, were among the high-level speakers at the first part of the EU Industry Week ITPO Event Series



Presentation of ITPO Germany to the Business Scouts for Development

14 April 2021

ITPO Germany was invited by the Business Scouts for Development at various German Chambers of Industry and Commerce to present its mission and activities. Deputy Head Vanessa Voelkel and Expert Andreas Schaefer showcased ITPO Germany's portfolio and informed about upcoming events and missions. GIZ's Business Scouts for Development are active in Germany and around 40 other countries.

They advise German, European and local companies on the opportunities for promotion, financing and cooperation available through German and European development cooperation, facilitate networking with potential partners and initiate cooperation projects. Twelve Business Scouts work as integrated experts at Chambers of Commerce and Industry.



ITPO Germany and the Business Scouts for Development held a joint call to explore synergies and to tighten cooperation

ITPO Heads Meeting

28 April 2021

The ITPO Heads and experts presented the highlights of their annual planning 2021, opportunities for synergies within the ITP network as well as activities reflecting the UNIDO management priorities. On behalf of ITPO Germany, Rolf Steltemeier, Vanessa Voelkel and Jessica Neumann participated in the meeting.

The head of ITPO Nigeria, Abimbola Olufore, was warmly welcomed. All ITP Network members expressed their satisfaction with having ITPO Nigeria back as part of the Network after a period of absence. The Managing Director, Bernardo Calzadilla-Sarmiento shared his hope for a smooth expansion of the ITP Network to other countries as well, and mentioned the recent ITP Network Evaluation, which found that the ITP Network is highly relevant to achieving UNIDO's and its stakeholders' mandates on ISID.

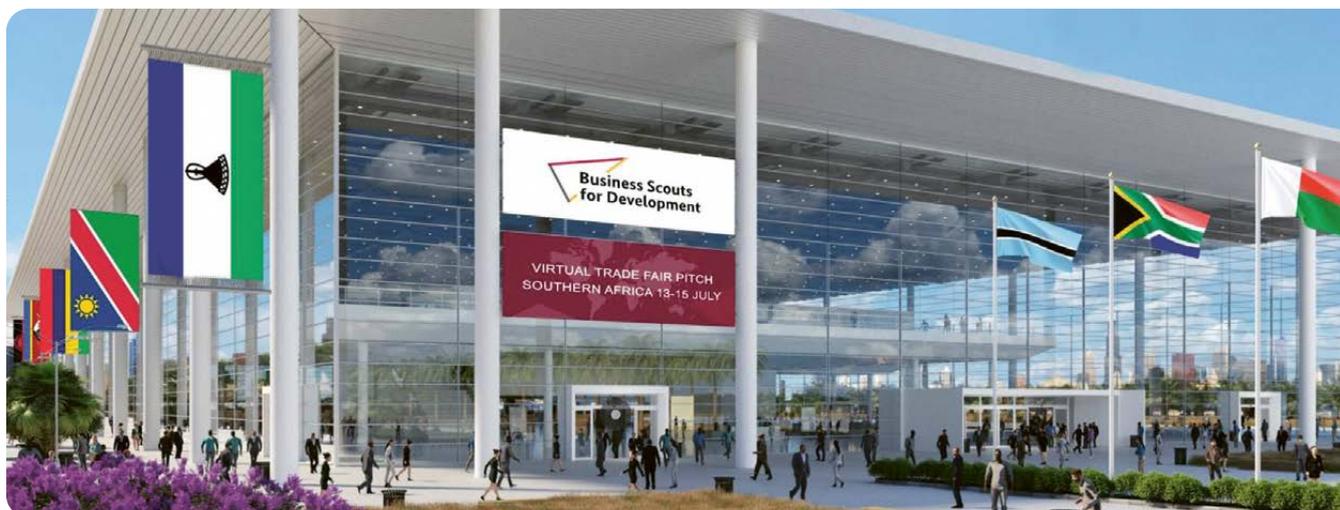
Weixi Gong, ITP Network Coordinator, informed that he would like to hold more bilateral meetings with the ITPO Heads in the near future and that such extended ITPO Heads meetings should be organized once per quarter. Some synergies with other ITPOs were identified, especially regarding the Advisory Programme, the Global Call on Innovative Technologies in Cleantech and Sustainable Land Management as well as regarding ITPO Germany's Investment and Technology Promotion Portal.

Rolf Steltemeier used the opportunity to explain that Sub-Saharan Africa and Africa as a whole remain ITPO Germany's focus, as sustainable private sector engagement in development policy is particularly important for Europe in this part of the world. Furthermore, he reconfirmed ITPO Germany's commitment to mainstreaming gender in all activities as well as in the office's decision-making processes, which are now more gender-balanced with the promotion of Vanessa Voelkel and Michael Schmidt to Deputy Heads and the onboarding of new female and male experts.

Juror at the Business Scouts for Development (BSfD) Program Virtual Trade Fair Pitch May and June 2021

Africa has a striving entrepreneurial scene that is setting out to conquer global markets. An impressive amount of sophisticated products and of socially responsible leadership was on display at the BSfD Virtual Trade Fair Pitch, an initiative by the GIZ Business Scouts for Development Program that allows companies from emerging and developing countries to exhibit at German trade fairs.

ITPO Germany Deputy Head Michael Schmidt and experts Jessica Neumann and Andreas Schaefer were on the selection committee that chose upcoming business leaders who will soon display their products internationally. The contestants, coming from Cameroon, Côte d'Ivoire, Ethiopia, Ghana, Rwanda, Senegal and Uganda, were from such diverse industries as metal engineering, textile manufacturing and agribusiness.



Virtual meeting with ITPO Nigeria

7 June 2021

As one of the nine offices of the UNIDO Network of ITPOs worldwide but the only one in Africa, the role of ITPO Nigeria is catalytic for the ITP Network’s interventions on the continent towards the implementation of ISID and in line with the Third Industrial Development Decade for Africa (IDDA III).

Given this important role, ITPO Germany is engaging with ITPO Nigeria on a regular basis, creating synergies, especially with the ITPO Germany Advisor in Nigeria, to link Nigeria to other countries in the UNIDO global network of ITPOs (ITP Network) and to promote mutually beneficial industrial and technology projects.

A study by UNIDO concludes that for MSMEs in the manufacturing sector in Sub-Saharan Africa to be productive and efficient, there needs to be adoption of more advanced technology. More so, with the commencement of Africa Continental Free Trade Agreement (AfCFTA), Nigeria and other countries in the sub-region need to be able to tackle the constraints that have inhibited the regional value chain.



Under the auspices of ITP Network Coordinator Weixi Gong, the teams of ITPO Germany and ITPO Nigeria explored the promotion of mutually beneficial industrial and technology projects

UNIDO-Innovation for Cool Earth (ICEF) Side Event Tokyo, 7 October 2021

From 6–7 October 2021, the Government of Japan hosted the Innovation for Cool Earth Forum (ICEF) to discuss the challenges and opportunities for carbon neutrality. Due to their continuous technology promotion efforts in developing and industrializing countries, the UNIDO ITPOs are in a unique position to mobilize technologies for carbon neutrality.

Therefore, the ITP Network decided to hold a UNIDO-ICEF side event under the lead of ITPO Tokyo. The guiding question of the side event was “How can we achieve carbon neutrality globally in cooperation with developed countries and emerging and developing nations?” Guest speakers joined from South Africa, China, Morocco and Japan.

For a German industry perspective, ITPO Germany was able to win Wolfgang Niedermark, Member of the Executive Board of the Federation of German Industries (BDI), as an expert speaker. He emphasized the positive developments in climate-friendly technologies. In Wolfgang Niedermark’s view, major challenges are the scaling of these technologies and the prevention of carbon leakage to less regulated regions.



Innovation for Cool Earth Forum
8th Annual Meeting

OCTOBER 6-7, 2021

**Pathways to Carbon Neutrality by 2050:
Accelerating the pace of global decarbonization**

ITPO Heads Meeting 27 November 2021

Managing Director Bernardo Calzadilla-Sarmiento thanked the ITPOs for their contribution in the preparation of the General Conference and announced that with the new Director General taking position, the ITP Network will have a lot of relevance in the work of UNIDO in the future.

ITP Network Coordinator Weixi Gong highlighted examples of successful synergetic collaboration, such as the Carbon Neutrality Event led by ITPO Tokyo and supported by ITPO Beijing and ITPO Bonn. He also praised the pioneering Gender Lens Investing Training, which was developed by a task force including ITPO Germany, and the Global Call, initiated by ITPO Italy and successfully continued by ITPO Germany, which became a flagship project of the entire ITP Network.

ITPO Germany Head Rolf Steltemeier underlined the project's continued commitment to support the ITP Network and UNIDO. ITPO Germany will contribute its share to the ITP Network Advisory Programme with the four new National Advisors based in Côte d'Ivoire, the Democratic Republic of the Congo, Nigeria and Sudan. Rolf Steltemeier assured the ITPOs in China, who will host the Global Call in 2022, of ITPO Germany's willingness to share its expertise and to promote the event.

Expert Jessica Neumann presented "Gender Lens Investing", a self-paced e-learning course for mission-driven entrepreneurs, business advisors, incubators and impact investors that will consist of six modules to be launched one by one. Expert Andreas Schaefer gave an overview over planned activities for 2022 and invited the other ITPOs to collaborate on ITPO Germany's trade fair booths at exhibitions like IFAT.

Cooperation with other United Nations Organizations in Bonn in 2021

ITPO Germany is strategically located at the UN Campus in Bonn and an active member of the local UN family that counted 25 organizations in 2021. During last year, ITPO Germany deepened its collaboration with UNFCCC and UNCCD. In cooperation with both organizations, ITPO Germany organized the UNIDO Global 2021 as well as two side events at the COP26.

Similar partnerships with other relevant UN agencies are planned for other priority sectors that ITPO Germany is looking into. Strengthening the role of Bonn as a UN City has been an objective for the past German governments. The new German government continues this policy and has made this goal part of their coalition agreement.





5.5 Responding to the COVID-19 Pandemic

The prolonged global health crises affected the way ITPO Germany fulfilled its mission. Staff presence at the UN Campus was significantly curtailed, internal and local travel was restricted, while events and personal meetings had to be cancelled.

ITPO Germany turned these difficult circumstances into an opportunity by vastly increasing its online presence, multiplying the number of followers on social media, developing new online events, and publishing digital publications and impact videos. Two major building blocks for the future of the ITPO were also put in place: The upcoming Investment and Technology Promotion Platform will create a virtual platform for technology and investment projects.

With the launch of the Advisory Programme, ITPO Germany created additional value for companies hit by travel restrictions. ITPO Germany also supported efforts to combat the epidemic in Africa, for example by supporting the production of personal protective equipment in Western Africa. In order to provide African Investment Promotion Agencies (IPAs) with a rare opportunity to meet investors in person, ITPO Germany organized a targeted delegate program and meetings with German companies around the Investment and Management Exhibition.

Events cancelled or postponed due to COVID-19

- Khartoum International Fair (January)
- Interpack Dusseldorf (February)
- Anuga FoodTec Cologne (March)
- IE Expo Shanghai (April)
- Hannover Fair (April)
- Vienna Energy Forum (July)
- Corporate Think Tank Africa (September)
- UN Day Bonn (October)
- Business Delegation Kenya/UNHCR (October)
- Agritechnica Trade Show Hannover (November)



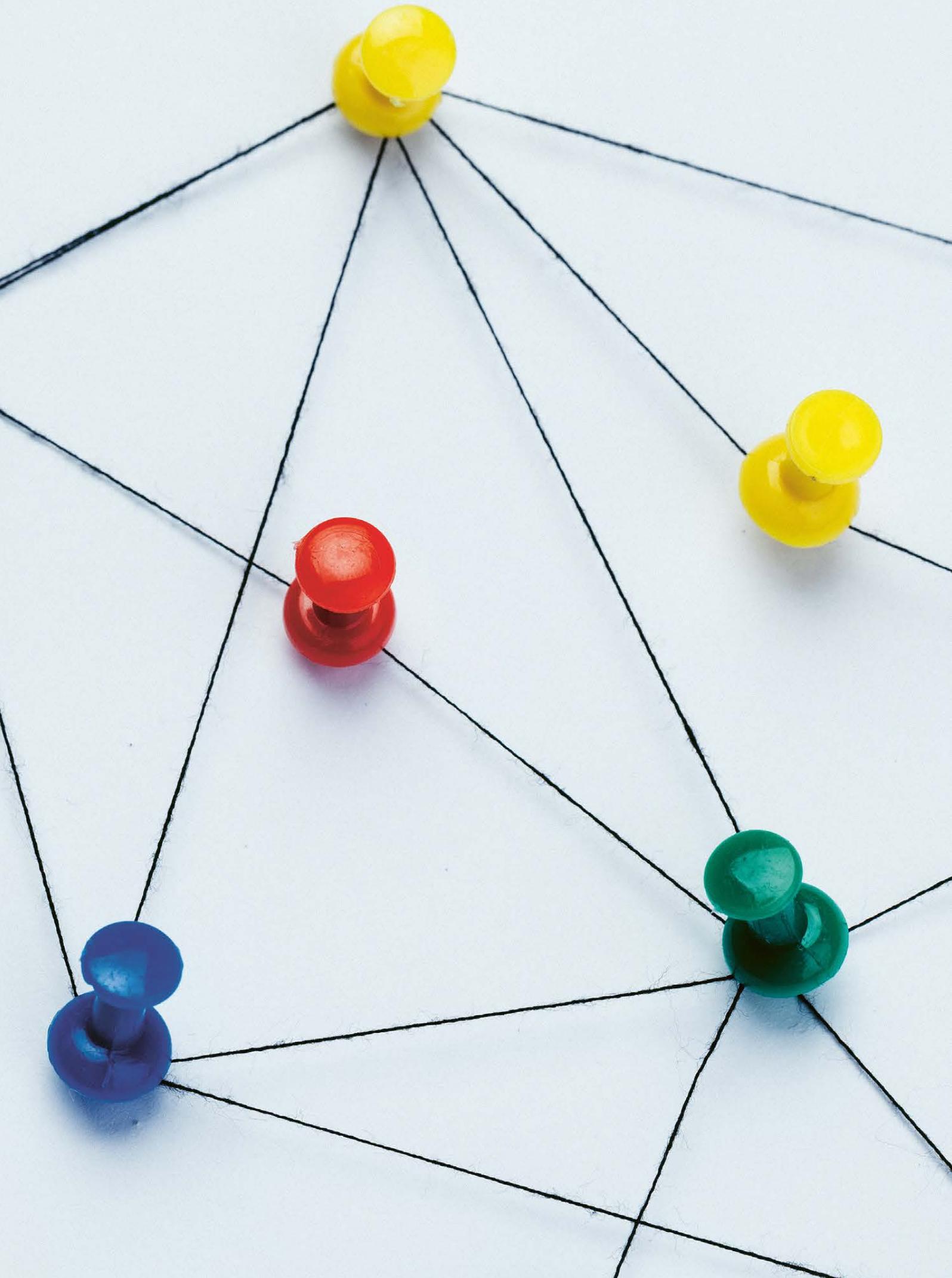
5.6 Independent Evaluation

Results of the Independent thematic evaluation of the ITP Network, 2021

The evaluation covered the ITP Network operations over the period from 2010 to November 2020. It was designed as a forward-looking assessment, which sought to contribute to and support achieving UNIDO's strategic objectives and identify areas for possible improvement. The evaluation was conducted in two phases. Phase 1 of this evaluation focused on the assessment of ITPO Shanghai and ITPO Germany. Building on phase 1, the second phase encompassed the UNIDO ITP Network framework as a whole, including policies, strategies, roles and responsibilities, and processes related to its operation that span across all nine ITPOs in eight countries worldwide. The evaluation found that ITPO Germany performs very well.

Although it is a comparatively young office, it can already keep up with longer existing ITPOs (such as ITPO Italy and ITPO Japan) when it comes to the number of identified new technologies or the number of organized B2Bs and B2Gs. Its active support of the ITP Network Secretariat at HQ was also positively highlighted, as well as the focus on renewable energy, green technologies and gender mainstreaming activities. Additionally, ITPO Germany contributed to the systematic and evidence-based monitoring and reporting on the organization-wide progress towards its goals and strategic objectives – as provided in the program and budgets and the Medium-Term Programme Framework (MTPF) of UNIDO.

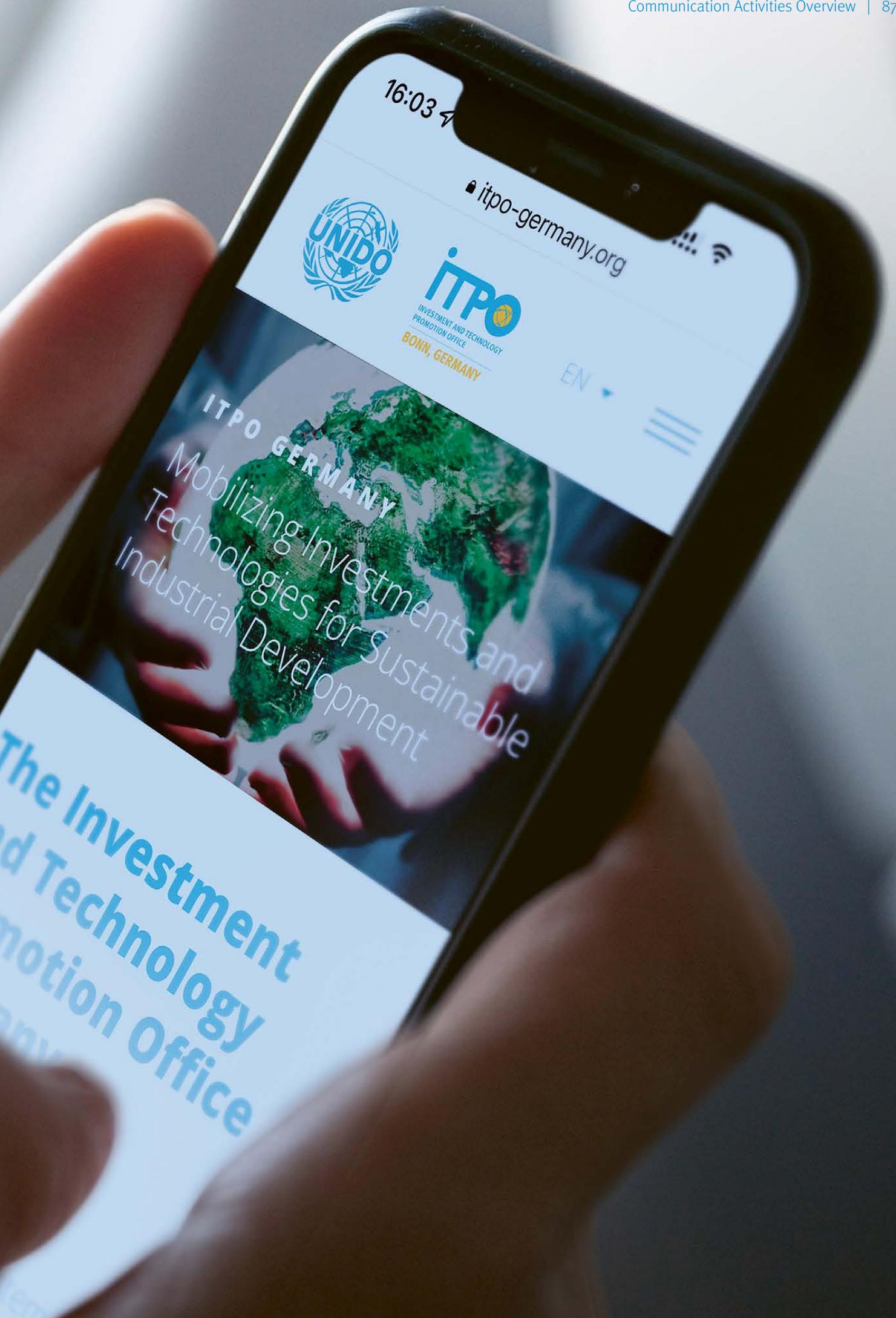




06

Communication Activities Overview





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itpo-germany.org



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ITPO GERMANY
Mobilizing Investments and
Technologies for Sustainable
Industrial Development

**The Investment
and Technology
Promotion Office**

Website

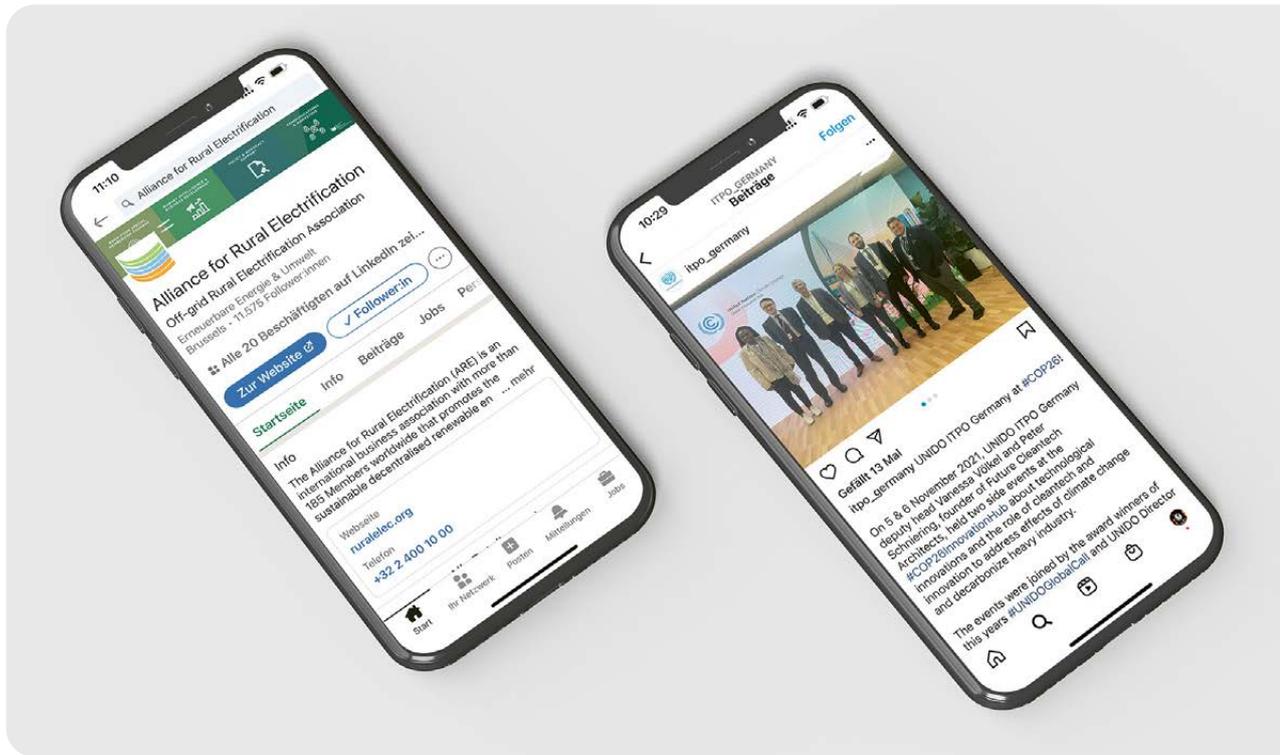
In 2020, ITPO Germany started a review of its website which led to a restructuring of the content in 2021. The updated web presence reflects current developments at ITPO Germany and will regularly inform the interested public about its activities, providing the latest information. A shorter version of the website with the most important information is available in German.

Visit ITPO Germany: www.itpo-germany.org

Media coverage

ITPO Germany's work has been featured in the national and international press. Highlights included a feature of ITPO Germany in the Good Jobs magazine as well as an article about the ITPO Germany's Advisory Programme in the BUSINESS & DIPLOMACY magazine. Several national and international newspapers as well national TV stations reported on the UNIDO Global Call 2021, the Global Call 2021 Award Ceremony and featured the four winning companies.





Social media insights

ITPO Germany uses social media options to inform its partners, stakeholders and the interested public about its activities. A special focus is put on establishing contact with (potential) partners for investment promotion and technology transfer in developing countries and economies in transition.

In 2021, ITPO Germany remarkably increased its follower base on all of its social media accounts. ITPO Germany's main social media account is LinkedIn. In 2021, ITPO Germany has started to explore IGTV and Vimeo to further visualize its activities.

Stay in touch



07

Partners and Stakeholders





Federal Foreign Office



Federal Ministry
for Economic Cooperation
and Development

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

KFW DEG

SES
Senior Experten Service
DER WEIT EXPERTEN DIENST

FCA Future
Cleantech
Architects

 Alliance for
Rural
Electrification
Shining a Light for Progress



ITPO Germany Partners and Stakeholders

ITPO Germany is continuously developing its network of partner institutions and stakeholders. It acts in close cooperation with other organizations that pursue similar mandates and seeks to complement them. Among the partners are:

- Agency for Business and Economic Development (AWE)
- Alliance for Rural Electrification (ARE)
- Association for Supply Chain Management, Procurement and Logistics (BME)
- Association of German Engineers (VDI)
- Baden-Württemberg International
- Bayern International
- Bundesverband mittelständische Wirtschaft (BVMV)
- China International Investment Promotion Agency in Germany (CIPA)
- Cluster of Environmental Technologies Bavaria
- Cluster of Environmental Technologies NRW
- Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)
- Delegation of German Industry and Commerce in Nigeria (AHK Nigeria)
- Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG)
- DIHK-IHK-AHK – Network of German Chambers of Industry and Commerce
- Energieagentur NRW
- Business Scouts for Development – Network of German Development Advisors
- Federal Ministry for Economic Cooperation and Development (BMZ)
- Food and Agriculture Organization (FAO)
- Future Cleantech Architects (FCA)
- German Agricultural Society (DLG)
- German Energy Agency (DENA)
- German Energy Solutions – BMWK Exportinitiative Energie
- German Global Compact Network (DGCN)
- German-African Business Association (AV)
- Germany Trade & Invest (GTAI)
- Global Cleantech and Innovation Programme (GCIP)
- Global Business Network (GBN)
- Green Cooling Initiative (GIZ)
- Hessen Trade & Invest
- ICF Institutional Capital Forum
- Import Promotion Desk (IPD)
- KfW Development Bank
- Mechanical Engineering Industry Association (VDMA)
- Messe München
- Network of German Chambers of Commerce and Industry (DIHK, IHK, AHK)

- NRW Global Business
- Permanent Mission of the Federal Republic of Germany to the United Nations, Vienna
- Private Financing Advisory Network (PFAN)
- Senior Expert Service (SES)
- Sino-German Center for Sustainable Development (CSD)
- UNESCO UNEVOC International Centre for Technical and Vocational Education and Training
- UNIDO Gender Office
- United Nations Convention to Combat Desertification (UNCCD)
- United Nations Framework Convention on Climate Change (UNFCCC)
- United Nations High Commissioner for Refugees (UNHCR), Kenya
- World Association of Investment Promotion Agencies (WAIPA)
- World Food Programme (WFP)
- World Health Organization (WHO) – European Center for Environment and Health



Federal Foreign Office



Federal Ministry
for Economic Cooperation
and Development

giz

Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH



KFW DEG



FCA Future
Cleantech
Architects

Alliance for
Rural
Electrification
Shining a Light for Progress

08

Outlook 2022





Outlook 2022

In 2022, ITPO Germany will continuously scout for, engage in and promote projects and technologies that contribute to sustainable industrial development. ITPO Germany will balance the continued uncertainties caused by the COVID-19 pandemic and affecting its operations with its increased capacities and efforts to foster innovations, technological advancements and inclusive economic development in its main target countries in Sub-Saharan Africa and beyond.

The strategic orientation of 2021 on health and sanitation and more resilient and sustainable industrial value chains will be further expanded, with additional focus on cleantech, environmental technologies (water, waste management, recycling), sustainable mining, mobility and innovative solutions for fragile and conflict-affected situations (FCS).

ITPO Germany used the year 2021 to strengthen its staff by bringing on board new experts and four national advisors, located in the Democratic Republic of the Congo, Côte D'Ivoire, Nigeria and Sudan, further strengthening the office's implementation capacities, visibility and local footprint in these countries. By placing national advisors in four regional centers in Sub-Saharan Africa, ITPO Germany is able to identify, promote and provide hands-on support to projects of industrial cooperation between local investors and companies with partners and technology providers from Germany and Europe.

In addition, ITPO Germany will continue to use innovative online tools and formats to promote projects and technologies and to connect companies and partner institutions. These formats, including short investment and technology promotion seminars, B2B networking sessions and the continuous online consultancy support, will be further bolstered by the re-designed website and the launch of the ITPO Germany Investment and Technology Promotion Platform in the first half of 2022.

Well-targeted business delegations, like the private sector mission to Kenya and Uganda with UNHCR, will go hand in hand with capacity development activities and institutional partnerships that build on ongoing UNIDO and German activities in partner countries. Participation in fairs and events, as listed below, will highlight the latest innovations and the possibilities for technology transfer and serve to connect these developments with the needs and market opportunities in developing countries.

ITPO Germany will continue to expand its network and deepen its cooperation with technical departments and field offices of UNIDO, other UN agencies, the BMZ and strategic partners such as GIZ and numerous other stakeholders.

Planned activities of ITPO Germany for 2022 include:

January

8th German-African Agribusiness Forum (GAAF), online

March

Dubai International Humanitarian Aid and Development Conference (DIHAD), Dubai

May

Mining Forum, Berlin

IFAT, world's leading trade fair for environmental technologies, Munich

June

THE SPARK: Cleantech Innovation Festival jointly with FCA, Remscheid

1st half 2022 (tbd):

LDC5 Private Sector Forum, Doha

September

Private Sector Mission to Kenya/Uganda jointly with UNHCR

November

The Greener Manufacturing Show, Cologne

December

OFF-GRID Expo + Conference, Augsburg







UNIDO ITPO Germany Annual Report 2021

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UNITED NATIONS
INDUSTRIAL DEVELOPMENT ORGANIZATION

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