



# **TRADE AND INVESTMENT QUEENSLAND**

**International Aid & Development Business Seminar**



## GRM International

- Introduction
- Why Africa?
- GRM's aid-funded operations in Africa
- Key countries and clients
- Major projects
- Key aspects about GRM's engagement in Africa



## Brief history of GRM

- The Company can trace its roots back to 1965 when Gunn Development Pty Ltd was established by Sir William Gunn.
- The consulting arm, Gunn Rural Management, was purchased from Sir William Gunn by three partners who registered it as GRM International Pty Ltd in 1977.
- The partners and other staff members owned and operated the Company until 1993 when Consolidated Press Holdings, Australia's largest privately owned company, purchased GRM.
- In December 2009, a management buyout saw 24 private investors, most of whom are senior GRM staff, purchase the company.
- The global group of companies that comprise GRM are currently consolidated under a holding company GRM International Holdings Pty Ltd, registered in Australia.



## Net ODA and population of aid recipient countries by region in 2009

	Net ODA USD million	Population million
Africa	47 609	1 008
Asia	38 333	3 746
America	9 089	574
Europe	5 788	157
Oceania	1 647	9
Aid unspecified by region	25 060	---
<b>All ODA recipients</b>	<b>127 527</b>	<b>5 494</b>



## Top 10 DAC donor countries to Africa

	2007	2008	2009	3-year average	% of DAC countries
1 United States	5 031	7 202	7 672	6 635	25%
2 France	3 558	3 370	4 092	3 673	14%
3 United Kingdom	2 462	2 594	2 795	2 617	10%
4 Germany	2 415	2 703	2 084	2 401	9%
5 Japan	1 766	1 571	1 499	1 612	6%
6 Netherlands	1 677	1 516	1 216	1 470	6%
7 Canada	1 195	1 346	1 342	1 295	5%
8 Spain	761	1 114	1 578	1 151	4%
9 Sweden	1 001	1 026	914	980	4%
10 Norway	913	1 028	905	949	4%
Other DAC countries	3 822	3 841	4 058	3 907	15%
<b>Total DAC countries</b>	<b>24 601</b>	<b>27 313</b>	<b>28 155</b>	<b>26 690</b>	<b>100%</b>



## Top 10 multilateral donors to Africa

	2007	2008	2009	3-year average	% of all multilaterals
1 EU institutions	5 184	5 756	5 606	<b>5 515</b>	33%
2 IDA	4 147	4 054	4 823	<b>4 341</b>	26%
3 AfDB	1 385	1 802	2 750	<b>1 979</b>	12%
4 Global Fund	1 020	1 372	1 407	<b>1 266</b>	8%
5 IMF (SAF,ESAF,PRGF)	90	540	2 076	<b>902</b>	5%
6 UNICEF	450	474	464	<b>463</b>	3%
7 GAVI	305	395	225	<b>308</b>	2%
8 UNDP	228	292	294	<b>271</b>	2%
9 GEF	311	228	221	<b>253</b>	2%
10 IFAD	190	205	119	<b>171</b>	1%
Other multilaterals	874	996	1 177	<b>1 015</b>	6%
<b>Total multilaterals</b>	<b>14 183</b>	<b>16 114</b>	<b>19 161</b>	<b>16 486</b>	<b>100%</b>



## Expansion of GRM operations in Africa

- 1968 commenced consulting projects in rural development in Africa.
- 1988 RDP Livestock Services established in Netherlands
- 1989 Richard Woodroffe and Associates established in UK
- 2001 Opto International AB established in Sweden
- 2002 Purchase of RDP Livestock Services BV
- 2003 RWA renamed GRM International Ltd
- 2003 Southern Africa regional office established in Pretoria
- 2003 RDP Livestock Services renamed GRM International BV
- 2003 Opto International renamed GRM International AB
- 2005 Purchase of International Projects division of MUP
- 2010 Nigeria office established in Abuja



## Current portfolio in Africa

- Operations in Nigeria, South Africa, Botswana, Zambia, DRC, Ethiopia, Zimbabwe, Rwanda, Sudan, Swaziland, Tunisia and Morocco
- Clients include AusAID, DFID, EC, FAO, CIDA, IFAD.
- Sectors include law and justice, governance, M&E, agriculture, market development and education.



## Major projects in Africa

- Australia Awards for Africa
- State Accountability and Voice Initiative
- Smallholder Agribusiness Promotion Programme
- Protracted Relief Programme
- Support to Smallholder Sugar Cane Growers
- Security Sector Accountability and Police Reform Programme



## Key aspects of engagement in Africa

- Big, complex, variable, wonderful place - problems are complex so solutions probably will be as well
- Lots of donors, lots of actors, lots of politics – need to be there to understand and take part
- Not a new venture - takes time to develop understanding and experience
- National capacity variable but frequently very good - national partnerships critical
- Private sector engagement – increasingly important.