INTRODUCTION TO PRIVATE SECTOR ENGAGEMENT
Definition of Private Sector Engagement

An activity in which private sector actors participate to **jointly reach development results**. Private partners hereby 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)
Rationale for Helvetas to partner with private companies

**Enhanced probability**

- to reach impact and scale
- to achieve sustainable results
- to find innovative solutions
- to leverage public funding
Rationale for private partners to engage with development organisations

• to access new markets
• to comply with preferences of consumers and clients
• to meet growing expectations from the public and investors
• to establish lasting relationships with producers and collaborators
• to gain improved access to thematic and technical competence
• to find innovative solutions
Kampala Principles

**PRINCIPLE 1**
**INCLUSIVE COUNTRY OWNERSHIP**
Strengthening co-ordination, alignment and capacity building at the country level

**PRINCIPLE 2**
**RESULTS AND TARGETED IMPACT**
Realising sustainable development outcomes through mutual benefits

**PRINCIPLE 3**
**INCLUSIVE PARTNERSHIP**
Fostering trust through inclusive dialogue and consultation

**PRINCIPLE 4**
**TRANSPARENCY AND ACCOUNTABILITY**
Measuring and disseminating sustainable development results for learning and scaling up of successes

**PRINCIPLE 5**
**LEAVE NO ONE BEHIND**
Recognising, sharing and mitigating risks for all partners

## 10 Insights from the collaboration with private partners

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