

Brief introduction

to **GFA GROUP**

and its **REGIONAL HUBS**



GFA GROUP: WHO WE ARE AND WHAT WE DO

GFA GROUP is a coalition of nine globally active companies whose areas of expertise range from engineering and social infrastructure to energy transition and finance to climate adaptation, digital innovation, responsible mineral resource management, and sustainability certification. Together, we are systematically expanding our capabilities to tackle challenges together: through greater collaboration, shared services, and a common strategy.

The international cooperation sector needs actors who can respond to a wide range of challenges with a variety of skills, who are flexible, and who can pool their strengths and quickly mobilise. GFA GROUP is exactly such an actor, currently covering 715 active projects in 135 countries with its staff of more than 1,700 passionate and innovative professionals worldwide.

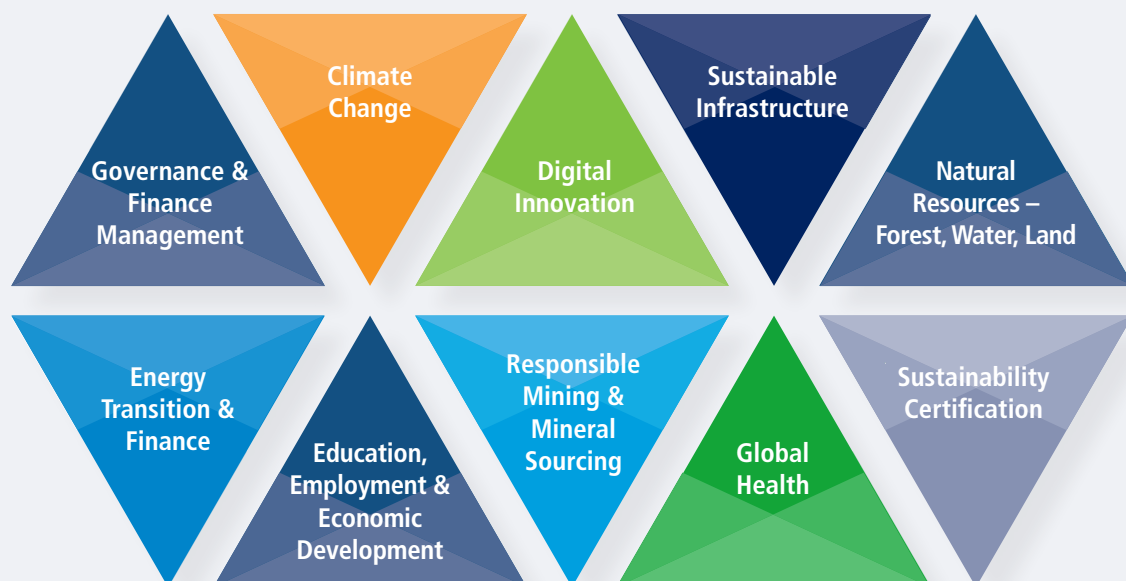
GFA GROUP traces its origins back to 1982; therefore, we have decades of relevance experience and a strong reputation in the field of international cooperation.



Anja Desai (left), Ilona Schadl and Christian Dürr are Managing Directors of GFA Holding AG and GFA Consulting Group GmbH

www.gfagroup.org

CORE COMPETENCIES OF GFA GROUP



GFA
GROUP  Your purpose
Our expertise



GFA Holding is the parent company of GFA GROUP and comprises the following companies:

GFA Consulting Group GmbH

GFA Consulting Group is a leading European consulting firm specialising in international cooperation, based in Hamburg, Germany. Currently, GFA implements more than 430 projects and maintains branches in over 30 countries worldwide, including Hubs in Kenya, Senegal and Serbia. The company's range of business areas results from adapting to market developments so that new themes are continuously integrated into the existing GFA portfolio, which comprises the following business areas:



www.gfa-group.de

- Agriculture and Rural Development
- Digital Innovation
- Education, Skills and Employment
- Energy and Climate
- Financial Systems Development
- Framework Contracts
- Natural Resources Management & Environment
- Governance
- Health
- Private Sector Development
- Public Finance Management
- Water, Sanitation and Waste Management

GFA B.I.S. GmbH

GFA B.I.S. provides comprehensive information and communication technology solutions for international development cooperation and not-for-profit organisations, with a focus on financial management systems and digital services.



www.gfa-bis.de

GFA South East Europe d.o.o.

GFA South East Europe (GFA SEE) provides advisory and technical assistance with a focus on climate, energy, and the environment in the Western Balkans.



www.gfa-see.com

GKW Consult GmbH

GKW Consult has more than 70 years of experience in environmental engineering and sustainable infrastructure development, working in water supply, wastewater treatment and sanitation, solid waste management, regional development, and management consulting.



www.gkw-consult.com

HEAT GmbH

HEAT is a specialist consultancy for climate action, energy efficiency, and sustainable cooling, buildings, and mobility. The company has its headquarters in Königstein, Germany and is active worldwide since 1992. HEAT helps governments, development partners, and the private sector turn climate ambition into measurable results.



www.heat-international.de

Projekt-Consult GmbH

Projekt-Consult has developed unique expertise in consulting on responsible mining and the sourcing of minerals. Their experts possess in-depth expertise in upstream extractive supply chains, with a particular focus on the people, communities and countries involved in mining activities.



www.projekt-consult.de

GFA Certification GmbH

GFA Certification is the market leader in Germany for FSC certification and has also been accredited for PEFC certification since 2012. In addition, the company offers different certification services worldwide, like Blue Angel, and Gold Standard®.



www.gfa-cert.com

GFA SysCom GmbH

GFA SysCom is the IT service provider for all affiliated companies within GFA GROUP and their projects in all IT-related matters.



www.gfa-syscom.de

GFA'S REGIONAL HUBS

GFA Consulting Group has established Regional Hubs in Nairobi (Kenya), Dakar (Senegal), and Belgrade (Serbia) as efficient, market-oriented bases for business development and project management services. The Hubs reflect a clear ambition: to nurture local talent, strengthen our regional presence, and deepen our relationships with clients and partners. More than

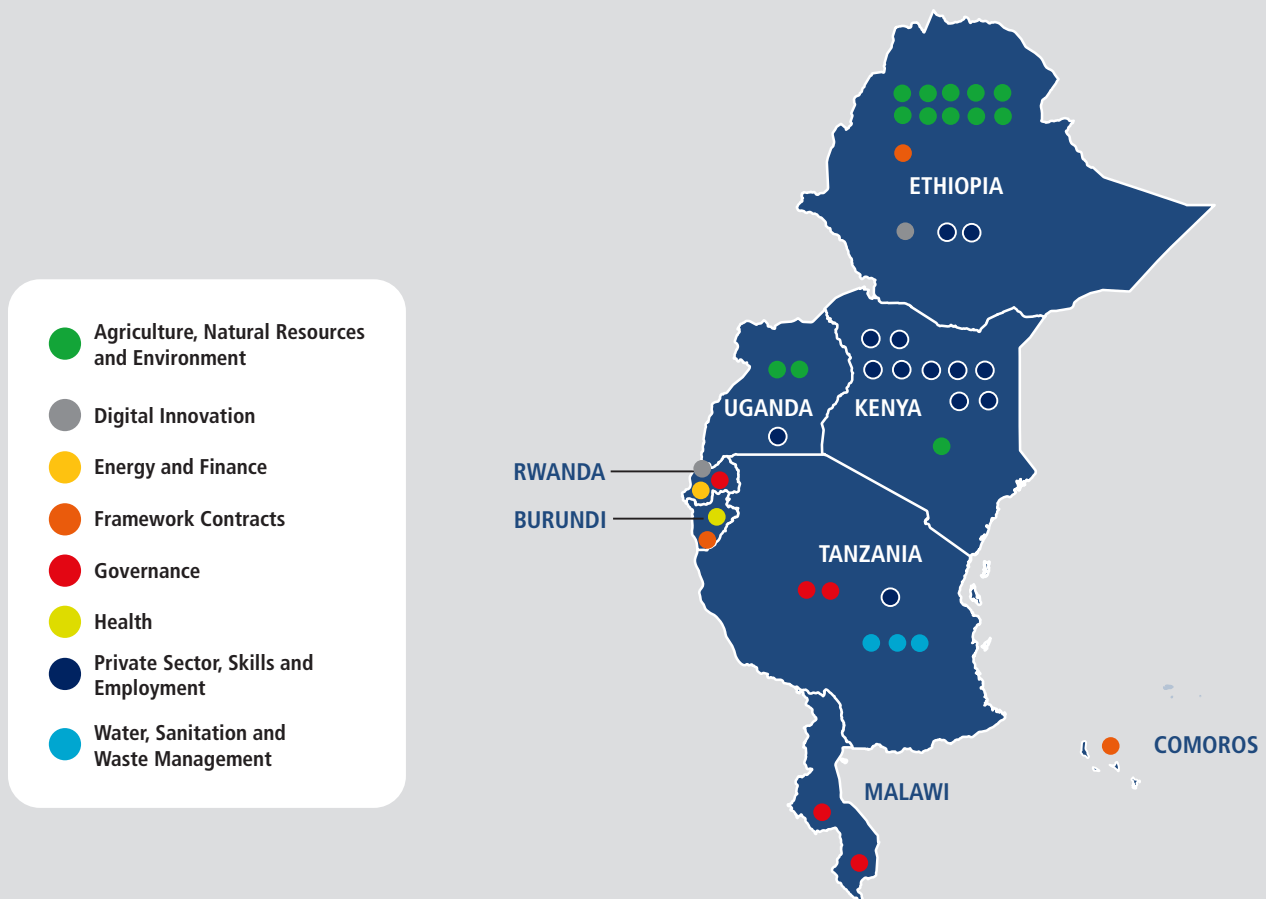
regional offices our Hubs serve as catalysts for talent and local innovation and as a bridge between local and regional expertise and global needs. Their proximity to clients, partners, projects and markets enables us to better understand specific challenges, respond more quickly to emerging needs, and jointly develop solutions tailored to the local and regional context.

HUB EAST AFRICA

The **East African Hub**, based in Nairobi, Kenya, is managed by **Ms Kudzai Mubaiwa** and currently comprises eight staff members. The Hub team is responsible for the financial and administrative management of GFA projects in Kenya and the wider East African region, covering Private Sector Development (support to micro-, small- and medium-sized enterprises, youth employment, investment promotion and green taxonomy), Governance (law enforcement, poverty-oriented infrastructure and peacekeeping), and Water Management (water security).

In addition, the East African Hub works closely with the technical departments of GFA Consulting Group in Hamburg on the acquisition of new projects from a broad range of clients, including GIZ, the European Union, KfW, Swiss Development Cooperation, the Millennium Challenge Corporation (MCC), and international foundations. Through its regional presence, the Hub contributes to local market knowledge, networks and expertise to GFA's business development.

GFA PROJECTS IN EAST AFRICA

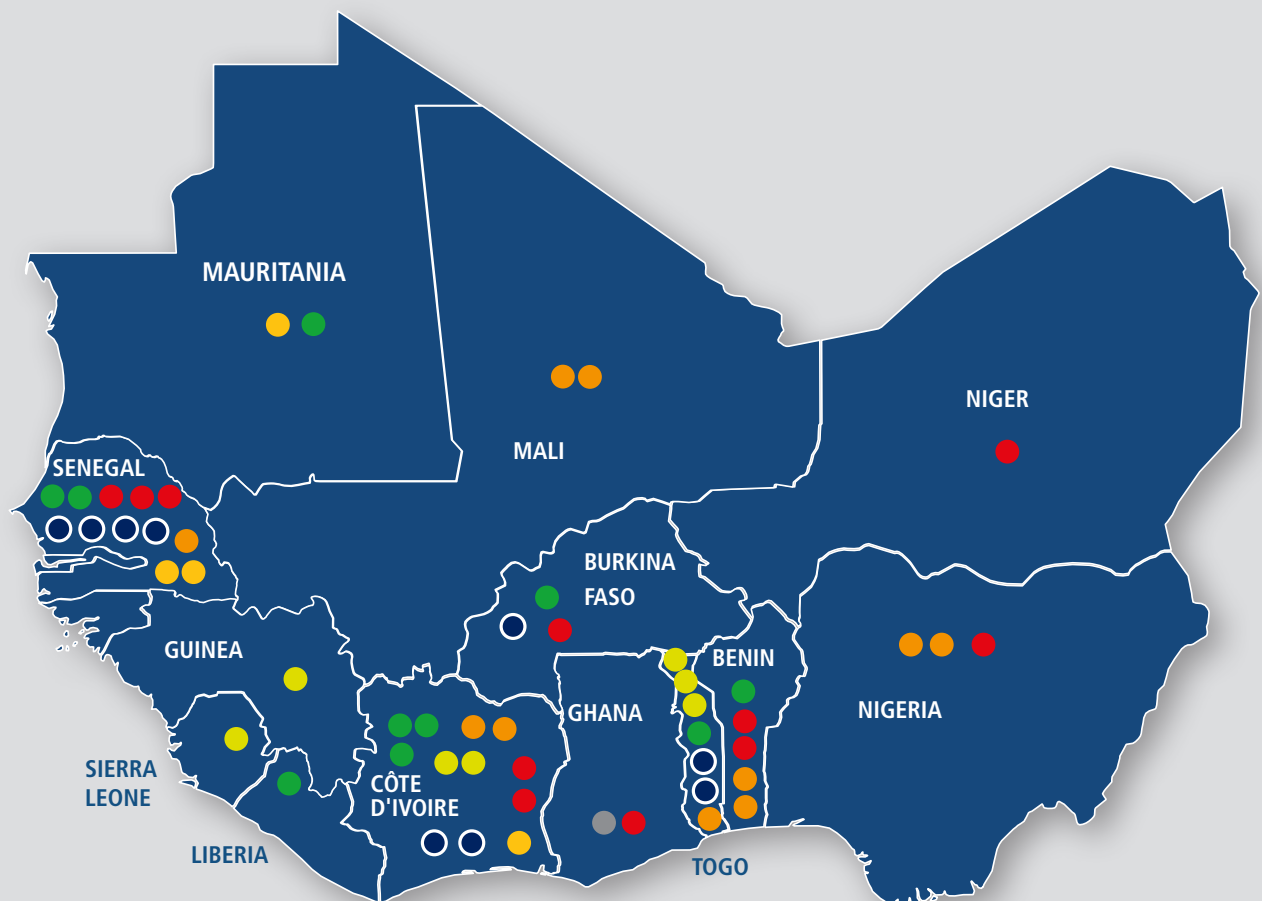


HUB WEST AFRICA

The **West African Hub**, located in Dakar, Senegal, is GFA's first and largest Regional Hub. Led by Hub Manager **Ms Patrizia Dodaro**, its 11 staff members support the effective implementation of GFA projects throughout West Africa. The portfolio covers Private Sector Development (job creation and employment promotion), Governance (socio-economic stabilisation and land management), Energy (energy efficiency, renewable energy and green hydrogen), and Health (pandemic prevention).

In addition, the Hub supports GFA Consulting Group in building and strengthening its relationships across West Africa with bilateral and multilateral donors, ministries, public institutions, private-sector and civil-society actors, as well as local and regional experts. Through these networks and its strong regional presence, the Hub contributes to GFA's business development and the identification of new opportunities across the region.

GFA PROJECTS IN WEST AFRICA



HUB WESTERN BALKANS, EASTERN EUROPE AND CENTRAL ASIA

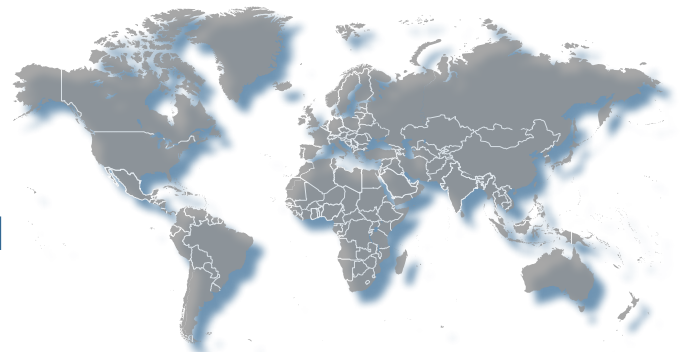


Managing Directors Anja Desai (GFA GROUP and GFA Consulting Group) and Zoran Kapor (GFA SEE) at the 10th anniversary event of GFA SEE

The **Regional Hub for Western Balkans, Eastern Europe and Central Asia** is based in Belgrade, Serbia, and hosted by GFA's subsidiary GFA South East Europe (GFA SEE). Led by Hub Manager **Ms Ranka Miljenović**, the team currently comprises three staff members and manages five projects in the fields of Energy (energy efficiency and decarbonisation diplomacy), SME Competitiveness, Governance, and Public Finance.

A particular focus of the Hub's work is supporting EU accession and neighbourhood countries by aligning their legal and policy frameworks to meet EU standards (EU acquis), with a strong emphasis on institutional capacity building. The Hub and GFA SEE also contribute to local climate action, supporting cities in their transition towards low-carbon and climate-resilient development.

REGIONAL MANAGEMENT TEAM



DR MAREIKE MEYN

Dr Mareike Meyn is Director of GFA's Regional Management Departments, responsible for establishing and managing the operations of our regional hubs in Kenya, Senegal and Serbia as part of GFA's 'Closer to the Customer' business development strategy. Mareike has a background in trade economics and holds a PhD from the University of Bremen, Germany. She has worked with GFA in different functions for more than 13 years including as Head of GFA's Private Sector Development Department from 2020-2025. Mareike served as a Team Leader and Key Expert in international projects funded by GIZ and EU in Bangladesh, Kosovo and Nigeria and has acted for GFA as Project Director in numerous projects funded by various donors. She has a proven track record in leading large international portfolios, scaling business units and regional operations, managing multi-donor programmes, winning high-value bids, and advising governments across Europe, Africa, and Asia.

REGIONAL MANAGEMENT TEAM



KUDZAI MUBAIWA

Kudzai Mubaiwa manages GFA's East Africa Hub in Nairobi, responsible for its strategic direction, project management and business development across East Africa and selected anglophone African markets. As a development finance and private-sector specialist, she brings extensive experience in SME development, financial inclusion, and green and digital transformation, as well as strong regional networks and market knowledge. She has worked as technical expert and team leader on development programmes across Africa since 2011, including with GFA and GIZ. Kudzai holds Master's degrees from London School of Economics and Political Science and Stellenbosch University and is currently pursuing doctoral research in strategy.



PATRIZIA DODARO

Patrizia Dodaro is Regional Manager for the GFA Hub West Africa, based in Dakar, Senegal. Patrizia is an international development professional and project manager with over 15 years of experience and has designed and implemented projects funded by multiple donors, with a focus on rural development, food security, women's economic inclusion, microfinance, and migration. Based in Senegal since 2017, Patrizia has worked extensively with local authorities to support small and medium-sized enterprises (SMEs) in Senegal and across the West African region.



RANKA MILJENOVIĆ

Ranka Miljenović leads the GFA Hub Western Balkans, Eastern Europe and Central Asia. She is a senior professional with over 20 years of experience in development cooperation, public policy, and EU-funded programmes, with particular expertise in SME policy, economic governance, and monitoring and evaluation. She has worked across national, regional, and EU-level assignments, combining strategic advisory functions with hands-on responsibility throughout the full project cycle and has worked in government, think-tank, and consultancy environments.

GFA
GROUP  Your purpose
Our expertise



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