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The AfDB Group: Opportunities for U.S. companies

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INTRODUCTION

Speaker:
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Senior Commercial Officer

What are MDBs?

- The five MDBs lend billions of dollars in developing countries for projects aimed at:
 - Accelerating economic growth and social development
 - Improving health and education,
 - Advancing infrastructure development
 - Encouraging level playing field, good governance, transparency, and rule of law



What are MDBs?

- Each MDB differs in:
 - Geographic coverage
 - Emphasis on public vs private projects
 - Overall development goals.
- When an MDB finances a project, all responsibility for its implementation rests **with the borrower**, with oversight and support from the MDB

Why Bid on MDB-Funded Contracts?



▪ A large procurement market



- Opportunities to work globally
- Opportunities to enter developing markets



- Equal opportunity & fair treatment
- 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
- Demand for variety of specializations

MDB New Procurement Framework

BEFORE

One size fits all

Limited options, very prescriptive

Fraud and Corruption seen as primary challenge

Mixed capacity - clients, suppliers and Bank

Arms-length approach to markets

Primary focus on selection phase

AFTER

Key focus on results

Fit-for-purpose approach enabling value-for-money and innovation

Flexible, risk-based decision-making

Early, proactive market engagement

Capacity building

Dynamic risk management, enhanced integrity, fairness and transparency

Increased focus on contract management

U.S. & Foreign Commercial Service at the MDBs

The Commercial Service Liaison Offices are an integral part of U.S. representation, assisting U.S. companies on how to work with the bank, assist on procurement and contracting issues to ensure fair and equal treatment, and help increase the proportion of MDB projects won by U.S. firms.

Services include:

- Counseling on how to approach the MDB and borrowing governments.
- Meeting with MDB project managers to provide U.S. firms with updates on specific projects.
- Identifying upcoming projects that present a good opportunity for U.S. firms.
- Identifying funded projects with business opportunities for U.S. companies.
- Informing U.S. firms of relevant Invitations to Bid (specific procurement notices).
- Keeping U.S. firms informed of MDB procured contracts, including policy studies (on subjects such as gender, the environment, etc.) and goods/services directly procured by the MDB.



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OPPORTUNITIES FOR U.S. COMPANIES AT THE AfDB

Speaker:
Elvire Kodio
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AGENDA

- Introduction
- Opportunities for U.S. companies
- Steps for success
- Nigeria and the AfDB
- AfDB website & resources
- Working with CS AfDB



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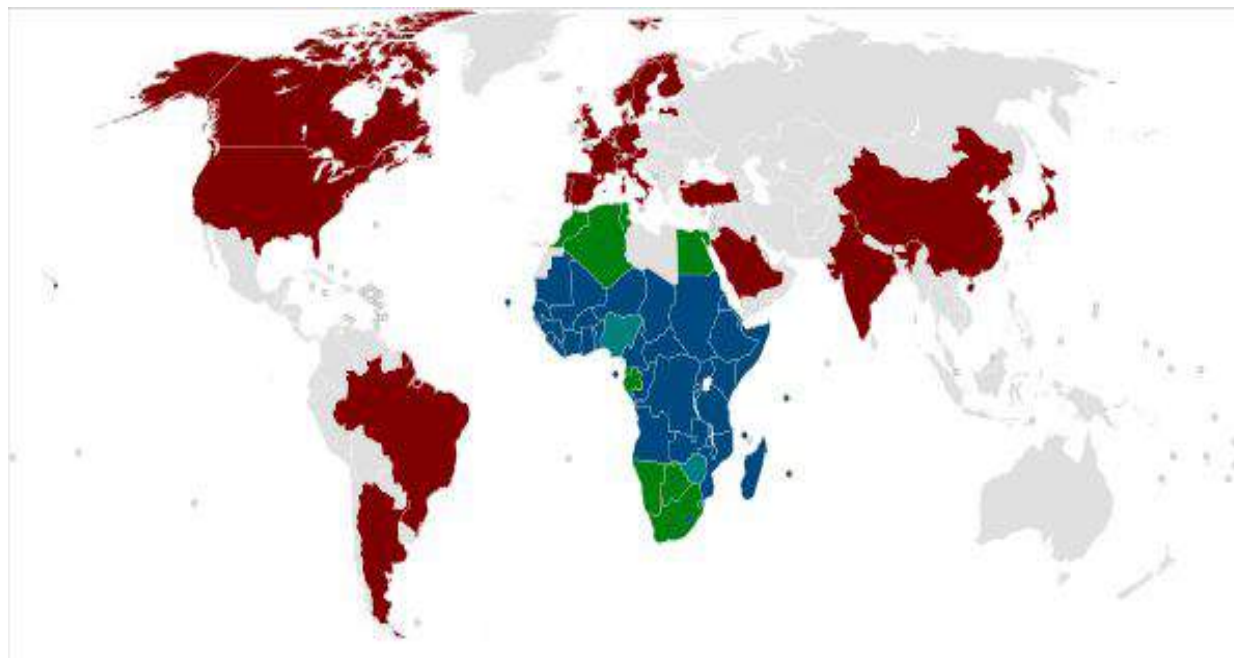
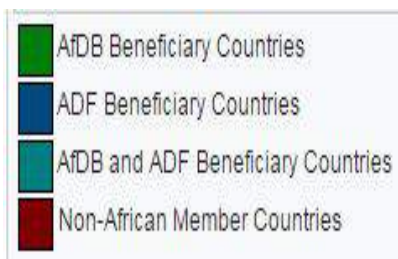
INTRODUCTION



- African nations founded the AfDB in 1964. The United States joined in 1983.
- The AfDB Group provides assistance through two main windows - the **African Development Bank (AfDB)**, which lends at market-based rates, and the **African Development Fund (ADF)**, which provides grants and concessional financing to the least developed countries of the continent. The Bank also manages Trust Funds.
- In 2019, through over **293 project approvals** across the High 5 priority areas, the **AfDB approved a total of \$6.94 billion** in loans, equity investments, lines of credit, and guarantees, and **the ADF approved \$1.6 billion** in concessional loans and grants.

AfDB Shareholding

- 54 African Countries (Regional Member Countries)
- 27 non-African Countries (non-Regional Member Countries)



THE HIGH 5 PRIORITIES

The High 5s – accelerate Africa's transformation

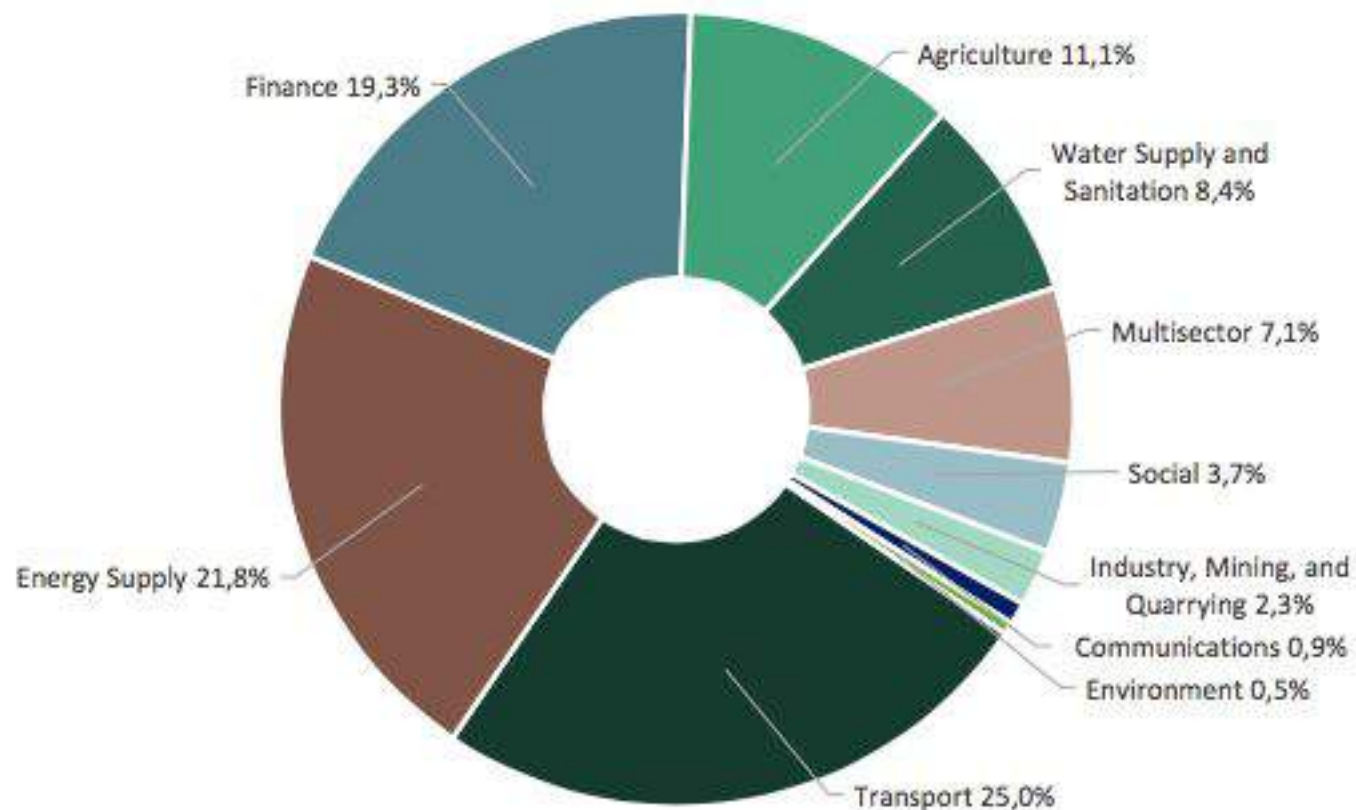
Delivering on the Bank's Ten Year Strategy to achieve inclusive growth and help Africa gradually transition to green growth



The High 5s will help Africa achieve close to 90% of the United Nation's Sustainable Development Goals (SDGs) and are intrinsically linked to the African Union's Agenda 2063



Figure 2.4: Bank Group portfolio distribution across sectors at end 2019





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OPPORTUNITIES FOR U.S. COMPANIES



3 TYPES OF OPPORTUNITIES

- **Project Procurement** An AfDB borrowing country government borrows funds from the AfDB Group for a public works project (goods, works, services); that government runs a public competition and selects vendors.
- **Corporate Procurement** The AfDB Group itself runs a competition for services, goods and works for its internal needs.
- **Private Sector Operations** U.S. and other AfDB member country private sector firms partner with AfDB Private Sector Operations on financing solutions in support of private sector activities.



TRANSPORT - EBONYI STATE RING ROAD PROJECT



Project description

The Ebonyi State Ring Road Project aims to provide improved and sustainable access to economic opportunities and social services, and to enhance the capacity of relevant government institutions to enhance the socio-economic development of the State.

Procurement needs:

- Consultancy for environmental and safety services
- Consultancy for the supervision of the Abakaliki ring road
- Construction of road
- Financial auditing



AfDB Commitment: USD 41 million
Status: Implementation



ELIGIBILITY CRITERIA PRIVATE SECTOR OPPORTUNITIES

Must be incorporated in a member country

Must be majority owned by private sector

Project must be commercially viable

Project sponsor must be in good standing with the Bank

Project must aim at max. development impact

The AfDB's max. participation 33%



FOCUS: FINANCING SOLUTIONS IN THE ENERGY SECTOR

LENDING

- Fully flexible loans for Middle-Income Countries
- Standard private sector loans

GUARANTEES

- Partial Risk Guarantee
- Partial Credit Guarantee
- Breach of contract

EQUITY

- Ceiling of 25% ownership
- Example: Private Equity Portfolio targeting clean energy projects

TRUST FUNDS

- SEFA
- FEI on-grid, FEI off-grid
- PEVP



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STEPS FOR SUCCESS



U.S. firms who win AfDB-supported contracts do these three things simultaneously:

They have experience in Africa



They develop relationships with the AfDB



They bid on projects





Know your market/client

- Read the Project Summary documents, notices, and Country Strategy Papers.
- Register for automatic alerts for projects/consultancy opportunities. Write or call the named Point of Contact to clarify project specifications.
- Review contract award notifications: look at possibility of serving as a subcontractor or supplier to a prime.

Execute your strategy

- Leverage your local presence or local contacts.
- Understand and be prepared for realistic timelines regarding financing, production, and resources.
- Demonstrate your proven expertise, highlight the development impact, and the value for money.
- Submit your bid, or partner to be a supplier or sub-contractor.

What if you don't win

- Ask for a debrief, and please bid again!



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NIGERIA AND THE AfDB



NIGERIA COUNTRY STRATEGY PAPER 2020 - 2024

Strengths

- Largest African economy in GDP terms
- Major oil and gas producer in Africa and 4th globally

Opportunities

- Untapped agriculture potential
- Untapped renewable energy potential (solar, wind...)

Weaknesses

- High dependence on oil revenue (90% of exports)
- Physical infrastructure deficit

Challenges

- Rapid population growth rate
- Insecurity fueled by sporadic Boko Haram attacks



NIGERIA COUNTRY STRATEGY PAPER 2020 - 2024

To achieve the CSP's main objectives, the Bank deploy a combination of instruments in 2 **priority areas**



1 - Supporting infrastructure development



2 - Promoting social inclusion through agribusiness skills development



INDICATIVE OPERATIONS PROGRAM 2020 - 2024

INFRASTRUCTURE DEVELOPMENT		SOCIAL INCLUSION	
Qua Iboe power project	2024	Special agro-industrial processing zones	2021
Technical assistance to aviation sector	2021	Forest, land restoration and resilience project	2024
Bakassi deep seaport project	2023	Brass fertilizer project	2024
Kaduna City water & sanitation expansion project	2024	Inclusive higher education	2022
Support to health diagnostic infra. dvpt	2023	Technical and vocational education training skills for industry	2024

Source: Nigeria CSP 2020 - 2024



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NIGERIA AND THE AfDB

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AfDB WEBSITE & RESOURCES



COUNTRY PAGES

- North Africa
- West Africa
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- Liberia
- Mali
- Niger
- Nigeria**
- Nigeria Economic Outlook
- Senegal
- Sierra Leone
- Togo

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Nigeria




Nigeria Economic Outlook

Nigeria's economy entered a recession in 2020, reversing three years of recovery, due to fall in crude oil prices on account of falling global demand and containment measures to fight the spread of COVID-19. The containment measures mainly affected aviation, tourism, hospitality, restaurants, manufacturing, and trade. Contraction in these sectors offset demand-driven expansion in financial and information and communications technology sectors. Overall real GDP is estimated by the Bank to have shrunk by 3% in 2020, although mitigating measures in the Economic Sustainability Programme (ESP) prevented the decline from being much worse.

[Read more](#)

Key Facts

Flag: 
Capital: [Abuja](#)





PROJECT INFORMATION

www.afdb.org

Projects & Operations

Procurement

The screenshot shows the AfDB website interface. At the top, there are logos for the African Development Bank Group and a 50th anniversary emblem. The main navigation bar includes: Home, Countries, Topics & Sectors, **Projects & Operations**, News & Events, Documents, and Knowledge. A secondary navigation bar shows: Home > **Projects & Operations** > Procurement > Resources for Businesses.

The left sidebar contains a menu with the following items: MapAfrica, Project Portfolio, Selected Projects, Project Cycle, Financial Products, Procurement, Consultancy Services (DACON), **Resources for Businesses**, Guide to business opportunities, General Procurement Notices (GPNs), Invitation for Bids, Specific procurement notices (SPNs), Expressions of interest for consultants, Contract awards, and Procurement plans.

The main content area is titled "Resources for Businesses" and contains the following text:

The African Development Bank funds development projects and program in Africa in accordance with its mandate. Such funding generates opportunities for the business communities within the 78 member countries and provides them with an opportunity to support economic and social development in the continent.

The African Development Bank's charter requires that bidders for contracts in projects financed by the Bank Group should be nationals of one of the 78 member countries. The charter of the African Development Fund was amended recently to permit procurement from suppliers, contractors and consultants from any country. Further conditions for eligibility are given in the Procurement Policies of the Bank.

Interested bidders will be able to find tender notices, expressions of interest for consulting services, and contract award information in this section.

The Bank has a well defined complaint procedure for bidders and contractors who are dissatisfied with the process followed. This process is described in the Procurement Policies of the Bank.

Note: This section does not deal with bidding opportunities for provision of goods, works and services for the internal requirement of the Bank. Information relating to these opportunities is available [here](#).

Below this text is a section titled "General Procurement Notices (GPNs)" with a table:

Date	Title:
12/03/2015	GPN - Nigeria - Agricultural transformation agenda support program phase-1 (ATA SP-1) - 03 2015 (117 LR)



CONSULTANCY SERVICES

The screenshot shows the AfDB website header with logos for the African Development Bank Group and a 50th anniversary emblem. The navigation menu includes Home, Countries, Topics & Sectors, Projects & Operations, News & Events, Documents, and Knowledge. A secondary menu shows Home, Projects & Operations, Procurement, and Consultancy Services (DACON). The main content area is titled "Consultancy Services (DACON)" and contains the following text:

Consultancy Services (DACON)

AfDB DACON is a database of Individual Consultants and Consulting Firms maintained by the African Development Bank Group.

From the AfDB DACON site, you can register yourself as an Individual Consultant or register a Consulting Firm.

▸ **Login or Register now!**

Warning: Kindly use Internet Explorer to access DACON site.

If you have any questions, please send an email to: adb-dacon@afdb.org

The left sidebar menu includes: MapAfrica, Project Portfolio, Selected Projects, Project Cycle, Financial Products, Procurement, ▸ Consultancy Services (DACON), ▸ Resources for Businesses, and ▸ Resources for Borrowers.

www.afdb.org

Projects & Operations

Procurement

DACON



projectsportal.afdb.org

THE DATA PORTAL

Data Portal | PROJECTS | COUNTRIES | SOURCES OF FINANCING | SECTORS

Total number of Projects from 1967: **4827**

- 172 Approved
- 898 Ongoing
- 3550 Completed
- 207 Canceled

Investment Volume by Region

North Africa Region

High 5		in UA million
Improve Life of People in Af...		56,995
Integrate Africa		28,736
Light Up and Power Africa		23,534
Feed Africa		16,097
Industrialize Africa		13,460

Top 5 - Countries		in UA million
Multinational		13,415
Morocco		8,934
Tunisia		6,694
Nigeria		5,513
Egypt		4,476

Top 5 - Sources of Financing		in UA million
African Development Bank		56,967
African Development Fund		35,137
Fragile States Facility		2,615



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AfDB WEBSITE & RESOURCES

THE QUARTERLY OPERATIONS SUMMARY

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



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IMPORTANT LINKS

General Procurement Notices

<https://www.afdb.org/en/projects-and-operations/procurement/resources-for-businesses>

Specific Procurement Notices

<https://www.afdb.org/en/documents/project-related-procurement/procurement-notices/specific-procurement-notices>

UN Business Development

<https://devbusiness.un.org/>



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WORKING WITH CS AfDB



AfDB COMMERCIAL LIAISON OFFICE

- **Guide to Doing Business with the MBDs**
- **Visit www.afdb.org**
- **Contact us for information, a meeting, or one of our tailored services:**
 - specific project information & navigating opportunities
 - meetings with key AfDB staff
 - developing a strategy on how to position the firm to win AfDB-financed contracts
 - assistance with procurement issues



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Merci – Obrigado – Shukran - Asante – Ameseginalehu –
Dupe – Na Gode - Thank you – Ngiyabonga - Enkosi!

