



Bundesministerium für  
wirtschaftliche Zusammenarbeit  
und Entwicklung



**Partners in  
Transformation**  
Agentur für Wirtschaft  
und Entwicklung

# Support on IFI topics

Webinar The procurement system of the Inter-American Development Bank (IDB), 30. April 2025

Katy Schröder

# Agency for Business and Economic Development (AWE)



AWE is the central contact point for development cooperation for the private sector. With its international network of experts, AWE offers advice on funding, financing and project development and establishes contacts worldwide.

AWE aims to increase the participation of the German economy in IFI projects through more successful participation in tenders and better networking with relevant decision-makers.

Our offer:

1. Information on market development with the help of international financial institutions: Business opportunities, project and procurement potential, tendering and award procedures
2. Networking with decision-makers, cooperation partners and potential local project partners through events and trips
3. Organisation of expert dialogues between the German private sector and representatives of international financial institutions

# Beginner's seminar „Fit for tenders from international organisations“



20 April 2025      10:00 – 12:00      online

The beginner's seminar is designed to provide interested companies with basic knowledge and concrete assistance for participating in international tenders:

- Why/when should you participate in tenders?
- What should you definitely know about procurement procedures?
- How to prepare your company for tenders?
- Tips and practical experience

[Registration link](#)

# Seminar series: Tax aspects and legal issues in international tenders



23 May 2025, 11:30 – 13:00 Basics and sales taxes

26 May 2025, 14:30 – 16:00 Income, corporation and withholding taxes

02 June 2025, 14:30 – 16:00 Tax and social consequences for the company's labour force / secondment

Tenders and projects financed by international organisations offer companies a strategic opportunity to tap into new markets. However, good preparation is required in order to compete successfully in international tenders.

Taxes play a decisive role in the price calculation. Insufficient consideration of tax aspects (and other related issues) is one of the main reasons for losing out in competition. When implementing projects, the risks associated with tax and general compliance in project countries are manifold and can have significant cascading effects.

[Registration Link](#)

# **Profiting from tenders for market entry in developing and emerging countries: The procurement system of the Asian Development Bank (ADB)**



10 June 2025, 10:00 – 11:30

online

The Asian Development Bank (ADB) finances many development projects in Asia. Contracts are tendered internationally for implementation. In a webinar organised by AWE, OAV and GTAI, you will gain practical insights into how you can successfully apply for such contracts and you can benefit from exchange with the Procurement Specialist from ADB and discussion with practitioners from German Industry.

# Africa - continent of the future?



12 June 2025, 17:00 – 21:30

DZ Bank in Frankfurt a.M.

The event 'Africa - Continent of the Future?' organised by DZ BANK and AWE highlights business opportunities in Africa, success factors and mistakes. The focus will be on companies reporting on their practical experiences and on the exchange of 'do's and don'ts' between the participants.

Directly after the event, there will be opportunities to make new contacts and network with each other.

[Registration link](#)

# Networking for better business in Asia



04 September, 17:00 – 21:30

location: OAV member company

The event organised by the German Asia-Pacific Business Association and AWE highlights business opportunities in Asia offered by International Financial Institutions, success factors and mistakes. The focus will be on companies reporting on their practical experiences and on the exchange of 'do's and don'ts' between the participants.

Directly after the event, there will be opportunities to make new contacts and network with each other.

# Business delegation trips and events



- 16 - 17 September 2025 Trip to the ADB's Business Opportunity Fair in Manila
- September 2025 Business Mission by UNIDO ITPO and entrepreneurs to UN institutions in Rome
- October 2025 Business Trip of RETech members to Indonesia
- ADB roadshow in Germany
- 11 - 13 November 2025 UNIDO ITPO and entrepreneurs travel to Accra and participate in WACEE, West Africa Clean Energy and Environment Exhibition & Conference
- 25 November 2025 Event: Network meeting Africa at the GIZ Representative Office
- December 2025 Trip UNIDO ITPO and entrepreneurs to Kenya



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