



MINISTRY OF FOREIGN AFFAIRS  
OF DENMARK

# DANIDA GREEN BUSINESS PARTNERSHIPS

**DGBP** DANIDA GREEN  
BUSINESS  
PARTNERSHIPS

May 2023

# BASIC IDEA WITH THE PROGRAMME

- Activate private sector finance and competencies to address local development challenges through the development of market-based solutions and strong business cases for the commercial partners.
- Particular focus on addressing climate change mitigation, climate change adaptation, environmental protection, biodiversity and inclusive growth
- Enterprises working in partnerships with non-commercial partners (NGOs) for better development effects. Contributing to the Sustainable Development Goals.



# DGBP PROGRAMME FACTS



- Annual application rounds 2022-2025
- Partnership projects running up to five years
- Total budget 416 million DKK
- Challenge fund modality – applications are selected on the basis of a scoring system of the selection criteria, the submitted concept note and an interview.
- The subsequent development of the project documents is subsidised by the programme.
- In 2022 six maturation projects and eight full projects were selected.

# A DGBP PROJECT AT A GLANCE

## ▪ Two application windows:

### Full projects

- 4-15 million DKK in grant support
- 25% own contribution to total budget originating from commercial partners
- 3-5 years implementation period

### Maturation projects

- 0.8-1.5 million DKK in grant support
- 25% own contribution to total budget originating from commercial partners
- up to 18 months implementation period

# OVERALL PROJECT ASSESSMENT CRITERIA

- **Viable business idea:** The potential for the business venture to become commercially viable and prospects for scaling-up beyond the partnership project.
- **Development impact potential and additionality:** How the partnership project, and subsequently the business, addresses climate and environmental challenges and contribute to economic growth and improved livelihoods. How specific underserved groups, women or youth are considered as part of the project.
- **Feasibility, implementation strategy and capacity of partners:** How sound and realistic the strategy is for achieving the objectives, including activities and the capacity of the partners.
- **Coherence and synergy:** How well aligned the partnership project is to other Danish activities and priorities in the partner country.

# ELIGIBLE COUNTRIES

- Afghanistan
- Bangladesh
- Brazil
- Burkina Faso
- Colombia
- Egypt
- Ethiopia
- Georgia
- Ghana
- India
- Indonesia
- Jordan
- Kenya
- Lebanon
- Mali
- Mexico
- Morocco
- Myanmar
- Niger
- Nigeria
- Pakistan
- Palestine
- Philippines
- Rwanda
- Somalia
- South Africa
- Tanzania
- Tunisia
- Turkey
- Uganda
- Ukraine
- Vietnam

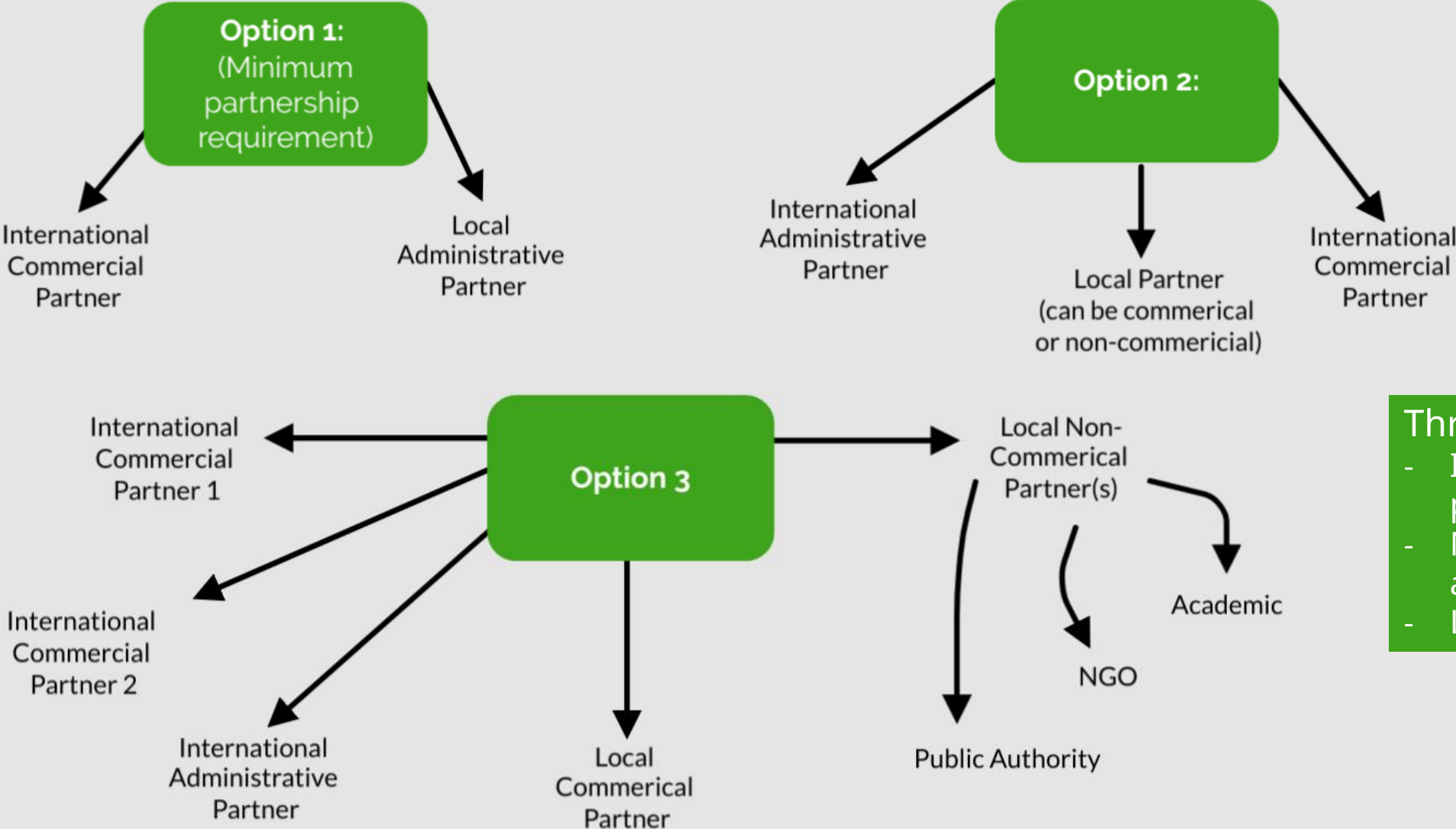
# WHAT DOES A PARTNERSHIP LOOK LIKE?

By combining their knowledge, resources and networks, the partnerships can have a deeper impact. It is thus important that partnerships have a joint understanding, vision and commitment towards their common goals.

- **International commercial partner:** Has dedicated resources and knowledge to engage in the project and in supporting the business idea.
- **Administrative partner:** Must be non-commercial and is responsible for administering and reporting on the grant and overall project management. Must have proven project management experience and presence in the partner country.
- **Local Partner:** One of the partners should be registered in the partner country. The local partner can be both non-commercial and commercial partner

# POTENTIAL PARTNERSHIP CONSORTIAS

WE HAVE PROVIDED THREE OPTIONS, THERE ARE MANY OTHER OPTIONS



- Three criteria:
- Int. Commercial partner
  - Non-commercial admin partner
  - Local presence



# CHECK-LIST FOR INTERNATIONAL COMMERCIAL PARTNER

- Company wants to improve or test its business model involving a product/service that addresses environmental or climate issues or sourcing of products in a greener way
- The company should have the intention to stay in the market beyond the lifetime of the project
- The company should be robust enough to fund 25% of the project budget and dedicate time and attention during the project
- International commercial partner should be:
  - based in a country that is not a developing country (as defined by OECD-DAC), **or**
  - owned by a company based in a country that is not a developing country, **or**
  - a locally registered company with an active investment and engagement at Board level from a European development finance institution (DFI)

# DGBP Project Example:

## Clean Cooking Scale Up

## Full Project in Bangladesh




- Partnership between International Development Enterprises Bangladesh (iDE) and ATEC Australia-International Pty. Ltd.
- Reduced carbon emission from biomass used for cooking in Bangladesh
- Target – to reach 51,000 households by the end of three years, enabling the purchase of eCook with the PAYGO model
- Increased employment for youth/women in clean energy technology (CET) value chain in Bangladesh
- PAYGO model also provides data for estimation of avoided GHG emissions

# TIMELINE 2023 ROUND

- **28 February:** Launch of the DGBP 2023 application round
- **March-May:** Q&A with interested applicants
- **1 June:** **Application deadline**
- **June-August:** Concept Note screening and Embassy hearing
- **August-September:** Interviews with top partnership project consortia
- **2 October:** Notification of selected partnership projects
- **From October:** Project development phase
- **1 January '24:** **Maturation project start**
- **1 April '24:** **Full project start**

# MORE INFORMATION

- Check out our [website](#) and LinkedIn page
- Read the Guidelines and the Concept Note format
- Engage with the Danish Embassies
- Specific questions can be addressed to the DGBP Secretariat
- 2022 projects are described on the webpage



**DGBP**  
**DMDP**

**Danida Green Business Partnerships / Danida Market Development Partnerships**

DMDP supports commercially oriented partnerships for sustainable market development in developing countries.

International Trade and Development · Copenhagen · 2,009 followers


Marie-Louise & 2 other connections work here · 18 employees

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The DGBP 2023 application window is now open! Deadline for submitting is 1 June 2023 at 1PM CEST so APPLY NOW!

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**WHAT IS DGBP?**

Danida Green Business Partnerships is a challenge fund designed to promote market-driven green transition and inclusive economic growth in developing countries in line with the Danish Strategy for Development Cooperation *The World We Share*.

Once a year DGBP is open for applications from commercially oriented multistakeholder partnerships between

# QUESTION

# ANSWER



Number of applications

Are partners allowed to submit more than one application?

The various partners in a partnership are allowed to submit more than one application. But the Secretariat recommends that you focus your efforts and consider the capacity needed to implement projects.



Country eligibility

Can a project be implemented in two countries?

A project can in theory be implemented in two countries, but during the assessment process cost-efficiency is crucial. Therefore, it needs to be argued extensively what the added value of implementing the project in several countries is. The Secretariat does not recommend implementing in two countries.

## QUESTION

## ANSWER



Partner  
eligibility

Can multilateral organisations, public entities or research institutes be partners?

Yes, both multilateral organisations, public entities and research institutes can be part of the consortia.

Neither can, however, be the administrative partner and the project has to revolve around an on-the-ground business case. DGBP can not fund staff time/salaries of public entities.



Concept Note  
Format

The Concept Note template is locked, can you get an unlocked version?

There is an unlocked version – called dummy version – on the website. It can only be used for drafting. The Concept Note should be submitted in the locked version. The template and its layout should not be changed. There is a strict space limit that needs to be adhered to.

## QUESTION

## ANSWER



Funding to  
commercial  
partners

Can the DGBP  
provide funding to  
commercial partners?

The project can include funding for the commercial partner for specific activities, including feasibility study, training and experimental development. See the DGBP guidelines for specific information.



Financial

What is meant by  
25% contribution  
from the commercial  
partner?  
What counts?

The commercial partner must contribute at least 25% of the total budget. DGBP can thus contribute a maximum of 75% of total budget.

Contribution from commercial partner can be provided as either in-kind or cash.

# QUESTIONS IN THE CHAT