

Annual Report **2017**



Peris, farmer



Peter, welder

**ICEP BRINGT
DIE MENSCHEN
ZUR WIRTSCHAFT
UND DIE WIRTSCHAFT
ZU DEN MENSCHEN.**

ICEP brings people to business and business to the people.

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Editorial

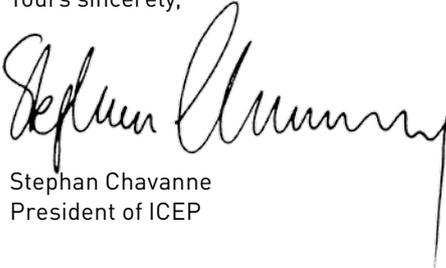
Dear ICEP-friends!

An eventful year for ICEP: the expansion of vocational training and entrepreneurship programs in East Africa, the consolidation of dual training with Austrian companies in Mexico and preparations for launching such projects in India and Morocco. And a lot of momentum in Austria through events on business and development and the corporAID magazine.

You can read about this and more on the following pages of our annual report, which is published for the first time in this new format. We have cut back on the ICEP Report and instead expanded the annual report. We will gladly provide you with up-to-date and even more detailed information through our e-mail newsletter and Facebook. Sign up for these on our website!

Many thanks to all those who actively support our work: our donors, public and private partners as well as sponsors! We hope that you will support us also in the coming years. With this in mind, have a stimulating read!

Yours sincerely,



Stephan Chavanne
 President of ICEP



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ICEP – Partner for Development

ICEP is an independent Austrian development-organisation with one clear goal: Bring people to business and business to the people. With the conviction, that business is the engine of development.

ICEP is active in three areas:

Empowerment

ICEP offers advice to partners in developing countries regarding the integration of poor people into economic circles and supports the building of sustainable structures.

Social Impact Consulting

ICEP offers advice and supports Austrian companies in realising their global responsibility and including people in developing countries into their supply chain.

corporAID Platform

ICEP promotes a general awareness and fosters framework conditions for an economy that also poor people can thrive from.



Sally, textile cleaner

Factors for Development

ICEP does not create development, but acts as an accelerator, multiplier and catalyst for processes, which support people in developing countries to become actors of their own development. ICEP believes in work, growth, responsibility and a market economy.

Work

ICEP is convinced that global development will only function in a sustainable way, if poor people are successfully included in economic cycles and are given the chance to lead a self-determined life on the basis of their own work.

Growth

In many ways economic development is the foundation of social development. Health, education, social participation, security and human rights: All of these goals cannot be achieved without material wealth.

Responsibility

Individual responsibility is key. The fight against global poverty depends on the active initiative of many people in politics, business and civil society. So that everyone can become the actor of one's own development.

Market Economy

Businesses are the engine for economic development. The better markets in developing countries work, the more innovative strength and resources companies will mobilise for the generation of wealth for the benefit of many.

Organisation

The Institut zur Cooperation bei Entwicklungs-Projekten (Institute for the Cooperation in Development Projects) ICEP was established in 1996 as a non-profit association under Austrian law.

Since the very beginning ICEP has pursued the global fight against poverty with an economic focus – convinced that everyone can profit from globalisation.

ICEP owes its success to a dedicated, voluntary board, many promoters and supporters as well as a competent and highly committed team of staff members.



THE ICEP BOARD OF DIRECTORS: Martin Kastner, Andrea Jungmann, Stephan Chavanne (president), Martina Kutscha, Thomas Aringer

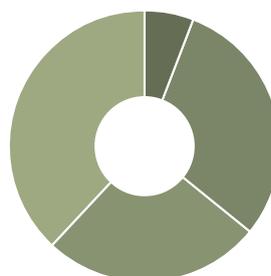
Funding

ICEP's work receives funding from public partners like the Austrian Development Cooperation, by private foundations as institutional private partners, companies, as well as private individuals.

In the year 2017 ICEP has had incomes of a total of 2.324.012 Euro. Its expenses amounted to a total of 2.245.599 Euro, the funds being used for the development program, business & development and development education, as well as for marketing and for administration & overheads.

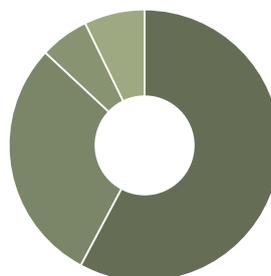
Apart from the projects that are financed and administered by and through ICEP, ICEP also managed projects in developing countries amounting to more than 800.000 Euro. The funds for these projects did not go through ICEP accounts and are therefore not included in the annual report.

ICEP complies with the criteria of the Spendegütesiegel, the verification of prudent donation management.



SOURCES OF FUNDS 2017

- Private donors **6%**
- Companies **30%**
- Public partners **26%**
- Institutional partners **38%**



USE OF FUNDS 2017

- Development program **58%**
- Business & development **29%**
- Marketing **6%**
- Administration & overheads **7%**



The annual accounts of the association following the lines of the the seal of prudent donation management (Spendegütesiegel) can be found on page 18 of this report.

Auditor of ICEP is KPMG Austria GmbH.



Empowerment

Review of 2017

For ICEP education and training is the key for alleviating poverty. ICEP works with local partner organisations in Africa, Latin America and Central Asia, conceptualises education-oriented projects with them, ensures the funding of projects and accompanies the partners in the realisation of projects and organisational development.

In 2017, ICEP implemented its empowerment strategy in the three focus areas (occupational training; rural development; entrepreneurial development) through 15 projects which supported 15.000 people directly. The promotion of women is a special concern for ICEP in each of the three areas. Therefore, the methodologies of multipliers and of business empowerment, which are particularly focused on giving women better opportunities to generate income, have been further developed by ICEP and integrated into new projects.

All approaches are education-oriented, locally adaptable, strengthen networking and know-how of project partners and create structures that are largely self-sustaining.

The largest current program is a vocational training program in Kenya and Uganda. This is a framework program co-financed by the Austrian Development Cooperation OEZA. The objective is the creation and consolidation of sustainable vocational training structures. Together with its local partner organisations, ICEP is working specifically on increasing the training potential of eight training centres in both countries by improving their didactic and pedagogic skills so that the training provided is in line with local market demand. At two vocational training centres in Nairobi, first elements of a dual training program in motor mechanics has already been introduced, other partners in Kenya and Uganda are preparing this step. Based on an external evaluation, the Austrian Development Agency ADA decided at the end of 2017 to continue co-financing the program for another three years.

ICEP pursues long-term development strategies with its partners and implements them through the joint realization of multi-year individual projects. In 2017, ICEP started four new projects with partners in Uganda, Cameroon, Kenya, and Nicaragua.

14.700

Women and men in developing countries who ICEP supported in 2017

54

Consultation days that ICEP employees spent with local partners

6

Countries in which ICEP empowered people

23

Local partners with whom ICEP cooperated in 2017

7

Institutional donors with whom ICEP cooperated in 2017

Active in three areas

Entrepreneurial development

ICEP supports entrepreneurs with basic business training, coaching and opportunities of financing to start and to grow

Catherine, seamstress



Rural development

ICEP helps farmer families to increase their income, to start non-agrarian income generating activities in their region and to open new perspectives for rural life.



Monica, farmer

Jefferson, electrician

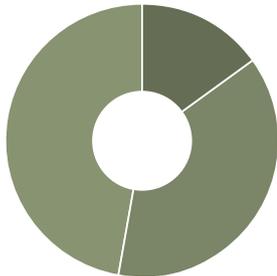


Occupational training

ICEP promotes occupational training which is in line with the local economy and improves the chances of youth to find employment.

FUNDS PER AREA

- Vocational training **15%**
- Entrepreneurial development **38%**
- Rural development **47%**

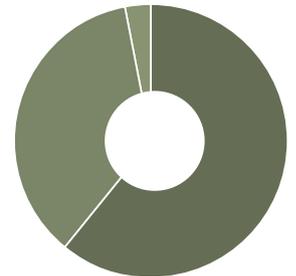


16%

Proportion of funds going into programs aimed exclusively at women's empowerment

FUNDS PER CONTINENT

- Latin America **61%**
- Africa **36%**
- Asia **3%**



Countries in which ICEP worked in 2017

- Brasil**
- Guatemala**
- Cameroon**
- Kenya**
- Nicaragua**
- Uganda**

Occupational training – Highlights 2017

COOPERATION WITH VIENNESE HTL
The Higher Technical Education Institute HTL Ottakring supports ICEP in further developing the vocational training center ECT in Kenya. As part of the cooperation, Charlotte Kirnbauer, project coordinator of HTL Ottakring, held a seminar for teachers in Nairobi.



DUAL EDUCATION WITH ECT Since 2014, ICEP has been working with ECT in Kenya to introduce dual training elements in the electrical, electronic and computer science sectors. Simba Colt, one of the largest car importers and service providers in Kenya, has been training 60 apprentices with a Dual Training Approach to become mechanics since the spring of 2017.

EVALUATION CONFIRMS ICEP'S VOCATIONAL TRAINING APPROACH In August 2017, ICEP's vocational training program for Kenya and Uganda and the results achieved so far were evaluated. The evaluators underlined the effectiveness and efficiency of the program. They especially highlighted the creation of a network of leading local VET centres for an exchange of know-how, joint lobbying with ministries and cooperation with companies.



COWA VTC IN UGANDA LAUNCHES WELDING EDUCATION ICEP has assisted COWA VTC to set up a 18-month training course for welding that includes a 6-month internship in a company. In 2017, the first youths completed their training. Most graduates have already found paid employment. So the reorientation of training for welding works and the program will be expanded in 2018.

INTERVIEW

Promoting entrepreneurs together

Patrice Noa Nang from CED, a guest at an ICEP Charity on June 7, 2017 about the cooperation with ICEP in the field of entrepreneurial development

You run an organization for entrepreneurial development in Cameroon. Where and how do you work with ICEP?
In our five training centres that are spread across the country, CED accompanies entrepreneurs with training, coaching, consulting and networking, helping them to consolidate and grow their business. ICEP has been supporting us since 2008 and has allowed us to set up new centres and to improve training.

What are the success factors for entrepreneurship programs?

Above all, it is important to find the right participants. Not everyone has what it takes to become an entrepreneur. The number of training places is therefore deliberately limited in order to secure a selection and raise the level of training. Of course, the quality of training is crucial. It must be practice-oriented and tailored to the specific problems of the entrepreneur. Additionally, it has to be feasible from a timing perspective and financially, which is why the proximity of the training centres is important. Our offer is supplemented by a net-

working platform within the framework of a „Club of Entrepreneurs“ as well as individual coaching. The courses are advertised through various networks and word of mouth.

Are participants demonstrably more successful after training?

Not all of them are the high-flyers, but they all fight and do their best. There are many examples of graduates who have succeeded in taking their business to a new level. For example, Baudelaire, who began as a street vendor of mobile phones. Thanks to our training, he managed to develop his business - today he has his own shop and already employs the first employee.

What's the benefit of working with ICEP?

Our cooperation is characterized by mutual trust. With ICEP you really work at eye level and you benefit from financial support and advice. For CED, it is very important that ICEP, through its people and its network, provides us with access to know-how - for the benefit of the people who need our help.



PATRICE NOA NANG has been working for Cameroun Entreprises Développement CED since 2008, a partner organization of ICEP in Cameroon to support small businesses. Since 2014 he is the managing director of CED. Patrice was born in 1972 in Kribi, Cameroon, studied business administration in the capital Yaoundé and trained as a project manager at the University of Adelaide in Australia.

10

Years of partnership between ICEP and CED

1.771

Entrepreneurs, supported by CED with the help of ICEP

304

Training costs in Euro per entrepreneur

37%

Share of entrepreneurs who increased their income by more than 20%.

5

Training centres which CED operates in Cameroon

Rural development – Highlights 2017



EDUCATIONAL UPGRADING

As an integral part of the educational upgrading approach, ICEP, with the help of pedagogic expert Verena Chavanne, implements a program that introduces an open learning methodology to primary school teachers in developing countries. At the beginning of 2017, Verena Chavanne together with an assistant trained staff and teachers of the ICEP partner NRT in the Mount Kenya region.



AGRICULTURE & BUSINESS

In Uganda, ICEP is currently supporting its partner, Safe Neighborhood, in establishing new training and financing structures and to strengthen cohesion among farmers. 1,200 farmers receive agricultural and entrepreneurial know-how and learn how to be more productive and more ecological. Savings and credit groups are supported and perspectives for micro-loans improved.



Highlights Promotion of Entrepreneurs



MICRO-FINANCE GUARANTEE FUND With APF in Cameroon and Kianda in Kenya, ICEP is implementing a pilot project to show how female entrepreneurs can benefit from a guarantee fund for borrowing. For ICEP it is clear that with proper training in finance, women entrepreneurs often do not need a credit.



ENTREPRENEURS CREATE JOBS ICEP supports Andecu in Nicaragua in developing further education programs for already established women entrepreneurs. In June 2017, the first course was completed - and it did not take long to see the first fruits of the training. Marlén Castro Martínez, for example, runs a bakery and has hired three new employees within two months.



ENTREPRENEURSHIP IN KENYA In 2017, ISBI, an initiative of ICEP with the Kenyan Strathmore Educational Trust, has created the Advanced Entrepreneurship Program aimed at entrepreneurs with over \$ 100,000 in annual sales and more than 5 employees. Since then tuition fees provides the training program almost with financial autonomy, which allows for the program to be expanded.

ICEP Charity 2017

ICEP charity events combine good entertainment with social commitment. The success of ICEP charity events is based on the fact that many people are generously and selflessly committed to our development work. All proceeds from events benefit ICEP's development work. This is possible thanks to our generous corporate sponsors, who assume the costs of the events.

880

Visitors to ICEP Charities in 2017

115.000

Euros donated as part of the charities for ICEP projects

73

Artists who donated artworks for the 2017 charity auction

16

Number of sponsors of ICEP Charities in 2017

100%

Share of the event costs covered by sponsors



SINFONIA ACADEMICA

The symphony orchestra Sinfonia Academica held a classical benefit concert at the MuTh in Vienna on March 27 in favour of the ICEP development program. 300 guests enjoyed a ravishing performance.



CHARITY IN THE SIMPL

At the traditional ICEP Charity in June in the cabaret Simpl, the artist Carla Natascha performed Latin & Salsa sounds for a good cause. The evening got a special touch with the greeting of Adi Hengstschläger of Bank Gutmann.



CHARITY IN JEANS

An ICEP Charity in Jeans took place in September - at the Neue Wiener Werkstätte flagship store. The young singer-songwriter duo City of Hearts won the guests over with a performance of pop and folk music.



CHARITY AUCTION

More than 50,000 Euro were donated in November at the 16th ICEP Charity Auction in the Otto Wagner Kassensaal of BAWAG. Many thanks also to the many great artists who supported the development work of ICEP with their work.



Social Impact Consulting

Review of 2017

ICEP supports Austrian companies to implement targeted social impact programs in emerging markets. The location and the value chain usually determine where a company wants to become active. For the “how to”, ICEP – as an expert at the interface between business and society – offers support: from the determination of an idea to the development and conceptualization of a strategy to its implementation and evaluation.

The year 2017 was marked by two successful project completions. In Fiji, AGRANA’s economic partnership has been handed over to local teams to continue to build a sustainable supply chain. In Mexico, the employers’ association has been running the Dual Training Programs initiated by RHI and Mondi since the middle of the year.

It is being sought to transfer the concept of what has been achieved in Mexico with the support of the Austrian Development Agency, namely a systemic change in local vocational training, to other countries. For example, ICEP was commissioned as a social impact expert to carry out a feasibility study for RHI’s Indian sites and the Mondi production sites in Morocco and the Ivory Coast. In addition, vocational training programs are being conceptualized for Blum in Tunisia and Kenya.

In addition, in 2017, ICEP discussed approaches to increase the value and efficiency of business activities in emerging and developing countries, and developed solutions to challenges at the interface with society in these countries.

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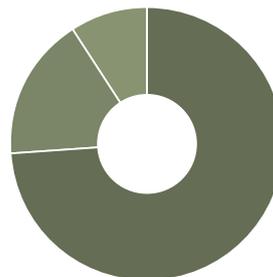
Consultation days for Austrian companies in developing countries in 2017

9

Austrian companies cooperating with ICEP in 2017

FUNDS PER AREA

- Vocational training **74%**
- Eco and social standards **17%**
- Business development **9%**



Countries in which ICEP was active for Austrian companies in 2017

India
Ivory Coast
Fiji
Kenya
Morocco
Mexico
Tunisia

12

Number of workshops with Austrian companies in 2017

560.000

Volume in Euro implemented via business partnerships

Active in three areas

Vocational training

The vocational training project of the paper and packaging manufacturer Mondi at the Mexican site Monterrey, which has been supervised by ICEP since 2014, was released to self-reliance in mid-2017. The track record after three years: Nearly 240 apprentices were trained in 36 companies. An important prerequisite for the success of the vocational training project was the integration into local structures: The key partner in Mexico is the employers' organization Coparmex Coahuila. During a visit of Coparmex CEO Miguel Monroy to Austria in November, ICEP organized an exchange of know-how and experience with company representatives, the Chamber of Commerce and the platform Industry 4.0. Mondi intends to set up dual training programs at other production sites in the future and relies on ICEP's expertise as a Social Impact Consultant. As part of an ADA co-financed feasibility study, ICEP staff conducted field research in Morocco and Ivory Coast at the end of November 2017.



KNOW-HOW ECHANGE Miguel Monroy and Astrid Taus in front of the Austrian chamber of commerce

Ecological and social standards

Sustainable value chains and high environmental and social standards are increasingly in demand, but implementation poses major challenges, especially for upstream supply chains in emerging and developing countries. At this interface, ICEP has been supporting the Austrian sugar, starch and fruit company AGRANA since 2014 in the conceptualization, project management and support management of an ADA economic partnership in Fiji, which enables farmers' cooperatives to certify wild bananas, guavas and mangos to international standards and to improve their productivity and reach markets. Since November 2017, the AGRANA project in Fiji will be continued independently by the local project partners.



DELIVERY of bananas to the plant of AGRANA in Fiji



FOR BLUM IN TUNISIA: Martin Maier and Astrid Taus with staff of Blum

Market development

Inclusive business models provide added value to companies and to people in poverty - whether as consumers, producers, employees or business partners. At the end of 2017, ICEP launched a feasibility study for Blum, a manufacturer of fittings from Vorarlberg, which will assess the potential and possible links for strengthening the carpentry and furniture industry and the development of long-term business opportunities in Tunisia and Kenya.

Voices of our partners



ULRIKE MIDDELHOFF
Sustainability Manager, AGRANA



CORNELIA HULLA
Group Head of HR Mondi



MARTIN LEDOLTER
CEO, Austrian Development Agency



MICHAEL FRIEDMANN
Head of Group Strategy, Rosenbauer

In times of globalization, it is increasingly important to face challenges along the global value chain with professional partners. With ICEP, we are happy to count on a competent consultant on issues of sustainable design of our supply chain in Mexico and Fiji.

For Mondi the dual training program that we could launch in Mexico with ICEP support is a significant step forward. Mondi has two more plants in Mexico and we are contemplating how to transfer the program to these other two plants and how to transfer it to Africa.

We are very much delighted that RHI and Mondi have partnered with us to create business partnerships that lead to systemic changes in the respective regions of Mexico, that create social impact and thereby add value that goes far beyond their business interest.

The workshops that ICEP conducted on frugal innovation and market opportunities in emerging markets have been a great asset for me. The next step, the implementation, is demanding. I hope that with ICEP support we can make concrete advances in Asia or Africa.

Dual Education in Mexico

For training programmes to be integrated into local structures – and to impact broadly and sustainably – strong local partners are needed. RHI and Mondi relied on the cooperation with the local employers’ association Coparmex Coahuila for the introduction of the Mexican model of dual training in Northern Mexico. Right from the start, the aim of both programs was not only to train for one’s own needs, but also to strongly engage local companies. Dual vocational training has no tradition in Mexico and so, despite established framework conditions on a national level, the practical implementation was completely new territory for training centres and companies. To promote a collaboration between training centres and companies, an expert and a mediator has been needed. Coparmex – Miguel Monroy Robles (see the interview with him next side) and his team – assumed this function.

ICEP took a fourfold approach in implementing the dual training programme in Mexico:

TRAINING OF TEACHERS: To prepare teachers from local vocational schools for dual vocational training.

INSTRUCTOR TRAINING FOR MASTER CRAFTSMEN: All participating companies need trained and certified master craftsmen.

COMMUNICATION AND PR: To guarantee a structural anchoring of dual education and convince companies to take apprentices.

MANAGEMENT OF APPRENTICES: Companies need an assessment centre that pre-selects potential apprentices and support for attending the apprentices and their families during their period of training.



RHI AND ICEP: Since 2012, ICEP has been supporting RHI AG, now RHI Magnesita, as a social impact expert in the conceptualization and implementation of its global CSR activities at the interface between the company and society. With the Youth Employability Program YEP, technical vocational training at RHI sites in developing and emerging countries is being improved in a demand-oriented and sustainable manner. RHI is the world leader in refractories and employs 7,900 people at around 30 production sites worldwide.



MONDI AND ICEP: The Vienna based paper and packaging manufacturer Mondi employs more than 25,000 people worldwide and has manufacturing facilities in 30 countries. With its global commitment to CSR, Mondi addresses social issues in the business environment. In view of the positive results of the dual training program of the Austrian RHI AG in the neighbouring Mexican state of Coahuila, CEO Peter Oswald decided to implement a similar program in Monterrey – creating a win-win situation for both industry and society in the area.



TRIGOS FOR BEST PARTNERSHIP On the 19th of June, the Youth Employability Program, developed by ICEP for the Austrian refractories group RHI and implemented in Mexico and Turkey, was awarded the TRIGOS prize in the category "Best Partnership".

38

Companies training apprentices in Mexico

510

Apprentices who have been trained in Mexico so far

112

Employees who have been trained as Master craftsmen in Mexico

85

Master craftsmen that have been certified in Mexico

250

Annual apprenticeship training capacity that has been created

750.000

Euro invested in building up the program in Mexico

INTERVIEW

Working together to create change

Miguel Monroy Robles, managing director of the employers' federation Coparmex in Coahuila, talks about the introduction of Mexican dual training by Mondy and RHI in Monterrey and Saltillo.

How did the cooperation with Mondy and RHI come about?

In many cases Austrian companies act as catalysts for the qualification of skilled workers at their sites in countries like Mexico. RHI and Mondy have recognized that – apart from all the other positive effects dual training has – dual training can be a possible way to meet their apprenticeship needs in Mexico. However, strong local partners are required to make sure that training programs are integrated into local structures and sustainable. They relied on cooperation with the employers' organization



MIGUEL MONROY ROBLES, Head of the employers' federation Coparmex Coahuila

Coparmex Coahuila for the introduction of a Mexican dual training in northern Mexico. From the beginning, the objective of the companies was not only to train for their own needs, but also to involve local companies in a broad way. It was also important for all of us to share the vision of giving young people in Mexico access to the job market and better prospects for the future.

How did you approach this?

Basically, we had to start from scratch because we had neither a budget nor expertise. In 2013, ICEP requested whether, as an employers' association, we could start a joint project with RHI. At the same time, our association president was in Germany to assess a similar model, since dual training has no tradition in Mexico. As such, practical implementation was completely new territory for schools and businesses. In order to promote a collaboration between vocational schools and training companies, an expert was required at this interface, and I was assigned this function.

What challenges did you have to struggle with?

Basically, we started a cultural change. You have to imagine that because of their upbringing and mentality, young Mexicans had an attitude that required us to clarify that dual training was a serious matter and that they had to work hard. It was also important to involve the parents, so that they too were behind the project, backing their children and giving them basic values. We had to calm the fears to employees in the companies to train young, inexperienced people, who could take their jobs afterwards,

directly in the company. In the beginning, there were many barriers that we could gradually reduce through information work and professional cooperation. I have to say: The expertise and motivation of ICEP was enormously important for us to cope with these challenges.

Has dual education in Mexico become a successful model??

The program has created a win-win situation for both industry and society: young men and women between the ages of 15 and 18 are learning the sought-after skills of industrial electrician or industrial mechanic, thereby greatly improving their chances of finding a well-paid job. At the same time, the program helps to better meet the industry's growing need for skilled workers. Some new companies are expected to accept apprentices next fall. These are wonderful fruits of the work, which ICEP implemented with the support of the Austrian Development Agency ADA and on behalf of and together with RHI and Mondy between September 2013 and June 2017.



corporAID Platform

Review of 2017

With the corporAID platform, ICEP aims at improving the framework conditions for Austrian companies that are or want to become active in emerging and developing countries, to increase the developmental benefits and the efficiency of corporate activities in developing regions and thereby to increase the contribution of the Austrian business sector to global sustainable development.

In 2017, ICEP and corporAID, with the support of companies, the Austrian Development Agency, the Ministry of Economic Affairs and the Chamber of Commerce, has again been able to make some progress. With the magazine, the events and background discussions as well as work and policy papers. These formats complement one another. What is triggered in an interview in the corporAID magazine is often deepened and developed further in follow-up talks. And vice versa, what is discussed in events is brought to the public with magazine.

The topics that shaped our work in 2017 particularly: the Sustainable Development Goals, import promotion, frugal innovation and the nexus migration-development-business.

234

attendants at corporAID Events

8

corporAID Events in Vienna, Feldkirch and Linz

11

International speakers at corporAID Events

39%

Share of participants from companies

24

Top-decision-makers from the Austrian business world with an interview in the magazine

74.000

Circulation of the corporAID magazine, published 6 times per year

26

Partner companies of the corporAID platform

43

Background discussions on business and development with decision makers from the private and the public sector



Active in three areas

With corporAID ICEP promotes general awareness for role of business for global development and fosters framework conditions for an economy that poor people can also thrive from.

We provide new perspectives.

You can't broaden your horizons better than in a direct exchange and conversation with experts and practitioners. That's exactly why corporAID continued to offer a forum for practical discussions on current topics relating to business, development and global responsibility with its versatile event formats in 2017.

We take theory to practice.

Ultimately, it is results that count - for the company and for society. corporAID offers a variety of learning and exchange formats and promotes conditions and connectable instruments that allow companies to better address specific challenges and seize new opportunities vis-à-vis the public sector, the administration and stakeholder representatives.

We show what global CSR can do.

The corporAID magazine is the Austrian special interest magazine for business, development and global responsibility. We cover special topics regarding development-policy and business and provide facts and background information for the Austrian private sector, that you don't get anywhere else.

New Perspectives on Business and Development

BUSINESS AND DEVELOPMENT CONFERENCE 2017

The 2017 annual Business and Development Conference on „New Partnerships for New Perspectives“ put innovative strategies into the spotlight, which leverage the potential of successful companies to create future prospects in fragile regions. International experts such as Michael Monnerjahn (Africa Association of German Business), Michael Castle Miller (Refugee Cities) and Michel Botzung (IFC) presented new tools that provide incentives for companies to invest in challenging markets and support their development. Top entrepreneurs such as Andreas Ludwig (Umdasch), Herbert Hlawati (AGRANA) and Gerald Hanisch (Rubble Master) gave insights into the practical challenges in these regions and showed how and why an investment can still pay off. With around 100 participants and high-ranking representatives from ministries, associations and interest groups, discussions also covered how domestic companies can be integrated into shaping Austria's global



B&D CONFERENCE 2017: New Partnerships for New Perspectives

engagement and how existing strategies regarding policies including business and innovation, foreign and development policy can be further developed.

ROBERT MUDIDA
on
business
in Africa



MIGUEL MONROY ROBLES ABOUT success factors in vocational training projects

PAULA PELAEZ about inclusive business models

CORPORAID MULTIALOGUES: DIVERSITY AND PERSPECTIVES

In 2017, corporAID presented a series of new cooperation paths, innovative business models and international good practice in a series of Multilogues. Robert Mudida (Strathmore Business School) and Arnold Schuh (WU Vienna) spoke in May on „Doing Business in Africa“ with Harald Beutel (Doka), Pierre Prunis (WKÖ) and Hans Stoisser (Ecotec) about success factors in challenging markets. In June, Paula Pelaez (UN Business Call to Action), Gunter Schall (ADA) and Peter Bartsch (Lenzing) discussed inclusive business models and development cooperation as a catalysts for this. Best practice in vocational training in emerging markets was the topic of the corporAID Multilogue in November with Miguel Monroy Robles (Coparmex), Melina Schneider (WKÖ) and Gunter Schall (ADA). corporAID brought global topics to the table, also in the Austrian states. Wolfram Heger (Daimler) gave insights into sustainability management of the automotive group in Linz, in Feldkirch Anna Peters (endeava), Laura Lennkh (Trade Association) and Lucas Schenk (Würth) among others discussed high-impact approaches to strengthening value chains.

Business & Development in Practice

SEMINAR 2017

The challenge of CSR is often proactively linking theoretical concepts with one's own business. Aiming to put the global dimension of responsibility into the focus of companies and to jointly develop sustainable solutions, corporAID held a seminar in June entitled „Practical implementation of global responsibility“ with a mix of lectures, case studies and discussions on the interfaces between business and society. Speakers such as Barbara Coudenhove-Kalergi (Center for Responsible Management), Markus Scholz (Vienna University of Applied Sciences) and Paula Pelaez (UN Business Call to Action) illustrated social points of contact in new markets, presented concrete sustainability tools and presented approaches to implementing high-impact CSR projects.

INNOVATIONS FOR FUTURE MARKETS

The demand for products and sustainable technologies in emerging and developing countries is high - however, translating Austrian core competences into marketable business models for low-income target markets is a challenge. Since 2016, the corporAID platform has been fostering an innovation and research policy that, while focusing on technological leadership, is geared towards concrete needs in markets that are rapidly growing and relevant to the Sustainable Development Goals, and helps companies succeed in high-growth markets and to thereby contribute to sustainable global development. An important partner is the Council for Research and Development of Technology (Rat für Forschung und Technologieentwicklung - RFTE), which commissioned a study on this subject at the Technical University of Hamburg-Harburg. In December, corporAID hosted an exciting Multilogue with Christopher Palmberg of the Finnish innovation and internationalization agency Tekes as well as Andreas Leitner (Borealis), Gerd Gröbminger (Frequentis), Gerhard Reitschuler (RFTE) and Michael Scherz (WKO). Options for the promotion of innovation for emerging future markets were discussed.



CHRISTOPHER PALMBERG OF TEKES, FINLANDIA, in exchange with Austrian company representatives and experts.

Showing what global CSR can do

CORPORAID MAGAZINE Six times a year, with a circulation of 74,000 copies, the magazine reaches decision-makers from business, politics and the public administration and opens up new perspectives on globalization.



In every magazine, corporAID lets domestic managers reflect on globalization and discuss current issues. In 2017 with Stefan Szyszkowitz (EVN), Sabine Herlitschka (Infineon Technologies Austria), Alejandro Plater (Telekom Austria), Jan Vanbrabant (Erber Group), Josef Lampert (Getzner Textil) und Veit Schmid-Schmidfelden (Rupert Fertinger Gruppe).



INTERVIEW

Bringing CSR onto the agenda

Othmar Sailer, CEO of Lisec, about the corporAID platform and the position of ICEP in the Austrian business community.

How do you see companies as drivers of wealth creation?

At the beginning of the nineties, I was employed in a group that was very active in Eastern Europe after the fall of the Berlin Wall. I witnessed first-hand how our investments integrated people into productive work and, together with other companies, gave whole regions a new future. Business creates prosperity when the social and political conditions are right - this is an experience that has shaped me.

Where do you see the role of development cooperation?

You need the right prerequisites for companies to be able to invest - such as legal security, infrastructure or education of the people. Development cooperation, especially in Africa, can do much to create these conditions so that more companies can operate there. That's why I think it makes sense how ICEP empowers people in developing countries through education and training. Along these lines, Austria could do much more, especially if you consider how successful the Danes or the Dutch are with intelligent development work.

Why do you support corporAID?

From Austria, Lisec conducts business all over the world, so we support corporAID as an expression of our social responsibility. I find it outstanding how ICEP and corporAID have created a place for global development issues in the middle of our domestic corporate world. The list of corporAID partners reads like the „Who's Who“ of the Austrian export industry.

How do you benefit from the activities of the corporAID platform?

The awareness raising and the information activities of ICEP are extremely important. In the public eye, globalization is too often linked with problems and far too rarely with opportunities. The corporAID magazine gives a very good perspective on what companies are doing to solve the challenges of today's world. It's a perspective that I don't see anywhere else with this quality and this

depth of research. Each issue includes appealing contributions on global connections or new business models that broaden the horizon and sooner or later put something in motion.

Once I participated in a very exciting workshop in the Ministry of Foreign Affairs. It was an exchange between some CEOs and high-level representatives of the public development cooperation on possibilities for collaboration. The statements of my CEO colleagues and me have already caused a certain wow-effect. Of course, business is about business, but in a form that is sustainable and helps the people of Africa to a better life. Alternatively, I was impressed by the openness of the conversation. The corporAID platform plays an important role in creating a common orientation framework and focusing on concrete actions that we can implement to be more successful together and increase the Austrian contribution to global development.

I also gave a keynote speech at a corporAID conference on business opportunities in emerging markets related to the Sustainable Development Goals. A lecture always serves self-reflection, which is particularly useful for the Sustainable Development Goals at stake.

Do you see concrete possibilities for your company to collaborate with development cooperation?

Together with ICEP we already looked very closely at what a contribution to building a glass processing industry in Kenya or Nigeria could look like. The feasibility study showed that we could make a difference through raising general awareness about energy efficient construction in the country and through training in glazing and mechatronics. So, the ICEP study was not only very professional, but also revealed concrete results. However, as a medium-sized company, we are currently unable to finance such an investment in Kenya or Nigeria, where the business perspective is a very long-term one. Maybe we should consider these ideas for India or Morocco, where business is closer to us.



OTHMAR SAILER, CEO of Lisec with headquarters in Hausmening, world market leader for glass processing machines

Finances

ICEP is financially supported by public partners, companies, private institutional partners and by private donors. Managing Director Dr. Bernhard Weber is responsible for the use of donation funds, for marketing and for data security. Parts of the communication and expert activities – including the corporAID platform and the corporAID magazine – have been outsourced to the charitable limited liability company ICEP Wirtschaft & Entwicklung GmbH. In 2017, it had a turnover of EUR 738.738,24, the annual surplus amounted to EUR 9.561,81. The ICEP Social Impact GmbH – which ICEP uses to implement its support program for small enterprises – concluded the business year with a turnover of EUR 86.220,83 Euro and a surplus of EUR 11.976,01.

BALANCE SHEET OF THE ASSOCIATION PER 31.12.2017

ASSETS	IN EURO
Fixed assets	60.089,84
Tangible fixed assets	472,78
Financial assets	59.617,56
Current assets	402.523,06
Receivables	194.066,81
Cash, assets with financial institutions	208.456,25
Accrual	0,00
TOTAL	462.612,90
LIABILITIES	IN EURO
Shareholder capital	327.094,35
Reserves and provisions	35.826,87
Liabilities	92.523,68
Liabilities due to project work	21.040,13
Other liabilities	71.483,55
Deferred income	7.168,00
TOTAL	462.612,90

P&L ACCOUNTS OF THE ASSOCIATION PER 31.12.2017

INCOME	IN EURO
Donations	1.015.160,63
dedicated donations	1.015.160,63
undedicated donations	0,00
Membership fees	2.985,00
Operating income	0,00
Subsidies and other public support	294.000,00
Other income	580.468,71
thereof administration of funds and other income	11.997,14
thereof reimbursement ICEP W&E GmbH & SI GmbH	397.048,74
thereof other income	171.422,83
Allocation of dedicated funds of previous years	75.487,57
Dissolving of reserves	0,00
TOTAL	1.968.101,91
EXPENDITURES	IN EURO
Expenditures for statutory objectives	1.347.496,92
Development Program	1.311.974,10
Business and development	35.522,82
Fundraising and donation support	81.035,19
Administration	87.873,14
Other expenditures (thereof ICEP W&E GmbH: 258.519,08)	344.444,04
Unused dedicated funds	21.040,13
Allocation to reserves	86.212,49
TOTAL	1.968.101,91

The balance sheet and the profit and loss accounts relate only to the association and do not include figures of affiliated companies. The illustration reflects the requirements of the seal of prudent donation management (Spendegütesiegel). The annual report 2017 was verified by KPMG Austria AG.

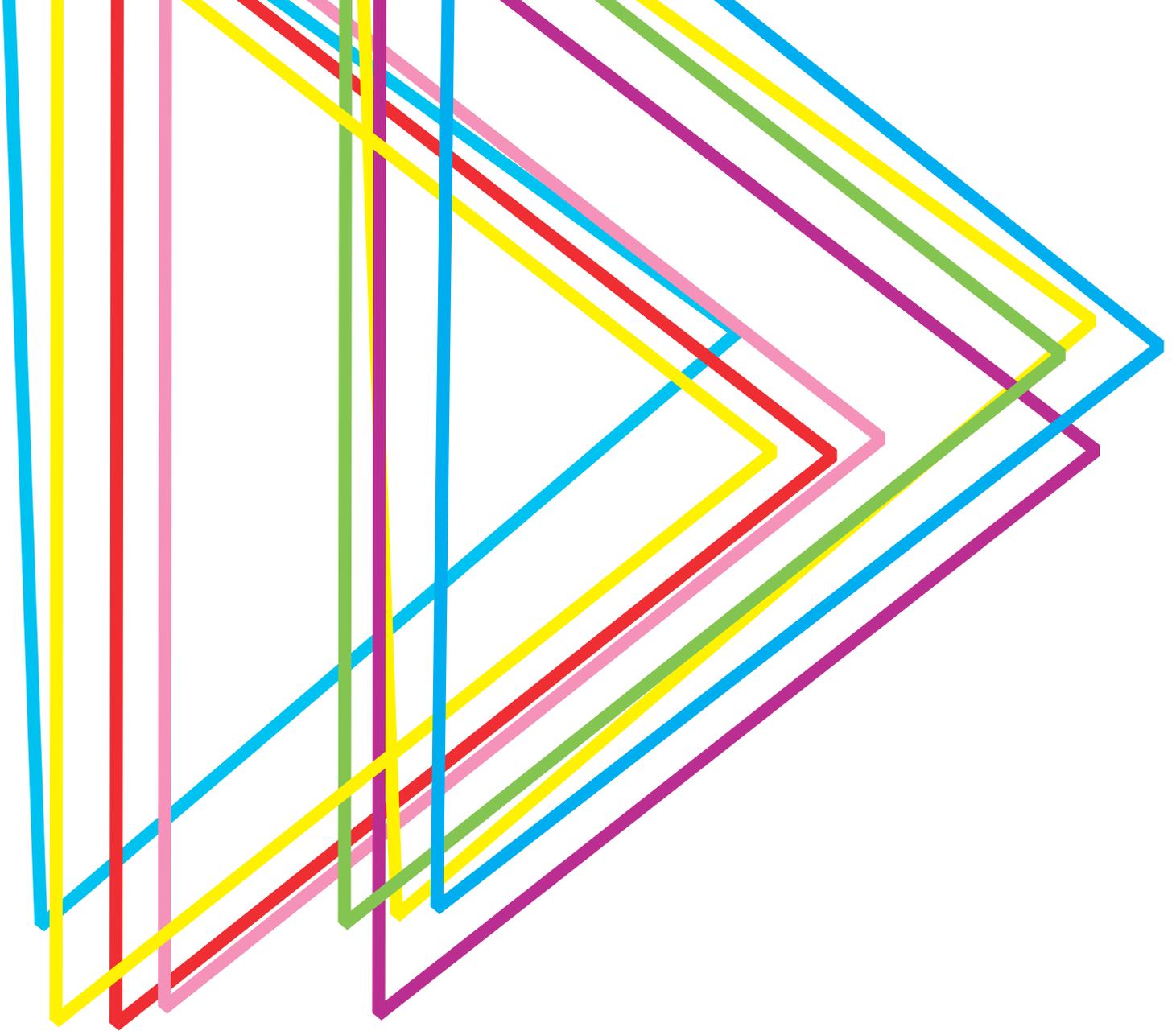


Overview of projects of the development program

COMPLETED					
COUNTRY	PROJECT	NUMBER	DURATION	CASH FLOW 2017	TOTAL BUDGET
Guatemala	Integral development in 5 villages	2014/77-GT	Jul 2014-Dec 2017	0	419.300
East Afrika	Improving of Vocational Training Centres	2015/81-Multi	Jan 2015-Dec 2017	287.680	1.175.020
ONGOING					
COUNTRY	PROJECT	NUMBER	DURATION	CASH FLOW 2017	TOTAL BUDGET
Gua/Nica	Improvement of rural schooling	2014/79-Multi	Jan 2014-Dec 2017	0	20.000
Kenya	ISBI - Services for small entrepreneurs	2014/80-KE	Jul 2014-Jun 2017	84.527	340.000
Cam/Kenya	Microfinance Guarantee Fund	2015/82-Multi	Apr 2015-Mar 2018	50.000	200.000
Guatemala	Improvement of rural schooling	2015/84-GT	Oct 2015-Sep 2018	30.600	146.000
Kenia	Improvement of rural schooling	2015/84-GT	Oct 2015-Sep 2018	101.300	384.000
Brasil	Improvement of rural schooling	2016/86-BR	Jan 2016-Dec 2017	151.852	440.000
Uganda	Rural Development	2016/87-UG	Oct 2016-Sep 2018	45.486	115.500
Nicaragua	Rural Development	2016/87-UG	Oct 2016-Sep 2018	117.500	275.000
Cameroon	Business training for all	2016/89-CM	Oct 2016-Sep 2019	105.000	357.000
NEW					
COUNTRY	PROJECT	NUMBER	DURATION	CASH FLOW 2017	TOTAL BUDGET
Uganda	Establishment of a Community Clinic in Jinja	2017/90/UG	Jul 2017-Jun 2020	100.000	330.000
Cameroon	Business Extension for Rural Women	2017/91/CM	Okt 2017-Sept2020	0	20.000
Kenya	Support for Rural Business Women	2017/92/KE	Jul 2017-Jun 2020	0	20.000
Nicaragua	Linking Youth with Supply Chains and Markets	2017/93/NI	Jul 2017-Dec 2020	0	20.000

Partners and Sponsors





ICEP is an independent Austrian development-organisation with one clear goal: Bring people to business and business to the people. ICEP counsels partner organisations in developing countries and corporations on how to integrate poor people into economic cycles and implements projects around the world.



With the coporAID platform for business, development and global responsibility, ICEP seeks to improve the framework conditions in Austria for companies that are active in emerging and developing countries, and puts global poverty alleviation onto the agenda of Austrian companies.

www.icep.at | [f icepweltweit](https://www.facebook.com/icepweltweit)

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