

Partnering with German Development Cooperation

Opportunities for German and European Companies in the Health Sector

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Achieving More Together

Win-Win-Win solutions



Expanding our economic and development cooperation will benefit partner countries – and is an opportunity for German and European companies to invest and build long-term business relations.

– Reem Alabali Radovan, Federal Minister for Economic Cooperation and Development (2026)



Development

Better health services for people in partner countries. Strengthening health systems, skilled workforces and local production.



Enabling Conditions

Better investment conditions through stronger regulation and stable markets.
More predictability for companies.



Business

New cooperation and business opportunities for German and European health companies.
Access to growing markets and market positioning.

Achieving More Together

Win-Win-Win solutions

How does German Development Cooperation support companies in the health sector?



Dialogue & Engagement

Companies are integrated into political processes; BMZ networks open doors to governments and institutions.



Reducing Barriers

Development cooperation strengthens framework conditions: regulation, skilled workforces, investment climate, health financing, trade facilitation.



Funding & Support



Instruments for advisory, project development, financing and implementation enable investments that would otherwise not be possible.

BMZ Action Plan
“Strong Partnerships
for a Successful
Global Economy”

Dialogue & Engagement

Involving companies in the health sector – representing interests, opening markets



Challenges

- Development policy processes have run without the involvement of business in the past.



German Development Cooperation

- BMZ is intensifying dialogue with the health industry and jointly developing concrete initiatives.
- Companies are consulted before government negotiations — their interests are incorporated.
- Economic cooperation is a standing item in development cooperation government negotiations.
- Companies are involved in projects at an earlier stage and in a systematic manner.
- Access to tenders for German and European companies is facilitated.
- Export promotion instruments and development cooperation instruments are coordinated.
- Business Scouts are active in German chambers and associations, facilitating cooperation.



Formats

- **Round Table discussions:** companies from the health sector engage with BMZ and international partners.
- **Business Days:** Companies give input and establish contacts with local partners and launch projects.
- **Bilateral exchange** with Development Cooperation.
- **Business Scouts** to support cooperation.
- **Hamburg Sustainability Conference (HSC).**

Contact to decision-makers, close links to Development Cooperation, early involvement in new markets.

Reducing Barriers

Production in Africa – regulation, workforce, market shaping & business partnerships



Challenges

European health companies encounter fragmented regulatory systems and markets, insufficiently skilled workforces and unpredictable demand in partner countries — making sustainable investment difficult.



German Development Cooperation

Regulation: Strengthening national regulatory authorities & harmonisation at different levels.

Market shaping: Supporting pooled procurement mechanisms — predictable demand for manufacturers.

Skilled workers: Strengthening the workforce in partner countries; supporting Regional Capability & Capacity Networks (RCCNs) for training across the value chain.

Business partnerships: Matching European and African companies, technology transfer, partnerships.

Continental engagement: Cooperation with Africa CDC, WHO or Gavi (AVMA).

BMZ invest ~ 800 million euros within the [Team Europe framework](#).

Example: Partnering with Sartorius

Partnership in Rwanda, Senegal, South Africa and Ghana on bioprocessing training and modern equipment (e.g. bioreactors), linking to local stakeholders, including in research and innovation.

Reducing Barriers

Production in Africa – selected programmes

SenPharm – Senegal

Strengthening the production of vaccines, pharmaceuticals and diagnostics. Focus on governance and regulation, skills development; and support to businesses especially regarding GMP, quality management and commercialisation. Networking with German and European companies for knowledge exchange, technology transfer and fill-and-finish.

PharmaVax – Ghana

Strengthening the pharmaceutical and vaccine sector: governance and regulation, skilled workforce, research & development, regulatory readiness of local manufacturers and matchmaking with German and European companies, integrated business partnerships in preparation.

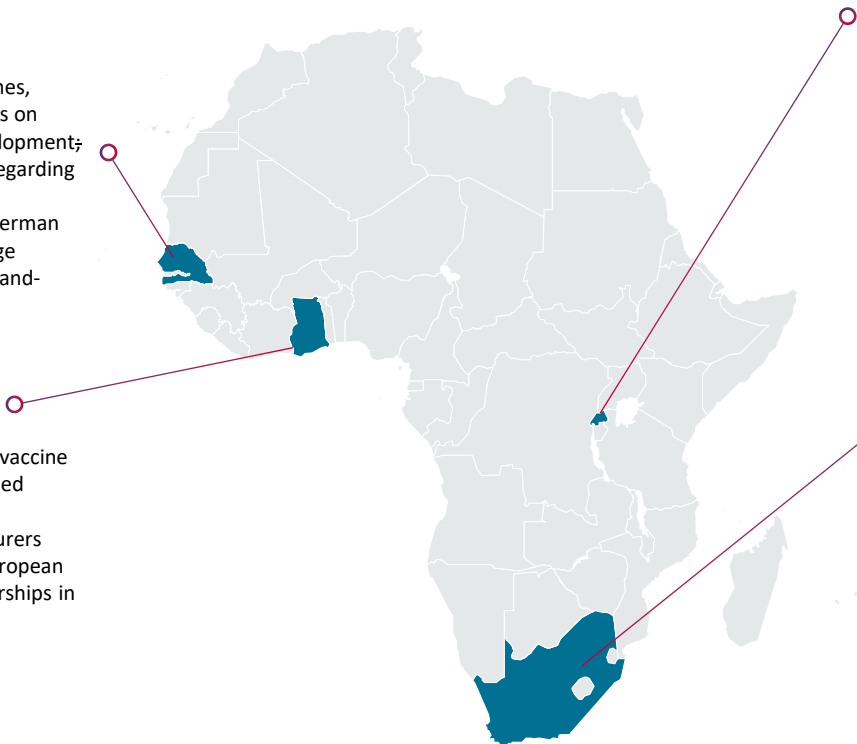
Rwanda Pharmaceutical & Biotechnology Sector

Projects to strengthen the national regulatory authority and establish a quality control laboratory; market-oriented training for skilled workers and investment support at the Bioeconomy Hub.

SAVax – South Africa

Strengthening the vaccine value chain from surveillance and research through to production, regulation, procurement and demand. Supporting the WHO mRNA technology transfer hub.

Focus on regulation: GIZ and KfW are working together to strengthen the national regulatory authority (SAHPRA) and support capacity-building to become a WHO “Listed Authority”.



Reducing Barriers

Production in Africa – selected programmes

African Union

Institutional strengthening of Africa CDC/PHAHM and African Medicines Agency (AMA).

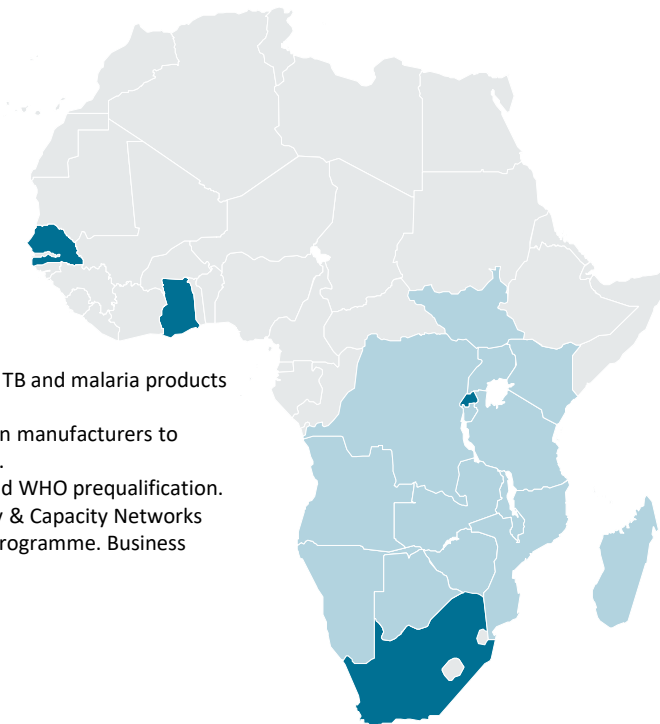
BACKUP Health (Global/Africa)

Supporting the production of quality-assured HIV, TB and malaria products manufactured in Africa

1. Business partnerships: Matchmaking between manufacturers to facilitate technology and knowledge transfer.
2. Support with GMP, regulatory compliance and WHO prequalification.
3. Skills development within Regional Capability & Capacity Networks Support for the WHO mRNA technology transfer programme. Business conferences. Cooperation with Africa CDC.

■ Bilateral projects

■ Cooperation as part of the regional projects in EAC and SADC



Example of embedded Partnering with Sartorius

Partnership in Rwanda, Senegal, South Africa and Ghana on bioprocessing training and modern equipment (e.g. bioreactors), linking to local stakeholders, including in research and innovation.

East African Community – EAC

Capacity building in GMP. Support to regional pooled procurement of medicines. Harmonisation of regulatory processes, e.g. through joint manufacturing site inspections and joint dossier assessments. Focus on sexual and reproductive health products.

Southern African Development Community – SADC

Business opportunities and networking for pharmaceutical companies. Support and technology transfer to educational institutions and businesses. Coordinated procurement and harmonisation of certification for medicines. Supporting sustainable supply chains. Capacity building. Focus on sexual and reproductive health products.

Reducing Barriers

Stabilising demand – removing trade barriers

Health Systems



Challenges

Without stable health systems, including a qualified workforce, sufficient budgets and functioning reimbursement systems in target markets, sustainable business models are difficult.



German Development Cooperation

Support to partner countries in building sustainable health systems: health financing and insurance reforms, expanding health coverage, strengthening service providers, developing health workforce and technical capacities (e.g. Tanzania, Cameroon, Ethiopia, Cambodia, Nepal, Uzbekistan, Pakistan or Syria).

GIZ Hospital Partnerships: 650+ partnerships between European and partner hospitals; 40,000+ health professionals trained in 80 countries.

Boosting demand for products through health system strengthening, consolidated procurement, and cooperation with organisations such as Gavi (AVMA) and the Global Fund.

Trade



Challenges

Tariffs and non-tariff trade barriers make it difficult for the healthcare sector to enter markets and establish cross-border supply chains.



German Development Cooperation

Trade facilitation: Strengthening customs authorities, digitalisation and optimisation of import/export processes.

Regional economic integration: Support for the negotiation and implementation of the African Continental Free Trade Area (AfCFTA) and regional economic communities.

Quality infrastructure: Support for standardisation, conformity assessment, accreditation, metrology and market surveillance/product safety; harmonisation of product standards and introduction of GMP.

German Alliance for Trade Facilitation: Initiative to remove trade barriers.

Funding & Support

Agency for Business and Economic Development (AWE) –
One-stop shop for businesses on German Development Cooperation (GIZ, DEG Impulse)



Challenges

Entering new markets takes time and resources. Companies often do not know which instruments fit their needs, how to structure projects with development cooperation or where to find qualified local partners.



Agency for Business and Economic Development (AWE)

AWE is the central point of contact on Development Cooperation for German and European business communities and companies seeking to operate or expand their activities in developing and emerging markets.

Tailored services: Advice on funding, financing and project development and establishes contacts worldwide – free and confidential.

International network: Around 40 experts in 15 countries in foreign chambers of commerce, business and industry associations, and trade unions make up AWE's network.

Local access: Through its international partner networks, AWE connects companies with local and Development Cooperation programmes (e.g. Partners in Transformation Desks in East Africa, Southeast Asia and Western Balkans; InfoDesks in Syria and Ukraine).

Advisory and project development: Individual support for cooperation projects, including co-creation processes with companies through the Lab of Tomorrow.



InfoDesks Ukraine & Syria

Advice for companies exploring health markets and business opportunities in Ukraine and Syria. Connecting companies with financing partners, implementing agencies, healthcare institutions and local partners.



Online Tools

AWE [offers online tools](#) support companies in discovering cooperation opportunities with development cooperation and decisions with respect to the supply chain/value chain. Also explore opportunities with: [Förderlotse](#) [Investment Navigator](#) (BMZ & BMWF), and [funding database](#).



Example: Lab of tomorrow: Maisha Meds

Digital pharmacy management software for Africa — AWE Lab-of-Tomorrow venture. Improves medicine availability and quality management.

Funding & Support

develoPPP – expertise since 1999



Challenges

- Companies have impactful project ideas but cannot bear the full risk and cost alone.



develoPPP (GIZ / DEG Impulse)

- develoPPP Classic:** for established medium-sized and large companies wishing to invest sustainably in partner countries. Funding of up to 2 million EUR for projects that combine business objectives with development goals. Companies must contribute at least 50 per cent of the costs.
- develoPPP Ventures:** catalytic funding plus potential additional growth capital for local start-ups in selected countries in sub-Saharan Africa; EUR 100,000 with an optional top up of EUR 200,000.

To date, approximately 2,800 development partnerships have been implemented.



Up-skilling Biomedical Engineers for Ghana

develoPPP Classic partnership with B. Braun, Delft Imaging, Drägerwerk, Sysmex Europe and Area 9 Lyceum (GIZ)

Modern clinical equipment needs to be available, managed and maintained. Together with industry and academia, the training of students and professionals through a practice-oriented biomedical engineering programme at two Ghanaian universities is improved. This is an expansion from a similar project in Senegal and Kenya.



ACTIVE 2.0 - Improving Cervical Cancer Treatment In Indonesia

develoPPP Classic partnership with Elekta (DEG Impulse)

The ACTIVE 2.0 project is helping to ensure patients with cervical cancer have access to high-quality care. With the Swedish precision radiation therapy company Elekta, four Indonesian hospitals have formed centres of excellence serving as hubs for training, infrastructure development and advanced radiation therapy. The predecessor project has also been supported through develoPPP.

Funding & Support

Integrated Development Partnerships (iDPP) · Co-financing



Challenges

Companies have impactful project ideas but cannot bear the full risk and cost alone.



Integrated Development Partnerships with the Private Sector (iDPP, GIZ)

Companies are involved in existing GIZ projects as strategic partners: pooling of expertise, resources and shared responsibility (> 50% private contributions of joint project). Ideal for companies wishing to strengthen sustainable market access and help shape local ecosystems.



Co-financing of Existing GIZ programmes

Companies can expand and help shape existing GIZ projects through their contributions. This provides visibility on the ground and access to GIZ networks.

Funding & Support

Tailor-made solutions for companies & foundations – from concept development to implementation, through direct commissioning of GIZ International Services



Challenges

Companies, foundations and public institutions want to develop and implement complex projects in line with their strategic business interests, but lack the access to governmental networks, local structures or technical experts to ensure local embedding and monitoring.



GIZ International Services (InS)

GIZ International Services works with companies, foundations, development banks, the EU and governments to implement tailor-made projects that connect business interests with local needs. Clients benefit from GIZ's global network, local partnerships, established structures and cross-sectoral expertise, with solutions aligned to their objectives and the GIZ portfolio.



Spotlight: Service Offering on Integrated Multi-Donor Platforms

GIZ International Services develops and manages multi-donor health platforms in which private companies, foundations and public donors jointly invest in a shared project for screening, referral, and scalable chronic disease management. Companies act as co-investors and strategic partners, with a defined influence on content and outcomes. Implemented in Ghana (see box), the platform approach is being rolled out across additional countries & regions, e.g. India.



AYA – Integrated Healthcare Initiative in Ghana

The **AYA Integrated Healthcare Initiative** is a scalable multi-donor platform to strengthen prevention and integrated management of non-communicable diseases (NCDs) in Ghana. The initiative is funded by Bayer, Sanofi, the Gates Foundation, Panorama Global, and through charitable donations from Eli Lilly.

AYA works with the Ghanaian Ministry of Health and Ghana Health Service to strengthen NCD prevention, screening and integrated care, while building the capacity of health workers.

The initiative targets:

≥150,000 people screened | ≥2,800 health workers trained | ≥2 million people reached

[AYA Integrated Healthcare Initiative in Ghana Website](#)

Funding & Support

How the health industry can benefit from KfW Development Bank's investments



Challenges

Companies want to develop and sell products – but health systems lack the resources to buy them.



Financial Cooperation supports health systems

KfW invests in partner countries' health systems through grants and different kinds of loans in bilateral or regional cooperation agreements with public institutions. This enables local actors to procure and use medical products.

Generally, all **tenders** are published at [GTAI](#). In specific contexts, potential suppliers can be included in the project design at an early stage between KfW and the public local partner institution.

KfW can support local (promotional) banks with loans enabling them to finance local health care investments at preferable conditions. This increases the market for German / European providers of equipment, technologies, inputs and services.



Financial Cooperation de-risks medical research & development

Through investments of public funds into [Product Development Partnerships](#) and [Health Impact Investment Funds](#), KfW provides different opportunities for companies to engage and benefit.



Health Impact Investment Funds

Investment funds with a social focus, so-called [Impact Funds](#), are an innovative instrument of development cooperation. They attract private investors because the public side bears the higher default risk. In this way, public funds can be leveraged.

In the health sector, KfW channels BMZ resources into funds which invest in small and medium-sized enterprises and start-ups. The aim is to develop new drugs, vaccines or medical devices needed in developing and emerging markets.

Investing into [Health Impact Investment Funds](#) supports the health industry in growth, innovation, and building strategic partnerships and yield considerable direct financial returns on investments.

Funding & Support

DEG & DEG Impulse support companies in emerging and developing countries



Challenges

Investments in developing and emerging countries carry high risk. Standard financing is often unavailable — too short terms, too high collateral requirements, insufficient risk appetite from house banks.



Financing, Guarantees, Advisory & Support

ImpactConnect (DEG, BMZ): Loans (up to EUR 10 million) for development-oriented investments by European companies in emerging and developing countries. Particularly favourable terms for projects with a high development impact. Ideal for companies entering new markets or expanding their operations.

TradeConnect (DEG, BMZ): A guarantee facility for small-scale export and import transactions. Local partner banks receive cover (up to EUR 5 million or a maximum of 50 per cent of the loan volume) — enabling them to grant loans to trading partners who have previously been unable to secure financing.

Business Support Services (DEG Impulse): Co-financed advisory services for DEG loan recipients: e.g. GMP certification, ESG management, governance, energy efficiency, e.g. feasibility studies or climate strategies. Co-financing up to 50% of advisory costs (max. EUR 200,000).

GermanDesks (DEG): Easy access to the local banking market in Sub-Sahara Africa. The German Desks at selected DEG partner banks support German clients and their local business partners in facilitating transactions by providing necessary banking solutions.

UkraineConnect (DEG, BMWE): Support for German and European SMEs investing in Ukraine (loans of up to EUR 5 million). Companies can safeguard their projects with investment guarantees from the German government.

Helpdesk on Business and Human Rights (DEG Impulse, BMZ): free support service; advises companies, confidentially and individually on the implementation of human rights and environmental issues. In addition to assistance, the service also includes events, training courses, workshops and online tools for companies.



ImpactConnect financing for “Das Labor”

Many specialised medical samples in West Africa are still sent abroad for analysis: The investment enables German company “Das Labor” to equip a new diagnostics laboratory in Benin, building on its existing laboratory network in Guinea, Côte d’Ivoire and Togo. The project contributes to local healthcare infrastructure through improved access to reliable diagnostic services, qualified employment and knowledge transfer.



DEG Financing & Investment

CORPORATE FINANCING / PROJECT FINANCING

Long term funding: senior debt, mezzanine structures or equity
From EUR 10-15m

Focus: Infrastructure & Energy, Financial Sector, Corporates

Tailor-made solutions from 4 to 20 years

Eligibility: established private sector companies or project financing in DEG’s countries of operation

INVESTMENT

DEG acts as an anchor investor in bond placements for companies and financial institutions in emerging markets, providing a credible first commitment that opens international capital markets to issuers.

Funding & Support

Corporate and export financing · Team Germany Approach



Challenges

Local partners require funding for large CAPEX-investments (e.g. medical equipment from Germany / Europe). When complex financing architectures exceed the capacity of individual instruments, companies need access to coordinated public and private financing sources and networks.



KfW IPEX-Bank and DEG: Corporate & Export Financing for the Healthcare Industry

KfW IPEX-Bank: Commercial large-scale (ECA-covered) export financing for exports originating in Europe, e.g. medical equipment.

KfW IPEX-Bank: Commercial large-scale corporate financing for large local Healthcare companies; European link required.

DEG: providing long term financing and support for Healthcare companies operating in partner countries.



Team Germany Approach and Global Gateway Investment Hub

BMZ, GIZ, KfW, DEG and DEG Impulse coordinate their instruments in collaboration with multilateral banks and companies. Complementary financing architecture: e.g. company's own contribution + GIZ project + DEG loan + KfW guarantee + EU co-financing = scalable investment.

Germany Trade & Invest as entry point for EU funding via the Global Gateway Investment Hub.

Partners in Transformation

Business & Development Network



**Partners in
Transformation**
Business & Development
Network

Partners in Transformation Network

The BMZ is bundling its programmes for cooperation with the Private Sector under the umbrella brand "Partners in Transformation - Business & Development Network". The programmes work closely together and support countries of the Global South in developing a fair, sustainable and resilient economy, from which German companies also benefit.



**Partners in
Transformation**
Agency for Business and
Economic Development



**Partners in
Transformation**
develoPPP



**Partners in
Transformation**
Chambers and
Associations



**Partners in
Transformation**
Helpdesk Business
and Human Rights



**Partners in
Transformation**
ImpactConnect



**Partners in
Transformation**
Import Promotion Desk



**Partners in
Transformation**
TradeConnect



**Partners in
Transformation
Desk**

Funding & Support

Overview: What suits your company?



Digital Discovery Tools

○ [Förderlotse Wachstumsmärkte \(AI Tool, BMZ & BMW\)](#)

○ [DC Funding Database](#)

Instrument / Offer	What it delivers	Suitable for	Link
Agency for Business and Development (AWE)	One-stop shop; individual advisory on funding instruments, financing & market entry; Business Scouts; PiT Desks; project development	All companies in Germany and Europe — ideal starting point	Business Globally Involved: We would be happy to advise you Agentur für Wirtschaft & Entwicklung
BACKUP Health	Partner matching, capacity building and longer-term training offers for production in Africa	Pharma, MedTech, technology providers	Global Programme Health System Strengthening GIZ
BSS — Business Support Services	Co-financed advisory (up to 50%, max. EUR 200,000) for DEG loan recipients — e.g. GMP, ESG, climate strategy	Existing DEG clients	Business Support Services DEG
Business Days (Wirtschaftstage)	Bilateral networking events between German and local business and government representatives	All companies with market interest	Veranstaltungen Agentur für Wirtschaft & Entwicklung
Co-financing	Co-financing of GIZ-projects; extension of scope and impacts; private contribution min. 250.000 EUR	Established mid-sized & large companies	privatesector@giz.de
DEG Financing & Investment	Long term funding (debt, mezzanine capital or equity), from EUR 10-15m; anchor investor in bond placements	Established private companies	DEG
develoPPP Classic	Co-funding of up to EUR 2 million for established companies with projects that contribute to development goals (min. 50% own contribution)	Established mid-sized & large companies	Entrepreneurship meets sustainable development – develoPPP
develoPPP Ventures	Catalytic funding plus potential additional growth capital for local start-ups in selected countries in sub-Saharan Africa; EUR 100,000 with an optional top up of EUR 200,000	Start-ups post-founding phase	Entrepreneurship meets sustainable development – develoPPP

Funding & Support

Overview: What suits your company?

Instrument / Offer	What it delivers	Suitable for	Link / Contact
German Desks	Banking solutions for German clients and their local business partners	SMEs and their local business partners	German Desk DEG
GIZ International Services / InPact Health	Tailor-made projects that align business interests with local needs, leveraging GIZ structures and expertise through direct commissioning	Governments, multilaterals, the EU, foundations & established companies	International Services: sustainable solutions made to measure GIZ
iDPP Integrated Development Partnership	Business cooperation fully integrated in GIZ project; max. 50% public funding	Established mid-sized & large companies	iDPP@giz.de
ImpactConnect	Loans (up to EUR 10 million) for development-effective investments in developing & emerging countries	Companies with investment plans	Our promotional programmes DEG
KfW Development Bank	Financial Cooperation: Financing long-term investments and reforms in developing and emerging countries on behalf of the German Government; impact investment funds	Investors, established companies	SDG 3 – Good Health and Well-Being KfW Development Bank
KfW IPEX Bank	Commercial corporate, project and export finance	Established companies	Investment Financing
Round Table	Regular exchange between health sector companies, BMZ and international partners on specific topics	Companies interested in political dialogue	a2m@giz.de
TradeConnect	Guarantee instrument for small-volume export and import transactions; coverage of trade financing	Exporters, trading partners	TradeConnect
Ukraine Connect (BMWE)	Support for German and European SMEs investing in Ukraine (loans up to EUR 5 million).	SMEs	UkraineConnect DEG

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