

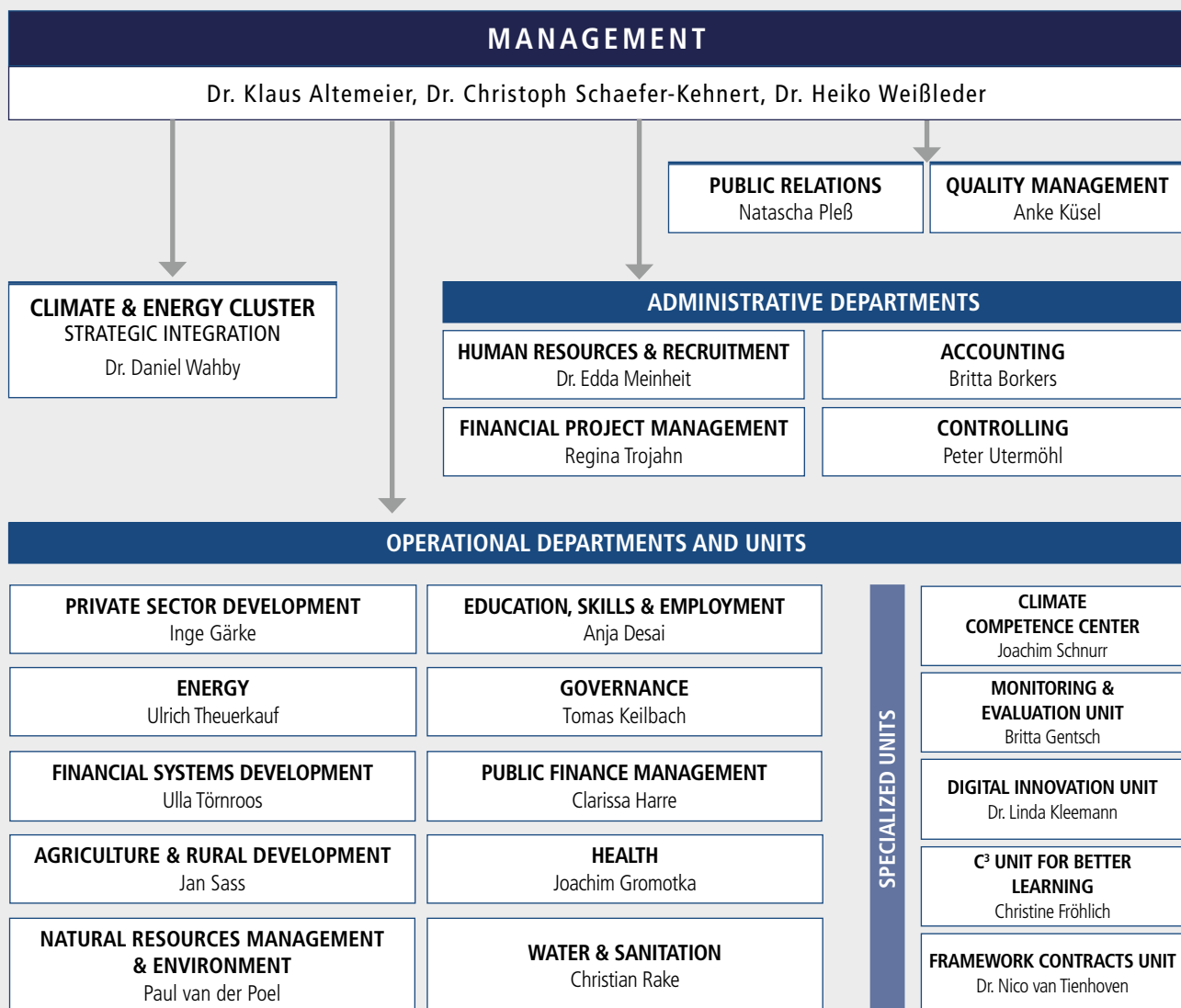
# GFA – FACTS AND FIGURES

Based in Hamburg, GFA Consulting Group has provided effective solutions to the challenges in the global consulting market in over 130 countries since 1982. Every year, GFA carries out around 300 projects and studies around the world. Leading development agencies, ministries and public clients have entrusted GFA with helping them to manage projects financed through bilateral and multilateral funds. Working in cooperation with stakeholders

in government, the private sector, NGOs and citizens' groups, GFA balances innovation and reliability to meet specialized needs. The focus of GFA's corporate strategy is based on more than three decades of success in official development assistance (ODA). Gradually, the company has started to offer resulting know-how to private and public customers beyond ODA.

## GFA CONSULTING GROUP – MANAGEMENT BOARD AND DEPARTMENTS

GFA has a decentralized organizational structure across all disciplines and regions. The company's range of business areas results from adapting to market developments. Innovative themes which often extend beyond sector or regional limitations are continuously integrated into the existing GFA portfolio.



## FINANCIAL INDICATORS

GFA Group	2017	2018*	2019*
Group turnover	€ 122 million	€ 133 million	€ 148 million
Equity (Group)	€ 20 million	€ 21 million	€ 22 million
Equity ratio	34.3 %	36.0 %	37.3 %

\*provisional figures

## PERSONNEL DEVELOPMENT

GFA Group	2017	2018	2019*
Worldwide	1,420	1,415	1,500
Project staff	1,033	1,036	1,098
Headquarters experts	240	229	243
Headquarters administration staff	147	150	159

\*provisional figures

## GFA WORLDWIDE

In perennial planning cycles GFA adapts product and market decisions, and the successive expansion of local offices, branches and subsidiaries to the corporate strategy.

### GFA Holding AG

Hamburg, Germany

Dr. Klaus Altemeier, Dr. Christoph Schaefer-Kehnert, Dr. Heiko Weißleder

#### GFA Consulting Group GmbH

Hamburg, Germany

International consulting services  
Dr. Klaus Altemeier, Dr. Christoph Schaefer-Kehnert,  
Dr. Heiko Weißleder

#### GFA SysCom GmbH

Hamburg, Germany

Information technology services  
Andreas Hentzien

#### GFA B.I.S. GmbH

Bonn, Germany

ICT solutions  
Harald Litterscheid

#### GFA South East Europe d.o.o., Serbia

Belgrade, Serbia  
Zoran Kapor

#### GFA ENTEC AG

St. Gallen, Switzerland  
Ulrich Theuerkauf

#### GFA Climate and Infrastructure (Pty.) Limited

South Africa, Cape Town  
Jonathan First

#### HEAT GmbH

Königstein, Germany  
Dietram Oppelt

#### GFA Thalys Conseil SARL

Rabat, Morocco  
Dr. Daniel Wahby

#### Projekt-Consult GmbH

Hamburg, Germany  
Moritz Lörcher  
Thomas Hentschel

#### GFA Certification GmbH

Hamburg, Germany  
Jörn Ackermann

#### Cotton Expert House Africa gGmbH

Hamburg, Germany  
Corin Wood-Jones  
Jan Sass

GFA OFFICE VIETNAM, Hanoi – and more than 150 other project offices and branches worldwide

# GFA GROUP – WORLDWIDE

Since 2008, all shares of the GFA Group of affiliated companies have been held in two companies, the GFA Holding Company and the GFA Employee Shareholding Company. Permanent GFA staff members are shareholders of the GFA Employees Shareholding Company. Shareholders of the GFA Holding Company are active and former GFA managers.

## GFA COMPANIES IN GERMANY

**GFA B.I.S.** – Since 2002 GFA B.I.S., headquartered in Bonn, offers complete ICT solutions for international development cooperation and not-for-profit organizations with the focus on financial management systems and digital services.

**GFA SysCom** – Headquartered in Hamburg, GFA SysCom complements the technical expertise of GFA consultants as well as small and medium-sized enterprises with integrated IT solutions and products based on Microsoft SharePoint and Microsoft Dynamics CRM.

**Projekt-Consult** – Since 1979, Projekt-Consult implements technical assistance projects and studies in its core area mining & mineral resources worldwide. In 2014, Projekt-Consult has become a member of GFA Consulting Group.

**HEAT GmbH** – Since 1992, HEAT has been providing consulting services in climate and environmental protection, energy efficiency and green technologies. Core services include technology cooperation, policy consulting and capacity building.

**GFA Certification** – Headquartered in Hamburg, GFA Certification is one of the leading certification bodies in the fields of FSC®- and PEFC™ certification services. Since its founding in 1999, GFA has certified more than 1,450 companies from the wood/paper and forestry sector in 37 countries according to FSC and PEFC™ standards (FSC® A000511 and PEFC/04-04-0099).

**Cotton Expert House Africa (CHA)** – is a not-for-profit company founded by the Aid by Trade Foundation and GFA Consulting Group. The company promotes sustainable agricultural production in cotton-based farming systems and sustainable manufacturing within the textile value chain in Sub-saharan Africa. The main objective of the services provided by CHA is to contribute to the development of improved living conditions for smallholder farmers and employees in the textile sector. CHA provides standard-neutral advisory and knowledge management services as well as fundraising assistance.



## GFA ABROAD

**GFA Climate and Infrastructure, South Africa** – Established in 2018 in Cape Town. GFA C&I provides consultancy services in climate policy and finance with an emphasis on the energy, energy efficiency, water and waste sectors.

**GFA South East Europe, Serbia** – Established in 2013, this subsidiary company has increased GFA's visibility in the growing South East European market where many countries newly gained or aspire European Union membership.

**GFA Entec, Switzerland** – Founded in 2014, GFA Entec AG is a consulting company specialised in renewable energy development and rural electrification projects in developing and emerging countries.

**Thalys Conseil, Morocco** – Since 2004, Thalys has been providing consultancy services in agriculture and rural development, management of natural resources, decentralization and local development as well as capacity building.

**GFA branches, representative and project offices** – For many years, branches, representative and project offices worldwide have supported GFA business activities in local and regional markets.

# CONTACT

GFA Consulting Group GmbH  
Eulenkrogstraße 82  
22359 Hamburg, Germany  
Phone: +49 (0) 40 60306100  
E-mail: [info@gfa-group.de](mailto:info@gfa-group.de)  
[www.gfa-group.de](http://www.gfa-group.de)



GFA SysCom GmbH  
Eulenkrogstraße 82  
22359 Hamburg, Germany  
Phone: +49 (0) 40 60306600  
E-mail: [info@gfa-syscom.de](mailto:info@gfa-syscom.de)  
[www.gfa-syscom.de](http://www.gfa-syscom.de)



GFA B.I.S. GmbH  
Königswintererstraße 827  
53227 Bonn, Germany  
Phone: +49 (0) 228 2803520  
E-mail: [info@gfa-bis.de](mailto:info@gfa-bis.de)  
[www.gfa-bis.de](http://www.gfa-bis.de)



Projekt-Consult GmbH  
Eulenkrogstraße 82  
22359 Hamburg, Germany  
Phone: +49 (0) 40 60306740  
E-mail: [info@projekt-consult.de](mailto:info@projekt-consult.de)  
[www.projekt-consult.de](http://www.projekt-consult.de)



GFA Certification GmbH  
Alter Teichweg 15  
22081 Hamburg, Germany  
Phone: +49 (0) 40 52474310  
E-mail: [info@gfa-cert.com](mailto:info@gfa-cert.com)  
[www.gfa-cert.com](http://www.gfa-cert.com)



HEAT GmbH  
Seilerbahnweg 14  
61462 Königstein, Germany  
Phone: +49 (0) 6174 969470  
E-mail: [kontakt@heat-international.de](mailto:kontakt@heat-international.de)  
[www.heat-international.de](http://www.heat-international.de)



Cotton Expert House Africa gGmbH (CHA)  
P.O. Box 670526  
22359 Hamburg, Germany  
Phone: +49 (0) 40 60306 760/110  
E-mail: [info@cotton-house-africa.org](mailto:info@cotton-house-africa.org)  
[www.cotton-house-africa.com](http://www.cotton-house-africa.com)



## GFA ABROAD

GFA South East Europe d.o.o.  
Kolarceva 7  
11000 Belgrade  
Serbia  
Phone: +381 (0) 114055712  
E-mail: [zoran.kapor@gfa-group.de](mailto:zoran.kapor@gfa-group.de)  
[www.gfa-see.com](http://www.gfa-see.com)



GFA Entec AG  
Teufener Strasse 25  
9000 St.Gallen  
Switzerland  
Phone: +41 (0) 71 2281020  
E-mail: [info@gfa-entec.com](mailto:info@gfa-entec.com)  
[www.gfa-entec.com](http://www.gfa-entec.com)



Thalys Conseil SARL  
45 av Alaouiyne, Appt. 4 Hassan  
10000 Rabat  
Morocco  
Phone: +212 (0) 537703059  
E-mail: [thalysconseil@thalys.ma](mailto:thalysconseil@thalys.ma)



GFA Climate and Infrastructure (Pty.) Limited  
Ground Floor  
The Hudson  
30 Hudson Street | De Waterkant  
Cape Town | 8001 South Africa  
Mobile: +27 (0) 833 80 60 06  
E-mail: [jonathan.first@gfa-ci.co.za](mailto:jonathan.first@gfa-ci.co.za)  
[www.gfa-climate-and-infrastructure.co.za](http://www.gfa-climate-and-infrastructure.co.za)



GFA Hanoi Representative Office, Vietnam  
54 Le Van Huu  
Hanoi  
Vietnam  
Phone: +84 (0) 243 9430752  
E-mail: [gfahanoi1@hn.vnn.vn](mailto:gfahanoi1@hn.vnn.vn)