



PANEL SESSION V

FINANCING TRADE IN THE AFRICA REGION

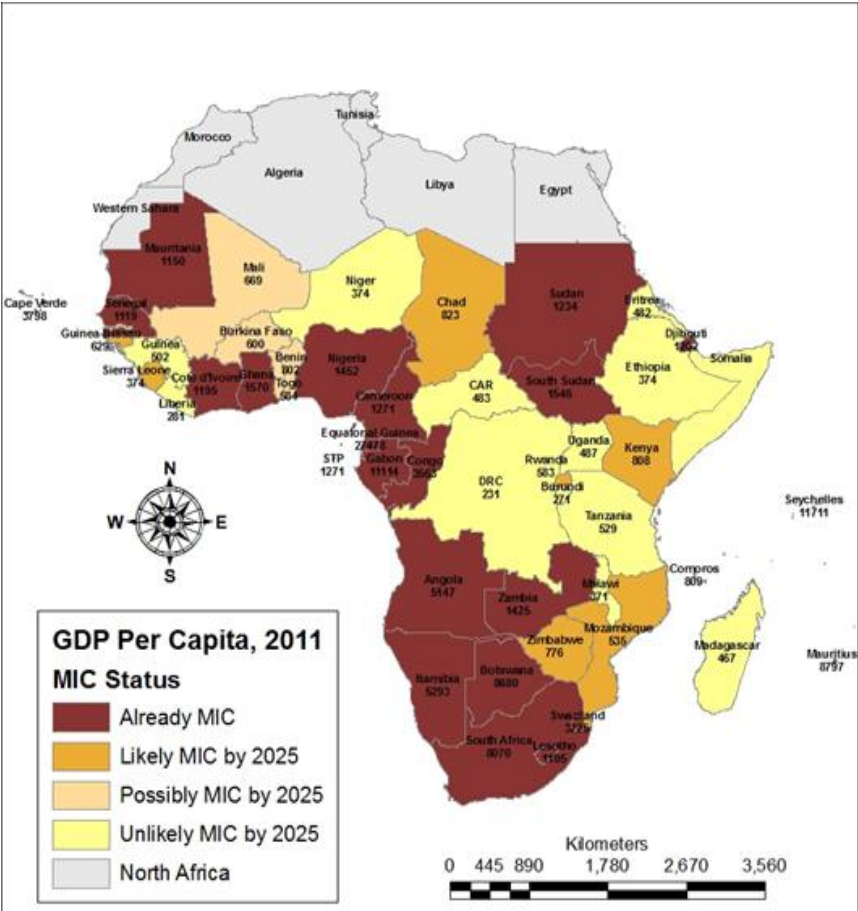
Stefan Koeberle

Director, Operations Risk Management, The World Bank

September 25, 2013



REGIONAL CONTEXT





THE WORLD BANK GROUP'S GOALS

Two Goals:

- End extreme poverty: reduce percentage of people living on less than \$1.24 a day to 3 percent by 2030
- Promote shared prosperity: foster income growth of the bottom 40 percent of the population in every country

Ensuring economic, social and environment sustainability



THE WORLD BANK GROUP

The World Bank:

- Lends directly to governments (IBRD and IDA), and also provides knowledge services (AAA, ESW, TA).
- Lent \$15.83 billion IBRD and \$16.3 billion for IDA operations in client countries plus millions in knowledge services in FY13.

The International Finance Corporation—the IFC:

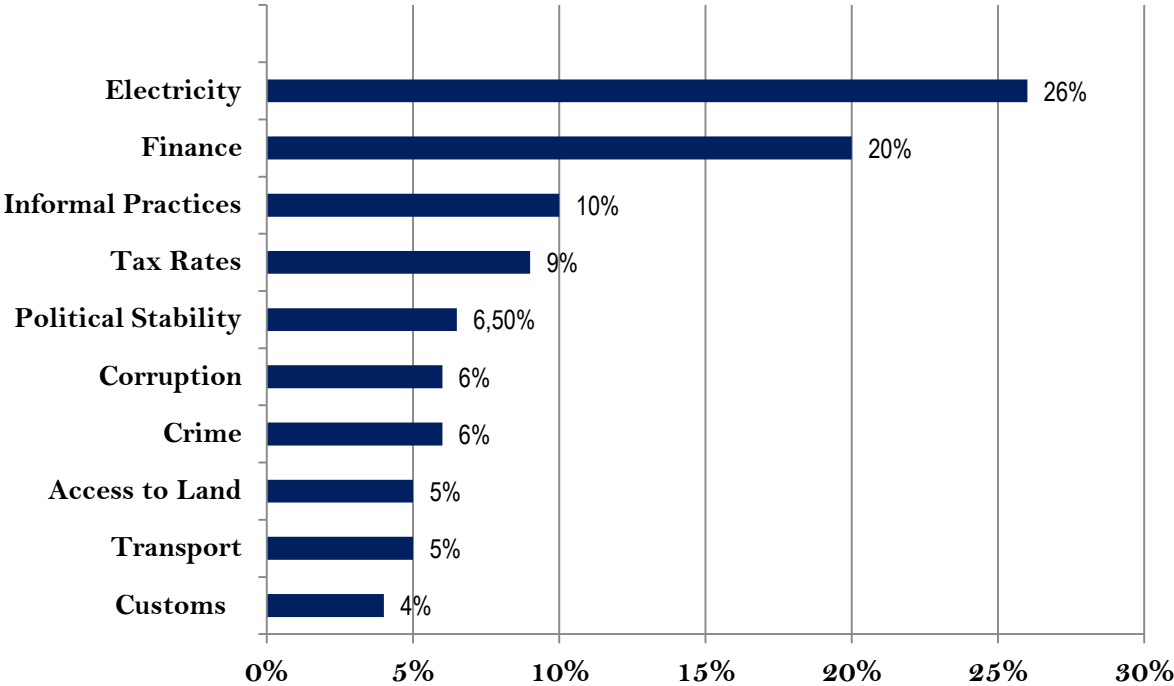
- Largest global development institution focused exclusively on the private sector; finances investment, mobilizes capital in international financial markets, and provides advisory services to businesses and governments.
- Invested nearly \$25 billion and provided an additional \$232 million in advisory services in FY13.

The Multilateral Investment Guarantee Agency – MIGA :

- Devoted entirely to promoting investment in emerging markets by providing political risk insurance across sectors.
- Provided approx. \$2.8 billion in investment coverage for investment in developing countries in FY13.



TOP CONSTRAINTS TO AFRICAN PRIVATE SECTOR

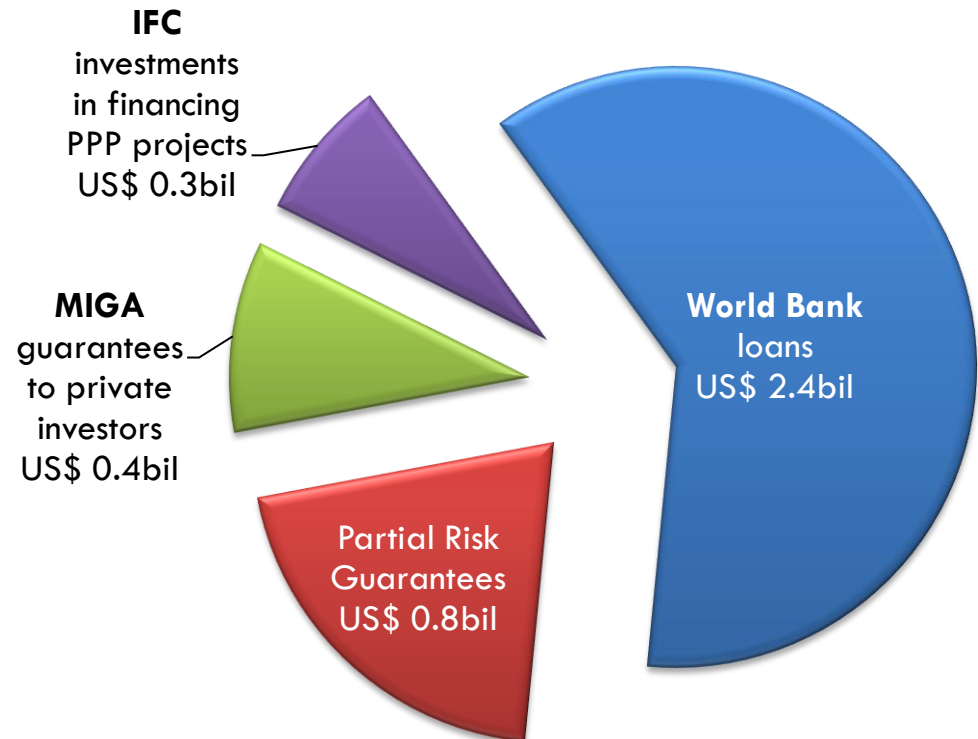


Source: World Bank Enterprise Surveys, 2010

THE WORLD BANK GROUP PPP IN AFRICA

As of 2011, the WBG has extended a total of around **\$3.8 billion** to support the financial close of **50 PPP** transactions in energy, transport, and water, of which:

- 14 independent power plants** for more than US\$1.3 billion of financial support
- 10 rail concessions**—approximately US\$1.1billion



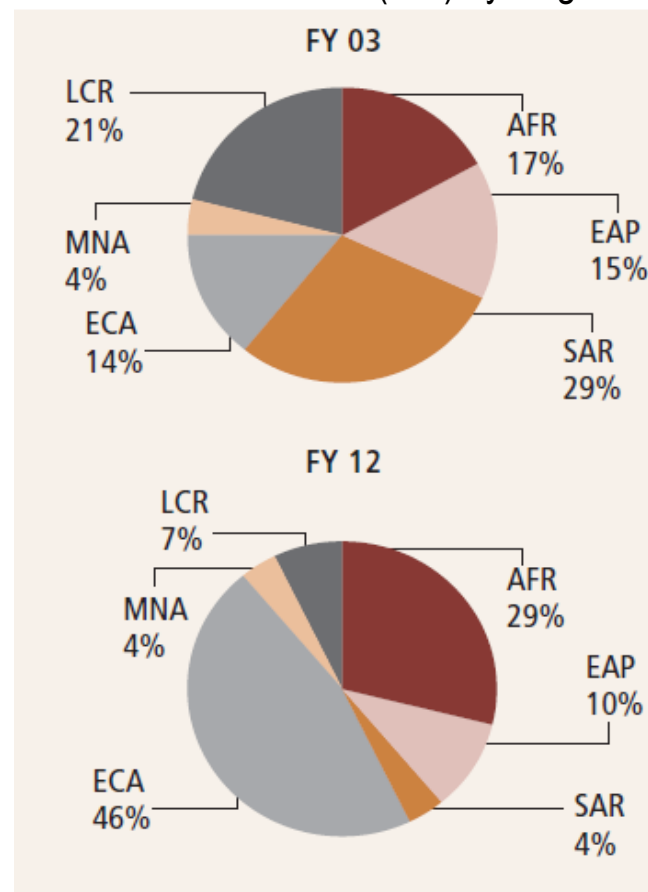
WORLD BANK GROUP

AID FOR TRADE EXAMPLES



- The World Bank total stock of commitment for Aid for Trade approx. US\$10.8 billion as of end-FY12.
- IFC: Commitment under Global Trade Finance Program and Global Trade Liquidity Program was \$6.1 billion in FY12

Stock of Aid for Trade (WB) by Region





DOING BUSINESS WITH THE BANK

During Project Preparation

- Limited consulting services for the World Bank to help design the project– e.g., conduct feasibility studies, analytical papers etc.
- Opportunities vary in size but are usually below US\$ 200,000.
- There are generally no opportunities for suppliers of goods and civil works when a project is in the pipeline.

During Implementation


- Borrowing country responsible for “procuring” goods and civil works and selection of consultants.
- Implementing Agency established during project preparation is main point of contact for companies on procurement matters.
- Contracts are generally for consulting services above US\$ 200,000.
- Equipment and civil works contracts can be in the millions of dollars.
- All contracts require publication of a request for expression of interest in the [UN Development Business](#) and [dgMarket](#) websites.




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Deadline: 11 April 2013

Updated: 26 February 2013




Brazil UN

Consultancy Services (Economics and Social Diagnosis)

Deadline: 28 March 2013

Updated: 26 February 2013




Morocco EBRD

Microcredit, Gender, and Access to Finance in Morocco: Consulting Services

Deadline: 19 March 2013

Updated: 26 February 2013




Nepal ADB

Distribution Network Improvement for Efficient NRW Management (Package 1)


Deadline: 11 April 2013

Updated: 26 February 2013



Congo, Democratic Republic of

WB UPDATE - Fourniture de 73.247 m3 de ballast 25/50, repartí en deux lots...




Brazil UN

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Morocco EBRD

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Armenia EBRD

Design and Construction of Wastewater Treatment Plant in Dilijan and Jermuk...

Deadline: 10 April 2013

Updated: 26 February 2013



Sierra Leone AIDB


UPDATE - Supply of Information, Communication Technology (ICT) and...

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