

DEG – Deutsche Investitions- und Entwicklungsgesellschaft mbH

Development Consultancy Services
Special Programmes Department

Public co-funding meets entrepreneurial interests

by

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November 10, 2011

Our business is developing.



Mandate and working method

- German development finance institution for the private sector
- Specialist for entrepreneurial development in all sectors of the economy
- Long-term investment capital for private enterprises
- Financing of investments with a positive developmental impact
- Market-oriented conditions
- Agribusiness, finance sector, infrastructure, manufacturing industries, services
- Ecological and social acceptance according to international guidelines
- Contributions to sustainable economic growth and poverty reduction

DEG – Promoter of entrepreneurial development cooperation



Corporate data

Founded: 1962
Employees: 436
Seat: Köln
Shareholder: KfW, Frankfurt

Equity 2010: EUR 1.5 billion
Total assets 2010: EUR 3.9 billion

New commitments in 2010: EUR 1.2 billion
Portfolio 2010: EUR 5.2 billion



(supporting investments worth EUR 7.8 billion)

(supporting investments worth EUR 34.1 billion)

Equity Capital

Long-term loans

Mezzanine finance

Guarantees

- Solutions suited to individual project and risks
- Terms suited to the individual project
- Market-oriented conditions

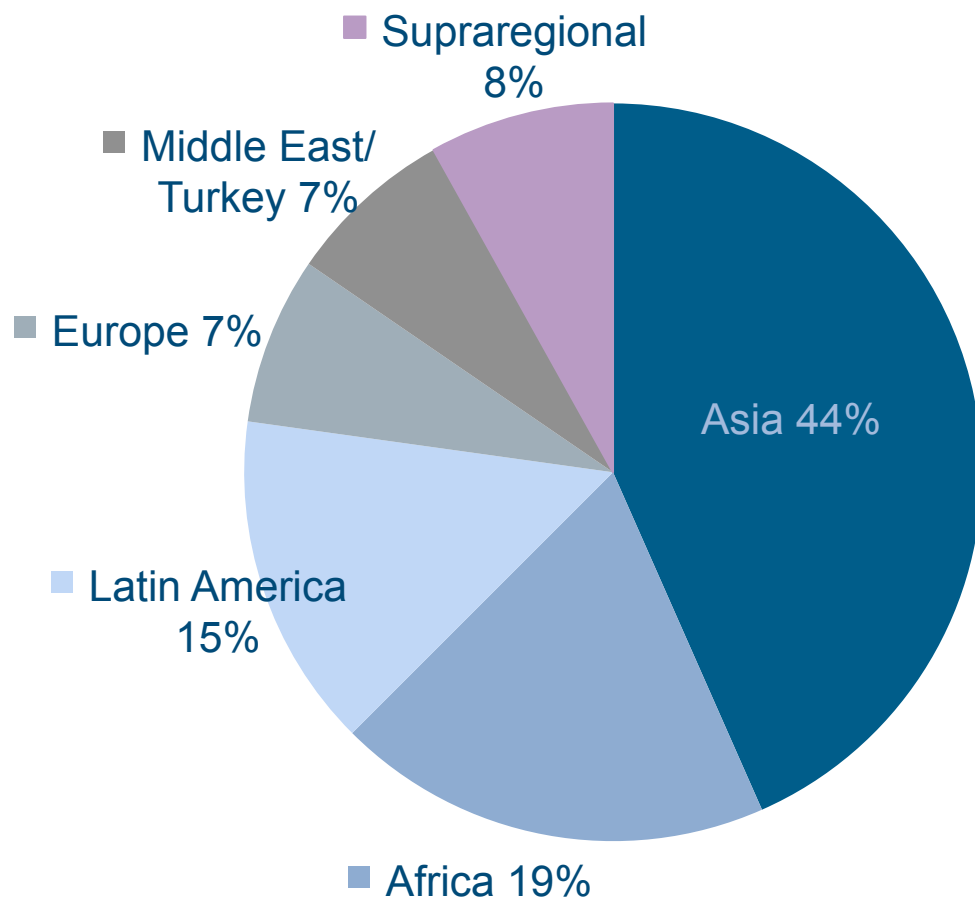
Overview: current programmes/projects of the Special programmes department



Programmes / Projects	Objectives	Donors
Development partnerships with private sector (developPPP.de)	Co-financing of projects with developmental and economic impact	BMZ
Feasibility studies	Co-financing of feasibility studies with developmental impact	BMZ
Accompanying measures	Increasing of broad-based and structural effects of DEG financing	BMZ/DEG
Climate partnerships with private sector	Co-financing of climate protection measures	BMU
Competitive African Cotton Initiative (COMPACI)	Increasing the income of smallholders in the cotton industry in Africa	Gates Foundation
Credit guarantee funds Afghanistan	SME promotion	BMZ/USAID

Programme financing

New business 2010



New commitments

Number: 136

Volume: EUR 25.6 million

of which:

72 % with German enterprises

58 % with SMEs*

Disbursements: EUR 16.5 million

Products:

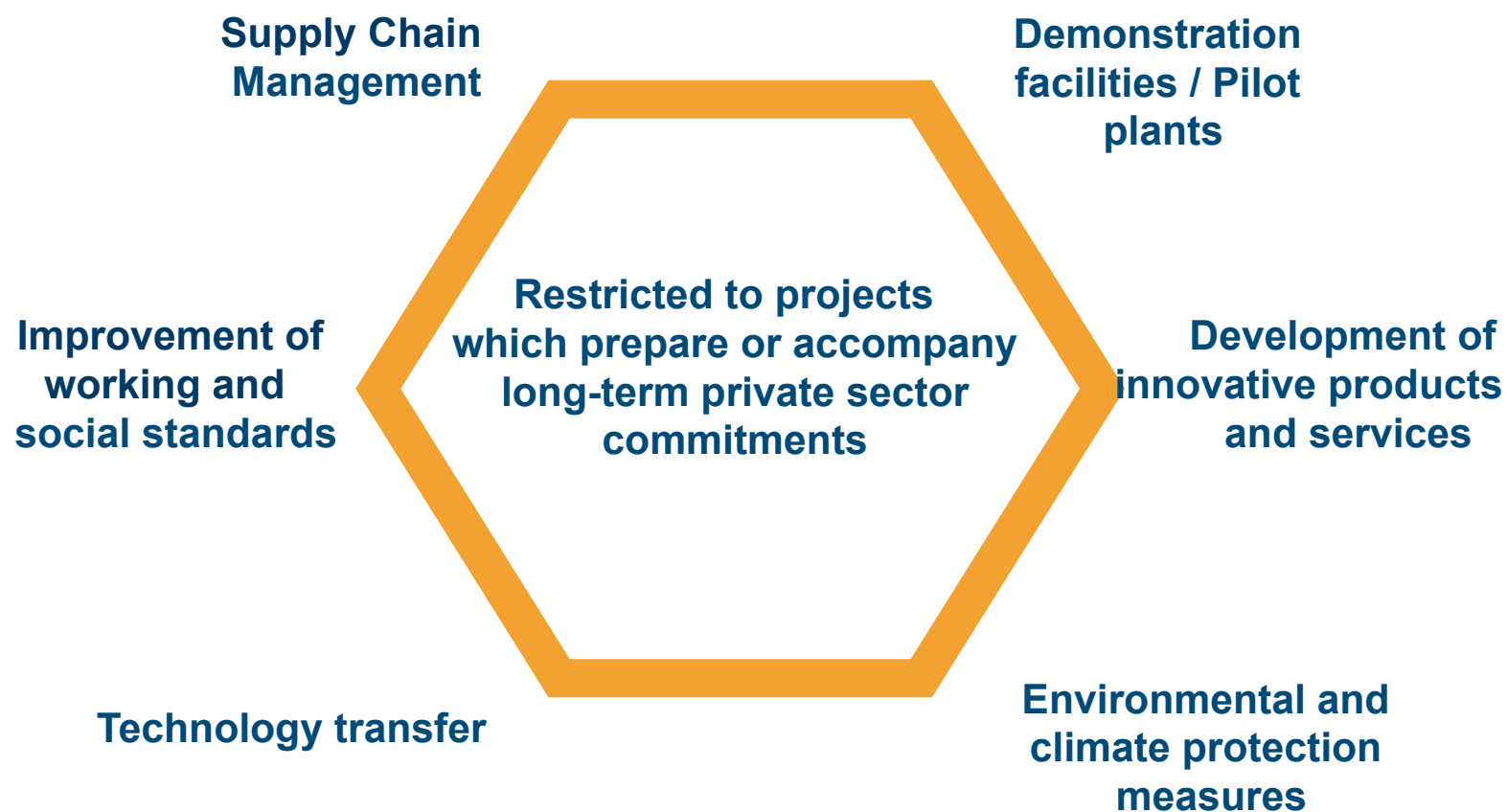
- develoPPP: BMZ funds
- Accompanying measures: BMZ and DEG funds
- Climate partnerships: BMU funds

* turnover <= EUR 50 million

as per: 31 December 2010

Objective	Implementation of projects with developmental and economic impact in developing and emerging-market countries.
Target group	German and European companies including their subsidiaries.
Financial contribution	Up to 50% of the costs (max. EUR 200,000) from funds of the Federal Ministry for Economic Cooperation and Development (BMZ).
Requirements	PPP Projects: <ul style="list-style-type: none">• must have broad-based impacts and contribute towards the development of structures in the partner countries,• cannot be required by law,• must include a public contribution and• must be new, i.e. not under implementation.
Participation	Project proposals for certain key topics or particularly innovative proposals may be submitted within the framework of a quarterly ideas competition. Details can be found under www.deginvest.de .
Topics	Resource/climate protection and energy

Examples: what is co-financed exactly?



Solar Energy Systems in Vietnam

Abakus Energiesysteme GmbH, Germany



Problem:

Growing demand of electrical energy in rural areas. Lack of knowledge and lack of skilled personnel to implement solar energy systems.

PPP Project:

Presentation of several photovoltaic and solar thermal systems in different locations in remote areas, training of users and technicians. Establishment of a centre of competence for solar energy.



***Improvement of living conditions in remote areas.
Train and educate experts in handling and designing solar systems.
Reduction of CO₂ emissions as direct environmental effect.***

PPP-Contribution:

43 % of the costs

Quality improvement honey production in Vietnam

Alfred L. Wolff GmbH, Hamburg



Problem:

Agricultural products unsuitable for export due to a lack of adequate residue control and supervision.

PPP Project:

Improvement of honey production by training of beekeepers, farmers and laboratories covering sustainable production of honey, pollen and by-products, quality control and quality assurance.



Higher sales opportunities for beekeepers and small scale farmers due to improved product qualities.

PPP-contribution:

44 % of the costs

Objective

Promotion of private sector overseas investments with developmental impact in developing and emerging-market countries via the financing of feasibility studies

Target group

Companies with headquarters and operations in the EU with an annual turnover of up to EUR 500m

Financial contribution

Up to 50% of the costs (max. EUR 200,000) from funds of the Federal Ministry for Economic Cooperation and Development, BMZ

Requirement

Concrete intention to invest, high likelihood of feasibility and profitability

Participation

Companies may submit project proposals to DEG. Further details can be found under www.deginvest.de.

Objective

- Increasing developmental effects and impacts in existing and planned projects financed by DEG
- Measures not previously financed by DEG are to be made "bankable"

Target group

- Financing of accompanying measures which can be used to prepare or accompany DEG financed projects

Financial contribution

- The goal is a 50% participation of partners, sponsors and third parties in the overall costs.
- TA project financing: EUR 10,000 – 193,000

Topics

- Social and environmental protection measures e.g. implementation of USMS systems, HIV/AIDS prevention programmes, CSR projects
- Energy efficiency checks and consulting aiming at optimising processes
- Corporate consultancy for reducing risks in planned and existing DEG financed projects, e.g. external support for preparing business plans and optimising operational processes etc.
- Financial sector: improving risk management systems, strategic and organisational consultancy, product development
- Studies aimed at preparing investments, especially where major development impacts are expected



Climate partnerships with the private sector



Objective	Mobilisation of the private sector as an additional partner for international climate protection through introducing and encouraging the use of climate-friendly technology in developing and emerging-market countries.
Target group	German, European and local companies
Financial contribution	Up to 50% of the costs (max. EUR 200,000) from funds of the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety (BMU).
Requirements	Climate partnerships: <ul style="list-style-type: none">• must contribute to creating structures in the partner countries in the area of climate-friendly energy,• cannot be required by law,• must include a public contribution and• must be new, i.e. not under implementation.
Participation	Companies may submit project proposals to DEG. Further details can be found under www.deginvest.de .
Topics	<ul style="list-style-type: none">• Demonstration facilities and pilot plants for renewable energy• Measures to increase energy efficiency• Introduction and promotion of innovative climate protection technology

**Further questions?
We look forward to being of assistance.**



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