



GTZ and Energy

GTZ Profile

Goals & Strategy

Instruments and Levels of Intervention

Concepts

Cooperation



GTZ Profile

What is special about the way GTZ works?

1. Our work is holistic and we operate through networks
2. We provide customised solutions and support complex processes
3. Our work is value-oriented



Features of GTZ's work

Holistic

- Linking objectives (economic, social, ecological)
- Multi-level and cross-boarder approaches
- Liaising for better interaction between government, civil society and the private sector
- Linking sectoral, organisational and policy advice

Process - oriented

- Professional change management geared to results
- Strengthening partner capacity and responsibility
- Brokering the fair negotiation of diverse interests; promoting disadvantaged interest groups

Value - oriented

- Democracy, rule of law and human rights as fundamental values
- Promoting good governance (grass-roots participation, transparency, accountability)
- Introducing the concepts of the ecological and social market economy



Our Corporate Guiding Principles

gtz

Client orientation

Client satisfaction is the yardstick for the quality of our work.

Employee orientation

We promote our employees' development. The quality of their work guarantees the success of our company. Management personnel are role models.

Results orientation

Our actions are geared to achieving sustainable and verifiable results.

Economic efficiency

Our operations aim to achieve maximum cost-effectiveness.

Flexibility

We use flexible structures and processes which we adapt to the demands on hand.

Self-responsibility

Our decision-making is located next to the operational level and oriented to common corporate interests.





Capacity Development - Our Core Competence

Building the capacities of people, organisations and societies



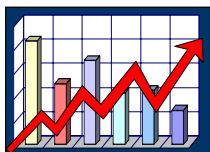
Objective:

Partners are able to make effective and efficient use of resources in order to achieve their own goals on a sustainable basis.



GTZ - Facts and Figures 2005

New contracts	€1,327 million
Turnover	€875.7 million
Ongoing projects	2,282
Partner countries	126
GTZ field staff	1,050
National personnel	8,189
Staff at Head Office	981





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GTZ – Targets of Energy Projects

- **Overarching goal: Poverty reduction**
- Cover basic energy needs to improve living conditions
- Secure a sustainable economic development
- Reduce dependency on energy imports
- Reduce environmental damage
- Implement international conventions (i.e. Kyoto Protocol)
- Improve technical/organizational capacities of institutions and experts



GTZ Strategy

Goal: Sustainable Alignment of the Energy Sector

- Demand-side orientation
- Support of endogenous capabilities and possibilities





Strategy and Concept Design

Objective: Sustainable Alignment of the Energy Sector

Consulting Services for National Institutions:

- Development of strategies and policies
- Legislation, regulation
- Provision of information
- Concepts for energy supply
- Promotion concepts for renewable energy sources
- Strengthen energy efficiency
- Integrated approaches



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GTZ Instruments and Levels of Intervention

International Level	<ul style="list-style-type: none">➤ bilateral partnerships➤ renewables2004➤ REN21
Macro Level	<ul style="list-style-type: none">➤ developing appropriate sector and cross-sector policies➤ national and regional energy planning➤ integrating energy efficiency and renewable energy promotion policies
Meso Level	<ul style="list-style-type: none">➤ institutions building➤ organizing multi-stakeholder initiatives➤ supporting private sector activities (PPP)
Micro Level	<ul style="list-style-type: none">➤ training/capacity building➤ pilot dissemination of new technologies➤ business development support➤ audits, study tours, seminars

Donor coordination



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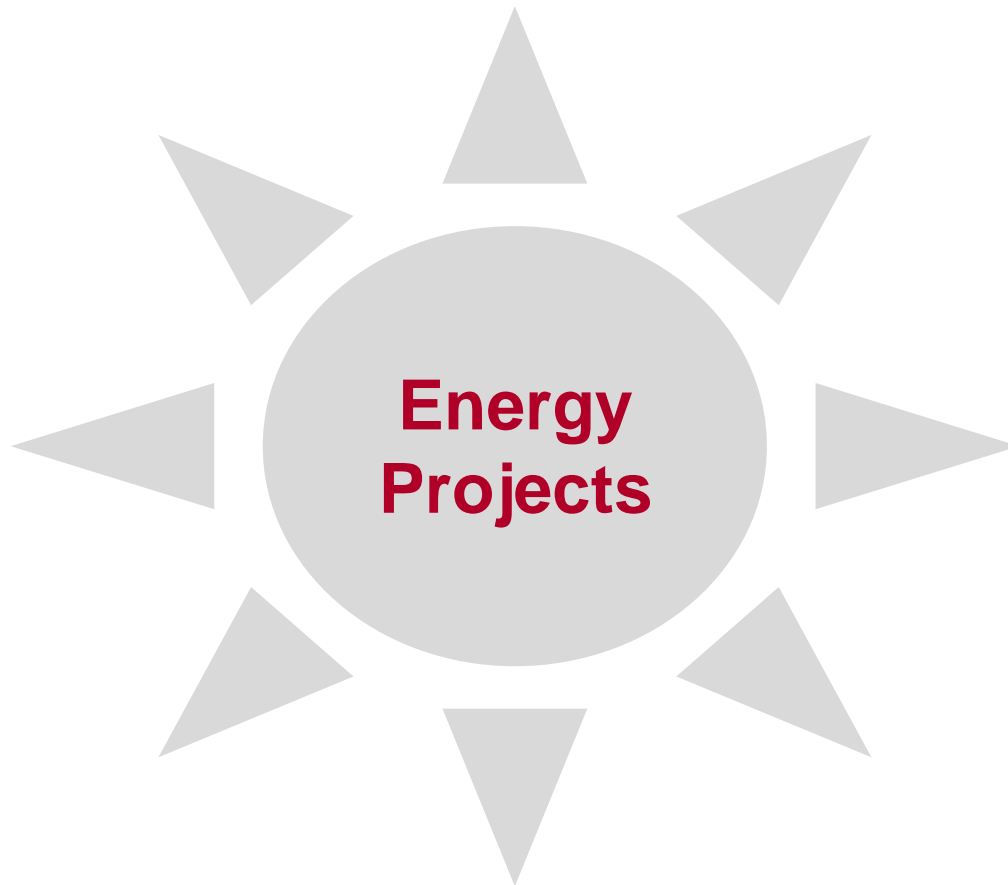
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Energy Efficiency

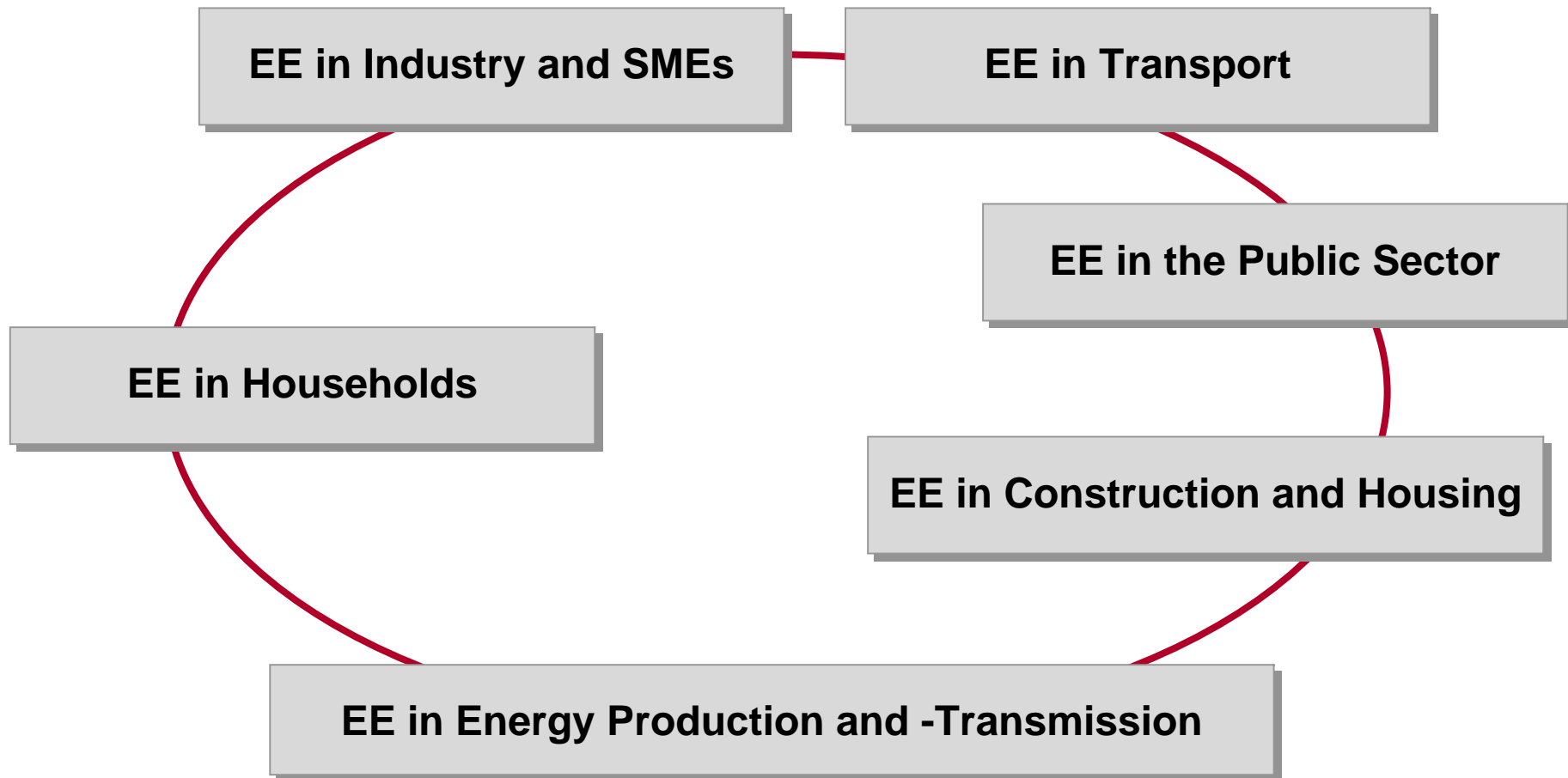


Renewable Energies



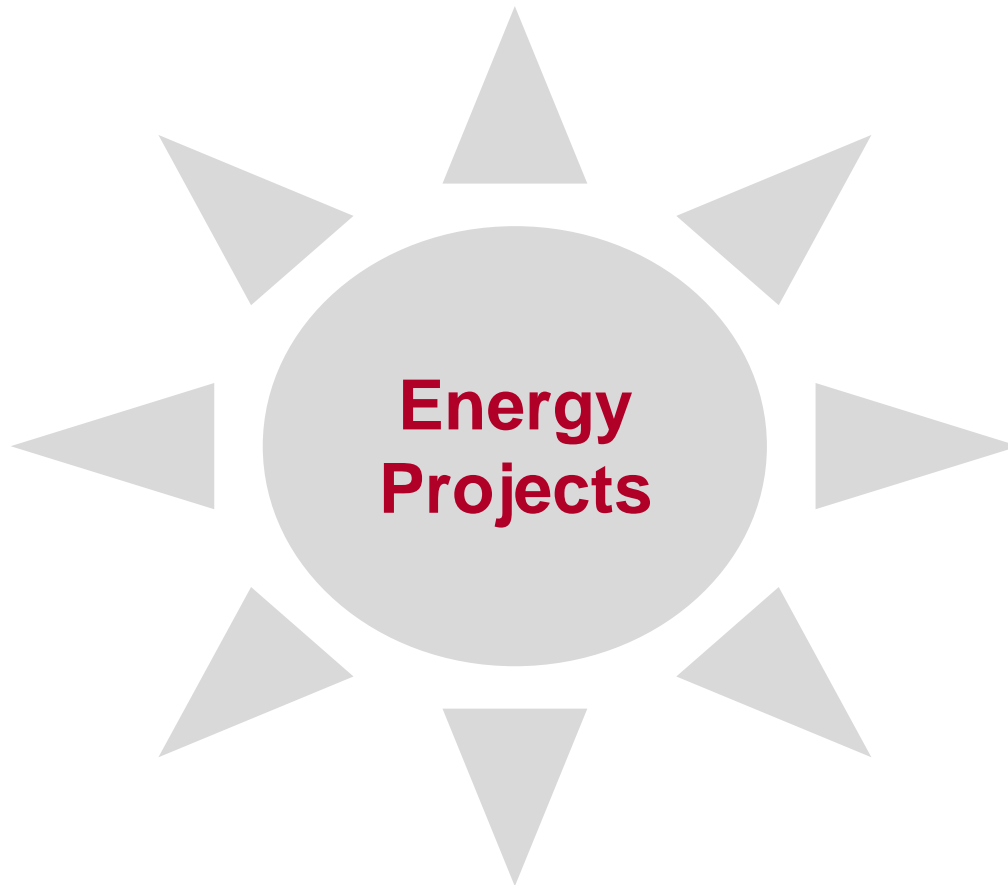


Energy Efficiency Focal Areas





Concepts



Energy Efficiency



Renewable Energy





Renewable Energy

Service Modules:

- Market-oriented dissemination concepts
- Standards, financing models
- Training, marketing



Approach:

- Support of sector policies
- Support of private actors





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GTZ – TERNA

TERNA - Support partners in developing countries to plan and develop wind power projects through partner-specific knowledge transfer.

- Country Projects
 - Energy policy consulting (e.g. dialogue on support mechanisms for renewable energies)
 - Site-specific project assistance (wind measurements, site-selection, feasibility studies, advice on financing, assistance in tendering procedures)
- Dissemination of information
 - Transferring expertise in economic and technical aspects of wind energy to partners in developing and emerging countries
 - Raising the level of knowledge among companies in the international wind energy industry about relevant framework conditions in developing and emerging countries



Cooperation

Cooperation agreements with BWE and VDMA

(since October 2005)

Objectives:

- Establishing and strengthening sustainable energy supply systems in developing and emerging countries.
- Tapping the market potential in the field of wind energy.
- Promoting market development through the companies in the wind energy sector.



Cooperation

Specific measures agreed

- Organising an “information platform” to take place once a year.
- Mutual participation in working groups and expert dialogues on a case-by-case basis.
- Involvement of the BWE and VDMA in the planning of TERNA country studies.



Thank You!