

Call for Expression of Interest in Ethiopia

1. Background

Ethiopia offers increasingly attractive prospects for companies and investors. But there are many factors that can deter private businesses from investing more in the country – and hence from creating urgently needed jobs there. This is why Invest for Jobs, the Special Initiative "Decent Work for a Just Transition" of the German Federal Ministry for Economic Cooperation and Development (BMZ) offers comprehensive advice, contacts and financial support to overcome investment barriers. The development objective is to team up with companies to create good jobs and improve working conditions in Ethiopia and seven other African partner countries. In this context, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, as one of the implementing organisations of the Special Initiative, is now launching a Call for Expression of Interest (Eoi) in Ethiopia.

2. Who we are looking for

We are looking for private companies from Ethiopia, Germany or Europe operating in Ethiopia with an annual turnover of at least 200,000 euros, operating for at least two years, with high growth and job creation potential. Companies that want to invest sustainably, expand their local operations, and create more than 100 good jobs in Ethiopia, are invited to submit their Eoi.

3. What we offer

We offer support with skills development of new hires and existing employees and grants for integrated development partnership projects that contribute to creating good jobs¹ in Ethiopia and social and/or ecological sustainability in line with a just transition, with a maximum of 50 per cent public funding of the total costs.

There are two options for submissions:

- (1) Companies that want to expand their operations and have identified **skills development needs for new hires and existing employees** are invited to specify fields of training needs in an Eoi. The Special Initiative "Decent Work for a Just Transition" in Ethiopia can offer a range of training through in-house and/or external experts to qualify your new and existing staff.
- (2) Companies that have a **project proposal for a development partnership project (iDPP)**² that contributes to creating good jobs¹ in Ethiopia and social and/or ecological sustainability

¹ Definition of "good" employment: Fifteen years of age or older; work formally or informally; wage- or self-employed or working in the family business; Production of goods and/or services. Fulfilment of a minimum employment duration (20 hours/week over 26 weeks within a year or at least 520 working hours/year; exception when the employee quits the job); Payment of a national minimum wage where legally established, or see calculation of minimum income thresholds for Ethiopia at currently min. 2.756 Birr; Compliance with the ILO core and basic labour standards (1: no child labour, 2: no forced labour, 3: prohibition of discrimination in employment and occupation, 4: freedom of association and right to collective bargaining).

² A development partnership project (iDPP) is a joint measure between GIZ and one or more private companies. It is integrated into a technical cooperation (TC) programme and contributes directly to the objectives and indicators of the TC



in line with a just transition are invited to briefly outline the project idea in an EoI. Public funding of up to a maximum of 50 per cent of the total cost.

4. Selection criteria

Submissions will be evaluated on their feasibility, job creation potential (good employment¹) and their contribution to social and/or ecological sustainability (just transition).

Only direct effects are to be considered. "Direct" means that the results (job creation, etc.) are due to actions which are directly related to the measure on the part of the beneficiaries.

5. Requirements

The Expression of Interest shall include the following information:

- Name of company, year founded, country of origin
- Full name of contact responsible and function in the company, telephone and email address
- Brief company profile (max. 250 words, incl., industry, main activities, number of employees, turnover development, partners, etc. headquarter location/address and website)
- Current projects in Ethiopia (with indication of size), expansion plans and support needs (max. 250 words)
- (1) Training needs for skill development of new hires and existing employees
 - Specification of training needs (bullet list, max. 80 words)
 - Job potential/anticipated number of new hires (good employment)

OR

- (2) Content of the project idea for job creation
 - Project goal (max. 25 words)
 - Job potential/anticipated number of new hires (good employment)
 - Brief description of project (bullet list, max. 80 words), *e.g. our company will develop/put a pilot into operation/manufacture/set up etc.*
 - Contribution to social and/or ecological sustainability (please tick as applicable)
 - foster decent work for young people and women in Ethiopia
 - create "green"/ climate-smart jobs
 - promote gender equality/3Rs
 - foster fair and sustainable supply chains
 - contribute to digital literacy and digital transformation
 - other (please specify):
 - GIZ support needs (please tick as applicable and specify).
 - provision of teaching and training material (please specify):
 - material for training purposes (please specify):

programme, creating jobs, i.e. in providing job opportunities, apprenticeships and other forms of training also in excess to the company's requirements. The company contributes a share of at least 50% (in kind and/or financial contribution). iDPPs can be concluded in the form of a cooperation agreement (no money flow between partners, partners co-implement) or implementation agreement (GIZ provides a financial contribution to the private partner, whereas the private partner is responsible for implementation).



- training measures (please specify):
- support in imparting knowledge (please specify):
- equipment/capital goods³:
- other (please specify):
- Anticipated needs of funds in euros (overall costs)
- Company in-kind and financial contribution in euros

6. Schedule

1. Submission of Expression of Interest with the subject line 'EOI for Special Initiative "Decent Work for a Just Transition" in Ethiopia' by April 15, 2023 via ethiopia@invest-for-jobs.com
2. Pre-selected candidates will be invited to submit a short project concept by April 30, 2023.
3. Possible on-site visits will take place in May/June 2023.
4. Decision by Special Initiative "Decent Work for a Just Transition" on project implementation in June/July 2023.

³ In the case of equipment and capital goods, GIZ can contribute to the purchase price or depreciation costs, provided this makes sense in the project context. The following must be observed: Equipment and capital goods costs should be proportionate to the overall budget of the project. In principle, equipment and capital goods costs should not exceed 30% of the total costs. Purchase prices of equipment and capital goods are only reimbursable insofar as these goods are handed over to a non-profit or public organization after the end of the project. In the case of capital goods that are still available to the private company for economic use after the end of the contract period, only the depreciation during the contract period is reimbursable. Furthermore, only the proportion of capital goods or the proportionate life for depreciation that is/are directly related to the project implementation (example: the contractual partner uses 50% of the procured material goods in its own core business and 50% for training in the implementation of the project -> 50% of the depreciation value is recoverable).