

Business Opportunities with the WBG For Spanish Companies

Catherine Doody
External and Corporate Relations
The World Bank Group



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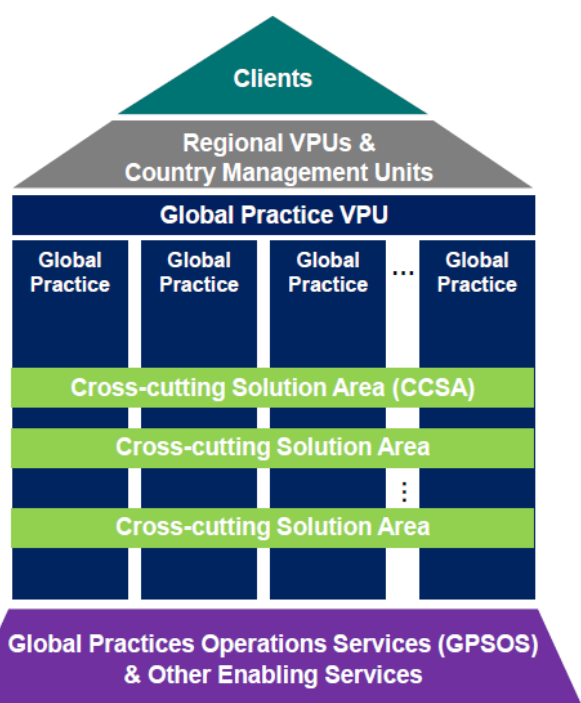


The World Bank Group: Two Key Objectives

- Ending Extreme Poverty by 2030
- Promoting Shared Prosperity



Global Practices and Cross-Cutting Solution Areas: A New Operating Model since July 1, 2014



14 Global Practices

Agriculture ♦ Education ♦ Energy & Extractives
Environment & Natural Resources
Finance & Markets ♦ Governance
Health, Nutrition & Population
Macroeconomics & Fiscal Management
Poverty ♦ Social Protection & Labor
Trade & Competitiveness ♦ Transport & ICT
Urban, Rural & Social Development ♦ Water

5 Cross-Cutting Solution Areas

- Climate Change
- Fragility, Conflict, & Violence
- Gender
- Jobs
- Public Private Partnerships

The World Bank Group (WBG): Public and Private Sector Windows with Opportunities for Exporters and Investors

For Exporters



- \$40.8 B World Bank lending in 2014 turned into procurement opportunities

For Investors

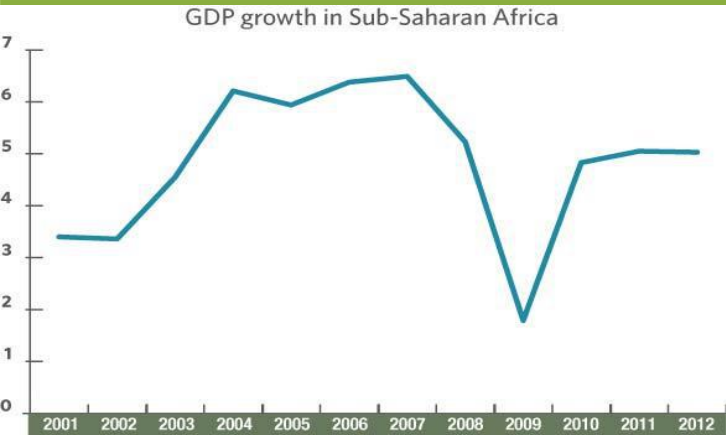


- \$17 B IFC co-financing
- \$3.2 B MIGA guarantees against Political Risks

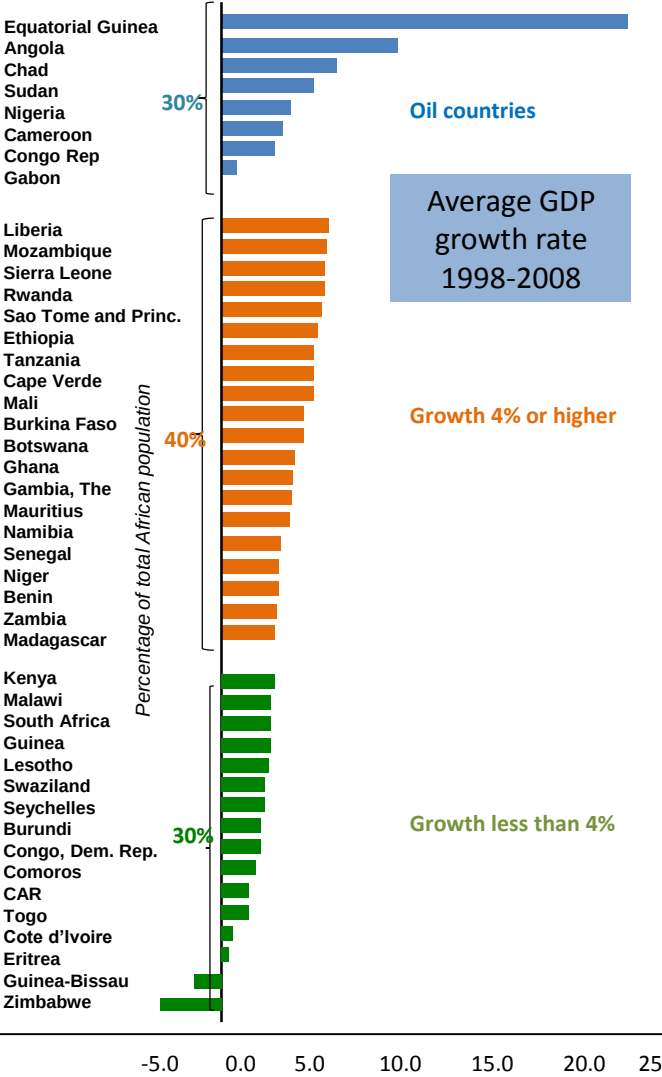
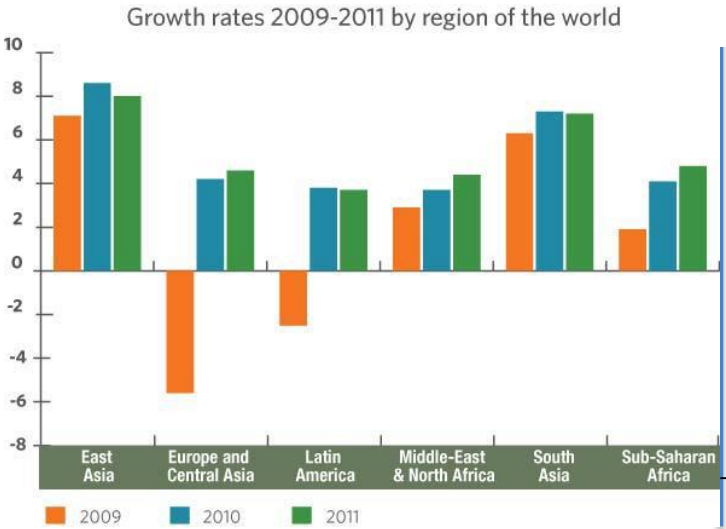
Total WBG Commitment of \$61 B in FY 2014

Africa as the next growth pole

GDP growth in Sub-Saharan Africa



Growth rates 2009-2011 by region of the world



Strategic Vision: World Bank's 10-year Vision for Africa

Reducing vulnerability and building resilience to shocks, including climate and economic.

- Accelerated growth (from 4.6% in 2014 to 5.3% in 2017) .
- Growth achieved with a more diversified production mix.
- The continent's share in world trade doubled.
- Access to modern energy services increased to at least half of households.
- Climate change adaptation measures will be put in place.
- The Ebola outbreak could impact the economies of the affected countries and, if uncontained, holds the risk of wider economic contagion.



www.worldbank.org/en/region/afr

The World Bank Group in Africa

In Fiscal Year 2014, the World Bank Group's financial commitment to Sub-Saharan Africa was **\$15.3 billion**:

- \$10.62 billion in World Bank credits, grants, and lending
- \$4.2 billion IFC co-financing
- \$516 million in MIGA guarantees

The Region's priorities include:

- Energy
- Agriculture
- Social Protection
- Higher education/ Science and technology
- Urban planning
- Transport
- Health
- Natural Resource Management
- Data/ Statistics
- Trade and Competitiveness
- Micro, Small and Medium Enterprise (MSME) Development

www.worldbank.org/en/region/afr

Infrastructure needs remain significant in Africa

But available resources are limited

- Africa's infrastructure needs are estimated at **\$93 billion per year**
- Half is met through current spending, leaving a **gap of \$48 billion**
- The gap could be financed from (i) **internal resources**, (ii) **external resources**, and/or (iii) **efficiency** gains in operations (use existing resources better)
- Energy is biggest challenge

Infrastructure needs, spending and gaps (\$ billion per annum)

	Power	ICT	Irrigation	Transport	Water & sanitation	Total
Infrastructure needs	40.8	9.0	3.4	18.2	21.9	93.3
Current spending	11.6	9.0	0.9	16.2	7.6	45.3
Gap	29.2	0.0	2.5	2.0	14.3	48.0
Sources to meet the gap:						
Efficiency gains	6.0	1.3	0.1	3.8	2.9	17.4
Internal & external sources	23.2	-1.3	2.4	-1.9	11.4	30.6

Source: AICD

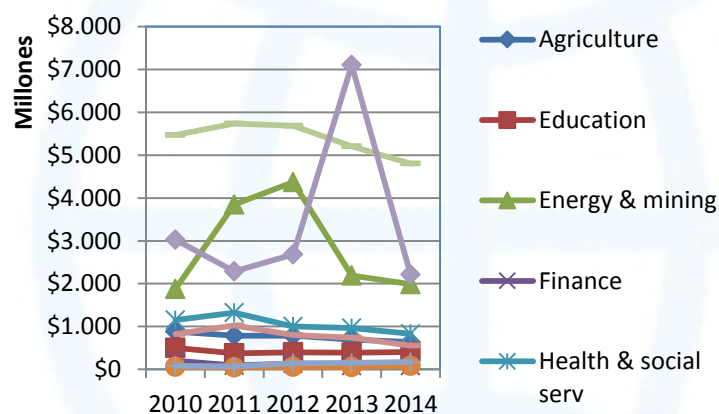
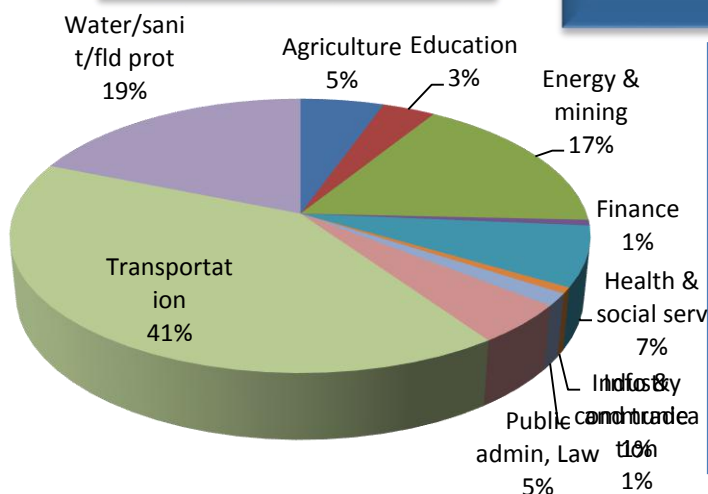
Major Contracts Financed by the World Bank

Top Major Sectors in FY14 by *Contract Amount*

Transportation
41%

Water/ Sanit/
flood
19%

Energy and
Mining
17%



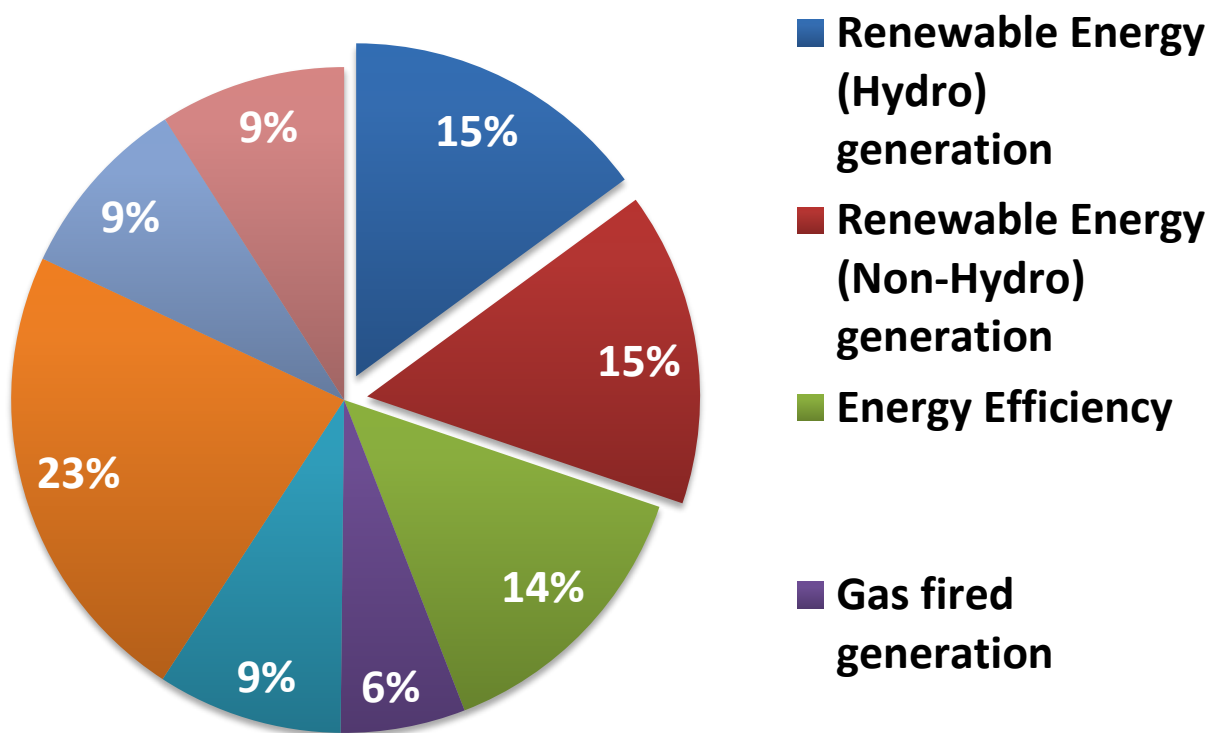
Directions for the World Bank Group's Energy Sector

The World Bank Group supports the ***Sustainable Energy for All*** initiative, and is committed to work towards accomplishing the initiative's three goals by 2030:

- a) universal access to electricity and clean cooking fuels;
- b) doubling the share of the world's energy supplied by renewable sources from 18% to 36%;
- c) doubling the rate of improvement in energy efficiency;



WBG Financing for Energy by Type, FY 2010-14



World Bank Group's Water Sector

- The WBG aims to help governments ensure basic access to water and sanitation services, particularly for the poorest people. The WBG is helping governments solve complex water development challenges through transformational finance, knowledge, and innovation.
- **World Bank Water Global Practice Portfolio:** \$21 billion in lending
- Annual new lending is expected to be in the range of \$4-5 billion per year
- **Focus areas:**
 - Water Resources Management
 - Water Supply
 - Sanitation
 - Irrigation and Drainage
 - Hydropower



www.worldbank.org/en/topic/water

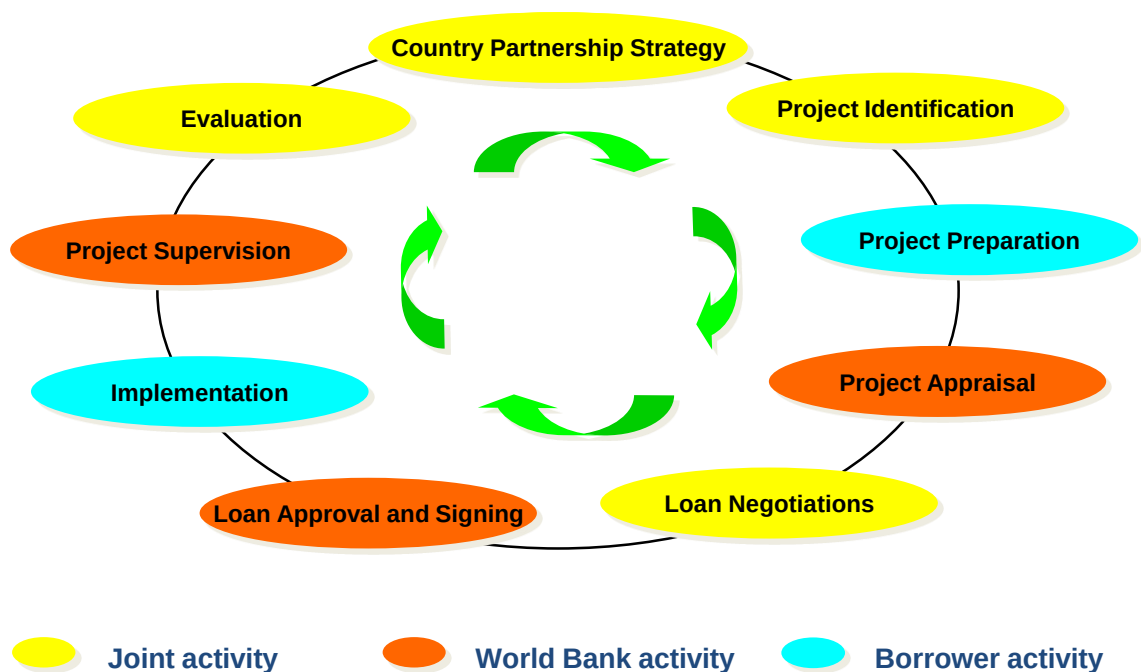
World Bank Group's Transportation Sector

- Transport is a crucial driver of economic growth, poverty reduction, and achievement of the MDGs. The WB Transport sector investments have facilitated more efficient trade and enhanced human development by greater mobility –all with due attention to climate change.
- **Total WBG transport commitments in FY14** : \$8.8 billion, of which \$7.3 B for the Bank (IBRD/IDA)
- **Transportation Portfolio:** In FY14, there were 221 active Bank projects with total net commitments of \$44.4 billion
 - Rural and inter-urban roads remains the largest sub-sector with 42% of lending in FY14 (\$3.1 billion).
 - However, the transport sector has rebalanced its portfolio with more operations in urban transport, road safety, aviation, ports, and railways, including projects that aim to improve trade competitiveness.

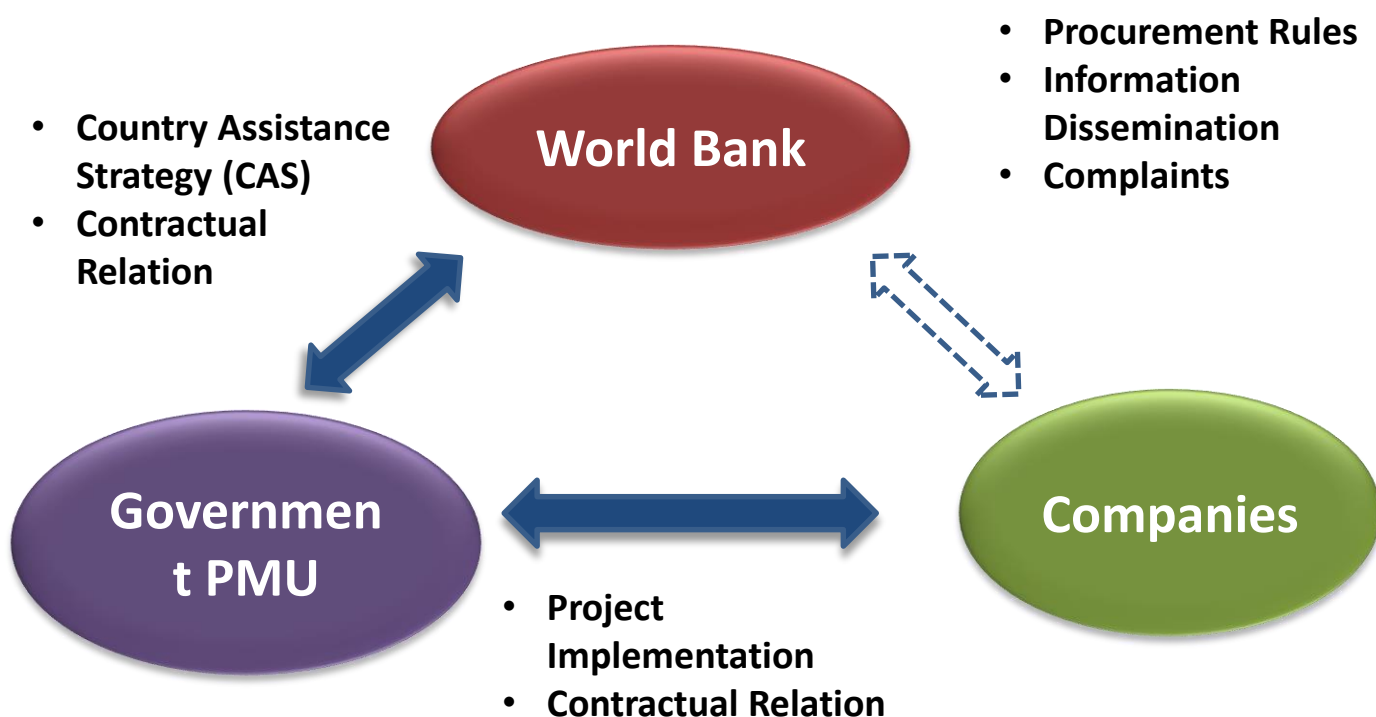


www.worldbank.org/en/topic/transport

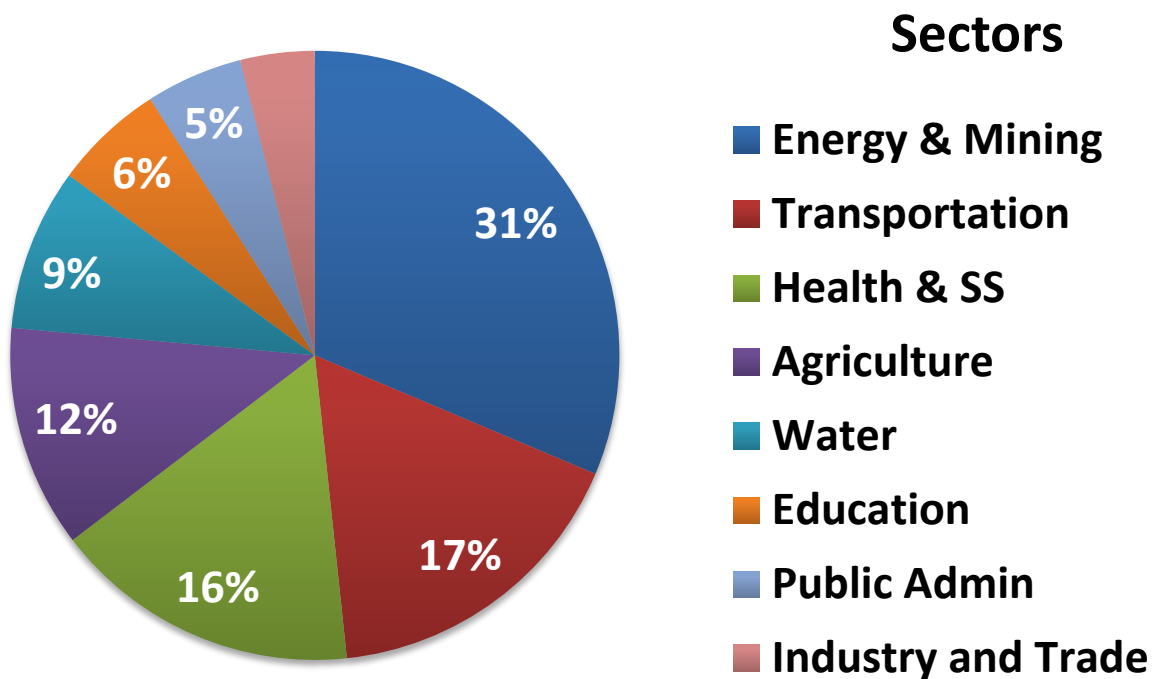
Business Opportunities in Bank-Funded Projects: Project Cycle



The World Bank has NO contractual relationship with companies



69 Projects in the Pipeline for Africa, worth over \$ 6 billion



Data as of Nov. 28, 2014

69 Projects in the Pipeline for Africa, worth over \$ 6 billion

► Project Title	► Country	► Project ID	► Commitment Amount	► Status
Regional Transmission Development APL	Africa	P108934	150.0	Pipeline
Integrated Growth Poles and Corridor Project 2	Madagascar	P113971	50.0	Pipeline
WAPP (Phase 3) Adjarala Hydroelectric Project	Africa	P115063	120.0	Pipeline
KE Electricity Modernization Project	Kenya	P120014	257.5	Pipeline
Dar es Salaam Metropolitan Development Project	Tanzania	P123134	275.3	Pipeline
Tanzania Singida Wind Power Project	Tanzania	P126432	100.0	Pipeline
Uganda Energy for Rural Transformation III	Uganda	P133312	125.0	Pipeline
Macro Stability for Competitiveness in Ghana	Ghana	P133664	150.0	Pipeline

www.worldbank.org/projects

A Selection of WB Projects in the Pipeline for Latin America

► Project Title	► Country	► Project ID	▼ Commitment Amount	► Status
Argentina Renewable Energy Project for Rural Areas	Argentina	P133288	200.0	Pipeline
Bahia Road Transport for Regional Development Project	Brazil	P147272	200.0	Pipeline
PY Transport Connectivity	Paraguay	P147278	100.0	Pipeline
Subnational Transport Support Program	Peru	P132515	50.0	Pipeline
MEXICO Sustainable Energy Technologies Development for Climate Change	Mexico	P145618	16.88	Pipeline
Sustainable rural energy services	Honduras	P131602	10.0	Pipeline
HT Sustainable Rural and Small Towns Water and Sanitation Project	Haiti	P148970	50.0	Pipeline
Andes Adaptation to the Impact of Climate Change in Water Resources	Andean Countries	P145345	9.69	Pipeline

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Pre-Pipeline Projects in the Monthly Operational Summary (MOS)

Mauritania

Energy and Mining

Gas to Power: The objective is to use natural gas discovered offshore for a power station to be built near Nouakchott. Board Approval completed on 29 May 2014. Environmental Assessment Category A. Project: P107940. US\$ 130.0 (GUID). Consultants will be required. Ministry of Energy, BP 199, Rond-Point Sebkhia, Nouakchott, Mauritania, Tel: (222-46) 431-537, Fax: (222-44) 297-456, E-mail: kane@accs.mr, kane@hydraulique.gov.mr, Contact: Mamadou Amadou Kane, Directeur General de l'Electricite

Morocco

Energy and Mining

Clean and Efficient Energy: The objective is to develop a power system that is efficient and capable of integrating a high level of renewable energy, which will reduce peak load demand on the grid through demand-oriented initiatives. Project Concept Review Meeting completed on 15 August 2013. Environmental Assessment Category B. Project: P143689. US\$ 125.0/24.0 (IBRD/CCTF). Consultants will be required. Office National de l'Electricite, 65, Rue Othman Ben Affan, Morocco, Tel: (212-52) 266-8005, Fax: (212-52) 243-3152, E-mail: fait@one.org.ma, Contact: Mr. Mohamed Fait, Chef de la Division Financement

Noor II and III Concentrated Solar Power: The objectives are to: (a) develop the 500 Megawatt Ouarzazate solar power plant by financing the second phase through a public private partnership (PPP); and (b) increase power generation from solar power and mitigate greenhouse gas emissions and local environmental impact. Bank Approval completed on 30 September 2014. Environmental Assessment Category A. Project: P131256. US\$ 400.0/135.0/238.0/122.0/473.0/68.0/884.0 (IBRD/AFDB/CCTF/ECEU/EUIB/FRDE/KFW). Consultants will be required. Moroccan Agency for Solar Energy (MASEN), Station Traitement Av. Mohamed Bel Hassan, Rabat, Morocco, Tel: (212-53) 7574-657, Fax: (212-53) 7571-475, E-mail: masen@masen.ma, Contact: Mustapha Bakkoury, CEO

Senegal

Urban Water and Sanitation Project: The objective is to increase access to sustainable water and sanitation services in selected urban areas. Environmental Assessment Category B. US\$ 70.0 (IDA Credit). Consulting services to be determined. PEPAM, Dakar, Senegal, Tel: (221-33) 859-0499, Fax: (221-33) 832 1434, E-mail: projeau@orange.sn

Bolivia

Transportation

(R) National Road Sector Management Program: The objective is to support the maintenance and rehabilitation of the county's primary road network. Project Concept Review Meeting completed on 3 October 2013. Environmental Assessment Category B. US\$ 225.0/85.0/40.0/45.0 (IBRD/ANDC/FONP/IADB). Consulting services to be determined. Administradora Boliviana de Carreteras (ABC), Av. Mariscal Santa Cruz, Edif. Centro de Comunicaciones, Piso 8, La Paz, Bolivia, Tel: (591-2) 235-7220, Fax: (591-2) 239-1764, E-mail: amullisaca@abc.gob.bo, Contact: Antonio Mullisaca, Presidente Ejecutivo

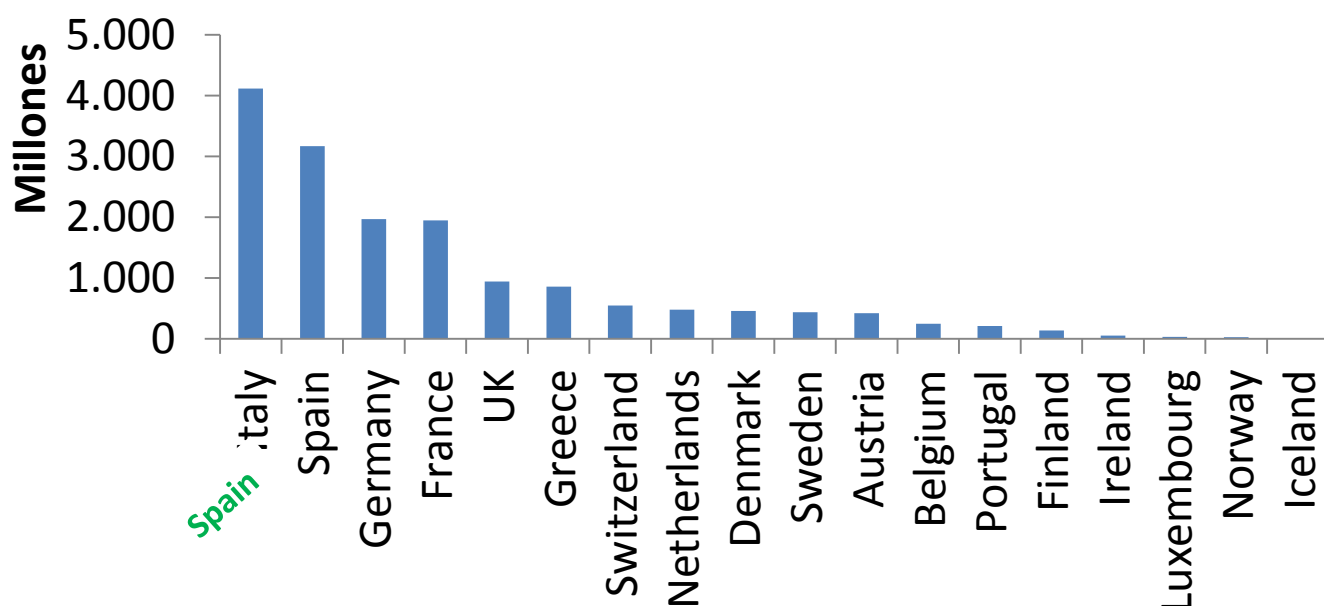
Water, Sanitation and Flood Protection

Climate Resilience Integrated Basin Management: The objective is to strengthen the national capacity to integrate climate resilience in planning, management, and investment through the adoption of a river basin management approach that will be piloted in the Rio Grande River Basin. First Grant Funding Request Approval completed on 17 September 2014. Environmental Assessment Category B. Project: P129640. US\$ 36.0/9.5 (CSCC/CSCF). Consulting services to be determined. Ministry of Environment and Water, Calle Mercado, Edif. Mariscal Ballivian, Mezzanine, Bolivia Tel/Fax: (591-2) 211-5582, E-mail: carlos.ortuno@miriego.com, Contact: Carlos Ortuno, Vice Minister Water Resources and Irrigation

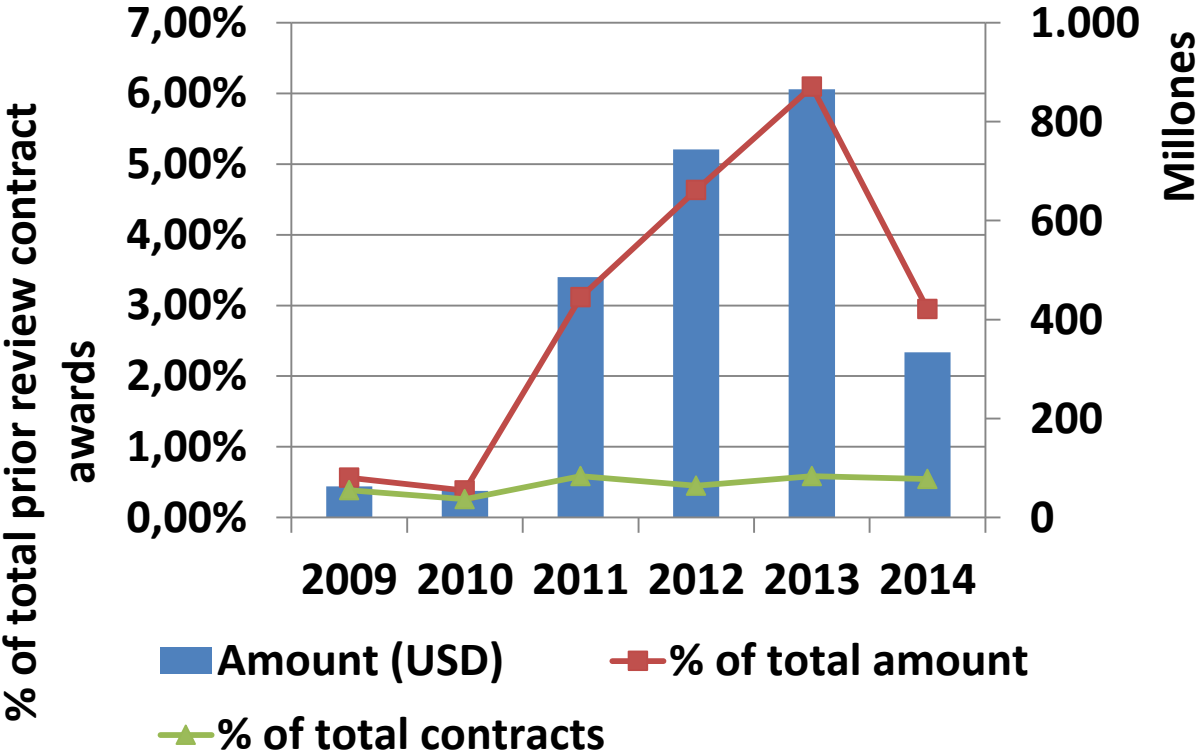
<http://go.worldbank.org/OG8CL2BD20>

Spain #2 amongst Europeans on WB Prior Review Contracts FY 09-14, data as of Sept. 2014

European Performance on WB-financed contracts FY 2009-14

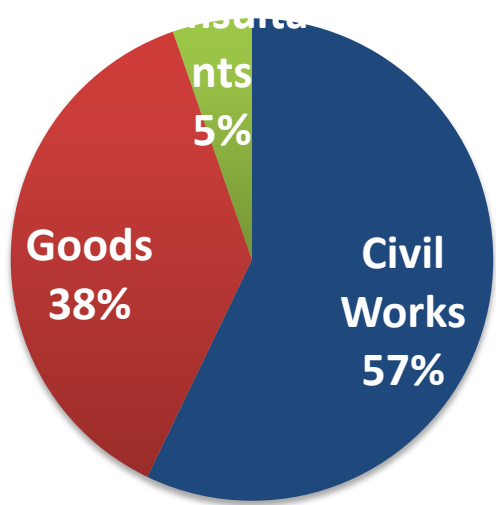


Spanish Performance on WB Prior Review Contracts data as of Sept. 2014

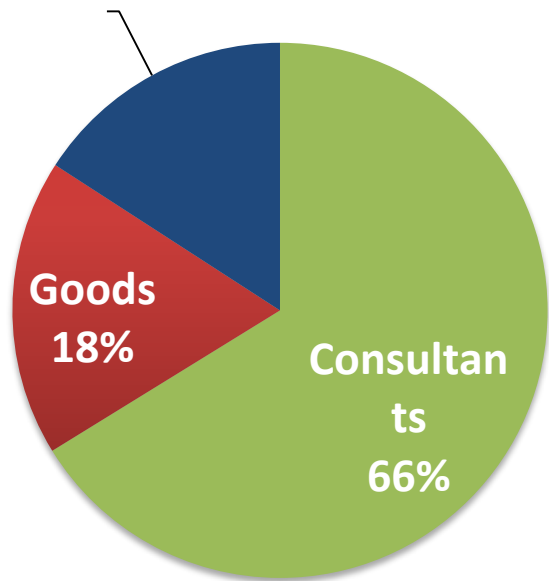


Distribution of WB Prior Review Contracts awarded to Spanish companies by Category FY08-14

By Contract Amount



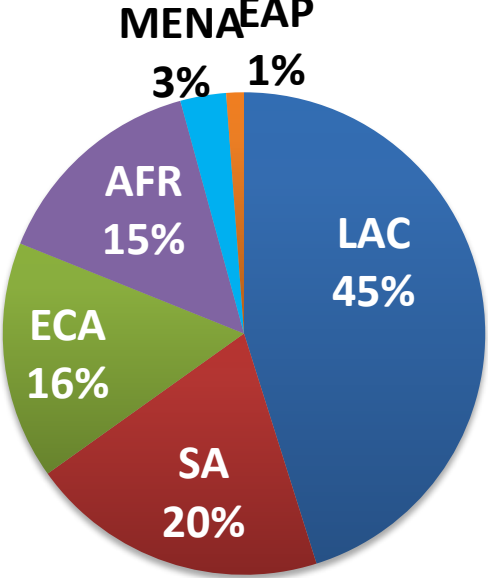
By # of Contracts



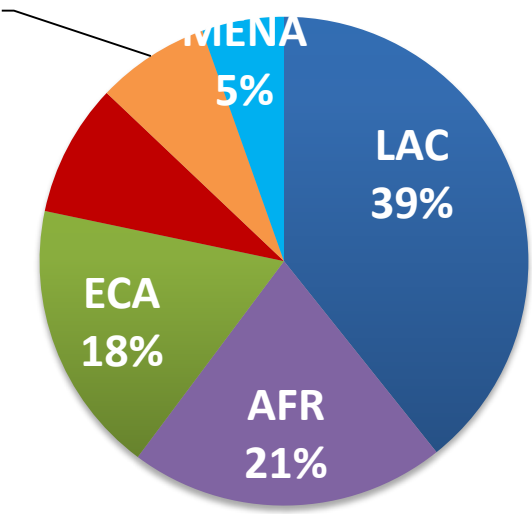
Data as of Sept. 2014

Regional Distribution of WB Prior Review Contracts awarded to Spanish companies FY08-14

By Contract Amount



By Number of Contracts

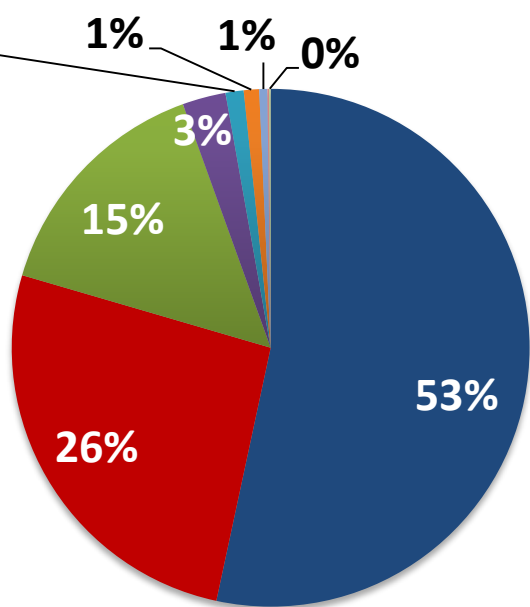


Data as of Sept. 2014

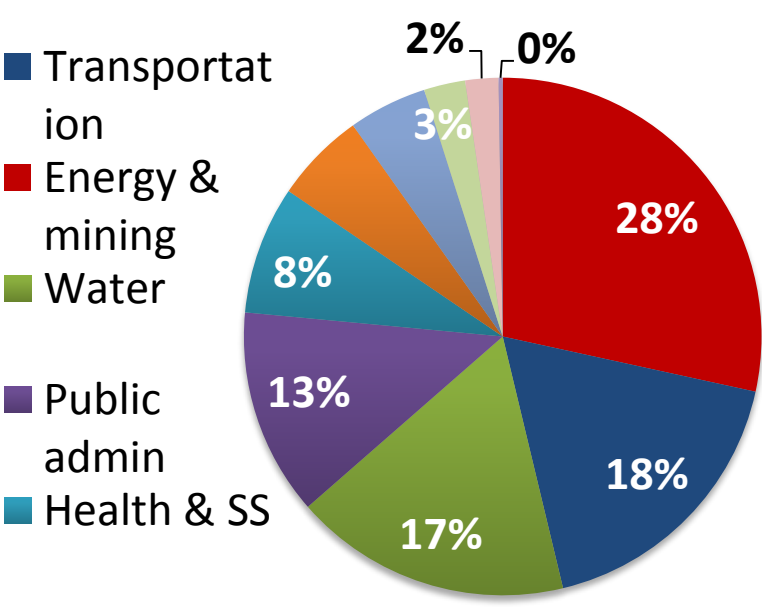
Sector Distribution of WB Prior Review Contracts awarded to Spanish companies FY08-14

Sector Distribution

By Contract Amount



By Number of Contracts



Data as of Sept. 2014

A Selection of Prior Review Contracts Awarded to Spanish companies in Africa FY08-14

- **Africa Regional:**
 - Elecnor, Energy & Mining (Civil Works) \$39.5 M
 - Ceinsa Contratas, Water (Civil Works) \$14 M
 - Montreal Montajes Realizaciones, Energy & Mining (Civil Works) \$10.8 M
- **Benin:**
 - Cobra Instalaciones, Energy & Mining (Civil Works) \$4.8M
- **Botswana:**
 - Elsamex, Transportation (Civil Works) \$64M and \$54 M
- **Ghana:**
 - Mercados Energy Markets, Energy & mining (Consultant), \$268,000
 - International Indemar Fisheries, Agriculture (Consultant), \$93,000
- **Kenya:**
 - Indra Sistemas, Transportation (Goods), \$2 M
- **Madagascar:**
 - Puroil, Transportation (Goods), \$238,000
- **Mauritania:**
 - Copsa Empresa, Water (Civil Works), \$2.9 M
 - Carija, Transportation (Civil Works), \$21 M

A Selection of Prior Review Contracts Awarded to Spanish companies in Latin America FY08-14

- **Brazil:**
 - CAF, Transportation (Goods), \$358M
 - Julian Sastre, Transportation (Consultant), \$110,000
- **Bolivia:**
 - Acciona Ingenieria, Transportation (Consultant), \$5.4M
- **Colombia:**
 - FCC Construcción, Water (Civil Works), \$53M
- **Panama:**
 - Ayesa, Water (Goods), \$2.2M
- **Paraguay:**
 - TYPESA, Water (Consultants), \$1.6M
 - Magtel Redes, Water (Goods), \$6.8M
- **Peru:**
 - Isofoton, Energy & Mining (Consultants), \$1.5M
- **Uruguay:**
 - Codilux, Energy & Mining (Goods), \$110,000

Tips to Ensure Competitiveness

- Monitor advertisements systematically- start early and have stamina
- Identify local partners, sub-consultants or possible associations
- Be informed about the country, project, processes and competition
- Assess the market - compete where YOU are competitive
- Solve the client's problem - don't impose your view.

Consultants :

- Conduct a pre-proposal visit (if indicated in RFP)
- Fully address TOR
- Offer qualified consultants or key expert staff positions
- Assign a strong project manager
- Cite directly relevant technical and regional experience and prior experience with similar assignments

Goods and Works :

- Understand local customs, laws and markets
- Respond adequately to technical specifications
- Unclear ? Contact implementing agency to address any need for further clarifications, do NOT guess or assume.

Procurement Policy Review

Procurement Policy Review : ongoing

Proposed changes

- Reorganization of the current Procurement Guidelines into a modern procurement framework with clear roles and responsibilities
- Updated procurement techniques that are market-centric
- Stronger focus on fiduciary and project risk management that will allow for better targeting of Bank resources
- More targeted initiatives to support country capacity building
- Strategic engagement with key suppliers to improve overall performance
- Centralized complaint monitoring and tracking

What will NOT Change

- The Bank Procurement Framework will remain the default procurement mechanism for Bank operations
- Adding to and restructuring the current mandatory regulations
- The framework will remain fully committed to risk management, country procurement capacity building, and the application of good practices such as the standard bidding documents (SBDs)
- Fraud and corruptions guidelines will remain in force

consultations.worldbank.org/consultation/procurement-policy-review-consultations

Procurement Policy Review

- Value for money is critical to development
- Informed by market-focused Procurement Strategy for Development
- Expanded options to apply non-price attributes
 - With minimum criteria for quality
 - Scoring method to evaluate non-price aspect of the bid
 - Weighted against a scoring model for total cost
- Bidding documentation to specify upfront logical, clearly articulated, comprehensive and relevant criteria

Procurement Policy Review Timeline
Presentation of draft policy to CODE/ Audit Committee

Submission of final policy for Board approval



Options for Consultants

1. To work on WB-financed projects
2. To work for the WB as consultants



<https://wbgeconsult2.worldbank.org/>

3. To work for the PMU to prepare the projects

Mozambique

Agriculture, Fishing, and Forestry

(R) Climate Change Development Policy Operation: The objectives are to support the Government of Mozambique in its efforts to address climate change by adopting policies and strengthening institutional capacity to promote climate resilient and lower carbon intensity development in selected sectors such as water, energy and health. *Negotiations completed on 7 December 2012. Bank Approval scheduled for 24 January 2013.* Environmental Assessment Category U. Project: P128434. US\$ 50.0 (IDA Credit). **Consultants will be required.** Ministry of Planning and Development, Av. Ahamed Sekou Toure, 21, Mozambique, Tel: (258-21) 490-006, Fax: (258-21) 492-708

Projects & Operations



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Results

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Headquarters

1818 H Street, NW
Washington, DC 20433
USA (202) 473-1000

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FEATURED

2 of 5

How Thailand's Solar Power Visionary Built an Industry with a Boost from IFC

November 25, 2014 - One of the winners of this year's UN Momentum for Change awards has been transforming Thailand's renewable energy capacity with utility-scale solar farms. IFC and CIF helped her access blended finance. [Read More»](#)

PROJECTS PROCUREMENT

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Browse projects by over 100 countries and areas



Browse by Sector

Browse projects by types of economic activity



Browse by Theme

Browse projects by Bank objectives or goals

RECENTLY APPROVED PROJECTS

- Mozambique Conservation Areas for Biodiversity and Development Project, Mozambique - November 18, 2014
- Mozambique GEF Conservation Areas for Biodiversity and Development Project, Mozambique - November 18, 2014
- Ebola Emergency Response Project - Additional Financing, Africa - November 18, 2014
- Mali - First Recovery and Governance Reform Support Credit (RGRSC-1), Mali - November 18, 2014
- CH GEF Municipal Solid Waste Management Project, China - November 14, 2014

www.worldbank.org/projects

Electronic Resources

- **World Bank General Website:**
 - www.worldbank.org
- **Projects & Procurement Notices**
 - www.worldbank.org/projects
- **Procurement Guidelines**
 - go.worldbank.org/1KKD1KNT40
 - www.worldbank.org/procure
- **Procurement Awards and Summary Reports**
 - go.worldbank.org/BY6HRBV4E0
 - <http://finances.worldbank.org/>
- **Monthly Operational Summary**
 - <http://go.worldbank.org/OG8CL2BD20>

IFC: Basic Transaction Requirements for IFC Funding

- **Sponsor**

- IFC can only work with companies whose majority shareholding is private
- IFC can finance these companies' new ventures or expansions in emerging markets
- Sponsor's financial commitment is required through equity/debt participation and/or pre-completion support/guarantees
- IFC can work with sponsors in all countries to support their investments/operations in emerging markets/middle income countries

- **Project**

- Sponsor must demonstrate track record in the project sector
- Must be developmentally sound and commercially viable
- Needs to comply with IFC [Performance Standards](#)
- [IFC Venture Capital Fund](#): IFC does not provide financing to start-ups, but the IFC VC Fund invests in companies with technologies that can have a positive impact on developing countries.

When contacting IFC companies should send

- Brief project description, including technical feasibility and market study (please reference the [Investment Proposal Guidelines](#))
- Information on sponsors and operator
- Environmental studies
- Information on requirements, financing plan and cash flow projections

www.ifc.org

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