

CURRICULUM VITAE

1. **Family name:** Sommer
2. **First names:** Hans Christoph
3. **Date of birth:** 08 December 1949
4. **Nationality:** German
5. **Civil status:** Married, two children

6. Education:

Institution(Date from – to)	Degree(s) or Diploma(s) obtained
German Development Institute (DIE/GDI) (1980 – 1981)	Postgraduate Diploma in Development Policies
Technical University of Berlin, Germany (1975 – 1979)	Diploma in Economics and Business Administration (Diplom-Volkswirt)
University of Mainz, Germany (1969 – 1971)	Courses in Economics and Business Administration

7. Language skills:

Language	Reading	Speaking	Writing
German	Mother tongue		
English	1	1	1
Turkish	1	1	2
French	1	2	2
Spanish	3	2	3

8. **Membership of professional bodies:** German Water Partnership (GWP)

9. Other skills:

Full computer literacy (MS Office products, Visual Basic for Applications)

10. **Present position:** Founder of COGITO Project Design & Management Ltd. (*cogito-pdm*), Senior Consultant

11. **Years within the firm:** 11

12. Key qualifications:

- Institutional and financial development
- Project financing (municipal infrastructure, energy / renewable energies)
- Expert on finance and implementation of municipal infrastructure projects in Turkey
- Small and medium enterprise development
- Project cycle management

13. Regional experience

Region, Countries
Europe & Near/Middle East: Cyprus, Germany, Israel, Jordan, Portugal, Syria, Turkey
Eastern Europe / Transition Countries: Albania, Armenia, Azerbaijan, Belarus, Bosnia & Herzegovina, Croatia, Kyrgistan, Moldova, Romania, Russia, Slovak Republic, Ukraine, Uzbekistan
Latin America: Bolivia, Costa Rica, Ecuador, Guatemala, Honduras, Peru
Africa: Benin, Egypt, Eritrea, Ethiopia, Kenia, Malawi, Mauritania, Morocco, Tanzania, Tunisia, Uganda
Asia: India, Pakistan

14. Professional experience:

Date	Location	Company	Position	Description
1998 - present	Germany / Turkey	COGITO Project Design &	Financial & Institutional Expert	Founder and General Manager (1998-2003) of <i>cogito-pdm</i> : Consultancy on infrastructure financing and development, capacity building and business development with emphasis on

Date	Location	Company	Position	Description
		Management Ltd.		financial and institutional issues and regional focus on Turkey
1994 - 1998	Germany / various countries	KfW / GtZ / EU / Consultings	Financial and Institutional Expert	<p>Numerous consultancy assignments and training measures in different fields (details see Appendix):</p> <ul style="list-style-type: none"> Financial sector development (establishment of APEX-banks, concepts for lines of credit for SME and micro-enterprise development, seminars on risk assessment, due diligence analyses, business development plans) Infrastructure (conceptualization, studies, appraisal, follow-up and ex-post evaluation of municipal sanitation infrastructure, energy, transport and communications projects) Education and social development (conceptualization, studies, appraisal, follow-up and ex-post evaluation of projects)
1989 - 1993	Germany	KfW-Entwicklungsbank	Senior Economist in Sector Policy Department	<ul style="list-style-type: none"> Methodological assistance to Country Departments on questions related to infrastructure, industrial and financial sector projects (quality assurance regarding project financing) Appraisal of telecommunications, industrial and urban development projects Methodological work related to private sector development and private sector financing of large infrastructure projects (e.g. BOT-scheme, joint-venture financing) Seminars for KfW-trainees on private sector development Secondment to TREUHANDANSTALT for three months as member of a task force entrusted with the appraisal of economic viability of companies of former GDR (i.e. sector analyses, financial analyses, restructuring concepts)
1987 - 1988	Turkey	Halkbank / GtZ	Team Leader	<ul style="list-style-type: none"> Consultancy in financing and entrepreneurship development for appr. 200 Turkish start-ups and SME Seminars for Turkish start-ups, SME and senior staff-members of Halkbank on SME-development Coordination/administration of a line of credit from GTZ to HALKBANK for financing Turkish start-ups and SME
1981 - 1986	Germany	KfW-Entwicklungsbank	Loan officer in Country Department Europe and Middle East	<ul style="list-style-type: none"> Appraisal and follow-up on implementation of industrial, financial sector and infrastructure projects (sector analyses, institutional and financial analyses, socio-economic and environmental impact assessments, benefits and risks assessments, negotiations of the loans or grants with PEAs, preparation and monitoring of tendering, analysis of tender documents, contractual issues, etc.)
1971 - 1973	Denmark	Various companies	Employee	Jobs and internships in several companies and institutions

15. Other relevant information:

- Development of a financial model for assessment (financial modelling) of wind farm projects with focus on Turkey
- Profound Turkey experience (26 yrs professional experience in project and infrastructure financing in Turkey)
- Lecturer on start-ups and small enterprise development at Chamber of Industry and Commerce, Frankfurt (IHK Frankfurt)

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APPENDIX / List of consultancy assignments and other activities

Date	Location	Company	Description
A. Infrastructure			
07/2009 – 09/2009	Turkey	I&U-Seelhof-Aritek / KfW	Financial and institutional part of a feasibility study related to implementation of a SWM project in Diyarbakir Region (institutional setup, concept for organization of SWM services, organisation development, financial analysis, cost-benefit- analysis)
07/2007 – 11/2009	Turkey	Fichtner-AHT-Yüksel / EU	Kusadasi Regional SWM Project: Capacity building related to establishment and strengthening of a municipalities' union for solid waste management in Kusadasi Region (concept for SWM services, organisation development, staffing, establishing of cost-recovery tariff system, tendering of service contracts, training, public awareness campaigns)
01/2007 – 01/2008	Luxembourg, Belgium, Greece, Syria, Jordan, Israel, Egypt, Tunisia, Morocco	MWH / EIB	Horizon 2020 – Feasibility Study for Elaboration of a Mediterranean Hot Spot Investment Programme <ul style="list-style-type: none"> • Establishment of hot spot assessment sheets comprising environmental, legal and economic key data, • Assessment of planned and on-going projects/investment programmes aiming at the reduction of sources of pollution in the region and definition of criteria to prioritise investment for hot spots, • Execution of field visits to Egypt, Israel, Jordan, Lebanon, Morocco, Tunisia and Syria to collect and discuss all necessary data to fill in the hot spot assessment sheets, • Visit and analysis of project promoters to assess their financial and administrative capacities to absorb funds for new physical investments, assessment of their bankability, • Prioritisation of hot spots and identification of projects in each country suitable for immediate follow-up, • Analysis of the hot spot institutional, legal and sector context in order to determine the needed investments to achieve compliance with agreed standards, • Identification of an action programme for projects which are already sufficiently prepared, including a timetable for project development.
05/2007	Uganda	GtZ	Participation in review of Programme 'Reform of urban water & sanitation sector' (RUWAS)
05/2007	Kenia	GtZ	Establishment of a concept for anchoring sector investment plan for water supply & sanitation sector on local (utilities) level
11/2006 -07/2007	Turkey	Re-Consult	Development of a model (software) for assessing the financial viability of wind farm projects
10/2003 – 10/2006	Turkey	GOPA-COGITO-MAT-Consortium / KfW	Municipal Infrastructure Program (MUWIT) / Management and Monitoring Office (MMO) <ul style="list-style-type: none"> • Support to financing institutions KfW & EIB and various municipalities in preparation & implementation of municipal water supply, sewerage and solid waste management projects: project identification missions, establishment of terms of reference for feasibility studies, tendering of feasibility studies, support in concluding financing contracts, monitoring of project implementation, financial project management • Conceptualization and implementation of training measures for municipal water supply and sewerage utilities • Research and studies on specific issues related to implementation of sanitation infrastructure projects in Turkey
2003	Germany	Federal Min. for Economic Cooperation and Development BMZ / KfW	Consultancy and support regarding achievement of Millenium Goals in water and sanitation, Consultancy regarding monitoring of performance of German development organizations working in the Water and Sanitation sector
06/2003	Turkey	KfW	Financial & institutional part of Feasibility Study "Immediate Measures in Wa-

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			ter Supply and Sewerage” in Van
12/2002 – 01/2003	Honduras	KfW	Assistance to the Universidad Nacional Pedagógica Francisco Morazán (UPNFM) in preparation of feasibility study for expanding capacity for the education of teachers
10/2002	Costa Rica	KfW	Ex-post review of a rural roads maintenance project
10/2002	Guatemala	KfW	Ex-post review of a rural roads project
04/2002	Turkey	KfW	Identification of possible future municipal water supply, sewerage, waste management project in the Van-Lake Region
12/2001 – ongoing	Turkey	GKW / KfW	HROD measures with Municipality of Fethiye/Fethiye water utility (establishment of cost recovery tariffs, monitoring of financial project implementation)
10/2001	Turkey	KfW	Appraisal of water supply and sewerage projects in the Cities of Sivas and Siirt
07/2001 – 04/2002	Turkey	DORSCH / KfW	Financial and institutional part of Feasibility Study “Batman Sewerage Project”
07/2001	Turkey	KfW	Ex-post review of project „Water Distribution System Ankara, Phase IV“
03/2001	Albania	KfW	Follow-up and appraisal of the Albanian Development Fund (ADF)
08/2000	Turkey	KfW	Appraisal of the „Malatya Sewerage Project“
05/2000	Israel	KfW	Ex-post review of a „Programme of 16 Municipal Wastewater Treatment Plants“
05/2000	Turkey	KfW	Ex-post review of Projects „Central Sewerage Treatment Plant Ankara“ and „Biogas Power Station Ankara“ and follow-up of Project „Water Distribution System Ankara, Phase IV“
03/2000	Turkey	KfW	Development of a concept for financing privately operated wastewater treatment plants in organised industrial zones with a line of credit to a Turkish bank
03/2000	Turkey	KfW	Ex-post review of Project „New Galata Bridge”
02/2000	Turkey	KfW	Analysis and development of proposals for institutional structures for implementation of municipal or privately operated solid waste management projects, including municipal unions
02/2000	Turkey	KfW	Appraisal of a credit line for financing wind energy projects implemented under BOT-scheme
12/1999	Azerbaijan	KfW	Pre-appraisal of project “Rehabilitation of 15 switchyards”
10/1999	Turkey	KfW	Project identification regarding possible future municipal water, sewerage and waste management projects in Cities of Ağrı, Batman, Ergani, Erzurum, Kahramanmaraş, Osmaniye, Samsun
03/1999	Turkey	KfW	Pre-feasibility studies on municipal sewerage projects in Sivas and Siirt
03/1999	Albania	KfW	Appraisal of the Albanian Development Fund (ADF) for financing small municipal or privately operated infrastructure projects
02/1999	Turkey	KfW	Study on possibility to implement a credit line in favour of wind energy projects implemented under the BOT-scheme
11/1998	Pakistan	KfW	Follow-up of "Groundwater Development Project"
07/1998	Albania	KfW	Ex-post review of a program for financing labour intensive communal infrastructure works
01/1998	India	KfW	Ex-post review of Project “Gas Turbine Power Station Dadri” and ex-post review of Project “Thermal Power Station Farakka”
09/1997	El Salvador	KfW	Appraisal of a project for financing the expansion of the Centro de Investigaciones y Transferencia Tecnológica as part of the University Don Bosco UDB
09/1997	Jordan	KfW	Ex-post review of a line of credit to “Cities and Villages Development Bank of Jordan (CVDB)” for financing municipal infrastructure projects
07/1997	Turkey	KfW	Ex-post review of Project “Flue Gas Desulphurisation Plant Cayirhan”
07/1997	India	KfW	Appraisal of a line of credit to “Housing and Development Finance Corporation (HDFC)” for financing housing, infrastructure and small enterprise development in rural areas
07/1997	Pakistan	KfW	Ex-post review of two (one of them privately operated under the PPP-scheme) power station projects
12/1996	Honduras	KfW	Ex-post review of a line of credit to the “Central American Bank for Economic Integration (CABEI)” for financing regional telecommunications, energy and other infrastructure projects
11/1996	India	KfW	Ex-post review of three railway projects of “Indian Railways”
10/1995	Ecuador	KfW	Follow-up of “Fondo de Inversion Social de Emergencia (FISE)” for financing small municipal or privately operated infrastructure projects
10/1995	Peru	KfW	Follow-up of „Fondo Nacional de Compensacion y Desarrollo (FONCODES)“ for financing small municipal or privately operated infrastructure projects

Date	Location	Company	Description
10/1995	India	KfW	Appraisal of the "Minor Irrigation Project" for financing rural micro-enterprises
06/1995	Pakistan	KfW	Ex-Post review of Project "Water Supply in North West Frontier Provinces"
03/1995	India	KfW	Follow-up of "Maharashtra Water Supply Project"
10/1994	Pakistan	KfW	Ex-post review of a telecommunications project of "Pakistan Telecommunications Company (PTC)"
10/1994	Pakistan	KfW	Ex-post review of four partially private sector operated power station projects of "Water and Power Development Authority (WAPDA)"
B. Financial Sector / Private Sector Development			
10/2002	Turkey	KfW	Preparation of a workshop on the principles and policies of project financing for the senior management of the Bank of Provinces (Iller Bankasi)
07/2002	Albania	KfW	Appraisal of Project "Albania – Contribution to Crisis Prevention" via Albanian Development Fund AdF
10/2001	Egypt	KfW	Ex-post review of a line of credit to PBDAC for on-lending to rural banks for financing farms and rural enterprises
02/2001	Albania	IGIP / EU	Workshop on financial management and reporting for officials of the Albanian Ministry of Transport
12/2000	Romania	KfW	Seminar for senior staff-members of "Eximbank of Romania" on risk assessment of companies
09/2000	Romania	KfW	Seminar for senior staff-members of "Eximbank of Romania" on the appraisal of the creditworthiness of companies
07/2000	Bosnia & Herzegovina	KfW	Seminar for senior staff-members of "Federal Investment Bank of Bosnia & Herzegovina" and ten other Bosnian commercial banks on the appraisal of the creditworthiness of companies
05/2000 – 07/2002	Germany	IHK Frankfurt	Seminars on financial management and cost accounting for German start-ups
12/1998	Benin	MPCER / KfW	Master study on financial sector in view of microenterprise and SME-financing
11/1998 – 01/1999	Uzbekistan	KfW	Advisory services to the Uzbek Government in view of establishing an APEX Financing Institution in Uzbekistan
07/1998	Albania	KfW	Ex-post review of a sector programme for financing imports of private agricultural companies
07/1998	India	KfW	Ex-post review of a line of credit to "National Bank for Agricultural and Rural Development (NABARD)" for financing Indian rural micro-enterprises
11/1997 – 06/1998	Moldova	KfW	Advisory services to the Moldovan Ministry of Finance in view of establishing the "Development and Investment Bank of Moldova"
11/1997	Ethiopia	KfW	Ex-post review of a sector programme for financing imports of SME in the framework of the "Emergency Recovery and Reconstruction Project (ERRP)"
11/1997	Jordan	KfW	Ex-post review of a line of credit to "Industrial Development Bank of Jordan (IDB)" for financing Jordanian SME with special emphasis on environmental protection measures
10/1997	Belarus	KfW-FpB	Seminar for senior staff-members of "Belinvestbank" and four other commercial banks on the appraisal of the creditworthiness of companies
04/1997	Ukraine	KfW	Workshop with the "Ukrainian EXIM Bank" on the financing of SME
03/1997	Turkey	KfW	Ex-post review of various lines of credit to "Agricultural Bank (TCZB)", "Peoples Bank (THB)" and "Investment and Credit Bank (SYKB)" for financing SME
02/1997	Kyrgistan	EU / ETF	Speaker at conference "Training of trainers and advisors for micro and small enterprises in Central Asia"
11/1996	Ethiopia	KfW	Ex-post review of a sector programme for financing imports of SME in the framework of the "Emergency Recovery and Reconstruction Project (ERRP)"
10/1996	Eritrea	KfW	Ex-post review of a sector programme for financing imports of SME in the framework of the "Emergency Recovery and Rehabilitation Project (ERRP)"
09/1996	Malawi	KfW	Ex-post review of a program for financing imports of SME in the framework of the "Entrepreneurship Development and Draught Recovery Program"
08/1996	Albania	ICON / GtZ	Development of a concept for training the staff of the "Rural Commercial Bank (RCB)"
07/1996	Albania	ICON / GtZ	Advisory services to the "Ministry of Industry, Transport and Trade (MITT)" in view of developing a strategy for the promotion of SME
05/1996	Syria	KfW	Ex-post review of an oil-mill project of the "Syrian Company for Vegetable Oils (SICVO)"

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04/1996	Mauritania	KfW	Appraisal of a debt restructuring programme in the framework of structural adjustment measures undertaken by the Mauritanian Government
02/1996	Albania	GtZ	Follow-up of a TA project regarding setting of the legal framework and the privatisation and restructuring of enterprises
01/1996	Mauritania	KfW	Follow-up of a line of credit to the "Union Nationale de Credit et d'Epargne de Mauritanie (UNCACEM)" for financing farmers in the Senegal-Valley
01/1996	Ukraine	GtZ	Ex-post review of TA projects of TOB (Treuhand Osteuropa Beratungsgesellschaft mbH) pertaining to the privatisation / restructuring of enterprises
12/1995	Uganda	KfW	Appraisal of a line of credit to "Development Finance Company of Uganda (DCFU)" for financing SME
09/1995	Armenia	GtZ	Appraisal of a TA project for promoting Armenian SME
08/1995	Malawi	KfW	Follow-up of a line of credit to "Industrial Development Fund of Malawi (IN-DEFUND)" for financing SME
05/1995 – 06/1995	Ukraine	KfW	Development of a concept for training of banking staff in the regions Poltava and Saporoshje
03/1995 – 10/1996	Ukraine	KfW-FpB	Negotiations with various organisations of the Ukrainian Government and Ukrainian banks in view of establishing a long-term financing agency in the Ukraine
05/1995	Tanzania	KfW	Ex-post review of various lines of credit to "Tanzania Investment Bank (TIB)" and "National Bank of Commerce (NBC)" for financing Tanzanian SME and negotiations with the "Tanzanian Development Finance Company (TDFL)" in view of a possible future line of credit for financing SME
02/1995	Turkey	KfW	Appraisal of a line of credit to two Turkish banks (HALKBANK and SYKB) for financing investments of Turkish SME in the Turkic Republics of the CIS (Azerbaijan, Uzbekistan, Kirgistan, Kasakhstan, Turkmenistan)
01/1995	Slovak Republic	KfW-FpB	Negotiations with various organisations of the Slovak Government and Slovak banks in view of establishing a long-term financing agency in the Slovak Republic and elaboration of the draft business plan for the bank
12/1994	Russia	KfW	Elaboration of a concept for a line of credit to a Russian bank for financing SME in the Rayon Omsk
12/1994	Russia	KfW-FpB	Seminar for senior staff-members of seven Russian commercial banks and the "Business Development Bank (BDB)" on the appraisal of the creditworthiness of SME in a transition economy
08/1994	Russia	KfW-FpB	Elaboration of the draft business plan for the "Business Development Bank (BDB)"
07/1994	Croatia	KfW-FpB	Seminar for senior staff-members of the Bank "Hrvatska Kreditna Banka Za Obnovu (HKBO)" on the appraisal of the creditworthiness of companies in a transition economy
06/1994	Bolivia	KfW	Ex-post review of a line of credit to "Banco Industrial S.A. (BISA)" for financing Bolivian SME
06/1994	Russia	KfW-FpB	Seminar for senior staff members of the "Business Development Bank (BDB)" on the appraisal of the creditworthiness of companies in a transition economy
06/1994	Jordan	KfW	Appraisal of a line of credit to "Industrial Development Bank of Jordan (IDB)" for financing Jordanian SME with emphasis on environmental protection measures
06/1994	Portugal	KfW	Ex-post review of various lines of credit to "Caixa Geral de Depositos (CGD)" and "Banco Nacional de Fomento (BNF)" for financing SME and municipal or privately operated infrastructure projects
02/1994	Turkey	KfW	Elaboration of a concept for a line of credit to a Turkish bank for financing investments of Turkish SME in the Turkic republics of the CIS (Azerbaijan, Uzbekistan, Kyrgistan, Kasakhstan, Turkmenistan)
01/1994	India	KfW	Appraisal of a line of credit to "National Bank for Agricultural and Rural Development (NABARD)" for financing Indian rural micro-enterprises and SME