



MINISTRY OF FOREIGN AFFAIRS  
OF DENMARK

APRIL 2024

# DANIDA GREEN BUSINESS PARTNERSHIPS

**DGBP** DANIDA GREEN  
BUSINESS  
PARTNERSHIPS

# PURPOSE OF THE PRESENTATION

- Introduction to the Danida Green Business Partnership programme
- Information about the 2024 application process





# THE DANISH MINISTRY OF FOREIGN AFFAIRS HAS A NUMBER OF INSTRUMENTS AND FACILITIES AIMING AT ENGAGING BUSINESSES IN ADDRESSING THE SUSTAINABLE DEVELOPMENT GOALS



**MINISTRY OF FOREIGN AFFAIRS  
OF DENMARK**  
*The Trade Council*

**DMDP** **DANIDA MARKET  
DEVELOPMENT  
PARTNERSHIPS**

**DGBP** **DANIDA GREEN  
BUSINESS  
PARTNERSHIPS**



**INVESTMENT FUND FOR  
DEVELOPING COUNTRIES**

 **P4iG**  
Pioneering Green Partnerships,  
Investing in Impact



Trade Council



Strategic Sector Cooperation

# THE DGBP PROGRAMME IN A NUTSHELL

- Combine private sector finance and competencies with civil society knowledge of development processes to address local development challenges through market-based solutions and sustainable business cases.
- DGBP addresses climate change mitigation, climate change adaptation, environmental protection and/or biodiversity; and inclusive growth.
- The programme supports partnerships between commercial enterprises and non-commercial partners (NGOs) for better development effects.
- DGBP contributes to advancing the UN Sustainable Development Goals (SDGs).



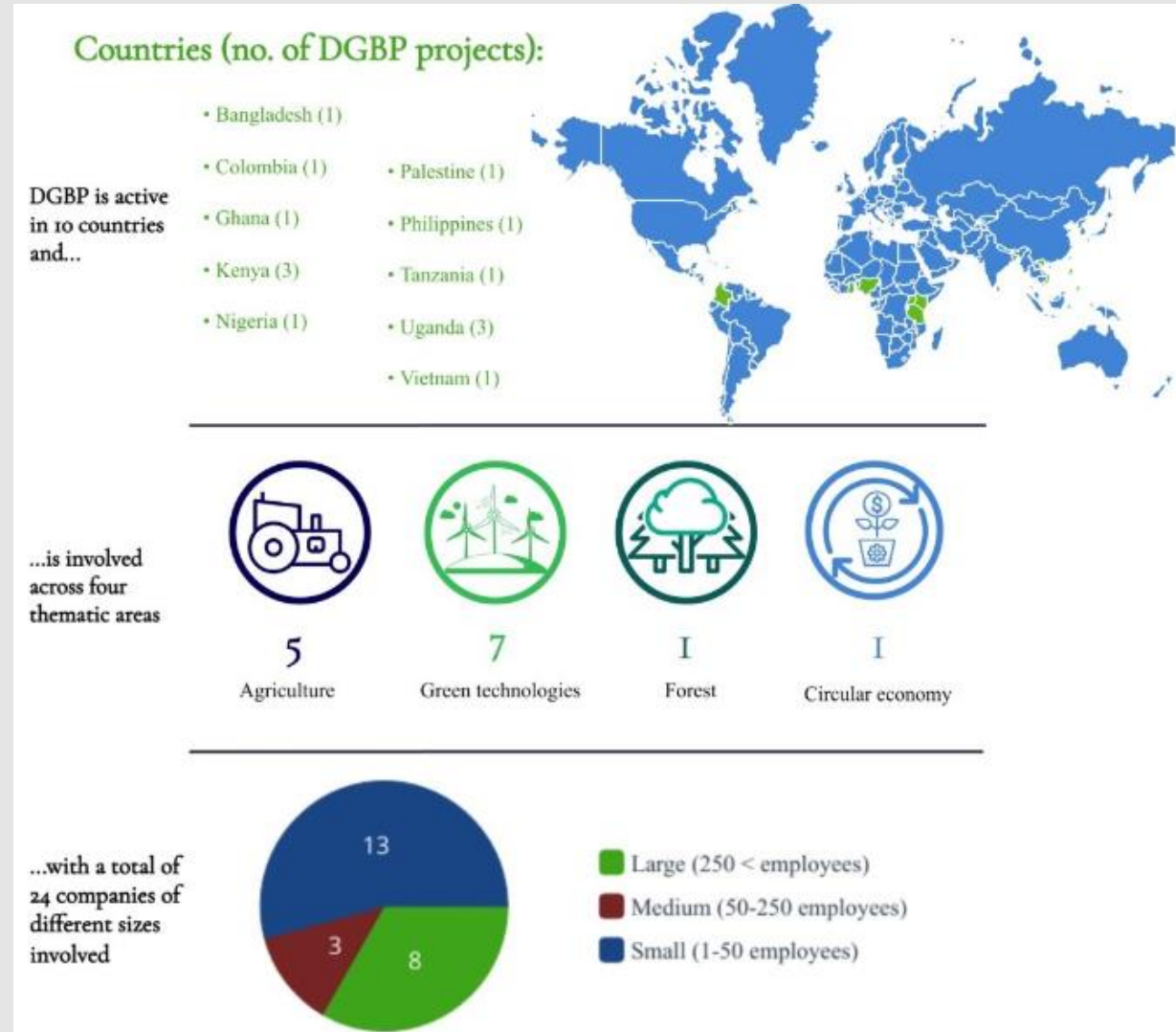
# DGBP AND "THE WORLD WE SHARE"

- DGBP is an important programme for the implementation of the Danish development strategy "The World We Share" as it combines climate and environmental objectives with inclusive growth and local job creation.
- It follows five years of experience from Danida Market Development Partnerships (DMDP) and earlier Danida programmes engaging the competencies of Danish and international enterprises in working towards achieving the SDGs.
- All DGBP partnership projects contribute to the OECD/DAC Rio Markers and should target the objectives of the Rio Conventions and the UNFCCC on climate change mitigation, adaptation, environment, desertification and/or biodiversity as either the principal or significant objective.

# DGBP PROGRAMME FACTS

- Annual application rounds 2022-2025
- Projects running up to five years
- Total budget 416 million DKK
- Challenge fund modality: Selection criteria based on submitted concept note and an interview.
- Covers all sectors. Most projects are in agriculture, forestry, green technologies and circular economy
- The DGBP portfolio 2022 and 2023 consists of 28 projects.

## DGBP 2022 projects



# 35 ELIGIBLE COUNTRIES

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



# SYNERGIES WITH EMBASSY PORTFOLIO

- No sector/thematic limitations as such
- Strong drive to strengthen the relevance and synergies of partnership projects with ongoing work at the Danish Embassies
- Thematic priority areas are defined by the interests of the Danish Embassies and on the DGBP website.
- Applications within prioritised thematic areas and sectors are encouraged

Country:	
Thematic areas	Embassy interest (mark with an X)
<b>Sustainable food production, agriculture, fisheries and other natural-resource management</b>	
Prevention of food loss and food waste	
Climate-smart agriculture and sustainable food systems	
Promote <del>agro</del> -organic cultivation methods	
Eco friendly alternative crops	
Climate resilient crops	
Sustainable forest management	
Food production and other production that reduces the pressure on ecosystems and enhances biodiversity	
Sustainable management of sea resources	
Sustainable forest management	
Reduction of desertification and land degradation	
Protection of water bodies and other	
Natural resources management and production that preserves biodiversity and restores ecosystems	
Responsible aquaculture	
Promoting ecosystem management & restoration for improved livelihoods	
<b>Production and consumption (circular economy)</b>	
Technologies and business models for increased resource productivity	
Sustainable tourism	
Measures to suppress or reduce pollution in land, water and air	
Cleaner production processes	
Sustainable transport systems	
Reducing the carbon footprint of value chains and rural producers	
Optimal use of residual agricultural, industrial and municipal waste	
<b>Energy services</b>	
Increased energy efficiency	
Renewable energy production and use	
<b>Water services</b>	
Sustainable water resources management	
Sustainable <del>waste</del> water management and reuse	
Climate smart water infrastructure for supply and sanitation	
<b>Enabling business models and technologies</b>	
Climate finance	
Information systems and technologies	
<b>Other thematic areas:</b>	
Please indicate if there are other thematic areas of particular interest for you which are not captured above	
-	



# TWO APPLICATION WINDOWS

## ▪ Two options for support:

### Full projects

- 4-15 million DKK in grant support
- 25% own contribution to 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 budget originating from commercial partners
- Up to 18 months implementation period

- **Strong focus on partnerships:** A DGBP partnership must include at least one international commercial partner, one non-commercial partner and one local partner from the partner country.

# WHAT IS FUNDED – AND HOW?

- All funding is disbursed through the administrative partner
- All projects should include 25% funding from commercial partners
- **Non-commercial partners:** Activities, administration
- **Commercial partners:** Specific expenses funded on a reimbursement basis under EU state aid rules:
  - Feasibility studies (50%), other studies for SMEs
  - Training (50%) and
  - Experimental development (25%).
- Equipment? Only the depreciation value if it is part of experimental development

# 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.

# WHAT DOES A PARTNERSHIP LOOK LIKE?

## **Non-commercial partner(s), including the administrative partner:**

- Should have the capacity to drive the development activities of the project and experience from the partner country.
- Administrative partner is responsible for administering and reporting on the grant and overall project management.
- Administrative partner must have proven project management experience.

## **Commercial partner(s), including an international commercial partner:**

- Drives the key innovative business idea and has the desire to mature and commercialise this idea.
- Has dedicated resources and knowledge to engage in the project and in supporting the business idea.



# COMMERCIAL PARTNER(S)

Company wants to improve or test its business model involving a product/service that addresses environmental or climate issues

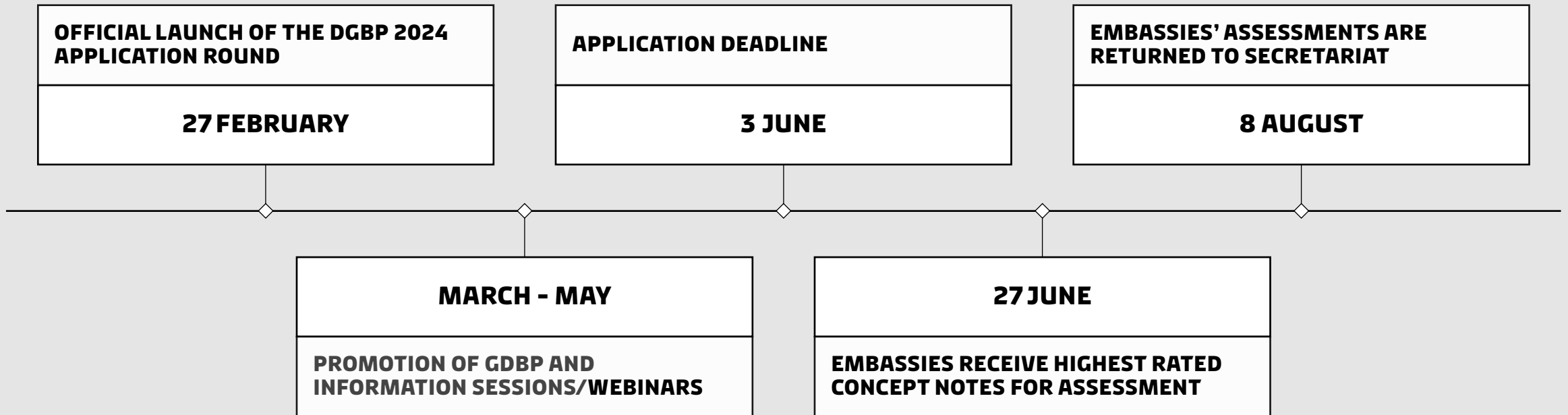
The company should have the intention to stay in the market beyond the lifetime of the project

The company should be robust enough to fund 25% of the project budget and dedicate time and attention during the project

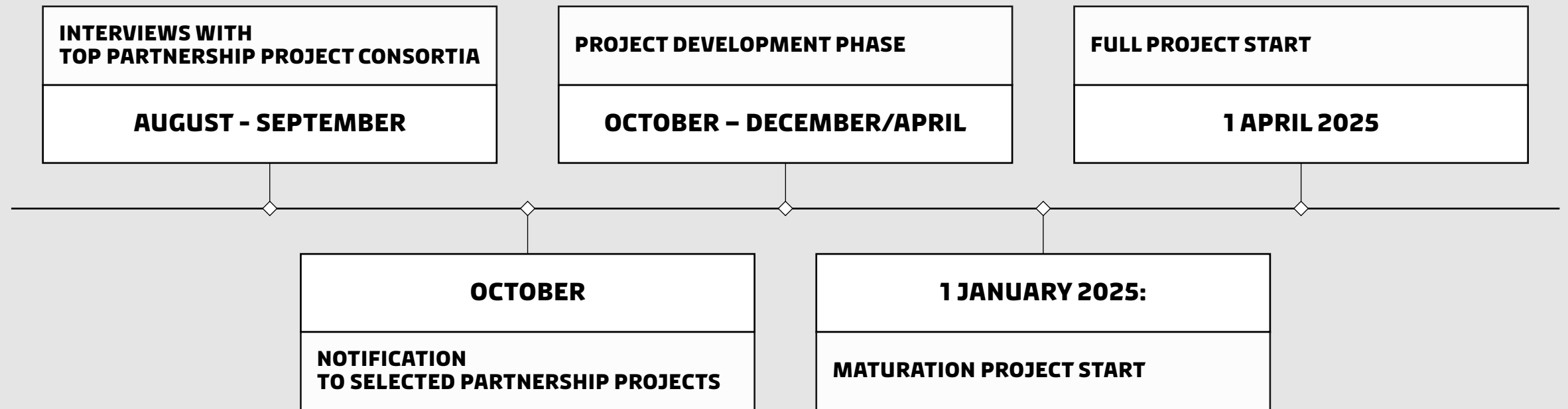
International commercial partner has to be:

- 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)

# TIMELINE 2024 ROUND 1/2



# TIMELINE 2024 ROUND 2/2



# ROLES AND RESPONSIBILITIES

- **Ministry of Foreign Affairs** Overall responsible for the programme  
Contact: Fin Poulsen
- **Embassies** Identification of thematic priority areas  
Response to interested applicants' questions  
(referral to DGBP Secretariat if relevant)  
Input to assessment process and review of final draft project documents
- **DGBP Secretariat** Process and technical support  
Available for detailed Q&A  
Contact: [dgbp@dgbp.dk](mailto:dgbp@dgbp.dk)



# INTRODUCTION TO WEBSITE


## Website

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

**DGBP**  
DANIDA GREEN  
BUSINESS  
PARTNERSHIPS

HOME DGBP DMDP NEWS PROJECTS DOCUMENTS CONTACT

**DMDP**  
DANIDA MARKET  
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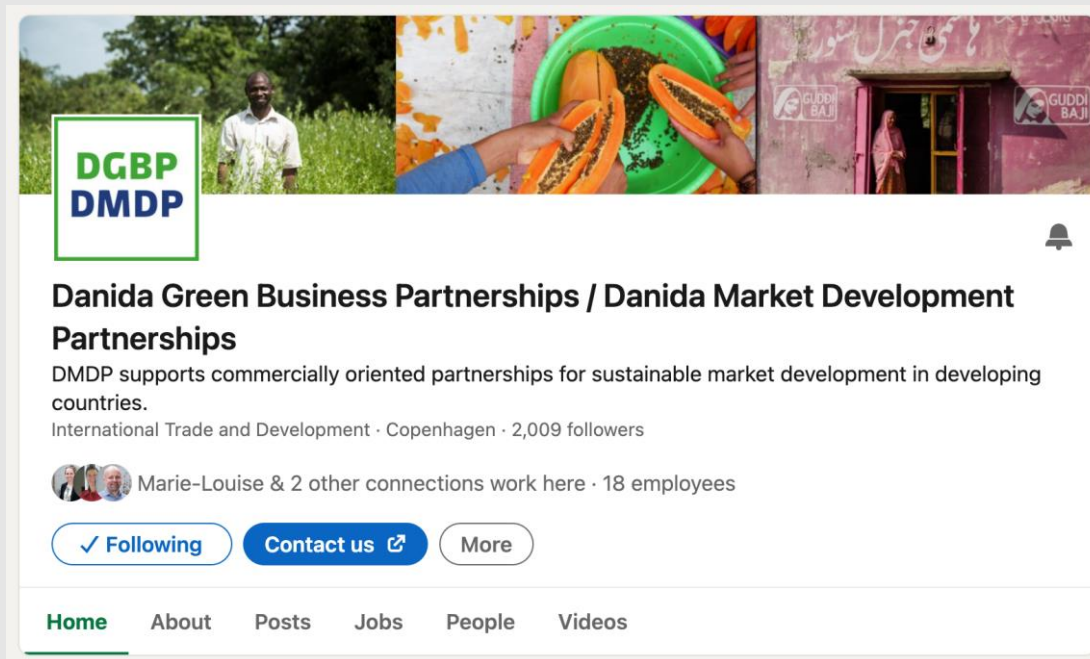
### WHAT IS DGBP?

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

# MORE INFORMATION

- See also [LinkedIn page](https://www.linkedin.com/company/dmdp-dgbp) (linkedin.com/company/dmdp-dgbp)
- Specific questions can be referred to the DGBP Secretariat (dgbp@dgbp.dk)
- More projects are described on the webpage



# OPTIONS FOR SUPPORT

- Back-up & support
- Knowledge sharing
- Email: [dgbp@dgbp.dk](mailto:dgbp@dgbp.dk)

