



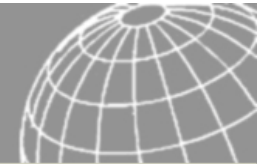
We are the GTZ – Partner for the Future. Worldwide.

Our Vision

- We successfully promote international cooperation which contributes to sustainable development throughout the world.
- Our company is strengthening its position on the global market for international cooperation services.

Our Mission

- We are a government-owned corporation with international operations.
- We implement commissions for the German federal government and other national and international, public and private-sector clients.
- We further political, economic, ecological and social development worldwide, and so improve people's living conditions.
- We provide services that support complex development and reform processes.
- We also takes on commissions from other international organisations and institutions, as well as for governments of other countries. This part of the GTZ's activities is known as **GTZ International Services**.



Head Office Organisation

Managing Directors





GTZ world wide





Facts and Figures

Commissions received	1.115,4 Mio. €
Turnover	878,8 Mio. €
Ongoing Projects	2.628
Partner Countries	131
Field Staff	1.393
Local Staff	6.971
Headquarter Staff	999

As of: 2004

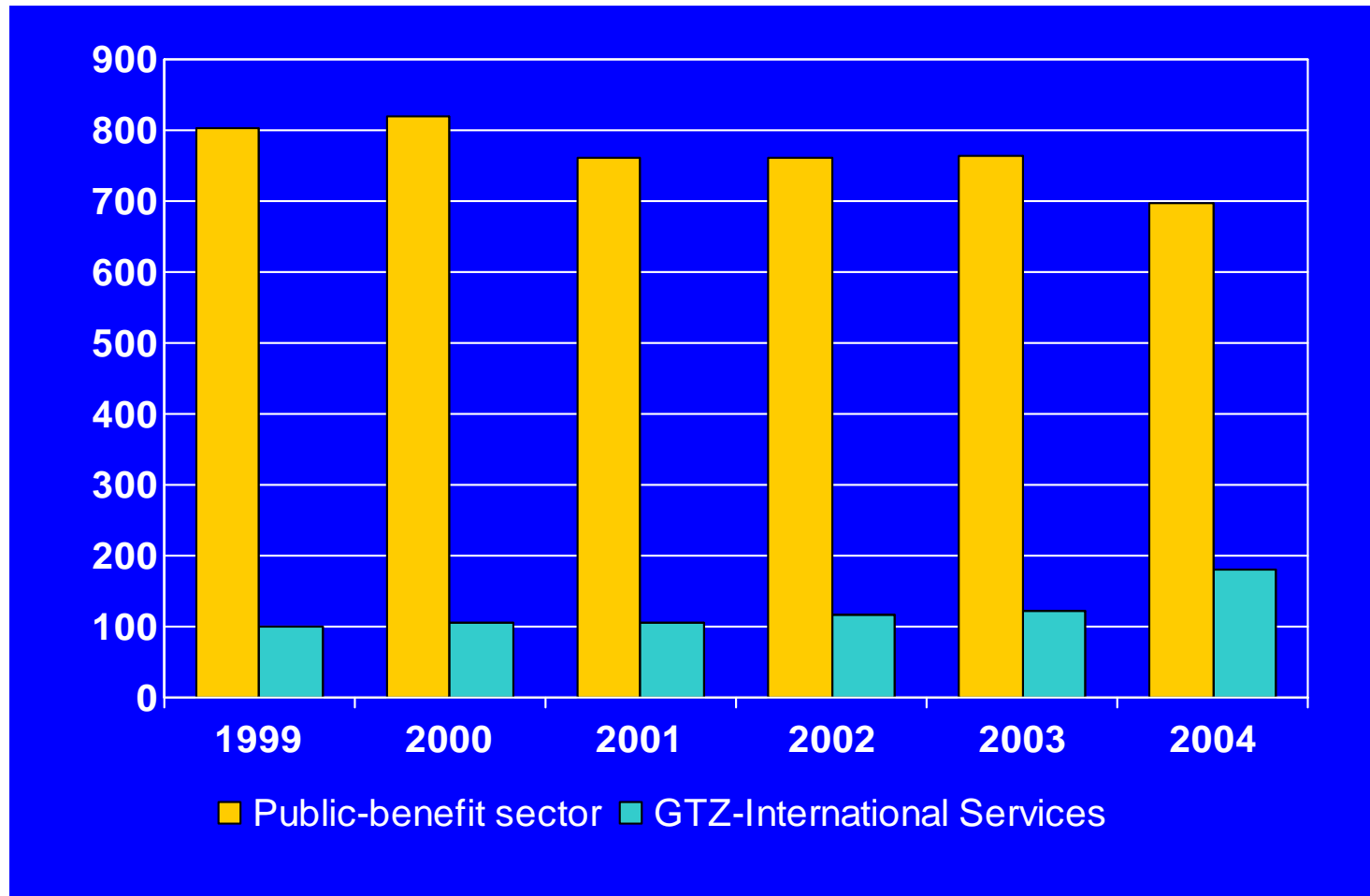


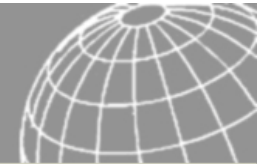
Commissions Received



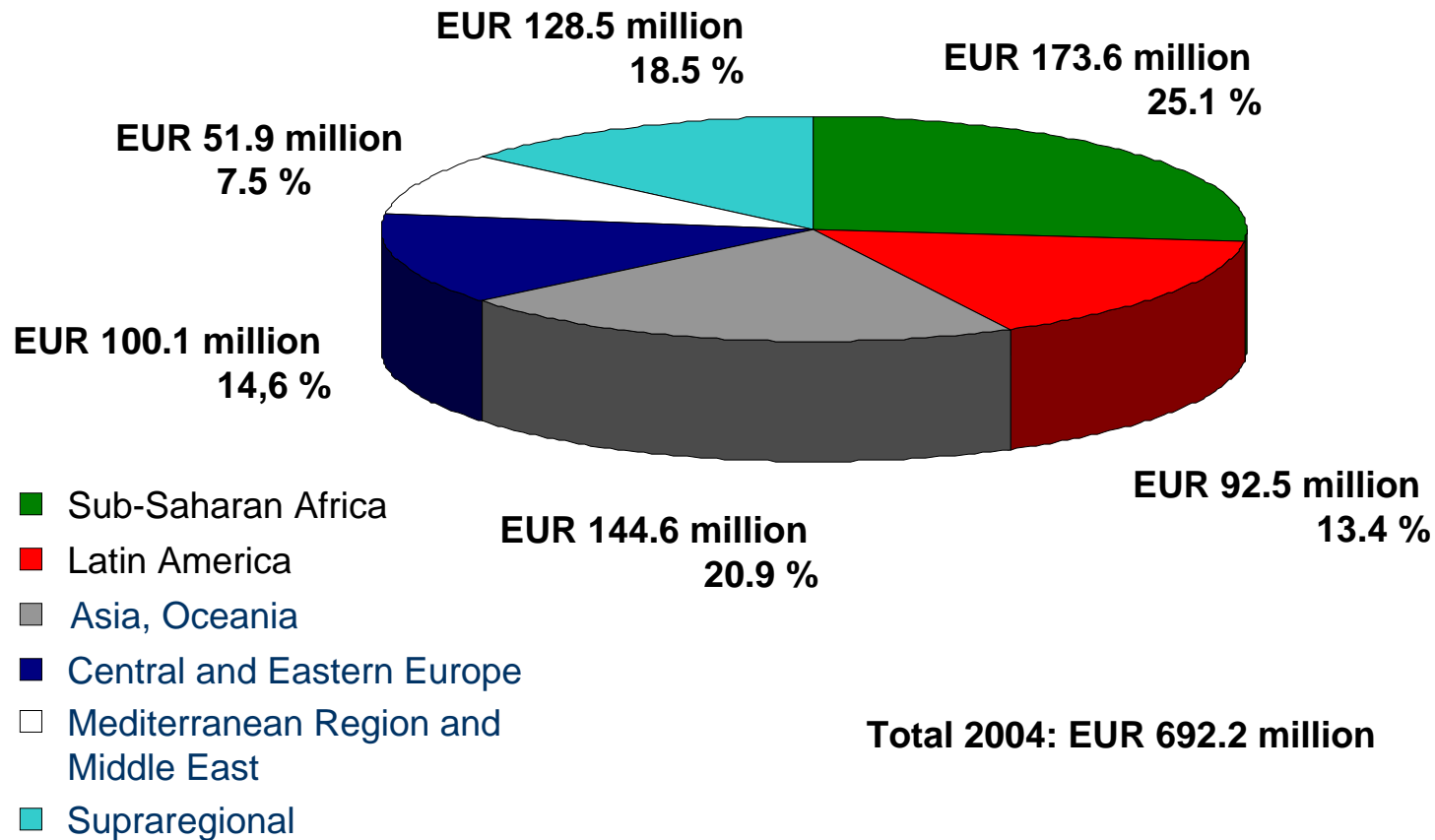


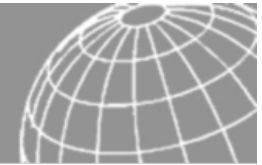
Turnover





Technical Cooperation Funds by Continent 2004 (in Mio €)





Capacity Development

Capacity Development is seen as the process of strengthening the abilities or capacities of individuals, organisations and societies to make effective and efficient use of resources





Development cooperation for sustainable development: The approach of GTZ

Development cooperation must fulfil following criteria to make a successful contribution to sustainable development:

- It must simultaneously take place on a macro, meso and micro level
- It must take into consideration all three dimensions of sustainable development
- It must be planned for the long term
- It must be geared to capacity development



Modes of Delivery of German TC

- Seconded Experts
- Integrated Experts (CIM)
- Short-term Experts
- Financial Contributions
- Mandate Agreement
- Financial Management
- Private-Public-Partnership (PPP)
- Twinning



Fields of Competence



**Economy and Employment
Promotion**



State and Governance



**Agriculture, Fisheries
and Food**



**Environment and
Infrastructure**

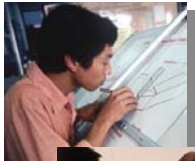


**Health, Education and
Social Security**



Our Services

- **Economic Reform and Development of the Market System (WIRAM)**
- **Development-oriented emergency aid**
- **Sustainable urban development**
- **Democracy, civil society and public administration**
- **Crisis prevention and peace building**
- **Combating structural poverty**
- **Health**
- **Education**
- **Youth and social integration**
- **HIV/AIDS**
- **Environmental policy and sustainable business practices**
- **Water**
- **Energy, transport, infrastructure management**
- **Rural development and the management of natural resources**





GTZ Service Package

- **The GTZ offers a wide spectrum of consultancy services ranging from**
 - economic development and employment promotion,
 - health and basic education, and
 - environmental protection and conservation of natural resources, to
 - rural development and food security.
 - We also offer governmental advisory services and
 - support reform processes in numerous partner countries.

- **The service we can offer included:**
 - Consultancy services for the planning and implementation of projects and programmes
 - Selection and preparation of experts, and back-up services
 - Planning and implementing project-related training and upgrading measures
 - Technical planning and purchase of materials and equipment
 - Awarding and handling non-repayable financial contributions



GTZ International Services works to improve institutional, social, environmental and infrastructural conditions in partner countries.

Our goal is to achieve sustainable development through a combination of strictly results-oriented services and close cooperation with our partners and clients.



Offering GTZ experience for international Clients

GTZ International Services implements commissions placed or financed by partners in developing or transition countries:

- governments
- bilateral donors (not including German Government),
- multilateral organisations (such as World Bank, EU or UN)
- or private companies.

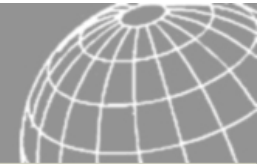


Guiding principles for **GTZ International Services**

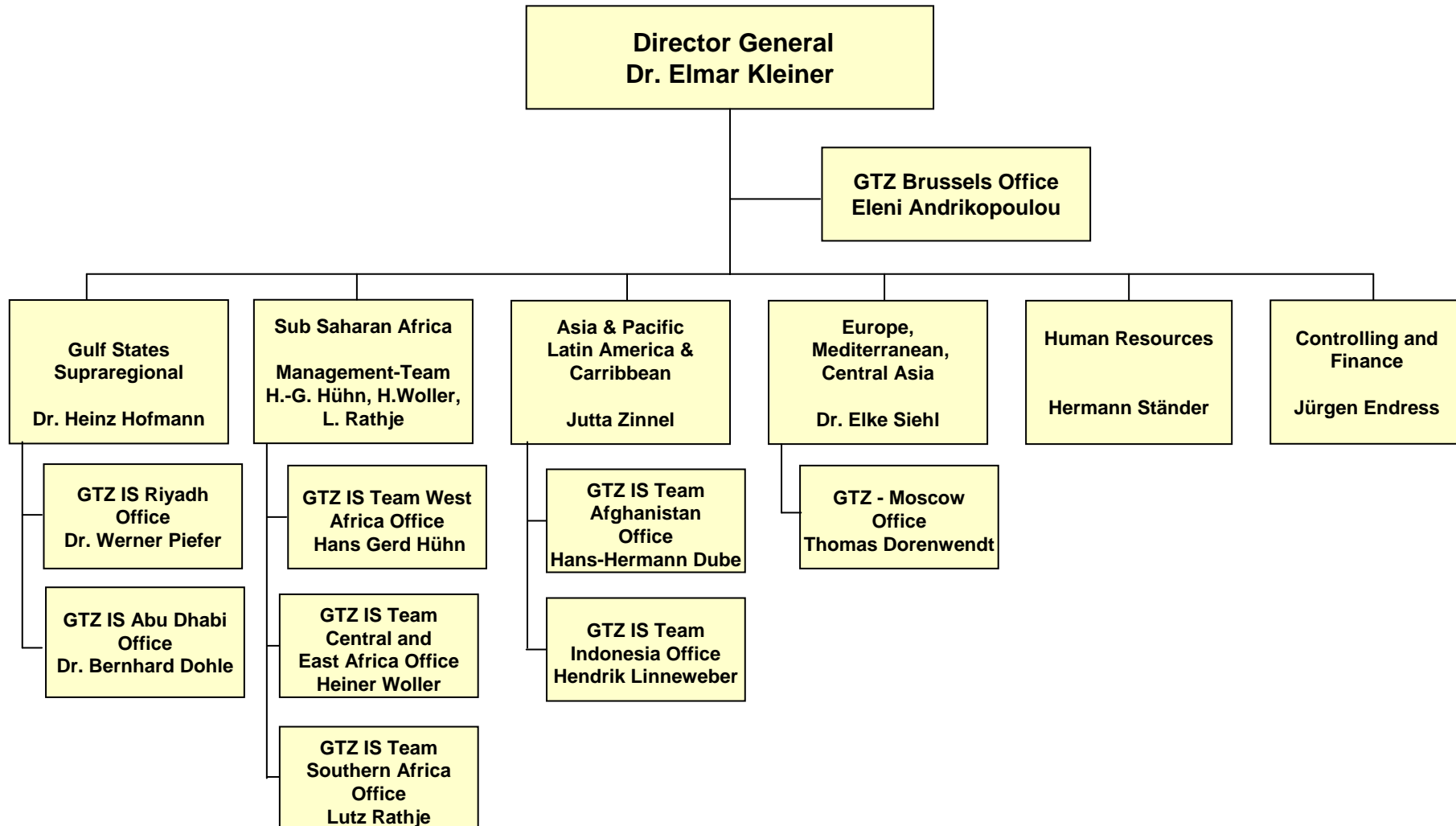
- **GTZ International Services** is part of the Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH - a government-owned corporation for international cooperation with worldwide operations.
- We implement complex development and reform processes on behalf of national and international clients.
- We give access to the full range of competencies and outreach of GTZ - Germany's largest development cooperation company - set up more than 25 years ago.
- We use the services of a large pool of highly qualified experts with excellent social and intercultural skills.
- We base our work on techniques and instruments for optimised project implementation.
- We achieve optimal and cost-effective results for our clients through flexible techniques and quality assurance.

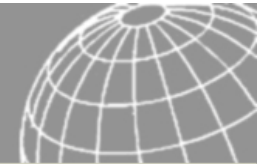


- The market segments and services delivered by **GTZ International Services** are congruent with the range of services provided within the scope of GTZ's public benefit business.
- We offer concepts and experiences gained in German Technical Cooperation programmes and projects.
- The General Agreement between GTZ and the German Ministry for Economic Cooperation and Development (BMZ) explicitly states the ability of GTZ to offer its services to other (international) Clients.
- As part of GTZ, **GTZ International Services** is bound by the company's Code of Conduct.



Organisation Chart Department 7



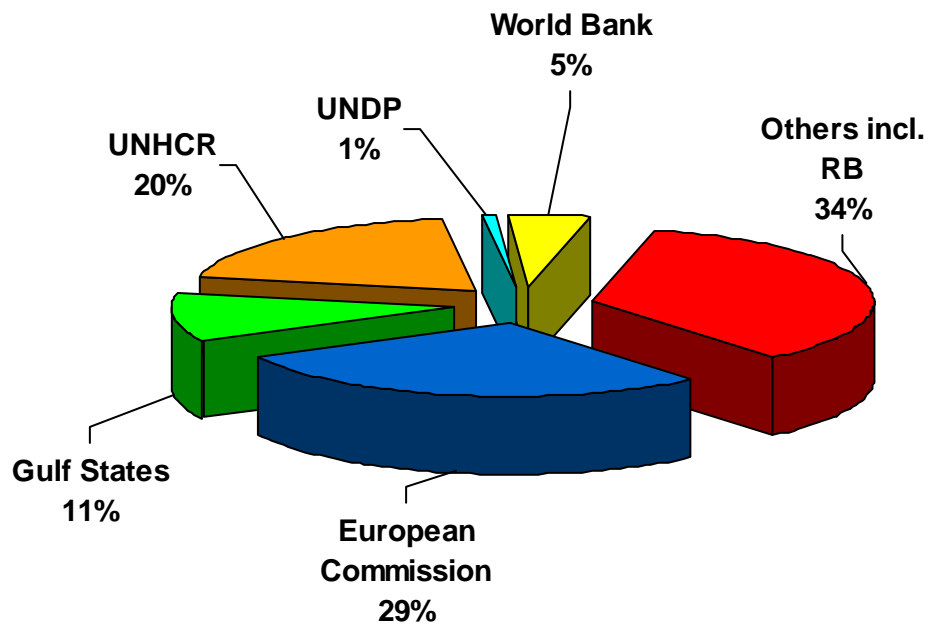


GTZ International Services at a glance

	2003	2004
▪ New contracts:	€160 million	€215 million
Main clients:		
European Commission	€ 60 million	€ 62 million
UNHRC	€ 29 million	€ 42 million
UNDP	€ 3 million	€ 2 million
Saudi Arabia, Gulf States	€ 24 million	€ 24 million
World Bank	€ 10 million	€ 11 million
Other incl. Regional banks	€ 40 million	€ 75 million
▪ Contracts in hands	€209 million	€231 million
▪ Turnover	€124 million	€181 million
▪ Current projects:	380	344
▪ Countries with activities	88	97
▪ Assigned experts	171	173



Commissions received in 2004



Principal clients	EUR mill.	%
European Commission	61,2	29%
Gulf States	23,6	11%
UNHCR	41,9	20%
UNDP	1,9	1%
World Bank	10,5	5%
Others incl. RB	75,4	35%
Total	214,5	100%