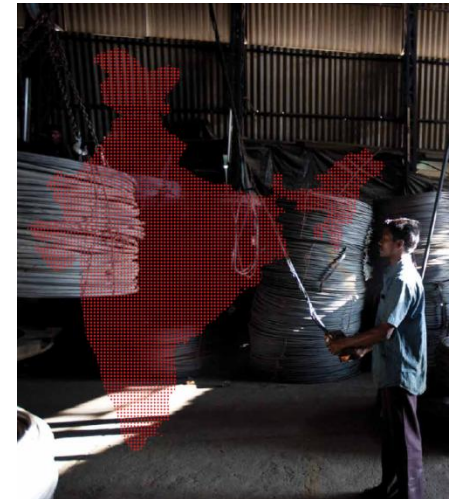




# Introduction to GIZ

Private Sector Development India





## GIZ in Brief

# Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) mbH is an enterprise owned by the German Government. GIZ implements sustainable development through international cooperation, on behalf of Germany and other partners. With a global footprint in over 130 countries, GIZ leverages its regional and technical expertise for local innovation.

GIZ India has a team of over 300 staff. To address India's need for sustainable and inclusive growth, in partnership with stakeholders, GIZ's key focal areas are:

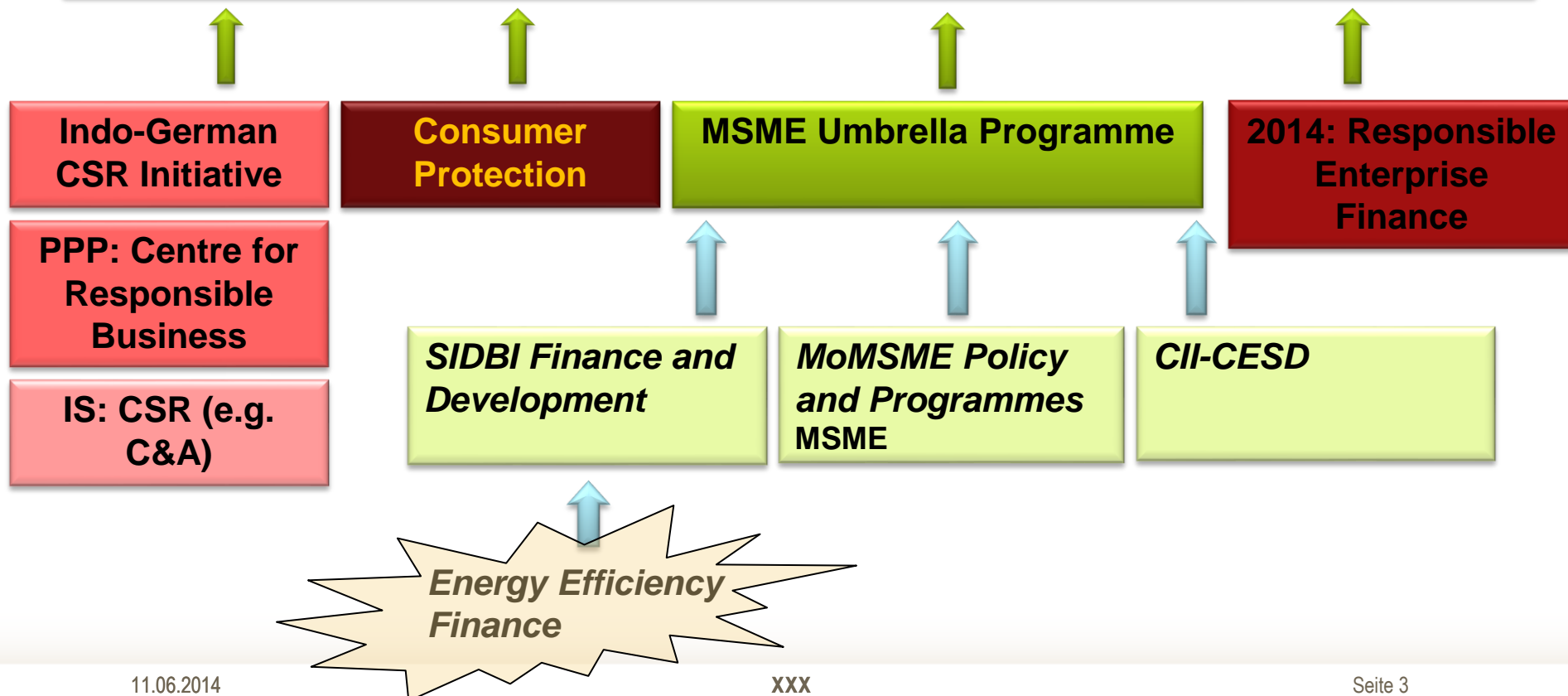
- **Energy** (renewable energy and energy efficiency), Mitigation of greenhouse gas emissions
- **Environment** (sustainable urban and industrial development, natural resource management, climate change adaptation, biodiversity)
- **Sustainable economic development** (rural finance, social security systems, small and medium enterprises)
- **Skill development**





# GIZ – Promoting the Private Sector in India

## Sustainable Growth and Responsible Competitiveness of Indian Private Sector





## Partners



### GIZ

*GIZ offers  
demand-driven,  
tailor-made and  
effective services  
for sustainable  
development.*



### SIDBI

*SIDBI is the Principal  
Financial Institution for  
the Promotion,  
Financing &  
Development of the  
MSME Sector in India*

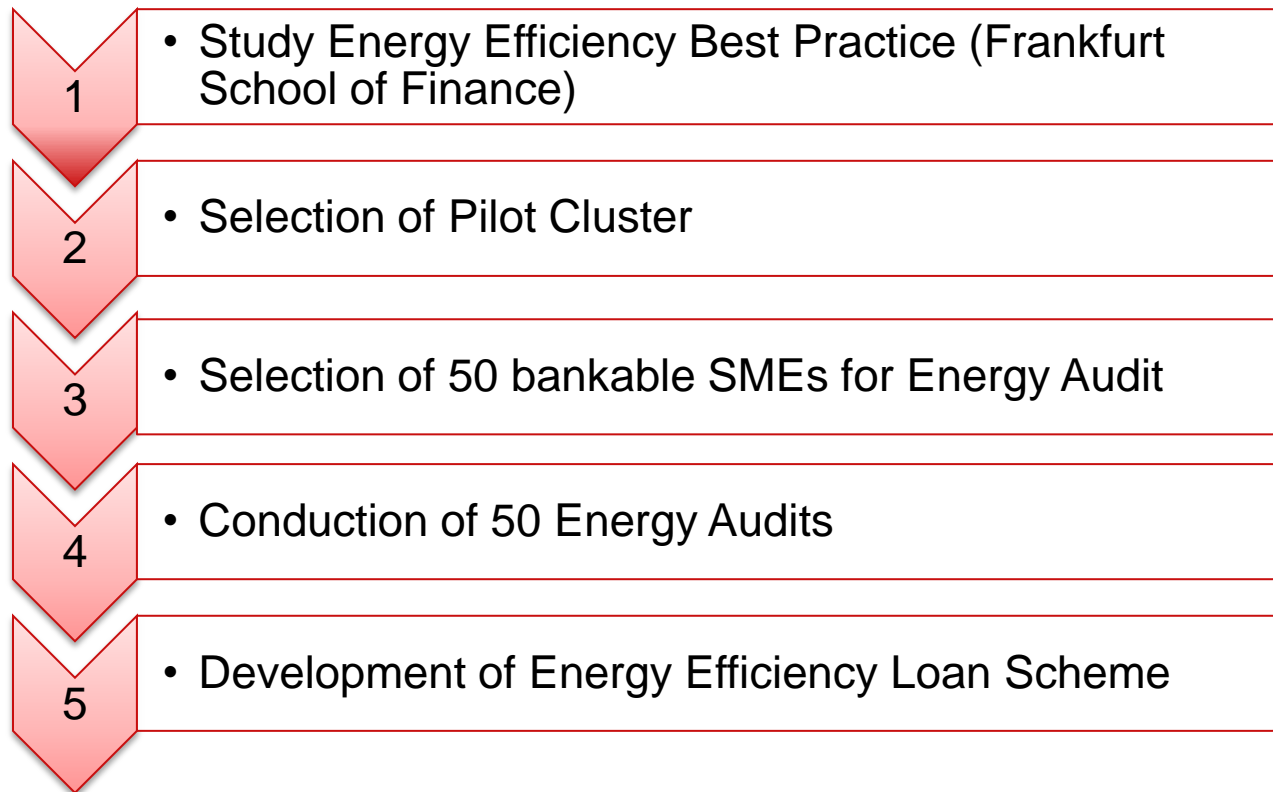


### State Bank of India

*Largest public  
sector bank with  
strong SME focus*

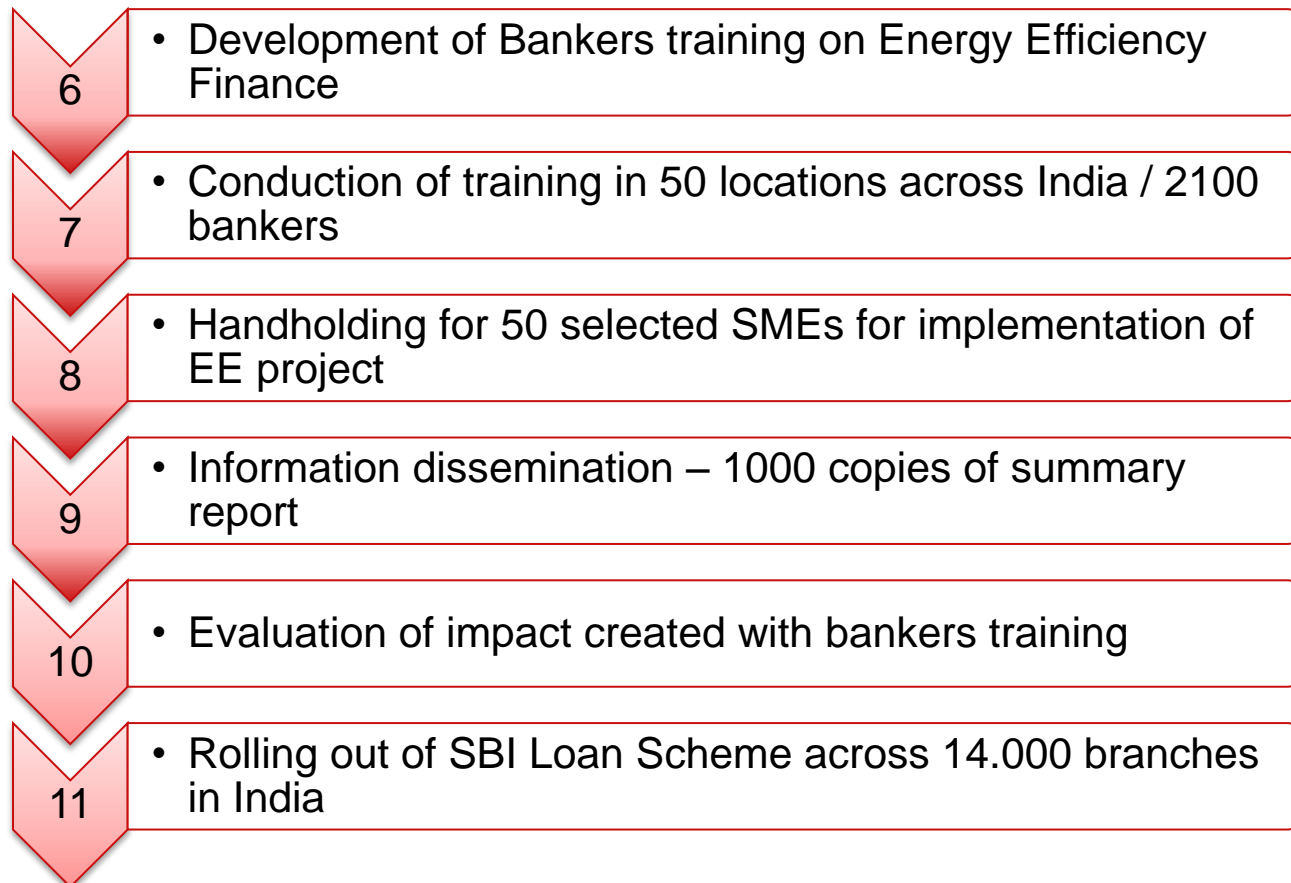


## GIZ MSME Umbrella Programme – Energy Efficiency Finance 1/2





## GIZ MSME Umbrella Programme – Energy Efficiency Finance 2/2





## Bankers Training on Energy Efficiency Finance – Expected Output

- Bankers can identify and appraise energy efficiency loan applications and apply
  - available schemes and subsidies for energy efficiency
  - cash flow based lending approach and emphasize impact on profitability (business case)
- Bankers proactively guide SMEs on energy efficiency and create awareness on how energy efficiency projects can positively benefit the profitability and the overall risk profile of the company.
- Financial institutions see business opportunities in energy efficiency finance for MSMEs and after funding participation in D&B workshops they will include the content in their bank internal training curriculum for SME Relationship Managers and SME Risk Managers.





## Impact Assessment – Bankers Training on EEF

- Raise Senior Managements attention
- Clarity on expectations on EE from staff at different levels of the bank
- Joint discussions to be organized for bankers and SME owners.  
Summary of the discussions should be shared with the Management of the bank who make the policies
- Industry wise trainings with industry specific examples of machinery or technology
- Target Chartered Accountants who prepare proposal for the SME owners
- Target suppliers who provide machinery to SMEs





## Responsible Enterprise Finance (REF)

***The supply of risk capital and loans for sustainability-oriented investments of micro, small and medium-sized enterprises (MSME) has improved.***

### Mainstream MSME

**Environmental,  
Social risk  
assessment  
Framework for  
MSME lending**

**Sustainability  
-oriented  
products  
  
(Energy Efficiency  
Start-Up/Innovation)**

### Innovative MSME in underserved markets

**Risk capital for  
MSME in  
Underserved  
markets has  
increased**

**More enterprises  
are  
Investment ready**

### Market Creation / Industry Action

**Voluntary Banking  
Principles**



## Knowledge Dissemination & Matchmaking Event - 3 pronged approach

1. Identification of Cluster Champion and documentation of best practice case
2. Dissemination of best practice case via cluster association newsletter
3. Matchmaking Event



## Stakeholders – Energy Efficiency for MSMEs





## Matchmaking Event Locations

- Bhubaneswar 09<sup>th</sup> May 2014 – Plastic Moulding - Jagdamba Polymers Pvt Ltd, Balasore (Servo & VFD controlled Injection Moulding Machine)
- Ludhiana 14<sup>th</sup> May 2014 - Hand Tools, Drop Forgings - Dalpat Forge (India), Ludhiana (Induction Furnace)
- Agra 20<sup>th</sup> May 2014 – Plastic Moulding - Madhav Industries Ltd., Mathura (Thermoforming Machine and Energy Efficient Compressor)





## Need for coordination and collaboration

- Sameeeksha platform
- Collection of activity data across various energy efficiency projects
- Benchmarking of interventions



Sameeeksha

Small and Medium Enterprises: Energy Efficiency Knowledge Sharing  
A platform for promoting energy efficiency in SMEs





## Why do we need to share activity data?

- Informed decision making
- Join hands and build on past experiences and programmes
- Develop Innovative Workshop Formats – beyond awareness training and capacity building – create strong impact
- Share Experience to avoid duplication



## How do you spread the word?

- Did you organize a conference or a workshop recently?
  - Can we find the information on Sameeeksha website?
- Have you documented best practice cases?
  - Can we find these cases on the Sameeeksha website?
- Do you assess the impact / outcome of your measures?
  - Where can we find the learnings / way forward?





# News / Events



## Sameeeksha

Small and Medium Enterprises: Energy Efficiency Knowledge Sharing  
A platform for promoting energy efficiency in SMEs

[Home](#) | [Contact Us](#)

Search

Vision ▾ Mission ▸

SAMEEEKSHA envisages a robust and competitive small and medium enterprise (SME) sector built on strong foundations of knowledge and capabilities in the development, application and promotion of energy efficient and environment friendly technologies.

### ✓ About SAMEEEKSHA

- Background and context
- Core committee
- Members

### ✓ Project briefs

### ✓ Resources

- Newsletters
- Books, Publications and Brochures
- Videos and Presentations
- Cluster matrix

### ▸ Case studies

### ▸ DPRs and Cluster manuals

### ▸ Cluster profiles

### ▸ Templates

Themes



Activities



Key organizations



News / Events



## News

### Registered MSMEs up by 19% in FY12

*Business Standard*, 16 September 2013

The total number of registered micro, small and medium enterprises (MSMEs) rose by 19 per cent in...

[Read more](#)

### Madras Stock Exchange to offer platform for MSMEs

*Business Standard*, 16 September 2013

The 76-year-old Madras Stock Exchange (MSE) will soon be "reborn" with a new trading platform, which...

[Read more](#)

### Resilient MSMEs in small cities face growth moderation

*Business Standard*, 16 September 2013

CRISIL has analyzed the sales performance of 8,500 micro, small, and medium enterprises (MSMEs) from...

[Read more](#)

### Karnataka Vikas Grameena Bank to launch MSME credit campaign from September 15

*The Times of India*, 12 September 2013

Karnataka Vikas Grameena Bank is organizing...

[Read more](#)

## Events

### Workshop on Financing of Energy Efficient Technology for MSMEs – Opportunities and Challenge

The workshop on Financing Energy Efficient Technology for MSME – Opportunities and Challenges was held....

[Read more](#)

### Policy dialogue on up scaling energy efficiency in metal casting in Southern India, 21st February 2013, Chennai, Tamil Nadu

Foundry or metal casting is one the most energy intensive manufacturing processes, in the small-scale sector in India. A regional...

[Read more](#)

### National Summit on Energy Efficiency in MSMEs

The first-ever National Summit on Energy Efficiency in MSMEs was organized under the aegis of SAMEEEKSHA, a collaborative...

[Read more](#)



# Case Studies



Sameeksha

Small and Medium Enterprises: Energy Efficiency Knowledge Sharing  
A platform for promoting energy efficiency in SMEs

- ✓ About SAMEEEKSHA
- ✓ Project briefs
- ✓ Themes
- ✓ Case studies
- ✓ Activities
- ✓ Key organizations
- ✓ Resources

## Case studies

### Search case studies

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-- Select --



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