



# Business Opportunities with Multilateral Banks

29 November 2019



GRUPE DE LA BANQUE AFRICAINE  
DE DEVELOPPEMENT  
AFRICAN DEVELOPMENT BANK GROUP

## Overview of the African Development Bank (AfDB)



# 1. Introduction to the AfDB Group

# The African Development Bank Group

## AfDB Group

African Development  
Bank

African Development  
Fund

Nigeria Trust Fund

## In Brief

Founded 1964

54 RMCs  
27 Non RMCs

Capital=USD 95 billion

## Our Clients

Middle-Income  
Countries

Low-Income Countries

Post-Conflict & Fragile  
Situations

**The Bank enjoys a AAA credit rating from all major credit rating agencies**

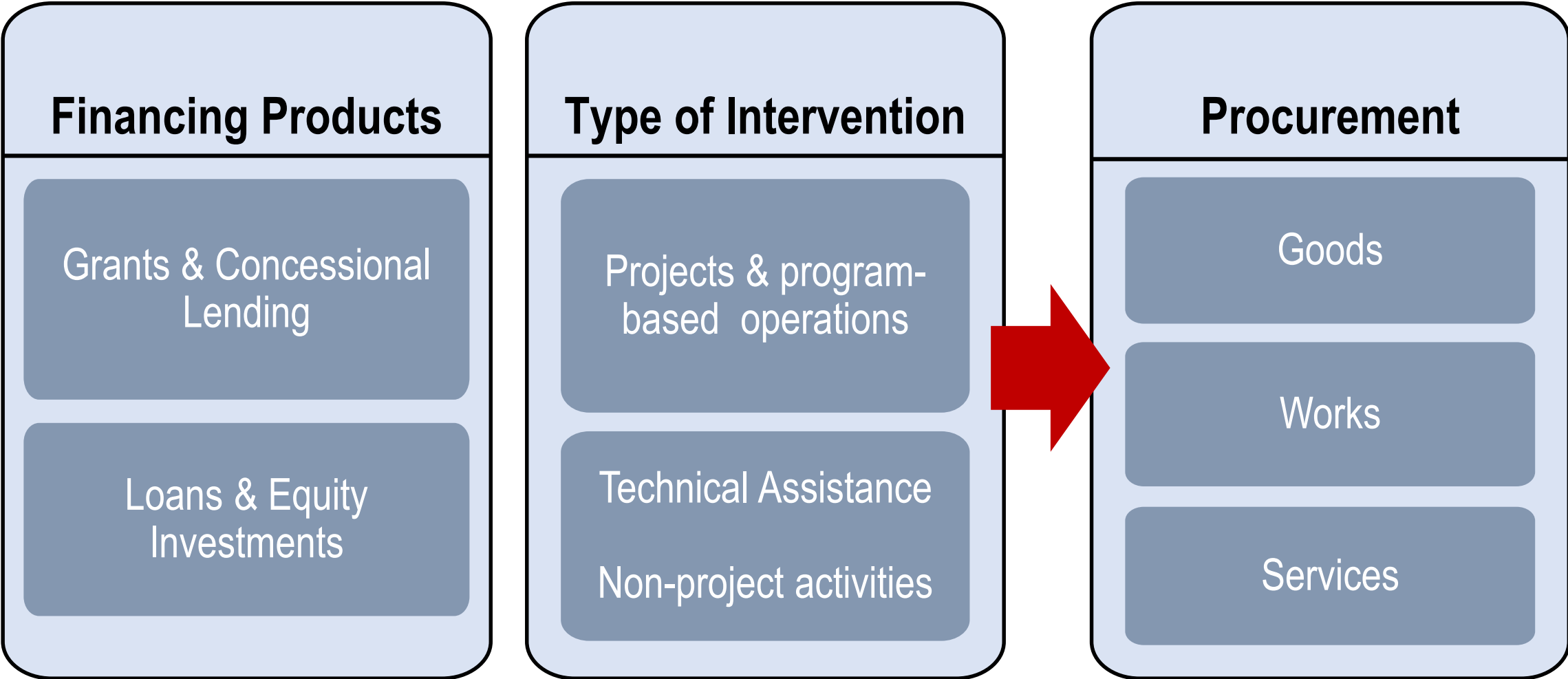
# The African Development Bank Group

37  
Representations

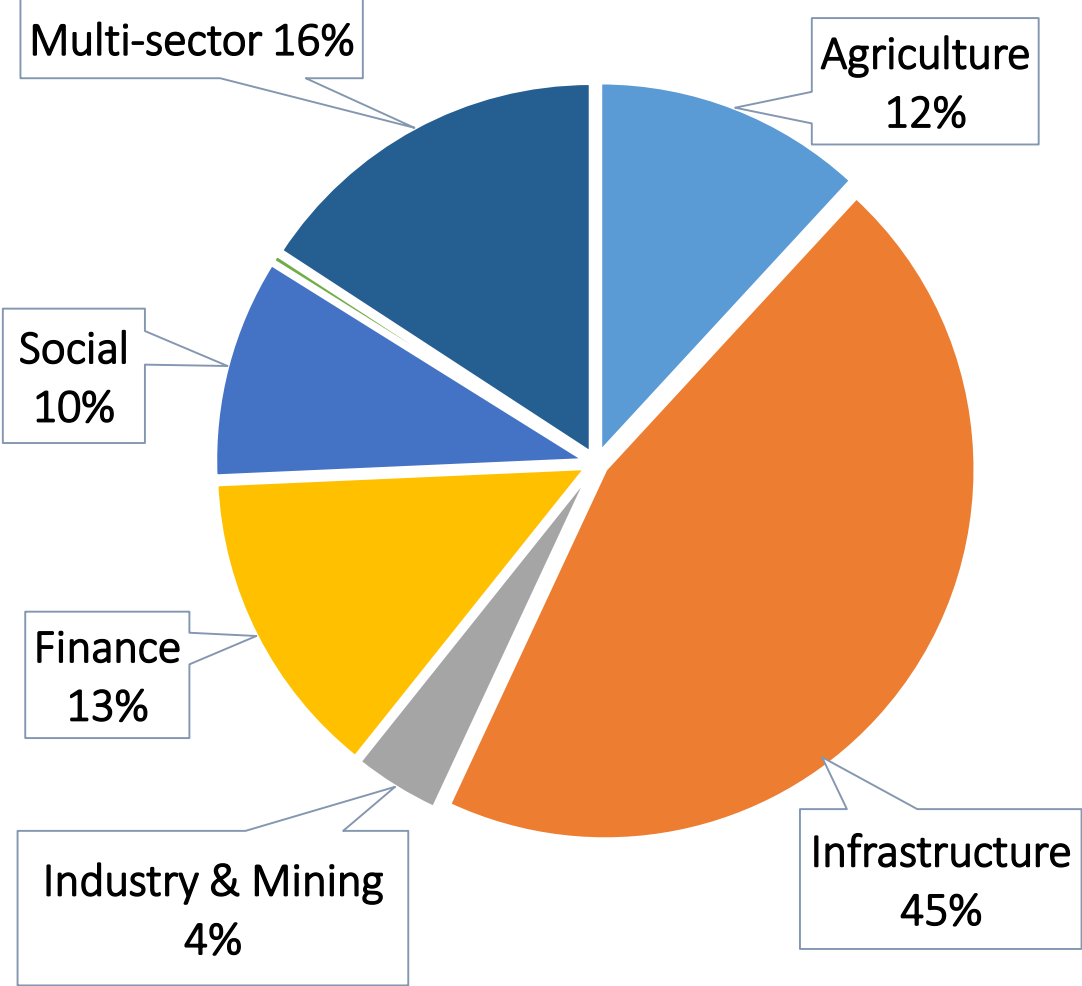
Incl. 3 Regional  
Resource Centers  
in **Tunisia, Nairobi  
& Pretoria**



# The Bank's Assistance To Africa



# Our Portfolio

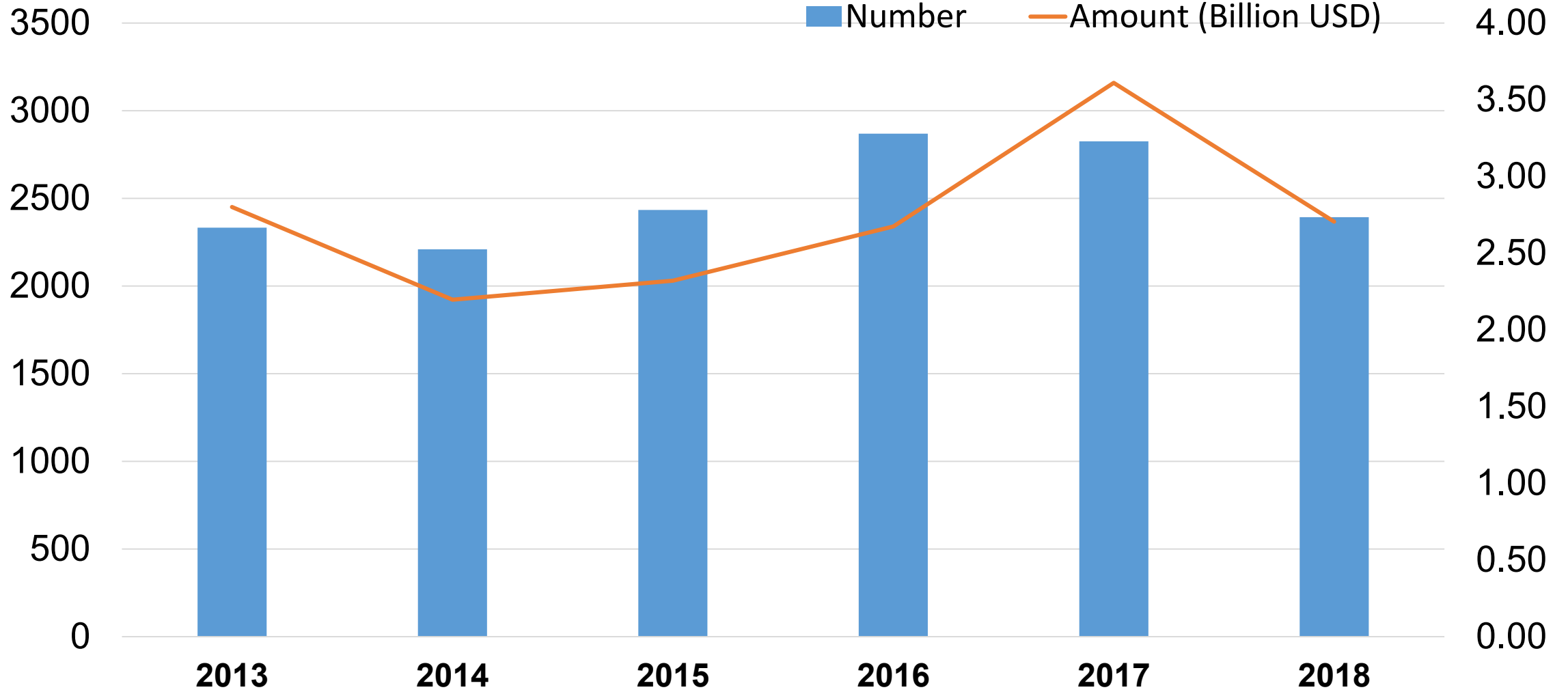


Total Cumulative Approvals (1967-2017) amounts to **102 billion USD**

# Our Size of Operations

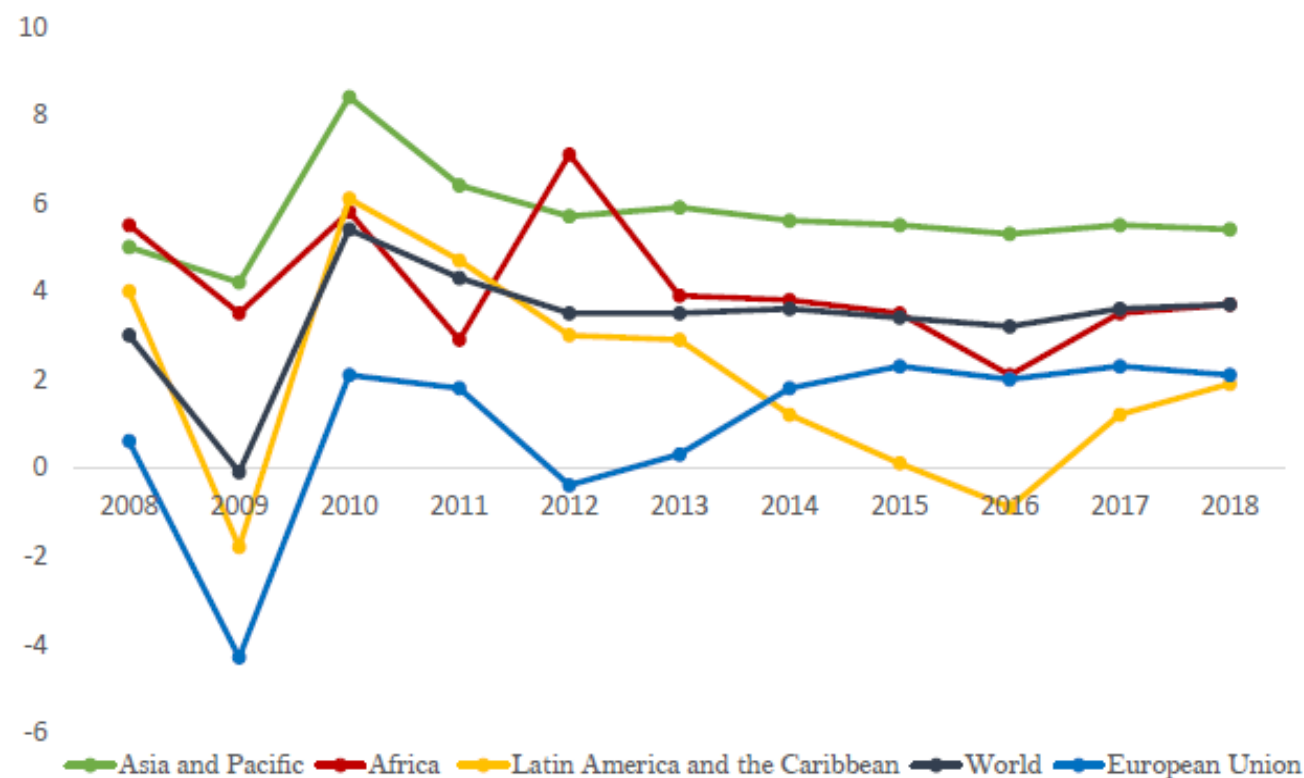
**Number**

**Value**



# ENCOURAGING FACTS – SUSTAINED GROWTH

Sustained economic growth in most countries (17 countries with growth rates above 5% in 2017) and sometime outperforming the rest of the world (7 countries among the top 20 world's fastest growing economies in the world)



Rank	Country	Real GDP Growth Rate
1	Macao SAR	13.4
2	Ethiopia	8.5
3	Côte d'Ivoire	7.6
4	Nepal	7.5
5	Myanmar	7.2
6	Bangladesh	7.1
7	Djibouti	7
8	Cambodia	6.9
9	Lao P.D.R.	6.9
10	China, People's Rep. of	6.8
11	Senegal	6.8
12	Guinea	6.7
13	India	6.7
14	Philippines	6.6
16	Tanzania	6.5
17	Turkmenistan	6.5
19	Burkina Faso	6.4
20	Vietnam	6.3

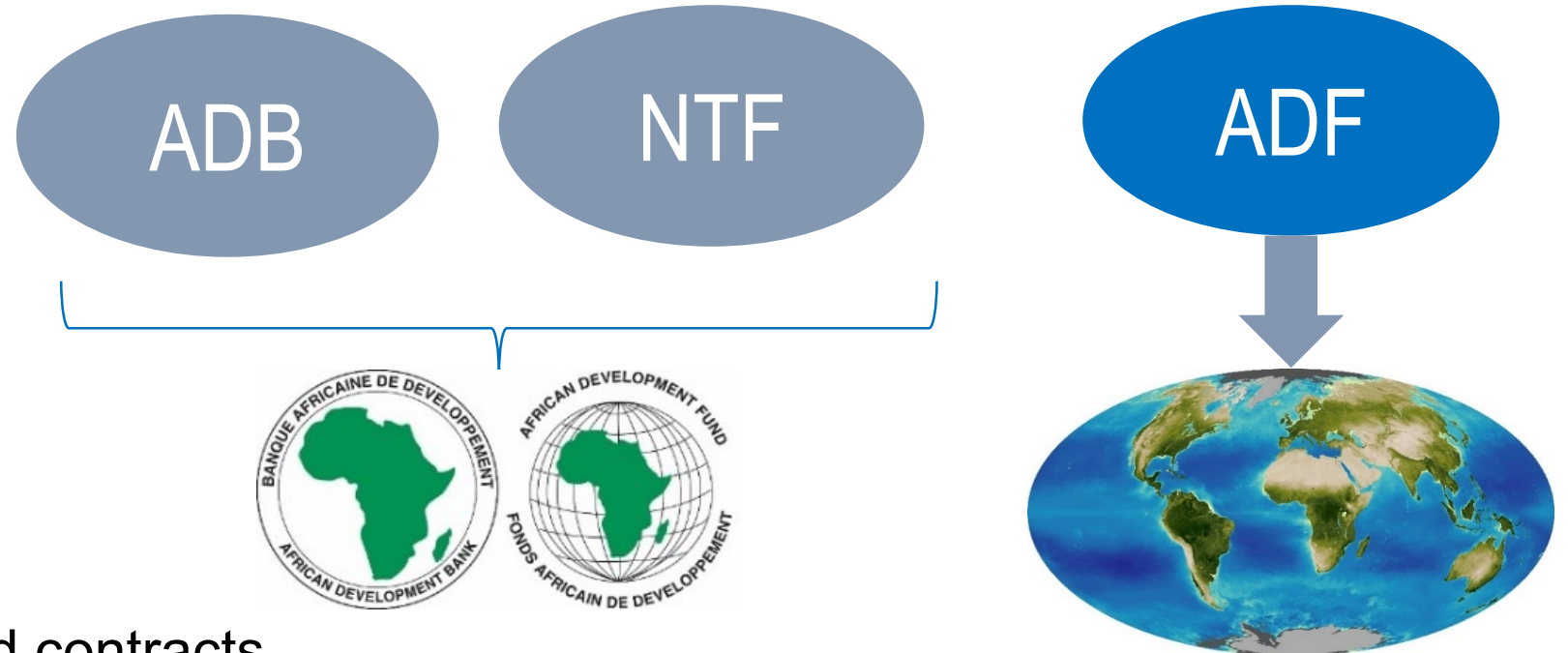


Source: IMF, WEO, 2017



# Who is Eligible To Participate in Bank-Financed Procurements?

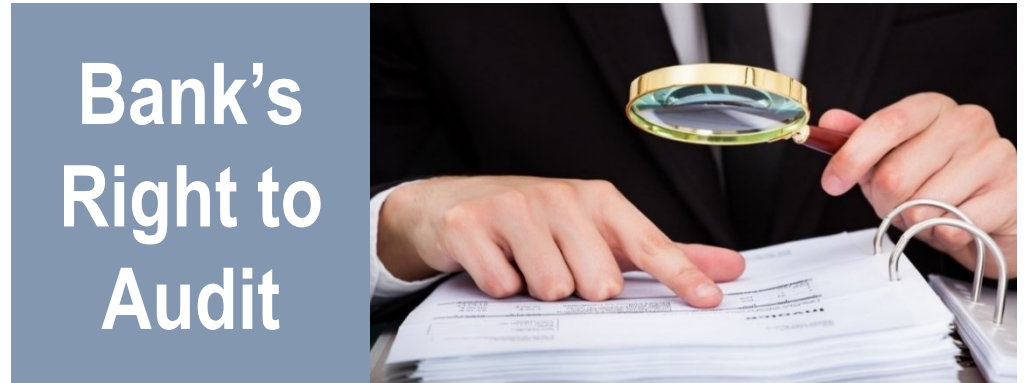
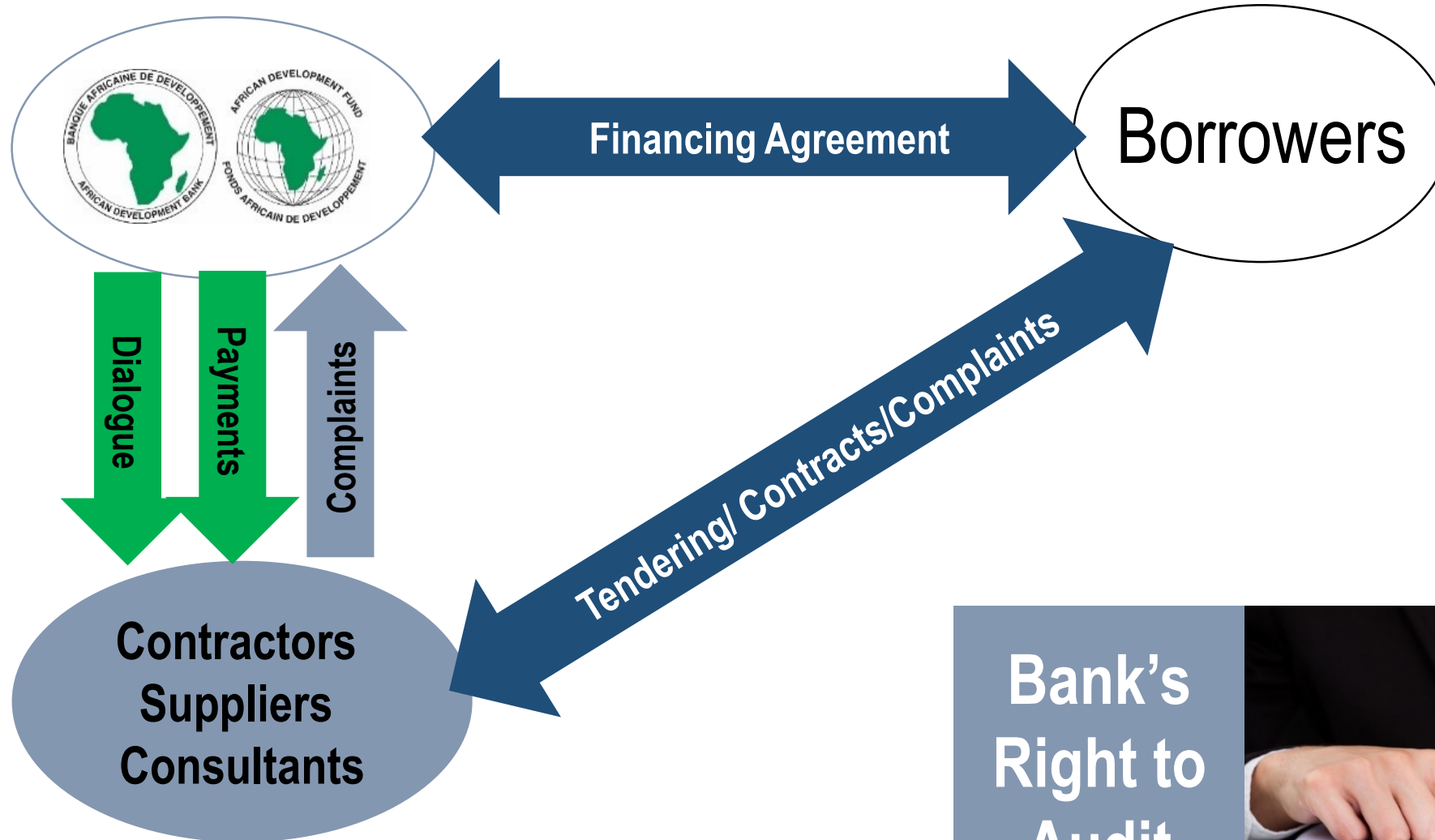
## Rule of Origin



## Waivers:

- ADB-ADF jointly co-financed contracts.
- Reliance on BPS or Third Party rules and procedures.
- The Bank/EBRD/EIB MRA.
- ERA
- Case by case.

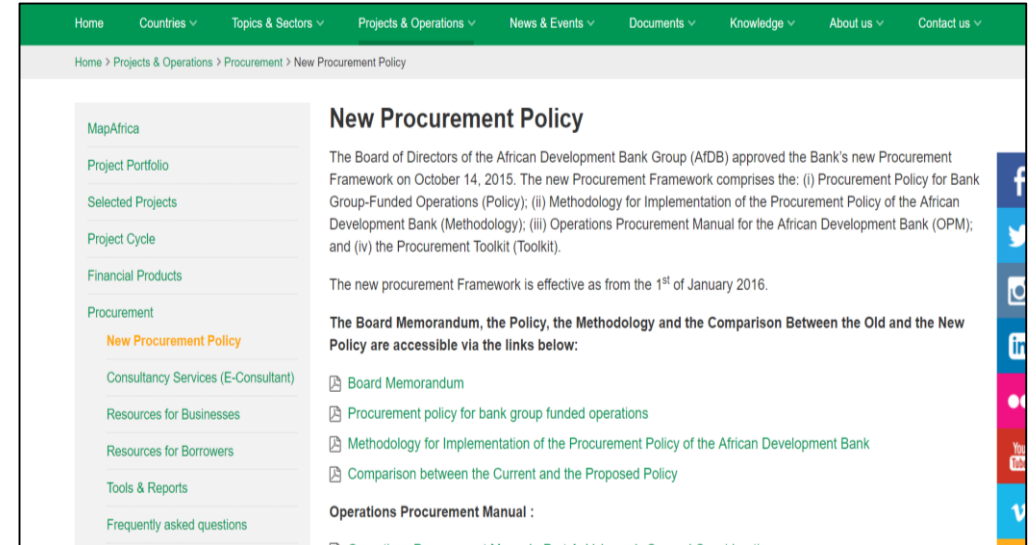
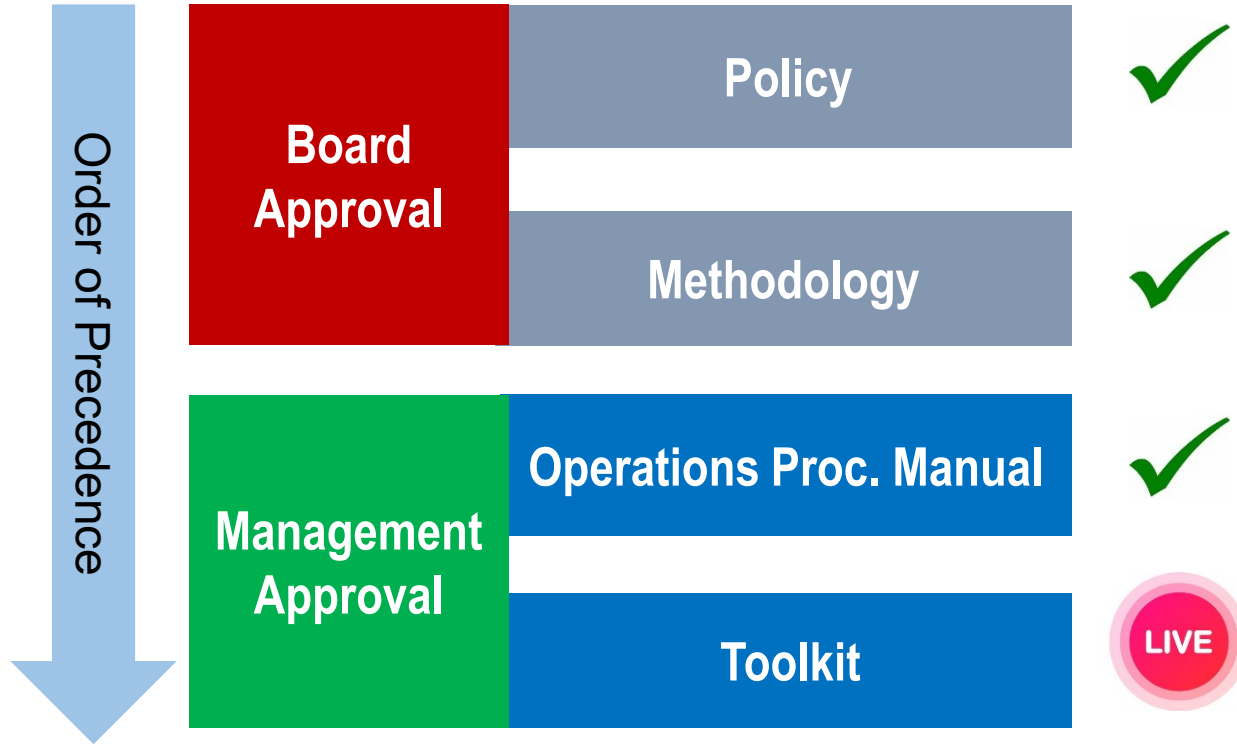
# Procurement Relationships





## 2. Overview of the Bank's Procurement Framework

# The Procurement Framework



<https://www.afdb.org/en/projects-and-operations/procurement/new-procurement-policy/>

# Risk-Based Fit for Purpose Approach To Procurement



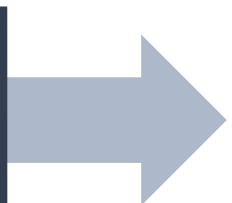
**Country**



**Sector**



**Project**



Risk-based assessment of the Borrower Procurement System



Use of Borrower Procurement System in FULL

BPSs cannot be relied upon due to risks and other factors



Use of Bank's PMPS

In FCS, emergency situations or when joint co-financing



Use of third Party rules and procedures

# Main Features of the Bank's Procurement Framework

- ✓ Value for money
- ✓ Development of national industries
- ✓ Fragile situations
- ✓ Co-financing
- ✓ E-Procurement
- ✓ Complaints
- ✓ ESRP
- ✓ Beneficial ownership
- ✓ Contract monitoring



# Approach To Private Sector Operations

- ✓ Accepted commercial practices
- ✓ Conformity with the Procurement Plan
- ✓ Fair market price
- ✓ Adapting to various business models (PPP, etc.)
- ✓ Post review
- ✓ Ensuring Economy, Efficiency, Transparency and Open Competition for large contracts
- ✓ Performance and contract management
- ✓ Eligibility





### 3. Important Information



# Our Projects – MAP Africa

<https://www.afdb.org/en/projects-and-operations/mapafrica>

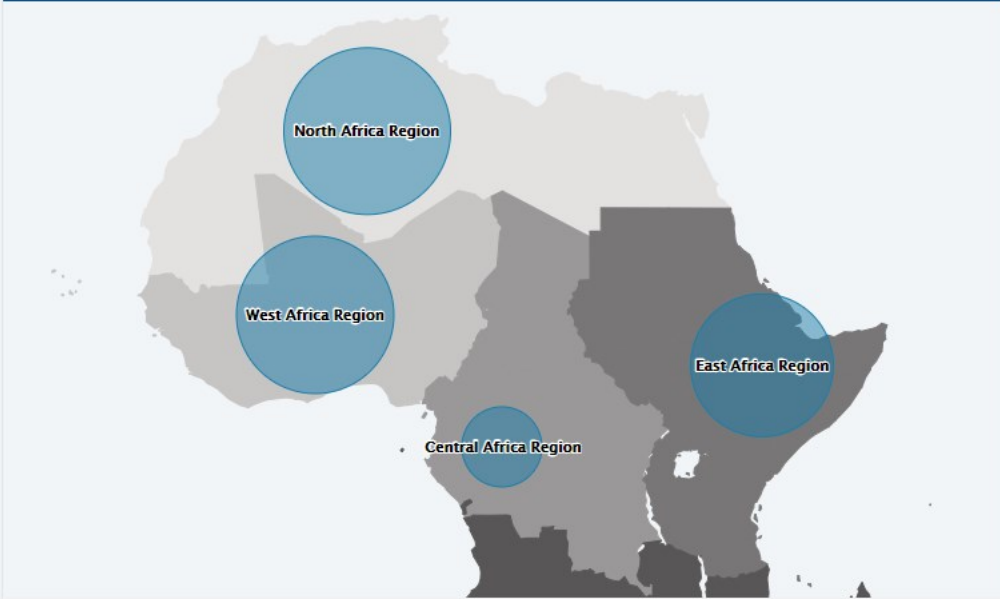
The screenshot displays the 'MapAfrica' interface, which is part of the African Development Bank Group's project tracking tools. At the top, the logo 'MapAfrica' is accompanied by the tagline 'Tracking the High 5s'. Below the logo, a 'REFINE SEARCH BY:' sidebar offers filters for Country, Sector, Year, Flagship projects, Legend, and How it works. The main map area shows the continent of Africa with numerous blue circular markers indicating project locations, primarily concentrated in West and Central Africa. Above the map, five navigation tabs are visible: 'Light up & power Africa' (lightning bolt icon), 'Feed Africa' (wheat icon), 'Industrialize Africa' (factory icon), 'Integrate Africa' (mountain icon), and 'Improve the quality of life for the people of Africa' (family icon). The 'Integrate Africa' tab is currently selected. The footer contains links for 'Terms & Conditions', 'Disclosure and Access to Information', 'Sitemap', 'Search', 'Glossary', 'RSS Feeds', and a copyright notice for the African Development Bank Group, dated 2018. The map is powered by Leaflet and Esri.

# Our Projects – Data Portal

<https://projectsportal.afdb.org/dataportal/>



### Investment Volume by Region



### High 5 in UA million

🏠	Improve Life of People in Af...	11,757
⚡	Light Up and Power Africa	11,309
🌐	Integrate Africa	7,982
🍷	Feed Africa	6,850
🏭	Industrialize Africa	1,583

### Top 5 - Countries in UA million

🌐	Multinational	11,728
🇲🇦	Morocco	7,470
🇹🇳	Tunisia	6,237
🇳🇮	Nigeria	5,177
🇪🇬	Egypt	4,313

### Top 5 - Sources of Financing in UA million

🏦	African Development Bank	49,308
🏦	African Development Fund	32,719
🏦	Fragile States Facility	1,904
🏦	The Japan International Co...	485
🏦	Nigerian Trust Fund	362

### Top 5 - Sector in UA million

🚗	Transport	17,187
🏠	Multi-Sector	17,029
⚡	Power	12,559
🌾	Agriculture and Rural Development	11,009

# Important Links

- Quarterly Operations Summary:

<https://www.afdb.org/en/documents/project-related-procurement/quarterly-operational-summary-qos/>

- Procurement Statistics:

<https://www.afdb.org/en/projects-and-operations/procurement/tools-reports/procurement-statistics/>

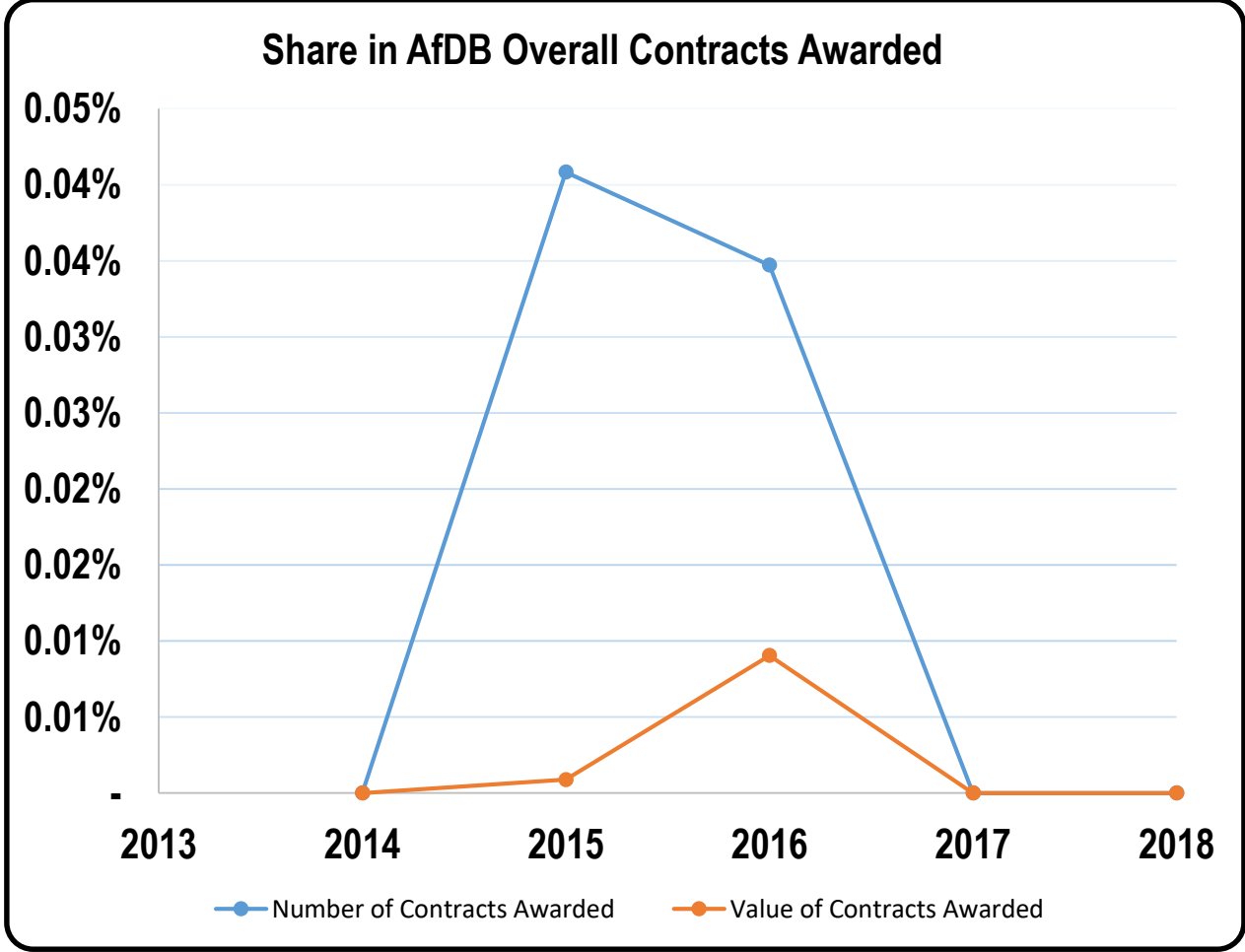
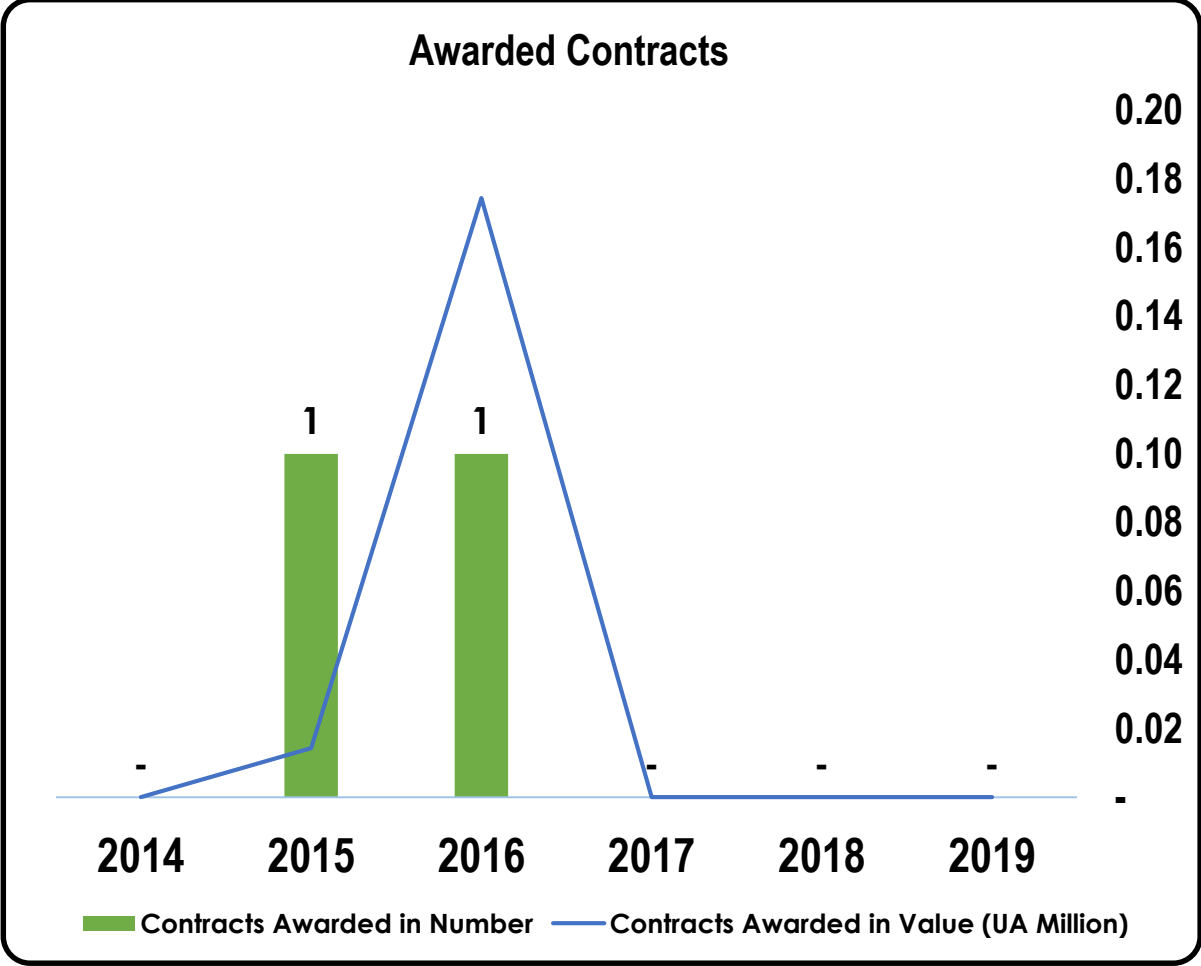
# Important General Information

- AfDB Procurement Policy and Procedures:  
<http://www.afdb.org/en/projects-and-operations/procurement/new-procurement-policy/>
- AfDB Standard Bidding Documents:  
<http://www.afdb.org/en/projects-and-operations/procurement/resources-for-borrowers/standard-bidding-documents/>

# Specific Information

- **General Procurement Notice (GPN):**  
<http://www.afdb.org/en/projects-and-operations/procurement/resources-for-businesses/general-procurement-notices-gpns/>
- **Specific Procurement Notice (SPN):**  
<http://www.afdb.org/en/projects-and-operations/procurement/resources-for-businesses/specific-procurement-notices-spns/>
- **UNDB journal**  
<https://www.devbusiness.com/>

# Contracts Awarded To Firms From Luxembourg



Two services contracts in the social sector

# Bid Preparation - What not to do -

- ✓ No bid security
- ✓ Do not submit conditional bid
- ✓ Insufficient amount of bid security
- ✓ Lack of supporting documents
- ✓ Incomplete bids
- ✓ Partial bids
- ✓ Absence of test reports if required
- ✓ Bids not signed
- ✓ Conflicts of interest not disclosed



# Advice - Final check of bid

- ✓ Amount, validity and text of bid security
- ✓ Signatures and power of attorney
- ✓ Joint venture agreement enclosed
- ✓ References enclosed
- ✓ Discounts in covering letter or appropriate place as Specified in the bidding document
- ✓ Marking of envelopes as appropriate





# Why Participate in Bank-Financed Procurements

- ✓ Billions of dollars worth of business
- ✓ Equal opportunity & fair treatment
- ✓ Opportunities to work in Africa
- ✓ Opportunities to enter developing markets
- ✓ Certainty of process & high standards of integrity
- ✓ High certainty of payment
- ✓ Variety of contract sizes
- ✓ Opportunities suitable for SMEs to large multinationals
- ✓ Wide variety of sectors



# Contact Details

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Thank You



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Building today a better tomorrow