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INDUSTRIAL DEVELOPMENT ORGANIZATION


**ITPO**  
INVESTMENT AND TECHNOLOGY  
PROMOTION OFFICE  
BONN, GERMANY


# ANNUAL REPORT 2022

UNIDO Investment and Technology  
Promotion Office (ITPO) Germany

# Mobilizing Investments and Technologies for Sustainable Industrial Development



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Federal Ministry  
for Economic Cooperation  
and Development



German Minister  
for Economic  
Cooperation and  
Development  
Svenja Schulze with  
ITPO Germany Head  
Rolf Steltemeier

*“Germany assumes its international obligations. The German government is committed to social, economic and ecological development, in Germany and worldwide. Climate change, pandemics, conflicts and wars must not be played off against each other – but their causes must be addressed simultaneously. More than ever, it is necessary to achieve the goals of the 2030 Agenda as an international community.”*

#### **Svenja Schulze**

German Minister for Economic Cooperation and Development

## Foreword

Dear Ladies and Gentlemen,

Private-sector solutions play a major role in bringing sustainable energy and fair jobs to developing countries. Companies invest in Africa because they see the opportunities and because they have adapted their business models and technologies to the needs of the market. The same goes for the projects that African entrepreneurs are developing. They often have a strong business case but require the right technology and the right partners to take off.

This is where ITPO Germany comes in: connecting these two parties – technology providers from Europe and entrepreneurs with projects in Africa – and linking them with funding sources is our mission. Events like the environmental fair IFAT or the energy fair OFF-GRID are a case in point. By organizing a joint pavilion, we gathered innovative German companies and then linked them up with African entrepreneurs who took part in our Delegate Programme and with financing partners.

2022 also brought many other highlights, like a Private Sector Mission to Uganda and Kenya with 27 companies and with the strong support of UNHCR, the UN Refugee Agency. The common goal: To encourage private-sector engagement in the humanitarian context in line with two objectives of the Global Compact on Refugees – to ease pressures on host countries and to enhance refugee self-reliance.

All this was accomplished while ongoing projects such as ITPO Germany’s Investment and Technology Promotion Platform (ITPP) and our Advisory Programme were further strengthened. The ITPP connects technology providers and investors from Germany and Europe with projects in developing countries and emerging markets, while the Advisory Programme provides services to the private sector and governments on industry-related issues with the help of local advisors in African countries.

In 2022, UNIDO underwent important structural changes that were initiated by the new Director General Dr. Gerd Müller. ITPO Germany will now function under the newly established directorate of Global Partnerships and External Relations (GLO). Furthermore, we are pleased to announce that ITPO Germany will open a second office in Berlin. This will support ITPO Germany’s ongoing efforts to foster cooperation with public and private institutions and relevant stakeholders in the German capital city. The team of ITPO Germany is excited to enter its third project phase from 2023 to 2025.

Our work would not be possible without dedicated colleagues and partners. I would like to express my sincere gratitude to my colleagues in Bonn, Vienna, Berlin, Abidjan, Lagos and Khartoum. Their engagement and knowledge allowed us to successfully achieve our goals even during difficult times. I also would like to thank our supportive and invaluable stakeholders, first and foremost Stefan Bethe and Roland Guttack from the German Federal Ministry for Economic Cooperation and Development (BMZ), and the UNIDO ITPO Network Secretariat Office in Vienna, especially Weixi Gong.

#### **Prof. Dr. Rolf Steltemeier**

Head of UNIDO ITPO Germany





1

UNIDO



## 1.1

## UNIDO: Progress by Innovation

UNIDO is the specialized agency of the United Nations with a unique mandate to promote and accelerate sustainable industrial and economic development. The organization is led by Director General Dr. Gerd Müller, former German minister for Economic Cooperation and Development. UNIDO supports countries to industrialize in ways that foster digital and green transitions and accelerate progress towards the Sustainable Development Goals.

#### The world is facing an array of challenges

- We are on the verge of a global food crisis, with a rising number of people experiencing hunger and food insecurity.
- We are in the grip of a climate catastrophe and the window to avert it is rapidly closing.
- We are reeling from the worst economic crisis in decades and small businesses in developing countries are struggling.

#### UNIDO can help its Member States overcome these challenges. UNIDO's priorities are:

- To reduce hunger by helping businesses from farm to fork.

This means sharing knowledge and technology to help reduce post-harvest losses and increase food security. Agribusiness can generate job opportunities for young people.

- To stop the climate breakdown by using renewable energy and energy efficiency to reduce industrial greenhouse gas emissions.

This means promoting policies, technologies and practices to provide countries with the opportunity to forge low-carbon economies. Climate action can create millions of new jobs.

- To support sustainable supply chains so that developing country producers get a fair deal and scarce resources are preserved.

This means setting global environmental and social standards, alongside knowledge and technology transfer to improve quality and add value. Supply chains are essential to trade, and trade is essential to job creation.

The UNIDO motto is "Progress by innovation". It is imperative that governments, industry, businesses, and society at large think outside-the-box. UNIDO supports innovation across the whole spectrum of industrial development.

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:

Creating  
Shared  
Prosperity

Advancing  
Economic  
Competitiveness

Safeguarding  
the  
Environment

Strengthening  
Knowledge and  
Institutions

Cross-  
Cutting  
Services





## 1.2 UNIDO Investment and Technology Promotion Offices

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.

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). The ITPOs are guided by the Division of ITPOs and Institutional Partnerships under the Directorate of Global Partnerships and External Relations (GLO).

The objective of the ITPOs 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 Division of ITPOs and Institutional Partnerships ensures effective networking, information and knowledge sharing amongst the ITPOs. The Division also ensures that the work of the individual ITPOs is coordinated with UNIDO programs, projects and field operations and facilitates the up-scaling of development impacts and the adoption of 4IR technologies.

## 1.3 SDG 9: Industry, Innovation and Infrastructure

The Sustainable Development Goals (SDGs) constitute the core of the 2030 Agenda for Sustainable Development, adopted by all UN member states in 2015. The SDGs guide the global, regional and national activities of UNIDO – and thus 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 of domestic technology development, research and innovation in developing countries. This includes ensuring a conducive policy environment for, inter alia, industrial diversification and adding value to commodities. Furthermore, scientific research should be enhanced and technological capabilities of industrial sectors upgraded to encourage innovation.

**9** INDUSTRY, INNOVATION  
AND INFRASTRUCTURE







## 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 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.

Realizing the need for cross-sector and cross-country collaboration, ITPO Germany also supports SDG 17 (partnerships for the goals) by fostering important global partnerships between institutions, companies, governments, and investors for sustainable development.

The project successfully leverages its location on the UN Campus in Bonn and Germany's leadership in technologies and investments for combatting climate change. In 2023, a second office will be opened in Berlin.



## 2.3 The Team

ITPO Germany is headed by **Prof. Dr. Rolf Steltemeier**, with **Michael Schmidt** and **Vanessa Voelkel** working as deputy heads of the office. **Jessica Neumann** and **Andreas Schaefer** both work as Investment and Technology Promotion Experts and are located in Vienna and Bonn, respectively.

Until October 2022, Associate Investment and Technology Promotion Expert **Theresa Rueth** worked for ITPO Germany at the UNIDO headquarters in Vienna and facilitated cooperation with other ITPOs.

The expert team is supported by Team Assistant **Skirmante Tamelyte** and (until December 2022) Office Assistant **Claudia Peña Martín**, as well as Associate Experts **Robin Kuranel** and **Justus Schneider**.

With **Daouda Sangaré** (Côte d'Ivoire), **Thierry Viengle** (Democratic Republic of the Congo, until August 2022), **Adekunle Olusile** (Nigeria) and **Yassir Ahmed** (Sudan), local National Advisors work for ITPO Germany, strengthening the local presence and expertise in key countries in Sub-Saharan Africa.



Rolf Steltemeier



Michael Schmidt



Vanessa Voelkel



Jessica Neumann



Andreas Schaefer



Skirmante Tamelyte



Robin Kuranel



Justus Schneider

### National Advisors



Daouda Sangaré



Adekunle Olusile

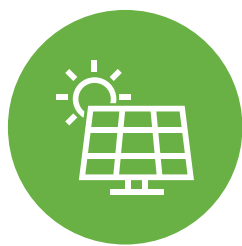


Yassir Ahmed



## 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**



**Humanitarian Sector**

## A two-pronged strategy to promote industrialization in developing countries

In order to better meet local 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 industrial upgrading in predominantly urban centres, industrial parks and special economic zones, which provide the infrastructural conditions for larger-scale industrial projects.



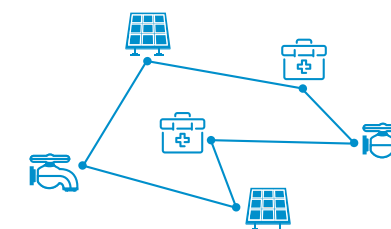
### Industrial upgrading

**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 advanced technologies
- 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 automation and Industry 4.0 and the use of green hydrogen

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:



### Rural solutions

**Smaller-scale industrial projects in 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
- are 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



## 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), 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 programmes and trade show visits
- Promoting projects and finding partners on the online Investment and Technology Promotion Platform (ITPP)

## 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 programme
- Providing institutional support and policy advice
- Promoting projects and companies on the online Investment and Technology Promotion Platform (ITPP)





3

## Facts and Figures

1.750

**companies & institutions**  
connected through B2B/B2G matchmaking

318

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

12

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

29

**strategic cooperations** between  
institutions and potential investors were  
established

28

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

48

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

185

**technologies** were scouted and  
promoted in developing/industrializing  
countries

# ITPO Germany's achievements



## 32 countries in which ITPO Germany supported enhanced private sector cooperation



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



\* Countries in which a National Advisor  
for Investment and Technology  
Promotion of ITPO Germany is based



## 4

## Activities and Results

## 4.1 Advisory Programme

Through its Advisory Programme, ITPO Germany provides services to the private sector and governments on industry-related issues by assigning local advisors in target markets. The advisors support potential investors and technology providers from Germany with the latest information and advice on the local investment environment to facilitate technology transfer and business matchmaking.

Advisors assist with a variety of services required for doing business, such as information on how to operationalize business strategies and policies in local environments and introduction to partners in the public and private sector.

They arrange and accompany business meetings, facilitate delegate missions from national representatives to Germany and provide follow-up services, thereby accelerating industrial development and increasing competitiveness in the respective target market.

ITPO Germany has established its Advisory Programme in four countries: Côte d'Ivoire, the Democratic Republic of the Congo (until August 2022), Nigeria and Sudan.



ITPO Germany National Advisors Daouda Sangaré (Abidjan, Côte d'Ivoire), Adekunle Olusile (Lagos, Nigeria) and Yassir Ahmed (Khartoum, Sudan)



## Advisory Programme Côte d'Ivoire

### Supporting mask production

At the beginning of 2022, the German-Ivorian joint venture MPP started producing face masks in their new plant near Abidjan. This contributed to the Covid pandemic response of ITPO Germany by the transfer of modern and innovative mask production technologies from Germany to Côte d'Ivoire.

With a production speed from 400 to 800 masks per minute, the factory offers comfortable masks with high protection against diseases. If necessary, the machinery can also be repurposed, for example for the production of rubber gloves.

Daouda Sangaré, National Advisor of the ITPO Germany with past experience as COO in manufacturing factories, delivered a tailored training programme that reinforced the skills of staff members in performance management, occupational safety and process safety.



Med-Protex Production S.A. (MPP) managed to start their production just as a major COVID outbreak hit Côte d'Ivoire

### Collaboration with German organizations to promote business matchmaking and transfer of sustainable technologies

In line with ITPO Germany's mandate to promote German/European technologies, synergies with other German cooperation agencies were amplified. ITPO Germany's National Advisor in Côte d'Ivoire gave keynote speeches at business conferences of German organizations like AHK (Chamber of

Commerce and Industry), GIZ, Afrika-Verein der Deutschen Wirtschaft and the German Water Partnership. These panels allowed the National Advisor to deliver inputs on the local business environment and highlights on fast moving sectors that are investment-ready.

## Private Sector Mission to Côte d'Ivoire

The National Advisor for Côte d'Ivoire, with the support of the local UNIDO office, planned and executed a private-sector mission from 19 to 26 November 2022. The purpose of the mission was to connect Ivorian agribusiness companies with technology providers and investors from Germany and Europe. The technologies ranged from irrigation to decentralized renewable energy and refrigeration. Participating investors explored opportunities to supply renewable

energy as a service and to create jobs in sustainable agribusiness. Briefings by the German Embassy and GIZ helped the participants to better understand the economic environment and to explore connections with ongoing programmes for technical cooperation. The agenda included site visits in central Côte d'Ivoire, a major agricultural hub that is increasingly affected by climate change, as well as individual matchmaking in Abidjan.



The Private Sector Mission included Tiassalé, a major centre for agribusiness, offering opportunities for refrigeration, food processing and sustainable energy



Circular economy at its best: National Advisor Daouda Sangaré (right) discussing with LONO how farm leftovers can be converted into biogas and organic fertilizer



## Advisory Programme Nigeria

### Participation at the GCIP Nigeria launch and National Academy

In September 2022, Adekunle Olusile, ITPO Germany National Advisor in Nigeria, participated as a high-profile mentor in the first National Academy of the UNIDO Global Cleantech Innovation Programme (GCIP) Nigeria, which took place in Lagos.

During the intensive four-day workshop, mentors were connected to entrepreneurs, who received coaching and coached on topics relevant to cleantech, business models, entrepreneurship, and access to finance.

The GCIP addresses common drivers of environmental degradation including climate change, pursues transformative system innovation and applies a unique approach to unleash the full potential of cleantech entrepreneurs and SMEs in upscaling robust business models.

Additionally, it strengthens entrepreneurship and synergies across ecosystems and facilitates partnerships and networking between private and public sectors while ensuring the sustainability and accessibility of the programme.

### WACEE'22 joint participation of ITPO Germany and ITPO Nigeria



National Advisor Adekunle Olusile (centre) with UNIDO ITPO Nigeria team during the joint participation at WACEE'22

During the West African Clean Energy and Environment Trade fair and Conference (WACEE'22) organized by the Delegation of German Industry and Commerce in Lagos (AHK Nigeria), the National Advisor of ITPO Germany in Nigeria, together with colleagues from ITPO Nigeria, co-organized the joint exhibition booth of ITPO Nigeria and ITPO Germany.

The Advisor facilitated event workshops and speaking sessions and participated as conference panellists during the three-day event held from 19 to 21 October 2022. The ITPOs' joint exhibition booth offered the opportunity to support several local SMEs to gain visibility and meet with potential international partners, technology providers and investors through matchmaking sessions and B2B meetings.

## Protein from insects

Larvae from the black soldier are an environmental-friendly and cost-effective replacement for animal feed. The insects have the capability to turn low-value organic material into high-value nutrients.

However, big amounts of organic material are necessary to operate large-scale factories. In order to facilitate the supply of organic material and at the same time help alleviate Nigeria's waste problem, the National Advisor of ITPO Germany organized a business delegation from the Association of Waste of Nigeria (AWAMN) to Magprotein in

Epe, Lagos State. Magprotein produces fish and livestock feeds from insects.

During the visit, a B2B session was held to develop a partnership between the two organizations, allowing for a sustainable supply of organic waste feedstock towards the ambitious upscaling of ingredient production for feed and crop in Africa.

This partnership will foster sustainable food production and a circular economy to support the achievement of SDGs 1, 2, 12 and 17.

## Palm oil mill effluent (POME) management partnership

As a follow-up to the ITPO Germany mission to IFAT Munich 2022, the National Advisor initiated an engagement with Blackforest Solutions (BFS) GmbH and Sludge Management Company (SMC) to support their market entry efforts and to identify local partners to promote a more inclusive and sustainable palm oil sector in Nigeria.

Several matchmaking sessions were organized throughout the year. The project is expected to have significant social, economic and environmental impact with associated job creation and integration of multiple SDGs such as 1, 2, 6, 8, 9, 12 and 13.





## Advisory Programme Sudan

### Kassala – renewable energy for horticulture

Renewable energy makes Sudanese horticulture more sustainable and helps to cushion the effect of growing electricity and fuel prices. Contributing to UNIDO's agricultural value chain development projects, ITPO Germany and the UNIDO sub-office Kassala co-organized a B2B matchmaking event, comprised of local agents of leading German energy firms, farmers' cooperatives and microfinance institutions.

This was followed by sponsoring participations of two local photovoltaics companies, the National Coordinator of the UNIDO-Kassala project and a representative of a farmers' union, to participate in the Off Grid Expo & Conference in Augsburg, Germany, in December 2022.



German biogas entrepreneur Katrin Puetz (right) from (B)energy GmbH signed contracts with Sudanese partners mediated by National Advisor Yassir Ahmed

## Manyous – waste recycling for development

Through sector analysis and communication with regulatory bodies, ITPO Germany identified Manyous Recycling Plant as a potential partner, capable of introducing modern technologies that support social inclusion and income generation for vulnerable segments. Yassir Ahmed, the National Advisor of ITPO Germany in Sudan, assisted in establishing links with leading German recycling firms and by submitting a request for partnership in Mobile Tyre Recycling at the ITPO Germany Promotion Platform (ITPP).

The project is expected to generate more than 50 jobs for youth and women, besides

reducing CO2 emissions, avoiding the exploitation of natural resources and combating disease-carrying rodents.



Manyous Recycling Plant is the first facility in Sudan that processes used tyres

## The potato value chain – introducing the world's best technologies and business practices

Potato is widely cultivated in Sudan, with low productivity rates in spite of its potential to contribute significantly to food security in the country. ITPO Germany is supporting a pilot project of mechanized farming of a Sudanese farmers union in northern states.

For promoting best practices in internal processing and export, ITPO Germany facilitated technology transfer from leading German manufacturers (Europlant for certified seeds, Lemken for land preparation, Grimme harvesters), and B2B matchmaking activities, along priority areas within the potato

value chain. Furthermore, ITPO Germany organized a delegation visit to Potato Europe 2022 (see Section "Delegate Programme").







## 4.2 Delegate Programme

The Delegate Programme is one of ITPO Germany's flagship activities, inviting investment and/or technology promotion delegates for a short-term stay in Germany. The objective of the programme is to connect with German and European companies, to present investment opportunities from the delegate's host country to potential investors and to strengthen the delegate's network of contacts to German institutions, investors, and technology providers.

Their agenda consists of pre-arranged business meetings, investment seminars and conferences as well as visits to specialized trade shows and companies.

With the Delegate Programme, ITPO Germany supports capacity building for partner organizations from developing countries and emerging markets.

The target group includes committed individuals from investment promotion agencies and other business development organizations, ministries as well as dynamic and innovative start-ups and companies.

In 2022, ITPO Germany organized four Delegate Programmes for a total of 24 participants from 11 countries.







Reinhardt Schmidt, CEO of econ industries, explaining their cutting-edge technology to process industrial waste

## Delegate Programme IFAT 29 June to 6 July 2022, Munich

At IFAT, the leading trade fair for environmental technologies, ITPO Germany organized two delegations (water and waste treatment) with 11 experts from eight countries across sub-Saharan Africa.

The delegates attended IFAT to present concrete projects for building a resilient infrastructure and for establishing circular economy approaches in the countries.

ITPO Germany had scheduled meetings with over 30 German companies at their respective booths. On top of those pre-arranged meetings, delegates also met numerous companies on an individual basis.

Furthermore, the experts had the opportunity to discuss cooperation with German initiatives e.g. PREVENT, German Water Partnership and RETech as well as the African Water Association. Some delegates also gave presentations at events organized by ITPO Germany, PREVENT, Black Forest Solutions and the African Water Association.

*"Visiting IFAT has helped me create the necessary contacts to set up a the sister company to Maluwa foundation called Green Earth Solution (GES). GES is a private company that offers waste management solutions including collection, disposal, recycling, waste trading, waste management consultancy and capacity building. So far GES has been making a lot of positive impact in the country and we are even organizing a regional forum on the circular economy in February 2023."*

Mwansa Matokwani, Director Maluwa Foundation



## Delegate Programme The ARC 22–25 June 2022, North Rhine-Westphalia

For the cleantech festival The ARC (see Page 51), ITPO Germany organized the participation of an African delegation from Egypt, Nigeria and South Africa, which took part in the panel discussion about "Heavy Industries in Emerging Markets".

The panel focused on the steel and cement industry in Africa and presented solutions for the sectors to decarbonize. In addition to the event, the delegation visited several

companies related to the topic: Dirostahl, a German steel forgery; Thyssenkrupp Polysius, a cement factory and research & development hub to produce greener cement; AWG Wuppertal, an operator of a waste incinerator which also produces hydrogen; and Steinstoßer Schmachtenberg, a manufacturer of cutting tools for the steel industry and other applications.



Delegates studying the conversion of waste to energy and the production of hydrogen at the AWG waste incinerator in Wuppertal



## Delegate Programme Potato Europe 6–11 September 2022, Lower Saxony and North Rhine-Westphalia

ITPO Germany organized the visit of a high-level Sudanese potato-sector delegation to Germany, which is seeking to grow and further industrialize potato cultivation along the Nile river in Sudan.

Several meetings and company visits were organized in addition to a participation at Potato Europe, the leading trade fair for the potato sector with about 10,000 visitors.

The delegation visited the company Wernsing, a German processor of fresh potatoes, and Lemken, a leading manufacturer of ploughs and other agricultural machinery.

During the visit, the latest technologies and agricultural practices for soil cultivation, with focus on potato growing were presented to the delegation.

During the visit to the Potato Europe Trade Fair, the delegation was welcomed by Martin Umhau, Chairman of the Advisory Board of Potato Europe and member of the DLG Supervisory Board, and met with several exhibiting companies.



Proper land preparation is essential to increase yields



The trade show Potato Europe at an estate near Hanover attracted professionals from 65 countries

## Delegate Programme OFF-GRID Expo and Conference 29 November to 8 December 2022, Southern Germany

ITPO Germany mobilized two delegations from Sudan and Somalia to visit their pavilion at OFF-GRID Expo, a trade event focused on the off-grid solar, wind and hydropower systems sector. The delegates participated in the conference programme, especially in the B2B matchmaking, learned about sustainable and innovative technologies during guided tours and conducted individual meetings.

The Delegate Programme was jointly organized with ITPO Italy and UNIDO offices and projects in Somalia and Sudan. The delegations met with representatives from the Bavarian State Ministry of Food, Agriculture and Forestry, attended the World Food Programme Innovation Accelerator Pitch Event, participated in a workshop with Innotech Ingenieursgesellschaft mbH (world market leader in solar drying equipment), and met with Bauer subsidiary GWE Group in Schrobenhausen where they discussed the company's solutions for water drilling and irrigation. Further, the delegations met with Maschinenringe e.V. to study the concept and organization of the machinery rings. The delegates also visited KTI-Plersch Kältetechnik GmbH, a leading industrial machinery manufacturer of ice machines for various

purposes, such as cooling of fish at large markets.

This was followed by a presentation by Solar 23 GmbH, a renewable energy project developer with a strong footprint in Africa. The delegations also visited a farm with 400 dairy cows and a biogas plant, co-organized with AgrarKontakte International (AKI) e.V. and also visited the factory of drone manufacturer Wingcopter in Darmstadt. On the last day, a meeting at KfW Development Bank in Frankfurt with country portfolio managers for Sudan and Somalia was held.

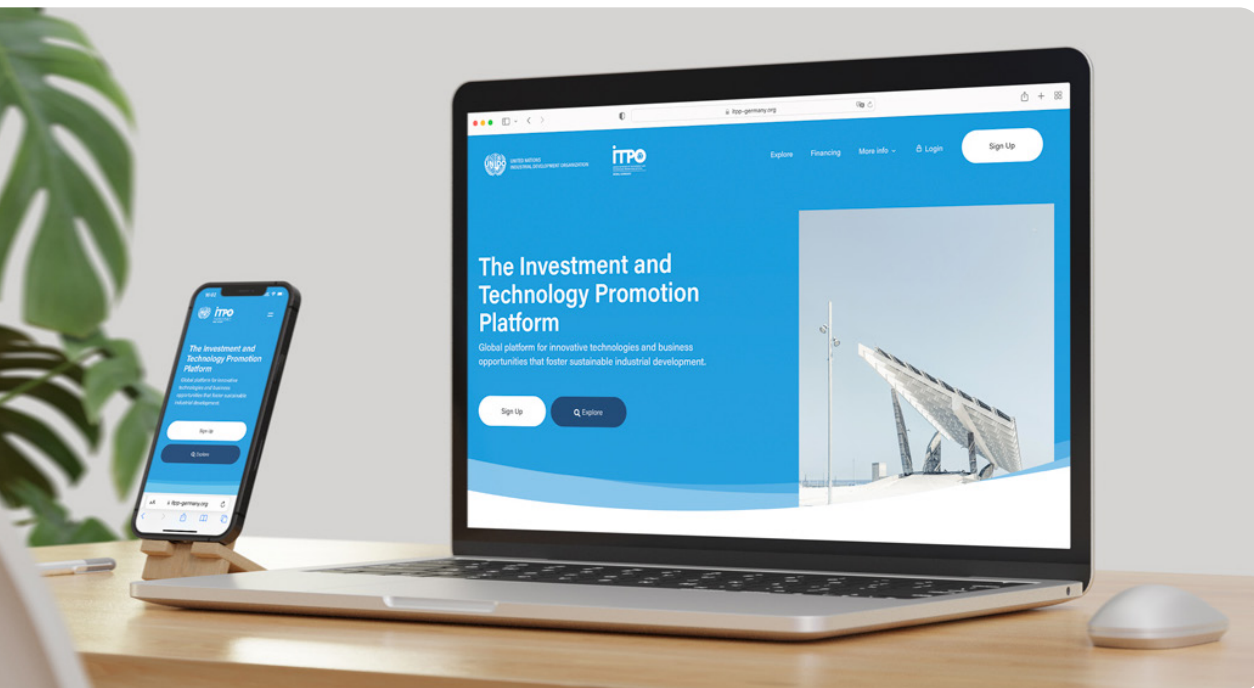


ITPO Germany organized a dedicated B2B session for the delegations from Sudan and Somalia



With irrigation being a major challenge in both Somalia and Sudan, the solutions from Bauer Resources were met with great interest





The Investment and Technology Promotion Platform ITPP connects technology providers and investors from Germany and Europe with projects in developing countries and emerging markets

## 4.3 Investment and Technology Promotion Platform

In 2022, ITPO Germany launched its global project database for innovative business opportunities and technologies that accelerate sustainable industrial development. The Investment and Technology Promotion Platform (ITPP) connects technology providers and investors from Germany and Europe with projects in developing countries and emerging markets.

Website: <https://www.itpp-germany.org>

The online platform focuses exclusively on private-sector projects that contribute to inclusive and sustainable industrial development. Examples so far include a Nigerian company that grows insects for food and feed, a recycling plant for tyres in Sudan and the production of a biological disinfectant in Côte d'Ivoire.

The platform showcases projects and technologies in the following sectors:



Renewable Energy



Environmental Technologies



Food & Agribusiness



Health & Sanitation



Manufacturing



Infrastructure & Affordable Housing



Energy Efficiency



Natural Resources & Mining



Mobility



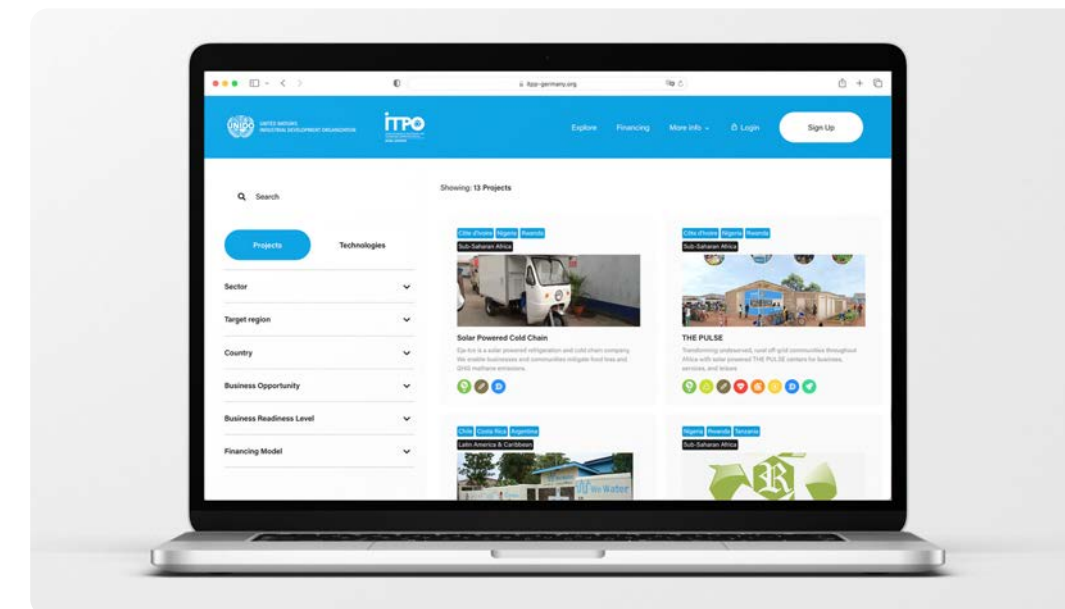
Skills Development & Entrepreneurship



Business Partnerships



Fragile & Conflict-Affected Situations (FCS)







## 4.4 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 invest-

ment 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 below.

## German-African Agribusiness Forum 20 January 2022, virtual

At a forum organized by Afrika-Verein, ITPO Germany hosted a session on New Business and Investment Opportunities in the Agribusiness Sector in Africa. The session focused on opportunities in the Advisory Countries Democratic Republic

of the Congo, Côte d'Ivoire, Nigeria and Sudan. Through a close cooperation between the National Advisors and local partners, various investment opportunities could be identified and presented to German companies from the sector.

## 5th Sustainable Investor Summit 2022 24–25 May 2022, Frankfurt a.M.

Building on the cooperation with the Sustainable Investors Summit 2021 in Vienna, where ITPO Germany participated in the panel on Gender and Diversity Investments, Michael Schmidt of ITPO Germany joined a panel discussion on Challenges and Opportunities of Impact Investment in Emerging Markets at the 5th edition of the event.

At the session that was moderated by Thomas Klein (DEG Impact) he was joined by Greig Blackie (Triodos Investment Management), Sandrine Henton (EG Capital) and Prof. Dr. Wolfgang Rams (Africa GreenTec). Michael Schmidt highlighted the investment

needs and challenges for impact investors in developing countries and, based on the practical work and experience at the ITPO Germany, the importance of training, technology transfer and entrepreneurship in mobilizing capital in developing countries. Even impact investors shun more challenging markets due to the high risks involved.

By launching the Investment and Technology Promotion Platform (ITPP) in 2022, ITPO Germany strives to develop a project pipeline that reduces the risks and increases confidence by private investors to get involved in these markets.



## Business Talk West Africa 5 July 2022, virtual

Daouda Sangaré, the National Advisor in Côte d'Ivoire, participated as a speaker in the Business Talk West Africa, organized by the German-Moroccan Chamber of Commerce and Industry and BMZ's Special Initiative Jobs implemented by GIZ.

The aim of the seminar was to foster regional integration between Morocco, Senegal and Côte d'Ivoire, and to present investment opportunities to entrepreneurs from both Morocco and Germany.





In Nairobi, the private sector met with the Kenya Climate Innovation Center (KCIC) to study the local ecosystem

## UNIDO-UNHCR Private Sector Mission 7–18 November 2022, Kampala and Western Nile Region (Uganda), Nairobi and Turkana County (Kenya)

Since the first fact-finding missions with UNHCR to refugee camps in Kenya in late 2019, ITPO Germany has scouted for and supported companies and technology solutions that are particularly relevant in the humanitarian context and fragile environments. By providing private-sector players with an effective platform to engage with relevant stakeholders in the sector, ITPO Germany ultimately strives to empower affected refugee and host communities through creating economic opportunities.

At the same time, ITPO Germany aims to highlight the untapped potential and role that the private sector can play in finding innovative and more sustainable solutions for humanitarian operations, for example, by bringing in new partners, establishing new financing models or by adopting suitable modes of operation and procurement practices.

Building on the online meetings with UNHCR Kenya in 2020 and 2021 and the successful participation with 14 companies at DIHAD in Dubai in March 2022 (see Chapter 4.5), ITPO Germany selected 27 companies for this mission, based on the relevance and applicability of their technologies, their investment and business models and their capacity to promote inclusive and sustainable industrial development in Kenya and Uganda, particularly in the challenging environment of Turkana County and refugee hosting areas in Northern Uganda.

Participating companies included corporations, SMEs and social entrepreneurs with a strong presence in the region and/or relevant solutions for the humanitarian context. Technologies included water treatment, decentralized renewable energy, cold storage for food and medicines, waste management and recycling and the production and use of sustainable construction materials.

## B2B conferences in Kampala, Arua, Lodwar and Nairobi

ITPO Germany organized four B2B networking events that included presentations of the participating companies, B2B meetings between the companies and local entrepreneurs and institutions.

The events were joined by numerous partners, consultants and institutions and, in the case of the larger events in Kampala and Nairobi, included presentations of financing partners such as the World Bank/ IFC, the UNIDO Private Financing Advisory Network (PFAN) and the Refugee Investment Network (RIN).

The B2B events were organized in cooperation with local partners, notably GLZ in Arua and Kampala, the AHK East Africa in Nairobi and the Turkana Chamber of Commerce in Lodwar.

The conferences, which were attended by 80 to 150 external participants each, also provided a platform for inviting and engaging representatives from other UNHCR operations, such as in Jumbe (Northern Uganda) and Dadaab and Garissa County (Eastern Kenya), thereby further increasing the reach and impact of these meetings.



In Arua, Uganda, Maik Schacht, CEO of B-Grow, discussed sustainable farming technology with local agribusiness entrepreneurs



Adrian Letzner (LetzTest) bringing water testing solutions to remote parts of Uganda



Over 100 local companies participated in the business mixer in Nairobi



In Kampala, Business Scout for Development Laura Kuebke mobilized local companies for business meetings



## Field trips to refugee camps



Fixing the waste problem and creating jobs: plastic waste gets turned into new products, thanks to equipment by plasticpreneur



Talking groundnut: Shollay Ramlaul, Managing Director of BASF East Africa, in talks with refugee farmers

The group visited refugee camps in the area of Arua (Northwestern Uganda) and in Kakuma/Kalobeyei (Turkana County, Kenya). The visits had been coordinated by UNHCR and, in the case of Arua, Malteser International, in close cooperation with ITPO Germany.

They included visits to projects relating to energy and water, agribusiness, health, shelter, light industry and training. The companies had the opportunity to identify gaps where the private sector can play a role, meet project owners and share their know-how in various areas such as renewable energy, water purification and sustainable agriculture.

As the group was traveling in several cars, different itineraries were developed for the individual sectors. ITPO Germany staff split up to accompany each sector delegation.

## Project visits in Kampala and Nairobi



Hamid Beheshti, CEO of Boreal Light, at the opening of a solar water desalination system in Kibera, Nairobi

In addition to the projects located in refugee camps, the delegation also participated in project and site visits in the two capitals.

This included the opening celebration of a solar-powered water treatment station at a hospital in the Kibera settlement in Nairobi, installed and operated by one of the participating companies (Boreal Light GmbH), and the visit to a shelter made of CO2-positive building materials of another participating company (IBS Foundation) in an informal settlement in Kampala.

## Private sector meets with UN Agencies at the United Nations Office at Nairobi



During a private-sector meeting held by Anthony Ngororano, UN Resident Coordinator ad interim, Kawira Bucyana, UNIDO Representative, presented UNIDO's role as the specialized agency of the United Nations with a unique mandate to promote and accelerate sustainable industrial and economic development in a refugee context.

In a session moderated by Andreas Schaefer, the participating companies had the opportunity to present their solutions to other UN agencies like FAO and WFP and to exchange on possible cooperation with those agencies.



Anthony Ngororano, UN Resident Coordinator and Kawira Bucyana, UNIDO Representative





## 4.5 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.

## DIHAD – Private sector innovations for the humanitarian sector 14-16 March 2022, Dubai

The Dubai International Humanitarian Aid & Development (DIHAD) event provides a platform for stakeholders in the humanitarian context, aiming to improve the lives of those in need. ITPO Germany organized a dedicated booth of 72 square metres and

hosted 14 innovative companies offering solutions for the humanitarian context. The various companies were active in four different sectors: WaSH, sustainable energy, cooling solutions and shelter as well as circular economy.

In addition to organizing the joint booth, ITPO Germany hosted two speaking sessions at the conference to provide a platform for the companies and to give them the opportunity to present their solutions to a targeted audience. The delegation was accompanied by two expert partners (Kilian Kleinschmidt and David Lecoque) who were invited by ITPO Germany to join the event.

Kilian Kleinschmidt, a former UNHCR (UN Refugee Agency) official and founder and CEO of the Innovation and Planning Agency IPA Switzboard, held a workshop for the ITPO Germany co-exhibitors on the cooperation between the private sector and the humanitarian sector cooperation. David Lecoque, the CEO of the Alliance for Rural Electrification (ARE), participated in the Innovation Workshop organized by ITPO Germany on “off-grid energy and circular economy approaches for the humanitarian context”.

The delegation visit to Dubai was complemented by several supporting events, such as a visit to the International Humanitarian City, a meeting with the German Emirate Joint Council for Industry & Commerce (AHK), a trip to the World Expo 2020 Dubai, and a company visit to the facilities of KTI-Plersch Kältetechnik GmbH in Dubai.



ITPO Germany had mobilized 14 companies for DIHAD 2022

„At DIHAD, we could establish contact to an agent from Sudan. Now it is finally done, we delivered 71 portable microbiologic water laboratories to the Ministry of Health. Thanks a lot for your work and the invitation to DIHAD. This was by far our biggest order.“

**Adrian Letzner, Founder of LetzTest**





## Anuga Foodtec fair 26–29 April 2022, Cologne

At Anuga FoodTec 2022, a leading trade fair for the food and beverage industry, ITPO Germany co-organized and participated in several events. Together with its partner DLG e.V., the German Agricultural Society, ITPO Germany hosted a speaking session to inform about the current legal situation with regards to the “Act on Corporate Due Diligence Obligations in Supply Chains” (Lieferkettensorgfaltspflichtengesetz).

The session was moderated by ITPO Germany Associate Expert Robin Kuranel and included two presentations covering theoretical aspects of the act, as well as practical examples to assist companies in this matter. Sabine Peters-Halfbrodt from the Helpdesk

Wirtschaft & Menschenrechte provided an overview about the law and presented helpful tools for companies to implement measures. The session was complemented by a contribution from Udo Felten from SIG Combibloc Systems GmbH, a leading systems and solutions provider for aseptic packaging with an integrated sustainability approach.

In addition to the event, ITPO Germany welcomed a Kenyan delegation to the trade fair and Deputy Head Michael Schmidt held a presentation about ITPO Germany and its activities. Further, Andreas Schaefer and Robin Kuranel hosted a guided tour for the Kenyan delegation in the dairy and food industry respectively. The tours were organized by DLG e.V. and comprised several company presentations and networking opportunities to foster innovation in Kenya.



Udo Felten from SIG Combibloc (left) discussing corporate due diligence with ITPO Germany Associate Expert Robin Kuranel

## Mining Forum Berlin 19–20 May 2022, Berlin

The DMT Mining Forum in Berlin is a two-day conference and exhibition, focusing on the recent trends and innovations in the mining sector. ITPO Germany organized a small booth at the exhibition to connect with stakeholders in the mining industry.

At the conference, Robin Kuranel, ITPO Germany Associate Expert, presented the opportunities for the use of renewable energies in mining operations and the related efforts to electrify surrounding communities.

The presentation was part of the sustainable mining campaign of ITPO Germany and

the Alliance for Rural Electrification, which included a short publication on the topic of decentralized renewable energy solutions for inclusive and sustainable mining as well as awareness-raising events, such as at the Mining Forum Berlin.



Robin Kuranel of ITPO Germany presenting opportunities for the use of renewable energies in the mining sector

## EU-UN procurement seminar 23–24 May 2022, New York

UN procurement is a driving force in financing the transfer of sustainable technologies in developing countries in ITPO Germany's priority sectors like energy, water and health.

Private-sector actors from sub-Saharan Africa and Europe often lack knowledge of the procurement needs of UN agencies, where tenders are published, and do not know how companies can take part in the bidding process.

ITPO Germany's Vanessa Voelkel and Andreas Schaefer attended the 18th Annual EU-UN Procurement seminar in order to improve ITPO Germany's capabilities to consult companies from Sub-Saharan Africa and Europe to successfully bid for UN projects in developing countries (see following section for more information).





Exhibitors and Delegates created new linkages at ITPO Germany's IFAT pavilion

## IFAT Trade Show 30 May to 3 June 2022, Munich

As environmental technologies and sustainable waste and water treatment are focus sectors of ITPO Germany, IFAT Munich was a key event of the annual working plan. At the ITPO Germany booth, companies from both Africa and Europe had the chance to learn about opportunities for technology transfer and investment.

The presence of six different co-exhibitors led to an even higher footfall and to new linkages between the companies.

ITPO Germany also organized two delegations from the water and waste sector, enabling 12 experts from eight countries across Sub-Saharan Africa to promote their investment projects and to talk to business partners (see Section "Delegate Programme"). In addition, ITPO Germany organized and moderated two co-events on the Innovation Stage at IFAT: The first event focused on Skills Innovation and International Partnerships in the Water Sector and was co-organized with Festo Didactic and GWOPA/UN-Habitat, another UN agency located at the UN Campus in Bonn.

The other event addressed the Business Case for Extended Producer Responsibility (EPR) and Plastic Recycling in Africa and was organized together with the E-Waste Producer Responsibility Organization Nigeria (EPRON), Maluwa Foundation Zambia and Technical University Darmstadt. This brought the spotlight on e-waste management in Nigeria. Using the country as a case study, EPRON Executive Secretary Ibukun Faluyi presented how sustainable waste management systems can be built from scratch to help create jobs and save resources. The networking event "Africa Meets IFAT", co-organized with the German

Engineering Federation (VDMA) at the end of the second day of the trade show, attracted over 200 participants and partners of ITPO Germany engaged and interested in promoting the waste and water sectors on the African continent.

The event was opened by Richard Clemens, Managing Director at VDMA, and Deputy Head of ITPO Germany Michael Schmidt and offered ample opportunities for further networking. In order to showcase to the sponsor of ITPO Nigeria (Federal Ministry for Investment and Trade in Nigeria, FMITI) the opportunities arising from synergistic collaboration between the different ITPOs, the FMITI delegation visited ITPO Germany's booth at IFAT, where Rolf Steltemeier, Head of ITPO Germany, welcomed the State Minister and her delegation. Subsequently the delegation was accompanied to the booth of the Ministry of Environment, Nature Conservation, Nuclear Safety and Consumer Protection as well as the German Water Partnership e.V., where meetings had been scheduled by ITPO Germany.



Strong interest in ITPO Germany's session about private sector solutions to solve the waste problem in developing countries



## UN procurement officers meet German companies at IFAT

With an annual procurement volume of around 30 billion US Dollars, the United Nations offer plenty of opportunities for cooperation. Contracts with UN agencies in developing countries can be a first step for companies to invest in those markets.

But how can companies apply for UN tenders? And how can UN agencies keep abreast of latest technological developments and become more sustainable themselves? A delegation trip for UN procurement officers to IFAT, organized by the German-Italian Chamber of Commerce (AHK), provided answers to both questions.

With the support of ITPO Germany, procurement specialists from UNIDO, the

International Atomic Energy Agency, the World Food Programme, the United Nations Headquarters in New York and the United Nations Relief and Works Agency for Palestine Refugees were mobilized for the delegation trip.

At a workshop on "How to do business with the UN", the procurement officers informed German companies about the requirements to participate in tenders from their respective organizations. ITPO Germany organized visits to various booths and participated in the workshop, where Investment and Technology Promotion Expert Andreas Schaefer advised German companies on how to best work with the UN system.



*"Co-exhibiting at the ITPO Germany booth during IFAT 2022 valued our longstanding partnership with UNIDO. For us, this was a unique experience to conduct important discussions with decision makers on how to best support technical education, in particular in the water sector."*

**Nader Imani**, Executive Vice President Global Education at FESTO Didactic





## Dairy Workshop

### 3 June 2022, Kempten

In the course of IFAT, ITPO Germany representatives participated in a dairy workshop targeting the African continent, organized by Herbertz Dairy Food Service and supported by ITPO Germany.

The workshop took place at the Bavarian Milk & Dairy Center (Milchwirtschaftliches Zentrum Bayern) and consisted of several company presentations offering solutions for the dairy sector in Africa, as well as country presentations by the national advisors of ITPO Germany. To get an impression of a best practice case, the event was concluded by a factory tour at Allgäu Milch Käse eG.



The Bavarian Milk & Dairy Center facilitates technology transfer to developing countries

## Enlit Africa

### 7–9 June 2022, virtual

Enlit Africa is the leading platform that gathers Africa's power, energy and water community. The platform is virtually accessible throughout the year and meets annually in person in Cape Town for a three-day conference and exhibition. At Enlit 2022, various stakeholders from governments, utilities, private companies, financial institutions and many more attended the event in Cape Town.

Robin Kuranel, Associate Expert at ITPO Germany, together with Sandisiwe Moyo

from the Alliance for Rural Electrification, presented a joint mining and renewable energy publication. In addition, they contributed to a newspaper article about this topic to raise awareness among governments and utilities about the benefits of private-sector electrification coupled with industrial development.

The session "Sharing renewable energies in mining: how to power up surrounding communities – best practice case studies" was held remotely.

## The ARC – Cleantech Innovation Festival

### 22–23 June 2022, Remscheid



Building capabilities to drive and enable technology innovation. Dr. Peter Schniering, Founder and CEO of FCA (in the middle) discussing national innovation systems with Eduardo Noboa, Senior Climate Change Specialist at BMW Foundation, Dietram Oppelt, Managing Director of HEAT, member of the UNFCCC Technology Executive Committee, Martina Lyons, Associate Programme Officer from IRENA and Ben Santhouse from Oxford University (from left to right).

The ARC – Cleantech Innovation Festival is a two-day event tackling the global decarbonization challenges of hard-to-abate sectors such as aviation, cement or steel.

Building on the successful partnership with Future Cleantech Architects (FCA), a non-profit cleantech thinktank, ITPO Germany co-hosted the festival by FCA together with United Nations Climate Change (UNFCCC) and EIT InnoEnergy.

The success of the festival from 22–23 June in Remscheid was built on the fruitful collaboration with FCA in the last two years in the framework of "Future Cleantech Panels" and the UNIDO Global Call for Innovative Solutions in Cleantech and Sustainable Land Management in 2021.

*Continue reading on the next page*



Eunji Park, Project Associate at UNIDO in Vienna, moderating a panel on Green Hydrogen Industrial Clusters



Trizer Omugar from the Wuppertal Institut for Climate, Environment and Energy, one of the exceptional cleantech leaders



The conference brought together industry leaders, technology developers, researchers and policy makers to discuss remaining innovation gaps in order to reach net-zero emissions by 2050.



Jessica Neumann, Investment and Technology Promotion Expert at ITPO Germany, moderating a panel on exceptional cleantech leaders



Michael Schmidt (left) and FCA founder and CEO Peter Schniering debating the private sector's role in developing and rolling out cleantech

The Arc Festival took place throughout the city to accelerate cleantech innovations: the City Hall, Teo-Otto Theater, City Library, Gründerschmiede, and the municipal saving bank, hosting 14 panels and over 200 attendees.

ITPO Germany organized the participation of an African delegation from Egypt, Nigeria and South Africa as well as two panels, focusing on “Heavy Industries in Emerging Markets” and “Exceptional Cleantech Leaders”. Vanessa Voelkel, Deputy Head of the ITPO Germany, held an introductory speech at the opening ceremony of the event and welcomed the participants.

She emphasized the importance of emerging markets when it comes to heavy industry and decarbonization and that it is urgent and important to include voices from the Global South.

The panel “Heavy Industries in Emerging Markets” focused on the steel and cement industry in Africa and presented solutions for the sectors to decarbonize.

“Visiting this event is a very efficient way to learn from the experiences of different countries and different cultures and to share new ideas in the field of CO<sub>2</sub> reduction.”

**Ayman Fathy**, Product Development and Quality Control – Executive Manager Ezz Steel



The panel discussion was opened by the Executive Chairman of the African Energy Chamber, NJ Ayuk, and consisted of panel members from the private sector. While Ayman Fathy (Ezz Steel) presented the opportunities in the steel sector, such as the use of hydrogen, Hazem Moshir (Arabian Cement Company) and Daniel Adedokun (Geocycle, Lafarge Nigeria) explained their efforts to produce greener cement. Ibrahim Muritala, Institute of Low-Carbon Industrial Processes, German Aerospace Centre, navigated the audience through the discussion.

Moderated by Expert Jessica Neumann, the women-only panel “Exceptional Cleantech Leaders” highlighted the paths and experiences of four women to become leaders in the cleantech field and to push sustainability approaches. Companies with a higher percentage of women in management

perform significantly better in terms of reducing energy consumption, advance greener production processes and innovate environmentally sustainable alternatives.



ITPO Germany Deputy Head Vanessa Voelkel putting the spotlight on the potential of clean technologies in emerging economies

“The ARC Festival 2022 brought together some of the world's most influential and progressive leaders in climate action. Political leaders, investors, industry associations, technology developers, and industrial power consumers spent the two days prioritizing actionable measures through publicly accessible and credible information, regulatory reform and strengthened innovation support guided by sustainable development goals. Collaboration between many emission-intensive supply chains is already happening thanks to the ARC festival.”

**Anouk Kendall**, President Decentralised Energy Canada





## Global Renewable Energy Forum (GREF) 9 September 2022, Bonn



Open cast mining in Garzweiler,  
North Rhine-Westphalia

The Global Renewable Energy Forum (GREF) is an annual international conference featuring climate protection, renewable energy policy and innovation since 2016. The sixth edition of the GREF was co-organized by the Korean Embassy, Bonn Office, the International Renewable Energy Agency (IRENA) and the UN Climate Change Secretariat (UNFCCC). Andreas Schaefer, Investment and Technology Promotion Expert at ITPO Germany, discussed with Dr. Dirk Petersohn, Project Lead Rheinisches Revier, NRW.Energy4Climate, how mining regions in developing countries could be turned into powerhouses for renewable energy.

## Afrikaforum Bayern 17–18 October 2022, Augsburg

The Afrikaforum Bayern was organized by the Chamber of Industry and Commerce (IHK) Schwaben and the Bavarian State Government. The forum addressed the current political and economic framework conditions as well as the development of individual sectors in Africa and thereby highlighted short- and medium-term opportunities for developing individual markets.



Rolf Steltemeier, Head of ITPO Germany, Albert M. Muchanga, Commissioner for Trade and Industry of the African Union Commission and Andreas Kopton, President of the Augsburg Chamber of Commerce

Rolf Steltemeier, Head of ITPO Germany, held a key-note speech on the topic of technology transfer and knowledge exchange as cornerstones of sustainable development cooperation with Africa. Furthermore, Rolf Steltemeier emphasized that multilateralism and businesses from the EU and Germany play an important role in a successful implementation of the African Continental Free Trade Area (AfCFTA).

The opportunities for business partnerships between Germany and the African Union and the work and the activities of UNIDO and of ITPO Germany in the field of industrial development in Africa were also highlighted. In addition, ITPO Germany participated with an exhibition booth at Afrikaforum Bayern, making use of the opportunity to showcase its services and ongoing activities and to network and discuss with partners and participants from business, science, development cooperation and politics from Germany and Africa.

## Africa Energy Week – Biogas in Africa 18–21 October 2022, Cape Town

At the invitation of the African Energy Chamber, ITPO Germany Deputy Head Michael Schmidt participated in the Africa Energy Week (AEW) 2022 in Cape Town, South Africa from 18–21 October 2022.

The Chairman of the African Energy Chamber, NJ Ayuk, had previously participated in The Arc festival in Germany in June 2022.

AEW gathered high-level industry representatives as well as numerous energy ministers and policy makers engaged in the African energy sector. In addition to the further development of the energy infrastructure, such as new pipelines and gas fields, this year's AEW had a strong focus on a balanced energy mix, including the increasing use of green hydrogen and renewable energy sources.

Michael Schmidt participated in a panel discussion around the launch presentation of BiogasUnite, an African private sector initiative for fair and free markets of biogas in Africa. The session kicked off with a keynote speech by Katrin Puetz, the founder of the BiogasUnite industry initiative and a successful biogas entrepreneur in Africa. The ensuing discussion was moderated by Jessica Stang from the Germany Africa

Business Forum and also included Tobias Hobbach, CEO of the Sustainable Energy Group. Michael Schmidt highlighted the role of the private sector and development partners, the importance of a level playing field and the role of market-friendly policies in promoting the biogas sector, both for small-scale, rural systems, but also for more centralized industrial applications.



From left to right: Jessica Stang from the Germany Africa Business Forum moderating a forum with Katrin Puetz, the founder of the BiogasUnite, ITPO Germany Deputy Head Michael Schmidt and Tobias Hobbach, CEO of the Sustainable Energy Group



## Greener Manufacturing Show 9–10 November 2022, Cologne

The Greener Manufacturing Show (GMS) in Cologne targeted sustainability-focused companies looking to design and manufacture their products with more sustainable materials, limit and eliminate the use of toxic chemicals, and reduce the impact of their industrial and manufacturing processes on the environment and global climate change.

ITPO Germany organized and provided a co-exhibitor booth that was used by organizations and companies working in areas such as thermal energy production and storage, replacement of harmful chemicals,

solar process heat and many more. In addition, Onay Geylan, Project Administrator in the Energy Division of UNIDO in Vienna, was invited by ITPO Germany to present UNIDO's activities on certain technical reports and publications on the topics of the GMS.

Incorporated into the GMS programme was an informative conference with four streams and various speakers presenting their solutions for transitioning to a more sustainable economy, production and consumption. In the framework of this conference, ITPO Germany supported a panel discussion on the innovative topic of how far concentrated solar power is capable to supply solar heat to industrial structures and on possible applications, efficiency, and the economy as well as possible constraints of the technology. The session was moderated by Juliane Hinsch, Managing Director of the German Association for Concentrated Solar Power (DCSP), and included experts from the DLR Institute for Solar Research and technology provider Protarget AG.



## Decentralised Energy Forum 8–9 November 2022, Ottawa

Accelerating the distribution of sustainable energy innovations has never been more important. Decentralized renewable energy (DRE) innovations can play a crucial role in achieving the SDGs, especially in emerging markets. Over 700 million persons worldwide don't have access to electricity. The vast majority of people without access to electricity (76%) are concentrated in just 20 countries, mainly in sub-Saharan Africa. Investing in these underserved regions not only helps combat climate change, but also offers business opportunities for investors and companies.

Against this background, Vanessa Voelkel, Deputy Head of ITPO Germany, was invited as keynote speaker to the Decentralized Energy Forum (DEF) in Ottawa, Canada. The annual conference by Decentralized Energy Canada (DEC) connects industry leaders across the energy value chain and brings together technology providers, financiers, policy makers and project developers.

The audience learned how DRE innovations can boost the 2030 Agenda for Sustainable Development and how they can bridge the access deficit in Africa. ITPO Germany's work in the field of DRE in agriculture, mining and e-mobility was also presented.

The interest in the work of UNIDO and ITPO Germany was impressive. More than 50 meetings with industry representatives across the energy value chain and the public sector were held during the two-day conference which was attended by around 120 persons. Topics were potential fields of collaboration between innovative Canadian companies and ITPO Germany, the ITPO network, benefits if Canada would again become a member state of UNIDO and possible steps to connect Canadian and US investors with German companies which are active in Africa. At a dedicated match-making session, Vanessa Voelkel facilitated the pitches at one of five round tables. ITPO Germany had established the relationship to DEC, a non-profit industry association, in June 2022 through the Cleantech Innovation Festival The ARC (see Page 51).





## OFF-GRID Expo and Conference and Delegate Programme 30 November to 8 December 2022, Augsburg and Southern Germany

The OFF-GRID Expo & Conference is a leading energy event focusing on the off-grid solar, wind and hydropower systems sector. ITPO Germany organized a 30 square-metre booth with five innovative co-exhibitors active in energy, agribusiness and mobility.

The co-exhibiting companies Anywhere.berlin GmbH, Asantys Systems GmbH, Volta View GmbH, EMPO-NI Off-Grid Solutions and UEV AG had the chance to showcase their technologies and connect with potential partners.



Rimma Honsberg of EMPO-NI presenting how solar powered mills can create new jobs and protect the environment



ITPO Germany cooperated with Alliance for Rural Electrification to showcase E-mobility & DRE innovations in emerging economies

At the parallel conference, ITPO Germany launched its new publication about E-Mobility and Decentralized Renewable Energy solutions in emerging countries together with its partner Alliance for Rural Electrification (ARE).

The publication features 13 innovative case studies and one expert interview and highlights key recommendations for future projects in that field. Through its Delegate Programme and in close cooperation with ITPO Italy, UNIDO Sudan and UNIDO Somalia, the private-sector representatives from Sudan and Somalia had the opportunity to meet institutions and companies in Germany during additional four days (see Section "Delegate Programme").

## German African Business Summit (GABS) 6–8 December 2022, Johannesburg

The Southern African-German Chamber of Commerce and Industry co-organized the 4th German-African Business Summit (GABS) on behalf of SAFRI, the Sub-Saharan Africa Initiative of German Business.

This year's GABS in Johannesburg, South Africa, aimed to further intensify German cooperation with Sub-Saharan African countries and promote mutual trade and investment – fully in line with the objectives and mandate of UNIDO and ITPO Germany.

To support building bridges between companies from Germany and stakeholders in Sub-Saharan Africa to promote investments and technology transfer, ITPO Germany participated at GABS with its own exhibition booth.

This offered the opportunity to efficiently network and interact with companies, institutions and other stakeholders.

Furthermore, Rolf Steltemeier, Head of ITPO Germany, opened a GABS side event on sustainable mining and raw materials and spoke about the importance of overcoming the conflict between the economic relevance and the environmental and socioeconomic burden of mining in Africa.

In various follow-up discussions, the importance of sustainable change in the mining sector in Africa was highlighted and the involvement of ITPO Germany was highly appreciated.

Additionally, ITPO Germany participated in company visits, organized by the Southern African-German Chamber of Commerce and Industry.

The visits to Wilo Group South Africa and Siemens Southern and Eastern Africa provided a great insight into the opportunities for South African-German partnerships in the fields of cleantech, energy efficiency and water and waste treatment.

In their keynote speeches, Robert Habeck, Vice Chancellor and Federal Minister for Economic Affairs and Climate Protection, and Ibrahim Patel, Minister of Trade, Industry and Competition in South Africa, advocated for more German investment and trade with Africa, especially in the field of renewable energy and green technologies.



## 4.6 Trainings and Courses Gender Lens Investing Training Programme

The idea for a self-paced e-learning course came up in mid-2020 when it became clear that the devastating effects of the COVID-19 pandemic were hitting women harder than men and numerous studies demonstrated why investing in women is more essential now than ever.

Gender-responsive approaches are important for both the immediate response and longer-term recovery solutions to global challenges like the COVID-19 pandemic. Ultimately, Gender Lens Investing (GLI) can help close the gender gap and unlock hidden potential to ensure the resilience of economies to future shocks.



The development of the Gender Lens Investing e-learning course perfectly complements the Gender Action Plan of ITPO Germany, which provides support for female entrepreneurs to access finance and aims to increase the number of women-led and gender-responsive projects. In addition, ITPO Germany intends to play a critical role in raising awareness among project developers and investors about the strengths of gender-balanced portfolios, thereby also influencing, for example, the climate finance environment by educating and raising awareness about the benefits of gender equality. The course consisting of six modules is available for free to a global

audience on the UNIDO Moodle platform (<https://learning.unido.org>) in English. The first module is also available in Spanish and translations of other modules into Spanish and French have been initiated thanks to cross-organizational collaborations.

More than 312 interested people registered for the course in advance via a landing page and around 200 participants have already completed some of the modules and received certificates. In addition, more and more other UNIDO projects are picking up the topic and are integrating it into their gender mainstreaming activities. For example, as part of the EU-funded programme “Supporting business-friendly and inclusive national and regional policies, and strengthening productive capabilities and value chains in ACP countries”, webinars with regional investment promotion agency stakeholders will be held on GLI in 2023 as an awareness-raising measure and to further promote this e-learning course.

### Learning outcomes include:

- Understanding the benefits of gender lens investing (definitions and empirical cases)
- Introduction to ready-to-use frameworks for developing investment strategies
- Exploration of opportunities for gender lens investing in public and private financial markets
- Insights into the collection and use of gender disaggregated data (defining and measuring KPIs)
- Integrating a “gender lens” into key steps of the investment process (impact measurement and management)
- Applying a “gender lens” to climate risk financing and insurance

## IPPA and COMFAR trainings in Sudan

As a follow-up to the project “Enterprise Development and Investment Promotion (EDIP) at the Bank of Khartoum”, ITPO Germany Expert Jessica Neumann led the implementation of a capacity building programme for IRADA, a subsidiary of Bank of Khartoum (BOK), Sudan.

During the first phase, ITPO Bahrain had supported the Bank of Khartoum to strengthen its capacity to deliver non-financial services and financial products to potential and existing entrepreneurs willing to translate their business ideas into concrete businesses (start-ups) or grow and expand their existing enterprises.

The focus of the second phase was on the design and delivery of a capacity-building programme in Arabic based on UNIDO’s methodologies for Investment Project

Preparation and Appraisal (IPPA) including UNIDO’s Computer Model for Feasibility Analysis and Reporting (COMFAR) and thereby enable IRADA to act as a focal point in providing guidance in development of bankable projects.

The mobilization of the necessary investment project preparation and appraisal skills is expected to leverage domestic as well as foreign direct investment, a common objective of ITPOs.

Between 7 and 25 August 2022, 62 participants attended the IPPA training, out of which 39 (63%) were women. Between 28 August and 22 September 2022, 61 participants attended the COMFAR beginner’s training, out of which 38 were women (62%).



Staff from IRADA, a subsidiary of Bank of Khartoum, learned to provide guidance in the development of bankable projects



## Female forklift drivers in Nigeria

Job creation is a fundamental measure to foster local economic development. Especially in sectors where women are underrepresented, there is great potential to create mutual benefits by increasing female participation. Empowering women has not only a direct effect on income and independence of women but also positively impacts their communities.

This is why together with Bisedge and Field Ready, ITPO Germany implemented a training programme with a special focus on mobilizing women to become forklift operators at Bisedge, a company offering outsourcing solutions for material handling equipment (MHE), electric forklifts, operator and maintenance services to major beverage producers in Nigeria.

Through a targeted campaign and by partnering with NGOs and development organizations, female participation in the selection process was at 56%. 70 trainees successfully passed the program, 25 of whom were women.

This can be considered a success taking into consideration that most women had no prior experience in driving any vehicle at all. Through their achievement, the trainees now have the opportunity to work in the private sector, generate a stable income and contribute to local economic development. ITPO Germany financially supported the training of forklift operators to be deployed by Bisedge, with a focus on breaking the glass ceiling for women in this male-dominated sector and having female and male operators trained on electric forklifts by Linde MH 1 (part of KION Group), the globally leading manufacturer of MHE. The total number of trainees currently employed is 26 trainees, out of which seven are women.

*“Thank you UNIDO ITPO Germany! Learning how to be a forklift driver is a great privilege and opportunity for me, this skill is amazing. My special thanks to everyone who believes in the empowerment and the ability of female forklift operators.”*

**Saliu Bukes, Forklift Operator at Bisedge**



Saliu Bukes is one of 25 female forklift drivers who successfully passed the training and is now working as forklift operator at Bisedge





## 5 Cooperation with Partners and Stakeholders

**17** PARTNERSHIPS  
FOR THE GOALS



**9** INDUSTRY, INNOVATION  
AND INFRASTRUCTURE





## Speakers from UNIDO Headquarters

ITPO Germany worked closely with experts from UNIDO Vienna to facilitate the exchange with Germany's private sector. A procurement officer attended IFAT in Munich to study sustainable technologies and to inform companies about UNIDO's tendering practices.

Another procurement officer attended a digital event organized by the German-Danish Chamber of Commerce and Industry in order to explore cooperation opportunities with the German Training

and Education Sector. At the Greener Manufacturing Show in Cologne, Onay Geylan, a sustainable energy expert from UNIDO's energy department was present at the booth to inform corporate visitors about UNIDO's activities and shared specialized reports and publications with interested stakeholders.

Eun Ji Park, Project Associate at UNIDO, moderated the panel on Green Hydrogen Industrial Clusters at the Arc in Remscheid.

## Cooperation with UNIDO Field Offices and Technical Cooperation (TC) projects

Synergistic collaboration with UNIDO's Field Offices in sub-Saharan Africa blossomed in 2022. ITPO Germany's National Advisors created new private-sector linkages that helped strengthen UNIDO's mandate in the respective countries. In Sudan, the National Advisor facilitated B2B meetings at the event "Fostering Access to Renewable Energy Products for Agricultural Use", organized by the UNIDO Field Office in Khartoum on 27–28 November 2022. From 30 November to 8 December 2022, ITPO Germany also hosted a delegation from Sudan and Somalia that included the national coordinators from both countries (see Section "Delegate Programme").

In Côte d'Ivoire, the Advisory Programme contributed to the national development plan, which aims to mobilize private investment from inside and outside the country.

The National Advisor provided consulting and hands-on support to German investors and showcased investment opportunities at various industry meetings. He also supported the launch of UNIDO's Industry 4.0 project.

In Nigeria, the National Advisor regularly exchanges with the Nigeria Regional Office Hub (NROH) for example on opportunities for collaboration with the German private sector in ongoing UNIDO projects, e.g. the Small Hydro Project (SHP) in Nigeria, biomass gasification and the plastic recycling value chain. Furthermore, he acted as mentor to the UNIDO Global Cleantech Innovation Programme (GCIP) In Cameroon, Uganda and Kenya, the UNIDO field offices provided logistical support and local knowledge to ITPO Germany's missions.

## UNIDO – ISO Innovation Seminar 27 June 2022, Vienna (virtual participation)

How will the ISO 56000 series drive innovation and sustainability around the world? This was the topic of a seminar in Vienna organized in collaboration between UNIDO and ISO TC 279 – the technical committee Innovation Management of the International Organization for Standardization (ISO). Together with the Heads of ITPO Japan and ITPO Italy, Vanessa Voelkel participated as speaker in the panel discussion: "Partnership for boosting innovation in SMEs and start-ups". The objective of the session was to highlight the role that partnerships between public institutions, international organizations, and the private sector play in fostering innovation among SMEs and start-ups.

The scope of ISO/TC 279 is to standardize terminology, tools, methods and interactions between relevant parties to enable innovation. For innovating organizations, the ISO 56000 series of standards can facilitate more successful collaboration and develop higher capability to innovate. UNIDO and ISO are committed to support innovation management development through stand-

ardization. Against this backdrop, Vanessa Voelkel demonstrated how ITPO Germany builds partnerships between innovative companies and institutions, investors, and business partners and gave recommendations for future actions towards innovations for SMEs. Polycare, a German company that developed a technology to build houses without using cement, was presented as an example. Instead of cement, desert sand or other locally available materials can be used. The blocks allow even unskilled workers to build quality houses. With their innovative solutions, Polycare was one of the award winners of the UNIDO Global Call 2021 which had been conducted by ITPO Germany.

The recording of the seminar can be found on Youtube. A free-of-charge online course on innovation management with seven training modules that showcase the components constituting an innovation management system can be found on the UNIDO Knowledge Hub: [hub.unido.org](https://hub.unido.org).





## Cooperation with ITPO Network

In order to showcase to the donor sponsor of ITPO Nigeria (Federal Ministry for Investment and Trade, FMITI) the opportunities arising from synergistic collaboration between the different ITPOs, the FMITI delegation visited ITPO Germany's booth at IFAT, where Rolf Steltemeier, Head of ITPO Germany, welcomed the State Minister and her delegation. In Nigeria, the National Advisor being located at the ITPO Nigeria in Lagos, contributed as speaker and co-exhibitor at joint events with ITPO Nigeria. Highlights of joint activities included the shared booth and activities at the West African Clean Energy & Environment Trade Fair & Conference (WACEE'22) and PROPAK West Africa.

Moreover, he provided technical insights for the high-level speaking engagement of ITPO Nigeria's Head at the Africa Economic Zones Organization (AEZO) 7th Annual Meeting in Abuja in November 2022.

ITPO Germany also worked closely with ITPO Italy to organize a delegation from Somalia to Germany (see Section "Delegate Programme"). With its experience from the successful Global Call 2021, ITPO Germany contributed to the UNIDO Global Call 2022, organized by ITPO Shanghai.

As a follow-up to the project "Enterprise Development and Investment Promotion (EDIP) in the Bank of Khartoum", for which ITPO Bahrain had mobilized funds from Sudan (Bank of Khartoum) and to mobilize remaining funds, ITPO Germany Expert Jessica Neumann led the implementation of a capacity building programme for IRADA, a Subsidiary of Bank of Khartoum, Sudan (see Section "Trainings and Courses").



A high-ranking delegation from the Nigerian Federal Ministry for Investment and Trade visited ITPO Germany's booth at IFAT

## Cooperation with German and international institutions

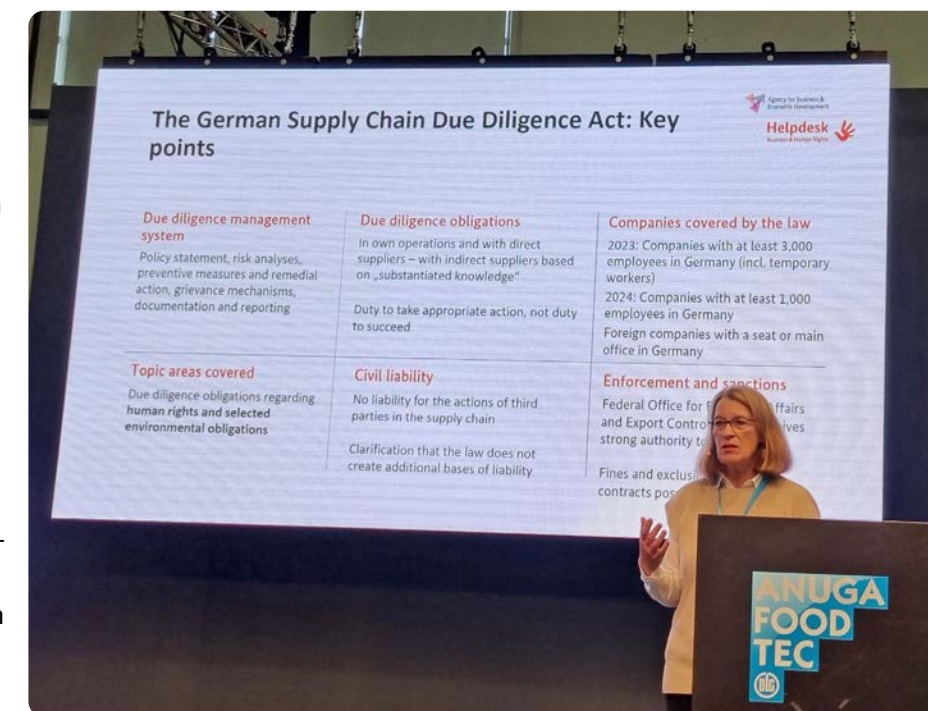
In 2022, cooperation with German organizations for technical and financial collaboration was further strengthened.

ITPO Germany met with mayors from Cameroon and Senegal, whose visit had been organized by GIZ, in order to discuss opportunities for investment and technology transfer.

ITPO Germany supported GIZ in Senegal in identifying technology partners, while GIZ in Uganda facilitated B2B meetings between local companies and ITPO Germany's Private Sector Mission.

ITPO Germany also organized meetings between African companies, KfW and DEG. During IFAT, African delegates met with the German Water Partnership,

the German RETech Partnership and the PREVENT Waste Alliance to discuss how German environmental technologies can improve the water and waste-management system in sub-Saharan Africa.



Sabine Peters-Halfbrodt from the Agency for Business & Economic Development speaking at an ITPO Germany session

## UN Open House Event 8 June 2022, Bonn

The UN Open House brought together the diplomatic representatives of 23 countries and several of the Bonn-based UN Agencies, among them ITPO Germany.

Andreas Schaefer, Investment and Technology Promotion Expert at ITPO Germany,

presented the project at the Tour de Table and during individual meetings with diplomats. Diplomats from Latin America, Africa and Asia inquired about ITPO Germany's services and upcoming activities.



## GIZ's annual reception 17 June 2022, Berlin

At GIZ's annual reception, Rolf Steltemeier, Head of ITPO Germany, spoke with Jochen Flasbarth, State Secretary at BMZ. In the meeting, Jochen Flasbarth emphasized the good cooperation with UNIDO and ITPO Germany and expressed the excitement about the third project phase of ITPO Germany (2023-2025).

Adding to the discussion, the Federal Minister of BMZ, Svenja Schulze, underlined

that multilateralism is an integral part of development cooperation and that Africa is an important field of activity for German development cooperation.

Rolf Steltemeier emphasized that Sub-Saharan Africa would remain the main field of activity in the future and that ITPO Germany will continue to work in close coordination with BMZ in the coming project phase.

## German President meets the diplomatic corps 5 July 2022, Nuremberg



German President Frank-Walter Steinmeier with ITPO Germany Head Rolf Steltemeier at a meeting for the diplomatic corps in Nuremberg

Upon invitation of German President Frank-Walter Steinmeier and Bavarian Prime Minister Markus Söder, Rolf Steltemeier, Head of ITPO Germany, met with other accredited diplomats in Germany. The meeting takes place once a year and, together with the German President's New Year's reception, is considered a mandatory event for members of the Diplomatic Corps.

Rolf Steltemeier used the opportunity to inform President Frank-Walter Steinmeier about the work of UNIDO and ITPO Germany. The President emphasized his support of the multilateral work of international organizations like UNIDO and welcomed the approach of private-sector networking and technology transfer of the ITPO network with and to developing countries and economies in transition.

## Volunteering for SDGs: Teaching Sustainable Development Goals to Lithuanian orphans

Inspiring disadvantaged children to take charge of the future and teaching them some English along the way: ITPO Germany staff member Skirmante Tamelyte spent part of her annual leave volunteering at a foster home in Lithuania.

In her luggage: Go Goals, a board game that promotes the Sustainable Development Goals in an entertaining way. The board game, which is available in twenty languages and which is free of charge, was developed by the United Nations Regional Information Centre for Western Europe (UNRIC).

Thank you Skirmante for providing the children with a basic understanding of SDGs and for supporting SDG 4, which stands for quality education!

Feel like playing the board game with children in your community?

Go to <https://go-goals.org>

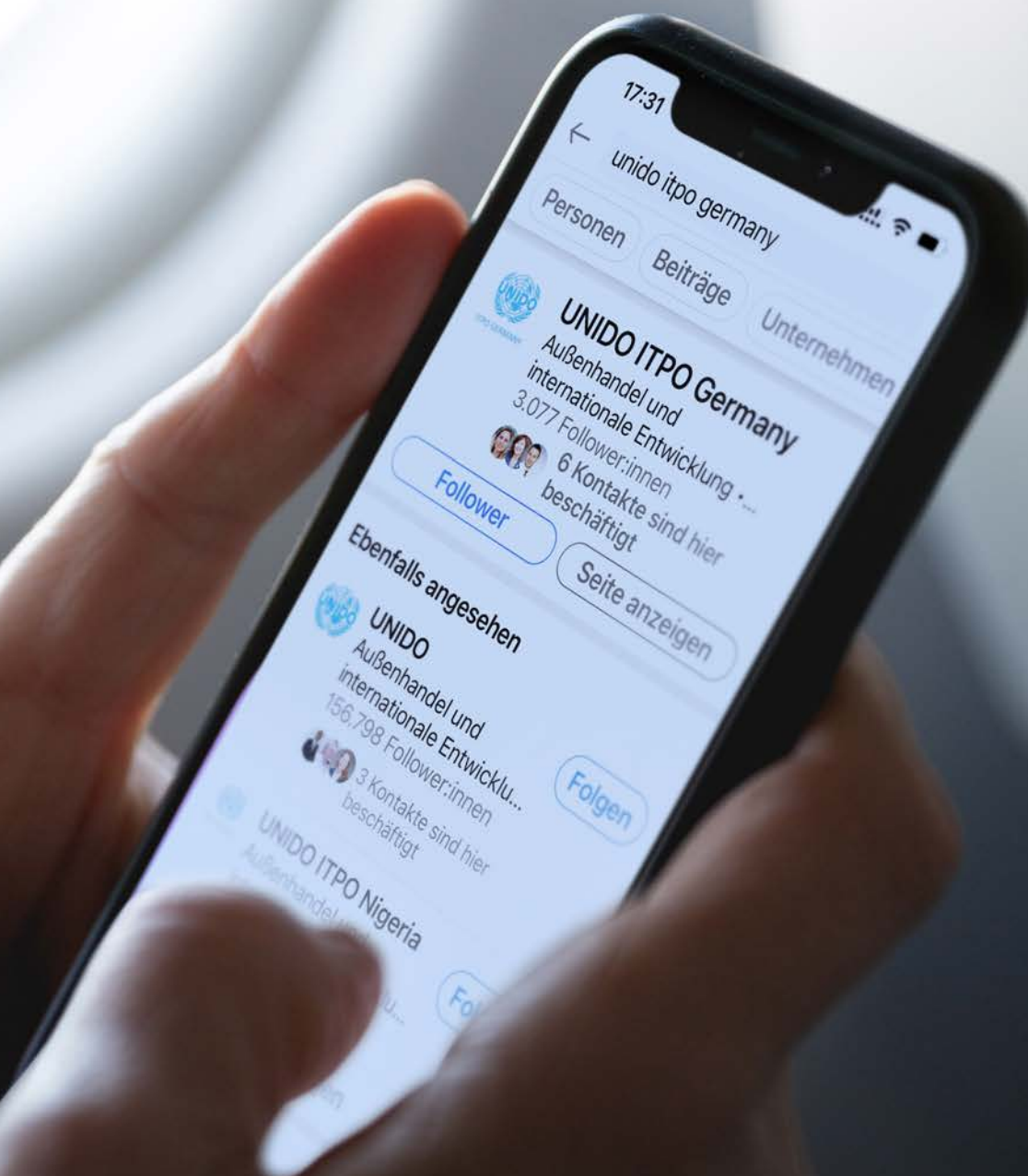


How do you say "socialinio vystymo tikslas" and "siekti tikslų" in English? These young Lithuanians surely know the answer after playing the SDG game "go goals" with ITPO Germany's Skirmante Tamelyte



## 6

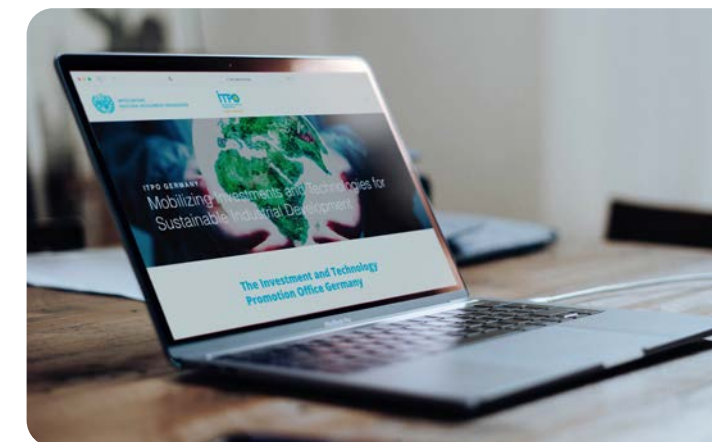
## Communication Activities Overview



### Website: page views have almost tripled

On itpo-germany.org, users can find out about upcoming events and learn more about ITPO Germany's mission and services.

The website also has a download section, where ITPO's publications can be downloaded for free. The number of page views has almost tripled, rising from 17,900 page views in 2021 to 48,000 page views in 2022.



### In the German media

ITPO Germany's work has been featured in the national and international press, including a report about The ARC on German public TV channel WDR, an article about plastic credits in publications by VDI media group, for example in INGENIEUR.de, as well as an article in the magazine of IHK Schwaben (regional chamber of industry and commerce).



### Number of followers on LinkedIn has doubled

ITPO Germany uses social platforms 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.

The main platform is LinkedIn, where 80 posts were published. The number of followers on LinkedIn more than doubled in 2022, rising from 1484 to 3025.

Other platforms used were Instagram and Twitter. Here, numbers also increased by 35% and 58%.

Stay in touch:





## 7

## 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 WELT 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)
- Business Scouts for Development – Network of German Development Advisors
- 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
- 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 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), incl. WFP Innovation Accelerator
- World Health Organization (WHO) – European Center for Environment and Health





## 8

## Outlook 2023





## Outlook into 2023

In 2023, ITPO Germany enters its third three-year project phase that will last until the end of 2025. With a new management at the UNIDO headquarters, a new strategic direction and an organizational structure that fosters new partnerships and synergies both within the organization and with external partners, ITPO Germany will continue to leverage its unique position in Germany to connect and promote private-sector players and institutional partnerships as well as the transfer of technology and know-how.

The focus will continue to lie on crisis-affected regions, where ITPO Germany bolsters economic self-sufficiency, industrial capacities and food security in line with the mandate of UNIDO and the German Federal Ministry for Economic Cooperation and Development (BMZ).

With an experienced team of experts located in Bonn, Berlin, Lagos, Abidjan and Khartoum, ITPO Germany will implement UNIDO's new motto of 'progress by innovation' by engaging the most advanced and

relevant technology providers, industry players and entrepreneurs in Germany, Europe and partner countries. The new digital platform to support these companies and their impactful projects has been launched in 2022. It will be integrated into the day-to-day operations of ITPO Germany and promoted to a wider public throughout 2023.

In addition to the core business of promoting investment and technology transfer projects, ITPO Germany will continue to offer innovative events and B2B exchanges centred around leading trade shows, the Delegate Programme to Germany for private-sector representatives and targeted Private Sector Missions to African countries. An overview of major events and activities can be found below.

ITPO Germany will further 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 2023 include:

### January:

Global Forum for Food and Agriculture

### March

Dubai International Humanitarian Aid and Development – DIHAD, Dubai

### April

Private Sector Mission to Sudan

### May

Interpack, Duesseldorf (Delegate Programme)

### June

The Arc Cleantech Festival, Remscheid (Delegate Programme)

The smarter e-Europe, Munich

### October

Private Sector Mission to West Africa (Nigeria, Benin, Togo)

### November

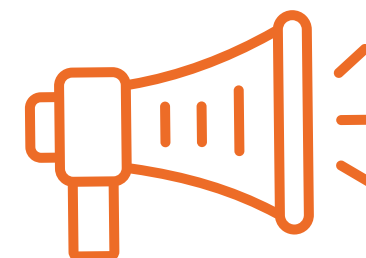
Agritechnica, Hanover

### December

OFF-GRID Expo + Conference, Augsburg

Upcoming events can be found on the ITPO Germany website

[www.itpo-germany.org](http://www.itpo-germany.org)







## UNIDO ITPO Germany Annual Report 2022

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