



UNITED NATIONS  
INDUSTRIAL DEVELOPMENT ORGANIZATION



Programme for  
Country Partnership



# **UNIDO's INDUSTRIAL DEVELOPMENT PARTNERSHIPS WITH FINANCIAL INSTITUTIONS**

INCLUSIVE AND SUSTAINABLE INDUSTRIAL DEVELOPMENT





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## FOREWORD BY THE DIRECTOR GENERAL



The comprehensive goals that the global community set in the 2030 Agenda for Sustainable Development cannot be achieved in isolation. With this recognition, the United Nations Industrial Development Organization (UNIDO) gives utmost importance to partnerships with diverse development actors, including governments, other United Nations agencies, the business sector, global environmental financing mechanisms and financial institutions.

Indeed, UNIDO has built many solid partnerships with financial institutions. These include international financial institutions, such as the African Development Bank, the European Investment Bank and the World Bank, and development finance institutions, such as the International Finance Corporation. Through these partnerships, financial institutions benefit from UNIDO's technical expertise in industrial development applicable to a broad range of sectors, as well as our strong cooperation with national governments and the business sector. At the same time, such partnerships allow us to augment the impact of UNIDO's operations by leveraging the necessary large-scale investments from financial institutions.

These partnerships therefore support us in fulfilling UNIDO's mandate to achieve inclusive and sustainable industrial development across four thematic fields: creating shared prosperity, advancing economic competitiveness, safeguarding the environment and strengthening knowledge and institutions. Our work also directly contributes to the ambition and purpose of the 2030 Agenda and its Sustainable Development Goals, particularly Goal 9: "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation".

This brochure provides an overview of UNIDO's partnerships with financial institutions, demonstrating our development impact in project-based and multi-stakeholder partnerships, including through the Programme for Country Partnership. Going forward, we will continue to strengthen and scale-up cooperation with our development partners, so that we can together achieve an inclusive and sustainable future for all.

**Li Yong**  
Director General

# INTRODUCTION

In September 2015, the international community adopted 17 Sustainable Development Goals (SDGs) as part of the 2030 Agenda for Sustainable Development. The ambition and scope of the new Agenda requires the pooling of resources from diverse actors through multi-stakeholder partnerships that mobilize and share knowledge, expertise, technology and financial resources, particularly in developing countries. SDG 17: “Strengthen the means of implementation and revitalize the global partnership for sustainable development” highlights the central role of partnerships in fulfilling the 2030 Agenda.

Partnerships are also vital to the achievement of SDG 9: “Build resilient infrastructure, promote sustainable industrialization and foster innovation”, a goal central to UNIDO’s mandate of inclusive and sustainable industrial development (ISID). UNIDO recognizes that achieving ISID and SDG 9 is a complex undertaking that no single entity can manage successfully on its own and, therefore, sees partnerships as a central vehicle for advancing innovation, creating income and jobs and mobilizing domestic and international resources.

UNIDO cooperates with many different entities to fulfil its mandate and assist Member States in achieving their development goals. Partners include *inter alia* governments, development organizations, United Nations sister agencies, financial institutions, global environmental financing mechanisms, the business sector, civil society and academia.

Partnering with financial institutions allows UNIDO to catalyze financial support for large-scale industrial development projects and leverage additional flows of resources for advancing ISID. This allows UNIDO to support countries in moving beyond pilot demonstrations towards full-scale sustainable industrial investments.

Financial partners include local and national banks as well as larger international entities, such as international financial institutions (IFIs) and development finance institutions (DFIs). Partnerships with IFIs, such as the African Development Bank (AfDB), the European Investment Bank (EIB) and the World Bank (WB), allow UNIDO to deliver technical assistance and capacity-building services to the public sector. Partnerships with DFIs, such as the International Finance Corporation (IFC), support industrial development through financing of the business sector, with a strong emphasis on small and medium-sized enterprises.

Cooperation modalities with financial institutions range from the provision of technical assistance with grant support from IFIs/DFIs to tripartite agreements, where UNIDO supports governments in the implementation of IFI/DFI-financed programmes or projects.

In addition to financial institutions, the business sector, both local and international, is another important partner for UNIDO. International firms channel not only foreign direct investment to the host country, but also specialized knowledge and technology that helps UNIDO enhance the impact of its technical cooperation projects. By partnering with the business sector, UNIDO can increase the relevance of a skills training programme and ensure it meets labour market demand, for instance.

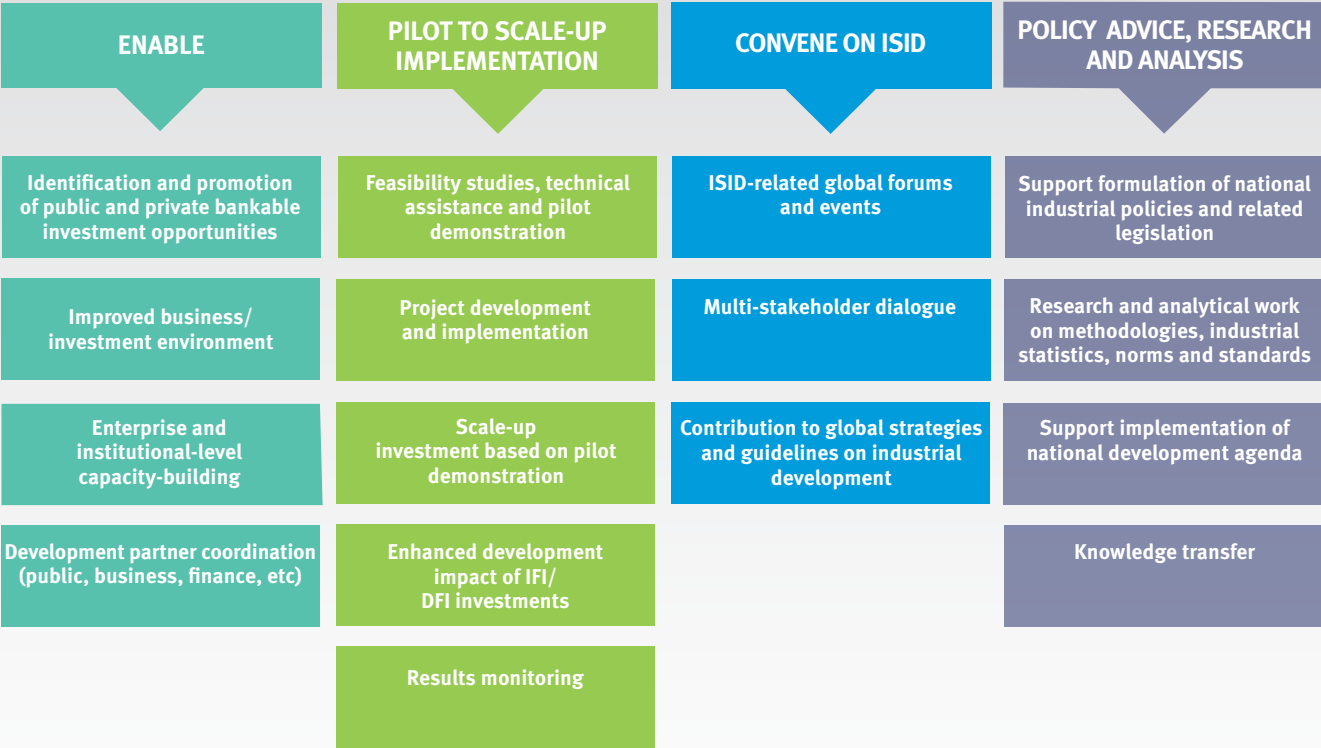
Partnerships take the form of project-specific collaborations, long-term global alliances often focused on a specific theme, or crystallize in the Organization’s flagship partnership model, the Programme for Country Partnership (PCP). UNIDO introduced the PCP as an innovative model that brings together relevant development partners, including financial institutions, under the leadership of the host government to accelerate the

achievement of ISID. The PCP was first introduced in Ethiopia, Senegal and Peru, and subsequently rolled-out to Cambodia, Kyrgyzstan and Morocco. Going forward, the PCP will expand to additional countries. It has already gained international recognition, hailed as a concrete model for achieving the SDGs, with a strong emphasis on SDG 9 and 17.

UNIDO is also part of various global networks and platforms which serve as means of sharing knowledge, best practices, and innovative solutions in the field of inclusive and sustainable industrial development. In this regard, UNIDO acts as a convening partner on ISID-related issues.



UNIDO’s ISID INTERVENTIONS IN PARTNERSHIPS WITH FINANCIAL INSTITUTIONS



UNIDO's VALUE ADDED

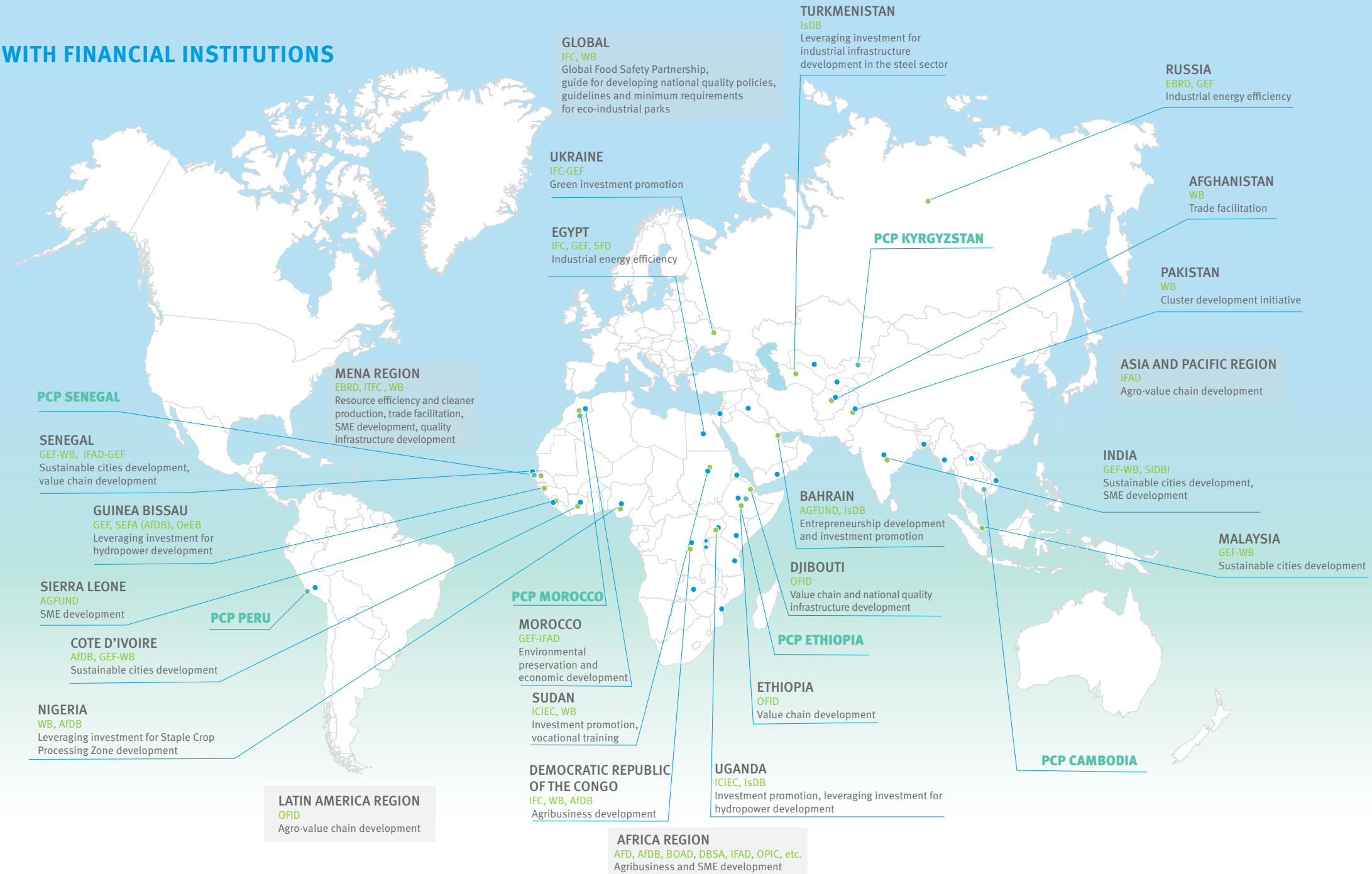
- UNIDO helps governments to develop, accelerate and implement their inclusive and sustainable industrial development agenda, within the context of broader development initiatives financed by IFIs/DFIs.
- Through provision of institutional- and enterprise-level training and capacity-building, policy and legislative advice, specialized technical assistance, and guidance on creating an enabling business and investment environment, UNIDO assists governments in maximizing returns from IFI/DFI-financed projects.
- Through its feasibility and pre-investment studies, comprehensive technical assistance and pilot interventions, UNIDO demonstrates the potential impact and viability of industrial development projects and leverages the IFI/DFI financing needed to bring these projects to life. In this manner, UNIDO’s technical assistance is directly linked to investments that flow into individual projects, creating a win-win situation for all partners, including financial institutions, the host government and local stakeholders.
- Acting as a neutral party, UNIDO delivers independent and specialized advice to national counterparts, helping them identify and promote private and public bankable investment opportunities to IFIs/DFIs and other financial institutions.
- Through its established relationships with governments and industries, field presence, extensive technical know-how in industrial development and strong network of technical and financial partner institutions, UNIDO’s specialized services can effectively support the implementation of national and regional IFI/DFI programmes.
- UNIDO’s project implementation assistance under projects financed by IFIs/DFIs enhances development impact and delivers higher returns on financial institutions’ investments.
- Through its monitoring and evaluation system, UNIDO measures the results generated by its interventions and how it contributes to the broader impact of IFI/DFI initiatives.
- UNIDO is a central actor advancing the global industrial development agenda, including on issues related to industrial policy, research, statistics, norms and methodologies.
- UNIDO’s convening role brings diverse actors such as Member States, financial institutions, the business sector, civil society and other partners together in major events, such as ISID forums, conferences and expert meetings, in order to exchange and disseminate knowledge and information, forge partnerships and shape strategies for advancing ISID.



# EXAMPLES OF UNIDO's PARTNERSHIPS WITH FINANCIAL INSTITUTIONS

- PROGRAMMES FOR COUNTRY PARTNERSHIP (PCPs) IN COLLABORATION WITH MULTIPLE FINANCIAL INSTITUTIONS
- ONGOING AND/OR COMPLETED INDUSTRIAL DEVELOPMENT PARTNERSHIPS WITH FINANCIAL INSTITUTIONS
- SCALING-UP AND INITIATION OF PARTNERSHIPS WITH FINANCIAL INSTITUTIONS

AFD: French Development Agency  
AfDB: African Development Bank  
ADB: Asian Development Bank  
AGFUND: Arab Gulf Programme for United Nations Development Organizations  
BADEA: Arab Bank for Economic Development in Africa  
BOAD: West African Development Bank  
CAF: Andean Development Corporation  
CDB: Caribbean Development Bank  
DBSA: Development Bank of Southern Africa  
EBRD: European Bank for Reconstruction and Development  
EIB: European Investment Bank  
EXIMBANK of China: Export-Import Bank of China  
ICIEC: Islamic Corporation for Insurance of Investments and Export Credit  
IDB: Inter-American Development Bank  
IFAD: International Fund for Agricultural Development  
IFC: International Finance Corporation  
IIC: Inter-American Investment Corporation  
IsDB: Islamic Development Bank  
ITFC: International Islamic Trade Finance Corporation  
GEF: Global Environment Facility  
MENA Countries: Algeria, Egypt, Israel, Jordan, Lebanon, Palestine, Morocco and Tunisia  
OeEB: Austrian Development Bank  
OFID: OPEC Fund for International Development  
OPIC: Overseas Private Investment Corporation  
SFD: Social Fund for Development  
SEFA: Sustainable Energy Fund for Africa  
UEMOA: West African Economic and Monetary Union  
WB: World Bank





**At a glance**

**Geographic scope:** Democratic Republic of the Congo  
**Project:** Programme for the Development of Growth Poles  
**Financial institution:** WB

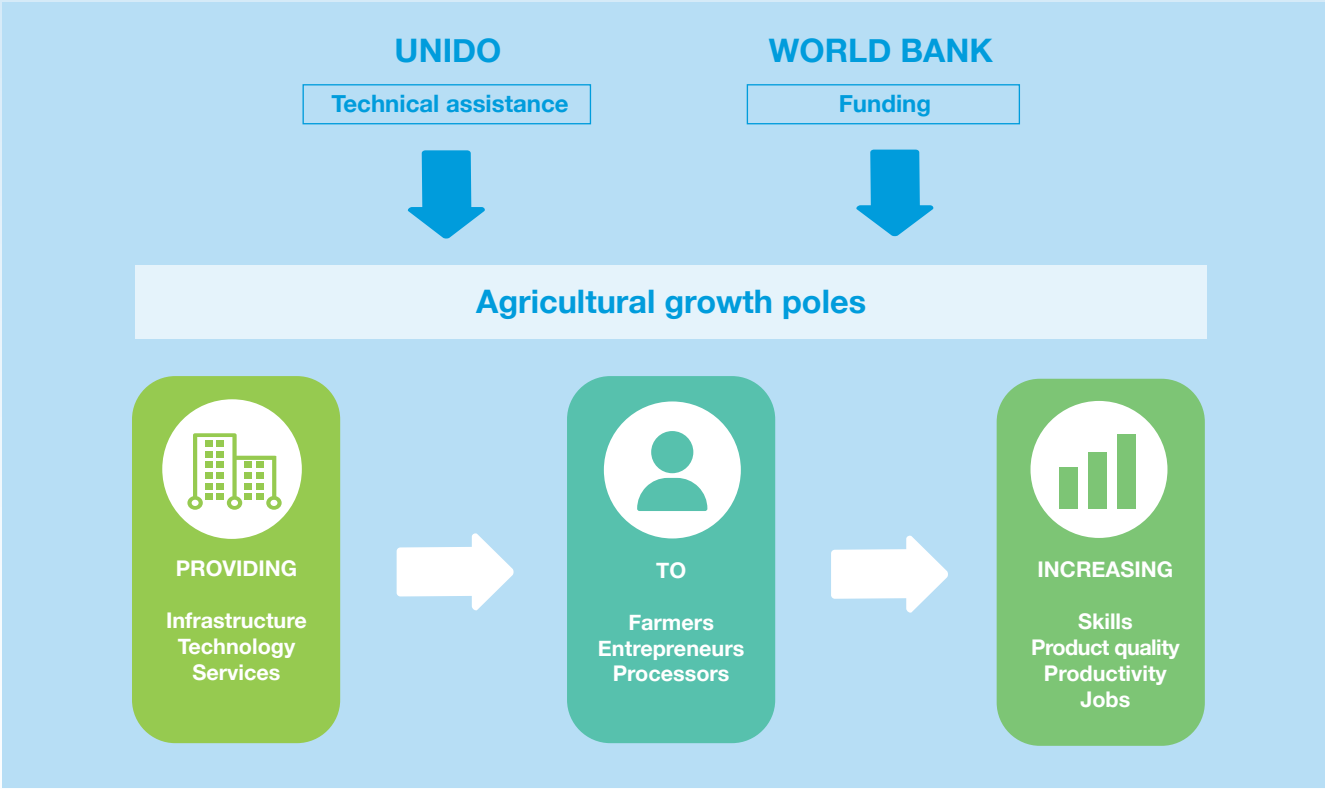
by a history of war and instability, the DRC remains one of the world's poorest countries despite its abundance of natural resources. In an effort to boost productivity and job creation, the DRC Government initiated a broad-based Programme for the Development of Growth Poles (PDGP), focusing on the

employment. Since then, UNIDO has been working with the DRC Government within the context of this programme, providing technical assistance and conducting feasibility studies for the establishment of multi-service platforms in the form of centres for technical and commercial development. These centres provide farmers, entrepreneurs and processors with access to infrastructure, services and technologies. This enables them to develop new skills and enhance the quality of products, and eventually increase their income. UNIDO also conducted several

trainings and study tours to reinforce the Government's capacity and contribute to the overall sustainability of the Programme.

**Impact**

The Programme aims to increase productivity and generate employment opportunities for rural populations dependent on agriculture in the Kongo-Central Province. Up to 50,000 farmers are expected to benefit from the overall Programme.



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