

## Checklist for Business Partnerships

This checklist provides an overview of which projects are eligible for funding under ADA's Business Partnerships program. It outlines the basic requirements that must be met in order to receive financial support.

ADA's Private Sector and Development Unit offers the **following financing instruments**:

- Inception Phases** – up to EUR 30,000 in funding
- Business Partnerships** – up to EUR 300,000 in funding
- Strategic Partnerships and Alliances** – above EUR 300,000 in funding (only in exceptional cases)

**Key facts** about Business Partnerships (WIPA):

- Duration:** ideally 3 years
- Maximum funding:** EUR 300,000
- Minimum applicant contribution:** 50%
- Average total project volume:** approx. EUR 600,000
- Maximum funding rate:** 50%

**Note:** Due to the **European Commission's de minimis regulation**, funding under the standard program is limited to EUR 300,000.

- Business Partnership:** A WIPA is a time-bound project with a clearly defined goal and budget. It is implemented by a company in a developing or emerging country and aims to achieve sustainable outcomes.
- Target/Partner Countries:** The WIPA must be implemented [in a country classified by the OECD as eligible to receive Official Development Assistance \(ODA\)](#). Special priority is given to projects in the [priority countries of Austrian Development Cooperation \(ADC\)](#).
- Applicant/Grant Recipient:** **Companies based in Austria, the European Economic Area (EEA), or Switzerland** are eligible to apply. Under certain conditions, **chambers** and **associations** may also apply.  
The applicant must have been in existence **for at least three years** and possess **the technical, administrative, and financial capacity** to successfully implement a WIPA. For successful projects, the following benchmarks apply:
  - **At least eight employees**
  - **Annual turnover of at least EUR 800,000**In addition, the **required own contribution** must be secured. Therefore, it is essential that the company can demonstrate a **positive annual result** and has **sufficient equity and liquidity**.
- WIPAs can **generally** be implemented **in all areas of economic activity**. However, projects directly or indirectly related to the production or distribution of weapons or other military equipment are **excluded**. Also excluded are projects aimed at the production or trade of hazardous goods or environmentally harmful substances (see [Exclusion List](#), Annex 1, p. 31). **Projects exclusively intended to promote the export of goods or services are likewise not eligible.**

- Local Partner:** The applicant must be able to implement projects in the partner country. This can be demonstrated, for example, through a **local subsidiary, participation in a joint venture, or co-operation with a local partner company or partner organisation.**
- Economic viability:** The applicant must clearly and convincingly demonstrate the **business benefits** of the project.
- Sustainability:** The business benefits and development impacts should have a lasting effect **beyond the duration of the funded project.**
- Additionality:** The project must provide **added value for the target group, the local market, or the region** — a benefit that would not be achievable without the funding. **Important:** Projects that have already started are not eligible for retroactive funding under a WIPA.

### Sustainable Development Goals (SDGs) and Business Partnerships

Funded projects **contribute to the United Nations' SDGs** and **help improve living conditions in partner countries.** Special focus is placed on the following goals:

- SDG 8:** Promoting **decent jobs** and **sustainable incomes**
- SDG 9:** Supporting **local SMEs** and **entrepreneurs**

**Contributions to all 17 SDGs are welcome.** Examples of other relevant goals include:

- [\(SDG 2\) Increase the average income of small-scale food producers](#)
- [\(SDG 4\) the availability of needs-based vocational education and training](#)
- [\(SDG 5\) the promotion of gender equality](#)
- [\(SDG 7\) Access to affordable, reliable, sustainable and modern energy](#)
- [\(SDG 12\) Implementation of sustainability principles in the economy](#)



Graph 1: <https://unric.org/de/17ziele/>