

The image shows three women in a food processing facility. They are wearing blue hairnets and blue aprons over their clothing. The woman in the foreground is smiling and looking towards the camera. She is wearing a blue and white checkered dress. The other two women are focused on their work, which involves handling oranges on a stainless steel table. The background shows shelves with various colored crates (green, red, blue) and a clean, industrial environment.

Welcome

**Information meeting
Danida Market Development
Partnerships**



The Sustainable Development Goals shape our development cooperation



Whole of Denmark



- Development needs to go beyond government cooperation
- Involve all skills and resources. Knowledge, competences, experience and financing. Public authorities, private, civil society research
- From risks to possibilities

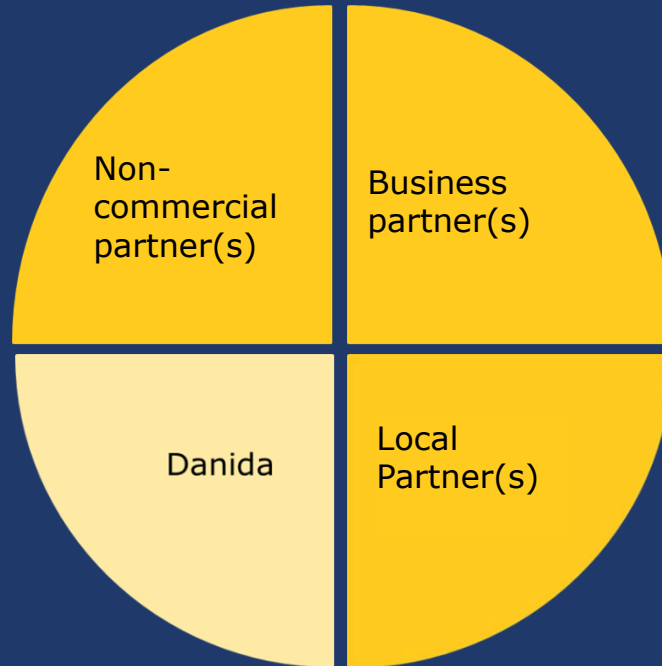


Danida Market Development Partnerships – objective:

Through broad partnerships, contribute to market driven sustainable growth and employment in development countries and transition economies, within the framework of the Sustainable Development Goals -the SDGs



Broad partnerships mobilizing knowledge, competences, experience and financing – with a focus on SDG 8





The point of departure is a business idea the goal is development and business

- The business idea – part of the core business of the company
- A solid business venture must support the development objective of the partnership project
- A commercially viable business venture – to be pursued on commercial terms after expiration of Danida support
- With the potential for scale



Focus on SDG 8: Decent jobs and economic growth

- Build on key, local development challenges
- Through market development contribute to creating decent jobs, better income possibilities and enhanced economic growth in the partner country
- Meet the requirements of Responsible Business Conduct



Important considerations

- Working in partnerships increase the potential for more comprehensive results
- But also more resource demanding as different mind-sets are brought together
- Therefore important for each partner – commercial as well as non-commercial – that the project-idea is part of the core business of the organisation



Five pilot projects almost there

- CARE Danmark/Chr. Hansen – Enhancing crop yield and profitability in Kenya through biological plant protection
- DIEH/Bestseller – Work environment, productivity and social dialogue in Myanmar garment industry
- GAIN/Arla Food Ingredients – Gain access to better dairy in Ethiopia
- L&F/Arla – Milkyway partnership Nigeria: Market driven sustainable growth in the dairy value chain
- SustainableEnergy/Vestas – Supporting sustainable mini-grid development and local production of wind turbines using the case of Kenya



Challenge Fund

- Application in competition with others - concept note
- Danida makes overall assessment – based on fixed assessment criteria
- Deadline for submission of concept notes is 15 September 2017
- Expected deadline in 2018 round - April/May



Danida contribution: 5 – 8 million DKK

- Total budget frame in 2017 is 60 million DKK – expected 7-8 partnerprojects
- Expected in 2018, 80 million DKK – approximately 9-10 partnerprojects
- Danida contribution up to maximum 75% af total budget, maximum 8 million DKK to each partnerproject
- Danida priority countries + countries with GDI below 4,035 USD/cap.



What can Danida support

- Danida provides support to non-commercial partners – but expenses of commercial partners are counted in total project budget
- Possibility for support to development of full project proposal, maximum up to 500.000 DKK
(Part of maximum Danida support to project)



Proces for project development

Concept

- Partners match up and develop concept note for partnership project

Assessment

- Concept notes assessed by Danida
- Partnerships selected

Development

- Selected partner consortia develop full project proposal
- Danida is consulted in the process

Approval

- Danida approve project

Implementation

- 3-5 years implementation
- Monitoring, reporting, evaluation



Read more about Danida Market Development Partnerships on

[um.dk/da/danida/danida-business/
danida-market-development-partnerships/](https://um.dk/da/danida/danida-business/danida-market-development-partnerships/)

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