



Federal Ministry  
for Economic Affairs  
and Energy



MITTELSTAND  
**GLOBAL**  
ENERGY SOLUTIONS  
MADE IN GERMANY

# Project Development Programme (PDP)

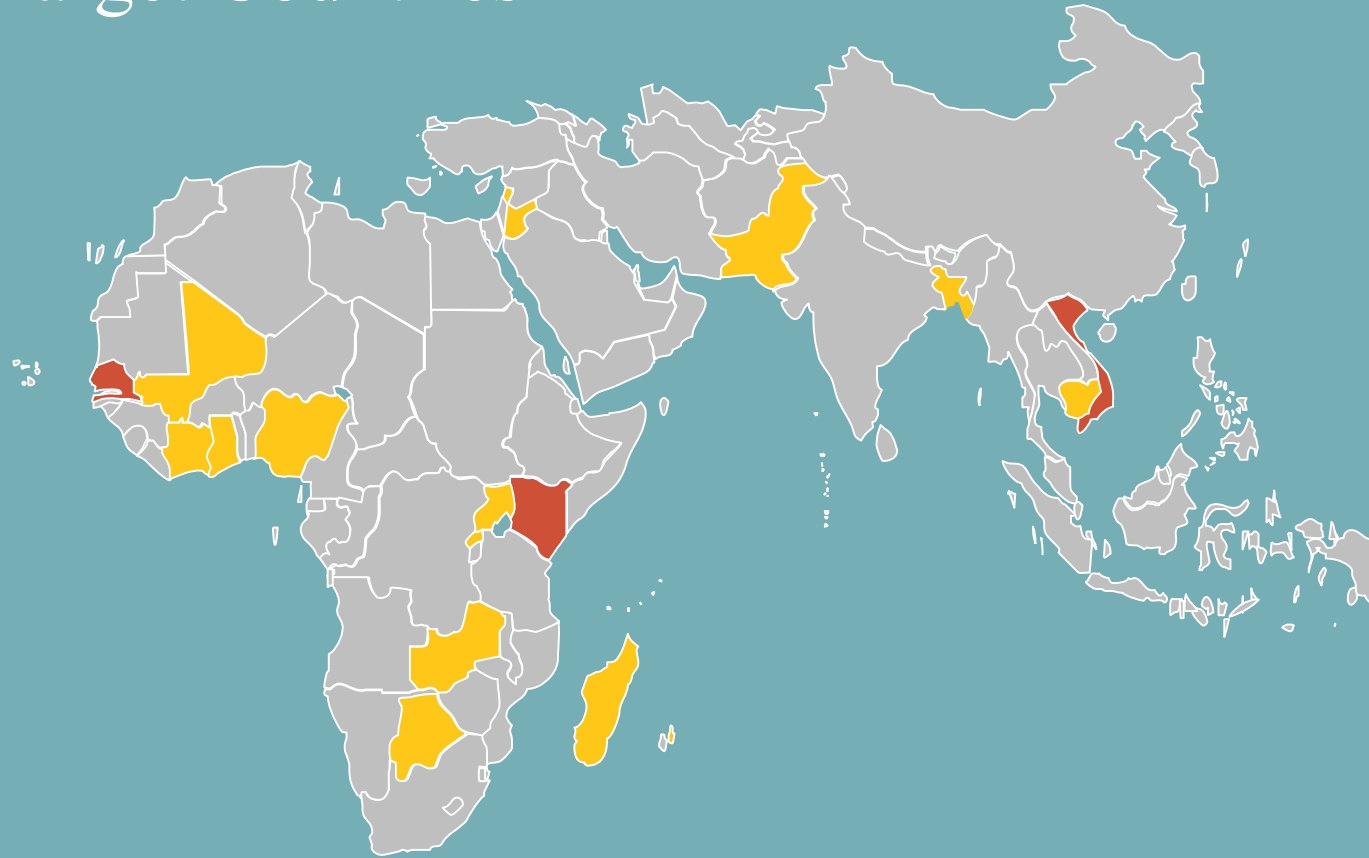
Dr Valérie Bischof  
Energy Efficiency Activities

23 February 2021

Facilitator

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

# PDP's Target Countries



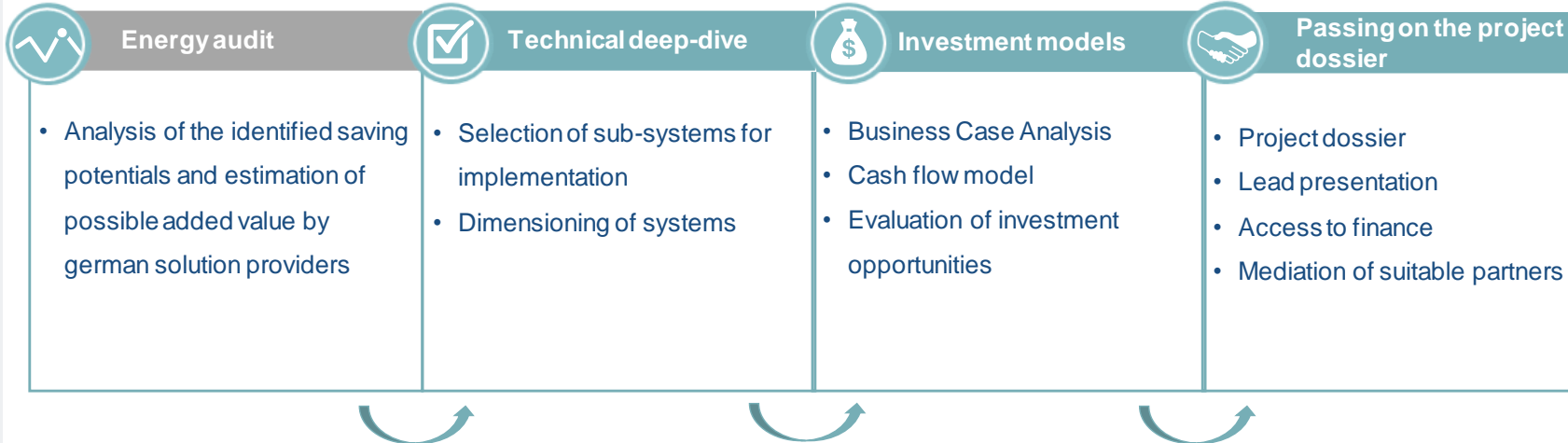
# PDP accompanies successful project implementation in EnEff



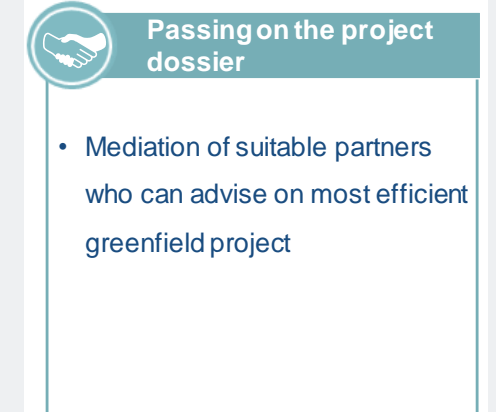
## PDP's offer in EnEff

Passing on (pre-developed) project opportunities to German SMEs

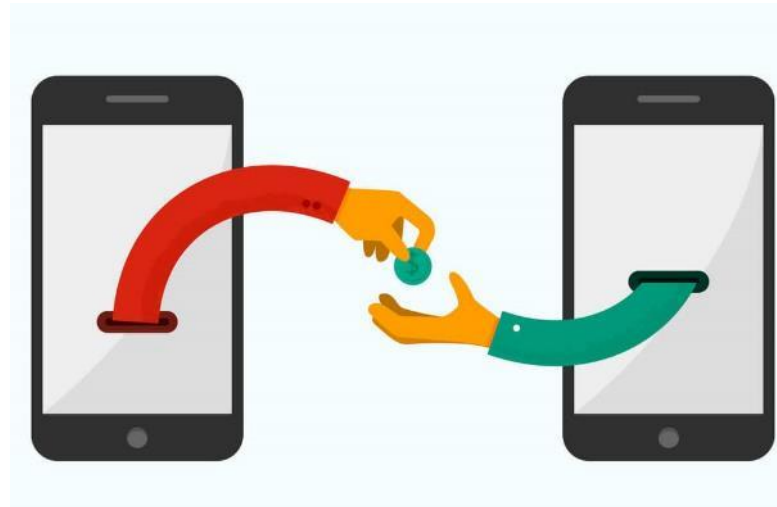
### Existing industrial site



### Site extension/ new site



# Fair and transparent approach to lead transfer

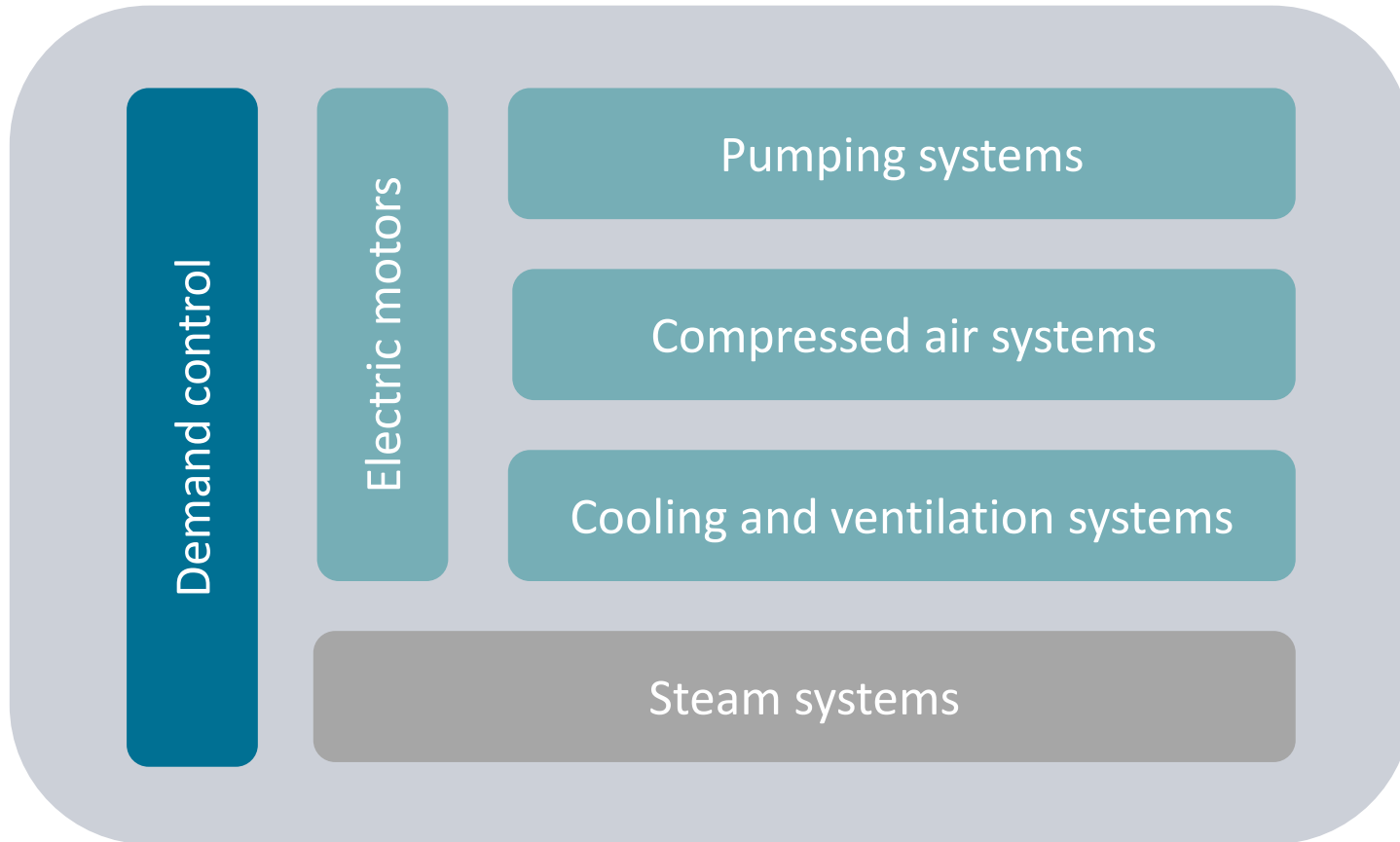


Specified criteria by customer

Selection of German companies from the BMWi database

Passing on the project dossier and matchmaking

# Our Scope



# PDPs ongoing activities in Energy Efficiency

## Kenya: Collaboration with the Kenya Flower Council (KFC)

- evaluation of 37 audits (Nov 2020)
- Workshops for the flower farm owners (Dec 2020)
- Webinar for German companies (Feb 2021)
- Matchmaking of projects with solution providers and financing partners (Feb/Mar 2021)
- Support the implementation of projects & assist with marketing (2021)

## Next activities

- Selection of 20 pilot projects in Kenia (Collaboration with the Kenian Association of Manufacturers KAM)
- 6 pilot projects in Vietnam (textile sector): focus on thermal systems
- Closing of technical gaps and open questions if required
- Matchmaking of projects with technical solution providers; CFM for retained solutions
- Matchmaking of projects with financing partners
- Support the implementation of projects & assist with marketing

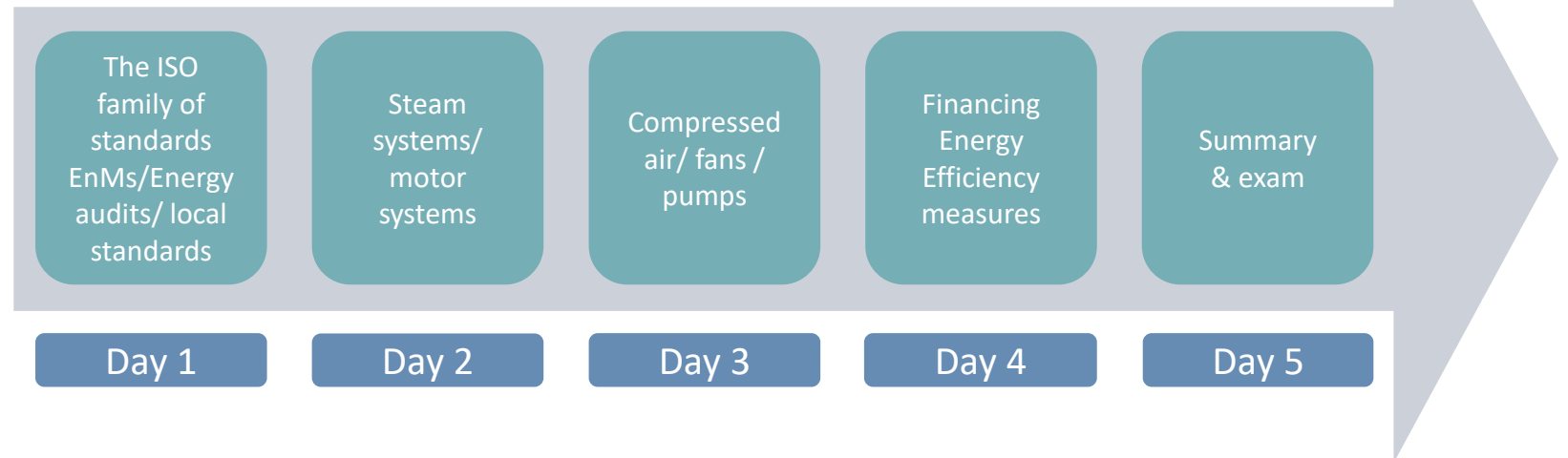
# Market development: German Training Weeks in Industrial Energy Efficiency

*Take the opportunity to act as a practitioner, showcase your expertise, position your technology and make initial contacts with relevant players on the ground.*

**2022 (dates tbc):**

GTW in Kenya

GTW in Senegal



# Thank you for your attention

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