



# Opportunities and Barriers for Environmental Consulting in SEE

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# Agenda

- **KPC in a nutshell**
- **Consultancy services in SEE**
- **Opportunities and Barriers**
- **Conclusio: What can be done?**

## Our Expertise

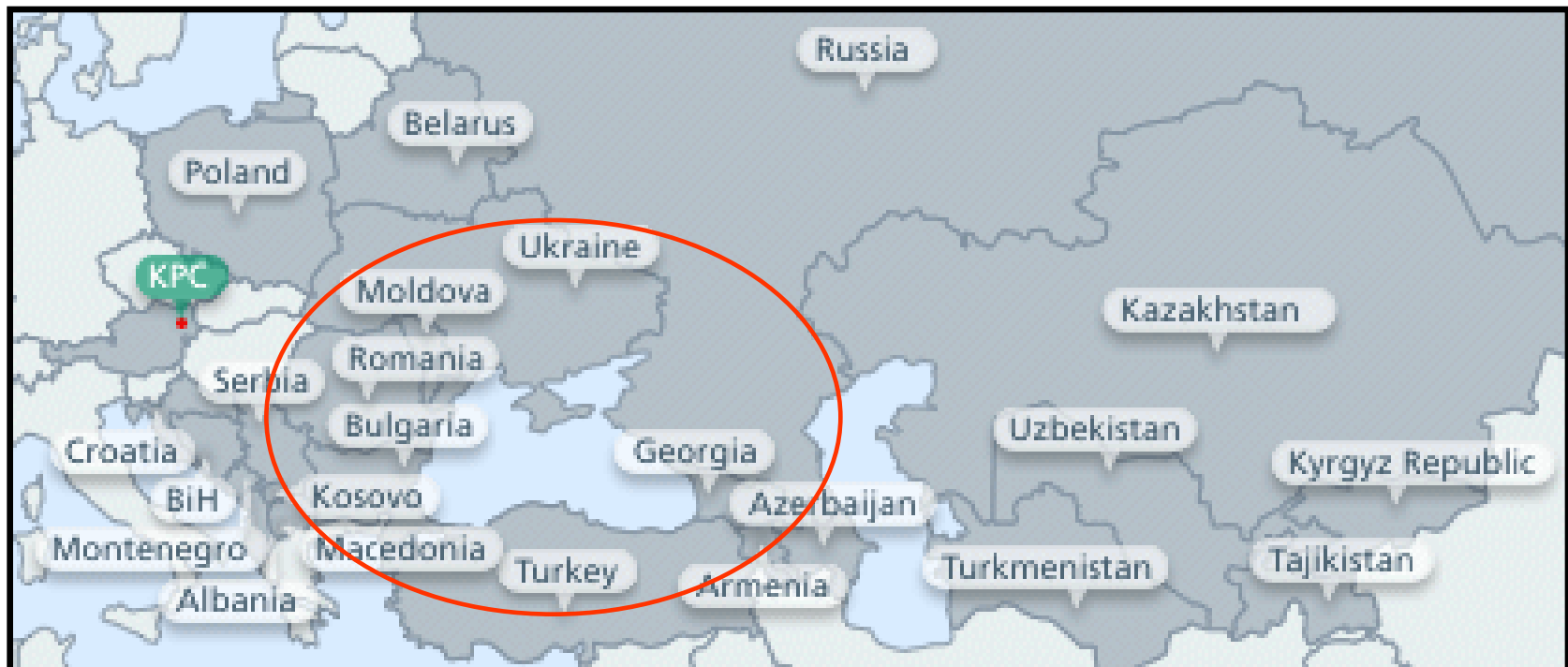
Based on our experience in Austria, have developed the following **areas of expertise** for our international activities:

- **Environmental and Infrastructure Fund Management**
- **Design and implementation of Financing Facilities**
- **Capacity Building & Policy advise**
- **Environmental Infrastructure Development**
- **Public-Private Partnerships and Procurement Support**

## Our Markets

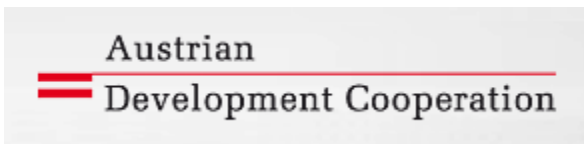
Geographically we focus on:

- **EU candidate and potential candidate countries**
- **Eastern countries** covered by the European Neighbourhood and Partnership Instrument




# Our Clients

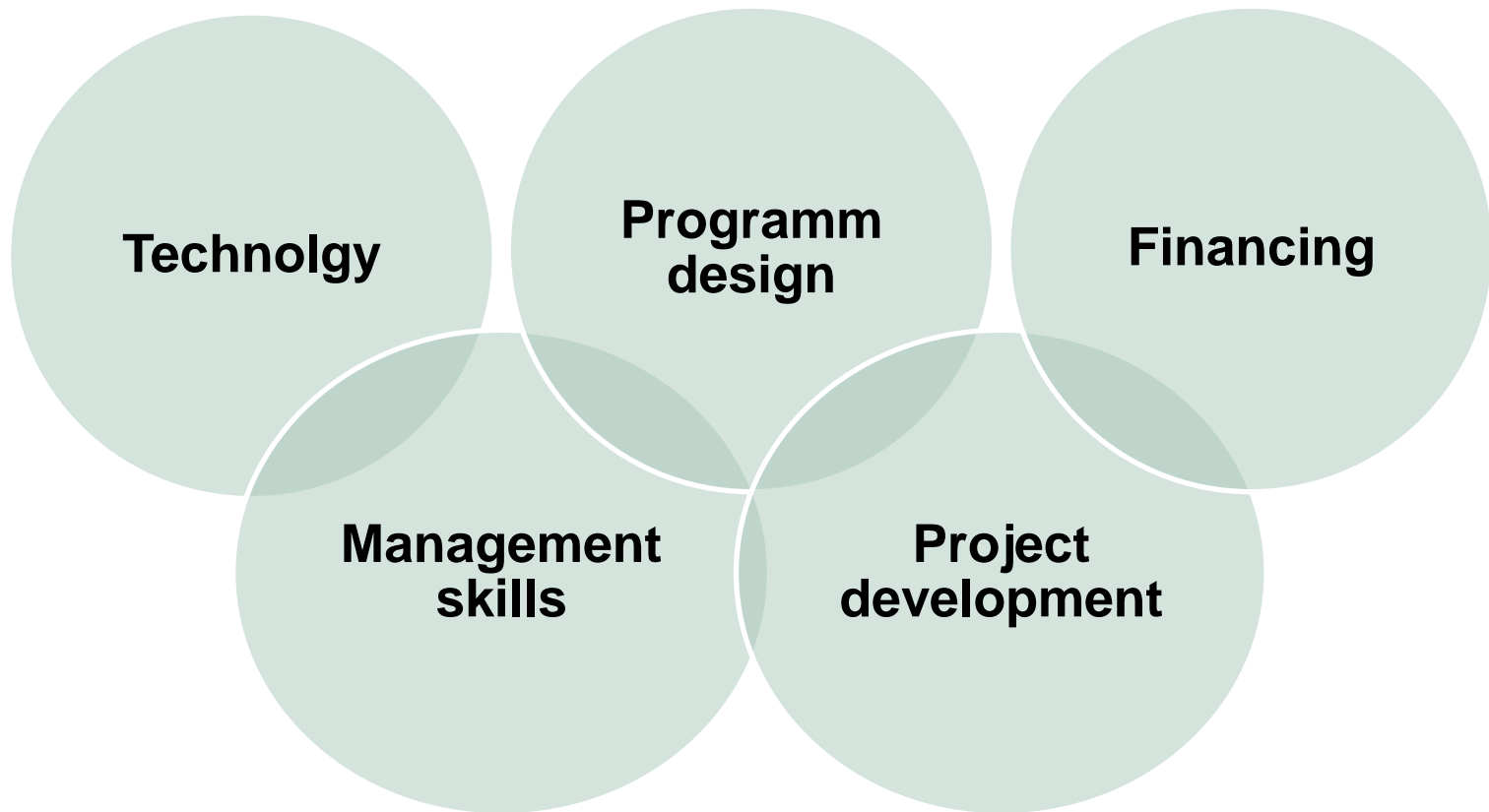
Our clients include **International Financial Institutions** and **Development Agencies**:



## Consultancy services in SEE

- **Water sector**
  - **Carbon management**
  - **Energy efficiency**
- 
- **Public Administration**
  - **International Donor Organisations**
  - **NGO's**
  - **Privat Companies**

## We support our clients on...



## In our markets we face following challenges...

- Modern technology is well-know and available, **BUT...**
- There is a good project idea, **BUT...**
- The project is viable, **BUT...**
- Public support is provided, **BUT...**
- Project is ready to be implemented the project, **BUT....**



## Some of our experiences...

### **Undefined responsibilities within public administration**

→ Program delay, projects not realized

### **Lack of capacity**

→ No appropriate business plan available, Project implementation failed, staff has not be trained to use technology....

### **Limited access to financing**

→ Financing institutes requires too high collateral or offers unpleasant loan terms

### **No will to cooperate**

### **Low management skills**

## Nevertheless, we see more opportunities

- Awareness for green Growth and Cooperate Sustainability
- Advanced experts are excellent educated and trained
- Improved legal background
- Improved market conditions
- Strong international cooperation
- Huge untapped potential

## Some examples of ongoing activities in the region...

- **EU launched several initiatives....**
  - e.g.: „Environmental co-operation in the Danube - Black Sea Region”
- **International donor provide finance and technical assistance**
  - e.g. : EBRD SEFF programs, The World Bank, UNDP, UNIDO,...
- **Bilateral activities**

## Conclusio

- SEE region is on the radar of international policy and business
- Increased sustainable business activities in all environmental sectors
- Focus need to be laid on education, training and capacity building
- It's a long way with only small steps

**→ Don't expect economic miracles**



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