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HYBRID EVENT

HELVETAS SYMPOSIUM

PRIVATE SECTOR ENGAGEMENT

From Aspirations to Reality

Information for participants

Program

- 14:30 Start Helvetas Symposium “Private Sector Engagement – from Aspirations to Reality”**
- Welcome by **Arnold Kawuba**, Host Symposium 2022
 - Introduction by **Regula Rytz**, President at Helvetas
- 14:45 Introductionary talk between two experts**
- **Peter Schmidt**, Senior Advisor Water, Food and Climate at Helvetas
 - **Sabrina Würmli**, Head Skills, Jobs and Income at Helvetas
- 15:00 Ukrainian Social E-Game “Rice for People and Planet”**
- 15:45 Interview with Rohan Grover**, Director at Nature Bio Food India, a rice processing company
- 16:00 Break**
- 16:15 Panel discussion with international experts**, moderated by **Zenebe Uraguchi**, Programme Manager for a regional initiative in inclusive and green economic development
- **Julia Gorchakova**, Global Commercial Director at Mars Food
 - **Christian Frutiger**, Ambassador, Vice-Director General and Head of Thematic Cooperation at Swiss Agency for Development and Cooperation (SDC)
 - **Arjumand Nizami**, Country Director at Helvetas Pakistan
 - **Eme Essien Lore**, Senior Advisor for Environmental, Social & Governance Risk Management ESG Africa
- 16:50 Questions and Answers**
- 17:05 Reflection by Martin Saladin**, Head of Operations and Deputy Head of the Economic Cooperation and Development Division at State Secretariat for Economic Affairs (SECO)
- 17:15 Wrap up by Melchior Lengsfeld**, Executive Director at Helvetas
- 17:25 Closing by Arnold Kawuba**, Host Symposium 2022
- 17:35 Happy Hour** with physically present participants
- 20:00 End**

Speakers 1/2



Eme Essien Lore is an advocate for a People-Planet-Profits Agenda in Africa. Eme spent almost two decades at the International Finance Corporation (IFC), the private sector arm of the World Bank Group, where she worked in several capacities, including as Country Manager for IFC's Nigeria office. In 2021, she co-founded Wealth4Impact, an advisory non-profit which supports the potential for family-led philanthropy in Africa. Eme also serves as a Senior Advisor for Organizational Health at ESG Africa, which works with private companies to help them identify, assess and manage the environmental, social and governance risks and opportunities inherent in their business models.



Rohan Grover is a seasoned professional in the food and packaging business and the director of Nature Bio Foods India. Prior to this role, he built various successful brands and businesses in India and abroad. He is experienced in building up businesses around organic and sustainable agriculture, structuring the organization for growth, managing the PNL through commercial decisions, expanding geographies for farming, and distribution of organic ingredients on different continents. His focus is primarily on ensuring Indian organics reach global shores, promoting sustainable agricultural practices and concepts to one and all, and building relationships.



Christian Frutiger is Ambassador, Vice-Director General and Head of Thematic Cooperation at the Swiss Agency for Development and Cooperation (SDC). He is responsible for the seven thematic sections of SDC, working towards the fulfillment of the 2030 Agenda for Sustainable Development. Prior to this role, from 2019 to 2022 Christian led Global Cooperation at SDC, which included five thematic sections, Switzerland's support to the UN and the World Bank, plus the SDC's Strategy Team. Before joining SDC, Christian worked at the International Committee of the Red Cross in a number of field and headquarters positions, as well as in the private sector.



Arnold Kawuba has spent most of his career working in the field of global policy, relief and development, mostly with the United Nations World Food Program (WFP), where he has worked in various countries, including the Democratic Republic of Congo (DRC), Chad, Nepal, Switzerland and Italy. Arnold is currently based in Dakar, Senegal, where he serves as the WFP's Regional Private Sector Partnerships Manager for the West and Central Africa Region. In this role, Arnold is responsible for brokering and managing partnerships between the UN WFP and private sector partners across a portfolio of 20 countries.



Julia Gorchakova is the Global Commercial Director at Mars Food. Over the last 17 years, Julia has held various local, regional and global roles in procurement across different industries with such companies as Japan Tobacco International, Johnson & Johnson and Danone. Julia has led procurement for Mars Food since November 2021. In this role she is responsible for all raw and packaging materials, as well as co-manufacturing, sustainability and supplier quality assurance.



Melchior Lengsfeld has been the Executive Director of Helvetas since 2005. In addition, he is the President of Alliance2015, a strategic partnership of eight European NGOs engaged in humanitarian work and international development. He is a member of the Board of Alliance Sud and the Swiss Alliance of Development Organizations, as well as a member of the Foundation Board and the Executive Committee of Swiss Solidarity. He served on the Swiss and the International Board of the Fairtrade movement. Past roles included field positions in India, Mozambique and Mali. He holds a MAS in Development and Cooperation (ETH) as well as a M.A. in sociology, development economics and political philosophy.

Speakers 2/2



Arjumand Nizami has served as the Helvetas Pakistan Country Director since 2012. She worked as a private sector monitoring and evaluation advisor early in her career, and has since worked in international development cooperation in Pakistan for almost 30 years, holding varied programmatic roles. Arjumand is an expert in natural resource governance. Her thematic interests focus on equity and benefit distribution of natural resources from gender and ethnic perspectives, and the conflict or social connectivity resulting from different governance approaches.



Regula Rytz has had a long political career. She got her start in the cantonal legislature, then became the executive of the city of Bern before continuing on as a member of the National Council and President of the Green Party. Now, the committed historian is setting up her own business and expanding her activities in civil society. She is President of the Commission for Equal Opportunities of Bern, and a member of the Board of Directors of Biel Transport Authority and of the Board of Trustees of the Fondation Gobat pour la Paix. Her primary areas of expertise are climate policy, gender equality and education. Sustainability, social security and fair global economic relations are also among her core issues of concern.



Martin Saladin is the Head of Operations and Deputy Head of the Economic Cooperation and Development Division at SECO in Bern. He is an economic development cooperation practitioner with 20 years of experience. He has worked in operational fields including trade promotion and infrastructure financing, and spent several years overseeing the strategic country programming of SECO. From 2004 to 2011, he coordinated two of SECO's development cooperation programs in Tanzania and Ghana. Prior to SECO, he held positions with KPMG and Swiss Global Enterprise. Martin Saladin graduated from the University of St. Gallen in Switzerland with a degree in international relations and from King's College London with a law degree.



Peter Schmidt has been working in development cooperation for more than 30 years. He holds a MSc in Agriculture from the Swiss Federal Institute of Technology. He has worked for Helvetas as Co-Director of the International Programs Department and later of Advisory Services, and as the Country Director for Myanmar. Long-term assignments in India, Kyrgyzstan and Myanmar were complemented with consultancies in around 30 countries in Asia, Africa, Europe and Latin America. Currently, he is responsible for several agricultural value chain projects focusing on socially fair and ecologically sound solutions in collaboration with private sector partners.



Zenebe Uraguchi is an economist with multi-country experience. His professional experience originates from working for the multinational private company Toyota, a stint at the international development bank ADB, and at Addis Ababa University. His areas of expertise are in the design, management and evaluation of private, public and non-profit development initiatives. Currently, he works for Helvetas as Program Manager for a regional initiative in inclusive and green economic development, covering 12 countries in Eastern Europe and the Western Balkans. Uraguchi holds a Ph.D. in development economics.



Sabrina Würmli is Co-Head of the Skills, Jobs and Income team in Helvetas' Advisory Service, and holds a M.A. in European Studies. She has been working in development cooperation for over 10 years and has thematic experience in vocational skills development, dual VET approaches and cooperation with the private sector, labor market integration of refugees, women's economic empowerment, and market systems development. Before joining Helvetas in 2019, she worked for SDC, GIZ and Plan International, with extensive field experience in Bangladesh and the Palestinian Territories.



In 2021 and 2022 there are 40 Helvetas projects in which private sector partners engage. These projects are located in all continents where Helvetas is active and center around economic development such as vocational skills development and income generation through agricultural value chains.

PRIVATE SECTOR ENGAGEMENT FOR DEVELOPMENT – FROM ASPIRATIONS TO REALITY

Private sector engagement in development cooperation is essential for reaching the Sustainable Development Goals. Therefore, Helvetas seeks collaboration with private partners based on its long experience and proven skills, while respecting due diligence requirements.

Through the Sustainable Development Goals (SDG), the world has laid out an ambitious plan to reduce poverty and enable people to live in dignity and security in a healthy environment. Joint efforts, including contributions from the private sector, are required to sustain the estimated annual investments of 5,000 billions USD needed to meet the SDGs. Publicly available data shows that there is a huge investment shortfall to reach the annual goal; private sector contributions are currently in the range of one-digit shares, and only six percent of official development assistance is targeted to leverage private investments ([OECD](#); Convergence, The State of Blended Finance, 2021). In alignment with many other donor countries, Switzerland therefore places its current strategy focus on fostering the engagement of private sector partners in development cooperation.

DRIVING FORCES FOR COLLABORATION BETWEEN PRIVATE COMPANIES AND DEVELOPMENT ORGANIZATIONS

Partnerships with private companies have a long tradition at Helvetas, which is one of the largest and oldest Swiss development organizations. In 2022, Helvetas has around 40 ongoing projects covering agricultural value chains, private sector development, and vocational skills development in which private sector partners engage. From the point of view of a development organization such as Helvetas, the motivation to enter these types of partnerships is the increased probability:

- to reach impact and scale
- to achieve sustainable results
- to find innovative solutions
- to leverage public funding.

From the perspective of participating enterprises, the following factors motivate engagement:

- to access new markets
- to comply with preferences of consumers and clients
- to meet growing expectations from the public (i.e. reputation) and investors
- to establish lasting relationships with producers and collaborators
- to gain improved access to thematic and technical competence
- to find innovative solutions.

Helvetas' definition of private sector engagement:

An activity in which private sector actors participate to jointly reach development results. In this example, private partners mean organizations that engage in profit-seeking activities and have a majority private ownership. This can be either transnational or substantial domestic companies that are ready to invest in a development undertaking (adapted from [OECD 2016](#)).

HELVETAS' PRINCIPLES FOR COLLABORATION WITH PRIVATE COMPANIES

Helvetas believes that engagement with private partners is essential for reaching the SDGs. Therefore, Helvetas seeks collaboration with private partners based on its long experience and proven skills, while respecting due diligence requirements. Helvetas operates within the following principles, which are largely aligned with the [Kampala Principles](#) issued by the CSO Partnership for Development Effectiveness, including:

1. Complementary purpose and added value to reach the agreed development goal
2. Mutual respect for values and beliefs
3. Clarity about roles, responsibilities and decision-making
4. Transparency and accountability
5. Long-term commitment.



A key factor ensuring successful collaboration between public and private sector partners is diversity, e.g., having more than one private company involved in a development undertaking.



Private sector partners assure a secured demand for agricultural products that comply with agreed production standards and thereby the sustainability of the interventions of development projects.

Helvetas will not collaborate with enterprises that produce or trade weapons, engage in extractive industries, or are involved in the production or trade of goods that are detrimental to human or environmental health. For other companies, if human rights and environmental issues are found in the due diligence process without serious approaches for compensation and change of practices, Helvetas will not engage in a partnership.

TEN INSIGHTS FROM COLLABORATIONS BETWEEN PRIVATE PARTNERS AND HELVETAS

Typical roles that Helvetas performs in partnerships with the private sector include 1) Facilitation among various actors, 2) Facilitation of investments, 3) Engagement in Multi-Stakeholder Initiatives, 3) Capacity building, 4) Project management, 5) Knowledge management and 6) Advocacy. In 2021, Helvetas analyzed its experiences from the collaboration with large companies and gained the following ten insights on how to best shape the life cycle of these partnerships.

STEP	INSIGHT
Getting partners on board	<ol style="list-style-type: none"> 1. Develop a shared vision 2. Understand each other's motivations
Due diligence and partnership appraisal	<ol style="list-style-type: none"> 3. Put proper processes and responsibilities in place 4. Understand due diligence processes as a reciprocal learning opportunity
Risk mitigation measures	<ol style="list-style-type: none"> 5. Foster diverse partnerships 6. Choose appropriate collaboration modalities
Contracting and partner contributions	<ol style="list-style-type: none"> 7. Contract carefully and assess commitments 8. Aim at auditable cash contributions
Implementation	<ol style="list-style-type: none"> 9. Monitor results and contributions 10. Management knowledge to nurture a family feeling



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Helvetas' standardized due diligence process serves as basis to enter or not into a collaboration with private sector partners. It covers aspects such as human rights violations and the compliance with international labor standards.

GROWTH POTENTIAL FOR PRIVATE SECTOR ENGAGEMENT

Though there are a wide array of options for engaging with the private sector, such as various finance instruments, today Helvetas is mainly active in what is called “project collaborations.” Helvetas has gained profound experience and developed adequate skills and tools for working in this segment. As an initial step for collaborating with private sector partners, Helvetas conducts a due diligence process that assesses benefits and risks that accompany the intended collaboration. Helvetas' experiences have confirmed the hypotheses that a collaboration with private sector partners enhances outreach and sustainability. A shared vision and joint action are pre-conditions for success. These joint ventures also stimulate innovation.

Helvetas' experience confirms that private sector engagement can leverage public investments, and vice-versa. Today's modest financial flows from private sector undertakings towards reaching the SDGs indicate that there is substantial growth potential through this form of collaboration in development cooperation – for the good of people and planet.

For further information, advice and support related to engagement with private sector partners, please contact:



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Helvetas Annual Report 2021

<https://www.helvetas.org/Publications-PDFs/Switzerland/Jahresbericht-Finanzbericht-Rapport-annuel-financier/EN/>

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