



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



UNIDO NETWORK OF INVESTMENT AND  
TECHNOLOGY PROMOTION OFFICES  
BONN, GERMANY

# ANNUAL REPORT 2020

UNIDO Investment and Technology  
Promotion Office (ITPO) Germany

# Mobilizing Investments and Technologies for Sustainable Industrial Development



## UNIDO ITPO Germany

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United Nations Industrial Development Organization

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## Table of Contents

1	<b>Foreword</b>	5
2	<b>UNIDO</b>	6
2.1	UNIDO at a Glance	8
2.2	UNIDO Investment and Technology Promotion Network (ITP Network)	9
2.3	SDG 9: Industry, Innovation and Infrastructure	10
3	<b>UNIDO ITPO Germany</b>	12
3.1	Background and Mandate	14
3.2	The Team	15
3.3	Mobilizing German Investments and Technologies to Achieve the 2030 Agenda	16
3.4	Services of ITPO Germany	18
4	<b>Facts and Figures</b>	22
5	<b>Highlights of the Year</b>	28
6	<b>Activities and Results</b>	34
6.1	ITPO Germany's Comprehensive Response to COVID-19	36
6.2	Delegate Programme	44
6.3	Technology Transfer	48
6.4	Activities & Events	55
6.5	Capacity Building	69
6.6	Institutional Partnerships	72
6.7	Independent Evaluation	76
7	<b>Partners and Stakeholders</b>	78
8	<b>Communications Activities Overview</b>	82
9	<b>Companies and Project Examples</b>	86
10	<b>Outlook into 2021</b>	90





German Federal Minister for Economic Cooperation and Development Dr. Gerd Müller and UNIDO Director General LI Yong signed the Roadmap for our future and present cooperation between Germany and UNIDO.



**Prof. Rolf Steltemeier**  
Head of UNIDO ITPO Germany

Dear Ladies and Gentlemen,

In 2020, ITPO Germany reached its first milestone: We have entered the second project phase. The office was set up by Dr. Peter Failer, the former Head of ITPO Germany, who managed to lay the groundwork and set the path for the future successful development of the ITPO. With the second project phase we also want to contribute to our vision for the year 2030: to be a competent and recognized player in Germany for the mobilization of investments and sustainable technologies for developing countries.

First of all, I would like to express my sincere thanks to my committed colleagues in Bonn and Vienna, whose engaged and knowledgeable work during the first project phase laid the foundation for the impactful success of ITPO Germany. Our team now comprises four experts, one project clerk, one project associate and three administrative staff. One additional senior expert will join ITPO Germany in 2021, making our team complete. I would also like to thank our supportive and invaluable stakeholders, first and foremost the German Federal Ministry for Economic Cooperation and Development (BMZ), especially Stephan Bethe and Roland Guttack from division 111 “trade policy”, and BMZ Deputy Director General Michael Krake, and the UNIDO ITP Network Secretariat in Vienna.

2020 was a difficult year. The outbreak of the COVID-19 pandemic posed challenges to all of us, individually as well as for society as a whole. For ITPO Germany the pandemic also created specific challenges: We had to cancel valuable business delegation trips, project site visits and the participation at trade fairs. But ITPO Germany managed to adapt to these circumstances: We switched to digital tools, declared health and sanitation one of our top priorities and conducted a study on the impact of COVID-19 on agribusiness and the food industry. ITPO Germany also managed to prepare two major projects for 2021:

First, the UNIDO-UNHCR Private Sector Mission to Kenya is ready to start as soon as the global situation allows. ITPO Germany aims to support the UNHCR’s innovation-oriented projects benefitting refugees and the communities that host them in Kenya. We will do so by enabling private sector players to explore opportunities in the refugee-hosting areas.

Second, the development of the Investment and Technology Promotion Portal (ITPP) is a landmark in ITPO Germany’s work. This portal will serve as a global project database for innovative business opportunities. It allows partners to promote business projects and showcase and find sustainable technologies and investment partners. It will thus not only facilitate long-term cooperation with businesses but also serve the institutional memory of technologies and investment promotions facilitated by ITPO Germany. The portal will go live in 2021.

With these activities ITPO Germany remained – even in this exceptional year – a reliable and effective partner for technology and investment promotion. We hope that this Annual Report gives our partners, stakeholders and the interested public a good overview of our work and operations.

**Prof. Rolf Steltemeier**  
Head of UNIDO ITPO Germany





02

UNIDO





## 2.1 UNIDO at a Glance

The United Nations Industrial Development Organization (UNIDO) is the specialized agency of the United Nations for promoting industrial development as a means of poverty reduction, inclusive globalization and environmental sustainability. Its mandate is to promote and accelerate Inclusive and Sustainable Industrial Development (ISID) in developing countries and economies in transition. It works towards increasing productive employment and improving living standards in the world's poorest countries. The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs). UNIDO's mandate is fully recognized in SDG 9 – “to build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation”. UNIDO's vision is a world where economic development is inclusive and sustainable, and economic progress is equitable.

The organization is headquartered in Vienna and maintains a field network of 48 regional and country offices around the world.

### UNIDO focuses on four strategic priorities:

Creating  
shared  
prosperity

Advancing  
Economic  
Competitiveness

Safeguarding  
the  
Environment

Strengthening  
Knowledge and  
Institutions

### Additionally, UNIDO provides a number of cross-cutting services:

Cross  
Cutting  
Services



## 2.2 UNIDO Investment and Technology Promotion Network (ITP Network)

Investment and technology are key drivers of economic transformation. National and foreign investments strengthen inclusive and sustainable industrial development, leading to increased productivity and competitiveness, as they attract capital and disseminate innovative technologies and know-how. Investment and technology can thus boost employment and generate income. To bridge global investment and technology gaps, UNIDO established a Network of Investment and Technology Promotion Offices (ITPOs).

UNIDO's ITPOs are strategically located in both hemispheres and promote investment and technology flows between investors and technology suppliers in their host countries as well as for potential partners in developing countries. They provide support through partnerships and networks, capacity building activities, advisory services, promotional events, investment and technology project assessments and matchmaking activities.

The UNIDO ITP Network is part of the Department of Digitalization, Technology and Innovation (DTI) of the UNIDO Investment and Technology Promotion Division (ITP). Following a restructuring of the UNIDO Secretariat in 2020, the DTI and the Department of Agri-Business (AGR) are now part of one overarching Directorate, the Directorate of Trade, Digitalization, Technology and Agri-Business (DTA), headed by Managing Director Bernardo Calzadilla-Sarmiento.

Currently, nine ITPOs operate throughout the world:

**ITPO Bahrain, ITPO China (Beijing), ITPO China (Shanghai), ITPO Italy, ITPO Japan, CIIC Russian Federation, ITPO Republic of Korea, ITPO Nigeria, ITPO Germany.**

## 2.3

# SDG 9: Industry, Innovation and Infrastructure



The Sustainable Development Goals (SDGs) constitute the core of the 2030 Agenda for Sustainable Development, adopted by all UN member states in 2015. The SDGs guide global, regional and national activities of UNIDO – and thus of course also the activities of ITPO Germany. Although the SDGs are interlinked, at the heart of ITPO Germany's work is SDG 9:

**Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.**

Industrialization, infrastructure and innovation are mutually dependent and crucial to find long-term solutions to both economic and environmental challenges.

### Industrialization:

Inclusive and sustainable industrialization creates employment, generates income and is thus key to economic development and sustained increases in living standards. The 2030 Agenda aims to increase the industry's share of employment and gross domestic product. It strives to expand the access of small-scale industrial and other enterprises, in particular in developing countries, to financial services and their integration into value chains and markets. It calls on the member states to retrofit industries to make them sustainable, and to increase resource-use efficiency and stronger adoption of clean and environmentally sound technologies and industrial processes.

### Infrastructure:

Quality, reliable, sustainable and resilient infrastructure creates inclusiveness as it connects people, reduces spatial disparities and empowers people worldwide to participate in trade and investment and thus supports economic development and human well-being. SDG 9 strives to facilitate infrastructure development in developing countries through enhanced financial, technological and technical support. It calls for an upgraded infrastructure with increased resource-use efficiency and stronger adoption of clean and environmentally sound technologies.

### Innovation:

Innovation is the foundation for not only economic but also environmental sustainability. Innovative technologies boost resource efficiency, low-carbon and energy-efficient production and circular economies. SDG 9 anchors the support for domestic technology development, research and innovation in developing countries. This includes ensuring a conducive policy environment for, inter alia, industrial diversification and value addition to commodities. Furthermore, scientific research should be enhanced and technological capabilities of industrial sectors upgraded to encourage innovation.









### 3.1

## Background and Mandate

The Investment and Technology Promotion Office in Germany was established in 2017 based on an agreement between UNIDO and the German Federal Government. Its mandate is to mobilize and promote responsible and impact investments and transfer of green technologies from Germany and Europe towards developing countries and economies in transition, with a focus on small and medium-sized enterprises (SMEs).

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

To achieve this goal, ITPO actively interacts with the German industrial sector. Germany's industry is highly developed and offers sustainable solutions for the world market. Environmental technologies from Germany are in high demand across the globe.

This mandate is added by the ITPO Germany's vision for 2030: To be a competent and recognized player in Germany for the mobilization of investments and sustainable technologies for developing countries.

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Our Vision: To be a competent and recognized player in Germany for the mobilization of investments and sustainable technologies for developing countries.



Mehrican Eser, Maria Victoria Heller, Rolf Steltemeier, Vanessa Voelkel, Hendrik Theisen, Michael Schmidt

### 3.2

## The Team

ITPO Germany is headed by **Rolf Steltemeier**. In 2020, the two Investment and Technology Promotion Experts **Michael Schmidt** and **Vanessa Voelkel** were promoted to deputy heads of the office. **Jessica Neumann**, formerly Junior Professional Officer (JPO) at the ITPO Coordination, took over a position as Investment and Technology Promotion Expert and will carry out this position in Vienna. The team further consists of Project Clerk Hendrik Theisen, Administrative Assistant **Mehrican Eser** and Office Assistant **Maria Victoria Heller**.

ITPO Germany also gained three new team members in the second half of 2020:

**Theresa Rueth** represents ITPO Germany at the UNIDO Headquarters in Vienna. Fully funded by ITPO Germany, she has been contributing to the UNIDO ITP Network Secretariat and facilitating cooperation with other ITPOs since May 2020. **Lea Spoercke** joined ITPO Germany as Assistant Expert in October. She is responsible for communication and also contributes to project work. **Skirmante Tamelyte** assumed her position as Team Assistant at the same time and will support the team in administrative tasks.

In early 2021, a fourth Investment and Technology Promotion Expert will join ITPO Germany's team, making the team complete for the second project phase.



Jessica Neumann



Theresa Rueth



Lea Spoercke



Skirmante Tamelyte





### 3.3 Mobilizing German Investments and Technologies to Achieve the 2030 Agenda

ITPO Germany strives to combine market opportunities, entrepreneurial initiatives and local needs to maximize the social and ecological impact of its projects in line with the Sustainable Development Goals (SDGs) and the 2030 Agenda for Sustainable Development. Achieving the 17 SDGs of the United Nations is only possible by fostering investment, innovation and technology transfer.

In 2017, Germany took over the G20 presidency for the first time and anchored development, climate and sustainability issues prominently in the G20 agenda.

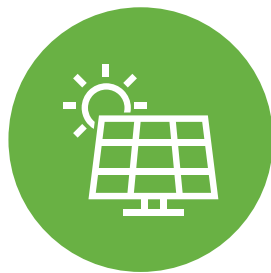
The German Federal Ministry for Economic Cooperation and Development (BMZ) coordinated the further development of the G20 Action Plan to harmonize it with the implementation of the 2030 Agenda. The partnership with UNIDO and the establishment of the UNIDO ITPO on the UN Campus in Bonn reflects this commitment, especially with regard to mobilizing investments and technology to the benefit of developing countries.





### 3.4 Services of ITPO Germany

ITPO Germany is an impartial broker for international investment projects. It provides support and promotes the transfer of green and sustainable technologies *made in Germany* into developing countries, with a focus on the following sectors:



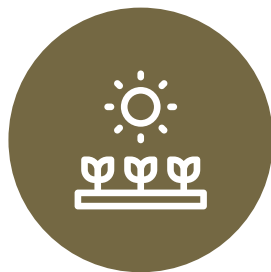
**Renewable Energy**



**Energy Efficiency**  
(Industry, Buildings,  
Transport & Mobility)



**Environmental Technologies**  
(Water / Sanitation,  
Wastewater, Solid Waste)



**Sustainable  
Agribusiness**



**Resource Efficient  
Manufacturing**



**Sustainable and Resilient  
Infrastructure**



**Health  
and Sanitation**



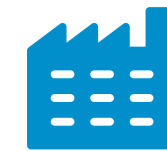
**Mining and  
Natural Resources**



**Mobility**

## A two-pronged strategy to promote industrialization in developing countries

In order to better meet the particular needs and to realize the full potential for industrial cooperation, ITPO Germany adopted a two-pronged strategy promoting industrialization and technology transfer in developing countries. The first part of this strategy supports the industrial upgrading in predominately urban centers, industrial parks and special economic zones, which fulfil the infrastructural conditions for larger-scale industrial projects. The second part of the strategy fosters industrialization from below by focusing on smaller communities in more remote areas and their needs for small-scale and innovative industrial projects and infrastructure development. This approach fully recognizes the differences of these two areas in terms of target groups, technologies required, financing needs and stakeholders involved:



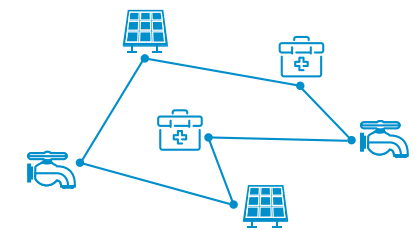
### Industrial upgrading

**Larger industrial projects in urban centres and/or industrial zones** building on existing infrastructure and a developed skill base.

Local investors and business support agencies are driving the process, requesting technologies, partnerships as well as financing opportunities and co-investments from German and European industrial partners.

#### Projects typically

- Involve private investors and more established companies and high technology
- Are commercially financed, often through export credit financing and investment guarantee schemes
- Relate to industrial production and processing plants, energy efficiency and renewable energy in industry and applications such as automatization and Industrie 4.0



### Rural solutions

**Smaller scale industrial projects in predominantly rural areas** with substantial infrastructural deficits in terms of energy, water, education and basic services.

Social business sections of larger corporations, start-up innovators and social enterprises are generally driving the process.

#### Projects typically

- Involve local communities
- Require the collaboration between multiple players and technology providers to address multi-faceted development challenges (CIDS<sup>1</sup>)
- Tend to be financed by public authorities, foundations, impact investors or development finance institutions
- Relate to the supply of basic infrastructure (water, energy, health, skills development) and the development of related value chains, such as agribusiness, commercial enterprises and small-scale manufacturing

<sup>1</sup>Comprehensive Industrial Development Solutions (CIDS) are projects supported by ITPO Germany that involve several and complementary technologies, resources and solutions of a group or consortia of companies.



## Services for German companies, investors and technology providers

ITPO Germany supports SMEs corporations and innovative start-ups with inclusive and sustainable business projects that are relevant for developing countries and economies in transition.

### The measures include:

- Searching for project partners and project opportunities in developing countries
- Networking with other projects and investors to create synergies
- Sharing information and providing advice on financing and funding opportunities
- Participating in trade fairs in Germany and developing countries
- Offering support with the selection of personnel and providing advice on training programs to upgrade local skills crucial for project implementation
- Providing institutional and political support
- Promoting projects and finding partners on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2021)

## Services for companies and investors in developing countries and economies in transition

Local companies and investors need to be the main driver of sustainable and inclusive industrial development in developing countries. ITPO Germany involves them at an early stage and supports them internationally in order to facilitate and accelerate investment projects that are based on sustainable partnerships.

### ITPO Germany's services include:

- Proposing project partners, technology providers and co-investors in Germany
- Consulting businesses on how to approach and present project opportunities to potential German partners and investors
- Facilitating capacity building, training programs and trade show visits
- Promoting projects and finding partners on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2021)

## Capacity building for partners in developing countries and economies in transition

ITPO Germany closely cooperates with Investment Promotion Agencies (IPAs), ministries, other business development organizations and local professional service providers in target markets. Reliable and professional local implementation partners are crucial for the successful implementation of investment projects on the ground. ITPO Germany offers its partners a platform for promoting their markets and projects in Germany. Examples for such measures are:

### ITPO Germany's services include:

- Hosting the Delegate Program for senior staff from IPAs, relevant ministries, enterprises and industry specialists to promote their markets and projects in Germany
- Organizing visitor groups or facilitating (co-)exhibitions in ITPO Germany's trade show program
- Providing institutional support and policy advice
- Promoting projects and companies on the online Investment and Technology Promotion Platform (ITPP) (to be launched in 2021)





04

## Facts and Figures





# ITPO Germany's achievements

650

**companies & institutions**  
connected through B2B/B2G matchmaking

4

**activities** mitigating the effects  
of the COVID-19 pandemic

140

**companies** benefited  
from direct consulting and  
targeted information  
provided by ITPO Germany

14

**strategic cooperations** between  
institutions and potential investors were established

65

**technologies** were scouted and  
promoted in developing/industrializing  
countries

17

**delegations** from  
Africa, China and Eastern Europe  
were accompanied in Germany

24

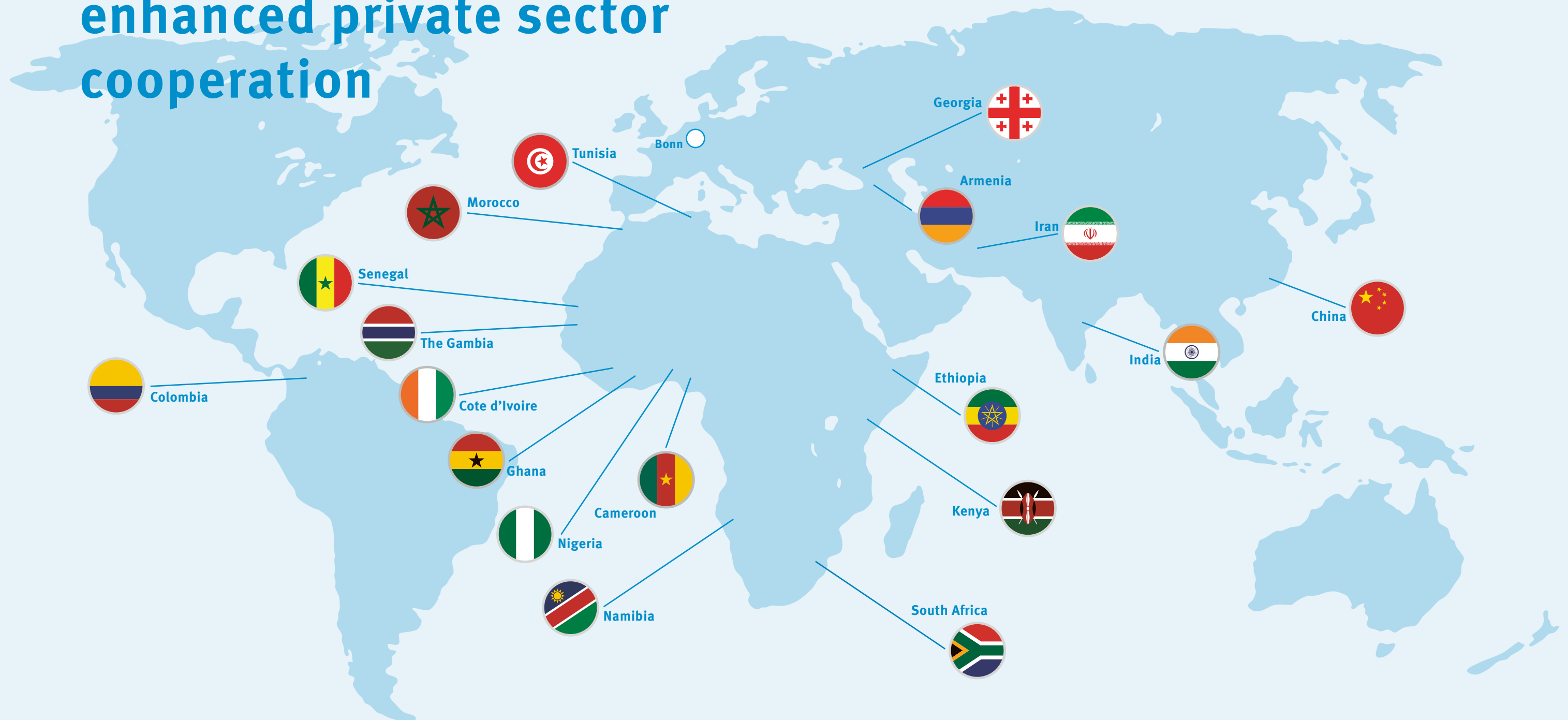
**fairs and matchmaking events**  
to which ITPO actively contributed



# 18 countries in which ITPO Germany supported enhanced private sector cooperation



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05

## Highlights of the Year







## OFF-GRID Expo + Conference 2 - 4 December 2020

ITPO Germany partnered with Augsburg Fair and Alliance for Rural Electrification (ARE) at the OFF-GRID Expo + Conference, a specialized event that brings together project developers, investors and technology providers active in decentralized renewable energy projects. Originally scheduled to take place in Augsburg/Germany, OFF-GRID this year had to take place virtually.

ITPO Germany participated in the panel discussion “Off-Grid in the period after COVID-19” with ARE and leading companies in the field. ITPO Germany Deputy Head Michael Schmidt explained the importance of the off-grid sector for achieving inclusive and sustainable development and how ITPO Germany can support the off-grid sector by connecting local expertise and small innovative companies with the ITPO network, the authorities and other UN organizations.

ITPO Germany presented its services and UNIDO’s expertise in the energy field at a virtual booth, where ITPO Germany experts exchanged expertise and information with interested visitors and innovative companies from the off-grid sector. In order to promote the exchange between project owners, investors and technology providers in Germany and ITPO Germany’s target countries in Africa, Asia and Latin America, the ITPO organized a dedicated online B2B Matchmaking Event on the first day of the OFF-GRID Expo+Conference. 227 participants used the Matchmaking Event for online B2B exchange.

To allow for networking and personal exchange, ITPO Germany also organized three informal networking sessions, using the innovate Run The World App. The networking sessions provided an informal way to connect with visitors, exhibitors and the global off-grid community. The individual matches lasted five minutes each and randomly connected two participants who had the chance to exchange experience and expertise via video call.



### Achievements

- ✓ 55 tickets were sold via ITPO Germany’s promotion
- ✓ 40 meetings at the ITPO Germany booth
- ✓ 227 participants at the B2B Matchmaking Event
- ✓ 3 Networking Sessions with 158 matches



ITPO Germany Deputy Head Vanessa Voelkel announcing ITPO Germany’s services at the OFF-GRID Expo + Conference



Michael Schmidt, ITPO Germany Deputy Head, at the OFF-GRID Expo + Conference Session I “Off-Grid Electrification in the post COVID-19 Era”



*The OFF-GRID B2B meetings and virtual networking cocktails organized by ITPO Germany were so special in the way they provided a unique opportunity where you can e-meet on a face-to-face basis, pitch for your business getting relevant insight and connections from investors, fellow industry leaders and different partners. The digital networking cocktail proved to be invaluable for me. It gave me the opportunity to engage with different people within an hour.”*

**Joseph Lohose**  
CEO and Founder of Tech Power Services







Vanessa Voelkel, ITPO Germany Deputy Head,  
with the Ambassador of Kenya to Germany, Esther Nyambura Mungai



### Achievements

- ✓ Over 70 applications for the Delegate Programme received
- ✓ 15 delegates selected
- ✓ 9 African countries featured at the booth
- ✓ 2 panel discussions organized on industrial development and investment opportunities in Africa

## Investment Management Exhibition Frankfurt, 8 - 9 September 2020

Originally planned as a larger physical event in March 2020, this year's Investment Management Exhibition (IME) was postponed to 8-9 September. The number of participants was reduced to 100 to meet the hygienic rules and requirements related to the COVID-19 pandemic and included video streamings by speakers who could not attend. The envisaged comprehensive ITPO Germany Delegate Program with 15 representatives from ten African countries had to be scaled down substantially.

The two-day event had a regional focus on Africa and Latin America and covered the following topics in dedicated sessions: general investment trends, the use of digital tools in investment promotion, gender empowerment in investment processes, the effect of the pandemic and special presentations of various regions and countries in Latin America and Europe. ITPO Germany participated in the panel session on the prospects of foreign direct investments and economic recovery in Africa.

Together with the event organizer Xhafa Exhibition, ITPO Germany managed to organize an "Invest in Africa" booth featuring nine African countries (Morocco, Tunisia, Egypt, Kenya, Nigeria, Ghana, Cote d'Ivoire, Sierra Leone and Gambia). The countries participated in the conference program and showcased their investment opportunities on the ITPO Germany booth with representatives of their investment promotion agencies (Senegal, Tunisia), ambassadors (Kenya), trade commissioners (Egypt, Cote d'Ivoire) and private sector representatives (The Gambia, Nigeria).



Ambassador of Kenya to Germany Esther Nyambura Mungai



Investment Management Exhibition 2020



*"We presented Senegal's investment opportunities at a booth dedicated to Africa and held numerous bilateral meetings with potential investors and partners."*

**Kadio Fofana Diop**  
Investment Director of APIX



*"Thanks to the participation in the IME conference I met with relevant business contacts across sectors. I gained a better understanding of how the Nigerian business environment is perceived by the European business community."*

**Ikecheukwu Okoli**  
Kiakia Gas (Start-up from Nigeria)





#### Long-term strategies of companies to decrease the impact of the coronavirus crisis



#### Accelerated internationalization vs. retreat to domestic markets



Only one-third of larger companies and a quarter of companies in Asia and Africa consider international expansion to be the right strategy, given the uncertain conditions in their domestic markets. In contrast, half of the SMEs, especially those located in Europe, see opening new markets and continued international expansion as the right way to adapt to the crisis (51%). This confirms the tendencies that the crisis will further increase the role of SMEs targeting international markets in the global food and agricultural industry.







## 6.1 ITPO Germany's Comprehensive Response to COVID-19

In 2020, ITPO Germany's activities and services were largely affected by the COVID-19 pandemic, with all international travel in and out of Germany restricted and many physical workshops, exhibitions and capacity-building activities canceled or postponed. In response, ITPO Germany has quickly and strategically changed its implementation from physical activities to online activities, including online webinars, for instance in collaboration with Future Cleantech Architects (FCA), participation in online exhibitions (OFF-Grid Exhibition + Conference) and online B2B matching activities. Although online activities were effective and served as a great alternative under COVID-19 restrictions, some of the activities need to be conducted physically, and therefore have to be suspended until the restrictions are lifted (e.g. the joint UNHCR-UNIDO Private Sector Mission to Kenya).

Therefore, ITPO Germany concentrated on responding and adapting to the evolving situation. This also meant to proactively find ways in which ITPO Germany could support the mitigation of the COVID-19 pandemic.

Among these activities was research regarding the local production of personal protective equipment (PPE). UNIDO faced many requests from countries regarding PPE, such as masks, gloves or clothing. ITPO Germany undertook in-depth research on major reliable PPE producers in Germany, standards and norms for production, methods to assess the conformity of PPE according to EU norms, testing process of face masks and further information that allows to buy safe PPEs in Germany. Furthermore, ITPO Germany facilitated the transfer of German technologies to developing countries to improve the health, sanitary and hygiene environment in order to fight COVID-19. For example, ITPO supported an Austrian PPE producer to explore the Kenyan market for local production of face shields in 2021.





## UNIDO Global Call for “Innovative Ideas and Technologies vs. COVID-19 and beyond” June-July 2020

Against the backdrop of the immediate health emergency and the related socio-economic challenges of the COVID-19 pandemic, especially for developing countries, a UNIDO-wide call for action in the form of a global competition for innovative ideas and technologies was launched in June 2020. The Global Call for “Innovative Ideas and Technologies vs. COVID-19 and beyond” was originally proposed by UNIDO ITPO Italy and was initiated and hosted by the entire ITP Network.

The competition sought to identify readily deployable solutions and technologies to assist countries in responding to the various detrimental effects of the crisis. The Global Call was structured around four overarching categories. Together with the Heads of all other UNIDO ITPOs and further internal and external experts, Rolf Steltemeier, Head of ITPO Germany, formed part of the jury that evaluated the 1,101 applications from 108 countries worldwide. Due to the close vote from the jury, two winners were identified for the “Health Emergency” category and one winner was identified for each of the other three categories.



### Here are the winners:

#### Health Emergency

**ECO4CO (Italy)**, an “Earth Cognitive System for COVID-19” based on satellite and geo-information technology

**Indoor real-time dynamic air and object surface disinfection (China)**, an innovative technology for safe and efficient real-time disinfection

#### Energy and Environment

**EcoWorth Tech (Singapore)**, a solution using “Carbo Fibre Aerogel” to transform wastewater into clean water

#### Food and Agriculture

**ColdHubs (Nigeria)**, a “plug and play” modular, solar-powered walk-in cold room for off-grid storage and preservation of perishable foods

#### Resilient Industries and Infrastructure

**Plasticpreneur (Austria)**, a local production of personal protective equipment (PPE) from plastic waste by providing easy access to cost-efficient and small-scale recycling machines, along with the provision of social entrepreneurship skills

During the online Award Ceremony held on 14 July 2020, which was attended by more than 400 participants, Rolf Steltemeier presented the winners of the categories “Energy and Environment” and “Food and Agriculture”, also referring to ITPO Germany’s work in those areas.

To increase visibility for the awarded proposals and to support the conclusion of international partnerships, UNIDO provided the winners of the Global Call with advisory and mentorship services through the ITPOs, as well as with the opportunity to showcase their innovative solutions on the occasion of the EuroScience Open Forum 2020 (ESOF2020) and the upcoming Expo Dubai 2021.



Global Call Online Award Ceremony



## “How COVID-19 will affect agriculture in emerging markets” – a study commissioned by UNIDO, DLG and SmartHectar April - July 2020

In order to evaluate the effects of the COVID-19 pandemic on the food and agricultural sector, ITPO Germany initiated an online survey among German and European companies with business activities in African and Southeast Asian markets.

The survey was developed and implemented in cooperation with the German Agricultural Society (DLG) and SmartHectar Innovation and targeted 800 companies from the food and agricultural sector. Dimap, the German Institute for Market and Political Research, conducted the survey online and by telephone between June and July 2020.

The survey provides a deeper insight into the implications of COVID-19 for the food and agricultural sector in African and Asian markets: It confirmed that the pandemic indeed represents a huge challenge to companies operating in the food and agribusiness sectors. However, the survey also found that despite the crisis, the long-term outlook of most companies remained rather positive. Only about ten percent of respondents considered layoffs or closing down part of their business in foreign markets. A majority of SMEs saw the opening of new markets and continued international expansion as the right way to adapt to the crisis. Keeping markets open was seen as crucial to ensure global food supplies and to maintain social and economic stability.

The respondents were convinced that trade liberalization has to be accompanied by active measures aimed at strengthening local supply chains and facilitating industrial upgrading of agricultural and food-processing industries. The survey also showed that African and Southeast Asian markets continue to be seen as high growth markets with considerable potential for agricultural and food processing industries. 90 percent of the companies surveyed would like to increase or maintain their market presence in the next one to three years, despite the ongoing crisis.

The results of the survey validated the approach of ITPO Germany and its partners regarding their continued efforts to support technology providers and investors in the food-processing and agricultural sectors in developing countries and emerging markets, particularly in Africa and Southeast Asia.

The survey met with broad public response. It was downloaded around 300 times from the website of ITPO Germany. More than ten media outlets published the results, among these the German business newspaper Handelsblatt. Institutions such as Germany Trade and Invest (GTAI) and DLG also distributed the results to specific business target groups.





# DVT Business Summit and Skills Conference

## 1 - 4 December 2020

As a follow-up of the Global Call, ITPO Germany further connected the winners with potential partners from its network. Subsequently, Nnaemeka Ikegwuonu, CEO of Cold-Hubs and winner of the “Food and Agriculture” category of the Global Call, was invited by the Delegation of German Industry and Commerce in Nigeria to present his innovative business model at their virtual Dual Vocational Training (DVT) Business Summit and Skills Conference from 1-4 December 2020. As part of the team of ITPO Germany, Theresa Rueth moderated the fireside chat during the conference themed “Skills Development in Nigeria – Challenges and Opportunities of the Corona Pandemic”.



Nnaemeka Ikegwuonu, Founder and CEO of ColdHubs, and Theresa Rueth, Project Associate UNIDO ITP Division, at the DVT Business Summit



One of ColdHubs' solar-powered cold rooms in Nigeria

# Events cancelled or postponed due to COVID-19

- Hannover Fair (April)
- INTERPACK, Duesseldorf (May)
- IFAT 2020, Munich (May)
- German-Nigerian Business Forum, Munich (May)
- Business Delegation Kenya/UNHCR (June)
- Global Social Business Summit 2020 (GSBS), Munich (June)
- Corporate Think Tank Africa, Munich (June)
- Vienna Energy Forum/Family Office Day, Vienna (June)
- Saint Petersburg Economic Forum, St. Petersburg (June)
- Africa Event of Chamber of Commerce and Industry Black Forest-Baar-Heuberg (July)
- Global Cleantech Summit, Amsterdam (September)
- China International Fair for Investment and Trade CIFIT, Xiamen (September)
- UN Day Bonn (October)



## 6.2 Delegate Programme

ITPO Germany's partnership approach to investment and technology promotion includes close cooperation and dialogue with Investment Promotion Agencies (IPAs), ministries and other business development organizations.

Usually, the Delegate Programme lasts for up to two weeks and comprises pre-arranged business meetings, investment seminars and may include participation in specialized trade shows and conferences. Due to the COVID-19 pandemic the Delegate Programme only took place once in 2020, during the Investment Management Exhibition (IME) in Frankfurt (see chapter 5).

The Delegate Programme is an integral part of ITPO Germany promotional activities and support to partner organizations in increasing their visibility and network of contact to German institutions, investors and technology providers.

For the Delegate Programme 2020, ITPO Germany received more than 70 applications, which were thoroughly evaluated and ultimately led to the selection of 15 delegates from 10 countries. The envisaged programme for delegate visits in 2020 could, due to the onset of the COVID-19 pandemic and resulting travel restrictions, only partially be implemented.







Vanessa Voelkel and Michael Schmidt, Deputy Heads of ITPO Germany with the ITPO Germany Delegates at the Investment Management Exhibition 2020

ITPO Germany used 2020 to strengthen the links to institutions and delegates involved in the previous two years, most notably from Nigeria, Senegal, Ethiopia and Morocco, by discussing and promoting investment opportunities and joint publications and activities.

During the Investment Management Exhibition (IME), ITPO Germany organized the presence of numerous representatives of African companies and their Embassies in Germany, to further strengthen institutional links to these countries, including two representatives of the Senegalese Investment Promotion Agency APIX. Kadio Fofana Diop, Investment Director of APIX and UNIDO partner in Senegal, was invited by ITPO Germany and accompanied by Soda Diop Ba, Head of the Department of Agriculture and Agribusiness of APIX.



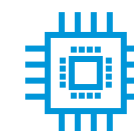
Kadio Fofana Diop, Investment Director of APIX



## 6.3 Technology Transfer

ITPO Germany is continuously scouting for and engaging with companies, research institutions and investors that are developing and implementing new technologies that are relevant and applicable in newly industrializing countries. Technologies and the entrepreneurs who are promoting these technologies are the driving force behind innovations and economic, social and environmental development in these countries.

Apart from the practical applicability and commercial viability of technologies and business models, ITPO Germany usually partners with projects and promotes technologies that have a high social, economic and environmental impact and that contribute to the SDGs. Cleantech, green technologies, social entrepreneurship, as well as industrial innovations are the backbone of ITPO Germany's technology and investment portfolio.





## Investment and Technology Promotion Platform (ITPP)

ITPO Germany started designing and contracting the development of the Investment Technology Promotion Platform (ITPP) that will go live in the first half of 2021. The platform will primarily present technologies and projects in the following sectors:

- Renewable Energy
- Energy Efficiency
- Environmental Technologies
- Agribusiness
- Infrastructure
- Health & Sanitation
- Manufacturing
- Mining & Natural Resources
- Mobility
- Skills Development & Entrepreneurship
- Comprehensive Industrial Development Solutions

The online platform will focus on sustainable technologies and projects that are ready for implementation and generate positive social, economic, ecological and technological impacts in target countries. The platform fosters partnerships between companies and technology providers, most notably in projects involving Comprehensive Industrial Development Solutions (CIDS<sup>2</sup>), and will also be open for investors, financiers and other funding partners. Although the initial focus of the platform will be to mobilize investments, technology transfer and industrial cooperation between Germany and developing countries, the platform is open and transparent for projects and technologies from other countries and especially for innovative solutions from emerging markets and developing countries.

## UNIDO/UNHCR Private Sector Mission to Kenya

Building on the preparatory mission to Kenya in December 2019, ITPO Germany scheduled the Private Sector Mission to Kenya for June 2020. Due to the onset of the COVID-19 pandemic and the related international and national travel restrictions, the visit to Dadaab (Garissa County) and Kakuma/Kalubeyei (Turkana County) had to be postponed until 2021. ITPO Germany continued to promote the mission during the year, for which approximately 50 innovative local and international companies have signed up.

**These companies and the planned Private Sector Missions focus on the following sectors:**

1. **Sustainable Energy** for refugees, host communities, UNHCR and other organizations operating in the refugee-hosting areas
2. **Agribusiness**, agricultural value chains, including cool-chain solutions

<sup>2</sup>Comprehensive Industrial Development Solutions (CIDS) are projects supported by ITPO Germany that involve several and complementary technologies, resources and solutions of a group or consortia of companies.

3. **Water/Sanitation/Health**, water supply, irrigation, WASH
4. **Infrastructure**, with a focus on shelter, construction, construction materials and waste management
5. **Skills Development & (Light) Manufacturing**, innovative ways of combining training and skills development with value-chain development

In order to prepare for the upcoming mission, ITPO Germany organized an **Online Briefing and Networking event on 25 November 2020**: The interactive meeting included briefings by the UNHCR Representatives Office in Nairobi, UNHCR Sub-Offices in Kakuma/Kalobeyei and Dadaab and representatives of the Garissa and Kakuma county governments. Over 80 companies participated and over 40 of them joined the networking session where they could meet representatives of the UN organizations and discuss possible joint projects with other participating companies.



Kenya Private Sector Mission Briefing: Michael Schmidt, ITPO Germany Deputy Head, Magatte Guisse, Head of Operations, UNHCR Sub-Office Dadaab, Michael Eregae, Turkana County Chief Officer for Trade, Gender and Youth Affairs, Ignazio Matteini, Head of Operations, UNHCR Sub-Office Kakuma, and Ivana Unluova, Assistant Representative (Programme), UNCHR Kenya





ITPO Germany Deputy Heads Vanessa Voelkel and Michael Schmidt at the Future Cleantech Architects meeting of entrepreneurs and stakeholders

Vanessa Voelkel and Michael Schmidt, both Investment and Technology Promotion Experts and Deputy Heads of ITPO Germany, joined the FCA Expert Panel in March 2020. As two of twelve experts with exceptional expertise on scaling sustainable technology, they particularly focus on international cleantech projects and consortia with cross-border character.

Throughout 2020, ITPO Germany and FCA have closely cooperated on several events. Vanessa Voelkel and Michael Schmidt attended the Expert Panel Meetings in July and September 2020 and discussed the strategic priorities of FCA.

Vanessa Voelkel attended the digital “Coffee and Cleantech” event on 16 October 2020, which also marked the informal celebration on the establishment of Future Cleantech Architects.

On 12 November 2020, ITPO Germany co-organized the online discussion “The Third Future Cleantech Panel: The Innovators Edition” with FCA and EIT InnoEnergy with around 120 participants.

The Future Cleantech Panels discuss ambitious ideas on cleantech and bring innovators, the public side and the corporate sector together. In the Third Future Cleantech Panel four outstanding innovators discussed breakthrough solutions in ocean energy, zero carbon fuels and renewable energy for emerging economies.

## Strategic partnership with Future Cleantech Architects

A key objective of ITPO Germany is to contribute to the achievement of the United Nations Sustainable Development Goals (SDGs), especially the ones related to industry and sustainable production. Amongst these SDGs are Goal 7 (Affordable and Clean Energy) and Goal 13 (Climate Action).

A key challenge for on-time solutions to the climate challenge is to ensure the development of high-impact cleantech solutions. To address this challenge, ITPO Germany has partnered with Future Cleantech Architects (FCA). FCA is an innovative think tank working on high-impact innovations that support the energy transition. In their strategic partnership, ITPO Germany and FCA leverage synergies in their work on promoting clean and sustainable technologies and jointly address cleantech challenges and solutions through joint events, communication and advocacy efforts.

„The cooperation with UNIDO ITPO Germany came about in a very natural and intuitive way. Given that the ITPO team is completely focused on scaling innovative technology ideas across national borders, and that their approach is so hands-on, they quickly became our close partner in scaling high-impact ideas to combat the climate crisis.”

**Peter Schniering**  
Founder of Future Cleantech Architects



Our Expert Panel



Specific knowledge on developing and scaling high-impact solutions

**Vanessa Völkel**  
United Nations Industrial Development Organization (UNIDO)  
– Investment and technology promotion expert



**Sven Meier**  
Energie Baden-Württemberg AG (EnBW)  
– Director of Digital Transformation



**Michael Schmidt**  
United Nations Industrial Development Organization (UNIDO)  
– Investment and technology promotion expert

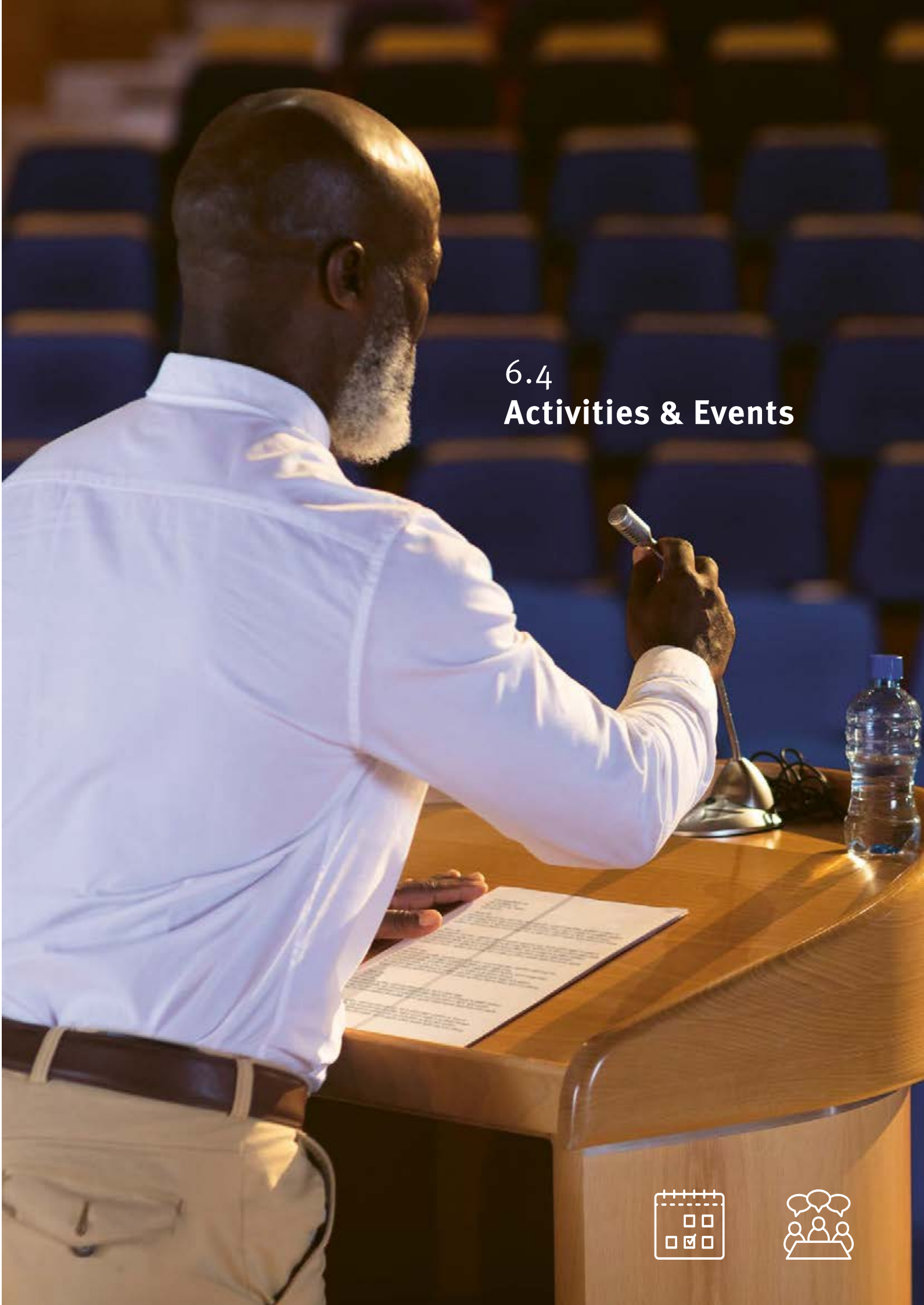


**Christian Sander**  
Energie Baden-Württemberg AG (EnBW)  
– Lead Blockchain & DLT

6.4  
Activities & Events



ITPO Germany Deputy Heads Vanessa Voelkel and Michael Schmidt at the Third Future Cleantech Panel: The Innovators Edition





## New Year reception for the Diplomatic Corps Berlin, 13 January 2020

Under the diplomatic custom, the German Federal President, Frank Walter Steinmeier, regularly invites ambassadors as well as representatives and staff in leadership positions of international organizations to meetings and receptions.

As the Head of ITPO Germany is considered to be part of the extended circle of the diplomatic corps, Rolf Steltemeier attended the New Year reception for the Diplomatic Corps.

The reception provided an opportunity to build meaningful relationships with German representatives from many partner countries and enhance the visibility of the UN as a whole and of UNIDO ITPO Germany in particular.

Numerous talks were held with relevant stakeholders, including the German Federal Minister for Economic Cooperation and Development, Gerd Müller, the Parliamentary State Secretary for Economic Cooperation and Development, Maria Flachsbarth, the State Secretary for Economic Cooperation and Development, Martin Jäger, and the German Federal President Frank-Walter Steinmeier.

There were also lively exchanges with heads of other UN agencies, for example with Edeltraud Günther, Director of the United Nations University, Institute for Integrated Management of Material Fluxes and of Resources (UNU-FLORES).

As a result of the reception, UNIDO ITPO Germany and UNU-FLORES started to collaborate closely on awareness raising and research projects.



Rolf Steltemeier, Head of ITPO Germany, and Frank-Walter Steinmeier, German Federal President



Rolf Steltemeier, Head of ITPO Germany, and Gerd Müller, German Federal Minister for Economic Cooperation and Development





ITPO Heads Meeting in Vienna

## ITPO Heads Meeting & Board of Directors Retreat Vienna, 16 - 18 January 2020

At least once a year, all ITPO Heads reunite for a Heads Meeting in Vienna. Heads and/or representatives of all nine offices come together to develop common strategies for their annual work plan and create impactful synergies. Weixi Gong, ITP Network Coordinator and Chief of the UNIDO Investment and Technology Promotion Division, hosted the meeting and took the opportunity to present the 2019 Highlights of the ITP Network, covering a wider range of business areas, success stories as well as innovations fostered by the Network such as longer project cycles, the possibility for ITPOs to develop spin-off projects and numerous extensions of ITPO project documents, partly with higher project budgets. Furthermore, a draft ITP Network Manual was presented.

The purpose of this manual is to serve as a key guiding document to provide strategic and operational guidance on two levels: 1) to enable the ITP Network as an organization-wide strategic tool to serve as a bridge between the private and public sector, 2) to enable ITPOs to deliver standardized services to member states through the ITP Network. An ITPO is both unique and complementary as it is part of an entire network, and therefore, it is important that each ITPO contributes to programmatic elements and cooperation activities, while staying committed to clearly defined strategic lines of action, in terms of reporting and scaling up the development impact of UNIDO's work. Last but not least, the Network's priorities for 2020 were introduced to ensure that implementation is fully aligned with the mandate of the Division, Department and the overall organization.

Every year, the ITPO Heads Meeting also provides an opportunity to participate in the Board of Directors (BoD) Retreat held at the Imperial Riding School Renaissance Vienna Hotel, whereby all Directors of UNIDO gather to elaborate on the organization's priorities and to discuss key factors of UNIDO's success for the coming year.

The Board of Directors Retreat 2020 was guided by the Abu Dhabi Declaration and continued the line of the past two retreats under the overarching theme of "integration and scale-up", the management objective for the period 2018-2021. Building on the important progress made in several managerial areas in 2019, the concrete steps planned for next year, and on the findings of the External Auditor's Report and the Multilateral Organisations Performance Assessment Network (MOPAN) assessment, this year's BoD Retreat addressed critical areas and progressing changes needed to step up to the challenges, risks and role UNIDO is called to play to support Inclusive and Sustainable Development (ISID) and the SDGs. The aim of the management objective remains to maximize impact, harness synergies and partnerships, while using a mix of UNIDO's complementary functions and services in a more integrated manner. The best use of capacities and resources as well as continuous efforts to innovate will remain imperative.

With a view to focused discussions with concrete takeaways, the Board of Directors Retreat 2020 concentrated on three topics covered in three sessions:

1. The Fourth Industrial Revolution
2. IDDA III (the Third Industrial Development Decade for Africa) and the PCP (Programme for Country Partnership) approach
3. Improvements and innovations in internal management

Other key issues came up in the discussions, such as mainstreaming results-based management and implementing the new integrated results and performance framework, systematizing the approach to enterprise risk management, enhancing accountability as well advocacy and outreach activities.



UNIDO Board of Directors Retreat in Vienna



## International Organizations Career Fair Berlin, 25 January 2020

Recruiting talent is important for the success of every organization. It can be difficult for highly specialized entities to attract applications from qualified candidates. Job fairs are a common recruitment channel that present several potential benefits to the organizations that attend them. On 25 January 2020, ITPO Germany together with a UNIDO Human Resource Officer, participated in the International Organizations Career Fair of Germany's Foreign Office held in Berlin for the 15th time.

The event is aimed at students, graduates and professionals interested in working in international organizations and European institutions. The exhibitors included the European Parliament, the European Central Bank, several international development banks and many other UN organizations. In total, more than 50 organizations were present.

Promoting the goals and the work of UNIDO towards potential future staff of international organizations is of great importance to connect with a large pool of candidates. Many of the 1,600 visitors were very interested in the work of UNIDO and in particular the Bonn office. Curious questions often targeted the work atmosphere within UN Organizations as well as career opportunities such as the Junior Professional Officer Programme. The internationality, diversity of cultures and impact-driven work seem to be the main drivers of interest in working for the UN among young people.



Dana Vavrikova, UNIDO Human Resource Officer, Hendrik Theisen, ITPO Germany Project Clerk, and Jessica Neumann, ITPO Germany Investment and Technology Promotion Expert, at the UNIDO booth

## German-African Economic Forum NRW Dortmund, 18 February 2020

The German-African Economic Forum NRW is one of the most important economic policy events in Germany on the topic of Africa.

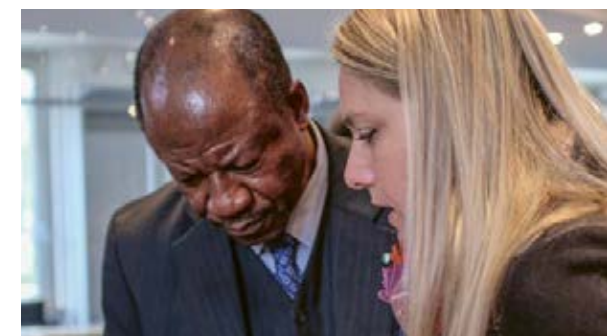
The 6th forum was held under the motto "Africa 2020: German companies on the path to success!"

It aimed in particular at mid-sized German companies who are to be won over for investments in and trade with Africa. The thematic focus was put on the development trends urbanization, digitalization, sustainability and industrialization. All key sectors of African business were covered, from infrastructure and construction to renewable energies, the digital economy and mobility. The event was attended by 400 participants including a large number of entrepreneurs from Germany and Africa.

ITPO Germany Investment and Technology Promotion Experts Vanessa Voelkel and Michael Schmidt attended the event and split up between the different thematic blocks and during breaks to maximize the networking opportunities. At least 30 talks were held with primarily African companies or institutions.



German-African Economic Forum NRW



Explaining ITPO Germany at the German-African Economic Forum NRW



Discussing opportunities at the German-African Economic Forum NRW



Networking at the German-African Economic Forum NRW



## Hannover Fair/Global Manufacturing and Industrialization Summit (GMIS)

### 20 - 21 April 2020

The Global Manufacturing and Industrialization Summit (GMIS) is a high-level, multi-stakeholder platform aiming to achieve an inclusive and sustainable Fourth Industrial Revolution (4IR) through stimulating dialogue, partnerships and action. Originally, the GMIS was planned to take place during the Hannover Messe, the world's largest industrial trade fair. With the outbreak of the COVID-19 pandemic, GMIS 2020 had been reformatted into a series of high-level online discussion panels. ITPO Germany contributed by conceptualizing and mobilizing speakers. Under the theme "Glocalisation: Towards Sustainable and Inclusive Global Value Chains", GMIS2020 brought together close to 100 thought-provoking leaders from governments and businesses and more than 10,000 attendees from over 140 countries.

The UNIDO ITP Network organized the GMIS2020 side event "Exploring the future of manufacturing and industries: Industry 4.0's true potential in advancing the attainment of the SDGs and shaping Society 5.0".

Both Industry 4.0 and the Japanese concept of Society 5.0 are closely aligned with the attainment of the UN 2030 Agenda and the SDGs as well as inclusive and sustainable industrial development. The objective of the event was threefold: 1) to identify needs, challenges and opportunities for manufacturing and industries in developing countries and emerging markets, 2) to provide a platform to exchange innovative ideas and solutions and 3) to design the future of manufacturing and industries among stakeholders from different sectors and regions.

ITPO Germany mobilized Alina Sorgner, Assistant Professor of Applied Data Analytics at John Cabot University Rome and Research Fellow at the Institute for the World Economy, as a speaker. Alina Sorgner addressed the new challenges to gender equality that arise from the 4IR technologies. She raised awareness for the need for global approaches to gender equality: While promoting gender equality is a global objective, the means to bring about more gender equal societies should be local – and they should account for place-specific cultural, socio-economic, and historical factors that might influence gender equality. This event was aired on 18 August 2020 as part of the webinar series of the post GMIS summit.



Alina Sorgner  
Assistant Professor of Applied Data Analyst,  
John Cabot University Rome

## Creative Business Investors Webinar 2020

### 17 June 2020

Based in Denmark, the Creative Business Network (CBN) supports start-ups from creative industries excelling as innovative disruptors. While CBN usually hosts several start-up competitions around the globe, during the COVID-19 pandemic they started to organize multiple webinars with the aim to guide the most promising companies of the creative industries.

On 17 June 2020, ITPO Germany participated as guest speaker in their webinar about Creative Business Investors. The event was hosted by Creative Business Networks' Managing Director, Rasmus Windstedt Tscherning, and by Antonio Berardone, Global Networking Assistant. ITPO Germany Investment and Technology Promotion Expert Vanessa Voelkel and ITPO Germany Project Clerk Hendrik Theisen provided the more than 30 participants with insights into the work of the UNIDO ITP Network and about how to attract investors into their businesses.

Through the webinar, ITPO Germany gained many interesting insights about needs and challenges of start-ups, mainly from the perspective of founders from developing countries in Latin America and Africa.



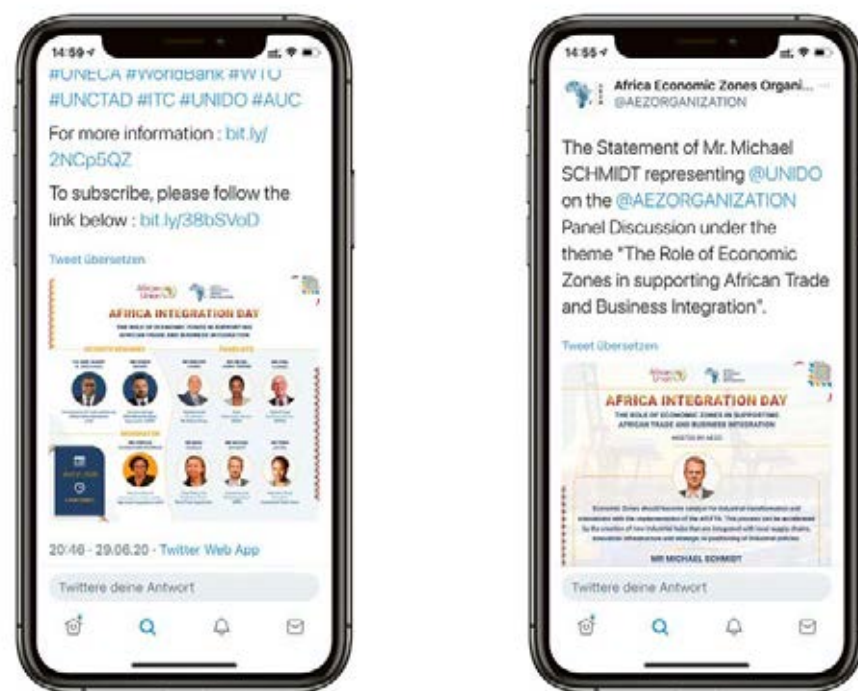
ITPO Germany Deputy Head Vanessa Voelkel and ITPO Germany Project Clerk Hendrik Theisen presenting the work of ITPO Germany at the Creative Business Investors Webinar



## Africa Integration Day (AID), “Role of Economic Zones in supporting African Trade and Business Integration”

### 2 July 2020

ITPO Germany, represented by Investment and Technology Promotion Expert Michael Schmidt, participated in the panel session “The role of Special Economic Zones (SEZ) in supporting African trade and business integration”. The session was organized by the African Union (AU) and the African Economic Zones Organization (AEZO) and included statements by Ambassador Albert M. Muchanga, AU Commissioner for Trade and Industry, Ahmed Bennis, Secretary General of AEZO, and experts from WTO, UNCTAD, UNECA, World Bank/IFC, ITC and the Togo Investment Corporation. Michael Schmidt and the participants highlighted the need and mechanisms for promoting intra-African trade and investment and the impact of the African continental Free Trade Agreement (AfCFTA).



Gerd Müller, German Federal Minister for Economic Cooperation and Development, and Li Yong, Director General of the United Nations Industrial Development Organization (UNIDO)

## Meeting of UNIDO Director General Li Yong and German Federal Minister Gerd Müller

### Vienna, 1 September 2020

On 1 September 2020, Gerd Müller, German Federal Minister of Economic Cooperation and Development, and Li Yong, UNIDO Director General, signed the Roadmap for our future and present cooperation between Germany and UNIDO. Acknowledging the economic challenges of the COVID-19 pandemic, the roadmap emphasizes the role of industry in building back better and outlines how Germany and UNIDO together can increase productivity, boost trade and promote investment in order to create jobs and rehabilitate small and medium-sized enterprises (SMEs) and value chains.

Gerd Müller and Li Yong met as a follow-up to the 1st Strategic Dialogue between the BMZ and UNIDO which took place from 26-27 November 2019. In the 1st Strategic Dialogue Gerd Müller and Li Yong identified common aims and funding priorities to put the future cooperation between Germany and the UNIDO on a systematic, mutually agreed basis. The Strategic Dialogue was strongly supported by ITPO Germany. End of November 2020, the German cabinet announced Minister Müller as the German candidate to head the United Nations Industrial Development Organization.



## Presentation of UNIDO ITPO Germany and UNIDO's portfolio in Egypt to the Chamber of Industry and Commerce of Cologne (IHK Köln)

Cologne, 29 September 2020

ITPO Germany Deputy Head Michael Schmidt was invited by IHK Köln to present UNIDO, the activities and services of ITPO Germany, procurement opportunities with the UN System and UNIDO's project portfolio in Egypt to the members of the Committee for International Economic Affairs of the chamber. IHK Köln is one of the largest chambers in Germany with approx. 150,000 member companies who are active in many emerging markets. The focus being on investment and business opportunities in Egypt, Michael Schmidt provided specific inputs to this market together with Jan Nöther, the Managing Director of the German-Arab Chamber of Industry and Commerce (AHK Egypt), who joined from Kairo by video-streaming. Other topics covered during the committee meeting and bilateral talks included a lively discussion of the proposed German federal law on Supply Chains (Lieferkettengesetz) and large-scale irrigation projects in Egypt.

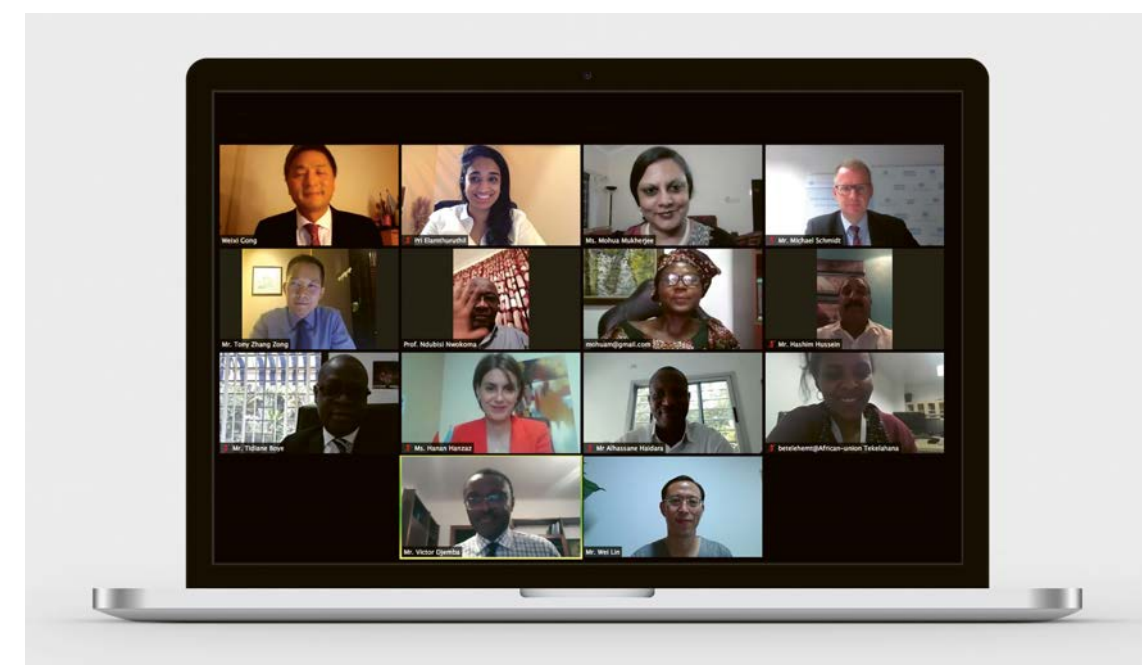


Michael Schmidt, ITPO Germany Deputy Head, at the IHK Köln

## African Industrialization Week 18 November 2020

ITPO Germany, represented by Deputy Head Michael Schmidt, participated in the panel discussions on “Catalyzing increased investments into industrialization – towards sustainable and innovative financing” as part of this year’s virtual Africa Industrialization Week 2020.

The event was organized by the ITP Network Secretariat of UNIDO in cooperation with the African Union, the UN Economic Commission for Africa and other partners. ITPO Germany shared its insights and perspectives on some of the challenges, bottlenecks but also the important role that could be played by German and European investments, particularly in sectors where the German industry is strong, including the new possibilities of the Fourth Industrial Revolution and digitalization. The discussion was facilitated by Weixi Gong, ITP Network Coordinator and Chief of the UNIDO Investment and Technology Promotion Division.



Digital session “Towards Sustainable and Innovative Financing” at the African Industrialization Week



## Webinar “Industries post-COVID-19: Promoting Gender Lens Investing for the Global Economic Recovery”

1 December 2020

The COVID-19 pandemic is deepening pre-existing inequalities, exposing vulnerabilities in social, political and economic systems and consequently amplifying the impacts of the pandemic. As seen during previous health crises, women are amongst the most negatively affected, especially in low-income countries. Globally, nearly 60 percent of all women work in the informal economy. As a consequence, they have less earnings and savings at their disposal, which increases their risk of remaining in or falling into poverty. Due to the pandemic, not only are women losing paid employment, their unpaid care work duties have increased exponentially as a result of school closures and the increased needs of older people. Caused by social norms, women are expected to take on care activities to a greater extent than men. These inequalities could cause the gender gap to widen, and the devastating consequences of COVID-19 could reverse the progress that has been made on gender equality and women’s empowerment. To address this challenge, gender-responsive approaches like gender lens investing are essential in both the immediate response and longer-term recovery solutions. They are crucial to mitigate disproportionately negative effects on women, as well as to increase resilience towards future shocks by supporting a more stable and inclusive public and private sector.

The webinar “Industries post-COVID-19: Promoting gender lens investing for the global economic recovery” explored how gender lens investing contributes to building back better by applying a gender lens in the identification of long-term recovery solutions. The webinar was designed for experts, policy makers, donor communities, development banks and investment advisors around the world. ITPO Germany closely collaborated with the UNIDO Gender Office as well as with the Private Financing Network (PFAN) and the Global Cleantech Innovation Programme (GCIP) in conceptualizing and organizing the webinar.



Webinar “Industries post-COVID-19: Promoting Gender Lens Investing for the Global Economic Recovery”

## 6.5 Capacity Building





## Gender Lens Investing Course

ITPO Germany recognizes that non-access to finance and technology creates disadvantages for many women and therefore aims to particularly address women's needs. In line with Output 1 (Support services provided to potential investment partners and relevant institutions) as well as activity 3.6 (Contribute to institutional learning by organizing and participating in capacity and skills trainings, as well as by dissemination of resources and tools to stakeholders) outlined in the Project Document of ITPO Germany, the office decided to complement UNIDO's capacity building activities by designing and co-financing the development of an e-learning course on Gender Lens Investing (GLI). Thanks to the cross-cutting nature of the topic, an organizational task force on Gender Lens Investing was established in 2020. It consists of members of the UNIDO Gender Office, ITPO Germany, as well as of representatives of the Private Financing and Advisory Network (PFAN) and the Global Cleantech Innovation Programme (GCIP).



ITPO Germany Investment and Technology Promotion Expert Jessica Neumann, the UNIDO Gender Team and its supporters work towards more gender equality

### The learning outcomes of the Gender Lens Investing Course will cover the following:

- Understanding the benefits of Gender Lens Investing
- Women's leadership in finance and investment
- Introduction to ready-to-use frameworks for investment strategy development
- Exploration of opportunities for Gender Lens Investing in public and private markets
- Insights into the collection and utilization of sex-disaggregated data (defining and measuring Key Performance Indicators (KPI))
- Integration of a gender lens across the major steps in investment processes (impact measurement & management)
- Applying a gender lens to Climate Risk Finance and Insurance

A request for quotations to identify a suitable service provider to develop the online training course consisting of six modules has taken place and the content of the course has been developed by the UNIDO GLI task force. The course is expected to be launched by June 2021.



## PhD Position: “Barriers to the Adaptation and Implementation of Innovations related to Environmental Resources (Water-Soil-Waste-Energy) in Sub-Saharan Africa – the Case of Germany”

In the aftermath of the DTI Awareness Session with the United Nations University for Integrated Management of Material Fluxes and of Resources (UNU-FLORES), ITPO Germany and UNU-FLORES decided to sign a UN Agency to UN Agency contribution agreement in the framework of which a PhD student would be sponsored by ITPO Germany to conduct a study on barriers to adaptation and implementation of innovations related to environmental resources in Sub-Saharan Africa.

ITPO Germany and UNU-FLORES conducted interviews in December 2020 to identify the most suitable candidate for the PhD research. The candidate will be given the opportunity to conduct barrier research under the guidance of the PhD supervisors at both UNU-FLORES and TU Dresden as well as in close collaboration with the Investment and Technology Promotion Experts at ITPO Germany. Upon completion of the PhD, it is expected that the successful candidate will disseminate the research in a way that is beneficial for capacity development of institutions and companies and the personal career of the graduate.

This position is being offered as a full-time position and on a one-year Personnel Service Agreement (PSA) with UNU-FLORES, with the possibility of renewal subject to the availability of the funds from ITPO Germany and the completion of specific milestones. The successful candidate will be based in Dresden, Germany.



Edeltraud Günther, Director of UNU-FLORES, and Rolf Steltemeier, Head of ITPO Germany



## 6.6 Institutional Partnerships

### DTI awareness session with UNU-FLORES Vienna, 27 January 2020

As part of the DTI learning initiative, ITPO Germany organized an awareness session on 27 January 2020 at the UNIDO Headquarters in Vienna, Austria. The presenter, Edeltraud Günther, is the Director of the United Nations University Institute for Integrated Management of Material Fluxes and of Resources (UNU-FLORES) which is located in Dresden, Germany. The title of the presentation was “Creating an enabling environment for socio-economic transformation: How does it pay to be sustainable?”

The awareness session covered empirical results from business research on key factors for transformation, such as stakeholder engagement, global value chains, barriers to innovation, the emerging sharing economy, the supportive role of standards and the decisive role of business models and sustainable finance.



Edeltraud Günther, Director of UNU-FLORES, presenting at the DTI awareness Session





## Cooperation with ITPO Nigeria

ITPO Nigeria was established in April 2015 and officially inaugurated in March 2016 in partnership with the Federal Government. It seeks to not only support Nigeria, but all ECOWAS countries on their path to inclusive and sustainable industrialization in the framework of the implementation of the Third Industrial Development Decade for Africa (IDDA III).

The inception phase of ITPO Nigeria was officially completed on 31 December 2017. Until April 2019, the ITPO was functioning as an integral part of the UNIDO Network of ITPOs, with a fully equipped and staffed office generously hosted by the Bank of Industry (BOI) on its premises in Lagos. In order to continue its endeavors and meet its objectives, ITPO Germany supported UNIDO in requesting a non-cost extension of the project. This request was approved by the Federal Ministry of Industry, Trade and Investment of Nigeria in a letter dated 1 June to UNIDO through the Nigeria Regional Office Hub (NROH).

ITPO Germany experts extensively contributed to the strategy for the extension period and laid out a one-year detailed work program. Such a plan was requested upon approval of the renewal of ITPO Nigeria for a duration of one year up to 31 December 2021. ITPO Nigeria is of strategic importance for the work of ITPO Germany as numerous opportunities for collaboration exist. One example would be the cooperation with the Competence Centre Agribusiness of the German Chamber of Commerce in Nigeria, which would be coordinated by ITPO Germany.

## Cooperation with other United Nations Organizations in Bonn in 2020

ITPO Germany is strategically located at the UN Campus in Bonn and an active member of the local UN family that now counts 24 organizations. In 2020, the collaboration with the technology mechanisms of the UNFCCC and UNCCD was further deepened. Moreover, ITPO Germany reached out to other UN Agencies beyond the UN Campus to forge new partnerships for technology promotion in connection with the establishment of the ITPO Germany Investment and Technology Promotion Platform (ITPP). Just like partnering with UNFCCC on cleantech, UNCCD and land management, ITPO Germany plans to actively involve the Food and Agricultural Organization (FAO) in the ITPP and related activities in the field of investment and technology promotion. Similar partnerships with other relevant UN agencies are planned for other ITPO Germany priority sectors.

## Partnerships with the German Government and Parliament

ITPO Germany regularly engages with the German Government, the ministries and the German Parliament. Besides attending official events such as the New Year Reception for the Diplomatic Corps, ITPO Germany receives visitors and holds meetings with interested members of the German Parliament and Government. One example was the digital meeting with Christoph Matschie, member of the German Parliament, member in the Committee on Foreign Affairs and the Subcommittee on the United Nations, in which ITPO Germany and Christoph Matschie discussed the interface between development, the role of the private sector and urbanization.



Christoph Matschie, Member of the German Parliament, Vanessa Voelkel, ITPO Germany Deputy Head, and Rolf Steltemeier, Head of ITPO Germany



## 6.7 Independent Evaluation

### Independent thematic evaluation of the ITP Network March-December 2020

The ITP Network represents a unique asset for UNIDO. In order to determine whether it continues to be relevant, effective, efficient, sustainable and impactful in an ever-changing international context, every ten years an independent thematic evaluation generates an analysis of expected and achieved accomplishments, examines the results chain, processes, contextual factors and causality in order to ascertain the degree of achievement or the lack thereof.

Specific case studies providing lessons and recommendations were planned for Shanghai, Seoul and Moscow. The key findings, recommendations and lessons learned are expected to feed into the design and implementation of future phases related to operational ITPOs, potential new or future ITPOs and related ITPO and UNIDO services.

Due to COVID-related restrictions, all exercises have been conducted remotely. This confronted the evaluation team with significant data collection challenges. The planned field mission to Germany had to be replaced with a virtual field mission, utilizing a mix-methods approach (using both primary and secondary sources of data). The primary data sources included, among others, individual interviews, focus group discussions, surveys and direct observations. Secondary data sources encompassed desk studies and literature review, statistical analysis and all the documents and archived data available from implementing agencies and their partner organizations.

The evaluation assessed in particular how ITPO Germany interacts with stakeholders and partners and which added value the ITPO offers. ITPO Germany submitted a number of key documents to the evaluation team during the second quarter of 2020 in addition to an extensive list of stakeholders and counterparts to be contacted individually by the evaluators. Furthermore, ITPO Germany staff made itself available for separate interviews, focus group discussions and e-surveys. The results of the independent thematic evaluation will be made available at the beginning of 2021 via the UNIDO website. Nevertheless, the inception report, which was drafted partly based on data already collected on ITPO Germany, already mentions that there is enough evidence to draw the conclusion that ITPO's work is highly relevant to achieving UNIDO's mandates on inclusive and industrial development and fulfilling its stakeholders' needs for sustainable industrial development.







Federal Foreign Office



Federal Ministry  
for Economic Cooperation  
and Development



Federal Ministry  
for Economic Affairs  
and Energy

**giz**

Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

**KfW** DEG

**SES**  
Senior Experten Service  
DER WELT EXPERTEN DIENST





## ITPO Germany Partners and Stakeholders

ITPO Germany is continuously developing its network of partner institutions and stakeholders. It acts in close cooperation with other organizations that pursue similar mandates and seeks to complement them. In 2020, relations with the following partners and stakeholders, among others, were established and/or deepened further:

- Agency for Business and Economic Development (AWE)
- Alliance for Rural Electrification (ARE)
- Association for Supply Chain Management, Procurement and Logistics (BME)
- Association of German Engineers (VDI)
- Baden-Württemberg International
- Bayern International
- Bundesverband mittelständische Wirtschaft (BVMV)
- China International Investment Promotion Agency in Germany (CIPA)
- Cluster of Environmental Technologies Bavaria
- Cluster of Environmental Technologies NRW
- Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ)
- Deutsche Investitions- und Entwicklungsgesellschaft mbH (DEG)
- DIHK-IHK-AHK – Network of German Chambers of Industry and Commerce
- Energieagentur NRW
- EZ-Scouts – Network of German Development Advisors
- Federal Ministry for Economic Cooperation and Development (BMZ)
- Food and Agriculture Organization (FAO)
- Future Cleantech Architects (FCA)
- German Agricultural Society (DLG)
- German Energy Agency (DENA)
- German Energy Solutions – BMWi Exportinitiative Energie
- German Global Compact Network (DGCN)
- German-African Business Association (AV)
- Germany Trade & Invest (GTAI)
- Global Business Network (GBN)
- Green Cooling Initiative (GIZ)
- Hessen Trade & Invest
- Import Promotion Desk (IPD)
- KfW Development Bank
- Messe München
- National Designated Entity (NDE) Germany
- Network of German Chambers of Commerce and Industry (DIHK, IHK, AHK)
- NRW Global Business
- Permanent Mission of the Federal Republic of Germany to the United Nations, Vienna

- Private Financing Advisory Network (PFAN)
- Senior Expert Service (SES)
- Sino-German Center for Sustainable Development (CSD)
- Steinbeis Impact Investing
- UNESCO- UNEVOC International Centre for Technical and Vocational Education and Training
- United Nations Convention to Combat Desertification (UNCCD)
- United Nations Framework Convention on Climate Change (UNFCCC)
- United Nations High Commissioner for Refugees (UNHCR), Kenya
- World Association of Investment Promotion Agencies (WAIPA)
- World Food Programme (WFP)
- World Health Organisation (WHO) – European Center for Environment and Health





## 08 Communications Activities Overview

### Website

The ITPO Germany Website was set up in 2019. It features all information on the services ITPO Germany provides, the sectors and activities ITPO Germany is currently working in as well as important documents, such as the Annual Report. Information is available in English and German. In late 2020, ITPO Germany has started a review of the website and as a result, decided to update its web presence. Currently, the website is being modified step-by-step, information will be added and the start page will be modernized.

**Visit ITPO Germany:** <https://itpo-germany.org>

### Media coverage

ITPO Germany's work has increasingly been recognized by the German and international media landscape. Its activities have been featured in the general as well as in the specialized press. A highlight of the press coverage were two articles in the BUSINESS & DIPLOMACY magazine. Besides an expansive interview with Rolf Steltemeier, Head of ITPO Germany, the magazine covered a story about the interconnections between gender equality and technology transfer and ITPO Germany's contribution to women empowerment. In addition, the ITPO study on the impact of COVID-19 on agribusiness and the food industry in African and Asian markets gained strong media coverage.

### Social media insights

ITPO Germany is exploring the social media options to inform its partners, stakeholders and the interested public about all activities. A special focus is put on establishing contact with (potential) partners for investment promotion and technology transfer in developing countries and economies in transition. Especially during the COVID-19 pandemic, social media engagement proved to be more important than ever to stay in contact and maintain an active dialogue with stakeholders and partners globally. In 2020, ITPO Germany increasingly used social media to promote (digital) events, introduce partners and new team members, showcase successful projects and share invitations for cooperation.

ITPO Germany is currently using four social media platforms:





## ITPO Germany in print



Production of face visors made from recycled plastic in South Africa

### HOW THE UNITED NATIONS is empowering women through technology transfer

Vanessa Völkel and Jessica Neumann, from the UNIDO-ITPO office in Bonn, on the promotion of women in developing countries.

by Ludger Kersting

Work and career opportunities for women do not look too bright: On a global average, only 27.1 percent of all management and executive positions are held by women – a figure that has hardly changed over the past 30 years. More than 1.3 billion women do not even have a bank account, despite the fact that extreme household poverty is reduced, if women have access to capital and become self-employed.

In view of such sobering figures, Vanessa Völkel of the German UNIDO Office for Investment and Technology Promotion (UNIDO ITPO Germany), is quite rightly proud of the Boreal Light Ltd. water kiosk in Burani, Kenya – a project that was realised with mediation from the Bonn office. For a year now, a machine installed there has been producing up to 20,000 litres of water daily – a resource that

is particularly rare on the continent. But it is not only the bubbling blue gold that makes the economist happy but equally that 13 of the 18 positions created were filled by women.

Speaking to BUSINESS & DIPLOMACY, the UNIDO employee and her colleague, Jessica Neumann, demonstrate how long and rocky the road to gender equality still is. But also, how the United Nations can contribute specifically to the advancement of women.

Since 2017, the team in Bonn has been connecting mainly small and medium-sized companies and start-ups from Germany and Europe with potential business partners in developing and emerging countries. The ITPO office has set the objective that at least 40 percent of the project work should already be integrated when ITPO Germany arranges a delegation of entrepreneurs for a business trip.

Völkel: "Smarter decisions are made when women and men come together at the table and thus create a wider horizon". In addition, gender diverse teams strengthen the innovation potential – a critical factor for companies aspiring successful business abroad.

The professional development of the two UNIDO women themselves, both in their thirties, is crowned with success thanks to their high levels of commitment and good training. Vanessa Völkel previously worked as a project manager on several international assignments and spent almost three years advising the Georgian government on economic policy affairs. Since 2018, she has helped to establish the Bonn ITPO office, for which she has just been promoted to deputy head.

Jessica Neumann has had a classic UN career and will soon be completing her Junior Professional Officer



A plastic recycling workshop on the Galapagos Islands



Vanessa Völkel  
Investment and  
Technology  
Promotion Expert &  
Deputy Head



Jessica Neumann  
Investment and  
Technology  
Promotion Expert

Program (JPO). This program, sponsored by the German Foreign Office, enables German junior staff to significantly increase their competitive chances for a job in international organizations. In the case of Neumann, this worked out: in future, she will support companies' business activities in developing countries as an investment and technology promotion expert in the ITPO office.

The two would like to pass on their success to other women by focussing even more on companies and projects run by women. Both are currently playing a major role in the development of an online training course on "Gender Lens Investing". The core idea is to base investment decisions not only on classic credit-rating criteria and cash flow analyses. In the future, data on gender equality in a company's management positions should also play an important role. Such conditions help to generate returns while improving the lives of women and girls. Neumann cites an example of gender discrimination in access to capital. Experience has shown, that when presenting new business ideas female start-up entrepreneurs face doubts regarding their likelihood of success more often than their male counterparts.

Neumann, who studied international development in Vienna, emphasizes that the exclusion of women's perspectives has consequences for the applicability of a technology for the different user groups: "The best language assistant software will not serve any woman if the Artificial Intelligence (AI) is not able to understand women if it was programmed with a male default. If programmed with a specific male perspective, the huge data sets used to train

AI already contain prejudices." She is therefore committed to account for women's special needs when selecting technology projects worthy of funding.

Völkel also refers to UNIDO's vision of eliminating gender inequalities in industry, exploiting the full potential of women as leaders and entrepreneurs, and breaking down gender stereotypes. When she thinks of successful female company founders from the tech sector, the Austrian founder Raphaela Egger immediately comes to her mind. This summer, Egger and her start-up Plasticpreneur took part in a global competition, organized by UNIDO, in which innovative ideas and technologies to combat COVID-19 were submitted. Egger and her team won one of the five awards with their business idea to use plastic waste in Uganda to produce face shields that are in demand in the German gastronomy and retail sectors. 1100 ideas from 108 countries were submitted.

Prof. Dr. Rolf Steltmeier, head of the UNIDO-ITPO office and jury member at the UNIDO Ideas Competition, expressed his satisfaction that the company from Wiener Neustadt with co-founder Egger did so well. "It is just as pleasing that this idea from a small team, born out of a crisis situation, has created 100 new jobs locally". Whether it is the manufacture of Covid-19 protective shields in Uganda or the production of drinking and process water in Kenya – these projects encourage Jessica Neumann and Vanessa Völkel to commit further to the advancement of women in developing countries.



09

## Companies and Project examples





## Be-Grow: Hydrogels in agriculture

ITPO Germany works closely with the German technology provider Be-Grow GmbH. Be-Grow produces a plant-stimulant hydrogel for higher plant productivity in agriculture especially for the dry areas where farmers try to compensate climate change related problems. The product is applied in the soil to maximize yield and prevent yield loss while preserving a healthy soil. The transfer of the hydrogel technology to developing countries and economies in transition can contribute to inclusive and sustainable development for farmers, that are the basis for local food production. ITPO Germany thus further supported the international visibility of the company and identified potential international business partners, recommending specific investment programs and international fairs.

Kenya is one of the countries that experienced serious farming problems in 2020. The flood at the beginning of the year followed by the locust pest destroying the farms and the COVID-19 shutdown, delayed all farming operations dramatically. With the help of ITPO Germany, Be-Grow was able to join forces with Natureshield Limited, an agriculture start-up in Kenya. Together the first activities are initiated to allow farmers in Kenya to solve their problems and grow more yield as well as supporting refugees in the camps to grow vegetables with limited water supply to build up an own economy.

Based on the support and the expertise from ITPO, Be-Grow is orienting all business activities to the SDGs. ITPO supported Be-Grow in planning and conducting their activities that perfectly meet SDG 2 (Zero hunger), SDG 9 (Industry, Innovation and Infrastructure), SDG 10 (Reduced Inequalities), SDG 12 (Responsible consumption and production) and SDG 13 (Climate action). It further advised on how Be-Grow can contribute to achieving the SDGs not only in Kenya but also in other countries worldwide.



Be-Grow Managing Directors  
Maik Schacht and Norbert Heidinger



Be-Grow's hydrogels help to  
increase yield and strengthen plants

## Nourivit and Rainbow Cameroon

Thanks to ITPO Germany's matchmaking efforts following the Agritechnica 2019, Nourivit Technologies GmbH and Rainbow Cameroon Limited signed a joint venture agreement. The agreement builds on several pillars, which are laid down in a cooperation and a technology transfer agreement. The joint venture will build up a production, sales and distribution network for the Nourivit biostimulants in Cameroon. The partnership will be fully in line with UNIDO's mandate of promoting sustainable, inclusive business opportunities through agri-business and agricultural value chain development.

Many developing countries and economies in transition, particularly those with large rural communities, suffer from inadequate access to food and lack of employment. The problem is compounded by the dependence on outdated and inefficient technologies leading to poor productivity and slow economic growth.

Following consultations with ITPO Germany, Nourivit decided to apply for a grant by the Austrian Development Agency (ADA). The Nourivit production plant shall be situated in Douala which is the largest city in Cameroon and its economic capital. This initial project is unfortunately limited to a certain size of agricultural land due to the defined production capacity of the supplied production technology (one production plant can supply material for about 2,500 ha). However, it is desirable to implement a multiple individual projects in the different regions of Cameroon and Western Africa respectively.



Nourivit production plant



Nourivit agribusiness







## Outlook into 2021

In 2021, ITPO Germany will continuously scout for, engage with and promote projects and technologies that contribute to sustainable industrial development. The outbreak of the COVID-19 pandemic gave an even stronger urgency to ITPO Germany's mandate to foster innovations, technological advancements and inclusive economic development for those most in need. The strategic re-orientations towards sectors such as food and agriculture, health and sanitation and more resilient and sustainable industrial value chains that already started in 2020, will be continued and expanded in 2021.

ITPO Germany used the year 2020 to consolidate its staff by bringing on board two new experts who will further strengthen the office's implementation capacities and visibility. In addition, ITPO Germany used and developed innovative online tools and formats to promote projects and technologies and to connect companies and partner institutions. These formats, including short investment and technology promotion seminars, B2B networking session and the continuous online consultancy support will be further bolstered by the re-design of the website and the launch of the ITPO Germany Investment and Technology Promotion Platform in the first half of 2021.

Despite, or rather because of, the continued restrictions on travel and real-life meetings, ITPO Germany will use 2021 to further increase its local presence in priority countries of Sub-Saharan Africa. Well-targeted business delegations, like the Private Sector Mission to Kenya with UNHCR or to Sudan, will go hand in hand with capacity development activities and institutional partnerships that build on ongoing UNIDO and German activities in these countries.

In order to further increase its local footprint and support the effective implementation of projects, the ITPO Germany Advisory Programme will be launched in 2021: By placing national advisors in four regional centers in Sub-Saharan Africa, ITPO Germany will be able to identify, promote and provide hands-on support to projects of industrial cooperation between local investors and companies with partners and technology providers from Germany and Europe.

ITPO Germany will continue to expand its network and deepen its cooperation with technical departments and field offices of UNIDO, other UN agencies and strategic partners such as the BMZ, AWE, GIZ and numerous other stakeholders.

## Planned activities of ITPO Germany for 2021 include:

### January

ARE Technology & Innovation Forum (virtual)

### March

EU Industry Week 2021, Bonn (virtual)

### April

Hanover Fair 2021, Hanover

ie expo China 2021, Shanghai

### June (or later)

Private Sector Mission to Kenya jointly with UNHCR

### July

Vienna Energy Forum (VEF), Vienna

### October

SUDAN AgroFood + Packaging + Water Systems, Khartoum

### November

Agritechnica, Hanover

### December

OFF-GRID Expo + Conference, Augsburg





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ITPO Germany (Page 31, 34-35, 38, 40, 42, 45, 51, 54, 60, 63, 64, 66, 67, 71, 75, 78-79)  
UN (Page 10, 11, 70)  
Be-Grow (Page 88),  
Bendl/Nourivit Technologies GmbH (Page 89),  
Business & Diplomacy (Page 84-85), Dreamstime (Page 6-7),  
Envato Elements (Page 16-17, 22-23, 24-25, 28-29, 36,44, 48, 55, 72, 76, 82, 86-87, 90-91),  
Future Cleantech Architects (Page 52, 53, 54),  
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