

# Promoting Climate-Friendly Business Models

DKTI BB

## Context

Over the past decade, the Peruvian economy has faced many challenges, including the COVID-19 pandemic, but it has proven to be extremely resilient. The population has consumed more goods, leading to a rise in industrial production.

However, the industry still relies heavily on fossil fuels to meet its energy needs and continues to use outdated and climate-damaging technologies. A shift to more climate-friendly production systems is therefore crucial. To achieve this, the business models of micro, small and medium-sized enterprises (MSMEs) in the manufacturing sector need to be improved.

Despite the efforts by the Peruvian Government, developing energy-efficient and climate-friendly business models in the industrial sector has remained a challenge.

## Objective

Improve the conditions for manufacturing MSMEs in order to develop viable, energy-efficient and thus more climate-friendly business models.

## Approach

To achieve this, the project focuses on the following outcomes.

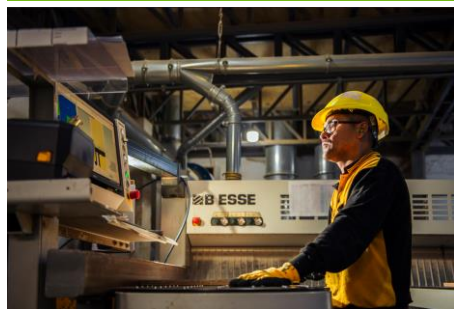
- Supporting technical training centres and universities in aligning their continuous education programmes with the needs of manufacturing MSMEs by developing and expanding training schemes for energy efficiency advisors.

Title	Promoting Climate Friendly Business Models - DKTI BB
Country	Peru
Commissioned by	German Federal Ministry for Economic Cooperation and Development (BMZ)
Lead executing agency	Ministry of Production (PRODUCE)
Implementation partner	Technological Institute for Production (ITP)
Duration	2022 to 2025

- Advising public and private service providers to adapt their services to the needs of MSMEs with regard to energy efficiency.
- Supporting the optimisation of public and private funding instruments aimed at helping MSMEs develop viable and energy-efficient business models.



*The project promotes the training of energy efficiency advisors to meet the needs of micro, small and medium-sized manufacturing enterprises (MSMEs).*



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## Impacts

- 112 professionals from the regions of Lima, Arequipa, San Martín, and La Libertad have received dual training to become energy efficiency advisors for manufacturing MSMEs. 70 of them hold dual certifications, one local and one international certification from the German-Peruvian Chamber of Commerce and Industry (AHK Peru). Also, six educational institutions are replicating the training programme.
- The technical advisory services of 7 Centres for Productive Innovation and Technology Transfer (CITE) in the regions of Lima, Arequipa, La Libertad and San Martín have been optimised with a focus on energy efficiency. An additional 10 CITEs are expected to adopt this approach. Moreover, a strategic sustainability guideline has been developed for the technical services of the Instituto Tecnológico de la Producción (ITP), along with a practical guide for integrating energy efficiency in the services of the ITP CITE network.
- 127 MSMEs from five industry sectors (agro and food, wooden furniture, textiles and clothing, leather, footwear and tannery, and processing of hydrobiological resources) have received advice on implementing energy efficiency measures. Of these, 31 manufacturing MSMEs have adapted their business models to economically viable and more climate-friendly alternatives based on the individual recommendations on energy efficiency that were designed for them.
- 6 public funding instruments have been improved to increase energy efficiency in MSMEs in the manufacturing sector.
- The national programmes for technological development, innovation and competitiveness (ProInnovate and/or Procompite) have co-financed 29 project proposals aimed at enhancing energy efficiency among manufacturing MSMEs.

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