CONTENTS

1 UNIDO 1
  1.1 UNIDO at a Glance 2
  1.2 UNIDO Network of Investment and Technology Promotion Offices (ITPOs) 3

2 UNIDO ITPO Germany 4
  2.1 Background and Mandate 5
  2.2 Mobilizing German Investments and Technologies to achieve the 2030 Agenda 5
  2.3 Services of ITPO Germany 6
  2.4 The Team 8
  2.5 Change in Management 9

3 HIGHLIGHTS 2018 10

4 ACTIVITIES 15
  4.1 Events and Investment Fora 16
  4.2 Trade Shows - Platforms to Boost Investment and Technology Transfer 24
  4.3 ITPO Germany as Integral Part of the UN System 25

5 PARTNERS AND STAKEHOLDERS 27

6 COMPANIES AND PROJECT EXAMPLES 29

7 OUTLOOK 2019 36
1.1 UNIDO AT A GLANCE

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations that promotes industrial development for poverty reduction, inclusive globalization and environmental sustainability.

The mandate of UNIDO is to promote and to accelerate inclusive and sustainable industrial development (ISID) in developing countries and economies in transition. The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs). UNIDO’s mandate is fully reflected in SDG 9, which calls to “Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation”. UNIDO`s vision is a world where economic development is inclusive and sustainable and economic progress is equitable.

The Organization focuses on four strategic priorities:

- **CREATING SHARED PROSPERITY**
- **ADVANCING ECONOMIC COMPETITIVENESS**
- **SAFEGUARDING THE ENVIRONMENT**
- **STRENGTHENING KNOWLEDGE AND INSTITUTIONS**
Investment and technology are key drivers of economic transformation. Both national and foreign investment strengthen inclusive and sustainable industrial development, leading to increased productivity and competitiveness, as they attract capital and disseminate innovative technologies and know-how. Investment and technology can thus boost employment and generate income. To bridge global investment and technology gaps, UNIDO established a Network of Investment and Technology Promotion Offices (ITPOs).

UNIDO’s ITPOs are strategically located in both hemispheres, and promote investment and technology flows between investors and technology suppliers in their host countries as well as for potential partners in developing countries. The ITPOs provide support through partnerships and networks, capacity building activities, advisory services, promotional events, investment and technology project assessments, and matchmaking activities. The UNIDO ITPO Network falls under the mandate of the UNIDO Department of Trade, Investment and Innovation (TII).

UNIDO ITPO Germany is part of a global network of 47 regional and country offices and 9 ITPOs: Bahrain (Manama), China (Beijing, Shanghai), Germany (Bonn), Italy (Rome), Japan (Tokyo), Republic of Korea (Seoul), Nigeria (Lagos), Russian Federation (Moscow).
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 towards developing countries and economies in transition, with focus on Small and Medium sized Enterprises (SMEs).

ITPO Germany contributes to inclusive and sustainable industrial development and economic growth of developing countries by identifying and mobilizing technical, financial and managerial resources.

To achieve this goal, the ITPO strongly interacts with the German industrial sector. Germany is one of the world’s most sustainably industrialized nations and environmental technologies from Germany are internationally in high demand. Moreover, a growing number of companies in Germany are making a commitment to society by adopting sustainable business models. In particular, the ITPO Germany promotes outward flow of investment and sustainable technologies from Germany to developing countries.

2.2 MOBILIZING GERMAN INVESTMENTS AND TECHNOLOGIES TO ACHIEVE THE 2030 AGENDA

ITPO Germany strives to combine market opportunities, entrepreneurial initiatives and local needs to maximize the social and ecological impact of its projects in line with the Sustainable Development Goals (SDGs) and the 2030 Agenda for Sustainable Development. Achieving the 17 SDGs of the United Nations is only possible by fostering investment, innovation and technology transfer. UNIDO places particular emphasis on SDG 9, which aims to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.

In 2017 Germany took over the G20 presidency for the first time and anchored development, climate and sustainability issues prominently in the German G20 agenda. The Federal Ministry of Economic Cooperation and Development (BMZ) coordinated the further development of the G20 action plan to harmonize it with the implementation of the 2030 Agenda. The partnership with UNIDO and the establishment of the UNIDO ITPO Germany on the UN Campus in Bonn reflects this commitment, especially in regard to mobilizing investments and technology to drive forward the implementation of the 2030 Agenda.
2.3 SERVICES OF ITPO GERMANY

ITPO Germany is an impartial broker for international investment projects. Its services leverage and promote the transfer of green and sustainable technologies made in Germany into developing countries, with focus on the following sectors:

- **ENERGY AND ENERGY EFFICIENCY**
- **AGRIBUSINESS**
- **ENVIRONMENTAL TECHNOLOGIES**
- **INFRASTRUCTURE**
- **MODERN MANUFACTURING**
- **HEALTH**
ITPO Germany supports SMEs, the classical *Mittelstand*, corporates and innovative start-up companies with inclusive and sustainable business projects relevant for developing countries and economies in transition by:

- 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 UNIDO ITPO Germany’s trade show programme in Germany and developing countries
- Supporting the selection of personnel and providing advice on training programmes to upgrade local skills crucial for project implementation
- Providing institutional and policy advice
- Promoting projects and finding partners on the online *Investment and Technology Promotion Platform* (ITPP) (to be launched in 2019)

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 promotes them internationally to facilitate and accelerate investment projects that are based on sustainable partnerships. ITPO Germany’s services include:

- Proposal of project partners, technology providers and co-investors in Germany
- Business Consultancy on how to approach and present project opportunities to potential German partners and investors
- Capacity building, training programmes and trade show visits
- Promoting projects and finding partners on the online *Investment and Technology Promotion Platform* (ITPP) (to be launched in 2019)
Staffing of ITPO Germany was successfully concluded with the onboarding of the Investment & Technology Promotion Experts, Mr. Michael Schmidt and Ms. Vanessa Völkel, who both joined in May 2018. At the time, the team already consisted of the Administrative Assistant, Ms. Mehrican Eser, who had started her assignment in October 2017 and the Office Assistant, Ms. Maria Victoria Heller, who had taken on her job in January 2018.

Additionally, the Federal Ministry of Foreign Affairs funded the position of a Junior Professional Officer (JPO) who is placed in the Department of Trade, Investment and Innovation (TII) at UNIDO Headquarters in Vienna to ensure the smooth interaction of ITPO Germany with other UNIDO technical services and the worldwide network of ITPOs. Ms. Jessica Neumann assumed her function on 01 June 2018.

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 essential 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:

- Delegate Programme for senior staff from IPAs and relevant ministries to promote their market and projects in Germany
- Technical Delegate Programme for industry specialists to promote their market on specialized trade shows in Germany
- Participation with visitor groups or as co-exhibitor in UNIDO ITPO Germany’s trade show programme
- Promotion of projects and companies on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2019)
2.5 CHANGE IN MANAGEMENT

**Dr. Peter Failer** decided to resign from his duties as Head of ITPO Germany as of 1 July 2018. UNIDO greatly recognized Dr. Failer’s successful leadership during the first year of the ITPO Germany. During his short but effective tenure, he managed to lay the groundwork and set the path for the future successful development of the ITPO Germany.

The new director of ITPO Germany from January 2019 on will be **Dr. Rolf Steltemeier**. Before he was as a Deputy Director General the Commissioner of European Affairs at the Federal Ministry of Economic Cooperation and Development (BMZ) in the German Government.
HIGHLIGHTS
2018
GERMAN-GEORGIAN BUSINESS AND COOPERATION FORUM, FRANKFURT

9 October 2018 – The event, which had been initiated by the Federal Ministry for Economic Cooperation and Development of Germany (BMZ) and implemented jointly with the Government of Georgia and UNIDO, brought together more than 150 participants, thereof 105 representatives of individual companies from Germany and Georgia.

The Forum provided a wide range of information and opportunities to exchange innovative ideas and to explore possibilities for joint projects. There was a vivid participation in three parallel roundtables on logistics and transport infrastructure, tourism, and vocational education and training. Individual B2B meetings, arranged by ITPO Germany, gave the opportunity for bilateral in-depth exchanges between German and Georgian enterprises and institutions. During the lunch, participants gathered information at booths of UNIDO, Agency for Business and Economic Development (AWE), Deutsche Wirtschaftsvereinigung (DWV), Germany Trade and Invest (GTAI), Deutsche Investitions- und Entwicklungsgesellschaft (DEG), Enterprise Georgia and the Georgian National Tourism Agency (GNTA).

Moreover, many guests took the opportunity to participate in the subsequent official opening of the Frankfurt Book Fair with Georgia as this years’ guest of honor and with high level speakers such as Ms. Federica Mogherini, High Representative of the European Union for Foreign Affairs and Security Policy and H.E. Mr. Mamuka Bakhtadze, Prime Minister of Georgia.
H.E. Giorgi Kobulia, Minister of Economy and Sustainable Development of Georgia, highlighted the attractiveness of his country and appreciated the great partnership between Germany and Georgia towards the enhancement of the country’s energy independence. He also stressed the opportunities of the free trade agreement with the European Union. Access to the European market has already helped to increase exports and additional investment which results in more growth.

H.E. Norbert Barthle, Parliamentary State Secretary at Germany’s Federal Ministry for Economic Cooperation and Development acknowledged the efforts made by Georgia in terms of economic reforms which have created favourable conditions for German companies operating or investing in Georgia.

Mr. Bernardo Calzadilla-Sarmiento, UNIDO Director of the Department of Trade, Investment and Innovation (TII) highlighted UNIDO’s activities in areas prioritized by Georgia and technical cooperation towards achieving inclusive and sustainable development. He underlined that inclusive sustainable growth cannot be achieved without enormous additional volumes of quality investments, which have a wider combined economic, social and environmental impact.

The Forum took place at the premises of KfW Bank and was co-organized by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), German Eastern Business Association (OAOEV), DWV, AWE and Enterprise Georgia.

ITPO Germany organized an individual Business-to-Business (B2B) Exchange in the afternoon with the purpose of giving participating companies the opportunity to discuss business partnerships. With attendance of 40 companies, 20 from Georgia and 20 from Germany, encompassing the sectors logistics, infrastructure, vocational and educational training, publishing and medical equipment, the B2B session was very well perceived. ITPO Germany received an overall positive feedback as participants were grateful for the opportunity and satisfied with the number and variety of companies.
HANNOVER MESSE

23-27 April 2018 - UNIDO has participated in the Hannover Messe since 2015. The trade fair attracts over 6,500 exhibitors and 200,000 visitors every year. In 2018, UNIDO ITPOs from Germany, Korea and Nigeria took part in the world’s leading industrial trade fair for the first time. ITPO Germany promoted their work and had the opportunity to partner with major important local players of the German industry and to meet representatives of industrial companies, trade associations and institutions. The Director General of UNIDO, Mr. Li Yong visited Hannover Messe for the third time in a row.

The Head of ITPO Germany, Dr. Peter Failer, delivered an opening speech at the “Sino-German Forum Intelligent Production 2018” which was organized in a joint effort by the China International Investment Promotion Agency (CIPA) and the Sino-German Industrial City Alliance.

During the fair, more than 100 companies expressed their interest in cooperating with ITPO Germany and several joint meetings were held, for instance with: (1) Nigerian Investment Promotion Commission (NIPC), (2) Deutsche Messe AG, Management of the Tradeshow, (3) Germany’s Development Ministry (BMZ) in Berlin, (4) an Iraqi Business delegation, (5) ProColombia, a government agency of the Executive Branch of the Government of Colombia in charge of promoting Colombian non-traditional exports, international tourism and foreign investment to Colombia.
ACTIVITIES
4.1. EVENTS AND INVESTMENT FORA

**PHARMA BUSINESS AND INVESTMENT FORUM, BONN**

1-2 March 2018 – The International Business and Investment Forum gathered 70 participants to explore avenues to mobilize investment, technology and partnership opportunities for Africa’s pharmaceutical industry at the newly opened ITPO at the UN Campus in Bonn. The Forum offered a platform for African pharmaceutical manufacturers which have been part of a UNIDO supported mentoring process, to explore partnership opportunities with German pharmaceutical companies and potential investors. For the German industry, it further offered an introduction to African pharma markets and the business environment complemented by presentations and discussions around three key topics: market access, access to affordable finance, and access to technology.

German companies learnt about the emerging market opportunities that a growing middle class with increased purchasing power entails, as well as disease patterns beyond the pandemic diseases that resemble those in more advanced geographies ought to offer for investments in the medium term.
Potential business partnerships were discussed at approximately 200 B2B Meetings between pharmaceutical manufacturers from Africa and Germany / Europe. Financing institutions such as DEG Germany, Catalyst Principal Partners, Acumen Fund East Africa and other major players such as the Global Fund to Fight AIDS, Tuberculosis and Malaria, the Federation of African Pharmaceutical Manufacturers Associations (FAPMA), the Southern African Generics Medicines Association (SAGMA), the Federation of East African Pharmaceutical Manufacturer Associations (FEAPM) and the West African Pharmaceutical Manufacturers Association (WAPMA) participated in the event. Africa’s pharmaceutical industry was represented by companies from Ghana, Kenya, Namibia, Uganda, South Africa, Zambia and Zimbabwe.

The event was part of a UNIDO programme, largely funded by the German Government, that for more than a decade sought to foster local pharmaceutical production in developing and least developed countries with focus on Sub-Saharan Africa.

**BUSINESS FORUM SERBIA – NORTH RHINE-WESTPHALIA (NRW), DUSSELDORF**

15 May 2018 – The President of the Republic of Serbia, Mr. Aleksandar Vucic, and the Minister of Economy, Innovation, Digitalization and Energy of NRW, Prof. Dr. Andreas Pinkwart, delivered speeches on business relations between Serbia and Germany. Company representatives from the automotive, textile and IT sectors presented their investments and discussed their experiences in Serbia.

ITPO Germany attended with representative of the Senior Expert Service (SES) from Bonn and established contacts to the Government of NRW, Consulate General of the Republic of Serbia in Dusseldorf and other partner institutions.
**GREENTECH GOES AFRICA, DUSSELDORF**

12 June 2018 – ITPO Germany participated in the event “GreenTech goes Africa”, organized by NRW.Europe and the Competence Network Environment NRW. The workshop aimed at supporting German companies in their transfer of environmental technologies to African markets. ITPO Germany established contacts to companies, to the Ministry for Environment, Agriculture, Conservation and Consumer Protection of the State of North Rhine-Westphalia and to the Competence Network Environment NRW. Furthermore, contacts were made with Euler Hermes, who implements German government’s export credit guarantees, Sparkasse International and Chamber of Commerce (IHK) Bonn Rhein/Sieg.

**GERMAN-NIGERIAN BUSINESS FORUM, LAGOS, NIGERIA**

19-23 June 2018 – Mr. Michael Schmidt of ITPO Germany attended the 7th German-Nigerian Business Forum in Lagos, which gathered around 300 representatives of German and Nigerian businesses and institutions, including a business delegation from the State of Bavaria. Additional meetings were held with the Nigerian Investment Promotion Commission (NIPC) and UNIDO ITPO Nigeria.

**MEETING WITH AGENTUR FÜR WIRTSCHAFT UND ENTWICKLUNG (AWE)**

08 August 2018 – ITPO Germany met with the CEO of AWE, Dr. Corinna Franke-Wöller and AWE advisors to discuss specific ways of cooperation. AWE is a key partner for German and European companies interested in investing or planning business ventures in developing countries and emerging economies.

German companies, especially SMEs, will benefit from the cooperation between the two organisations that offer complementary services and supporting structures.

Joint activities to this purpose, such as linking up AWE with UNIDO’s programmes
for private sector development and training facilities, are envisaged for the future.

**CHINA INTERNATIONAL FAIR FOR INVESTMENT & TRADE (CIFIT), XIAMEN, CHINA**

4-9 September 2018 – ITPO Germany participated in the Xiamen CIFIT Forum together with a delegation from UNIDO headquarters in Vienna and representatives of UNIDO ITPO Shanghai. Parallel to the main CIFIT event, ITPO Germany established contact with other Investment Promotion Agencies (IPAs) and multilateral development and financial institutions at the Annual Conference of the World Association of Investment Promotion Agencies (WAIPA).

At CIFIT, Mr. Michael Schmidt of ITPO Germany delivered a speech on bilateral investment flows between China and Germany and ITPO Germany’s role in boosting investment. The speech was delivered as part of the 11th China-Germany Economic Cooperation Forum on Artificial Intelligence and Smart Production.
SYNERGIES WITH OTHER ITPOS: VISIT TO THE ITPOS IN SHANGHAI, TOKYO AND MOSCOW

9-18 September 2018 – Mr. Michael Schmidt of ITPO Germany visited three ITPOS for a peer-to-peer exchange and discussions of future joint activities. With ITPO Shanghai, founded in 2001, possibilities of cooperation and business opportunities for German companies in Chinese industrial parks along the Belt and Road Initiative (BRI) as well as Africa, and of attracting German investments into China and the Yangtze River Delta region were discussed. ITPO Tokyo, established in 1981, covers a broad portfolio and has a long-lasting track record of investment and technology promotion activities, such as the Delegate Programme, Advisory Programme and trade show participations. Possible joint activities between ITPO Germany and ITPO Tokyo include the promotion of German and Japanese technologies on third markets (e.g. South-East Asia, Africa) and coordinated approach to jointly expand the Advisory Programme in Africa. At ITPO Russia – Center of International Industrial Cooperation (CIIC), established in 1989 and based in Moscow, ITPO Germany participated in pre-arranged joint meetings with industrial associations and Russian companies seeking partners in Germany. Joint activities between ITPO Moscow and ITPO Germany in 2019 will focus on the participation in Hannover Messe and the InnoProm trade show in Yekaterinburg / Russia that will be coupled with the Global Manufacturing & Industrialisation Summit (GMIS) in 2019.

GIZ SYMPOSIUM ECONOMY & SOCIAL DEVELOPMENT, BAD NEUENAHR

11-12 September 2018 – ITPO Germany participated in the GIZ Symposium “Globalization revisited”. The event gathered 800 participants from Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), their commissioning partners and guests from business, politics and civil society. 15 plenaries and over 70 thematic workshops provided an opportunity to connect, exchange and discuss core topics with the goal of improving GIZ’s work and increasing their contribution to the achievement of the SDGs.

Ms. Vanessa Völkel of ITPO Germany established and revived her contacts to GIZ programmes cooperating with the private sector (EZ-Scout Programme, Global Business Network Programme, develoPPP.de for development partnerships with the private sector, Strategic Partnership Digital Africa, etc.).
‘FOCUS ON GHANA’, CHAMBER OF INDUSTRY AND COMMERCE (IHK) NEUSS

26 September 2018 – ITPO Germany joined German SMEs doing business in Ghana and Africa, representatives of the German Chamber of Commerce Abroad (AHK) in Ghana, a private operator of an industrial zone in Ghana and other partners at this event with special focus on Ghana. The event is part of a series of activities organized by IHK Neuss and the State of North Rhine-Westphalia promoting Ghana and the African market.

COMPANY MEETUP, ‘GERMAN ENERGY SOLUTIONS’ EXPORT PROMOTION PROGRAMME, FEDERAL MINISTRY OF ECONOMY AND ENERGY (BMWi), BERLIN

10 October 2018 – Mr. Michael Schmidt of ITPO Germany attended the bi-annual networking event of export-oriented companies providing renewable energy and energy efficiency solutions. The event promoted the cooperation and formation of consortia between participating companies that are expanding into international markets. ITPO Germany and the BMWi German Energy Solutions export programme discussed how the activities of ITPO Germany can be combined and complement the German Energy Solutions initiative.

GERMAN GLOBAL COMPACT NETWORK (DGCN), MEMBERS’ MEETING, BERLIN

11 October 2018 – With 415 German companies participating, the DGCN is an important and active member of the Global Compact Network. DGCN plays an important role in implementing the SDGs and focuses on protecting human rights, mitigating climate change and the fight against corruption in the business sector. The event was attended by representatives from large German corporates, SMEs, NGOs and by Ms. Lise Kingo, the CEO and Executive Director of the Global Compact.
GLOBAL IMPACT INVESTING NETWORK (GIIN) INVESTOR FORUM, PARIS, FRANCE

30 – 31 October 2018 – ITPO Germany recognizes the importance of opening new and innovative financing possibilities for investment and technology promotion into developing countries. The GIIN forum gathered around 1,300 impact investment specialists, private equity firms, corporate donors and venture funds.

ITPO Germany established contact with the GIIN, international development finance institutions, private financiers and advisors. ITPO Germany is using these networks and contacts for its clients and projects and aims to facilitate a closer cooperation between the UNIDO ITPO Network and the social impact movement.

UNIDO SOUTH-SOUTH AND TRIANGULAR INDUSTRIAL COOPERATION FORUM, VIENNA, AUSTRIA

9 November 2018 – ITPO Germany attended the UNIDO South-South and Triangular Industrial Cooperation (SSTIC) Symposium in Vienna. The event aimed to explore the potential of triangular cooperation projects and created a platform for dialogue with representatives from permanent missions to the United Nations in Vienna of eight countries – Austria, China, Germany, Japan, India, Israel, Italy and Morocco. Mr. Weixi Gong, Senior Coordinator for SSTIC and facilitator of the Symposium, expressed his gratitude to the former Head of ITPO Germany, Dr. Peter Failer, who laid the foundation for the symposium at the Sino-German Forum in Munich in 2017.

Mr. Calzadilla-Sarmiento, Director of TII (UNIDO), presented the ITPO network and its contributions to SSTIC action at UNIDO, linking governmental and business sector stakeholders in the ITPO countries to member states from developing countries. Ms. Vanessa Völkel engaged in the discussion and highlighted potentials of the model of triangle projects (China/Germany/African Countries).

VISIT OF AMBASSADOR GERHARD KÜNTZLE, PERMANENT MISSION OF THE FEDERAL REPUBLIC OF GERMANY TO THE OFFICE OF THE UNITED NATIONS AND TO OTHER INTERNATIONAL ORGANIZATIONS IN VIENNA

14 November 2018 – The new Permanent Representative of Germany to the United Nations in Vienna, H.E. Gerhard Küntzle, visited ITPO Germany during his mission to Bonn. It was an honor to welcome the Ambassador and to introduce the scope of work and ongoing activities of ITPO Germany.
Earlier this year in July 2018, before H.E. Küntzle took office, ITPO Germany had met with Mr. Schmidt-Edinger, First Secretary and focal point for UNIDO at the Permanent Mission to the UN in Vienna and Mr. Gruber, Counsellor at the Permanent Mission, to discuss past, ongoing and future activities of ITPO Germany.

AFRICA FORUM BAYERN, NUREMBERG

20 November 2018 – The forum organized by the German Chamber of Commerce and Industry (IHK) Nuremberg covered expert presentation on market opportunities, financing possibilities and legal aspects of doing business in over 20 African countries. Representatives from all German Chambers Abroad (AHKs) in Africa, associations, experts and professional service providers gave ITPO Germany inputs and insights with inputs and insights into ongoing projects and market developments.

INNOGY FORUM ENERGY EFFICIENCY, DORTMUND

22 November 2018 – ITPO Germany attended the annual forum on energy efficiency organized by Innogy SE, one of Germany’s largest energy utilities and driver of innovations in the energy sector. ITPO Germany established contacts and discussed future opportunities for collaboration with Innogy, research institutions, start-ups and innovative SMEs that participated in the forum.

AFRICAN INVESTMENT DAY, DUSSELDORF

29 November 2018 – The Investment Day provided ITPO Germany with an opportunity to meet and network with market specialists, financing institutions, partner institutions and representatives from African countries. The focus of this event was on francophone African countries and detailed discussions on technology development, financing, legal aspects and market access strategies.
4.2 TRADE SHOWS - PLATFORMS TO BOOST INVESTMENT AND TECHNOLOGY TRANSFER

UNIDO ITPOs regularly participate in Hannover Messe (see Highlights 2018) with a joint booth that highlights several UNIDO projects and presents partners from developing countries during the world’s leading industrial trade show. In 2018, ITPO Germany developed a new strategy to cooperate more closely with leading trade shows that are most relevant to its mandate and priority sectors. ITPO Germany will promote visitor delegations and exhibitor participations on these leading trade shows with the aim of promoting market opportunities in developing and emerging markets and of providing German technology suppliers a platform to find partners from these markets.

MESSE MUNICH, IFAT EXHIBITIONS

ITPO Germany attended IFAT 2018 in Munich (15-18 May 2018), the world’s leading trade show for water, sewage, waste and raw materials management. At meetings with the management of the IFAT group of exhibitions, which also includes affiliated events in China, India, South Africa and Turkey, ITPO Germany outlined its plans to use the IFAT trade shows in Germany and abroad to promote its projects in the Environmental Technologies sector. First joint projects are planned for IFAT Africa (9-11 July 2019) and a UNIDO ITPO booth at IFAT 2020 in Munich (4-8 May 2020).

GERMAN AGRICULTURAL SOCIETY (DLG)

DLG is the organizer of leading trade shows for the agricultural sector and offers a platform for promoting ITPO Germany’s projects in the Agri-Business sector. ITPO Germany attended the Eurotier / EnergyDecentral (13-16 November 2018) in Hannover, the leading trade show for animal production and decentralized energy supply. Various meetings were held with DLG staff to discuss ITPO Germany’s participation in the upcoming DLG trade shows Agritechnica 2019 (10-16 November 2019), the world’s leading trade show for agricultural machinery, and EnergyDecentral 2020.
4.3 ITPO GERMANY AS INTEGRAL PART OF THE UN SYSTEM

UNIDO ITPO Germany is located at the UN Campus in Bonn. The City is Germany’s center for international co-operation and hosts 20 UN Secretariats and organizations including the Secretariat of the United Nations Framework Convention on Climate Change (UNFCCC), the SDG Action Campaign, UNESCO International Centre for Technical and Vocational Education and Training (UNESCO-UNEVOC) and the Secretariat of the United Nations Office for Disaster Risk Reduction (UNISDR). Besides project based exchange of information with other UN entities, ITPO Germany regularly participated in meetings of the Consultative Forum of the Heads of UN organizations in Bonn in 2018.

UN DAY BONN

20 October 2018 - More than 20 UN and international entities from across Germany, numerous non-governmental organizations (NGOs) as well as Ministries came together with the City of Bonn to showcase their work towards achieving the 2030 Agenda for Sustainable Development, raise awareness for the Sustainable Development Goals (SDGs) and present various opportunities for visitors to be engaged to ensure a better future for everyone, everywhere. Thousands of visitors were warmly welcomed by the current chair of the heads of UN agencies in Germany, Prof. Dr. Jakob Rhyner, and the Lord Mayor of Bonn, Mr. Ashok Sridharan. The latter encouraged Bonners to take this opportunity and learn more about the organizations’ work aiming at achieving sustainable development globally and the importance of SDG Action in Bonn, in Germany and across the world.

ITPO Germany presented a UNIDO video loop showcasing UNIDO’s Programme for Country Partnerships (PCP) and UNIDO’s approach to gender mainstreaming.
ITPO HEADS’ MEETING, TOKYO AND KYOTO, JAPAN

3 – 7 June 2018 - Heads and representatives from other ITPOs delivered presentations on their respective ITPOs’ challenges, success stories, and elaborated ideas for collaboration within the ITPO Network. They visited the Ministry of Foreign Affairs of Japan and the Ministry of Economy, Trade and Industry of Japan where both institutions stressed the positive long-standing cooperation and emphasized to strengthen the collaborative work in the future.

The ITPO Coordination Team, headed by the coordinator Ms. Lucia Cartini, presented new ideas for improving the communication and visibility of the ITPO Network including further integration into the UNIDO TII department’s corporate identity and further utilizing social meeting as a means of sharing and promoting ITPO work.

During a site visit the UNIDO delegation was also provided with the opportunity to visit institutions who already partner with ITPO Japan in technology transfer, including NEC Corporation, a Japanese provider of IT services and products. NEC already collaborates with many UN agencies, and expressed their desire to work more closely with UNIDO. Mr. Calzadilla-Sarmiento, UNIDO Director of Trade, Investment and Innovation (TII), commended their work in Africa with automating seed collection for farmers, which is a potential interesting area for collaboration with UNIDO.

ITPO GERMANY AND ITPO NIGERIA – JOINT ACTION PLAN

17-19 October 2018 – The staff of ITPO Nigeria visited ITPO Germany in October 2018, following a first working meeting in Lagos in June 2018. During the visit, ITPO Nigeria experts met with the Africa Department of Germany Trade & Invest (GTAI), Mr. Gerhard Weber, Development Adviser (EZ-Scout) at IHK Bonn, and several SME companies and consultants with business interests and projects in Nigeria. For 2019 joint activities between ITPO Germany and ITPO Nigeria were planned, e.g. Hannover Messe, IFAT Africa and the German African Business Summit (GABS) in Ghana.
PARTNERS AND STAKEHOLDERS
5 PARTNERS AND STAKEHOLDERS

ITPO Germany is continuously developing its network of partner institutions and stakeholders and acts in close cooperation and complementarily with other organizations with similar mandates. In 2018, relations with inter alia following partners and stakeholders were established and/or further deepened:

- 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
- 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)
- Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG)
- Energieagentur NRW
- Eurosolar e.V.
- EZ-Scouts - Network of German Development Advisors
- Federal Ministry for Economic Cooperation and Development (BMZ)
- German Agricultural Society (DLG)
- German Eastern Business Association (OAOEV)
- German Energy Agency (DENA)
- German Energy Solutions – BMWi Exportinitiative Energie
- German Global Compact Network (DGCN)
- German-African Business Association (AV)
- Germany Trade & Invest (GTAI)
- Global Impact Investing Network (GIIN)
- Help e.V.
- Hessen Trade & Invest
- Import Promotion Desk (IPD)
- KfW Development Bank
- National Designated Entity (NDE) of the Technology Mechanism of the United Nations Convention to Combat Desertification (UNCCD)
- Network of German Chambers of Commerce and Industry (DIHK, IHK, AHK)
- NRW International
- 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)
- World Association of Investment Promotion Agencies (WAIPA)
COMPANIES AND PROJECT EXAMPLES
In 2017, ITPO Germany introduced Deutsche Investitions- und Entwicklungsgesellschaft (DEG), a main implementing partner of the BMZ’s develoPPP.de programme, to BRAUN Lightening Solutions and WECASS Integration Technology Institute Berlin. BRAUN Lightening Solutions is a leading German enterprise for innovative, energy-efficient and maintenance-low LED products, whilst WECASS offers education and training programmes in different technology fields. Through the develoPPP.de programme BMZ fosters private sector engagement in areas where business opportunities and the need for development action overlap.

In 2018, this initiative led to a successful development partnership between the two companies, to set up non-wired solar-based LED street lights in Nigeria. The innovative investment into Nigerian infrastructure will ease the strain on electric grids, will contribute to energy savings and CO2 reductions. The establishment of a local production, sales and maintenance including capacity building of staff through traineeships will ensure the sustainable transfer of technologies and creation of jobs on site. The companies will start their activities in Nigeria in 2019. ITPO Germany envisages to further support the project jointly with ITPO Nigeria.
Due to the early nature of projects and confidentiality of information, some more recent and ongoing projects are described below to better illustrate the support services provided by UNIDO ITPO Germany:

**Project and Technologies:**
The company is a spin-off of a German technical university and is developing a small and cost-effective electric commercial vehicle designed to serve the needs of developing counties. Complexity of production processes and costs are reduced to a minimum, in order to easily roll out local production sites in various developing countries. The project thus, apart from serving local SMEs and communities, creates direct investments and employment in partner countries.

**Services provided by ITPO Germany:**
ITPO Germany supports the project with the selection of suitable production sites in Latin America and Africa, by involving local UNIDO offices and investment promotion agencies. For 2019 joint activities to promote the vehicle on leading trade shows in Germany and Africa are envisaged. Furthermore, ITPO Germany assist to identify suitable support programmes to promote the project in developing countries.

**COMPANY TYPE**
START-UP

**SECTOR**
ENERGY EFFICIENCY (MOBILITY) / MANUFACTURING

**TARGET MARKETS**
AFRICA, LATIN AMERICA

---

**Project and Technologies:**
The Inclusive Business teams of this leading German company and supplier of polymeric raw materials focus globally on addressing the needs of underserved communities by leveraging their range of innovative and sustainable products and services in the following key areas: Food security (solar dryers, cool-chain solutions); sustainable and affordable construction, such as housing, schools and training centers plus safe water and sanitation.

**Services provided by ITPO Germany:**
ITPO Germany is supporting the company to contact public authorities, relevant UNIDO and other relevant assistance projects and to find local implementing partners for projects in Kenya, Tanzania, Ethiopia, Mozambique and other Eastern African countries. Joint activities to promote the innovative solutions offered by the company on trade shows are envisaged for 2019.

**COMPANY TYPE**
CORPORATE

**SECTOR**
AGRIBUSINESS / INFRASTRUCTURE

**TARGET MARKETS**
EASTERN AFRICA
<table>
<thead>
<tr>
<th>COMPANY TYPE</th>
<th>SECTOR</th>
<th>TARGET MARKETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>START-UP</td>
<td>RENEWABLE ENERGY / INFRASTRUCTURE</td>
<td>WEST AFRICA, ETHIOPIA</td>
</tr>
</tbody>
</table>

**Project and Technologies:**
The company specializes in the construction, development and operations of solar containers in underserved communities in developing countries. The company aims to provide electricity to rural communities without subsidies, creating a new client market and innovative payment system.

**Services provided by ITPO Germany:**
ITPO Germany is supporting the company with contacts to financing institutions and impact investors and market access strategy in Ethiopia, the first Eastern African market the company is targeting. ITPO Germany is also promoting the project among NGOs and other UN organizations (UNHCR) interested in decentralized, off-grid energy and water solutions. To further improve and develop the solar container, contacts to other German technology providers which develop complementary technology (e.g. water treatment) were established by ITPO Germany.

---

<table>
<thead>
<tr>
<th>COMPANY TYPE</th>
<th>SECTOR</th>
<th>TARGET MARKETS</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTREPRENEUR</td>
<td>AGRIBUSINESS</td>
<td>ETHIOPIA</td>
</tr>
</tbody>
</table>

**Project and Technologies:**
A German entrepreneur entered a joint venture with an Ethiopian partner to establish a chicken breeding farm in Ethiopia. The investment involves the breeding of chicken parent stock, sale of day chicken, fodder and meat production. The project will upgrade local chicken breeding standards and support the development of a more resilient local poultry production, reducing import dependency and increasing local employment.

**Services provided by ITPO Germany:**
ITPO Germany connected the entrepreneur with a German poultry producer and accompanied the entrepreneur on a business visit to one of its production facilities in Eastern Europe. The purpose of the visit was to further analyze the technical aspects of the Ethiopia project, to visit the German company’s biogas energy production and to discuss the possibility of joint investments in Ethiopia.
### Project and Technologies:
Solar power solutions for heat and steam for industry, with special focus on the chemical, textile, pharmaceutical, food-processing metal and automotive industries. The technology and solution is particularly relevant for hot and sunny and industrializing emerging markets and developing countries.

### Services provided by ITPO Germany:
ITPO Germany supports the company in developing funding and other financing models with impact investors and raising awareness with companies and political decision-makers of the importance and potential of reducing CO2-emissions in industrial process by using renewable energy. ITPO Germany will assist the company to open new markets and find new projects in developing countries.

### Project and Technologies:
Producer of industrial filter and energy recovery systems for the food-processing, textile and metal industries is looking to expand its production facilities to China and/or Eastern Europe to better serve its growing market in Asia.

### Services provided by ITPO Germany:
ITPO Germany is supporting the company in finding new suppliers and production sites in China. Meetings with the Chinese Investment Promotion Agency in Germany and meetings between ITPO Germany and the company’s subsidiary in Shanghai helped to identify several potential production locations in China.

### Project and Technologies:
Leading producer of biogas facilities with insular and small-scale units that are particularly relevant for small agricultural holdings in developing countries.

### Services provided by ITPO Germany:
ITPO Germany assists in identifying new markets and partner and involves the company related and complementary projects by other technology providers.
## Project and Technologies:
The entrepreneur developed and tested a technology to use sea-water to increase the effectiveness of photovoltaic energy production and to use the water cooling system to increase air humidity and to support agricultural activities in surrounding areas.

## Services provided by ITPO Germany:
ITPO Germany is supporting the company in finding suitable financing partners and impact investors for further projects in Northern Africa, including UNIDO’s Private Financing Advisory Network (PFAN).

---

### COMPANY TYPE: SME  
### SECTOR: ENVIRONMENTAL TECHNOLOGIES  
### TARGET MARKETS: TOGO, MOROCCO

Project and Technologies:
Leading German company for industrial water treatment separation intends to implement pilot projects with a new technology to address the pollution created by produced water in the oil and gas industry and the toxic wastewater generated by phosphorous mines in Africa.

Services provided by ITPO Germany:
ITPO Germany used its network to connect the company to high-level political advisors and UNIDO department of Environment and relevant field offices in Africa to muster support for the projects. ITPO Germany also connected the company with other technology providers offering complementary technologies and working in complementary markets.

---

### COMPANY TYPE: ENTREPRENEUR  
### SECTOR: RENEWABLE ENERGY / INFRASTRUCTURE  
### TARGET MARKETS: WEST AFRICA, ETHIOPIA

Project and Technologies:
The entrepreneur developed and tested a technology to use sea-water to increase the effectiveness of photovoltaic energy production and to use the water cooling system to increase air humidity and to support agricultural activities in surrounding areas.

Services provided by ITPO Germany:
ITPO Germany is supporting the company in finding suitable financing partners and impact investors for further projects in Northern Africa, including UNIDO’s Private Financing Advisory Network (PFAN).

---

### COMPANY TYPE: LARGE SME  
### SECTOR: RENEWABLE ENERGY  
### TARGET MARKETS: AFRICA AND LATIN AMERICA

Project and Technologies:
Leading German producer of onshore wind mills is developing small-scale, insular off-grid solutions for remote and rural areas. These solutions combined with innovative storage and energy conversion systems are particularly relevant for many areas in developing countries.

Services provided by ITPO Germany:
ITPO Germany is searching for implementing partners in developing countries and is establishing contacts and synergies with related projects by complementary technology providers.
### Project and Technologies:
Leading German technology provider for the recovery of resources from special waste developed small and mobile mercury conversion units that are relevant for the clean-up of mercury in many developing countries. At the same time, the company is interested to participate in larger projects with its larger units of vacuum dryers for soil-remediation.

### Services provided by ITPO Germany:
ITPO Germany is supporting the company in areas where UNIDO has longstanding expertise, i.e. in minimizing and avoiding the use of mercury (Stockholm Convention) and in projects like the new mobile conversion units or large-scale projects that, unlike strictly commercial projects with the oil and industry, require public support and funding.

### COMPANY TYPE
- **SME**

### SECTOR
- **ENVIRONMENTAL TECHNOLOGIES**

### TARGET MARKETS
- **MACEDONIA, INDONESIA, INDIA, LATIN AMERICA**

---

### Project and Technologies:
Danish-German company that developed an organic and innovative crop protection and fertilizer is looking for distribution partners in developing countries.

### Services provided by ITPO Germany:
Initial meetings between ITPO Germany and the company were held in Germany and it was agreed to promote the company’s products in agribusiness related activities (e.g. trade shows) and UNIDO and other development assistance programmes.

### COMPANY TYPE
- **SME**

### SECTOR
- **AGRIBUSINESS**

### TARGET MARKETS
- **AFRICA AND GLOBAL MARKETS**

---

### Project and Technologies:
The company developed and patented a new building element that uses external heat and the dew point factor to generate CO2-neutral cooling and heating. The technology is of particular relevance in hotter regions and developing countries and requires a local production and partners.

### Services provided by ITPO Germany:
ITPO Germany is supporting the company’s market entry and expansion strategy for selected countries in Africa and Latin America and with the prospect of later supporting the search for local implementation and production partners.

### COMPANY TYPE
- **START-UP**

### SECTOR
- **ENERGY EFFICIENCY (BUILDINGS) / MANUFACTURING**

### TARGET MARKETS
- **AFRICA AND LATIN AMERICA**
OUTLOOK 2019
In 2019 the ITPO Germany will be fully operational and will strengthen its institutional capacities to act as a catalyst for German investments and technology transfer into developing countries and economies in transition.

To further sharpen the sector focus and future impact of its investment and technology promotion projects in developing countries, ITPO Germany will undertake well-targeted baseline studies for the Energy, Agribusiness and Environmental Technologies sectors, jointly with industry experts, stakeholders and relevant industry associations. Results of these studies will determine country and sector focus, activities and service offer for companies of the ITPO Germany.

Planned activities of the ITPO Germany for 2019 can be grouped into five inter-related areas:

1. ONGOING SUPPORT TO GERMAN COMPANIES, INVESTORS AND TECHNOLOGY PROVIDERS

The direct work with German companies and investors with viable and important sustainable investment and technology transfer projects that contribute to the improvement of economic, social and environmental conditions in developing countries, will continue to be the linchpin of ITPO Germany’s activities in 2019. Using a focused and selective approach, ITPO Germany staff will engage with and support these companies both in Germany and, through its growing network of local implementation partners, in target markets themselves.
2. ACTIVE INVOLVEMENT OF COMPANIES AND INVESTORS IN DEVELOPING COUNTRIES AND ECONOMIES IN TRANSITION

Local companies and investors are important drivers of sustainable and inclusive industrial development in developing countries. ITPO Germany uses ongoing projects with German companies, participation in events in Germany and abroad and active measures to connect and develop institutional links with business development organisations in developing countries (see below), to directly connect with companies and investors from developing countries looking for investment and technology partners in Germany. The goal for 2019 is to strengthen ITPO Germany as a neutral broker and gateway for an increasing number of these companies to access investors, find partners and/or to acquire technological know-how from Germany.

3. CAPACITY BUILDING AND INVESTMENT PROMOTION WITH LOCAL IMPLEMENTATION PARTNERS

ITPO Germany’s partnership approach to investment and technology promotion includes close cooperation and dialogue 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. Active measures by ITPO Germany in 2019 will be the start of ITPO Germany’s Delegate Programme for senior staff from IPAs and relevant Ministries from selected partner countries to Germany, usually in combination with trade show events.
ITPO plans in 2019 to participate with booths or major visitor delegations at **Hannover Messe** (April), **IFAT Africa** (July) and **Agritechnica** (November). These trade shows cover ITPO Germany’s priority sectors Manufacturing, Energy, Agribusiness and Environmental Technologies.

UNIDO ITPO’s activities on these trade shows aim to create a platform for German investors and technology providers to promote their projects and find partners in developing countries. They also offer an opportunity for local implementation partners to promote their markets and to present concrete investment and technology promotion projects to potential German and European partners and investors.

**5. INVESTMENT AND TECHNOLOGY PROMOTION PLATFORM (ITPP)**

A major project for the institutional development and sustainability of ITPO Germany is the establishment of the ITPP, an **online-based platform connecting German investors and technology providers with projects and partners in developing countries and economies in transition**.

The roll-out of this online portal that will be managed by ITPO Germany is scheduled for the second half of 2019. With interfaces for companies, local implementation partners (e.g. Investment Promotion Agencies in developing countries) and a list of projects, technologies and relevant events, the platform will support ITPO Germany’s day-to-day work to act as a catalyst for German investments and technology transfer into developing countries and economies in transition.