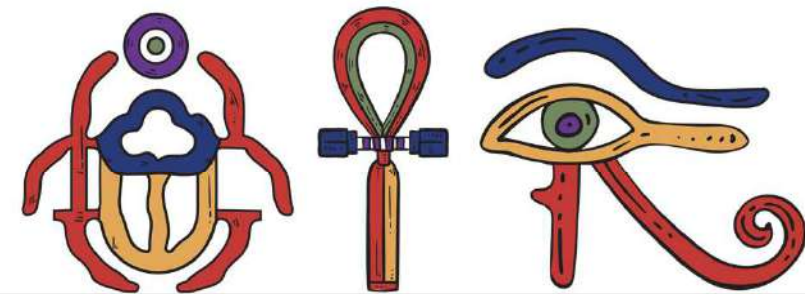


Experience working with Local Guarantee Institutions

Dr. Nihal Hassan

PSD Cluster, GIZ Egypt



Co-funded by the European Union



german
cooperation

DEUTSCHE ZUSAMMENARBEIT

Implemented by

giz Deutsche Gesellschaft
für Internationale
Zusammenarbeit (GIZ) GmbH

Developmental agencies have

- Objective
- Budget
- Indicator/ KPI
- Time frame
- Political Partner



Offerings

Capacity
Development

Technical
Assistance

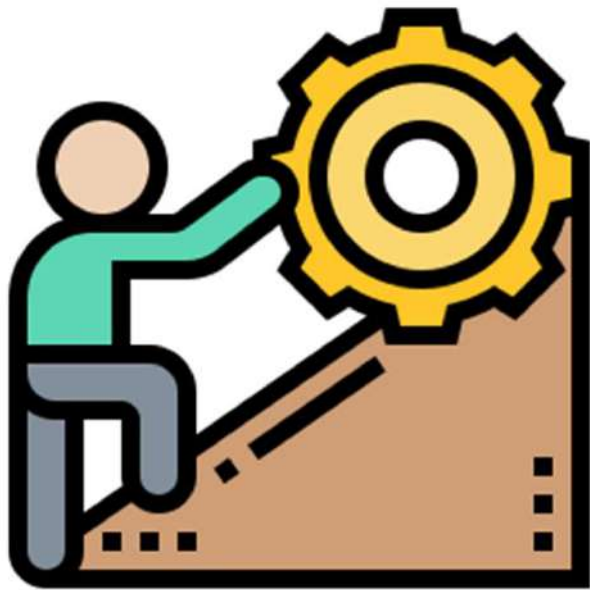
Credit line

Tools

Service
Contact

Grant
agreement

PPP



Challenges

Lengthy
processes

Political
Partner
approval

Lack of
response

Different
Terminology

Success Factors



Experience working with Local Guarantee Institution

- Building a long-term relation
- Support developing new product
- Study tour to Malaysia
- Capacity development for the employees
- Support the digitalization
- Support in digitalization networking



Tips for communication with development agencies

- Find the anchor / common ground
- Speak their language
- Contact the right person
- Present an interesting profile
- Show a specific goal



Thank you

