

Annual Report **2021**



Fatima,
baker



Joseph,
carpenter



Salvadora,
green grocer



Mwikali,
hairdresser



John,
farmer



Ruth,
farmer



Bernard,
cook



Lilian,
waitress



Phylde,
tailor



Stephen,
carpenter



Yuri Argentina,
clay artisan



Everline,
cook



James,
mechanic



Eunice,
cleaning worker



James,
mechanic



Sarah,
farmer



Sally,
textil cleaner



Joseph,
carpenter



Fatima Yessenia,
baker



Emily,
teacher

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Editorial

Dear Reader,

2021 was a special year for us: **ICEP celebrated its 25th anniversary.**

An occasion for a great celebration with friends and companions at the Palais Liechtenstein. An occasion to reflect on how we can use the expertise we have built up over a quarter of a century in the service of the goal to which ICEP has dedicated itself: The fight against global poverty through economic and development cooperation. An occasion to thank above all those who make our work possible through their support.

2021 was also another year marked by the pandemic. And yet we were able to make progress last year in all three of our areas – **the development programme, social impact consulting and the corporAID platform.**

For example, with the expansion of our vocational training programme in Burkina Faso, the feasibility study for waste specialist Komptech for a training cooperation with local stakeholders in Ghana, the launch of the corporAID podcast or the initiation of a „Lab of Tomorrow“ together with the Upper Austrian Cleantech Cluster and other partners. More about this and much more on the following pages. More up-to-date and detailed via our newsletter and social media. Sign up for it on our website!

Much is uncertain, but not that our work will remain important. Strengthening local economic structures in developing and emerging countries requires precisely what we are promoting together with our partner organisations: **Cooperation and training. Entrepreneurship and responsibility.**

Many thanks again to all who actively support our work: Hopefully, the following pages can also serve to further strengthen the trust placed in us.

With this in mind, have a stimulating read!



Bernhard Weber
 ICEP Managing Director



„Much is uncertain,
 but not that our
 work will remain
 important.“

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ICEP – Partner for sustainable development

ICEP is an independent Austrian development organisation with a clear goal: To bring people to the economy and the economy to the people. We are convinced that market economy can enable autonomy and prosperity everywhere in the world. That is why we accompany people in developing countries to use the opportunities of functioning markets for themselves and motivate Austrian companies to combine economic opportunities with a contribution to sustainable global development.

ICEPs approach to development

Work Global development can only work if it is possible to involve more people in economic cycles and thus increase the chance for them to lead a self-determined life based on their own work.

Growth Economic development is in many ways the foundation for social development. Health, education, social participation, security and human rights: all these goals cannot be achieved without material framework conditions.

Responsibility The lived responsibility of the individual makes the difference. The fight against global poverty requires the active initiative of many people in politics, business and civil society. For that all actors can become agents of their own development.

Market economy Businesses are the engine of economic dynamism. The better and more sustainable markets function in developing countries, the more companies will mobilize innovative power and resources to create prosperity.

ICEPs areas of work

Empowerment ICEP cooperates with organisations in Africa and Latin America to integrate people into economic cycles and support them in building sustainable structures. Together with local partners, ICEP designs and implements projects that are training-oriented and help people discover and develop their talents and skills.

Social Impact Consulting ICEP advises and supports Austrian companies in assuming their global responsibility, identifying challenges and opportunities at the interface with society in emerging markets and implementing targeted social impact programmes.

corporAID platform ICEP puts global poverty reduction on the agenda of Austrian companies, makes the potential of a nexus between business and development visible and promotes awareness and the development of framework conditions for an economy from which people in developing countries can profit.



Team

ICEP's success is based on a committed voluntary board, many supporters and a competent and motivated team.

From the back left to the front right: Benedikt Metternich, Veronika Grubmann, Bernhard Weber, Martin Maier, Robert Diendorfer, Frederik Schäfer, Veronika Stocker, Astrid Taus, Ariane Fiala, Imke Fellner, Christoph Eder, Marijana Laccarak, Ursula Weber, Diana Reuchlin, Saskia Faltus, Hannah Ahrem, Katharina Kainz.

Not pictured: Christine Angleitner, Marie-Theres Neudecker, Daniela Hinderer, Mihai Mitrea.

Association & Board

ICEP is a non-profit association under Austrian association law. The supreme organ of the association is the General Assembly. It elects the board of directors and the auditor for a term of three years. The Board of Directors, consisting of Stephan Chavanne, Martin Kastner, Andrea Jungmann, Thomas Aringer, Martina Kutscha and Othmar Sailer, appoints the Executive Director of the association.



(v.l.): Martin Kastner (Cassier), Andrea Jungmann, Thomas Aringer, Martina Kutscha, Stephane Chavanne (President), Othmar Sailer, Bernhard Weber (Managing Director)

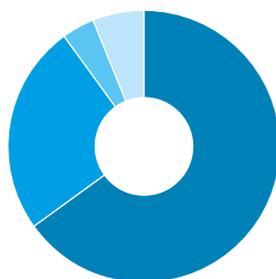
ICEP was founded in 1996 by five people in Vienna to do something against global poverty. On the occasion of our 25th anniversary, the organisation decided to initiate an orientation process in which all areas of work were subjected to a reality check. One of the results of the dialogue, was to give a new meaning to the acronym ICEP. What started 25 years ago as „Institut zur Kooperation bei Entwicklungs-Projekten“ has grown into an organisation with a broad portfolio and multi-layered

fields of activity regarding business and development. As such, in February 2021 the name of the association was changed to „ICEP - Verein für globale Entwicklung“ and the letters ICEP were given a new meaning that can be used as a headline for all our activities: **Inspiring Cooperation Empowering People** Everything ICEP does is about giving men and women in developing coun-

tries better opportunities, to make a life for themselves based on their own work, their own income. Therefore, also the key visuals with women and men with names and professions. Joseph, the carpenter, Sarah, the farmer, or Phyllder, the seamstress: they stand for stand for what ICEP does. All of them are concrete people whom ICEP was able to give an impulse, a chance.

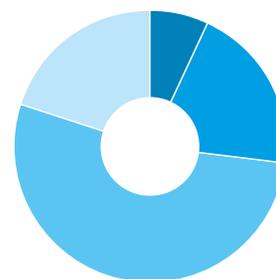
Funding

ICEP finances its work through public partners such as the Austrian Development Agency (ADA), through private institutional partners, through companies and private donors. In 2021, ICEP generated income totalling 2.826.442Euro. These funds were used for the development programme, business and development, as well as awareness raising, marketing and public relations, administration and overheads totalling 2.760.345 Euro. In addition to the projects financed by and through ICEP, 2021 saw projects in developing countries amounting to nearly 1,1 Mio. Euro that were managed by ICEP. The cash flows for these projects did not go through ICEP and are therefore not shown in the financial statements.



USE OF FUNDS 2021

- Development programme **65%**
- Business & development **25%**
- Marketing & communication **4%**
- Administration & overheads **6%**



ORIGIN OF FUNDS 2021

- Private donations **7%**
- Companies **20%**
- Public partners **53%**
- Institutional partners **20%**

The auditor is KPMG Austria GmbH. ICEP meets the criteria of the Austrian Donation Seal of Approval and the donation deductibility of the Federal Ministry of Finance. The annual financial statement of the association according to the outline requirement for the Donation Seal of Approval can be found on page 22.





Empowerment



ICEP designs training and demand-oriented projects with local partner organisations in Africa and Latin America, secures their funding and provides supports to its local partners: from organisational development to project implementation. In 2021, ICEP worked on 13 projects with partners in eight countries. One new project was launched in a new partner country - Burkina Faso. In total, 9.764 people were directly supported in 2021.

ICEP pursues long-term development plans with its partner organisations and implements them in cooperation and coordination with them in individual projects lasting several years. When selecting its partners, ICEP consistently follows two criteria: Trustworthiness and professionalism.

The digitalisation push that came with the Corona pandemic has brought many positive changes, especially for work in developing countries. Long distances to the training centres can now be saved if the lessons also include specific online modules. The online selection procedures and the training for multipliers of the WorldWideWomen programme are a good example of how online tools have established themselves and will remain in use after the Corona period.

ICEP's wide-ranging support to partners in converting curricula to distance learning, adapting business models, transferring know-how to build infrastructural Covid 19 safety and hygiene provisions have proved particularly effective for partners in the vocational education sector: Course offerings could be resumed for the most part, student numbers have largely normalised, and programmes could be implemented to the planned extent.

KNOWLEDGE EXCHANGE Benedikt Metternich (ICEP Development Programme) and project partner Jacques Konkobo talking to Zoundi Boubacar from the Austrian Development Agency in Burkina Faso.

Vocational training

ICEP promotes vocational training that is oriented towards the needs of the local economy, thereby increasing the job opportunities of young people.

A new phase for the vocational training programme SWEAR The development programme SWEAR (Skills and Work are East Africa's Resource), co-financed by the Austrian Development Agency, started in 2015 with the aim of creating sustainable structures for improved access to vocational training and employment for young people in Kenya and Uganda in cooperation with eight selected partner organisations. The evaluation of the SWEAR programme is the basis for the follow-up project GET (Gender Equality in Training), which started in autumn 2021. Until 2024, the focus will be on the targeted promotion of young women in the training sector and in the labour market. Other focal points of the new programme are the improvement of didactic and pedagogical structures and cooperation with companies and public administration.

Burkina Faso: Vocational training for technical professions The vocational school in the rural community of Nanoro could be further expanded despite the ongoing pandemic, also

thanks to the strong private initiative by architect DI Peter Klein. By the end of 2022, a school with four classroom buildings, a workshop, an administration building, and two accommodation buildings will be built. The vocational school will offer 300 young people a year the opportunity of a three-year vocational training from 2023. In addition, ICEP is involved in establishing a Covid response programme in this region as part of a consortium project with a group of Austrian NGOs. In this way, ICEP supports particularly vulnerable people in coping with the Covid 19 economic and health crisis.

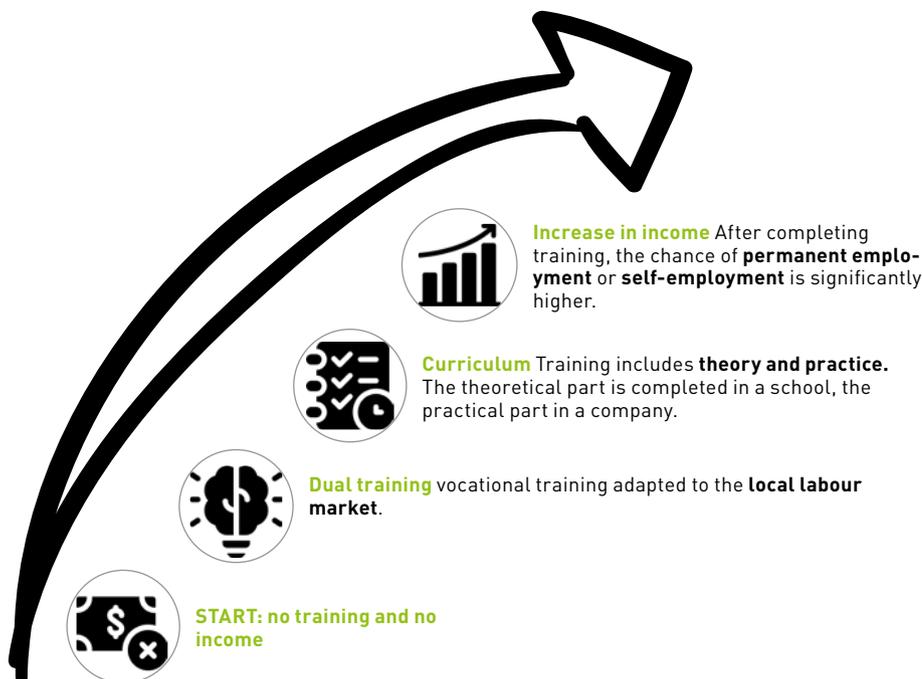
With Moje in El Salvador ICEP has been working with the Moje organisation in El Salvador for over 10 years to provide rural youth with vocational training and thus a chance to earn a steady income. The core of a project that started in 2021 is the expansion of vocational training opportunities into the remote region of Cabanaras through the use of mobile training units - an approach that ICEP already successfully implemented in Guatemala,



TREND-SETTING Tobias Joseph from the Blum company training trainers from our partner St. Kizito in Kenya.

and which also started well in El Salvador despite the pandemic. By creating training opportunities away from urban centres, many young people can be prevented from joining the criminal street gangs that are widespread in El Salvador due to a lack of income prospects.

Carpentry training in cooperation with Blum As part of a project with the State of Vorarlberg and the hardware manufacturer Blum, the carpentry training at the St. Kizito training centre is being further expanded. The aim of the expanded course offer is to orient the training more strongly to market demand - the processing of chipboard instead of solid wood. Blum supplied two special machines for the assembly and installation of fittings for this purpose in 2021 and trained instructors for this. So far, 42 young people, including 11 young women, have completed the apprenticeship.



Countries in which ICEP operated in 2021

- Burkina Faso**
- El Salvador**
- Guatemala**
- Cameroon**
- Kenya**
- Nicaragua**
- Tanzania**
- Uganda**

Support for entrepreneurs

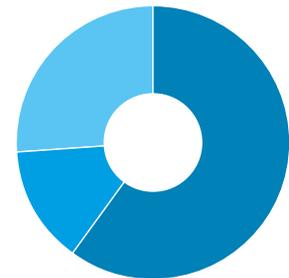
ICEP supports entrepreneurs who want to start a small business or expand their business through entrepreneurial training, coaching and financing.

Women's empowerment Supporting women to generate their own income has been of particular importance in the ICEP empowerment programme from the beginning. Through the WorldWideWomen programme, ICEP has developed a methodology to support rural women on their path to permanent employment or their own businesses through entrepreneurial training, coaching and microcredit. In 2021, the programme was implemented with Sirama in El Salvador, APF in Cameroon and ANDECU in Nicaragua. More than 1,500 women were supported in 2021.

ISBI in Kenya ICEP founded the Institute for Small Business Initiatives (ISBI) seven years ago together with the Strathmore Business School to create market-based offerings for already established businesses through a mix of teaching, consulting, and coaching. The Corona crisis caused the well-developing demand for the various course offerings to plummet, so ICEP had to provide more organisational and financial support to ISBI than planned in the first half of 2021. By the end of 2021, the interest of entrepreneurs in continuing education had already picked up noticeably.



STRONG COOPERATION Christine Angleitner (ICEP Development Programme) with staff from our partner organisation CoWA.



FUNDS PER AREA

- Vocational training 60%
- Support for entrepreneurs 14%
- Rural development 26%

Rural development

Through training, financing and structural development, ICEP supports sustainable development of rural regions where access to training is difficult.

Sustainable agriculture in Tanzania More than 2,500 women completed agricultural courses and training in sustainable animal husbandry and agribusiness during the 3-year project with ICEP's partner organisation SAT (Sustainable Agriculture Tanzania) and

trained in sustainable animal husbandry and agricultural management. The focus was on the increased use of mixed crops and the establishment of communication networks. The project was successfully completed in 2021. SAT supports around 90,000 smallholder farmers in the Morogoro region every year through training in how to manage their fields sustainably and organically. Since 2019, ICEP has been supporting SAT at the operational level and contributing its expertise in building viable and sustainable structures.

Educational Upgrading in Northern Kenya What started as a pilot project in 2016 has become a potent programme: Educational Upgrading in a region between Mount Kenya and the border with Ethiopia in northern Kenya. With the partner organisation NRT (Northern Rangeland Trust), ICEP is improving the framework conditions for children to attend primary school. The methodological approach used by ICEP has already proved very successful in Guatemala and Nicaragua: Further training for teachers, greater involvement of parents, improvement of infrastructure, revision of teaching materials.



SUSTAINABILITY Women farmers in Tanzania take part in agricultural courses run by the partner organisation SAT.

9.764

Beneficiaries ICEP could reach in developing countries in general in 2021

5.059

People in developing countries could be trained by ICEP in 2021.

20

Local partner organisations have worked with ICEP

17%

Proportion of funds that went exclusively to women's empowerment



Social Impact
Consulting



To ICEP, Social Impact Consulting means, to support organisations in creating a positive effect for society through its activities. With its many years of expertise, ICEP supports Austrian companies in bringing social responsibility into practice and combining business and social interests – as close as possible to their core business. For the long-term impact of the projects, local anchoring and cooperation with local partner organisations are essential.

Even though the year 2021 was still marked by the Corona pandemic, ICEP was able to resume travel activities to individual social impact projects and thus support the corporate partners and, above all, the partners on the ground in the best possible way.

- The social impact project of the paper and packaging manufacturer Mondi became concrete. The first apprentices started their training in 2021.
- ICEP 2021 conducted a feasibility study in Ghana for Komptech, a company specialising in waste treatment.
- The business partnership of the hearing implant manufacturer MED-EL was successfully concluded in 2021 and further plans were drawn up for 2022..
- The fibre manufacturer Lenzing achieved the best ranking category by Canopy for sustainable wood and pulp sourcing also thanks to the reforestation project in Albania managed by ICEP. In 2021, ICEP already started conceptualising a project extension for 2022.

An important partner that is on board for almost all of ICEP's social impact projects is the Austrian Development Agency (ADA).

DEMANDED ENVIRONMENTAL TECHNOLOGY FROM AUSTRIA Astrid Taus and Christoph Eder (both from ICEP) visit a Jospong Group manure yard in Ghana, where Komptech machines are in use.

ICEP supports companies.

Vocational training

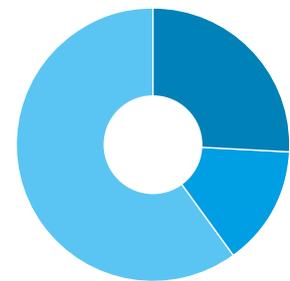
The lack of qualified skilled workers is among the key labour market challenges in emerging and developing countries. ICEP advises and supports companies in creating demand-oriented and labour market-relevant training opportunities, thereby promoting the development of local economic structures and giving young people the chance to learn a profession that is demanded by local companies.

Mondi: Launch of apprenticeship training Since 2019, ICEP has been advising Mondri, a global paper and packaging manufacturer, on piloting dual vocational training programmes in Morocco and Côte d'Ivoire. The project, co-financed by the Austrian Development Cooperation, has significantly improved the quality of apprenticeships. In spring 2021, the first apprentices in Morocco started their training, followed by those in Côte d'Ivoire in November 2021. ICEP supports Mondri from the project design to implementation and monitoring. Successful cooperation between vocational schools and companies is an essential factor in integrating young people into the labour market from the very beginning.

Komptech: Feasibility study in Ghana In 2021 ICEP assessed the need and feasibility of training programmes along the waste value chain in Ghana for the Styrian company Komptech, a global player in the field of waste treatment. The West African country has great ambitions to reach new standards with sound expertise in waste management but lacks skilled workers. With the support of ICEP, Komptech, together with its Ghanaian partner Josping Group, aims to enable the development of sustainable training capacity in machine maintenance and waste management. The social impact project is scheduled to start in the autumn 2022.



START OF THE APPRENTICESHIP Astrid Taus and Saskia Faltus (ICEP Social Impact Consulting) met Mondri's first apprentice class in Côte d'Ivoire.



FUNDS PER AREA

- Vocational training **26%**
- Environmental & social standards **14%**
- Market development **60%**

Environmental and social standards

International environmental and social standards are a decisive factor for long-term competitiveness, quality and locale security. However, their implementation is one of the greatest challenges in emerging and developing countries. That is why ICEP supports companies in implementing standards and improving conditions.



Lenzing: reforestation in Albania continues

The fiber manufacturer Lenzing achieved the best category of the Canopy ranking for sustainable wood and pulp sourcing also thanks to the reforestation project in Albania managed by ICEP and supported by ADA. The project aims to improve forest management in the long term and contributes to forest protection and biodiversity conservation. In 2021, the afforestation of the first 10 hectares of degraded land was completed and the establishment of a tree nursery started. Despite Covid, the trainings for forest and pasture users could be implemented as planned in order to anchor know-how and expertise for sustainable forest management in the Albanian communities. In 2021, ICEP already started conceptualising a project extension for Lenzing in 2022.

HIGH VISIT The then Foreign Minister Michael Linhart saw for himself the high impact of the Lenzing project on site.



ONLINE KNOWLEDGE EXCHANGE Astrid Taus and Saskia Faltus at the Lohmann & Rauscher communication and gender workshop.

7.445 Trees planted in Albania in 2021

Hearing screenings conducted in Côte d'Ivoire and Bangladesh in 2021 **3.699**

2 dual courses were accredited in 2021

Business partnerships in 5 countries managed **4**

1 new feasibility study was launched in 2021

Market development

Many emerging and developing countries have a great potential as future markets. However, poor infrastructure and lack of expertise reduce business success and the chances of generating local value. Together with companies, ICEP strengthens emerging markets by providing training as well as strengthening the upstream and downstream value chain. The aim is to always involve local stakeholders and to contribute to sustainable development by building long-lasting structures.

MED-EL: Hearing health project to be expanded

For several years now, ICEP has been supporting the Tyrolean company MED-EL, developer and producer of implantable hearing systems, in sustainably strengthening the hearing health sector in Côte d'Ivoire and Bangladesh. Co-financing from the Austrian Development Cooperation has made it possible to locally anchor the training of medical care and specialist staff for the diagnosis and treatment of hearing loss. The first business part-

nership was successfully concluded at the end of 2021. Building on this, structure-building measures in the hearing health sector will be implemented in ten African and four South Asian countries as part of a strategic partnership with the Austrian Development Agency ADA from 2022. ICEP is also supporting MED-EL in this new phase with its social impact expertise.

Lohmann & Rauscher: Wound course and training launched in Malaysia

Healthcare specialist Lohmann & Rauscher also relies on ICEP's expertise to implement its ADA business partnership in Malaysia. In 2021, both the wound course with the Malaysian Red Crescent and the PgD wound training at Lincoln University could be launched under the leadership of IHM-International (Institute for Technology-based Education in Health Management). The goals of the project are to flank the L&R market environment and to build expertise in wound care management. Especially in developing countries, the increasing prevalence of chronic wounds is exacerbated by poor hygiene, inadequate treatment of underlying diseases (e.g. diabetes) and lack of knowledge of appropriate treatment methods. In order to address these factors in patient care, it is important that health professionals, caregivers and patients have the necessary expertise.



NEWBORN SCREENING Saskia Faltus (ICEP, left) observes the hearing screening for newborns initiated by MED-EL.



corporAID
platform



With the corporAID platform, ICEP aims to improve the framework conditions in Austria for companies that are active or want to become active in emerging and developing countries, to increase the development benefits and efficiency of entrepreneurial activities in developing regions and thus to increase the contribution of Austrian business to global sustainable development. The platform promotes a business-oriented understanding of development cooperation and raises awareness of the complementarity of business and development in Austria.

As in the previous year, the events of the corporAID platform took place online throughout 2021. In addition to the tried and tested formats of the Multilogues webinars, expert discussions, the conference and the corporAID magazine, corporAID developed two new formats. The podcast „Impact worldwide“, which deals with current topics, trends and developments in the field of business and development in the usual journalistic quality, and the video format „An Espresso with“, in which ICEP Managing Director Bernhard Weber talks to opinion leaders and decision-makers who help shape global sustainable development.

corporAID is supported by numerous companies and funded by the Austrian Development Cooperation (ADC) and the Austrian Federal Economic Chamber (WKO). In addition, ICEP cooperates in the field of business and development with the Federal Ministry for Digitalisation and Business Location, with the Federal Chancellery (for the Kofi Annan Award) and with the Climate Ministry (for a project focus on green industrial policy and development cooperation).

CORPORAID PODCAST IMPACT WORLDWIDE Frederik Schäfer talks about current topics, trends and developments in the field of business and development.

Companies: Drivers of development

With corporAID, ICEP wants to make a difference. To show how business-oriented development cooperation and corporate responsibility can create innovative solutions for sustainable global development. To promote development cooperation in Austria that relies on business. And to support companies in translating global sustainability from theory into their own business practice - for the benefit of the company and the people in emerging and developing countries.

New perspectives on business and development

The exchange on current trends in business and development also had to take place online in 2021. Even if the online presentations and discussions can already be handled with a certain routine, personal contacts and discussions cannot be completely replaced.

corporAID conference 2021 In January, the online conference on „Global Green Recovery“ provided a platform to address the importance of a green transformation for Austrian companies and possible impulses that domestic companies can provide, especially in emerging and developing countries. Following their keynotes, Tilman Altenburg (DIE) and Birgit Haberl-Arkhurst (PwC) discussed with Heinz Leitner (Komptech) and Karl-Heinz Leitner (AIT) to what extent Austrian companies need to rethink their established competitive advantages for a global green recovery. Representatives from OeEB, WKO, BMEIA and BMK also exchanged views on the framework conditions necessary to contribute to the global green transformation. As part of the Green Recovery Challenge, Hans Joachim Zinnkann (GIZ), Arnold Schuh (WU) and Martin Großbauer (FCC Environment) addressed business opportunities along global challenges in the waste management sector.

IT CONTINUES ONLINE The corporAID Multilogue with Blanka Guitard, Hans Stoisser, Tendai Pasipanodya and Sophie Langer-Hansel.

Open Innovation for SDG Impact

A growing number of internationally successful companies are pooling internal expertise and resources with the know-how of customers and other companies, research institutions and non-profit organisations within the framework of Open Innovation. At the corporAID Multilogue „Open Innovation for SDG Impact“, Blanka Guitard (Airbus Defence & Space), Tendai Pasipanodya (endeava), Hans Stoisser (NextAfrica), Maria Tagwerker-Sturm (Umdasch Group Ventures) and Werner Wutscher (New Venture Scouting) discussed how companies can build a competitive advantage and at the same time contribute to overcoming complex challenges in the context of the SDGs.



corporAID Media

In addition to the corporAID magazine, ICEP 2021 has created two new corporAID online formats.

corporAID Magazine The corporAID Magazine reports on special development policy and entrepreneurial topics and provides facts and background information for the Austrian private sector that cannot be found anywhere else. It is published four times a year in the daily newspaper Die Presse and, together with a personalised direct mailing, reaches a circulation of 71,000 copies.



An Espresso with In „An Espresso with“, ICEP Managing Director Bernhard Weber talks for the duration of an espresso with opinion leaders and decision-makers from business and global development. Guests in 2021 were Michael Wancata, CEO of the Austrian Development Bank, entrepreneur, consultant and author Hans Stoisser, Edith Predorf, Head of the Foreign Economic Centre in Nairobi.



corporAID Podcast Each episode of the corporAID podcast „Impact worldwide“ is dedicated to a complex topic, whose most important aspects, surprising facets and future relevance are presented in an understandable way and supplemented by interviews and guest contributions. The titles of the first podcast episodes were: Frugal Innovation and What is and what can the Lab of Tomorrow actually do?

From agenda to practice

The global Covid 19 crisis has far-reaching effects - for companies and for society. In order for companies to better meet these and other challenges and take advantage of new opportunities, the corporAID platform relies on expertise from science and practice and advocates for improved framework conditions and connectable instruments vis-à-vis politics, administration and interest groups.

SDG Business Forum In March, the SDG Business Forum 2021 of the Federal Ministry for Digital and Economic AFFAIRS took place online. Austrian companies were supported in using sustainable global development for economic success, recognising the innovation potential of the SDGs and contributing to their implementation.



Österreichs Wirtschaft und die globalen Ziele für nachhaltige Entwicklung. Eine Initiative des BMDW.

The focus was on dealing with global trends and the often complex challenges associated with them, the significance of the current Covid-19-re-

lated challenges, and the question of how (digital) innovations and a rethinking of established business models can contribute to greater resilience and competitiveness. ICEP accompanied the ministry in the conception and implementation.

Lab of Tomorrow The Lab of Tomorrow is an incubation programme for new and sustainable business models in emerging markets launched by the German development agency GIZ. In early 2021, ICEP launched the first Lab of Tomorrow in Austria together with the Upper Austrian Cleantech Cluster, ADA, FFG and GIZ. This acts as a catalyst for the development of tailor-made, innovative business solutions on the topic of waste management in the Western Balkans. After completion of the research phase and research in Serbia, Austrian and Serbian company representatives and experts were informed about the results at two kick-off events and won over to participate in the Lab.



Kofi Annan Award In 2021,



the Federal Chancellery has launched the „Kofi Annan Award for Innovation in Africa“, an initiative to intensify African-European relations. The award will be given to innovative and promising African start-ups whose business models revolve around SDG 3 - health and well-being. The selection process is led by the World Food Programme. Nine teams were selected from 330 applicants from 38 African countries to undergo an innovation bootcamp in early 2022. Three winners will each receive 250,000 euro each and will be supported for one year on their growth path. ICEP oversees a support network of around 30 entrepreneurs, investors and people involved in international development.

71.000

Copies of the corporAID magazine, 4 times per year

pages of information in the corporAID magazine in 2021

184

speakers at corporAID online-events

23

2

new online formats: An Espresso with and the corporAID Podcast

Showing what global CSR can do

corporAID is a leading platform in Austria in the field of business and development as well as global responsibility.

We put top decision-makers in the spotlight.

In each corporAID magazine, ICEP has local managers talk about globalisation and current topics in the context of global business opportunities and sustainable development. In 2021, these were Heinz Leitner (Komptech), Georg Kopetz (TTTech), Axel Kühner (Greiner) and Carlos Lange (Innio).



Communication & Fundraising





ICEP sees communication work as a development policy task and an integral part of its work. Fundraising and information and public relations work are intertwined. The charity events that are so important for the financing of projects and the dialogue with supporters were fortunately able to take place live again in 2021 during calmer phases of the Corona pandemic. Both a celebration of ICEP's 25th anniversary and the traditional charity auction took place.

One focus of ICEP's communications and fundraising department was the expansion of online communication as well as the use of the multifaceted possibilities of social networks and the creation of related donation opportunities.

The importance of charity events for ICEP was again demonstrated last year. They offer a unique opportunity to give our supporters an insight into our work and the impact of our projects through personal contact.

A SPECIAL PARTY ICEP turned 25 in 2021 and celebrated in a festive way.



A SUCCESSFUL AUCTION In 2021, ICEP held one of its most profitable art auctions. More than 70,000 euros were raised for the benefit of the Women's Empowerment Programme.

Newsletter ICEP
Scan QR code to register:



Information work

ICEP regularly informs about the work with the project partners. Authentic stories of the people who participate in the training programmes are important. Numerous success stories make it particularly tangible how effective training and business-oriented development work can be. In 2021, all communication measures were under the motto 25 years of ICEP.

Newsletter Thirteen newsletters were sent in 2021 to inform 2,563 people about the latest news in the areas of empowerment, social impact consulting, fundraising activities and events, and news about the corporAID platform.

Media relations Despite turbulent times, ICEP's work was successfully placed in the classical media. Mention was made in the ADA World News, Top Leader, corporAID Magazine with an interview with ICEP Board Member Othmar Sailer and an interview with ICEP Director Andrea Jungmann as well as in an OTS dispatch on the occasion of the 25th anniversary of ICEP. In addition, the Christmas campaign for companies was mentioned in Die Presse Gift Guide.

Social Media The social media channels provide a timely insight into the work of ICEP and personal success stories give an authentic picture of the course of the programmes. The series of posts „25 years of ICEP - 25 success stories“ ran throughout the year of the 25th anniversary. Another series of contributions featured videos by artists who donated to the charity auction. Through the increased use of moving images, the reach could be increased on all channels. On LinkedIn and Instagram,

improved community management led to a further increase in the number of followers.

Testimonials The communication work is visualised through the use of testimonials: Men and women who participate in training projects in Africa and Latin America. Their stories show at a glance what ICEP is all about: Helping people to take their future into their own hands through their own work.

Picnic baskets were sold **54**

1.367 Subscribers on Facebook

Works auctioned in 2021 **58**

70.510 Euros were raised at the charity auction

BEADWORK FROM KENYA



FIT FOR 25 YEARS OF ICEP The partner organisation NRT (Northern Rangeland Trust) made the ICEP logo touchable using the traditional beadwork technique.



Emily,
teacher

KEY VISUALS The testimonials, participants in ICEP empowerment programmes, show the impact of business- and training-oriented development programmes.

Fundraising

ICEP's fundraising activities aim to inspire private individuals and companies throughout Austria and to win them over to support the projects. Regular dialogue with donors is a top priority. ICEP communicates authentically, reports factually on success stories from the projects and is committed to cost efficiency and seriousness.

Corporate donations Numerous companies and organisations supported ICEP in 2021 through donations for projects, their own project initiatives, cooperations or sponsorships for the charity auction. For example, Semperit, whose employees walked and cycled for ICEP as part of the Charity Mile Initiative.

Private donations In 2021, it was at least partially possible to organise charity events again. Private donations for development projects could thus be increased again. Private donations from the online shop, on the other hand, decreased in 2021. With Gexsi we were able to enter another cooperation with a donation platform. Giving Tuesday, Impactory and good mobile have long been among ICEP's cooperation partners.

Occasion donations Whether private parties, company celebrations or holidays - there are many occasions to forego gifts in the conventional sense and to give double pleasure with a symbolic gift. We would like to thank all those who made use of this opportunity in 2021 and supported ICEP in this way. As well as to those companies that participated in the Christmas campaign for companies.

Events

ICEP Charity Events serve the personal exchange with supporters and combine entertainment with social commitment in this way. In 2021, it was again possible to implement events - including the birthday party for the 25th anniversary of ICEP and the 20th ICEP Charity Auction.

25 years of ICEP "Let's stop talking, let's do something!" was the sentence in 1996 from which ICEP took its origin. What started as an initiative of a few private individuals has developed over a quarter of a century into an independent NGO working in diverse areas at the interface of business and development. On the 8th of September, a picnic was held at Palais Liechtenstein to celebrate ICEP's 25th anniversary together with long-time supporters. Many thanks to all speakers and congratulators!

20th ICEP Charity Auction The traditional ICEP Charity Auction took place again this year as a hybrid event. On 14 October, 72 works by renowned artists were auctioned off by auctioneer and ICEP Director Andrea Jungmann at the Hilton Vienna Park Hotel. More than 70 people took advantage of the opportunity to purchase high calibre works and raised more than 70,000 euros. A record anniversary auction in the anniversary year! All the proceeds will go to the ICEP Women's Empowerment Programme in Africa and Latin America. This pleasing result was also made possible by generous partners who helped ICEP with the costs of the event or sponsored it. Special thanks go to all the artists who made their works available free of charge.

BIRTHDAY PICKNICK In September, ICEP celebrated its first quarter of a century with long-time supporters.



Finances



**IHRE SPENDE IST
STEUERLICH
ABSETZBAR**
Reg.-Nr. S01242

ICEP finances its work through public partners, companies, private institutions and donations. Managing Director Bernhard Weber is responsible for the use of donations, advertising and data protection. ICEP has outsourced parts of its information and expertise activities - especially the corporAID platform with the corporAID magazine - to the non-profit ICEP Wirtschaft & Entwicklung GmbH. This company closed the financial year with a surplus of 22,482.53 euros and income of 833,147.93 euros. ICEP Social Impact GmbH, through which ICEP implements its market-based funding programmes, reported a profit of 12,375.14 euros in 2021 on revenues of 67,600.65 euros.

BALANCE SHEET OF THE ASSOCIATION PER 31.12.2021

ASSETS	IN EURO
Fixed Assets	82.463,37
Tangible fixed assets	12.463,37
Financial assets	70.000,00
Current assets	985.521,35
Receivables	273.219,17
Cash, assets with financial institutions	712.302,18
Accrual	409,50
Total	1.068.394,22
Assets held in trust	178.605,83
LIABILITIES	IN EURO
Shareholder capital	390.930,36
Reserves and provisions	82.778,93
Liabilities	594.684,97
Liabilities to project work	559.157,93
Other liabilities	35.527,04
Deferred income	0,00
Total	1.068.394,22
Trust liabilities	178.605,83

P&L ACCOUNT OF THE ASSOCIATION FOR 2021

INCOME	IN EURO
Donations	1.454.964,59
dedicated donations	1.432.264,59
Membership fees	1.165,00
Operation income	0,00
Subsidies and other public support	958.867,45
Other income	616.073,03
thereof reimbursement ICEP W&E GmbH & SI GmbH	521.449,57
thereof other income	93.883,25
thereof administration of funds	740,20
Reversal of liabilities for donations not yet used for their intended purpose	43.435,18
Dissolving of reserves	0,00
Total	3.074.505,25
EXPENDITURES	IN EURO
Expenditures of statutory objectives	1.849.667,23
Development programme	1.823.950,96
Development communication and awareness	25.716,27
Fundraising and donation support	56.172,27
Administration	100.208,31
Other expenditures	477.291,28
thereof ICEP W&E GmbH	477.282,31
thereof depreciation of financial assets and other	8,97
Unused dedicated funds	559.157,93
Surplus	32.008,31
Total	3.074.505,25

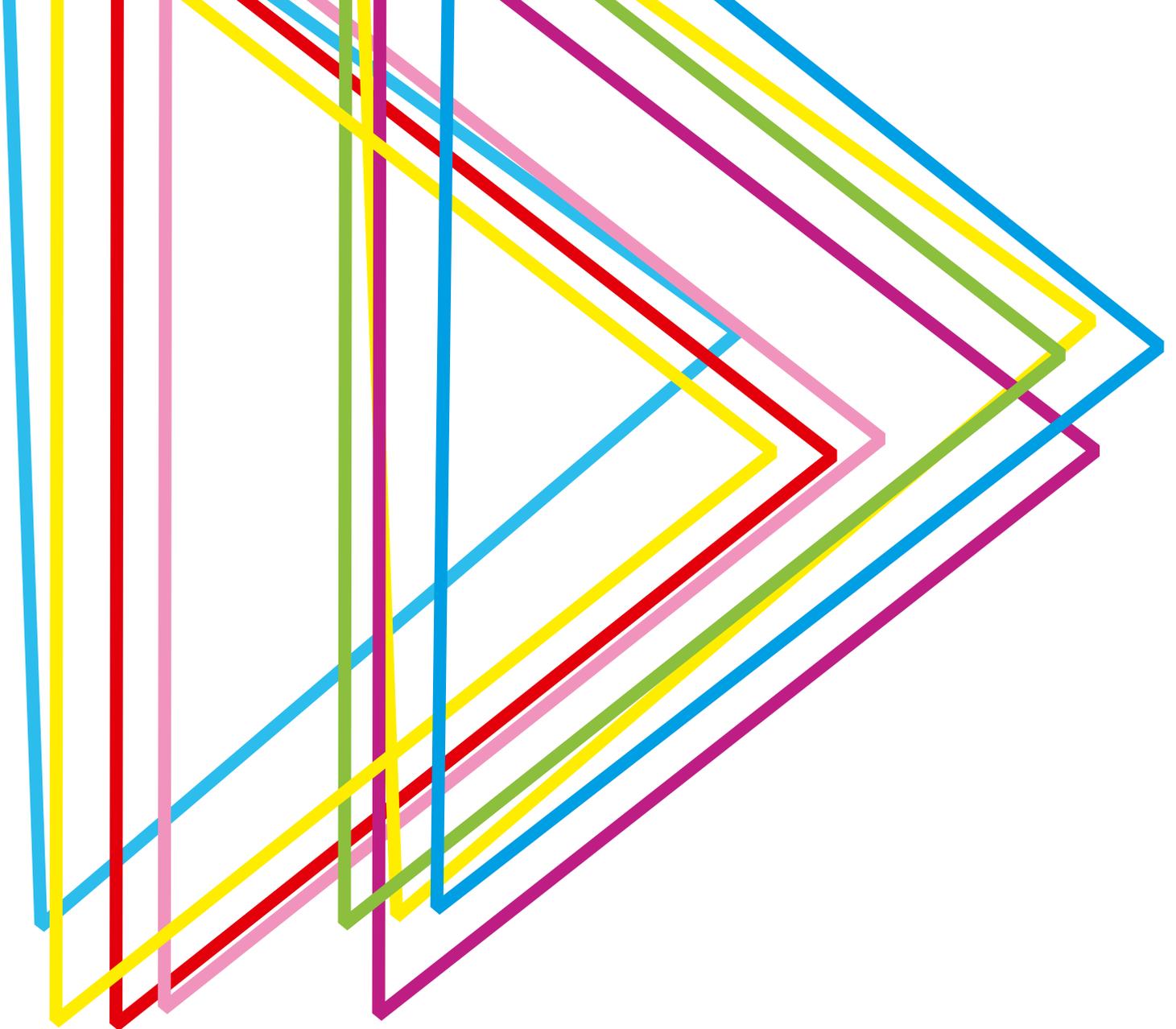
The balance sheet and the profit and loss accounts relate only to the association and do not include figures of affiliated companies. The illustration reflects the requirements of the seal of prudent donation management (Spendegütesiegel). The annual report 2021 was verified by KPMG Austria GmbH.

Overview Project data Development programme

COMPLETED					
COUNTRY	PROJECT	NUMBER	DURATION	CASHFLOW 2021	TOTAL BUDGET
Uganda	Establishment of a community clinic in Jinja	2017/90-UG	Jul 2017 - Jun 2021	0	330.000
East Africa	Improvement of vocational training centers phase II	2018/94-Multi	Jan 2018 - Mar 2021	0	1.177.730
East Africa	Better vocational and entrepreneurial education	2018/96-Multi	Jan 2018 - Mar 2021	0	560.000
Guatemala	Alternative income for youths	2019/101-GT	Jan 2019 - Dec 2021	73.000	276.000
Tanzania	Training for rural women	2019/102-TZ	Jan 2019 - Dec 2021	40.000	420.000
ONGOING					
COUNTRY	PROJECT	NUMBER	DURATION	CASHFLOW 2021	TOTAL BUDGET
Uganda	Capacity Building for social initiatives in rural regions	2018/98-UG	Jan 2018 - Dec 2022	20.000	120.000
El Salvador	Women empowerment	2019/100-SV	Jan 2019 - Jun 2022	56.500	223.500
Kenya	Educational Upgrading in Northern Kenya	2019/103-KE	Jul 2019 - Jun 2023	58.814	251.000
Kenya	Dual training in carpentry in Kenya	2019/104-KE	Sep 2019 - Aug 2022	29.800	126.500
Burkina Faso	Establishment of a vocational training centre (in trust)	2020/105-BF	Jan 2020 - Jun 2023	115.595	485.738
NEW					
COUNTRY	PROJECT	NUMBER	DURATION	CASHFLOW 2021	TOTAL BUDGET
Nicaragua	Women Empowerment - World Wide Women	2021/107-NI	Jan 2021 - Dec 2021	16.000	16.000
Cameroon	Women Empowerment - World Wide Women	2021/108-CM	Jan 2021 - Dec 2021	30.000	30.000
El Salvador	Mobile training units for youths	2021/109-SV	Jan 2021 - Dec 2023	70.000	247.000
Burkina Faso	Covid economic and health crisis	2021/111-BF	Nov 2020 - Okt 2023	82.600	389.997
Uganda	Establishment of a community clinic in Jinja II	2021/112-UG	Jun 2021 - Jun 2024	113.282	200.000
El Salvador	Women Empowerment - World Wide Women	2021/113-SV	Jan 2021 - Dec 2021	5.000	5.000
Kenya	ISBI-Service for small entrepreneurs	2021/114-KE	Jan 2021 - Dec 2024	34.359	400.000
Kenya, Uganda	Quality and gender in vocational training	2021/115-Multi	Aug 2021 - Jul 2024	409.940	1.375.000

Partners and Sponsors





ICEP is an independent Austrian development organisation with a business-oriented focus. ICEP works with partner organisations in Africa and Latin America as well as with Austrian companies and implements projects worldwide with the aim of getting more people actively involved in economic life. In doing so, ICEP places great emphasis on training and the development of sustainable structures.



With the corporAID platform, ICEP motivates Austrian companies to combine economic opportunities with a contribution to sustainable development and contributes to improving the framework conditions in Austria for companies that are or want to become active in emerging and developing countries.

Since its foundation in 1996, ICEP has been able to support more than 300,000 men and women in more than 100 projects.

Inspiring **C**ooperation **E**mpowering **P**eople

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