

Overview of support services offered by European development cooperation to the private sector

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Preface

German development cooperation has been steadily increasing its efforts to integrate private-sector activities into its work, since the Sustainable Development Goals (SDGs) can be achieved only if the private sector is actively involved. It is mainly through private enterprise that new jobs are created, additional income is generated, innovation, and, hence, development are promoted.

German development cooperation therefore aims to intensify linkages between foreign trade, private sector and development cooperation activities. For this purpose, it has developed a wide range of supporting and financing instruments to facilitate the involvement of private businesses in development cooperation. Development cooperation is able to support private companies in a variety of ways, for example by introducing them to the local markets in developing countries. By being able to access co-financing schemes for sustainable pilot projects and local networks, companies can tap into new markets and help local suppliers improve their skills set. If a company decides to invest in a developing market, several financing instruments can be provided, ranging from loans to guarantees and mixed financing options. Finally, companies can benefit from the wide range of available tenders in the development sector. This can be a first step in stepping into new markets. From there the step to a direct investment is then no longer a big one.

In Cambodia, EuroCham Cambodia and the German Business Group (ADW) signed a memorandum of understanding (MoU) with GIZ in September 2018, to formalise cooperation in establishing a Business & Cooperation Desk of the Business Scouts for Development Programme, within the German chapter of EuroCham.

The Business & Cooperation Desk provides information, advice and guidance to support local, German and other European businesses and institutions in engaging in development cooperation. Further tasks are to facilitate access for companies to development cooperation programmes, organise dialogues between German development cooperation and the German private sector, and identify business opportunities.

This brochure is an overview of the various European donors and their instruments referring to the cooperation with the private sector with a special, but not exclusive focus on Cambodia. We would like to provide a reference book to private companies, donor organisations and business associations. The

EU and its Member States remain the world's largest donor of development assistance. Yet, despite an increased focus on private sector development in EU development policy, many companies are unaware of the opportunities that EU-financed projects could present to them. The EU needs to increase the visibility and communication of its external financing instruments so that more companies are aware of the opportunities they offer.

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1. Support programmes from German development cooperation

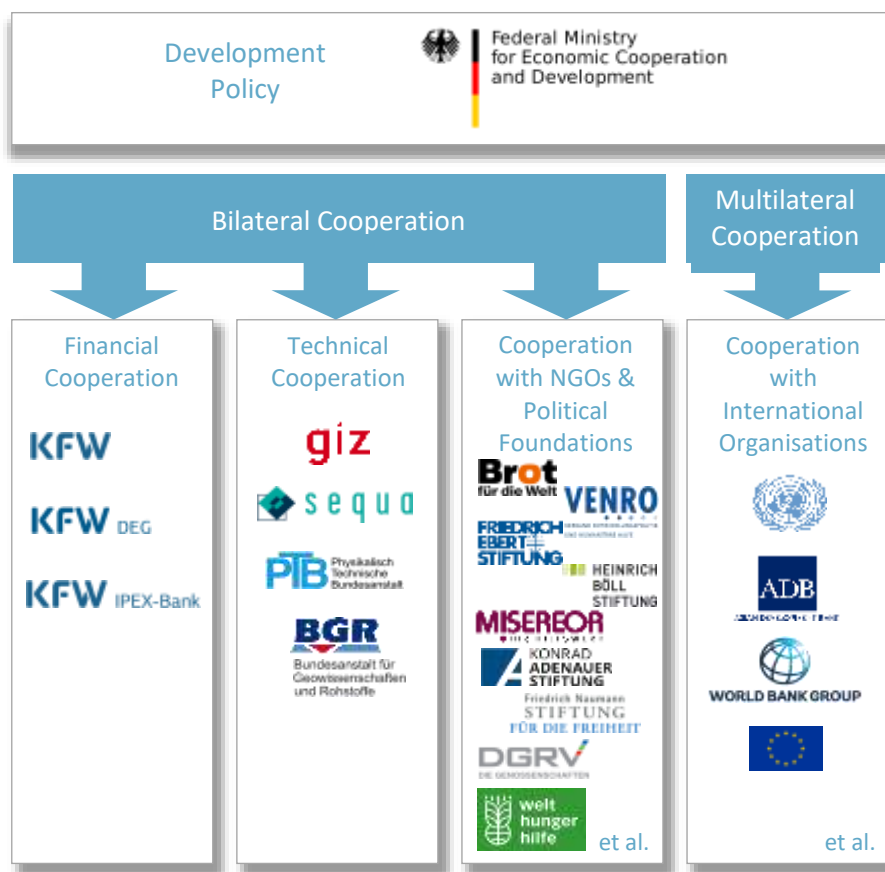


1.1 Introduction

Through its implementing agencies, German development cooperation has established a presence in over 130 developing and emerging countries. These agencies supplement the work of Germany's embassies and the international network of Chambers of Commerce.



1.2 Actors





As a service provider in the field of international cooperation for sustainable development, the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) is dedicated to shaping a future worth living around the world. GIZ has more than 50 years of experience in a wide variety of areas, including economic development, employment promotion, energy, environment, education as well as peace and security.



The Kreditanstalt für Wiederaufbau (KfW) is one of the world's leading promotional banks. It is committed to improving economic, social and ecological living conditions across the globe on behalf of the Federal Republic of Germany and the federal states. To do this, it provided funds totalling EUR 75.5 billion in 2018. In Germany, KfW has offices in Frankfurt am Main, Berlin, Bonn and Cologne. Its global network includes around 80 local and representative offices.



Since 1962, the German Investment Corporation (DEG) has been a reliable partner to private enterprises operating in developing and emerging countries. DEG provides its customers with tailored solutions, including long-term financing, promotional programs and individual advice. With its international network, DEG can also arrange large-scale funding by involving other financiers, if required.



Sequa is a globally operating non-profit development organization. It offers services in capacity development for chambers and associations (BMOs), vocational education and training, private sector development and trade. Shareholders are Germany's top four business membership organisations and the GIZ. Thus, the organization combines the know-how and networks of the German private sector with the experience of German development cooperation.



The Centre for International Migration and Development (CIM) is jointly run by GIZ and the German Federal Employment Agency. It has been providing a combination of development and labor market policy expertise since 1980. It places European experts – and other experts from outside Europe who have settled in Germany – in developing and emerging countries, offers a network for those who have migrated to Germany and who wish to support development in their country of origin, and advises individuals and policymakers on migration issues.



The Alumniportal Deutschland offers access to international experts who have studied or worked in Germany. It facilitates contacts to companies and organizations, promotes individual career development and durable links with Germany, promotes and exchanges skills and knowledge, and opens new cooperation options. The portal currently has more than 100,000 members.



The Senior Expert Service (SES) seconds specialists who are either retired or on a leave of absence for worldwide voluntary assignments to private companies, governmental and non-governmental institutions. SES has more than 12,000 experts with expertise in more than 50 sectors of industry who provide advice and hands-on support nearly all around the world.

1.3 Main instruments

Title / Topic	Target group / Geographical scope	Information
DeveloPPP	German and other European companies, companies in developing and emerging countries	<p>DeveloPPP supports sustainable pilot investments in which development objectives and business interests match, e.g. improvement of environmental, social and quality standards, value chain development, qualification and training, improvement of resource and energy efficiency.</p> <p>The program provides financial and / or technical support from EUR 100,000 to 2 million (min. 35 % of the project costs, normally 50 %). Ideas competitions take place at the end of each quarter. DEG and GIZ assess the projects and cooperate with the companies for the development of a detailed project concept.¹</p>
Project Development Programme (PDP)	German suppliers of climate-friendly energy solutions entering rapidly growing markets in developing and emerging countries, clients or customers in target countries	The Project Development Programme (PDP) is implemented by GIZ within the scope of the German Energy Solutions Initiative. PDP supports German suppliers of climate-friendly energy solutions with a wide range of free services (information, project development, preparation of tender documents, search for business partners). ²
Corporate finance	Companies with activities in developing and emerging countries	DEG offers a range of financial services such as long-term loans, equity investments and mezzanine finance. ³
Business Support Services (BSS)	Companies with activities in developing and emerging countries	With the BSS, DEG offers non-repayable co-financing for projects aiming to improve companies' performance, growth, and to enhance sustainability with respect to commercial, social and environmental best practices. ⁴

¹ <https://www.developpp.de/en/>

² <https://www.german-energy-solutions.de/GES/Redaktion/EN/Text-Collections/project-development-programme.html>

³ <https://www.deginvest.de/International-financing/DEG/Unsere-L%C3%B6sungen/Unternehmen/>

⁴ <https://www.deginvest.de/International-financing/DEG/Unsere-L%C3%B6sungen/Begleitma%C3%9Fnahmen/>

Upscaling Programme	Early-stage SMEs registered in a developing country or emerging market, local subsidiaries of German or other European companies	DEG finances investments of SMEs to scale up innovative business models. The program targets companies that are between microfinancing and traditional financing. It provides funding of EUR 500,000 (max. 50 % of the total investment volume). Private companies must contribute a substantial share of equity (min. 25%) and funds must be repaid in the event of success of the investment. ⁵
Co-financing of feasibility studies	German and other European SMEs	DEG co-finances feasibility studies for planned investments with development relevance. The proposing company covers min. 50% of the costs for the study. ⁶
German Desks	Several stakeholders	German Desks establish close links between local banks, the local business community, the German Chambers of Commerce Abroad and DEG's representative office on the ground. For instance, they exist in Lagos / Nigeria, Nairobi / Kenya, Dhaka / Bangladesh, Jakarta / Indonesia and Lima / Peru. ⁷
Chamber and TVET partnerships	Chambers, business associations or vocational training & education institutions in developing countries	Partnerships between German chambers, business associations, vocational training & education institutions and those in BMZ partner countries improve the operational and management capacities of chambers, business associations or vocational training & education institutions in developing countries. ⁸
International tenders	Companies	Germany Trade and Invest (GTAI) provides an overview of current invitations to tender by KfW Development Bank and other international donors, such as the World Bank, the EU Commission and many other bilateral and multilateral donors. ⁹ GIZ eProcurement Tender Platform allows interested companies to download tender documents from the Internet, communicate online with the federal enterprise on any questions and then submit bids entirely digitally. ¹⁰

⁵ <https://www.deginvest.de/International-financing/DEG/Unsere-L%C3%B6sungen/Up-Scaling/>

⁶ <https://www.deginvest.de/International-financing/DEG/Unsere-L%C3%B6sungen/Machbarkeitsstudien/>

⁷ <https://www.deginvest.de/International-financing/DEG/Unsere-L%C3%B6sungen/German-Desks/>

⁸ <https://www.sequa.de/en/projects-programmes/kvp-bbp/>

⁹ <https://www.gtai.de/gtai-en/trade>

¹⁰ <https://ausschreibungen.giz.de/Satellite/company/welcome.do>

1.4 More information and activities in Cambodia



Presentation “Support services offered by German development cooperation to the private sector”



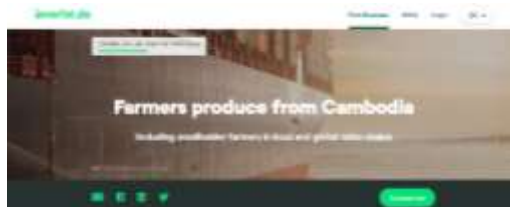
Cambodian market directory by ADW, GIZ and GTAI (only available in German language):

http://www.adw-cambodia.org/images/news/2019/12/Neue-Mrkte-Neue-Chancen_Kambodscha_WEB.pdf



Sector briefs about construction, waste management, water supply and wastewater treatment, agriculture and food processing, renewable energies with a focus on solar energy in the commercial and industrial sector, sustainable mobility:

<http://www.adw-cambodia.org/news/178-market-directories-and-economic-analyses-tailored-for-german-companies.html>



Business opportunities in developing and emerging countries:

<https://www.leverist.de>

2. Support programmes from the European Union

2.1 EU Commission's Directorate-General for International Partnerships (DG INTPA – formerly DEVCO)



2.1.1 Introduction

The European Union devotes 10% of its global budget to its external actions. The Directorate General for International Partnerships is the coordinating body for development cooperation. The impact of EU development support is magnified by involving the private sector in action-oriented public-private dialogue at the level of policy formulation and engaging the private sector as an implementing and financing partner at the project implementation stage.¹¹ Through its Private Sector Engagement efforts, the EU encourages businesses to invest more responsibly by enhancing market rewards for corporate social and environmental responsibility.¹²



Contact

Directorate-General for International Partnerships
1049 Bruxelles/Brussel
Belgium +32 2 299 11 11
https://ec.europa.eu/info/departments/international-partnerships_en

2.1.2 Overview

Title / Topic	Target group / Geographical scope	Information
Capacity4dev	Development professionals	Capacity4dev is INTPA's online collaborative platform for development activities. It enables knowledge exchange through online groups where members can keep in touch with each other and share their work. Every week, knowledge pieces on the external cooperation are promoted to the front page. It covers a broad range of international development themes from policy, to education ¹³
EU External Investment Plan/EIP	Business ideas that meet EU partner countries' social needs	The EIP is a flagship EU initiative launched in 2017. It is designed to attract more investment, in particular from businesses and private investors, into EU

¹¹ <https://ec.europa.eu/international-partnerships/>

¹² https://ec.europa.eu/international-partnerships/our-partners/private-sector_en

¹³ <https://europa.eu/capacity4dev/about-us>

	in into EU Neighbourhood countries and in Africa	Neighbourhood countries and in Africa. It is expected to leverage €47 billion of investment through an EU input of €4.6 billion made by the European Fund for Sustainable Development (EFSD). With guarantees , the risk associated with investing and lending in developing countries is shared, so that private investors and development banks will finance entrepreneurs or development projects. That means in the unlikely event that a loss occurs, the EU will pay part of it. Blending uses public money to cover part of the costs of a development project to get it off the ground, with public and private investors financing the rest. ¹⁴
Calls for tenders	Private Sector	Calls for tenders are launched to award procurement contracts for services, supplies or work to contribute to specific development objectives. Tendering is a fair, regulated, and competitive bidding process that allows impartial spending and awards best quality-price ratio contracts. Specific procurement procedures are required for enterprises applying. ¹⁵
Financial donations	Private Sector	With grants, specific projects or operations in line with the EU's external action objectives are supported. These financial donations can cover a wide range of sectors and areas and are usually awarded following a call for proposals. Any development organisation meeting the requirements of a specific call can apply for the related grant. ¹⁶
Investment climate support	European business community and local governments	Governments in countries neighbouring the EU and in Africa are working with EU officials to make their countries more attractive places to invest and do business in. Together with the European business community, they establish structured public-private dialogue to achieve an effective improvement of the investment climate in these countries. ¹⁷
Access2Markets	Exporting from the EU, importing into the EU	Access2Markets is a support tool for exporting from the EU or importing into the EU. It gives product-by-product information on tariffs, taxes, custom procedures... for all EU countries and for more than 120 export markets around the world. ¹⁸

¹⁴ https://ec.europa.eu/international-partnerships/guarantees-and-blending_en

¹⁵ https://ec.europa.eu/international-partnerships/tenders_en

¹⁶ https://ec.europa.eu/international-partnerships/grants_en

¹⁷ https://ec.europa.eu/eu-external-investment-plan/about-plan/how-it-works-ics_en

¹⁸ <https://trade.ec.europa.eu/access-to-markets/en/content>

European Cluster Collaboration Platform	European Industrial Cluster	The European Cluster Collaboration Platform (ECCP) is an online community helping cluster organisations across Europe and beyond to connect, communicate and collaborate. The Beyond Europe page delivers information about regular international matchmaking events and conferences with opportunities to network and collaborate with cluster organizations all around the world. ¹⁹
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2.1.3 Cooperation with Cambodia

The EU has been a major development partner of Cambodia since the early 1990s. The EU Delegation is the EU foreign diplomatic mission that represents the European Union in its relations with Cambodia and aims to coordinate the actions of the EU and EU countries. The European Union's development budget for Cambodia currently amounts to a total of \$510 million for 2021-2027. Cambodia also benefits from EU regional cooperation programmes in support of the Association of South-East Asian Nations (ASEAN). These funds allow the EU to give special support to sectors in Cambodia that have significant impact on the country's development: Agriculture and Natural Resource Management, Education and Skills development, Governance and Administration. Regional programmes that benefit the country include support to the ASEAN to deepen economic integration, economic growth and sustainable development.²⁰ Sustainable consumption and production are promoted through the SWITCH Asia programme that faces the challenges of economic transformation in the country, as Cambodia is to develop into an upper middle-income country and is going through economic structural transformation.²¹ Finally, the Asia Investment Facility provides co-funding to infrastructure development projects.²²

Access to finance and blending initiatives in Cambodia: Investment grants, global blending operations and technical assistance are provided by the EU's Asia Investment Facility (AIF) in the energy, environment and agriculture sectors to leverage steadier and more numerous investments.²³ SWITCH-Asia Grants Programme also funds pilot projects helping companies to adopt cleaner technologies and more sustainable industrial practices, as well as helping consumers to act more responsibly in their daily choices and lifestyles.²⁴

Contact in Cambodia

Delegation of the European Union to Cambodia

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DELEGATION-CAMBODIA@eeas.europa.eu

¹⁹ <https://clustercollaboration.eu/find-partners/beyond-europe>

²⁰ https://ec.europa.eu/international-partnerships/where-we-work/cambodia_en

²¹ <https://www.switch-asia.eu/countries/southeast-asia/cambodia/>

²² <https://www.eib.org/en/products/mandates-partnerships/aif/index.htm>

²³ https://ec.europa.eu/international-partnerships/guarantees-and-blending_en

²⁴ <https://www.switch-asia.eu/grants-projects/about-grants/>

2.2 GET.invest



2.2.1 Introduction

GET.invest is a European programme that aims at mobilising investments in decentralised renewable energy projects. It supports private sector business and project developers, financiers and regulators in building sustainable energy markets. It was launched in early 2019, building on its predecessor, the Africa-EU Renewable Energy Cooperation Programme (RECP). With an extended geographical focus beyond the African continent, GET.invest delivers by mobilising the private sector and by building a pipeline of viable investment projects.



GET.invest is hosted on the multi-donor platform GET.pro, implemented by GIZ, and supported by the European Union, Germany, Sweden, the Netherlands, and Austria.²⁵ Get.invest maintains a funding database.²⁶

Contact

info@get-invest.eu

2.2.2 Overview

Title / Topic	Target group / Geographical scope	Information
Market Information	Private sector in renewable energy projects	Through country briefs and more in-depth “Market Insights” studies, GET.invest helps entrepreneurs identify markets and opportunities. ²⁷
Access to Finance / Finance Catalyst	Private sector / Private sector driven small- and medium-scale renewable energy (RE) projects, currently in Sub-Saharan Africa	There is a variety of dedicated funds and other instruments offering different financial products. Most project developers have only limited knowledge of their modalities and scope. In turn, financiers often face proposals that do not meet their expectations or requirements. GET.invest’s Finance Catalyst team addresses this challenge through a combination of targeted advisory services. ²⁸
Networking and Information Events	Several partners, in particular industry associations	GET.invest supports its partners in organising events that bring together stakeholders to “do business” as well as to inform about business and financing instruments. ²⁹

²⁵ <https://www.get-invest.eu/about-recp/>

²⁶ https://www.get-invest.eu/funding-database/?_search=1&database-geographical%5B%5D=all&database-name=

²⁷ <https://www.get-invest.eu/about-recp/how-we-work/>

²⁸ <https://www.get-invest.eu/about-recp/how-we-work/>, <https://www.get-invest.eu/finance-catalyst/>

²⁹ <https://www.get-invest.eu/about-recp/how-we-work/>

2.2.3 Cooperation with Cambodia

Market information focus on Sub-Sahara African countries; there are no information about Cambodia yet. In general, focus is on Africa, but there is the objective to go beyond the African continent.³⁰

³⁰ <https://www.get-invest.eu/market-information/>

3. Support programmes from other development cooperation actors

3.1 Agence française de développement (AFD) / Proparco



3.1.1 Introduction

Proparco is a subsidiary of Agence Française de Développement (AFD) focused on private sector development. It has been promoting sustainable economic, social and environmental development practices for the past 40 years. Proparco provides funding and support to both businesses and financial institutions across Africa, Asia, Latin America and the Middle East. It seeks to partner projects in key development sectors – infrastructure (with a specific focus on renewable energies), agribusiness, financial institutions, healthcare and education, etc. – and to boost the contribution of the private sector to achieving the sustainable development goals adopted by the international community in 2015. As a means to this end, Proparco finances businesses that are instrumental in creating decent jobs that pay decent wages, in supplying essential goods and services and in battling climate change.



Proparco and AFD bring together a wide range of services under a comprehensive initiative to provide financing and support to high-potential entrepreneurs and MSMEs in developing countries, particularly in Africa. Solutions include providing funding to local financial institutions that cater for MSMEs, equity investment in growth and venture capital investment funds that support small businesses, as well as early-stage investment in start-ups. In addition to financing, they also support SME development by providing risk-sharing solutions to financial partners, as well as financing business advisory, training and capacity-building services.³¹

Private Sector & Development is a quarterly magazine that compares the views of experts in different fields on issues relating to the role the private sector plays in the development of low-income countries.³²

Contact

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<https://www.afd.fr/en/form/contact-afd>

³¹ <https://www.proparco.fr/en/msmes-and-start-ups>

³² <http://blog.private-sector-and-development.com/psd-magazine/>

3.1.2 Overview

Title / Topic	Target group / Geographical scope	Information
Renewable Energies and Energy Efficiency	European and local companies, no project in Cambodia yet (but in Thailand, Laos and Indonesia)	In order to continue to mobilize private sector funds for the fight against climate change, Proparco will support new initiatives, such as the creation of equity investment vehicles for renewable energies, and the development of a syndication capacity, or the allocation of loans in the climate sector. Proparco will finance climate change adaptation projects in order to help its clients establish new practices: direct financing or via credit lines to banks, by encouraging banks and microfinance institutions to develop products to finance their clients' adaptation to these new situations (particularly in the agricultural sector). ³³
African Renewable Energy Scale-Up facility (ARE Scale Up)	African businesses	<p>The ARE Scale-up Guarantee fund will de-risk direct equity investments in pioneering businesses and prepare these companies in accessing business investors and large-scale debt funding. To that end, the Fund will partially guarantee Proparco's minority equity investments in the off-grid, mini-grid and decentralised energy sector. It will also include a technical assistance envelope to support beneficiaries in their development and inclusive growth.</p> <p>Over the next 5 years, Proparco will provide equity or quasi-equity funding for between 5 and 10 African businesses with innovative, high-potential projects. While priority will be given to solar energy projects, other technologies (biomass, mini-hydro, etc.) will also be considered.³⁴</p>
Private equity investment	Local MSMEs	Proparco invests in companies (minority equity and quasi-equity investments) to provide support for high-impact development opportunities and capital for enterprises' long-term growth. Proparco can also combine financing with advisory services, training and access to networks to help firms achieve international standards of corporate governance or financial management, improving their performance and creditworthiness. ³⁵

³³ <https://www.proparco.fr/en/page-thematique-axe/renewable-energies-and-energy-efficiency>

³⁴ <https://www.proparco.fr/en/are-scale>

³⁵ <https://www.proparco.fr/en/msmes-and-start-ups>

Early-stage investment in start-ups	Start-up companies looking to scale up marketable innovative solutions in Africa, and in other developing and emerging countries	Early-stage investment is available principally through partner investment funds, which cater for all types of investment stages, from seed to Series C. ³⁶
Access to credit via local financial institutions	Local financial institutions (commercial banks, microfinance institutions, leasing and insurance companies)	Proparco partners with a wide range of local financial institutions to provide the necessary financing and advisory support to enable these institutions to more effectively and efficiently serve the needs of local MSMEs. Financing (credit lines) enables financial partners to promote inclusive growth by reaching smaller enterprises for the first time or to target underserved SME segments, such as women entrepreneurs. Risk-sharing with financial institutions also encourages increased lending to enterprises and microfinance institutions, particularly via AFD's guarantee tool ARIZ. ³⁷
Business advisory services	Local financial institutions (commercial banks, microfinance institutions, leasing and insurance companies)	Proparco also offers business advisory services to assist financial partners to continue to serve their SME clientele in a sustainable way. Such services may focus on product innovation or development, business model design or staff training in SME lending. ³⁸
Fund for African entrepreneurs and businesses	Entrepreneurs and businesses, in Sub-Saharan Africa	FISEA, the Investment and Support Fund for Businesses in Africa, provides minority equity investments to support the growth of enterprises and financial institutions (banks, microfinance institutions and investment funds) that have a sustainable impact on job creation and development in Sub-Saharan Africa. ³⁹
Investment funds	Local microenterprises, SMEs and start-ups, in key development sectors, such as infrastructure, health and the agro-industry	Investment funds are able to finance actors that Proparco could not directly support. By bringing together international investors who are willing to invest (but not directly) in activities and/or countries that are a priori deemed risky, these funds have demonstrated their

³⁶ <https://www.proparco.fr/en/msmes-and-start-ups>

³⁷ <https://www.proparco.fr/en/msmes-and-start-ups>

³⁸ <https://www.proparco.fr/en/msmes-and-start-ups>

³⁹ <https://www.proparco.fr/en/msmes-and-start-ups>

		<p>capacity to mobilize considerable resources that will be invested in companies in the South.⁴⁰</p> <p>Prior to any financing, Proparco conducts an in-depth analysis of their management team, their investment strategy and the suitability of the potential companies to finance in terms of its mandate. It also ensures that the funds in which it invests have an environmental and social (E&S) policy in accordance with the highest standards or, otherwise, helps them improve their E&S and governance performance.</p>
Banks and financial services	Local banks, non-banking financial institutions (for example, institutions specialized in mortgage credit or financing the agricultural sector), insurance and micro-insurance companies	<p>This tool diversifies the range of financial products on local markets in order to better meet the needs of companies (loans in local currency, leasing, development of financial markets...) and individuals (housing loans, microfinance...).</p> <p>Credit lines finance projects for the agriculture and agrifood sector, renewable energies and energy efficiency, education and health, but also projects that aim to improve the environmental, social and corporate governance practices of companies, as well as access to credit for SMEs and housing for the middle classes.⁴¹</p>
Tenders	Companies	Tender information ⁴²

3.1.3 Cooperation with Cambodia

In Cambodia, most cooperation is taking place in microfinance.⁴³

Proparco has renewed its long-term partnership with Golden Rice, a leading player, recognized for the quality of its rice in Cambodia. This new loan will allow it to increase its production capacity and double its capacity for electricity generated for its own consumption at its factory. Proparco's loan follows on from the first two loans allocated to Golden Rice in 2009 and 2013. Proparco is also supporting Golden Rice by financing technical assistance, which will aim to obtain the certifications ISO 14001 (environmental management system) and SA 8000 (social and societal accountability).⁴⁴

SCA (majority-owned by Vinci Group and a Malaysian group) holds the concession for the airports of Phnom Penh, Siem Reap and Sihanoukville in Cambodia. Proparco is participating in the company's investment program.⁴⁵

⁴⁰ <https://www.proparco.fr/en/page-thematique-axe/investment-funds>

⁴¹ <https://www.proparco.fr/en/page-thematique-axe/banks-and-financial-services>

⁴² <https://tenders-afd.dgmarket.com/index.do>

⁴³ <https://www.proparco.fr/fr/recherche?page=all&view=start>

⁴⁴ <https://www.proparco.fr/fr/golden-rice-2018?origin=/fr/recherche?page=all&view=start>

⁴⁵ <https://www.proparco.fr/fr/sca-2?origin=/fr/recherche?page=all&view=start>

ACLEDA was set up in 1993 by the International Labor Organization (ILO) and UNDP as a microfinance NGO. In 2003, it obtained a license as a commercial bank and rapidly became a leader on Cambodia's banking market. The bank today provides banking services to MSMEs. Proparco's credit line will be earmarked to finance growth in the portfolio for loans to SMEs and microfinance. It is the third operation signed with ACLEDA since 2009.⁴⁶

AMK is a Cambodian microfinance institution which mainly targets a rural client base. Proparco's support – via a subordinated debt and technical assistance – will allow it to modernize and develop.⁴⁷

Contact in Cambodia

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⁴⁶ <https://www.proparco.fr/en/acleda?origin=https://www.proparco.fr/en/page-thematique-axe/banks-and-financial-services>

⁴⁷ <https://www.proparco.fr/en/amk-2016?origin=https://www.proparco.fr/en/page-thematique-axe/banks-and-financial-services>

3.2 Austrian Development Agency (ADA)

3.2.1 Introduction

Combating poverty, ensuring peace and preserving the environment: These are the three major concerns of the Austrian Development Agency (ADA), the operational unit of the Austrian Development Cooperation. ADA currently funds projects and programmes with a total volume of 500 million euros to improve living conditions in developing countries.⁴⁸



Partnerships, e.g. between donor agencies and companies, can harness the potential of the private sector for sustainable development. Cooperation with businesses contributes private funds but it also transfers decisive know-how to partner countries. It enhances the efficiency of development-policy engagement and takes account of all three aspects of sustainability alike (economic, environmental and social). Commercial aims are subordinated here to development objectives: Business activities are only supported if they take account of social and environmental impacts and comply with international standards and rights.⁴⁹

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3.2.2 Overview

Title / Topic	Target group / Geographical scope	Information
Business partnerships	Enterprises, voluntary associations and non-profit foundations, chambers from the European Economic Area or Switzerland, local institutions (government agencies, non-government organisations, scientific institutes). Preference is given to	<p>There are funding facilities for projects by enterprises that are engaged in a partner country over the long term and contribute to sustainable development in the process. In principle, the initiative to engage in a business partnership is taken by the applicant, who submits a draft project to ADA. ADA's business partnership office provides advice to the applicant throughout the application process, ranging from the project brief to the elaboration of the complete grant application.</p> <p>European and local partners should share the benefit or income generated from the project in a fair proportion. ADA provides grants of up to EUR 200,000 or no more than</p>

⁴⁸ <https://www.entwicklung.at/en/ada>

⁴⁹ <http://www.entwicklung.at/en/themes/private-sector-development/>

	priority countries of Austrian development cooperation	50 per cent of project costs, maximum term of three years. ⁵⁰
Strategic partnerships	Enterprises from the European Economic Area or Switzerland, in cooperation with local partners (multi-stakeholder approach)	<p>Programmatic initiatives that go beyond the immediate environment of an individual company, aim at systemic improvements in partner countries and make a tangible contribution to implementing the SDGs, in close cooperation among ADA, European business partners and local actors. They often stem from previous collaborations with ADA, but can also be proposed by businesses or initiated by ADA itself (via calls for proposals, for example). Together with the partners, ADA draws up a strategy, while contributing its expertise and mobilising resources, networks and contacts.</p> <p>ADA provides grants of up to EUR 500,000 or no more than 50 per cent of project costs, maximum term of three years, minimum amount of EUR 750,000 with transregional scope, multi-stakeholder approach, high degree of innovation, replicability, exceptional capacity-building effects, broad pro-poor impact.⁵¹</p>
Challenges	Enterprises from the European Economic Area or Switzerland	ADA holds competitions of ideas for businesses in response to specific development-policy challenges. ⁵²
Ascertaining commercial feasibility and developmental relevance	Enterprises from the European Economic Area or Switzerland	ADA can provide a grant of up to EUR 20,000 or no more than 50 per cent of study costs. ⁵³
Tenders	Private sector	A number of projects and programmes are implemented following a public call to tender. ⁵⁴

3.2.3 Cooperation with Cambodia

Cambodia is not a priority country.⁵⁵

⁵⁰ <http://www.entwicklung.at/akteure/unternehmen/>,
http://www.entwicklung.at/fileadmin/user_upload/Dokumente/Publikationen/Leitlinien/Englisch/Guidelines_for_Business_Partnerships.pdf

⁵¹ <http://www.entwicklung.at/en/actors/businesses/strategic-partnerships/>

⁵² <http://www.entwicklung.at/akteure/unternehmen/>

⁵³ <http://www.entwicklung.at/akteure/unternehmen/wirtschaftspartnerschaften/>

⁵⁴ <https://www.entwicklung.at/en/ada/funding>

⁵⁵ <https://www.entwicklung.at/en/countries/>

3.3 Belgian Investment Company for Developing Countries (BIO)



3.3.1 Introduction

BIO's mission is to support the private sector in developing countries by providing long-term financing for SMEs and microfinance institutions. BIO has a very wide range of financial tools, including direct investment in SMEs, and indirect investment via microfinance institutions (financial institutions or investment funds). 60 % of BIO's portfolio is spent on SME activities; the remaining 40 % goes on microfinance. BIO is directly involved in local SMEs by acquiring capital in them or awarding them loans.⁵⁶



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3.3.2 Overview

Title / Topic	Target group / Geographical scope	Information
Investment tools	Local entrepreneurs, financial sector companies, and private infrastructure projects	<p>BIO offers a wide range of direct medium- and long-term loans at both fixed and variable rates. Their term can vary between three and ten years, with a grace period of three years maximum. BIO's signature is a guarantee of solvability and facilitates the mobilisation of resources by private sector borrowers by guaranteeing certain obligations on their behalf.</p> <p>BIO always takes a minority stake, generally tied to a seat on the Board of Directors. The board seat is intended to be ceded to other shareholders, third parties or to the financial markets once the company has reached a sustainable maturity level. BIO also uses quasi-equity (mezzanine capital, subordinated loans, convertible loans, etc.) to strengthen the financial resources of up-and-</p>

⁵⁶

https://diplomatie.belgium.be/en/policy/development_cooperation/who_we_are/partnerships/enabel_and_bio/bio

		coming companies, without diluting the position of its shareholders. ⁵⁷
Triple P	Local small insurance and non-bank financial services businesses, in South-East-Asia (primarily in Indonesia, the Philippines, Vietnam, Thailand, and Cambodia)	<p>Triple P will provide growth capital to small insurance and non-bank financial services businesses, that focus on offering relevant and fairly priced products to the growing lower middle-income population.</p> <p>The Fund will aim at building over its 5-year investment period a portfolio of between 8 and 10 investments, thereby deploying US\$ 3 million to 15 million in each investment. The strategy is to invest in Tier2 insurance companies and add value to develop them into a top 10 company in order to sell them after an average holding period of 5 years to international insurance players.⁵⁸</p>
Technical Assistance (Business Development Support Fund, BDSF)	Local companies	<p>Technical Assistance improves business performance, skills and standards. It is important to improve the companies' development impact. Think, for example, of digital product development for microfinance institutions or of the establishment of a business training centre for a bank's SME clients, or also of the preparation for certification (ISO, Fairtrade, organic,...).⁵⁹</p> <p>The maximum amount is EUR 350,000. The budget and the co-financing rate should be proportional to the financial capacity of the company and the development impact of the project. Services must be delivered by external, independent, and qualified experts. They must be selected through a transparent process and be approved by BIO. This rule also applies to the other two BDSF programmes.</p>
Investment Support for Innovative SMEs (BDSF)	Local SMEs in the fields of renewable energy / climate change, agriculture / agri-business or digitisation	The tool supports SMEs in developing innovative projects and services with a strong development impact. This is done by co-financing fixed assets or to the local context and demonstrate strong development impacts. The maximum amount is EUR 350,000. The budget and the co-financing rate should be proportional to the financial capacity of the company and the development impact of the project. ⁶⁰
Feasibility studies (BDSF)	Local SMEs	Analysing the technical viability and profitability of an investment project is indispensable prior to the creation or

⁵⁷ <https://www.bio-invest.be/en/investment-tools>

⁵⁸ <https://www.bio-invest.be/en/investments/triple-p-sea-financial-inclusion-fund>

⁵⁹ <https://www.bio-invest.be/en/bdsf>

⁶⁰ <https://www.bio-invest.be/en/bdsf>

		<p>the further development of a company. Think, for example, of environmental and social impact studies for a new solar project, or of a market and technical study for an agribusiness project.</p> <p>The subsidy may account for up to 50 % of the total cost, with a maximum of EUR 100,000 per client.⁶¹</p>
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3.3.3 Cooperation with Cambodia

Cambodia is one of the partner countries. Triple P (see above) is conceived for South-East-Asia, including Cambodia.⁶²

⁶¹ <https://www.bio-invest.be/en/bdsf>

⁶² <https://www.bio-invest.be/en/where-we-invest>

3.4 Camões - Instituto da Cooperação e da Língua



3.4.1 Introduction

Co-operation is an essential aspect of Portugal's foreign policy. It aims to promote the economic, social and cultural development of its partner countries, namely the priority nations of PALOP (the Portuguese-speaking African countries) and East Timor, whilst at the same time improving the living conditions of their populations.⁶³ There are some activities in other countries (beyond PALOP and East Timor).⁶⁴



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3.4.2 Overview

Title / Topic	Target group / Geographical scope	Information
Private sector development	Local and Portuguese companies	Portuguese co-operation supports the private sector development of the partner countries, either by supporting the creation of a business-friendly environment or by establishing partnerships to enable partner countries to benefit from the sharing and transfer of resources, knowledge and technology, and, on the other, to enable Portuguese companies to contribute to the development of new markets, innovative products and services produced locally in partner countries. ⁶⁵

3.4.3 Cooperation with Cambodia

No information.

⁶³ <https://www.instituto-camoes.pt/en/activity-camoes/what-we-do/co-operation>

⁶⁴ <https://www.instituto-camoes.pt/en/activity-camoes/what-we-do/co-operation/programmes-and-projects/all-countries/other-countries>

⁶⁵ <https://www.instituto-camoes.pt/en/activity-camoes/what-we-do/co-operation/partnerships/private-sector>

3.5 Czech Development Agency (CzDA)



3.5.1 Introduction

The main aims of the Czech Development Agency include reducing poverty, improving quality of life and supporting sustainable development. The Agency was established on January 1, 2008. Its founding entity is the Ministry of Foreign Affairs of the Czech Republic. As a modern donor the Czech Development Agency connects three groups of actors: state sector and local authorities, non-profit sector with universities and private sector.⁶⁶



Czech Development Agency

Bilateral development cooperation by assistance modality: Projects were implemented by entities from the Czech Republic, as well as by the partner countries. The majority of funding was used for projects carried out by private businesses (38 %).⁶⁷

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3.5.2 Overview

Title / Topic	Target group / Geographical scope	Information
Development Cooperation Programme for the Private Sector (B2B Programme)	Czech companies (local companies are involved)	<p>The Development Cooperation Programme for the Private Sector (B2B Programme) aims to 1) involve Czech entrepreneurs in development cooperation; and 2) at the same time support the development of the private sector in third countries. The Czech Development Agency connects local companies with Czech businesses to help them find a suitable counterpart. They can become a partner of a Czech company and provide their know-how and local support to achieve a successful business partnership.</p> <p>Within the B2B Programme the agency provides financial support for Czech companies to establish partnerships with developing markets and to provide innovative business solutions to current development challenges in third countries. The B2B Programme supports the creation of</p>

⁶⁶ <http://www.czechaid.cz/en/about-us/>

⁶⁷ https://www.mzv.cz/file/1057324/Czech_development_cooperation_web_EN.pdf

		business partnerships and takes away the risk of entering the development market by up to 50 % co-financing. ⁶⁸
Tenders	Private sector	Calls for tenders are mostly published in Czech language. ⁶⁹

3.5.3 Cooperation with Cambodia

Cambodia is one of the priority partner countries identified by the Czech Development Cooperation Strategy for the period 2018-2023. The focus is on reducing poverty and social exclusion, promoting sustainable management of natural resources especially in water, sanitation and hygiene sectors (WASH), and on promoting gender-balanced inclusive social development (especially universal access to health care).⁷⁰

Examples:

- Business plan for climate risk assessment services in Cambodian agriculture (grant) – in the framework of the B2B Programme⁷¹
- Elaboration of the business plan in the area of wastewater treatment plants in Cambodia – in the framework of the B2B Programme⁷²
- Feasibility study – Sustainable and efficient water management in the Sihanoukville agglomeration, Cambodia – in the framework of the B2B Programme⁷³
- Map of the projects implemented by the Czech Republic in Cambodia by sectors (2010 - 2019)⁷⁴

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⁶⁸ <http://www.czechaid.cz/en/get-involved/private-sector/>

⁶⁹ <http://www.czechaid.cz/jak-se-zapojit/verejne-zakazky/>

⁷⁰ <http://www.czechaid.cz/en/development-cooperation-programme-for-cambodia-2018-2023-czech-programming-mission/>

⁷¹ <http://www.czechaid.cz/en/projekty/business-plan-for-climate-risk-assessment-services-in-cambodian-agriculture/>

⁷² <http://www.czechaid.cz/en/projekty/elaboration-of-the-business-plan-in-the-area-of-wastewater-treatment-plants-in-cambodia/>

⁷³ <http://www.czechaid.cz/en/projekty/feasibility-study-sustainable-and-efficient-water-management-in-the-sihanoukville-agglomeration-cambodia/>

⁷⁴

https://www.mzv.cz/phnompenh/en/development_cooperation_and_business/development_cooperation_1/index.html

3.6 Danish International Development Agency (DANIDA)



3.6.1 Introduction

DANIDA is the term used for Denmark's development cooperation, which is an area of activity under the Ministry of Foreign Affairs of Denmark.⁷⁵ Denmark supports the development of the private sector in developing countries, and Danish companies play an important role as supplier, partner, and investor.⁷⁶



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3.6.2 Overview

Title / Topic	Target group / Geographical scope	Information
Partnership for Green Growth and the Global Goals 2030 (P4G)	Business, civil society, trade unions and institutional investors, countries: Bangladesh, Chile, Colombia, Denmark, Ethiopia, Indonesia, Kenya, the Netherlands, South Africa, South Korea, Mexico, and Vietnam	<p>P4G aims to develop and accelerate innovative public-private partnerships within five selected areas where cross-sector collaboration is critical for achieving the goals. These include food and agriculture (SDG 2), energy (SDG 7), water (SDG 6), cities (SDG 11) and circular economy (SDG 12). P4G provides funding, facilitation, network and valuable recognition to accelerate and scale partnerships. P4G supports start-up partnerships in the incubation phase and scale-up partnerships which by being scaled and replicated can deliver large-scale impact on green growth and sustainable development.</p> <p>Partnerships can apply for start-up funding of up to USD 100,000 or scale-up funding of up to USD 1 million for projects. Projects have to be in the partner countries (required for start-ups; strongly preferred for scale-ups).⁷⁷</p>
Ministry's knowledge and network	Danish business sector, investors, and partners in developing countries	The Danish business sector, investors, and partners in developing countries can benefit from the Ministry of

⁷⁵ <https://um.dk/en/danida-en/>

⁷⁶ <https://um.dk/en/danida-en/Sustainable%20Growth/>

⁷⁷ <https://um.dk/en/danida-en/Sustainable%20Growth/partnerships/p4g---partnering-for-green-growth-and-the-global-goals-2030/>

		Foreign Affairs' knowledge and network when considering opportunities, risks, and partnerships in frontier markets. ⁷⁸
Investment Fund for Developing Countries (IFU)	Private investors	<p>IFU invests in developing countries along with private investors and offers various types of loans to promote private investments with a clear development objective. DANIDA and IFU have established an SME facility which can support the individual company in the preparation and implementation of projects in developing countries.</p> <p>Financial support can be obtained for e.g. preparation of a business strategy, organisational and managerial development, feasibility studies, recruitment, environmental studies, training; and implementation of CSR initiatives. The maximum amount for a single project is DKK 1.5 million (EUR 200,000) divided in two with DKK 750,000 for the preparatory phase and for the start-up phase, respectively. The support is granted as a supplement to the company's own investment and can only cover up to 50 per cent of the actual costs and 25 per cent of the total investment.⁷⁹</p>
DANIDA Business Finance (DBF)	Danish companies, in countries where Denmark has a representation	<p>DBF provides soft loans for funding of sustainable infrastructure projects in (e.g.) energy, water and sanitation, which cannot otherwise be financed on commercial terms in developing countries. The projects have to be sustainable, support the national development plans of the government, and contribute to better framework conditions for sustainable growth and employment in line with the Sustainable Development Goals.</p> <p>Financial institutions consider DANIDA Business Finance support as equivalent to a sovereign guarantee and therefore practically risk free. With DANIDA Business Finance support financial institutions can therefore offer loans to stakeholders in high risk markets. Projects should have a minimum size of DKK 100 million (more than EUR 13 million).⁸⁰</p>
DANIDA Market	One international commercial partner	DMDP promotes commercially oriented partnerships, which contribute to market development and promote

⁷⁸ <https://um.dk/en/danida-en/Sustainable%20Growth/financing-for-development/>

⁷⁹ <https://www.ifu.dk/en/services/grants-for-project-companies/>

⁸⁰ <https://amg.um.dk/en/tools/danida-business-finance/>

Development Partnerships (DMDP)	and one non-commercial partner (one of the partners must be local)	<p>economic growth and employment in developing countries.</p> <p>DMDP has a budget of DKK 100 million (more than 13 million EUR) in 2019. The partnership must as a minimum include one international commercial partner and one non-commercial partner. One of the partners must be local. A non-commercial partner must send the application.⁸¹</p>
DANIDA Business Explorer	Danish companies	<p>DANIDA Business Explorer provides support to Danish companies who wish to explore a specific business opportunity in a developing country. The project must address a development need.</p> <p>DANIDA Business Explorer gives financial support to a part of the Danish company's costs related to an investigation of a specific project in a developing country. The maximum financial support is 50 % of the total actual costs, but not exceeding DKK 500,000 (EUR 65,000). General market studies and analyses will not be financed through DANIDA Business Explorer. DKK 15 million (EUR 2 million) have been allocated for new projects in 2019. There is no fixed call for proposals and applications will be evaluated throughout the year.⁸²</p>
DANIDA contracts	Private sector	Information about contract opportunities is published continuously. ⁸³

3.6.3 Cooperation with Cambodia

A Danish Honorary Consulate has opened in Cambodia in November 2019.⁸⁴

On 23 March 2009, a multi-donor funded Trade Development Support Program for Cambodia was officially launched with the private sector development program of DANIDA contributing DKK 39.3 million (EUR 5.26 million).⁸⁵

Danish development assistance to Cambodia has been phased out since 2013. However, the Danish NGO's Danmission and DanChurchAid whose development activities are partly financed by DANIDA are still working in Cambodia.⁸⁶

⁸¹ <https://um.dk/en/danida-en/Sustainable%20Growth/partnerships/danida-market-development-partnerships/>

⁸² <https://um.dk/en/danida-en/sustainable%20growth/danida-business-explorer/>

⁸³ <https://um.dk/en/about-us/procurement/contracts/>

⁸⁴ <https://english.cambodiadaily.com/politics/danish-honorary-consulate-opens-in-cambodia-155299/>

⁸⁵ https://en.wikipedia.org/wiki/Cambodia%E2%80%93Denmark_relations

⁸⁶ <https://thailand.um.dk/en/danida-en/danida-in-cambodia/>

Cambodia is not a P4G partner country.⁸⁷

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⁸⁷ <https://um.dk/en/danida-en/Sustainable%20Growth/partnerships/p4g---partnering-for-green-growth-and-the-global-goals-2030/>

3.7 Department for International Development (DFID)



3.7.1 Introduction

“The UK will catalyse investment by using innovative financing approaches, as well as helping countries to improve their investment climate. CDC [whose shareholder is DFID], the UK’s development finance institution, will be at the heart of this, alongside our leading role in reshaping the international system. [...]



Department
for International
Development

As one of the world’s largest capital markets and a global centre of financial expertise, the UK has a central role to play in channelling private capital to developing economies. [...] We will work to ensure that more businesses from developing countries are able to issue bonds in London to raise long term finance in the currency that suits them best.” (Rt Hon Priti Patel, former Secretary of State for International Development)

DFID is partnering with firms to test new business models, scale up existing successes and encourage replication by others. DFID has established a forum with seven FTSE-100 extractives companies to collaborate on enhancing transparency; bring greater benefits to local workers and suppliers; and build the capacity of governments.⁸⁸ In January 2011, the Private Sector Department was created to ‘help catalyse change across DFID to deepen our capability to work with and enable the private sector to improve the prosperity and well-being of poor people’. However, this department doesn’t seem to exist anymore.⁸⁹

Some insights from the evaluation of DFID’s private sector engagement approach (e.g. see conclusions) might be interesting for GIZ / GBN.⁹⁰

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https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/587374/DFID-Economic-Development-Strategy-2017.pdf

⁸⁹ <https://icai.independent.gov.uk/wp-content/uploads/Private-Sector-ToRs-FINAL.pdf>

⁹⁰ <https://icai.independent.gov.uk/wp-content/uploads/ICAI-PSD-report-FINAL.pdf>

3.7.2 Overview

Title / Topic	Target group / Geographical scope	Information
International development funding for companies	Several actors, e.g. local and foreign companies and organizations	There are a lot of different programmes. ⁹¹
CDC Group	Businesses in Africa and South Asia	<p>CDC is UK's development finance institution. Its only shareholder is DFID. Its mission is to support the building of businesses throughout Africa and South Asia, to create jobs, and to make a lasting difference to people's lives in some of the world's poorest places.</p> <p>They focus on investing in countries where the private sector is weak, jobs are scarce, and the investment climate is difficult, but particularly in sectors where growth leads to jobs. These sectors are financial services, infrastructure, health, manufacturing, food and agriculture, construction and real estate, and education.⁹²</p>
Challenge Fund	Private sector, academic, and non-governmental recipients; for each round, another group of target countries is defined	The Challenge Fund is an initiative of the Global Facility for Disaster Reduction and Recovery (GFDRR) and DFID. Since 2015, the Challenge Fund has provided grant funding to dozens of private sector, academic, and non-governmental recipients develop experimental solutions to challenging problems in disaster risk management. ⁹³
Tenders	Private sector	DFID spends nearly £1 billion (EUR 1.2 billion) a year on wealth creation programmes in poor countries. These programmes include financing through grants, loans and other financial instruments and cover activities ranging from infrastructure to water, agricultural development and innovation. ⁹⁴

⁹¹ https://www.gov.uk/international-development-funding?eligible_entities%5B%5D=companies

⁹² <https://www.cdcgroup.com/en/about/our-company/>

⁹³ <https://www.gfdr.org/en/challenge-fund/round-5>

⁹⁴ <https://www.gov.uk/government/organisations/department-for-international-development/about/procurement>

3.7.3 Cooperation with Cambodia

In terms of international development funding for companies, there is no project listed in Cambodia (neither open nor closed).⁹⁵

Thaneakea Phum (Cambodia) Ltd is a rapidly growing regulated microfinance institution with a focus on serving entrepreneurs and families at the base of the socio-economic pyramid. CDC is invested in TPC Cambodia through MicroVest GMG Local Credit Fund Limited, which is managed by MicroVest GMG Capital Management.⁹⁶

More examples of CDC supported projects: <https://www.cdcgroup.com/en/page/1/?s=cambodia>

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⁹⁵ https://www.gov.uk/international-development-funding?eligible_entities%5B%5D=companies

⁹⁶ <https://www.cdcgroup.com/en/our-investments/underlying/tpc-cambodia/>

3.8 Enabel



3.8.1 Introduction

Enabel is the development agency of Belgium's federal government. It implements Belgium's international development policy.⁹⁷ Enabel supports private sector players through grants, competitive funds, expertise and support to business incubators, with a special attention to women in business. It promotes a favourable business environment, supports skills development through vocational training and assists MSMEs in advancing their business.⁹⁸



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<https://www.enabel.be/content/contact-form>

3.8.2 Overview

Title / Topic	Target group / Geographical scope	Information
D4D and climate-smart entrepreneurship	Local companies	Enabel supports innovative business opportunities and integrates a digital and green economy component to its projects. ⁹⁹
Tenders	Private sector	Enabel and public authorities in partner countries apply public procurement contract regulations to acquire the goods, services and works needed: studies, technical assistance and training, consultancy, ICT equipment, etc. ¹⁰⁰ Link: https://www.enabel.be/content/btc-tenders

3.8.3 Cooperation with Cambodia

Cambodia is not a partner country.¹⁰¹

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https://diplomatie.belgium.be/en/policy/development_cooperation/who_we_are/partnerships/enabel_and_bio/enabel

⁹⁸ <https://www.enabel.be/content/titel-1>

⁹⁹ <https://www.enabel.be/content/titel-1>

¹⁰⁰ <https://www.enabel.be/content/work-enabel>

¹⁰¹ <https://www.enabel.be/content/titel-1>

3.9 Irish Aid



3.9.1 Introduction

IrishAid does not currently have a 'markets' or 'private sector' policy but it has initiated the process of preparing a policy on IEG (Inclusive Economic Growth).¹⁰² Increasingly, its work in the partner countries in Mozambique, Ethiopia, Lesotho, Uganda, Tanzania, Zambia and Malawi incorporates a strong focus on private sector development, strengthened trade, investment, tourism and people-to-people links.¹⁰³ Its work in this area is guided by the Africa Strategy of the Department of Foreign Affairs and Trade. Since 2002, EUR 20 million was provided to the Irish Fairtrade Network (IFTN) in support of the work with producers and development education work in Ireland.¹⁰⁴



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3.9.2 Overview

Title / Topic	Target group / Geographical scope	Information
Africa Agri-Food Development Fund (AADP)	Irish agri-food sector's activities (local partners are involved), in African countries where Ireland has an embassy	<p>The Africa Agri-Food Development Fund is developing partnerships between the Irish agri-food sector and African countries. These partnerships aim to support sustainable growth of the local food industry in Africa, build markets for local produce and support mutual trade between Ireland and Africa. The Irish agri-food industry is expected to transfer knowledge and expertise to meet Africa's food needs as well as exploring opportunities for long-term investment and mutually beneficial trade.</p> <p>It offers up to 50 % co-financing up to a maximum of EUR 250,000 to suitable Irish private companies that invest in partnership with African companies, in the agri-sector in African countries in which Ireland has an embassy.</p>

¹⁰² https://dochas.ie/sites/default/files/Alliances%20with%20the%20Private%20Sector%20-%20D%C3%B3chas2017_2.pdf (S.25)

¹⁰³ <https://www.irishaid.ie/what-we-do/who-we-work-with/private-sector/>

¹⁰⁴ <https://www.irishaid.ie/what-we-do/how-our-aid-works/supportingtrade/>

		Take up on the scheme has been less than expected, and with an initial fund of EUR 2 million available, just 30 % of that has been disbursed to date to three Irish companies: Devenish Ltd., MagGrow Auranta Ltd. and Valid Nutrition. The AADP was recently re-launched and it is expected that there will be increased interest from Irish companies. ¹⁰⁵
Tenders	Private sector	Irish Aid uses the public procurement process to engage the services of specialist service providers when specialised knowledge or skills are not available within the Department, or when we need independent audit, monitoring or evaluation for certain projects. ¹⁰⁶

3.9.3 Cooperation with Cambodia

Tom Kitt, known as the "minister for development" in his home country, visited Cambodia in 1993.¹⁰⁷

¹⁰⁵ <https://www.irishaid.ie/what-we-do/how-our-aid-works/supportingtrade/>

¹⁰⁶ <https://www.irishaid.ie/about-us/procurement-opportunities/>

¹⁰⁷ <https://www.phnompenhpost.com/national/irish-aid-sparks-development>

3.10 Italian Agency for Development Cooperation (AICS)



3.10.1 Introduction

Article 16 of the Agency's Statutes promotes innovative forms of partnership, aimed at the broadest possible involvement of businesses, in particular SMEs, and at supporting and growing the private sector in partner countries.¹⁰⁸



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3.10.2 Overview

Title / Topic	Target group / Geographical scope	Information
Matching	Italian companies	This tool provides an Italian aid credit at the request of an Italian company participating in an international tender for the implementation of development projects. ¹⁰⁹
Tenders	(Mostly Italian) companies	List of calls for project proposals ¹¹⁰

3.10.3 Cooperation with Cambodia

There are activities of Italian development cooperation in Cambodia, but at a low level.¹¹¹ There are no calls for project proposals for Cambodia at the moment (in South-East-Asia, there are currently proposals for Vietnam and Myanmar).¹¹² A field office in Yangon is in charge of coordinating the Italian development cooperation in Myanmar and Bangladesh.¹¹³

¹⁰⁸ <https://www.aics.gov.it/home-eng/fields/economic-development/private-sector/>

¹⁰⁹ <https://www.aics.gov.it/home-eng/fields/economic-development/private-sector/>

¹¹⁰ <https://www.aics.gov.it/home-eng/opportunities/business/>

¹¹¹ <http://openaid.esteri.it/en/code-lists/recipients/728/>

¹¹² <https://www.aics.gov.it/home-eng/opportunities/business/>

¹¹³ <https://www.aics.gov.it/home-eng/aics/field-offices/>

3.11 LuxDev

3.11.1 Introduction

LuxDev's mission is to actively participate in the implementation of the development cooperation policy of the Luxembourg government, which mainly focuses on poverty eradication and sustainable development in its social, economic and environmental aspects. In order to achieve these objectives in the context of global development, Luxembourg allocates 1 % of its Gross National Income (GNI) to Official Development Assistance (ODA) every year.¹¹⁴



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3.11.2 Overview

Title / Topic	Target group / Geographical scope	Information
Business Partnership Facility	European companies (+ local partner: private company, public entity, university, research institute or civil society organisation), the countries where Luxembourg is already present will be prioritised	<p>The facility has an annual budget of EUR 1 million to co-finance private sector initiatives that contribute to development and job creation in developing countries and/or transfers of technology. A minimum of two entities must be involved: The Luxembourg / European partner; and the local partner established in a developing country, which may be a private company, public entity, university, research institute or civil society organisation.</p> <p>The procedure for obtaining co-financing is based on a call for projects that is launched each year and divided into two stages. The projects finally selected at the end of the process will be co-financed up to a maximum of 50 % with a ceiling of EUR 200,000 in the form of a non-refundable direct grant.</p> <p>Eligible sectors: bio-health, information and communication technologies (ICT), fintech, eco-innovation and circular economy, logistics.¹¹⁵</p>

¹¹⁴ <https://luxdev.lu/en/agency>

¹¹⁵ <https://luxdev.lu/en/tenders/bpf>,

https://luxdev.lu/files/media/articles/bpf_2019/MAE014_2019_UK_vF.pdf

Tenders	Private sector	Public tenders, e.g. in those Asian countries where LuxDev is active (Laos, Mongolia, Myanmar, Vietnam). ¹¹⁶
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3.11.3 Cooperation with Cambodia

There is a regional office in Vientiane that is in charge of the development cooperation in Laos, Myanmar and Vietnam; however, there are no activities in Cambodia yet.¹¹⁷

¹¹⁶ <https://luxdev.lu/en/tenders>

¹¹⁷ <https://vientiane.luxdev.lu/en/office>

3.12 Ministry of Foreign Affairs – Finland (MFA)



3.12.1 Introduction

Finland supports the development of business activities in developing countries and at the same time also utilises the expertise of Finnish companies. The Ministry for Foreign Affairs supports partnerships and business opportunities of Finnish companies in developing countries from the development cooperation funds. The activities must always be aimed at promoting the economic, social or environmental development in the target countries.¹¹⁸



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3.12.2 Overview

Title / Topic	Target group / Geographical scope	Information
Finnpartnership	Finnish and local companies	<p>The Finnish Business Partnership Programme, Finnpartnership, supports the start of business activities in developing countries, serving as a kind of start-up grant. Companies can use it, for instance for finding a local cooperation partner, planning activities, and training their employees. A grant is typically in the range of a few tens of thousands of euros.</p> <p>The applicant can be a company or other actor or a consortium of several companies or actors. The consortium must have one lead applicant. The company may have one or several partners; either a registered and active legal entity or a legal entity to be registered at a later stage in Finland or the target country.¹¹⁹</p>

¹¹⁸ <https://um.fi/private-sector>

¹¹⁹ <https://um.fi/opportunities-in-development-cooperation-for-the-private-sector>,
https://finnpartnership.fi/wp-content/uploads/2019/01/Liikekumppanuustuen-yleisehdot_1.1.19_alkaen_LIITE-1_final_EN-1.pdf

Business with Impact (BEAM) Programme	Finnish companies, in developing countries except China	<p>The Business with Impact (BEAM) Programme provides grants and loans for the development of new business ideas and models of generating income. Its objective is to help Finnish companies and other actors solve global development challenges with the help of innovations. The countries eligible for the support include all countries eligible for official development assistance by the OECD/DAC, except China.</p> <p>Half of the funding comes from Tekes (Finnish Funding Agency for Technology and Innovation) and the Ministry for Foreign Affairs, and the other half from the private-sector actors participating in the programme.¹²⁰</p>
Finnfund	International and local companies, in developing countries and Russia	<p>Finnfund is a development finance company that offers risk capital, long-term investment loans, mezzanine financing and expertise to companies that have already established their operations in a developing country. Its main shareholder is the Finnish State.</p> <p>In addition to commercial viability, it emphasises activities with favourable impacts on development and the environment. The sums vary from a few up to even tens of millions of euros. The company does not finance export but supports business operations in the target countries.¹²¹</p>
Finland–IFC Blended Finance for Climate Program	Finnish and other companies (the participation of Finnish companies is not a precondition for project funding)	<p>Finland and the IFC (International Finance Corporation) together set up a joint climate fund in October 2017 that will support renewable and clean energy solutions and climate projects in developing countries. The funding instruments of the programme comprise loans granted for companies operating in developing countries, capital investments and guarantees, for instance. Accepted sectors include energy efficiency, renewable energy, sustainable forestry and land use, meteorology, and water and wastewater solutions.</p> <p>The IFC's average project size is approximately USD 100 million and, in general, the sizes range between USD 76 and 125 million. The majority of projects also include the client's or sponsor's self-financing share.¹²²</p>

¹²⁰ <https://um.fi/business-with-impact-grants-support-for-the-development-of-innovations>

¹²¹ <https://um.fi/opportunities-in-development-cooperation-for-the-private-sector>

¹²² <https://um.fi/finland-ifc-blended-finance-for-climate-program1>

Public Sector Investment Facility (PIF)	Finnish companies (financial institutions and other companies can be involved)	<p>The facility's objective is to support the public sector investments in developing countries that comply with the Sustainable Development Goals and utilise Finnish expertise and technology. PIF funding is available for projects that are profitable for the national economy but unprofitable from a business perspective.</p> <p>In the preliminary preparation stage, the project idea and basic information can be presented to the Ministry for Foreign Affairs as a so-called concept paper. The paper may come from either a Finnish company interested in implementing the project, a public sector party in the target country, a financial institution interested in funding the project, or a company based in a third-party country.</p> <p>The company implementing the project must be registered in Finland, and the Finnish project content must meet the level approved by Finnvera, a state-owned specialised financing company. The level is determined in Finnvera's effective set of norms. At present, it usually means that around one-third of the content must be of Finnish origin. Projects whose implementation would most likely benefit from Finnish competence include rural electrification; the construction of solar, hydro and wind power plants, waste management plants and water supply in poor regions; equipment needed for education and health care; and ICT networks in rural areas.</p> <p>Owing to transaction costs, banks do not grant loans under EUR 5 million, which thus defines the minimum size of projects. The budget of the Ministry for Foreign Affairs, in turn, sets the maximum size at some EUR 30 million.¹²³</p>
Tenders	Private sector	Procurement for development cooperation (tender information is not available in English) ¹²⁴

¹²³ <https://um.fi/public-sector-investment-facility>

¹²⁴ <https://um.fi/procurement-for-development-cooperation>

3.12.3 Cooperation with Cambodia

In a meeting with Finnish Minister Ville Skinnari held on the sidelines of the WTO's Aid for Trade Global Review in Geneva in July 2019, prime minister Hun Sen discussed sectors in the Kingdom that present good opportunities for Finnish investors and touted the government's investor-friendly policies. Later, in a post on his Facebook page, Hun Sen said that Cambodia has a wealth of natural resources that investors from Finland can process for export.¹²⁵

Finnfund is active in Cambodia: For example, it supported Sathapana Bank Ltd.¹²⁶

¹²⁵ <https://www.khmertimeskh.com/621051/prime-minister-pushes-for-greater-trade-with-finland/>

¹²⁶ <https://www.finnfund.fi/en/investing/investments/>

3.13 Ministry of Foreign Affairs – The Netherlands (BZ)

3.13.1 Introduction

The Netherlands is keen to stimulate a strong, sustainable economic sector in developing countries. One of the ways central government does this is by encouraging Dutch businesses to work with businesses and governments in developing countries, in particular SMEs.¹²⁷



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3.13.2 Overview

Title / Topic	Target group / Geographical scope	Information
Dutch Good Growth Fund (DGGF)	Dutch SMEs, intermediary funds, geographical scope: https://english.dggf.nl/country-list	<p>DGGF supports Dutch SMEs that do business in developing countries and emerging markets by providing tailor-made services. In doing so, DGGF offers services to SMEs that either want to import from, export to or invest in these countries. DGGF supplements private investments by means of guarantees and direct financing with a repayment obligation, such as loans and equity investments in projects.</p> <p>To increase local SMEs' access to finance, the DGGF part Investment funds for local SMEs invests in funds which in turn invest in businesses in the DGGF countries. The DGGF enlarges its impact by investing in intermediary funds that are better placed to reach local SMEs. This part of the DGGF is a 'fund of funds': it is building up a portfolio of intermediary funds that are catalysts for local economic growth.¹²⁸</p>
Dutch Good Growth Fund Technical	Dutch startups and SMEs	The Dutch Good Growth Fund Technical Assistance (DGGF TA) provides additional support to Dutch businesses. TA is available to startups as well as established SME companies. ¹²⁹

¹²⁷ <https://www.government.nl/topics/development-cooperation/development-cooperation-partners-and-partnerships>

¹²⁸ <https://english.dggf.nl/>

¹²⁹ <https://english.dggf.nl/who-can-apply>

Assistance (DGGF TA)		
Subsidies and programmes	Startups, companies, NGOs and other types of organisations	Several programmes for different specific topics (examples below). ¹³⁰
SDG Partnership Facility	Dutch companies, NGOs and knowledge institutes	The SDGP contributes to sustainable development goals in developing countries in a public-private partnership. ¹³¹
DHI subsidy scheme	Dutch SMEs, open to projects in all countries, with the exception of the European part of the Kingdom of the Netherlands and possibly countries that are subject to international sanctions	DHI is a subsidy scheme for demonstration projects, feasibility studies and investment preparation projects. DHI focuses on Dutch SMEs with international ambitions and an interest in emerging markets and developing countries. ¹³²
Fund against Child Labour (FBK)	Dutch companies, NGOs, local businesses	<p>International entrepreneurs may not always be aware of what is happening in their production chain, for example, whether child labour is taking place. If they want to actively combat child labour in their production chain, they can benefit from the Fund against Child Labour (FBK).</p> <p>The FBK is a five-year subsidy programme (2018 – 2022), during which there will be several opportunities to submit project applications. It is possible to apply for a subsidy of no more than EUR 475,000 for each project, representing a maximum of 70 % of the total eligible costs.</p> <p>An eligible partnership at least includes the following partners: one Dutch company, one NGO, one local business, unless this is not yet possible at the time the application is submitted. In that case, the application must make clear how a local business will be involved in the project.¹³³</p>
Development Related Infrastructure	Companies across the globe, except in countries or sectors that	Entrepreneurs who want to contribute to the construction of public infrastructure in a developing country or who need support for a project concerning food security, clean

¹³⁰ <https://english.rvo.nl/subsidies-programmes>

¹³¹ <https://english.rvo.nl/subsidies-programmes/sdgp>

¹³² <https://english.rvo.nl/subsidies-programmes/dhi>

¹³³ <https://english.rvo.nl/subsidies-programmes/fund-against-child-labour>

Investment Vehicle (DRIVE)	are subject to UN or EU sanctions	water, sexual and reproductive health and rights or the climate can apply for a subsidy or guarantee from the DRIVE programme. The financial DRIVE support can include grants, guarantees and loans. ¹³⁴
CBI	Exporters from developing countries, European buyers	CBI is the Centre for the Promotion of Imports from developing countries. Annually, CBI supports more than 800 entrepreneurs to become successful exporters on the European market through export coaching projects. CBI provides coaching on marketing, sales, meeting the requirements of European buyers. CBI introduces companies to European buyers, for example through trade fairs or on sales missions. ¹³⁵ Every year, they publish over 300 studies about the European market. ¹³⁶
Dutch Fund for Climate and Development (DFCD)	Private sector	The Dutch Fund for Climate and Development (DFCD) has the objective to mobilise private sector investments in climate change adaptation at scale. It provides finance and Technical Assistance to projects with a focus on climate change adaptation The DFCD will run until 2030, is funded by Netherlands Ministry for Foreign Affairs and has a total value of EUR 160 million. ¹³⁷

3.13.3 Cooperation with Cambodia

There is no development cooperation partnership with Cambodia.¹³⁸ The SDG Partnership facility is open to activities in the countries in the SDGP country list, including Cambodia.¹³⁹ There is also a CBI project (Home Decoration & Home Textiles); application is closed.¹⁴⁰ The Dutch Good Growth Fund is available for Cambodia.¹⁴¹

A Dutch entrepreneur with a proven track record in the production of high-quality microfiber products like sportswear and eyewear pouches, is planning to expand her production facility in Siem Reap, Cambodia. Besides offering high quality products, the organization makes a difference by a strong

¹³⁴ <https://english.rvo.nl/subsidies-programmes/development-related-infrastructure-investment-vehicle-drive>

¹³⁵ <https://www.cbi.eu/export-to-europe/>

¹³⁶ <https://www.cbi.eu/market-information/>

¹³⁷ <https://snv.org/project/dutch-fund-climate-and-development-dfcd>

¹³⁸ <https://www.government.nl/topics/development-cooperation/partners-in-development>

¹³⁹ <https://english.rvo.nl/subsidies-programmes/sdgp/country-list-sdg-partnership-facility-sdgp>

¹⁴⁰ <https://www.cbi.eu/export-to-europe/>

¹⁴¹ <https://english.dggf.nl/country-list>

focus on sustainability and social responsibility. DGGF is planning to support this investment through a loan facility.¹⁴²

DGGF's Seed Capital & Business Development (SC&BD) facility is supporting SHE (Support Her Enterprise) Investments to expand their acceleration and incubation services to four rural Cambodian provinces (Siem Reap, Battambang, Sihanoukville and Kampong Cham).¹⁴³

¹⁴² <https://english.dggf.nl/what-are-we-doing-now/publications/publications/2019/3/05/investing-dutch-smes-proposed-transaction-expansion-production-facility-cambodia>

¹⁴³ <https://english.dggf.nl/countries/cambodia>

3.14 Nordic Development Fund (NDF)

3.14.1 Introduction

The Nordic Development Fund (NDF) is the joint development finance institution of the five Nordic countries i.e. Denmark, Finland, Iceland, Norway and Sweden. NDF was established in November 1988 and commenced operations in February 1989. The objective of NDF's operations is to facilitate climate change investments, primarily in low-income countries.¹⁴⁴



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3.14.2 Overview

Title / Topic	Target group / Geographical scope	Information
Energy and Environment Partnership in Southern and East Africa (EEP Africa)	Companies (including start-ups), non-profit organizations and social enterprises, in Southern and East Africa	<p>The Energy and Environment Partnership in Southern and East Africa (EEP Africa) is a multi-donor fund that focuses on clean energy and environmentally friendly business models. It provides early stage grant and catalytic debt financing for innovative clean energy projects, technologies and business models in Southern and East Africa.</p> <p>EEP Innovation provides early stage grant financing to projects in active development through competitive, open calls-for-proposals. There have been 15 calls since 2010. EEP Catalyst is the Fund's impact investing window providing flexible, follow-on debt financing to successful EEP Africa grantees. EEP Africa improves the investment readiness of projects through targeted business support services and by facilitating linkages with the investor community. EEP Africa regularly organizes Knowledge Exchange Forums (KEFs), which are open events that bring together clean energy stakeholders for discussions on trends, experiences and lessons learned.¹⁴⁵</p>

¹⁴⁴ <https://www.ndf.fi/about>

¹⁴⁵ <https://eepafrica.org/>, <https://eepafrica.org/about-us/>

Energy and Environment Partnership Programme with the Mekong Region (EEP Mekong)	Companies (including start-ups), non-profit organizations and social enterprises, in the Mekong Region	Within the programme, completed 39 projects have been supported by providing partial grant-based funding to project developers for feasibility studies and pilot and demonstration projects with the intention that the grants catalyse further public and private financing in renewable energy and energy efficiency investments in the region. ¹⁴⁶
Nordic Climate Facility (NCF)	Nordic organisation, together with partners, countries: Benin, Burkina Faso, Ethiopia, Ghana, Kenya, Malawi, Mozambique, Rwanda, Senegal, Tanzania, Uganda and Zambia, Bangladesh, Cambodia, Laos, Nepal, Sri Lanka and Vietnam, Bolivia, Honduras and Nicaragua	<p>The Nordic Climate Facility (NCF) is a challenge fund set up in 2009 to finance early stage climate change projects in developing countries. NCF aims to build a portfolio of innovative business concepts which have been tested, proved viable and are ready to be scaled-up and replicated.</p> <p>All project proposals are thoroughly evaluated, and the highest scoring ones can receive financing between EUR 250,000 and 500,000.¹⁴⁷</p>
Climate Resilience and Adaptation Finance and Technology Transfer Facility (CRAFT)	Private sector, in lower income countries	<p>The Climate Resilience and Adaptation Finance and Technology Transfer Facility (CRAFT) is the first commercial investment vehicle dedicated to expanding globally the availability of technologies and solutions for climate change adaptation and climate resilience. CRAFT will make growth equity investments in selected private companies with climate resilience solutions to address the impacts and risks being increased by climate change. While CRAFT's investment strategy is global, at least two-thirds of investments will be directed to developing countries, where much of the need – and the growth – is found.</p> <p>CRAFT is structured as a private equity fund with a blended structure, which includes a layer of concessional equity, a layer of commercial equity, and a complementary Technical Assistance (TA) Facility. The TA Facility will provide grant financing to support the application of technologies and solutions of CRAFT's portfolio companies in lower income countries.¹⁴⁸</p>

¹⁴⁶ <http://www.eepmekong.org/index.php/about/background>

¹⁴⁷ <https://www.ndf.fi/project/nordic-climate-facility-ncf>

¹⁴⁸ <https://www.ndf.fi/project/climate-resilience-and-adaptation-finance-and-technology-transfer-facility-craft-c114>

Climate Investor One (CIO)	Renewable energy projects in developing countries	<p>Climate Investor One (CIO) is a “whole-of-life” financing facility mandated with delivering renewable energy infrastructure projects in Africa, Asia and Latin America. The main objective of CIO is to contribute in a significant manner to global climate change mitigation efforts by financing profitable and sustainable renewable energy projects in developing countries.</p> <p>CIO expedites the delivery of renewable energy by offering adequate financing for each stage of the project lifecycle, reducing complexity at project level and improving the likelihood of successful implementation. CIO’s concept and expected impact relies on the active recycling of capital throughout the 20-year Fund Term.¹⁴⁹</p>
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3.14.3 Cooperation with Cambodia

There are some projects in Cambodia, e.g. “Shifting the Market to Clean and Efficient Stoves and Fuels” (<https://www.ndf.fi/project/ncf-7-shifting-market-clean-and-efficient-stoves-and-fuels>).¹⁵⁰

Example for a NCF project in Cambodia: Renewable biomass pellets produced in Cambodia will be sold together with locally assembled improved cook stoves on a bundled payment plan to households, aiming to provide high quality and sustainable products. This allows customers to purchase both stoves and pellets from the same seller at a lower price than before. Almost 7,000 clean cook stoves will be produced and sold in Cambodia during the project benefitting 35,000 people. Partners are Differ AS, Prime Cookstoves AS, C-Quest Capital and C-Quest Capital Malaysia Global Stoves Limited.¹⁵¹

¹⁴⁹ <https://www.ndf.fi/project/climate-investor-one-cio-ndf-c111>

¹⁵⁰ <https://www.ndf.fi/projects/cambodia>

¹⁵¹ https://www.ndf.fi/sites/default/files/ncf_results_report_2018.pdf

3.15 Norwegian Agency for Development Cooperation (NORAD)



3.15.1 Introduction

NORAD is a directorate under the Norwegian Ministry of Foreign Affairs. In matters regarding Norway's International Climate and Forest Initiative (NICFI), NORAD reports to the Norwegian Ministry of Climate and Environment.¹⁵²



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3.15.2 Overview

Title / Topic	Target group / Geographical scope	Information
Enterprise Development for Jobs	Private sector	<p>NORAD is managing the grant scheme that provides support to companies that can demonstrate willingness and ability to create jobs in developing countries through sustainable investments. Grants are provided to reduce risk prior to an investment decision. This includes support to feasibility studies, partner search, trial production, training of local staff, strengthening of local suppliers and local infrastructure investments.</p> <p>The grant scheme is untied, and is intended to provide flexible support to reduce commercial risk for investors. Grants may be given to individual parts of a project, or to an "integrated product". Integrated product refers to projects based on a business plan for a long-term investment, where an estimate is given at an initial stage of the additional needs for the subsequent parts of the project. The triggering of grants for subsequent parts depends on agreed milestones being attained.</p> <p>Grant recipients must cover a minimum of 50 % of the costs of the activities for which funding is being sought. If this requirement is not satisfied, specific reasons for this</p>

¹⁵² <https://norad.no/en/front/about-norad/>

		must be provided in the application and decision document. ¹⁵³
Cooperation on Framework Conditions for Private Sector Development in the South	Local companies and institutions; measures in the LDCs, countries in Sub-Saharan Africa and long-term cooperation countries for Norwegian ODA are given priority	<p>The scheme's target group are institutions and private sector players in developing countries who are important for the framework conditions for PSD, for example foundations, business / industry organisations, chambers of commerce and government authorities / institutions.¹⁵⁴</p> <p>The grant scheme is primarily aimed at building and strengthening institutions and private sector actors in development countries where Norwegian and international organizations can contribute by providing technical advice and / or capacity building.¹⁵⁵</p>
Tenders	Private sector	All procurement of goods and services made by NORAD are continually announced on Doffin/TED databases. ¹⁵⁶

3.15.3 Cooperation with Cambodia

NORAD has some activities in Cambodia (2018: NOK 48.6 million (EUR 4.8 million)).¹⁵⁷

The following activities with the private sector were undertaken in 2018: Concerning the Norwegian private sector, an exchange programme was organized for employees in two hospitality enterprises that operate in Norway and Cambodia. The main goals were to exchange industry skills and knowledge about Asian and European culture, enhance competence in hotel management and responsible tourism, as well as working for and promoting sustainable and responsible tourism. Another project involving the local private sector concerned the delivery of renewable energy services to rural communities in Cambodia, Nepal, Lao PDR and Ethiopia.¹⁵⁸

¹⁵³ <https://norad.no/en/front/funding/private-sector-development/enterprise-development-for-jobs/>,
<https://norad.no/globalassets/filer-2015/tilskudd/naring/enterprisedevforjobs-grant-scheme-rules.pdf>

¹⁵⁴ <https://norad.no/en/front/funding/private-sector-development/cooperation-on-framework-conditions/>,
<https://norad.no/globalassets/import-2162015-80434-am/www.norad.no-ny/filarkiv/5.-oks-2012---/tilskudd-2013/grant-scheme-rules-for-cooperation-on-framework-conditions-for-private-sector-development-in-the-south.pdf>

¹⁵⁵ <https://norad.no/en/front/funding/private-sector-development/cooperation-on-framework-conditions/>

¹⁵⁶ <https://norad.no/en/front/about-norad/tenders-from-norad/>

¹⁵⁷ <https://norad.no/en/front/toolspublications/norwegian-aid-statistics/?tab=geo>

¹⁵⁸ <https://norad.no/en/front/toolspublications/norwegian-aid-statistics/access-to-microdata/>

3.16 Polish Aid



3.16.1 Introduction

Polish Development Cooperation supports the private sector in developing countries. The support focusses on vocational activation of employees, promoting entrepreneurship, and improving productivity and competitiveness of economies. It is the aim to mobilise the Polish private sector to implement sustainable development goals in developing countries through corporate social responsibility (CSR), investments, transfer of knowledge and technology and development of commerce value chains.¹⁵⁹



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3.16.2 Overview

No specific programme

3.16.3 Cooperation with Cambodia

In the Multiannual Development Cooperation Programme 2016-2020 the priority countries of Polish aid include ten states, namely four Eastern Partnership countries (Belarus, Georgia, Moldova and Ukraine) and six countries in Africa, Asia and the Middle East (Ethiopia, Kenya, Myanmar, Palestine, Senegal and Tanzania). The Embassies of the Republic of Poland are entitled to run projects in every state included in the OECD/DAC list of official development aid beneficiaries. However, practice shows that the projects are carried out in countries of accreditation. There is no Polish embassy in Cambodia; the embassy in Bangkok is in charge of Cambodia.¹⁶⁰

English language teaching and responsible tourism for sustainable development of Cambodia (2011): This project was implemented between 1 July and 31 December 2011 in Phnom Penh and counted with participation of one volunteer who stayed there from 18 September to 30 December 2011.¹⁶¹

¹⁵⁹ WPWR_2016-2020_ENG_broszura

¹⁶⁰ <http://www.polskapomoc.gov.pl/Partner,countries,162.html>

¹⁶¹

<https://www.polskapomoc.gov.pl/English,language,teaching,and,responsible,tourism,for,sustainable,development,of,Cambodia,1945x96.html>

3.17 Private Infrastructure Development Group (PIDG)

3.17.1 Introduction

The Private Infrastructure Development Group (PIDG) is an innovative infrastructure development and finance organisation delivering pioneering infrastructure in the poorest and most fragile countries.¹⁶² Given its unique attributes, PIDG plays a leading pathfinder role; crowding in the private sector and creating investor confidence in challenging markets. Using a blended finance approach, they work collaboratively along all stages of the infrastructure project development life cycle and across the capital structure. PIDG provides innovative solutions to market failures with a unique set of capabilities through its three business lines: Upstream Technical Assistance, Developer-Investor, and Credit Solutions.¹⁶³



PIDG is funded by the governments of the UK, the Netherlands, Switzerland, Australia, Sweden, Germany and the International Finance Corporation (IFC).¹⁶⁴

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3.17.2 Overview

Title / Topic	Target group / Geographical scope	Information
Technical Assistance Facility (TAF)	Multi-company programmes	TAF plays a central role in enabling PIDG to initiate multi-company programmes and centrally driven initiatives that are not specific to a particular company and that align with PIDG strategic objectives. ¹⁶⁵
InfraCo Africa and InfraCo Asia	Local private sector, in Sub-Saharan Africa, in South and South-East-Asia (priority countries: Bangladesh, Bhutan, Cambodia, Laos, Myanmar, Nepal,	InfraCo Africa and InfraCo Asia originate, develop, structure, invest and manage innovative and pioneering projects. They take on early project development providing management and capital to address early-stage risks and developing bankable projects that can attract debt and equity at financial close. ¹⁶⁶

¹⁶² <https://www.pidg.org/about-us/>

¹⁶³ <https://www.pidg.org/working-together/>

¹⁶⁴ <https://www.pidg.org/about-us/our-owners/>

¹⁶⁵ <https://www.pidg.org/our-business/how-we-operate/upstream-technical-assistance/>

¹⁶⁶ <https://www.pidg.org/our-business/how-we-operate/developer-investor/>

	Pakistan and DFID focus states in India)	
GuarantCo	Local banks and bond investors	GuarantCo provides innovative local currency contingent credit solutions, including guarantees to banks and bond investors to develop local capital markets. ¹⁶⁷

3.17.3 Cooperation with Cambodia

For InfraCo Asia, Cambodia is one of the priority countries.¹⁶⁸ There are two projects:¹⁶⁹ Cambodia Mango Processing Facility¹⁷⁰ and Kampot Salt Farm & Infrastructure¹⁷¹.

There is no office in Cambodia, but there is one in Singapore:

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¹⁶⁷ <https://www.pidg.org/our-business/how-we-operate/credit-solutions/>

¹⁶⁸ <https://www.pidg.org/our-business/how-we-operate/developer-investor/>

¹⁶⁹ <https://www.pidg.org/our-business/where-we-operate/>

¹⁷⁰ <http://data.pidg.org/projects/view.htm?id=1432>

¹⁷¹ <http://data.pidg.org/projects/view.htm?id=1106>

3.18 SNV Netherlands Development Organisation

3.18.1 Introduction

SNV was established as the Stichting Nederlandse Vrijwilligers (Foundation of Netherlands Volunteers) in 1965, under the Dutch Ministry of Foreign Affairs. In 1993 the organisation changed its name to SNV Netherlands Development Organisation and in 2002 formally separated from the Ministry of Foreign Affairs.¹⁷² SNV focusses on only three sectors: agriculture, energy and WASH.¹⁷³



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3.18.2 Overview

Title / Topic	Target group / Geographical scope	Information
Innovations Against Poverty (IAP)	Companies based in, or operating in a poor country	<p>The program focuses on smaller organisations that are sitting on good ideas with great potential, but need the support of their business strategy and resources to penetrate new markets. IAP also seeks to work with larger companies, to help support the development of “inclusive business” models for these markets. Such business models can engage the poor as employees, suppliers, distributors or consumers.</p> <p>The programme functions as a risk sharing mechanism for sustainable business ventures. Small grants provide up to EUR 20,000 (maximum 50 % of total project cost) for the purpose of exploring an innovation or a new market. The grant might be used for travel and pre-feasibility studies, stakeholder needs assessments, or networking with local organisations. Large grants provide a matching grant up to EUR 200,000. Applicants compete for available grant resources twice a year. For the scale-up phase, a flexible guarantee instrument for reducing risks for ventures is available. A financial institution ready to provide a company a commercial loan can get a guarantee covering 50 % of the loan. Companies will be able to receive advice</p>

¹⁷² https://en.wikipedia.org/wiki/SNV_Netherlands_Development_Organisation

¹⁷³ <https://snv.org/about-us/organisation>

		<p>in developing and rolling out business models that engage the Bottom of Pyramid.¹⁷⁴</p> <p>IAP is funded by the Swedish International Development Cooperation Agency (SIDA) and managed by SNV in partnership with BoP Innovation Center and Inclusive Business Sweden.¹⁷⁵</p>
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3.18.3 Cooperation with Cambodia

SNV published a study about potential Business Service Center models in Cambodia.¹⁷⁶

Ninety percent of households in Cambodia rely on wood and charcoal as their main cooking fuel. This contributes to high levels of household air pollution (HAP). Since mid-2013, SNV in collaboration with a number of partners, has been involved in various research and market development activities for the development of a sustainable supply of 'Renewable Biomass Fuels' for use with advanced household biomass cookstoves in Cambodia. Since January 2018, SNV collaborates with Husk Ventures, a social enterprise that is seeking to generate new revenue streams and social benefits for rural communities by upcycling rice husk waste into sustainable fuel products.¹⁷⁷

Several commercial actors have started to enter the Cambodian market for household size biodigesters with new digester technologies and sales and distribution approaches. The 'Cambodia Biogas Enterprise Development Programme 2017/18' was created as a financing scheme with the specific objective to bridge gaps in the financing of the scaling up of essential commercial distribution structures of newly emerging biodigester enterprises. The programme offers financial support to eligible biodigester enterprises through a Results-based Financing (RBF) fund that provides incentive payments to participating biogas enterprises per biodigester installed at the end user household. This project is implemented by SNV and GIZ under the global multi-donor Energising Development (EnDev) partnership.¹⁷⁸

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¹⁷⁴ https://www.sida.se/globalassets/documents/fact-sheet_sida-iap.pdf

¹⁷⁵ <https://snv.org/project/innovations-against-poverty-iap>

¹⁷⁶

http://www.snv.org/public/cms/sites/default/files/explore/download/rapid_assessment_of_potential_business_service_center_models_in_cambodia.pdf

¹⁷⁷ <https://snv.org/project/sustainable-biomass-fuels>

¹⁷⁸ <https://snv.org/project/biogas-enterprise-development-programme>

3.19 Spanish Agency for International Development Cooperation (AECID)



3.19.1 Introduction

Following the Fourth Master Plan, AECID promotes and supports public policies within partner countries which are aimed at: Including partner countries in the international economy, promoting MSMEs, enabling financial inclusion, implementing a decent work agenda, encouraging social dialogue, understood as cooperation between governments and associations of entrepreneurs and workers, and promoting development in strategic industries such as renewable energy and ICTs.¹⁷⁹



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3.19.2 Overview

Title / Topic	Target group / Geographical scope	Information
Alianzas Público-Privadas para el Desarrollo (APPD)	Local administrations, business sector, civil society, universities	<p>This new collaboration model is characterised by a voluntary, collaborative and formal relationship between AECID, the public administrations of the partner countries and one or more entities from the business sector, civil society and universities.</p> <p>The initiative for a APPD may arise from the agency itself, from the public administrations of the partner countries, from one or more actors from the private business sector (companies or business organisations) or from one or more actors from civil society in Spain or the partner country.¹⁸⁰</p>

3.19.3 Cooperation with Cambodia

There are no activities in Cambodia (in Asia, only in the Philippines).¹⁸¹

¹⁷⁹ <http://www.aecid.es/EN/Paginas/Sectores%20de%20Cooperacion/Crecimiento%20econ%C3%B3mico/02-Crecimiento-Economico.aspx>

¹⁸⁰ <https://aecid.org.pa/alianzas-publico-privadas-para-el-desarrollo-appd/>

¹⁸¹ <http://www.aecid.es/EN/where-we-cooperate>

3.20 Swedish International Development Cooperation Agency (SIDA)



2.20.1 Introduction

SIDA is a government agency working on behalf of the Swedish parliament and government, with the mission to reduce poverty in the world.¹⁸²



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3.20.2 Overview

Title / Topic	Target group / Geographical scope	Information
Public Private Development Partnership (PPDP)	Private sector (typically larger companies or corporate alliances)	<p>SIDA has developed the PPDP to mobilise the private sector, in Sweden and elsewhere, to pro-actively engage in and contribute to the development of sustainable societies in low income countries. Partnerships are formed around issues where SIDA's poverty reduction objective overlaps with a company's core business objective, and where companies are committed to improve social and environmental responsibility in their operations.</p> <p>PPDPs are co-financed by SIDA and the partners from the private sector and implemented through, and in collaboration with, a non-profit partner. This implementing partner is responsible for the financial management of the project and often provides technical expertise and know-how to the project. SIDA never transfers any funds to the private sector partner in a PPDP. Normally the implementing partner is an NGO or a UN agency. The private sector partner contributes with financial and in-kind support to match SIDA's contribution. The aim is a 50 % contribution from the private sector partner.¹⁸³</p>

¹⁸² <https://www.sida.se/English/where-we-work/Asia/Cambodia/>

¹⁸³ <https://www.sida.se/English/partners/Resources-for-specific-partner-groups/Private-sector/Private-Sector-Collaboration/Public-Private-Development-Partnerships-PPDP/>

Guarantee instrument	Private sector (both large and small projects)	<p>Banks and other investors often find it too risky to offer loans to companies that lack experience, credit history, collateral or operate in hazardous environments. By issuing guarantees, SIDA can mobilise capital from banks and other investors.</p> <p>A guarantee is a financial instrument that is similar to an insurance policy. For a fee, it provides financial compensation for the financier if the borrower is not able to pay back. It is a risk sharing tool where SIDA compensates a pre-defined part of the loan amount, making financing of the development projects less risky for the financiers. SIDA's guarantees can cover both large infrastructure projects and small loans provided by local banks.¹⁸⁴</p>
Challenge Funds	Small social / sustainable enterprises	<p>SIDA finances various Challenge Funds with different regional and thematic priorities so that development can reach as many people as possible. The funds should always address a key development issue which otherwise is not addressed by market forces.</p> <p>A Challenge Fund is aimed at small social / sustainable enterprises that are just starting out or that want to expand to a new market. Focus is often placed upon the innovative aspects of a sustainable and responsible business idea; for example, introducing a new technology in a market that enables higher productivity or more environmentally sustainable production.</p> <p>Many Challenge Funds also offer additional services to grantees, such as technical assistance, that strengthen the capacity of entrepreneurs to take their business innovations even further.¹⁸⁵</p>
Innovations Against Poverty (IAP)	Companies based in, or operating in a poor country	For project description, see SNV Netherlands Development Organisation.
Tenders	Private sector	All Sida procurements are advertised on Kommers Annons. ¹⁸⁶

¹⁸⁴ <https://www.sida.se/English/partners/Resources-for-specific-partner-groups/Private-sector/Collaboration-principles/Innovative-Finance-/>

¹⁸⁵ <https://www.sida.se/English/partners/Resources-for-specific-partner-groups/Private-sector/Collaboration-principles/challenge-funds2/>

¹⁸⁶ <https://www.sida.se/English/partners/procurements/>

3.20.3 Cooperation with Cambodia

Cambodia is one of the Asian partner countries.¹⁸⁷

Industrial Relations in Cambodia. A Public Private Development Partnership (PPDP): In Cambodia, Sweden through SIDA, Hennes & Mauritz AB (H&M) and the International Labour Organisation (ILO) collaborate on industrial relations in a PPDP. The purpose of the project is to strengthen industrial relations and promote collective bargaining with a view to improve wages and working conditions for textile and garment workers. Examples of activities within the project include promoting agreements between workers and employers at the enterprise level, supported by trainings in workplace cooperation, gender equality and non-discrimination at the workplace, labour law, negotiation skills and dispute resolution procedures. At industry level, the project engages in dialogue on policy matters with the Garment Manufacturers of Cambodia (GMAC), major union confederations and the national Ministry of Labour and Vocational Training. Increased dialogue and stability in the relationship between workers and employers increases productivity and benefits both the factory workers, factory owners and H&M as a buyer.¹⁸⁸

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¹⁸⁷ <https://www.sida.se/English/where-we-work/Asia/>

¹⁸⁸ <https://www.sida.se/contentassets/2a1d27fdc4a84543bb6fe311662cc29d/ppdp-sida-hm-ilo-cambodia.pdf>

3.21 Swiss Agency for Development and Cooperation (SDC)



3.21.1 Introduction

The SDC is committed to economic development that is socially and ecologically sustainable. It emphasises the observance and promotion of binding social standards for society and the economy and works to ensure compliance with core labour standards.¹⁸⁹



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

**Swiss Agency for Development
and Cooperation SDC**

Unemployment and underemployment are some of the most serious development problems facing partner countries of the SDC. Only if people have access to productive, reasonably paid employment that enables them to earn an income, can global poverty be reduced in the long term and the Sustainable Development Goals achieved.¹⁹⁰ Cooperation between the public and private sectors can create relevant training opportunities for young people, which in turn helps them find meaningful employment. The SDC supports the private sector and vocational education and training (VET) systems in its partner countries to become more effective and accessible.¹⁹¹

The SDC mainly focuses its efforts on rural areas because of the overarching importance agriculture has in terms of sustainable development and poverty reduction. The SDC helps poor producers, primarily in the agricultural sector, to better position themselves in markets. It also promotes the development of effective value chains so that producers can exploit local, national and global market opportunities more effectively, enhance their added value and diversify into higher-value product lines.¹⁹²

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¹⁸⁹ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/creating-incentives/ansaetze.html>

¹⁹⁰ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development.html>

¹⁹¹ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/youth-employment.html>

¹⁹² <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/creating-incentives.html>

3.21.2 Overview

Title / Topic	Target group / Geographical scope	Information
Public-Private Partnerships for Development (PPPD)	Swiss and local companies	<p>SDC promotes a strategic dialogue with private-sector actors in Switzerland on questions concerning sustainable development and engages in operational partnerships with Swiss or local companies in countries where it is active to achieve a greater impact.</p> <p>Partnerships with the private sector take various forms, including services, the provision of financial resources, expertise and innovation. The SDC determines the appropriate approach according to the objective it intends to achieve. In all cases, the activities it pursues must have the potential to provide a solution that none of the actors would be able to achieve on their own and be beneficial for development. The SDC will step up its involvement in PPPDs whenever such an approach enables it to achieve its development objectives in a significant, effective and more rapid manner.¹⁹³</p>
Microfinance	Local financial institutions (formal and informal ones)	<p>The SDC supports a wide range of financial institutions that offer services for poor client groups. Depending on the context, these may be formal financial institutions, such as banks that offer microfinance products in direct or indirect collaboration with self-help organisations, specialised institutions, such as co-operative societies, non-governmental organisations, village savings funds, post office banks or informal financial institutions, such as savings and loan groups or other civil organisations, etc.</p> <p>The SDC promotes financial education for its target groups. This helps people learn more about financial products such as savings accounts and micro-insurance as well as basic skills in handling modest savings.¹⁹⁴</p>

¹⁹³ <https://www.eda.admin.ch/deza/en/home/partnerships-mandates/partnerships-private-sector.html>

¹⁹⁴ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/financial-development/microfinance.html>

Small enterprise finance	Local financial institutions, initiatives and programmes	<p>The SDC supports institutions, initiatives and programmes that aim to offer a wide range of financial services for small enterprises (anywhere between 5 and 19 positions, depending on the country) on a cost-effective and economically sustainable basis. To this end, the SDC's approaches include 'downscaling' and 'upgrading'.</p> <p>Downscaling: Existing banks or other financial service providers, such as leasing companies, establish new business fields, product lines or sales channels that specialise in financial services for small enterprises.</p> <p>Upgrading: Enabling existing microfinance institutions to address the requirements of small enterprises.¹⁹⁵</p>
Rural finance	Local financial institutions and structures, in rural regions	<p>The SDC offers support for economically viable, client-centric financial institutions and structures in rural regions, including savings and credit unions or co-operatives, alliances between informal and formal financial institutions, full-service banks with a presence in rural areas, or new types of rural development banks, etc.¹⁹⁶</p>

¹⁹⁵ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/financial-development/small-enterprise-finance.html>

¹⁹⁶ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/financial-development/rural-finance.html>

Value chain development	Local companies, manufacturer associations	<p>The SDC helps producers in developing and transition countries position themselves in value chains so that they can participate more in markets and increase their value added.</p> <p>The SDC supports its partners in the following ways: improving the transparency of markets, in particular by analysing value chains and facilitating access to market information; encouraging the creation of manufacturer associations and initiating business contacts; supporting the development of networks of MSMEs and their participation in local, regional and global markets; establishing and expanding competitive services for investment projects, technical improvements, quality management and qualification; providing advice to governments and the private business sector on issues related to market development.¹⁹⁷</p>
Local Economic Development	State, (mostly) local private sector and civil society	<p>The SDC supports participatory processes in which the state, private sector and civil society work together in a region to develop and implement a joint strategy for economic development.</p> <p>Project-based initiatives: The SDC supports initiatives based on individual projects if they contribute to LED in the widest sense or can be used as a starting point for formulating comprehensive regional development strategies.</p> <p>Strategically planned initiatives: In its partner countries, the SDC promotes initiatives which are strategically planned and directed at the region as a whole.¹⁹⁸</p>

¹⁹⁷ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/creating-incentives/value-chains-cluster.html>

¹⁹⁸ <https://www.eda.admin.ch/deza/en/home/themes-sdc/private-sector-development/creating-incentives/local-economic-development.html>, [https://www.shareweb.ch/site/EI/Documents/PSD/SDC%20-%20Factsheet%20-%20PSD%20-%202015%20\(en\).pdf](https://www.shareweb.ch/site/EI/Documents/PSD/SDC%20-%20Factsheet%20-%20PSD%20-%202015%20(en).pdf)

3.21.3 Cooperation with Cambodia

There have been projects concerning Financial Sector Development¹⁹⁹ and Private Sector Development²⁰⁰ in Cambodia, especially co-financing of GIZ's Regional Economic Development Programme in the Western provinces.

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¹⁹⁹

<https://www.shareweb.ch/site/EI/Documents/FSD/FSD%20Factsheet%20Financial%20Sector%20Development%202015-06%20en.pdf>

²⁰⁰ [https://www.shareweb.ch/site/EI/Documents/PSD/SDC%20-%20Factsheet%20-%20PSD%20-%202015%20\(en\).pdf](https://www.shareweb.ch/site/EI/Documents/PSD/SDC%20-%20Factsheet%20-%20PSD%20-%202015%20(en).pdf)

3.22 Swisscontact



3.22.1 Introduction

Swisscontact is the business-oriented independent foundation for international development cooperation. Represented in 36 countries with over 1,100 employees, Swisscontact promotes since 1959 economic, social and environmental development.



Through corporate social responsibility strategies, many private companies would like to get involved in international development cooperation. The Swisscontact foundation is an experienced and reliable partner to help companies achieve this objective.²⁰¹

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3.22.2 Overview

Title / Topic	Target group / Geographical scope	Information
Development partnerships	Local and international companies	Development partnerships encourage the transfer of expertise, counteract the lack of technical expertise, and introduce modern technologies to developing countries. ²⁰²
Regional Investment Support for Entrepreneurs (RISE)	Local SMEs, in Cambodia, Indonesia, the Philippines, Vietnam and later in Laos and Myanmar	<p>The Regional Investment Support for Entrepreneurs (RISE) Platform is a USAID funded, Swisscontact implemented platform that provides business development support (BDS) services and technical assistance (TA) to companies with potential for impact in South-East-Asia. RISE aims to create impact for the base of the pyramid through providing inclusive and sustainable support to SMEs with high potential for positive social, economic, and environmental impact.</p> <p>RISE priority sectors include agriculture, digital platforms and solutions, energy, health, water and sanitation.²⁰³</p>
Swiss Expert Corps (SEC)	SMEs, education and training institutes, as	Through their consulting services, retired experts provide hands-on, cost-effective support towards sustainable

²⁰¹ <https://www.swisscontact.org/en/home.html>

²⁰² <https://www.swisscontact.org/en/your-commitment/project-partnership.html>

²⁰³ <https://www.swisscontact.org/nc/en/projects-and-countries/search-projects/project-finder/project/-/show/rise-en.html>

	well as other organisations, in developing countries and Eastern Europe	<p>development of companies and institutions. Today, more than 700 technical experts, ranging from craftsmen to hotel managers to marketing specialists, provide their expertise.</p> <p>Since 1979, the SEC has carried out more than 2000 consulting assignments, with experts having provided roughly 800,000 hours of voluntary work. This is equal to an estimated 30 million Swiss francs. Depending on the requirements, SEC assignments can last between 2 and 12 weeks.²⁰⁴</p>
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3.22.3 Cooperation with Cambodia

The Cambodia Horticulture Advancing Income and Nutrition (CHAIN) project is a Swiss Agency for Development and Cooperation (SDC) funded programme. CHAIN has now entered its second phase. CHAIN 2 aims to reduce rural poverty in Cambodia by increasing the income of nearly 10,000 smallholder farmers and small-scale entrepreneurs by the end of 2020. The project uses a results-driven market development approach and establishes partnerships between the public and private sectors to strengthen capacities and inclusive governance. Swisscontact provides technical assistance as a consortium partner to lead implementer SNV. Swisscontact supports the project in areas such as market systems development and monitoring and results measurement, including business-to-business linkages at the provincial level, partnerships with national companies, business support for MSMEs such as vegetable traders and local input sellers, partner capacity building, and a local-safe vegetable marketing campaign.²⁰⁵

Cambodia is one of the RISE partner countries²⁰⁶ and one of the SEC focus countries²⁰⁷. There have been 18 SEC assignments in Cambodia.²⁰⁸

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²⁰⁴ <https://seniorexpertcorps.org/en/wirkung/>

²⁰⁵ <https://www.swisscontact.org/nc/en/projects-and-countries/search-projects/project-finder/project/-/show/cambodia-horticulture-advancing-nutrition-and-income-chain.html>

²⁰⁶ <https://www.swisscontact.org/nc/en/projects-and-countries/search-projects/project-finder/project/-/show/riase-en.html>

²⁰⁷ https://seniorexpertcorps.org/wp-content/uploads/Product_FocusCountries.pdf

²⁰⁸ <https://seniorexpertcorps.org/einsatz-kategorie/asia/cambodia/>

3.23 Slovak Agency for International Development Cooperation (SAIDC)



3.23.1 Introduction

SAIDC is responsible for managing bilateral and trilateral development projects within the responsibility of the Ministry of Foreign and European Affairs. SAIDC represents an administrative and contracting unit for bilateral programming; its responsibilities include contracting, implementation, monitoring and evaluation of bilateral and trilateral development projects.²⁰⁹



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3.23.2 Overview

Title / Topic	Target group / Geographical scope	Information
Sharing Slovak Expertise (SSE)	Public institutions (private sector can be involved), in Moldova, Georgia, Albania, Bosnia and Herzegovina, Montenegro, Kosovo, Macedonia, Serbia, Belarus, Georgia, Moldova, Ukraine (in justified cases, developing countries where there is an embassy)	Sharing Slovak Expertise (SSE) is a tool of official development cooperation of the Slovak Republic, launched in January 2019. SSE's main mission is to offer and transfer expertise, experience and recommendations from successful governance reforms in various areas where the Slovak Republic has comparative advantages. SSE activities – study visits, expert secondments, internships, round tables and seminars – can involve representatives of state and public administration bodies and local and regional authorities. In justified cases, non-governmental organizations, the academic community, the private sector, and other entities may be involved in the sharing of Slovak experience and expertise. ²¹⁰

3.23.3 Cooperation with Cambodia






There are no activities in Cambodia yet. In South-East-Asia, there is one project in Myanmar (support of civil society).²¹¹ Slovakia has no embassy in Cambodia.









²⁰⁹ <https://www.slovakaid.sk/en/slovak-agency-international>

²¹⁰ <https://www.slovakaid.sk/en/ako-pomahame/sharing-slovak-expertise-sse>

²¹¹ <http://slovakaid.sk/en/map-view>

4. Summary

Actor	Pilot projects and partnerships	Financing	Matchmaking and transfer of know-how	Tender information
 GIZ	DeveloPPP		PDP	Available
 DEG	DeveloPPP	Corporate finance, BSS, Upscaling Programme, Co-financing of feasibility studies	German Desks	
 Sequa			Chamber and TVET partnerships	
 GTAI				Available
 CIM		Available		
 Alumniportal Deutschland		Available		
 SES		Available		
 DEVCO		Access to finance	Partnership Arrangements, Business Development Services	
 GET.invest			Market Information, Access to Finance / Finance Catalyst, Networking and Information Events	
 AFD / Proparco		Renewable Energies and Energy Efficiency, ARE Scale Up, Private equity investment, Early stage investment in start-ups, Access to credit via local financial institutions, Fund for African entrepreneurs and businesses, Investment funds, Banks and financial services	Business advisory services	Available
 ADA	Business partnerships, Strategic partnerships	Ascertaining commercial feasibility and developmental relevance, Challenges		Available
 BIO		Investment tools, Triple P, BDSF	BDSF	

 Camões	Private sector development			
 CzDA	B2B Programme			Available
 DANIDA	P4G, DMDP	IFU, DBF, DANIDA Business Explorer	Ministry's knowledge and network	Available (DANIDA contracts)
 DFID		International development funding for companies, CDC Group, Challenge Fund		Available
 Enabel	D4D and climate-smart entrepreneurship			Available
 Irish Aid	AADP			Available
 AICS		Matching		Available
 LuxDev	Business Partnership Facility			Available
 MFA	Finnpartnership	BEAM, Finnfund, Finland-IFC Blended Finance for Climate Program, PIF		Available
 BZ	SDG Partnership Facility, FBK	DGGF, DHI subsidy scheme, DRIVE, DFCD	DGGF TA, CBI, DFCD	
 NDF		EEP Africa, EEP Mekong, NCF, CRAFT, CIO		
 NORAD		Enterprise Development for Jobs	Cooperation on Framework Conditions for Private Sector Development in the South	Available
 PIDG		InfraCo Africa, InfraCo Asia, GuarantCo	TAF	
 SNV		IAP		
 AECID	APPD			
 SIDA	PPDP	Guarantee instrument, Challenge Funds, IAP		Available
 SDC	PPPD	Microfinance, Small enterprise finance, Rural finance	Value chain development, Local Economic Development	
 Swisscontact			Development partnerships, RISE, SEC	
 SAIDC			SSE	