



ILLINOIS
GLOBAL
PARTNERSHIP

Doing business with the World Bank Group

Overview of projects and opportunities

May 11, 2009
Electric Power Conference
Donald E. Stephens Convention Center
Rosemont, IL

World Bank PSLO

- Illinois Global Partnership became the World Bank's first "**Private Sector Liaison Office**" (PSLO) in the U.S. with the goal of increasing the number of U.S. firms participating in World Bank-funded projects.
- 100 Private Sector Liaison Offices in 79 countries
- The PSLO's facilitate companies' access to WBG business opportunities, services and knowledge, and act as the voice of their national private sector in advising the WBG on how to better engage companies on development issues.
- In addition to the WBG, the PSLOs also work closely with other multilateral development institutions, including the Inter-American Development Bank, Asian Development Bank and African Development Bank.

World Bank Group: Mission

“Help developing countries and their people reach the Millennium Development Goals by working with our partners to alleviate poverty.”

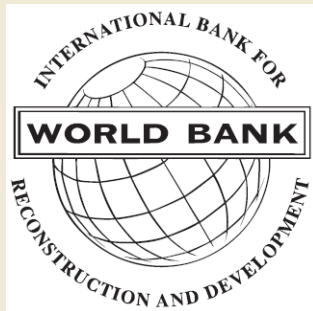


Millennium Development Goals

- Agreed to by 189 nations in 2000 at the United Nations Millennium Summit
- The goals for sustainable poverty reduction set specific targets:
 - ⇒ Eradicate extreme poverty and hunger
 - ⇒ Achieve universal primary education
 - ⇒ Promote gender equality and empower women
 - ⇒ Reduce child mortality
 - ⇒ Improve maternal health
 - ⇒ Combat HIV/AIDS, malaria, and other diseases
 - ⇒ Ensure environmental sustainability
 - ⇒ Develop a global partnership for development

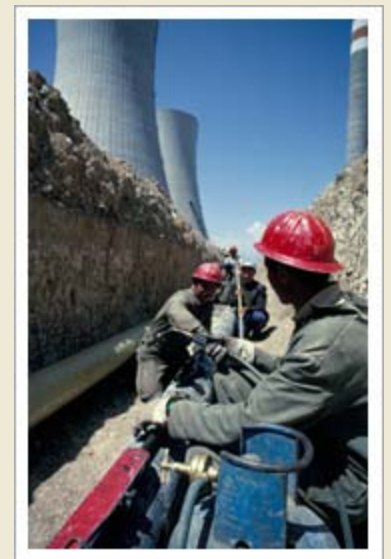


The World Bank Group



WBG Business Opportunities Summary

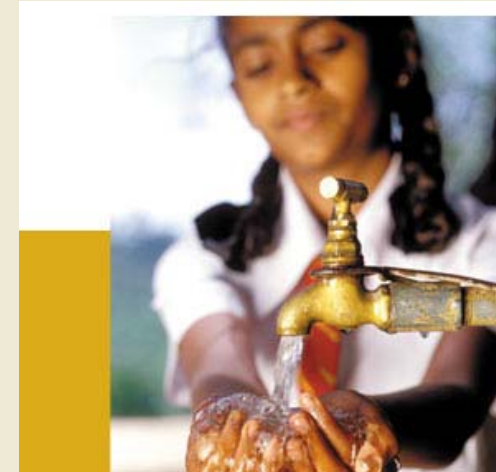
- Export Opportunities through procurement (IBRD & IDA)
- Financial Support for investments (IFC)
- Political Risk Mitigation (MIGA)
- Support for initiatives (Trust Funds)
- Technical Assistance and Advisory Services



The World Bank: IDA & IBRD

Loans are provided to the governments of developing countries to finance investments and promote economic growth through:

- Investment projects
- Economic reform packages
- Technical assistance



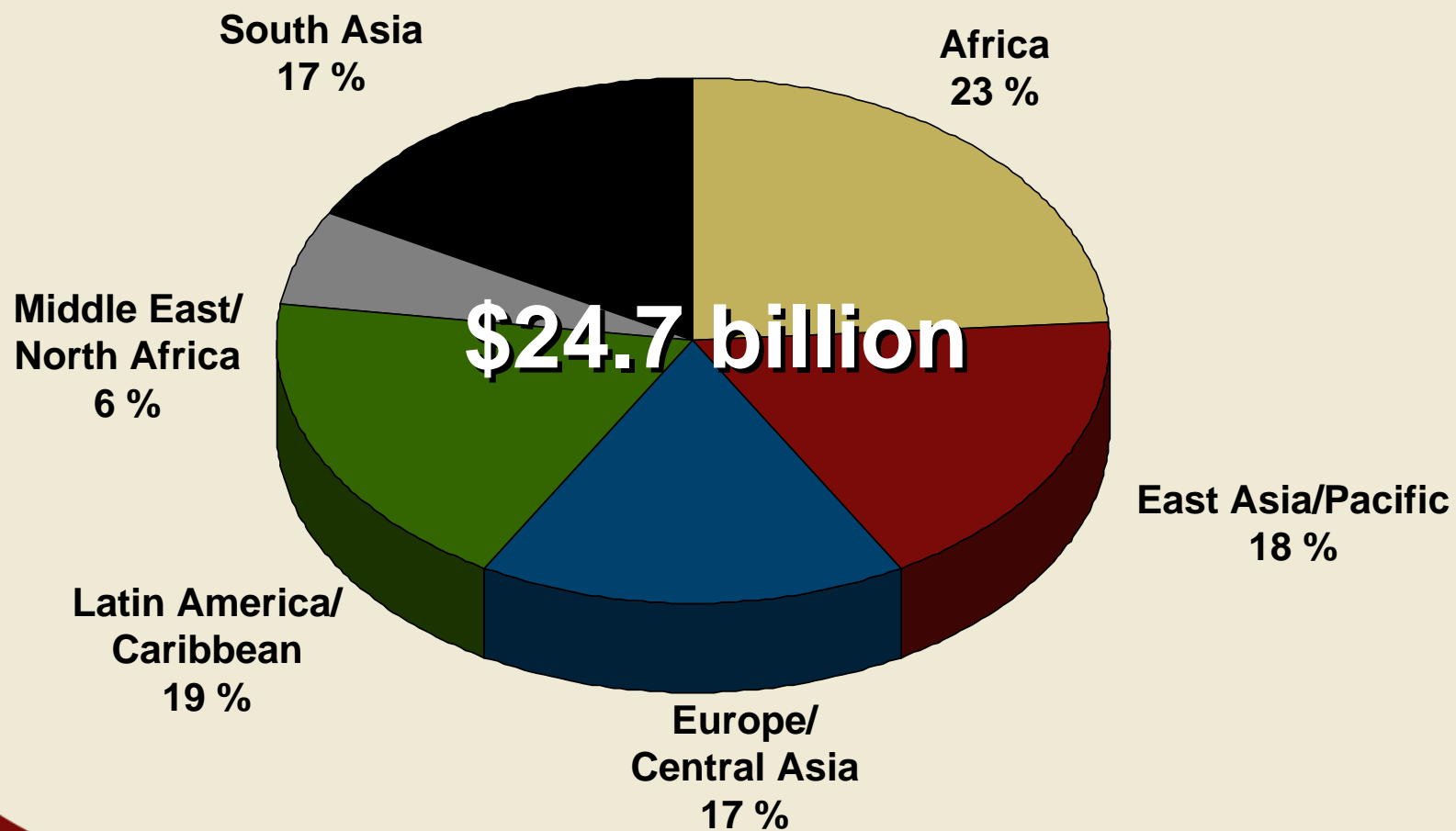
IDA/IBRD Business Opportunities: Export of goods and services

- 2 types of procurement: directly to the WBG or under a under WBG funded project
- \$25 billion in contracts = 40,000 procurement contracts/y
 - 90% below \$1 million and 60% below \$0.5 million
 - 83% goods, equipment, civil works and 17% consulting

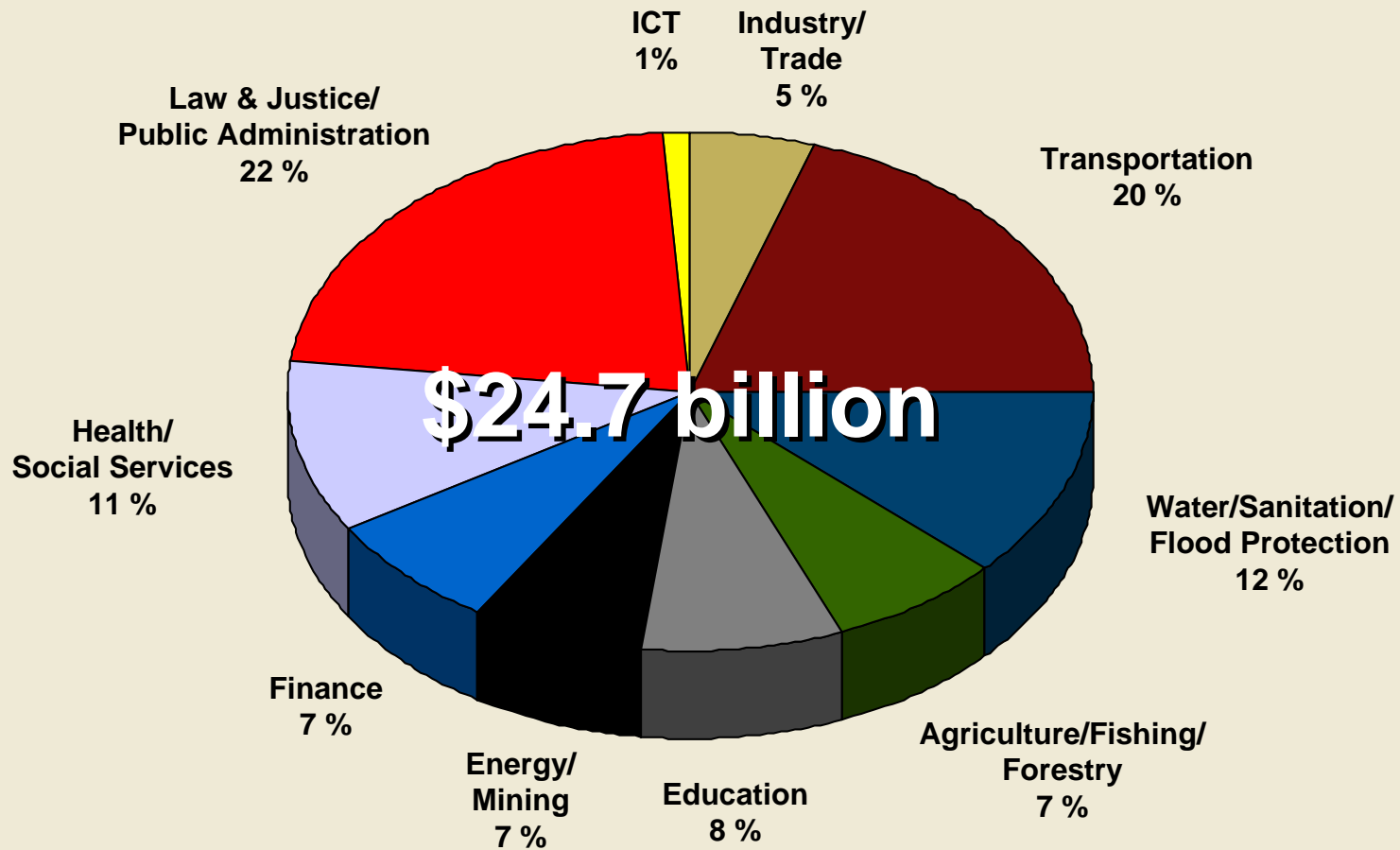
Types of Consulting Opportunities

Project Services		Advisory Services
Preparation	Implementation	
<ul style="list-style-type: none">• Sector studies• Master plans• Feasibility studies• Design studies• Specialist studies	<ul style="list-style-type: none">• Bidding documents• Procurement assistance• Construction supervision• Project management• Solutions integration• Training• SW development	<ul style="list-style-type: none">• Strategy & policy• Regulation• Institutional reform• Capacity building• Management & leadership

IBRD/IDA Lending by Region FY 2008

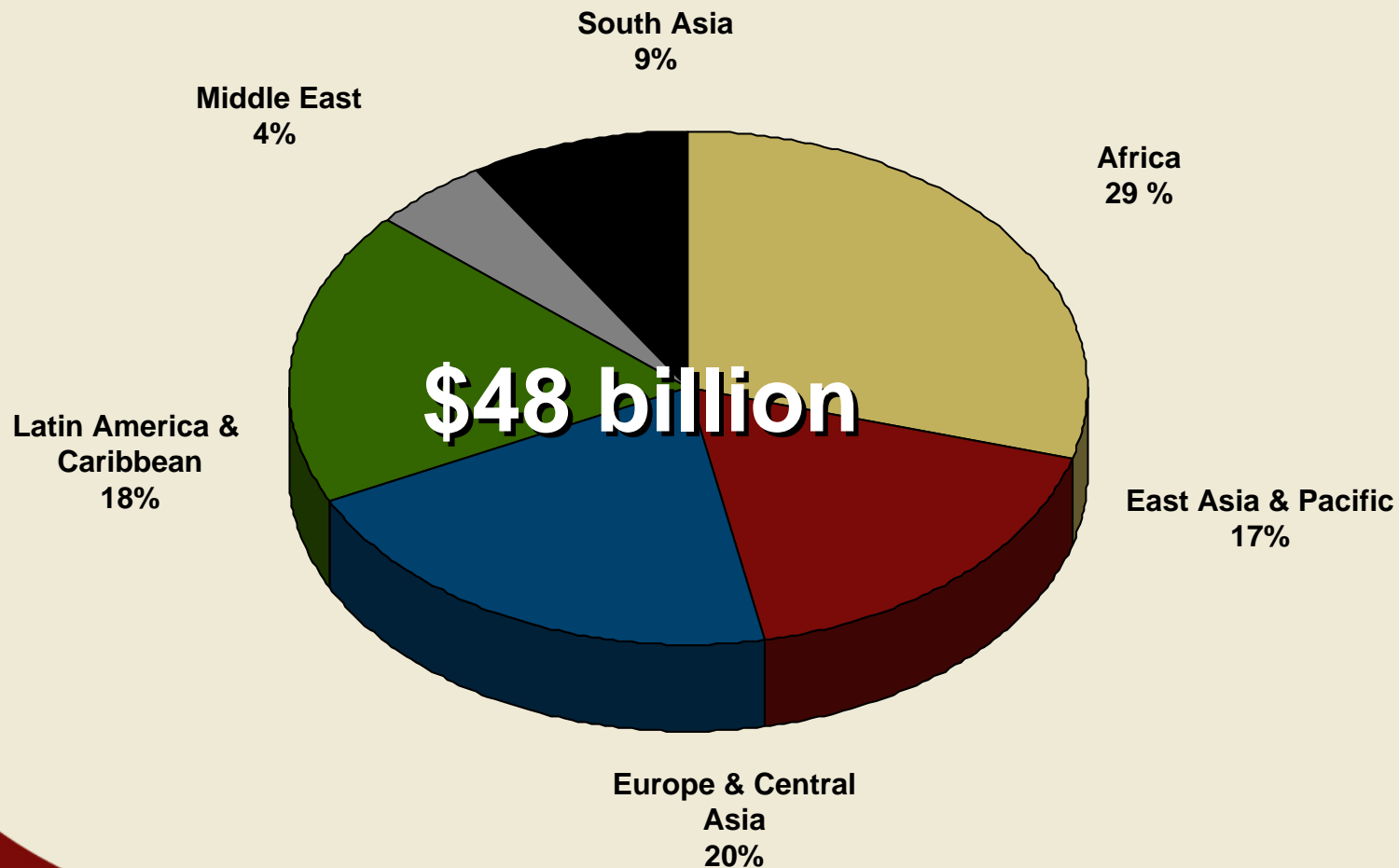


IBRD/IDA Lending by Sector FY 2008



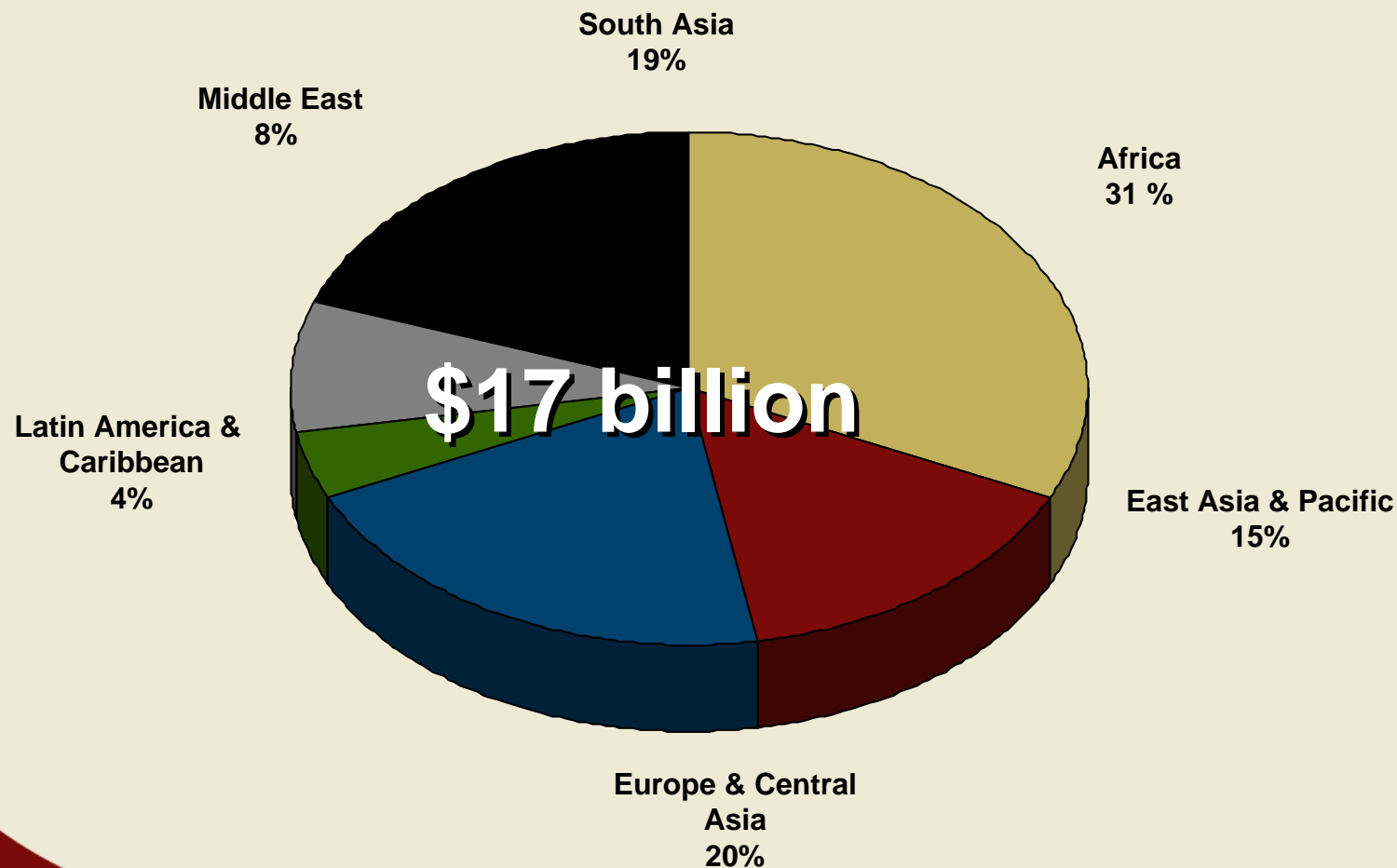
IBRD/IDA Lending in Energy & Mining Active Projects

409 Active Projects: 140 in Power (\$23B) & 91 in Renewable Energy (\$8B)



IBRD/IDA Lending in Energy & Mining Projects in the Pipeline

74 Projects in the Pipeline: 21 in Power (\$6B) & 18 in Renewable Energy (\$2B)



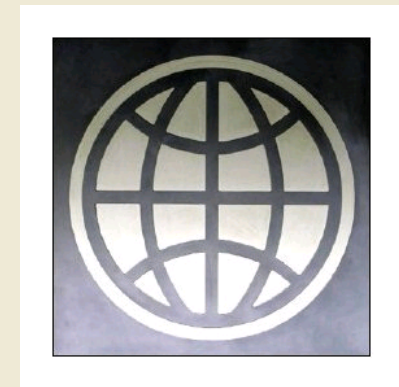
IBRD/IDA: Sample Project

- Project Name: 2nd Transmission and Distribution Project
- Borrower Country: Vietnam
- Total Project Cost: \$324 million
- Major Sector: Energy & Mining
- Implementing Agency: Ministry of Industry
- Contract Award: Supply of OPGW Cable & Fittings for Phu My-Song Transmission Line Contract
Amount: \$315,000
- Company Awarded: AFL Telecommunications, LLC, Duncan, SC



How to Track Opportunities

- World Bank website www.worldbank.org
 - Country Assistance Strategy
 - Sector Support Strategy
 - Monthly Operational Summary
 - Project Information Document
 - Project Appraisal Document



Working for a world free of poverty

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How to Track Opportunities

- UN Development Business and dgMarket (fee-based online services)
- www.devbusiness.com www.dgmarket.com
- General Procurement Notices
 - Requests for Expressions of Interest
 - Invitations to prequalification
 - Invitations for bids (also referred to as Specific Procurement Notices)



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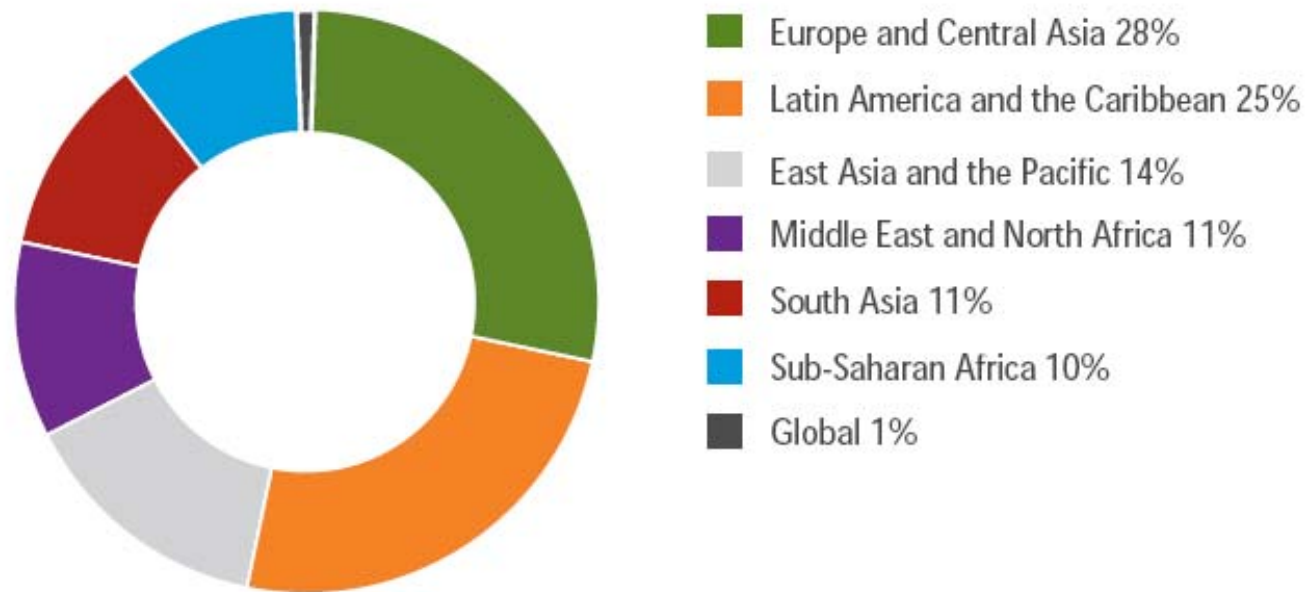
International Finance Corporation

- Financing of investments in developing countries to the private sector
Loans, Equity & Quasi-Equity, Loan Participation, Client Financial risk management, Structured Finance, Trade Finance
- Advisory Services and Resource Mobilization
- Technical assistance and SME development programs



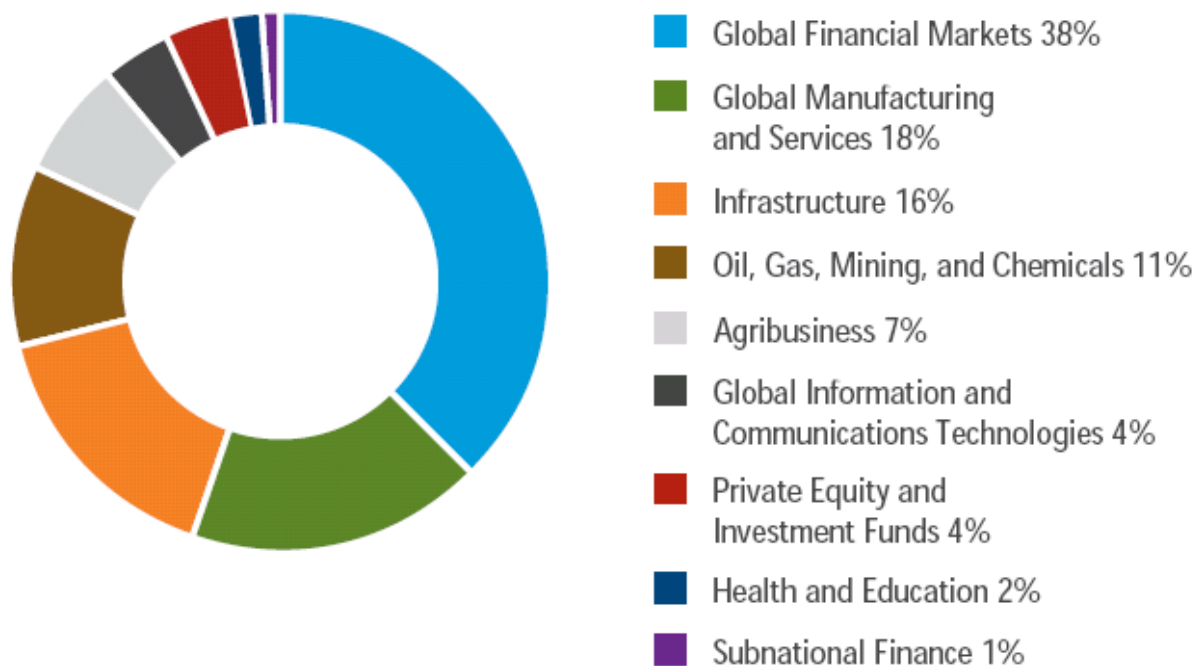
IFC Portfolio by Region

COMMITTED PORTFOLIO BY REGION



IFC Portfolio by Sector

COMMITTED PORTFOLIO BY INDUSTRY



IFC: Sample Project

- Project name: AES Geo Energy
- Location: Bulgaria
- Sector: Utilities
- Project Description: 156 MW St. Nikola Wind Farm
- Company name: AES Geo Energy
- Amount: \$40 million A loan from IFC (\$260 million total)
- Approved: September 11, 2008

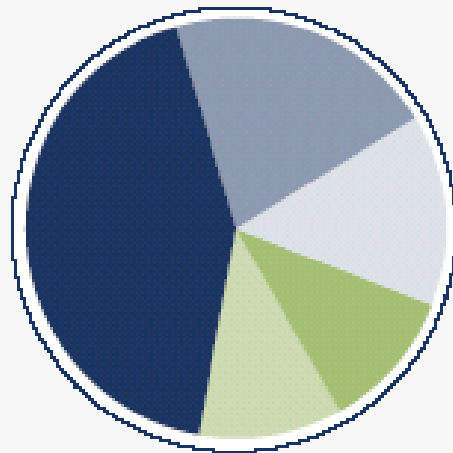


Multilateral Investment Guarantee Agency

- Political risk insurance
currency transfer restrictions, expropriation, war/civil disturbance, breach of contract
- Technical assistance for investment promotion
- Mediation



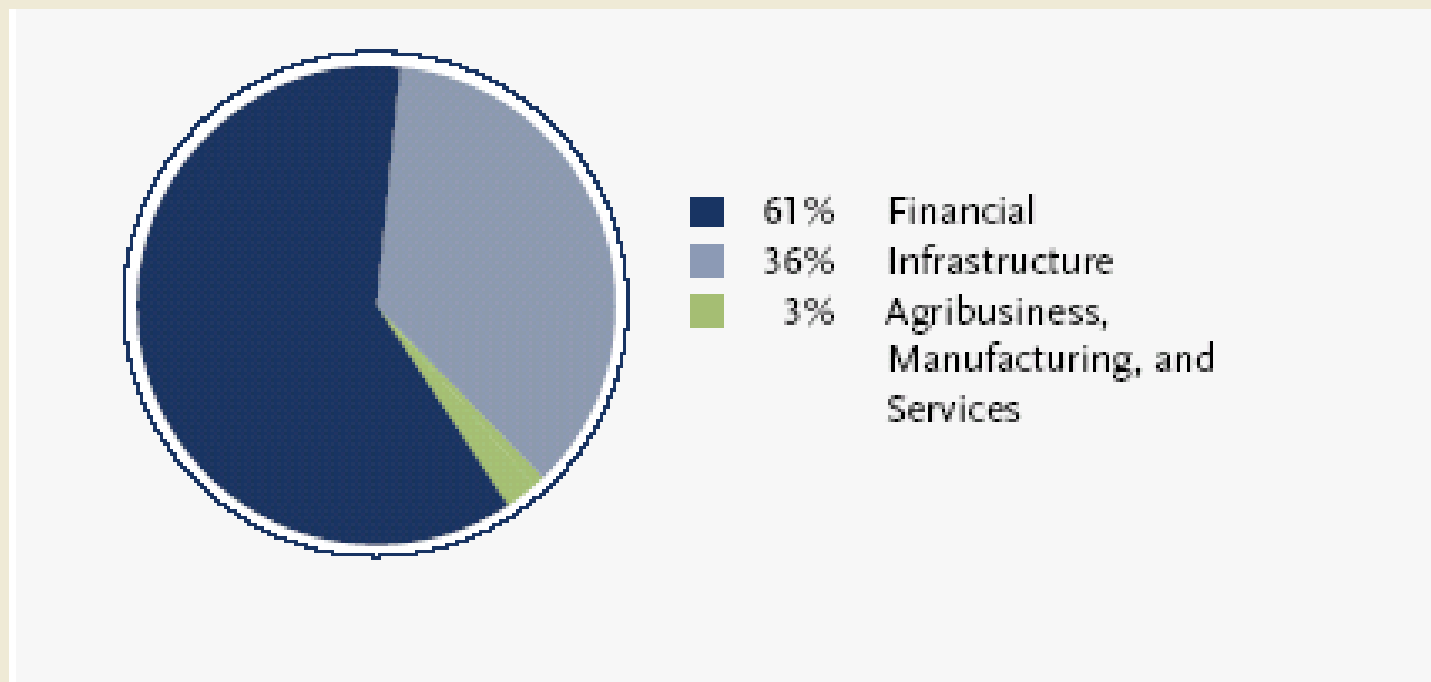
MIGA Guarantees Portfolio by Region FY 2008



- 45% Europe and Central Asia
- 20% Latin America and the Caribbean
- 16% Sub-Saharan Africa
- 11% Asia and the Pacific
- 11% Middle East and North Africa

Note: Percentages add up to more than 100 percent due to multi-country agreements. Refer to Financial Statements for more information.

MIGA Guarantees by Sector



MIGA: Sample Project

- Project Name: Serra da Mesa Transmissora de Energia S.A.
- Guarantee Holder: Cobra Concesiones S. L.
- Investor Country: Spain
- Host Country: Brazil
- Sector: Power
- Gross Exposure: \$33 million
- Fiscal Year: 2008



World Bank PSLO

Our Role:

- Education & Outreach
- Commercial Diplomacy
- Technical Advisory (i.e. procurement)



Sectors of focus:

- Energy & Environment (i.e. clean technologies)
- Financial services & trade finance
- Agriculture & agribusiness
- Transportation (i.e. logistics, railways)
- Engineering
- Pharmaceuticals & Medical Devices

Contact Information

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