Public Private Partnerships (PPP)

How GTZ promotes Development Partnerships with private enterprises in the field of Biofuels

- Solution for energy supply in rural areas? -

International Symposium: New Energy Markets – Focus India
Gelsenkirchen, 7th of November, 2006

gtz Deutsche Gesellschaft für Technische Zusammenarbeit
Diana Kraft / PPP Team Asia/ Pacific, Latin America, Caribbean
GTZ (Deutsche Gesellschaft für Technische Zusammenarbeit GmbH) - what does it stand for? ....

**Government-owned consulting company** for sustainable development cooperation

Mainly operates on behalf of **German Federal Ministry for Economic Cooperation and Development** (BMZ)

Implements projects also on behalf of **other institutions** such as EU, UN, World Bank **or private sector** (International Services)
Where is GTZ working? ...

<table>
<thead>
<tr>
<th>Regions</th>
<th>Developing/, emerging countries and countries in transition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Main Sectors</td>
<td></td>
</tr>
<tr>
<td>Economic Development</td>
<td>Political Reforms</td>
</tr>
<tr>
<td>Environment &amp; Infrastructure</td>
<td>Social Development</td>
</tr>
<tr>
<td>Rural Development</td>
<td>Health &amp; Youth</td>
</tr>
</tbody>
</table>
Competencies of GTZ

- 30 years experiences in international cooperation
- About 9,500 experts in about 130 countries
- Offices in 67 countries in Africa, Asia, Latin America and countries of Eastern Europe in transition
- Combining regional-, management- and technical know how in 2,600 ongoing projects worldwide
GTZ – worldwide
Development Cooperation with private sector - background

- **Private sector shaping development** by providing wide range of specific know-how (cannot be provided by states only)
- **Growing incentives for enterprises** to participate in development cooperation processes
- **Decreasing capacities** for governing complex societal processes **by state only**
- **Globalisation**: expansion of international production/service networks (increasing international value chains)

![Graph of FDI and ODA in developing countries](image)

- Discussions on **Corporate Social Responsibility** (CSR)
- **Foreign Direct Investment** (FDI): **twice as high** as Official Development Aid (ODA)
Public Private Partnerships (PPP) – what is it about?

Public-Private Partnerships...

... are development partnerships between private and public partners.

... refer to PPP Programme of the German Ministry of Economic Cooperation and Development (BMZ), created in 1999 (implementing organisations: GTZ, KfW, DEG, SEQUA, InWEnt, DED).

... aim at contributions for sustainable development in partner countries by projects based on win-win effects for all partners involved.

... support private investment as 'driver' for development processes.

... are implemented in manifold sectors (e.g. environment, energy, health, trade, decentralised economic development).
Benefits by development partnerships ...

**Benefits for Enterprises**
- Integrity/ credibility by joint action in partner countries
- Access to instruments + know-how of development cooperation:
  - ...country-/ sector-specific know-how
  - ... local networks, governments, NGOs
  - ... local markets, infrastructure, know how, qualified staff
- Support in project planning/ management, in mediation, capacity building
- Additional financial project resources

**Benefits for development politics**
- Private ownership beyond contract duration to support sustainability of development activities
- Transfer of technology/ instruments
- Introducing development cooperation topics in corporate culture
- Mobilization of non-public resources and know how (new modes of delivery)
- Up-grading local expertise (trained experts, improved quality of products/ services)
- Facilitating for decentralised development (job creation, sources of income)

**Synergies by sharing ressources, know how, costs and risks**
Criteria for PPP (1)

**Common Goals**
- **Both partners benefit**: projects facilitate corporate success for private partner and benefits for more efficient development cooperation

**Compatibility**
- Project goals have to be **compatible** with objectives of development policies of German government

**Mutual Benefits**
- Partner **complement one another**: projects are jointly planned, financed and implemented
- Each partner brings in **specific know how/ strengths**
- All partners reach their **objectives faster, cheaper, more efficiently**
### Criteria for PPP (2)

**Subsidiarity instead of Subsidies**
- Only public contribution in projects **beyond companies' core business** (no direct foreign trade promotion)
- Public contribution requires that companies can only realise project by cooperation with a public partner

**Sustainable Structures**
- Commercial goals and **longterm interest in the partner country** the project have to be obvious on private partner side

**Neutral Competition**
- PPP Programme is **open to all companies** (MNE, SME) from all sectors (exception: no drug/ arms industry…)

**Financial Contributions**
- Private partners contribute **at least 50%** of total project costs (in cash/ in kind)
PPP projects up to now *

<table>
<thead>
<tr>
<th>Number of Projects</th>
<th>661</th>
</tr>
</thead>
<tbody>
<tr>
<td>Africa (Sub-Sahara)</td>
<td>157</td>
</tr>
<tr>
<td>Asia</td>
<td>197</td>
</tr>
<tr>
<td>Latein America/Carribean</td>
<td>144</td>
</tr>
<tr>
<td>Middel-East/ East</td>
<td>151</td>
</tr>
<tr>
<td>Transnational</td>
<td>12</td>
</tr>
</tbody>
</table>

Ca. € 89 Mio. public volume

Ca. € 164 Mio. volume of private partners and 'third parties'

* June 2006
661 PPP projects in various sektors*

*June 2006
Why using PPP in the sector of renewable energies?

**Interests of Private Sector**
- Access to **new energy markets in developing countries**
- Access to **energy resources and local infrastructure**
- Sources/ potential for **technological innovations**
- Establishing **local expertise** for production, sales, use of technologies

**Interests of Development Cooperation**
- **Reducing bottle necks** in energy supply by **new modes** of delivery
- **Flexible technologies/ decentralised solutions** for energy services (light, water, health, communication, etc.)
- Creating **employment**, sources of **income, economic growth**
- **Emission reduction** from fossil fuels

**PPP** - pool for mutual benefits and synergies in renewables sector

Diana Kraft - Center for Cooperation with the Private Sector (PPP), Asia / Pacific, Latin America / Caribbean
GTZ services for energy – regional distribution

Projects 2005 (excluding PPP projects)
- ca. 60 projects
- Volume of about 80 Mio €
- in 30 countries
Role of energy services for development cooperation

They are essential for ...

- **basic needs:**
  - Water and sanitation
  - Health and education
  - Communication and lighting

- **Productive Use**
  - Cultivation and processing of agricultural products
  - Handicraft
  - Tourism etc.

- **Economic growth**
  - Establishing productive activities
  - Enhanced durability of technical equipment
  - Continuous power supply (vs. shutdowns, production stops)
  - Investments of international donors
The role of biofuels - how can developing countries benefit from it?

**Biofuels as an export commodity**

- Demand in Europe due to blending requirements
- Sustainable feedstock production and “fair share for local farmers”
- Certification of biofuel (environmental, social)
- Development of national biofuel strategies

**Biofuels for the domestic transport sector**

- Reduced dependency on oil imports
- National promoting policies necessary to become commercially viable
- Reduction of carbon emissions from transport sector

**Biofuels as an energy source for rural areas**

- Possible least-cost energy option in rural areas
- Can boost local economy
- Linking energy to rural development, e.g. productive use of energy
Some issues and problems of biofuels in development cooperation…

- Potential **conflicts in competitive use** between biofuel production and food production
- Small-scale production vs. large-scale production
- Biofuels often not commercially viable yet and **promotion strategies required**, but concepts not clear (What kind of promotion? Who pays?)
- Biofuel development along the **whole value chain** necessary

Need for **more strategic approach using biofuel** on national level of partner countries
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

<table>
<thead>
<tr>
<th>Title</th>
<th>Support of farmers’ activities in the value-chain of biofuels</th>
</tr>
</thead>
<tbody>
<tr>
<td>Partner</td>
<td>Lurgi AG (Germany), Commercial Construction International (P) Ltd. (CCI India, technical cooperation partner of Lurgi, local engineering service provider)</td>
</tr>
<tr>
<td>Duration</td>
<td>3 years (2005-2008)</td>
</tr>
<tr>
<td>Objective</td>
<td>Ensuring benefits for the poor in rural areas from the production of bio-diesel on a commercial basis (for use in transport sector)</td>
</tr>
</tbody>
</table>
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

**Background: Private partners**

**Lurgi AG:**
- Offering technologies in areas of gas-to-petrochemical products, petrochemicals, renewable resources (from-Crop-to-Fuels), etc.
- Operating worldwide in fields of process engineering and plant contracting
- Focussing on services for implementing production facilities (Feasibility Studies, Engineering, Project Management, Technical Services)
- Currently largest bio-diesel plant (200,000 t/a) in Hyderabad, India
- Worldwide around 40 bio-diesel plants of Lurgi are installed

**CCI:** Engineering expertise in oil seed extraction and processing (reference plants)

**SBT:** experienced internet service provider, specification on biofuels/biotechnologies (studies on viability of biodiesel production in India)
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

Background India

- **60%** of rural households **without access to electricity** (47% in state of Andra Pradesh) + lack of energy infrastructure (low quality, erratic power)
- **No sufficient sources for additional income** besides farming of standard crops in **Andhra Pradesh**
- India **imports 70% of its petroleum** requirements (high foreign exchange)
- **No commercial bio-diesel production** in India, despite high potential
- Need for **cleaner fuels** for Indian transport sector
- More **efficient use of waste land**
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

- Better market presence in India + wider share of bio-diesel and oil seed processing market in the future
- Developing new seed sources
- Trained farmers provide high quality raw material/ oil for production of bio-diesel
- Attraction of more investors + capital in the bio-diesel business in India

- Environmental benefits (plantation of ‘energy’ trees, providing cleaner fuel, reducing carbon emissions)
- Alleviating rural poverty (employment + additional income for farmers)
- Reduced dependence on oil imports
- Developing village industry + local supply chains for oil
PPP example India: support of farmer activities in the value-chain of biofuels in India

**Project Implementation: main modules**

**Farmers’ activities (Andhra Pradesh):**
- Small farmers are supported in planting oil-bearing trees, collecting seed and producing raw oil for use in bio-diesel plant through training/technical support (Farmers group: located within 50 km of plant, round 350 farm families)
- Farmers’ co-operatives formed to establish supply chain raw-oil to bio-diesel

**Bio-diesel plant (financed only by private partners) + technical training:**
- Design + fabrication of plant, producing bio-diesel at international standards
- *Lurgi* delivers engineering package + technical assistance to *CCI (Indian partner)* to execute engineering, to provide services (e.g. hardware installation) for starting-up bio-diesel plant
- *SBT* is trained in plant operation + maintenance

**Research and Development of seed material:**
- Testing of new seeds and development of seed material as sources of raw oil (Indian research institution - ICRISAT)
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

Project Implementation: What has been done up to now …

- Technology transfer for Bio-diesel installation in Hyderabad to CCI has been carried out (Start-up of plant operation plant in autumn 2006)
- Engineering Services for plant operation have been executed (Lurgi/ CCI)
- Training of SBT staff and technical assistance to technical Indian partner CCI
- Testing of raw oil from India (Jatropha und Pongamia)
- Appointment of field staff to provide training to farmers (selection/ baseline surveys of villages awareness rising and first workshops in villages)
- Establishing tree nurseries + training of farmers for operation
- Identification of 150 families as project beneficiaries
- Installation of 2 oil expellers (crushing seeds into oil)
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

**Contribution of Lurgi**
- Delivering price reduced engineering package to local partner CCI (installation of bio-diesel plant, training for)
- Technical assistance
- Research on seeds
- Awareness campaign + political consultancy
- Long-term engagement in India
- Financial contribution

**Contribution of GTZ**
- Setting up involvement of farmer’s activities (training, establishing co-operatives)
- Advice to local + federal government (for development of promoting policy)
- Providing regional + technical know-how for supply chain
- Monitoring/evaluation
- Financial contribution

**Contribution of CCI/ SBT**
- Engineering services (CCI) + supply of seed material + plant operation (SBT)
- Financial contribution
PPP example India: support of farmers’ activities in the value-chain of biofuels in India

Bus running on bio diesel, sponsored by Lurgi, Hyderabad (March 2006)
Thank you for your attention!

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Beispiel Indien: Capacity Building von Kleinbauern in der Wertschöpfungskette Biodiesel (Partner: Lurgi AG)

Problemlage

**EZ-Perspektive**
- Hohe Abhängigkeit von Ölimporten in Indien (70%) bei steigenden Ölpreisen
- 60% ländlicher Haushalte ohne Zugang zu Energie sowie schlechte Versorgungsqualität (Überlastungen, ...)
- Immenser Bedarf an kostengünstigen und klimaschonenden Energiereessourcen (für Verkehr + Energie) durch Indisches Wirtschaftswachstums
- Kaum alternative Einkommensquellen neben Landwirtschaft im ländlichen Raum (Bundesstaat Andhra Pradesh)
- Effizientere Nutzung von Brachland

**Unternehmens-Perspektive**
- Bislang keine Marktstrukturen für kommerzielle Biodiesel-Produktion trotz hoher Potenziale in Indien (ausreichend Anbauflächen für Jatropha-Pflanzen, günstige Herstellung)
- *Lurgi AG* (Verfahrenstechnik-Anbieter für Biokraftstoffe) sucht Marktanteile für Biodiesel + Pflanzenöl-Verarbeitung zu steigern
- Risiken in der Zulieferkette für Biodiesel-Rohstoffe (Qualitätsmängel, Ressourcenzugang, Fachkräftemangel)
Unternehmens-Perspektive

- Zugang zu neuen Energiemärkten in EZ-Ländern
- Mitgestaltung anreizkompatibler Strukturen der Wertschöpfungskette (Zugang zu Energieressourcen + lokalen Lieferanten + lokaler Expertise)
- Erschließen von Produkt- und Prozessinnovationen für Biodieselproduktion (adaptable technologies...)

EZ-Perspektive

- Armutsminderung (Schaffung von Arbeitsplätzen + zusätzlichen Einkommensquellen)
- Reduzierung von ‘bottle necks’ der Energieversorgung im ländlichen Raum
- Erhöhung Anteil sauberer Kraftstoffe + fossiler Emissionsreduktion (Verkehr)
- Verminderte Abhängigkeit von Ölimporten
- Stärkung lokaler Wertschöpfungsketten (dezentrale Wirtschaftsentwicklung multisektoraler Strukturen für Wertschöpfungskette, (Ownership))

Institutions building Effekte

- Etablierung lokaler multisektoraler Strukturen für Wertschöpfungskette (Ownership)
- Anreizstrukturen für nachhaltige private Investitionen und Geschäftsmodelle für Biodiesel
Ziel: Unterstützung von Kleinbauern zur Herstellung + Vertrieb von Pflanzen-Rohöl für kommerzielle Biodieselproduktion

Verfahrenstechnische Beratung und Serviceleistungen Indischer Betreiberunternehmen (SBT und CCI) durch Lurgi AG für Management einer Biodieselanlage in Hyderabad (Bau/ Technologievertrieb NICHT Projektbestandteil)

Training + technische Beratung von Kleinbauern im regionalen Umfeld der Anlage für Anbau von Ölpflanzen (Jatropha, Neem, Pongamia), Erzeugung von Rohöl sowie Belieferung der Biodieselhersteller

Aufbau lokaler Vertriebsstrukturen (Allianz aus Kleinbauern, Behörden, lokalen Unternehmen) für Etablierung lokaler Wertschöpfungskette Rohöl - Biodiesel

Ergänzung durch Forschungstätigkeiten (lokales Forschungsinstitut ICRISAT) zur Nutzbarkeit/ Effizienz von Pflanzensamen als Basisressource für Biodiesel
Straight Vegetable Oil vs. Biodiesel

**Straight Vegetable Oil**
- Direct use of (filtered) plant oil
- **Advantage:** fuel production is very simple
- **Disadvantage:** fuels are very heterogenous; engines may have to be modified

**Biodiesel**
- Produced via transesterification of (plant) oil
- **Advantage:** standardisation of fuel is a prerequisite to use the fuel in a wide range of engines; blending with fossil diesel possible
- **Disadvantage:** production is more sophisticated
Necessary modifications of Diesel engines when plant oil is used as a fuel ...

**Needed modifications**

- Fitting of **preheating systems** to reduced the viscosity of the oil (approx. 60°C needed)
- Fitting of additional **filter**
- Fitting of appropriate **fuel lines** (increased diameter, suitable material)
- if needed, modification of the **injection system** and **control electronics**
What offers GTZ as partner for the private sector?

- Vernetzung zu Politik, Wirtschaft & Gesellschaft
- Synergien aus unterschiedlichen Interessen
- Partner für Unternehmen im Ausland
- Kontakte zu Entscheidungsträgern vor Ort
- Arbeit mit der Wirtschaft und für die Wirtschaft
- 30 Jahre Erfahrungen in fast allen Branchen
- Management komplexer Prozesse
- Wirtschaft
GTZ in India - strengthening People/Organizations

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Director:
Dr. Rolf Sülzer

Financial means in 2005:
12,5 Mio. EUR
German long-term experts: 17
The biofuel production chain

**Biomass production**
- Land use concepts
- Large-scale vs. small-scale
- Agricultural support
- Financing schemes
- Purchase contracts
- Seasonality

**Fuel processing**
- Centralised vs. decentralised processing
- Technology options and optimisation
- Financing of processing plant / machinery

**Fuel distribution**
- Storage
- Business model
- Wholesale market
- Fuel security

**Use of biofuels**
- Use options
- Technological options
- Business models
- Maintenance schemes

**Cross-cutting issues**
- National biofuel policy
- Cost-benefit analysis
- Fiscal implications, subsidisation schemes
- Quality control (covering the whole production chain)
Example of a Public Private Partnership (PPP):

‘Straight Vegetable oil for converted diesel engines’ in Peru

<table>
<thead>
<tr>
<th>Title</th>
<th>Using straight vegetable oil in converted diesel engines</th>
</tr>
</thead>
<tbody>
<tr>
<td>Budget</td>
<td>433 T€ (196 T€ GTZ / 212 T€ VWP / 25 T€ California S.A.)</td>
</tr>
<tr>
<td>Partner</td>
<td>VWP – Vereinigte Werkstätten für Pflanzenöltechnologie, DED via ‘Vegetable-Oil Programme’ in Peru</td>
</tr>
<tr>
<td>Duration</td>
<td>2 years (2005-2007)</td>
</tr>
<tr>
<td>Objective</td>
<td>Introduction and adaptation of diesel conversion technologies utilising straight vegetable oil in public transport (mini-buses)</td>
</tr>
</tbody>
</table>
Straight Vegetable oil for converted diesel engines in Peru

**Background**

- **Regional public transport** in Peru is based on **diesel-engines**
- Environmental impact of **carbon emission** and **lack of air filtration** systems
- High **dependency on oil** while prices are steadily increasing
- Rising ticket prices possibly lead to **conflicting situations**
- Natural **vegetable oil cheap** to produce
- 1,5 Mio. hectares of wasteland available for crop planting
- **VWP** is a **leading developer** of diesel engine-based vegetable oil technology
- **Vegetable oil technology** is currently **unknown in Peru**
Motivation for GTZ - VWP cooperation

- Common goal: Pilot project for introduction + adaptation of conversion technology for diesel engines

Interests of company:
- Introduction of the technology in Peru
- Strengthening local expertise in production, supply etc. of technology
- Access to the Latin American Market
- Setting up local branch for supplying regional Latin American market

Interests of GTZ (development cooperation):
- Creating sustainable solutions for use of diesel engines
- Substitution of fossil fuels for reduction of carbon emissions and for cost savings
- Additional income options in agricultural sector

Straight Vegetable oil for converted diesel engines in Peru
Project Content

- **Training** of local experts in oil seed cultivation and oil production
- Training of multiplicators (Train-the-trainers programme) and of mechanics in conversion and maintenance requirements
- Creating strong linkages to public, local research institutions
- **Conversion of 15 buses** as a pilot project
- Trainings and awareness rising programmes for governmental institutions + local enterprises concerning straight vegetable oil technology
- **Monitoring**
- Development of quality standards for using straight vegetable oil in diesel engines

Straight Vegetable oil for converted diesel engines in Peru
Straight Vegetable oil for converted diesel engines in Peru

Contribution of **VWP**
- Technology for engine conversion
- Technical assistance
- Long-term engagement in the Latin American market
- Private contribution of 212 T€ (52 %)

Contribution of **GTZ**
- Local experts + infrastructure
- Regional + technical know-how
- Reviewing political conditions/ regulations for using straight vegetable oil
- Public contribution of 196 T€ (48 %)

Contribution of **DED**
- Linkages to DC programme on ‘Adaptation of straight vegetable oil’ by planting oil-bearing crops + extracting raw oils
Profil ‘Nachhaltige Wirtschaftsentwicklung‘ der EZ

Verständnis ‘Soziale und ökologische Marktwirtschaft‘

- Einklang wirtschaftlicher, politischer und sozialer Lebensbedingungen mit langfristiger Sicherung der natürlichen Lebensgrundlagen
- Marktwirtschaft ergänzt durch sozialpolitischen Auftrag, der Mitberücksichtigung benachteiligter Bevölkerungsgruppen
- Orientierung auf Chancengleichheit + soziale Schutzregeln soll möglichst vielen aktiven Teilhabe am wirtschaftlichen/gesellschaftlichen Leben ermöglichen
- Wachstum muss breitenwirksam (Pro Poor Growth) auch armener Bevölkerungsschichten zugute kommen (z.B. durch produktive Beschäftigungsmöglichkeiten)
- Unternehmensebene: Arbeitsplatzentstehung, faire Arbeitsbedingungen + Entlohnung
- .... und Kooperationen mit Privatwirtschaft als 'mode of delivery' für Wirtschaftsentwicklung
Profil ‘Nachhaltige Wirtschaftsentwicklung‘ der EZ

‘Nachhaltige Wirtschaftsentwicklung‘ heißt...

... eine funktionierende, marktwirtschaftlich organisierte Privatwirtschaft als Schlüsselfaktor der Armutsbekämpfung in Partnerländern zu werten
... leistungsfähige Volkswirtschaften aufzubauen, die Voraussetzungen für selbsttragende Entwicklungen sind und sich an ressourcenschonender Produktionsweise orientieren.
... die Entwicklungsländer als Partner in die arbeitsteilige Weltwirtschaft zu Integrieren.
... produktive Beschäftigungsmöglichkeiten und Einkommensquellen zu Schaffen (insb. für marginalisierte Bevölkerungsgruppen).
... die Initiativkraft der Menschen im Rahmen privatwirtschaftlicher Aktivitäten zur umfassenden Verbesserung ihrer Lebensbedingungen zu Mobilisieren.
... sich am Leitbild einer sozialen und ökologischen Marktwirtschaft zu orientieren.
Profil ‘Nachhaltige Wirtschaftsentwicklung‘ der EZ

Kernbereiche ‘Nachhaltiger Wirtschaftsentwicklung‘ …

- **Wirtschaftspolitik** (z.B. wirtschaftspolitische Transformationsberatung)
- **Privatwirtschaftsförderung** (z.B. Pro-Poor-Growth Strategieberatung,, Geschäfts-/Investitionsklima, Handelspolitik)
- **Finanzsystementwicklung** (z.B. Microfinanzierung)
- **Berufliche Bildung und Arbeitsmarktpolitik** (z.B. Qualifizierung im informellen Sektor, Aufbau Technologiezentren)

…

Maßnahmen 2005: in 39 Partnerländern mit ca. 300 Mio. € gefördert
PPP-Portfolio of GTZ

403 Projects (PPP- Facility up to 2006):
Africa - 96, Asia/Latin America - 206, Middle East/Northern Africa – 91, Trans-national – 10

PPP-Projects in different sectors (332 in 2005)

- Economic Reform: 64
- Energy: 22
- Health: 11
- Agriculture: 63
- Environment/Water: 161
- Transport/IKT: 8
- Others: 3

Financial Volume:
- 68,9 Mio. € (Public)
- 93,7 Mio. € (Private)
- 33,0 Mio. € (3rd-parties)

Total: 195.6 Mio €
PPP-Portfolio of GTZ

335 Projects (PPP-Facility in 2005):
Africa - 86, Asia & Latin Amerika - 175, Middle East Osten/Northern Africa - 74

PPP-Projects in different sectors

- 54,9 Mio. € (Public)
- 74,3 Mio. € (Private)
- 26,0 Mio. € (3rd-parties)
Priority areas of development cooperation in India

- Economic reform and development of market system (WIRAM)
- Environmental policy, protection and sustainable use of natural resources
- Health, HIV/AIDS, family planning
- Energy
PPP-Portfolio of GTZ-India

15 Projects (PPP- Facility in 2005)

- 3,7 Mio. € (Public)
- 4,8 Mio. € (Private)
- 1,2 Mio. € (3rd-parties)

PPP-Projects in different sectors

- Economic reform
- Energy
- Health
- Environment
Synergien aus privat-öffentlicher Zusammenarbeit

<table>
<thead>
<tr>
<th>Aus Sicht</th>
<th>der EZ</th>
<th>des Unternehmens</th>
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<tbody>
<tr>
<td>Faktoren</td>
<td>Entwicklungs- und politischer Auftrag</td>
<td>Betriebliche und staatliches Interesse</td>
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<tr>
<td></td>
<td>Fachliches und regionalspezifisches Know-how</td>
<td>Branchenspezifisches Know-how</td>
</tr>
<tr>
<td></td>
<td>Finanzielle und personelle Ressourcen</td>
<td>Finanzielle und personelle Ressourcen</td>
</tr>
</tbody>
</table>

Ergebnisse: Projekte können gemeinsam kosteneffizienter, wirksamer und nachhaltiger realisiert werden.