

UNIDO ITPO Germany – Facilitating Industrial Cooperation in Africa

The UNIDO Investment and Technology Promotion Office Germany (ITPO Germany), headquartered on the UN Campus in Bonn, has been connecting European companies with potential partners and projects on the African continent for five years. SMEs can benefit from flexible, market-oriented advice, activities tailored to sub-Saharan Africa and better access to the UN system.

Presence in Germany combined with local expertise throughout Africa

ITPO Germany supports medium-sized companies as well as established start-ups that can contribute to sustainable industrial development in Africa. The companies ITPO Germany partners with feature innovative technologies as well as commercially viable business models that are tailored to the needs of the fast-growing markets in sub-Saharan Africa. Companies benefit from the extensive network of over 25 UNIDO offices in Africa, as well as ITPO Germany's dedicated team of local National Advisors in Lagos (Nigeria), Abidjan (Cote d'Ivoire) and Khartoum



Copy Right UNIDO ITPO Germany | UNIDO ITPO Germany Private Sector Mission with UNHCR, visit of a pilot project of FAO and WFP in the refugee settlement Kalobeyei, Turkana County (Kenya)

(Sudan). These experienced local consultants have an industry background and offer practical support for projects between local companies and German partners.

Delegate programs and trade fairs - catalysts for industrial cooperation

Many world-leading trade fairs and specialized events with high relevance for African markets take place in Germany. The pavilions organized by ITPO Germany at Agritechnica (Hannover), IFAT (Munich), Greener Manufacturing Show (Cologne) or OFF-GRID EXPO (Augsburg) offer German innovative companies from the agribusiness, water, recycling and energy sectors the opportunity to present their solutions for the African markets. The trade fair participations are enhanced by featured publications, joint technical and networking events with institutional partners such as VDMA, DLG, German Chambers of Commerce Abroad (AHK), the Alliance for Rural Electrification (ARE), or various GIZ programmes. In parallel, ITPO Germany invites industry representatives and buyers from Africa via the so-called 'Delegate Program' and combines their visit to the trade show with a comprehensive program involving additional meetings with relevant institutions and companies. For example, 15 representatives from 10 African countries from the water and recycling industry attended IFAT in Munich. For OFF-GRID Expo in Augsburg, ITPO Germany collaborated with the UNIDO offices in Sudan and Somalia: Business delegations from both countries that were looking for renewable energy solutions for their agribusiness projects participated in the trade show, in combination with a multi-day visit program to relevant institutions and technology providers in Southern Germany. In the first half of 2023, ITPO Germany is planning trade fair visits and business delegations to Interpack in Düsseldorf (packaging industry) and the Cleantech Festival The Arc in Remscheid (process heat in industry / CSP).

'Private Sector Missions' - getting closer to Africa's markets

ITPO Germany's tailor-made business delegations to Africa take into account the experience and contacts from trade fair participations, the 'Delegate Programme', the activities of ITPO Germany's investment advisors and, above all, the market potential in the respective country and sector. As a UN organization, ITPO Germany puts special emphasis on developing partnerships with other UN organizations and stakeholders. The latest example is a two-week business delegation to Uganda and Kenya in October 2022, with a focus on the humanitarian sector, which took place in close cooperation with UNHCR, WFP, GIZ, Malteser International, AHK Kenya and other partners. Like the Private Sector Mission in November 2022 to Côte d'Ivoire, focusing on the energy, agriculture and water sector, missions to Sudan and West Africa (Togo, Benin, Nigeria), in close collaboration with ITPO Germany National Advisors on the ground, are being planned in 2023.

Door opener to the UN system and access to new financing partners

As part of the UN system, ITPO Germany offers guidance to medium-sized companies that want to connect with international organizations. The integration of UN buyers and programs into the regular activities of ITPO Germany opens up new opportunities for companies in the context of UN tendering procedures and projects. In addition to traditional financing partners of German and international development cooperation, such as KfW-DEG, ITPO Germany maintains and develops a comprehensive network of African and international investment funds, foundations and private investors which invest in sustainable industrial development in Africa.

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

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