



INTERNATIONAL
TRADE
ADMINISTRATION

Guide to Doing Business

WITH
THE

Multilateral Development Banks

AUGUST 2022

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About the Multilateral Development Banks

The U.S. Department of Commerce's (USDOC) International Trade Administration (ITA) has a Liaison Officer stationed at five different Multilateral Development Banks (MDBs): the **African Development Bank**; the **Asian Development Bank**; the **European Bank for Reconstruction and Development**; the **Inter-American Development Bank**; and the **World Bank**. The MDB program resides in the USDOC's Advocacy Center and is led by the Senior Commercial Liaison at the World Bank. Each MDB differs from the other in its geographic coverage, emphasis on public vs private projects, and overall development goals.

These MDBs lend billions of dollars in developing countries for projects aimed at accelerating economic growth and social development by reducing poverty and inequality, improving health and education, advancing infrastructure development, and encouraging privatization, good governance and rule of law. When an MDB finances a project, all responsibility for its implementation, and for the award and administration of related contracts, rests with the borrower with oversight and support from the MDB.

Doing business with any of the MDBs depends on a company's ability to do business in the country where the project will be implemented, and with the borrowing government or other entity that runs the procurement process. Knowledge of the local language, culture, business practices, legal system, and other local conditions is essential. There are also direct opportunities to supply goods and services to the Banks themselves for HR, IT and other operational services. Firms with a local presence, whether through a partner or representative, or their own branch office or subsidiary, will be able to position themselves more effectively to compete than firms operating remotely or with no local experience.

MDB Project life cycles tend to be long, often beginning years before the first procurement notice is ever issued. Firms that begin focusing on a project at the issuance of a procurement notice may find themselves at a competitive disadvantage. It is essential that firms pro-actively engage with bank and host-country officials during the development and design of projects, and not wait until projects are approved by the MDB boards. Many US firms are not able to take on the risk profile of being the prime contractor in some of the world's most challenging and poor countries, and instead opt to supply goods and services as a sub-contractor to foreign prime contractors.

Working with the Department of Commerce and the MDB Liaisons

Your "first stop" should be your local **Commercial Service Office**. They can help you to assess your international market development goals to evaluate opportunities around the world, and help you find partners in overseas markets. The ITA has offices in US Embassies and Consulates in 74 countries around the world. These offices can assist you in finding agents, distributors, and partners so that you can establish a viable position to bid and win MDB tenders. It is also important to review the **Country Commercial Guide** (CCG) for the countries you intend to target. CCGs are updated throughout the year at US Embassies and Consulates and provide valuable information for US companies trying to do business overseas.





The Department of Commerce liaisons at the MDBs operates in a similar structure to a Commercial Section in a U.S. Embassy overseas:

- Counseling: One-on-one consultations on how to do business with the MDBs.
- Market Intelligence: Information on trends, developments, and upcoming and active projects and procurement opportunities.
- Networking: Meetings with Bank officials, arrangement of roundtables and brown bag lunches.
- Advocacy: Inter-agency support for U.S. exporters competing for public procurements.
- Troubleshooting: Assistance in interfacing with Bank officials to address questions, concerns and grievances.



Note: The MDB Team in the Advocacy Center does not provide the fee-based services such as the Gold Key, Single Company Promotion, Market Check or International Company Profile at the Banks. They cannot also do direct marketing, as MDBs are not an environment conducive to these services. However, if these services provided in a target country, the Liaisons can connect you to the Commercial Service as needed.





World Bank (worldbank.org and trade.gov/world-bank)

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World Bank Overview

The World Bank Group is headquartered in Washington, DC, and lends over \$60 billion per year throughout the world to both public and private sector projects. 188 countries own shares in the Bank and top sectors include energy infrastructure, transportation infrastructure, healthcare, and water management.

THE WORLD BANK GROUP IS A FAMILY OF FIVE INTERNATIONAL ORGANIZATIONS:

- **International Bank for Reconstruction and Development (IBRD)** provides debt financing to governments of middle-income and creditworthy low-income countries at standard market rates. Investment Project Financing provides financing to governments for activities that create the physical/social infrastructure necessary to reduce poverty and create sustainable development. Development Policy Financing provides budget support to governments or a political subdivision for a program or policy and institutional actions to help achieve sustainable, shared growth and poverty reduction.
- **International Development Association (IDA)** provides concessional financing (interest-free loans and grants) to governments of the world's poorest countries. IDA credits are offered on concessional terms (with low or no interest) repayment periods of as long as 25-40 years, grace periods of 5-10 years, and even grants for countries at risk of debt distress.
 - **Together IBRD and IDA comprise what is traditionally known as the "World Bank."**
- **International Finance Corporation (IFC)** supports global development through the private sector in developing countries: financing, investment, mobilizing capital in international financial markets, and providing advisory services to businesses and governments. IFC's 3.0 strategy focuses on:
 - 1) "market makers" to create, deepen, and expand markets where weak or nonexistent
 - 2) mobilizing the private sector beyond IFC's direct resources by expanding use of private solutions and optimizing use of blended finance, including to de-risk projects in more challenging places.
 - 3) **Country Private Sector Diagnostics** that outline World Bank Group-wide coordinated interventions to remove constraints, bring in private sector solutions & investors, and create markets.
- **Multilateral Investment Guarantee Agency (MIGA)** promotes investment in developing countries by offering political risk insurance (guarantees) to investors and lenders to reduce the risks of foreign direct investment in developing countries. This is similar to the U.S. International Development Finance Corporation (or DFC), formerly the Overseas Private Investment Corporation (OPIC). MIGA's Strategic Priorities Program is a common governance framework under which MIGA administers its four active trust funds. The trust funds are designed to advance MIGA's strategic priorities: Climate, Fragility, Gender, ESG.



- **International Centre for Settlement of Investment Disputes (ICSID)** provides facilities for conciliation and arbitration of investment disputes. The ICSID is designed to take account of special characteristics of international investment disputes and the parties involved, maintaining a careful balance between the interests of the investors and host states.

WORLD BANK PROJECTS ARE FUNDED VIA THE FOLLOWING REGIONAL BREAKDOWN:

- Africa (26%)
 - **World Bank Africa Strategy**
 - **IFC Africa Strategy**
- East Asia and Pacific (16%)
 - **World Bank EAP Strategy**
 - **IFC EAP Strategy**
- South Asia (16%)
 - **World Bank South Asia Strategy**
 - **IFC South Asia Strategy**
- Europe and Central Asia (14%)
 - **World Bank Europe & Central Asia Strategy**
 - **IFC Europe & Central Asia Strategy**
- Middle East and North Africa (12%)
 - **World Bank MENA Strategy**
 - **IFC MENA Strategy**
- Latin America and the Caribbean (16%)
 - **World Bank LAC Strategy**
 - **IFC LAC Strategy**

Finding Business Opportunities

Opportunities exist to provide goods and services on both the corporate and project sides of the World Bank. **Corporate procurement** relates to the procurement done to operate the Bank, while **project procurement** are the opportunities relating to development projects overseas. The World Bank Group also provides private sector finance for development project and **political risk insurance**. These projects often take years to develop, and there are many opportunities to provide consulting and technical assistance during the project's formation. A company or entrepreneur seeking to establish a new venture or expand an existing enterprise can approach IFC directly by submitting an **investment proposal**. IFC can refer co-investors or sponsors to MIGA when they might benefit from **political risk guarantees** in developing country jurisdictions where they are considering new debt or equity investments.

It is important to be active during the project's development, as many firms will find themselves at a disadvantage if they wait until a project is formally approved. This requires a pro-active approach, with companies being engaged in-country with the World Bank and host government via the company's local representatives, agents, etc. Each country that borrows from the World Bank completes a **Country Partnership Framework (CPF)**, which is an important document to review for any country where a company wants to do business with the World Bank. Companies can view World Bank opportunities by **country, industry sector**, or by **general theme**. In addition, the World Bank publishes **datasets** which companies will find helpful in evaluating opportunities.

Additional Resources

- **Finding World Bank Business Opportunities** and **World Bank Procurement Policies PPT** for in-depth information on the bidding process for either project or corporate procurement opportunities.
- The **WB Project Procurement App** and the **WB Finances App** to locate Bank-financed projects, receive procurement/tender notices, get updates on pending projects in the pipeline as well as latest approved projects.
- The **eConsultant2** portal provides information on consulting opportunities with the World Bank Group.



World Bank Group Environment, Energy, & Water Sectors Overview

In its **Environment Strategy**, the World Bank outlines 3 Bank-wide climate focus areas:

- 1) **adaption and resilience**
- 2) **climate finance**, and
- 3) **ambitious climate action**

A new **Climate Change Action Plan** outlines the World Bank Group's plans to deliver record levels of climate finance to developing countries, reduce emissions, strengthen adaptation, and align financial flows with the goals of the Paris Agreement. **The Action Plan for 2021-25** broadens World Bank Group efforts from investing in "green" projects to helping countries fully integrate their climate and development goals.

Through its **2020 Energy Strategy**, the World Bank works to expand energy access and support rural and urban electrification. The Bank is particularly focused on mobilizing private sector investment in energy access projects via mini grid and off-grid initiatives to demonstrate viable business models and provide seed funding that can be used to leverage commercial financing. As of 2019, the WBG **no longer finances any upstream oil and gas projects** and has not financed new coal-fired power plants since 2010.

The **World Bank 2019 Water Strategy** prioritizes "a water-secure world for all" and focuses on **3 primary pillars**: 1) sustain water resources, 2) deliver services, and 3) build resilience. With a portfolio of water investments of approximately \$30 billion, the World Bank works 5 priority themes to achieve Sustainable Development Goal in the water sector (SDG 6).

WORLD BANK ENVIRONMENT PROGRAMS, UNITS, & PARTNERSHIPS:

- The **Climate Investment Funds** (CIFs) contain 9 programs that provide \$8.3 billion to 72 developing and middle-income countries. Working in partnership with governments, the private sector, civil society, local communities, and six major multilateral development banks (ADB, AfDB, EBRD, IDB, EIB, and WB), CIFs provide highly competitive financing that reduces risk for investors, lowering barriers to piloting new technologies, scaling up proven solutions, opening up sustainable markets, and mobilizing private sector capital for climate action.
- **IFC Climate Business** invests in private sector clean energy, sustainable cities, climate-start agriculture, energy efficiency, green buildings and blue finance. Helping clients tap into opportunities and working with a host of partners to catalyze finance for climate action, is at the core of its business.
- The **Forest Carbon Partnership Facility (FCPF)** is a global partnership of governments, businesses, civil society, and Indigenous Peoples focused on reducing emissions from deforestation and forest degradation, forest carbon stock conservation, the sustainable management of forests, and the enhancement of forest carbon stocks in developing countries. The FCPF works with 47 developing countries across Africa, Asia, and Latin America and the Caribbean, along with 17 donors that have made contributions and commitments totaling \$1.3 billion.
- The **BioCarbon Fund Initiative for Sustainable Forest Landscapes** (ISFL) is a multilateral fund, supported by donor governments and managed by the World Bank. It promotes reducing greenhouse gas emissions from the land sector, including efforts to reduce deforestation and forest degradation in developing countries, sustainable agriculture, as well as smarter land-use planning, policies, and practices. The ISFL currently supports programs in Colombia, Ethiopia, Indonesia, Mexico, and Zambia.



- **Connect4Climate** is a global partnership program dedicated to driving climate action with creative communications by amplifying youth voices and generating advocacy campaigns centered on Film, Fashion, Music, and Sports.

WORLD BANK ENERGY PROGRAMS, UNITS, & PARTNERSHIPS:

- **Energy Sector Management Assistance Program (ESMAP)** established a \$500 million Clean Cooking Fund in 2019. ESMAP aims to increase public and private investments in the clean cooking sector by catalyzing technology and business innovations and linking incentives with verified results.
- **Global Energy Storage Partnership** with over 35 organizations to help expand energy storage and renewable energy in developing countries by building energy storage solutions tailored to their needs.
- The **Clean Technology Fund**, one of the WBG's Climate Investment Funds, is supporting World Bank battery storage projects in Burkina Faso, India, Maldives, South Africa and Tanzania.
- The **Solar Risk Mitigation Initiative (SRMI)** aims to support countries with sustainable solar programs. These funds will support several initiatives including our Regional Off-Grid Electrification Project in the West Africa and Sahel region, which aims to deliver electricity access or improved services to 1.7 million people.
- The **Global Gas Flaring Reduction Partnership (GGFR)** is a Multi-Donor Trust Fund composed of governments, oil companies, and multilateral organizations working to end routine gas flaring at oil production sites across the world.

WORLD BANK WATER TRUST FUNDS:

- The **Global Water Security & Sanitation Partnership (GWSP)** is the World Bank's largest multi-donor water initiative that supports client governments to achieve water-related SDGs through global knowledge products and country-level support.
- The **2030 Water Resources Group (2030 WRG)** helps countries achieve water security by 2030 by facilitating collective action on water between government, the private sector, and civil society.
- **Cooperation in International Waters in Africa (CIWA)** assists riparian governments in Sub-Saharan Africa in cooperative water resources management and development.
- **South Asia Water Initiative (SAWI)** aims to increase regional cooperation in the management of the major Himalayan River systems in South Asia. SAWI activities spanned seven countries: Afghanistan, Bangladesh, Bhutan, China, India, Nepal and Pakistan.
- **Central Asia Energy-Water Development Program (CAEWDP)** aims to strengthen the enabling environment to promote energy and water security at regional level and in the beneficiary countries. CAEWDP works with and supports governments, national and regional organizations, civil society organizations, and development partners, including other international financial institutions.



World Bank Group Infrastructure & Transportation Sectors Overview

The World Bank's **transport work** aims to help client countries develop transportation infrastructure and services that are safe, green, efficient, and inclusive. The World Bank is the **largest provider of development financing for transport globally**. In FY21, the World Bank approved 19 new transport projects for a total of \$3.6bn. Some 59% of transport projects now include climate co-benefits, which means they directly contribute to reducing countries' GHG emissions and/or enhancing climate resilience. On average, **70 advisory services and analytical reports are delivered every year**, covering a wide range of topics from decarbonizing transport to sustainable mobility for all, rural connectivity, modal shift, human capital, gender, and climate change.

The IFC offers long-term financing and industry-leading expertise to **develop infrastructure projects** that provide essential services and develop key sectors — **cities, energy, environmental & municipal infrastructure, mining, sustainable infrastructure advisory, telecommunications, transportation, and water & sanitation**— **in partnership with the private sector**. The IFCs also works with governments and development partners to create a business environment that attracts private capital to the infrastructure sector.

WORLD BANK TRANSPORT PROGRAMS, UNITS, & PARTNERSHIPS:

- **Sustainable Mobility for All** is a global coalition of transport stakeholders working together to transform the sector and move toward green, safe, efficient, and inclusive mobility.
- **Global Road Safety Facility (GRSF)** provides funding, knowledge, and technical assistance to help low-and middle-income countries address the global epidemic of road deaths and injuries.
- **Africa Transport Policy Program (SSATP)** actively partners with African member countries, development partners, regional economic communities, and other private and public sector organizations to address the main policy issues hindering the region's transport sector. SSATP's Third Development Plan - a multi-year work program (2015-2020) focused on regional integration, urban mobility, and road safety.
- **Public-Private Infrastructure Advisory Facility (PPIAF)** helps developing-country governments strengthen policies, regulations, and institutions that enable sustainable infrastructure with private-sector participation. As part of these efforts, PPIAF promotes knowledge-transfer by capturing lessons while funding research and tools; builds capacity to scale infrastructure delivery; and assists sub-national entities in accessing financing without sovereign guarantees.

World Bank Group Health & Gender Sectors Overview

The World Bank focuses its health sector investments and research in areas that are especially vital to helping countries **achieve UHC by 2030**, working closely with donors, development partners, governments, and the private sector. Some of these focus areas include ending preventable maternal and child mortality; **reducing stunting and improving nutrition for infants and children; strengthening health systems and health financing; ensuring pandemic preparedness and response**; promoting sexual and reproductive health and rights; and **the prevention and treatment of communicable diseases**.

The IFC has an **active portfolio** of **\$2 billion in health care companies in emerging markets**. Through these investments, IFC helps private providers meet the soaring demand for health care and supports governments in their goal of reaching Universal Health Coverage by 2030. IFC's investments and advisory services foster best practices in health care and life sciences, promote the deployment of innovative technologies, and advance quality care. IFC also participates in several public-private partnerships in health care.



Through its **Social Sustainability and Inclusion Strategy**, the World Bank work is to help people – regardless of their gender, race, religion, ethnicity, age, sexual orientation or disability – overcome obstacles that prevent them from fully participating in society, and supporting their efforts to shape their own future. It does so by working with governments, communities, civil society, the private sector and other stakeholders to create more inclusive societies, empower citizens, and foster more resilient and peaceful communities.

WORLD BANK HEALTH & GENDER PROGRAMS, UNITS, & PARTNERSHIPS:

- The **Global Financing Facility for Women, Children and Adolescents (GFF)** is a multi-stakeholder global partnership committed to ensuring all women, children and adolescents can survive and thrive. Launched in July 2015, the GFF supports 36 low and lower-middle income countries with catalytic financing and technical assistance to develop and implement prioritized national health plans to scale up access to affordable, quality care for women, children, and adolescents. The GFF also works with countries to maximize the use of domestic financing and external support for better, more sustainable health results.
- The **Human Capital Project (HCP)** a global effort to accelerate more and better investments in people for greater equity and economic growth through reports, policy recommendations, and stakeholder consultations.
- The **Joint Learning Network for Universal Coverage** is a global community of policymakers and practitioners who co-produce practical solutions to implementing reforms toward UHC.

World Bank Group Digitalization & ICT Sectors Overview

The World Bank's **Digital Transformation Strategy** focuses on 5 key elements 1) Digital infrastructure (fixed and mobile broadband, fiber-optic cables, etc.) that are the backbone of the digital economy; 2) Digital financial services and digital identification that allow individuals, businesses, and governments to interact and conduct transactions; 3) Digital innovation and entrepreneurship in a supportive ecosystem of government regulations and access to financing; 4) Digital platforms, including e-commerce and e-government, that drive usage and foster economic activity; and 5) Digital literacy and skills that create a digitally savvy workforce and boost competitiveness.

WORLD BANK DIGITAL DEVELOPMENT PROGRAMS, UNITS, & PARTNERSHIPS:

- The **Digital Development Partnership (DDP)** is a platform for digital innovation and development finance. The DDP brings together public and private sector partners to foster the creation and implementation of digital development strategies, and to facilitate global knowledge exchange on digital development.
- The **Identification for Development Initiative (ID4D)** catalyzes the creation of robust and inclusive digital identification systems through analytics, assessments, and financing. ID4D is supporting 49 countries and shaping more than US\$1.5 billion in pipeline or committed financing for the implementation of digital ID and civil registration ecosystems in 35 of them.
- **Digital Economy for Africa (DE4A)** aims to support the African Union's efforts toward the digitization of the continent in support of the AU Digital Transformation Strategy 2020-2030.
- The **Korean Trust Fund on ICT4D** supports activities that serve as input in the development of lending operations in key domains of ICT for development. The Korean Trust Fund for ICT4D has funded activities such as feasibility studies, training modules and strategic plans, supporting World Bank projects all over the world and across sectors.



- **ITU Partnership on Measuring ICT for Development** is an international, multi-stakeholder initiative to improve the availability and quality of ICT data and indicators, particularly in developing countries. The Partnership helps developing countries collect ICT statistics, particularly through capacity-building and hands-on training for national statistical offices, and collects and disseminates information society statistics.
- **Open Development Technology Alliance** is a knowledge platform that facilitates the development of and dissemination of information and communications technology tools.

Additional Resources

- **Finding World Bank Business Opportunities** and **World Bank Procurement Policies PPT** for in-depth information on the bidding process for either project or corporate procurement opportunities.
- The **WB Project Procurement App** and the **WB Finances App** to locate Bank-financed projects, receive procurement/tender notices, get updates on pending projects in the pipeline as well as latest approved projects.
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African Development Bank (afdb.org and trade.gov/afdb)

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African Development Bank Overview

The **African Development Bank (AfDB) Group** was founded in 1964 to promote sustainable economic development and social progress efforts on the African continent. The African Development Bank (AfDB) Group is comprised of three constituent institutions: the African Development Bank (AfDB), the African Development Fund (ADF), and the Nigeria Trust Fund (NTF).

The African Development Bank, which is the parent institution, was created by an agreement signed by 23 founding member states on August 14, 1963 in Khartoum, Sudan. This became effective on September 10, 1964. The African Development Fund (ADF) established on November 29, 1972 by the African Development Bank and currently comprises 32 contributing countries and benefits 37 countries. The Nigeria Trust Fund (NTF), which was set up in 1976 between the Federal Government of Nigeria and AfDB.

The inaugural meeting of the Board of Governors of the Bank was held from November 4 to 7, 1964 in Lagos, Nigeria, and the headquarters was opened in Abidjan, Côte d'Ivoire in March 1965. The Bank's operations commenced on July 1, 1966. From February 2003, the Bank operated from its Temporary Relocation Agency (TRA) in Tunis, Tunisia, due to the prevailing political conflict in Côte d'Ivoire at the time until late 2013 when it commenced the return to its headquarters in Abidjan.

The AfDB Group is currently comprised of 54 African countries and 27 non-African countries.

To become an AfDB member, non-regional countries must first be ADF members. The newest shareholding member is Ireland, which joined in 2020.

THE AfDB GROUP IS A FAMILY OF THREE ENTITIES:

- **The African Development Bank (AfDB)** is the Group's parent organization. It provides Regional Member countries with debt financing. As of 31 December 2018, the African Development Bank's authorized capital is subscribed to by 80 member countries made up of 54 independent African countries (regional members) and 27 non-African countries (non-regional members).

The institution's resources come from ordinary and special resources. Ordinary resources comprise:

- the subscribed shares of the authorized capital, a portion of which is subject to call in order to guarantee AfDB borrowing obligations;
- funds received in repayment of AfDB loans;
- funds raised through AfDB borrowings on international capital markets;
- income derived from AfDB loans; and
- other income received by the Bank, e.g. income from other investments.



- **The African Development Fund (ADF)** is the concessional window of the African Development Bank (AfDB) Group. Established in 1972, it became operational in 1974. Administered by the African Development Bank, it comprises, to date, 32 contributing countries and benefits 37 countries. The 38 ADF-eligible countries include those that are increasing their economic capacities and heading toward becoming the new emerging markets—as well as those that remain fragile and need special assistance for basic levels of service delivery. The ADF has the challenge of having nearly half its client countries as fragile states, and facing a situation where even stable economies can become fragile due to a single internal or external shock.
- **The Nigeria Trust Fund (NTF)** was created in 1976 by agreement between the Bank Group and the Nigerian government. The NTF is a self-sustaining revolving fund. Its objective is to assist the development efforts of the Bank's low-income regional member countries whose economic and social conditions and prospects require concessional financing. Its initial capital of US\$ 80 million was replenished in 1981 with US\$ 71 million. In 2008, the Federal Republic of Nigeria and the Bank agreed to a ten-year extension of the NTF. NTF resources can co-finance operations with the AfDB and the AfDB, as well as fund stand-alone operations, in both the public and the private sector. Supplementary loans for Bank Group financed projects can also be considered.

AfDB'S OBJECTIVES

The overarching objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries (RMCs), thus contributing to poverty reduction.

The Bank Group achieves this objective by:

1. **mobilizing and allocating resources for investment in RMCs; and**
2. **providing policy advice and technical assistance to support development efforts.**

The African Development Bank's Board approved a strategy entitled At the Center of Africa's Transformation (TYS). The twin objectives of the YYS are the achievement of inclusive growth and the transition to green growth through five operational priorities: infrastructure development, regional economic integration, private sector development, governance and accountability, and skills and technology.

The Bank is responding to that challenge by scaling up investment and implementation of the YYS by focusing on five priority areas, referred to as the High 5's (Feed Africa, Improve the Quality of Life for the People of Africa, Industrialize Africa, Integrate Africa and Light Up Africa).

AfDB BUSINESS OPPORTUNITIES

Private Sector Investments: The African Development Bank has made private sector development one of its key priorities for reducing poverty and supporting sustainable growth on the continent. The African Development Bank's Private Sector financing window invests in commercially and financially sound operations, including private and eligible state-owned enterprises, that can generate development impact in their regional member countries and contribute to their objectives.

Public Procurement Projects: The AfDB provides loans and grants to its Regional Member Countries (RMCs) to help them implement development projects that will ultimately reduce poverty and sustain economic growth.



The countries are then responsible for procuring goods, services and works with the funds provided by the Bank. The Bank's procurement policies provide the framework for the tendering process.

Corporate Procurement Opportunities: The AfDB procures goods, services, works and real estate for its internal needs to carry out its operations. It's intended for its headquarters in Abidjan, Cote d'Ivoire as well as its 41 external offices (including five regional offices and one office in Japan).

KEY INDUSTRY SECTORS

AfDB Climate Change

Central Goal: Make Nationally Determined Contributions goals attainable while also ensuring all prospective projects align with the Bank's green growth initiative.

BANK'S STRATEGY AND OBJECTIVES:

The Bank's Climate Change and Green Growth Policy and Strategy four pillars:

- Boosting climate resilience and adaptation to climate change and reducing fragility
- Promoting low-carbon development and mitigation
- Leveraging climate finance and mobilizing resources for climate action and green growth
- Creating enabling environments for climate actions and green investments

AREAS OF SPECIAL EMPHASIS:

- transition to green growth
- gender, youth, and social inclusion
- private sector development and participation
- robust and resilient recovery

IMPORTANT TO KNOW:

- As of July 2021, 53 African countries out of 54 have submitted their first NDCs.
- Africa will need to invest more than \$3 trillion in mitigation and adaptation by 2030 in order to implement its NDCs.
- Many of these NDC commitments are conditional upon access to adequate financial, technical and capacity-building support.
- Allocating 40 percent of project approvals to climate finance by 2021, with equal proportions for adaptation and mitigation.
- Mainstreaming climate change and green growth into all Bank investments.
- Less than 3% of global climate finance flows to Africa.

AfDB Energy & Power

Central Goal: Achieving universal energy access, with priority given to low-carbon technologies which harness the abundant, hydro, solar, geothermal and wind resources of the continent.

The aspiration of the Bank's New Deal on Energy for Africa is achieving universal access to energy across the continent by 2025—100 per cent access in urban areas and 95 per cent in rural areas, leveraging on- and off-grid solutions and related technological advances.



BANK'S STRATEGY AND OBJECTIVES:

- Increase power generation capacity by an additional 3 GW of installed generation capacity, of which 2.2 GW is from renewable energy sources.
- Support grid reinforcement and extension with the construction of over 7,000 km of transmission lines, of which 3,000 km are regional interconnections to facilitate regional integration and power trade. In addition, some 65,000 km of distribution lines with associated substations were financed which will enable access to electricity for about 12 million people.
- Stimulate the market for decentralized energy solutions, with 3 million people gaining off-grid energy access notably through Solar Home Systems (SHS) and Green Mini Grids.

BANK INITIATIVES:

- **The Desert to Power initiative**
 - Initiative to “Light up and Power the Sahel” increasing generation capacity by 10 GW through public, private, on grid and off-grid projects by 2030.
- **The Sustainable Energy Fund for Africa (SEFA)**
 - A catalytic multi-donor trust fund providing technical assistance and concessional financial instruments to remove market barriers in renewable energy and energy efficiency projects.
- **The Africa Energy Market Place (AEMP)**
 - Annual collaborative investment platform convening governments, private sector and development partners to drive forward power partnerships on the continent.
- **Facility for Energy Inclusion**
 - A \$160 million debt financing facility for small-scale renewable energy and mini-grid projects.

AfDB Agriculture

Central Goal: Agriculture and rural development act as the key employer of the people and main contributor to GDP, rural transformation, and economic growth—leading to poverty reduction.

BANK'S STRATEGY AND OBJECTIVES:

- Make Africa a net food exporter.
- Move Africa towards the top of export-oriented global value chains.
- Unleash prosperity to lift millions out of poverty.

FEED AFRICA:

- Transform the agricultural sector.
 - Liberalization of input markets.
 - Expansion of innovative agricultural finance.
 - Land policy reform.
- Modernize with the application of information and communication technology.
 - This reduces costs and increases the quality of training of farmers, as well as giving a comparative advantage in relation to other regions.
- Successful Transformation Measurements.
 - Large-scale dissemination of productivity-increasing technology and inputs, plus input intensity and capital intensity.



- The development of input and output market structures and incentives that allow the full realization of the value of increased production.
- A well-funded and competitive private sector that can manage and allocate skill and capital to scale emergent success and drive long-term sustainable agribusiness growth.

IMPORTANT TO KNOW:

- Agriculture Sector represents a quarter of African GDP, heavily dependent on the agricultural sector.
- As one of its High 5 strategic priorities, the Bank envisages agricultural investment rising to US\$2.4bn. per year going forward.
- Current Problems:
 - Underdeveloped in:
 - Seed and fertilizer distribution
 - Dry and cold storage
 - Agro-processing
 - Urbanization is driving an increased demand for high-value food products that are not currently being supplied in sufficient quantity and quality by African farmers.
 - This will lead to the desire to import agricultural products.
- The public-sector has an essential role to play in fostering a private-sector led transformation of agriculture.
- Crucial role in supporting the technological, institutional and policy changes in Africa.
- The strengthening of national and regional institutional capacity required to effectively enable necessary conditions for and regulate agriculture and agribusiness sectors.
- The AfDB has launched an initiative to create Special Agro-Industrial Processing Zones designed to create cost-efficient processing hubs in areas of significant agricultural potential.

AfDB Gender

Central Goal: Transform key sectors in Africa so all people regardless of gender and background can enjoy equal access to opportunities, resources, and benefit from supportive infrastructure and services.

The aspiration of the Gender Strategy 2021-2025 is to reduce gender inequality and promote women and girls' empowerment in Africa. This seeks to be achieved by increasing access to finance and technical assistance, enhancing technical skills, gender-responsive infrastructure, and focusing on gender mainstreaming.

BANK'S STRATEGY AND OBJECTIVES:

The Bank's Gender Strategy 2021-2025 has three pillars:

- Empowering women through access to finance and markets
 - Enhancing women's access to finance will promote gender equality and empowerment
 - The Bank will direct efforts to increase the confidence of African financial institutions to provide financing and technical assistance for women
 - Invest in capacity building through the financial institutions for women-owned SMEs so they have the tools to run a viable business
 - The Bank is exploring ways to provide women entrepreneurs with insurance products to protect them from economic shocks
 - Identifying supply/value chain opportunities for women-owned SMEs



- Accelerating employability and job creation for women through skills enhancement
 - Increasing access to programs like Technical and Vocational Education and Training (TVET) to ensure young people have adequate skills for jobs
 - The bank will mainstream gender into initiatives specifically ones focusing on employment and skills training
 - Promoting decent labor standards on the continent
- Increasing women's access to social services through infrastructure
 - Including women's perspectives on infrastructure development
 - The Bank will mobilize financial resources to invest in gender-responsive infrastructure

IMPORTANT TO KNOW:

- Gender inequality has negative economic effects in Sub-Saharan Africa. It costs the region roughly USD 95 billion annually between 2010 and 2014
- Women's entrepreneurial activity rate in sub-Saharan Africa in 2019 was 22% higher than any other regions in the world
- Young women are over 1.5 times less likely than young men to be formally employed or undergo education or training

BANKS INITIATIVES:

- Affirmative Finance Action for Women in Africa (AFAWA)
 - Initiative that works to close the finance gap for women entrepreneurs through increasing access to finance, providing technical assistance to financial institutions, and improving enabling environments for female entrepreneurs
- Gender Equality Trust Fund
 - Support gender equity and women's empowerment through accesses to technical assistance and innovative approaches across Africa
- The Jobs for Youth Initiative
 - Provide women specifically in the STEM fields with proper education and TVET so they have the skills to succeed in the workforce. The program also has partnership with employers, so women have job security once they graduate
- The Coding for Employment Programme
 - Ensuring equitable access for both men and women to the innovation centers across Africa and ensure they are prepared for job opportunities in the STEM field
- The Technologies for African Agricultural Transformation (TAAT)
 - Provides technical assistance to digital platforms so they can scale up and reach more women, by targeting the knowledge gap in climate agriculture and other information

AfDB Healthcare and Pharmaceutical

Central Goal: Its main objective is to support Regional Member Countries (RMCs) to accelerate the development of quality health infrastructure and ensure that all individuals and communities receive the health services they need without financial hardship.



BANK'S STRATEGY AND OBJECTIVES:

The Bank's **Strategy for Quality Health Infrastructure in Africa 2021 – 2030** has four pillars:

- Primary health care infrastructure
 - The Bank will finance primary healthcare infrastructure expansion, particularly in fragile states to reduce the last-mile accesses gap
 - Ensuring existing healthcare facilities are connected to water and sanitation services, electricity, and digital services
 - Working to expand social protections by ensuring everyone has access to health services and supporting health insurance
- Secondary and tertiary healthcare facilities
 - Bringing the private and public sectors together to develop and finance innovative secondary and tertiary healthcare infrastructure
 - Utilizing a wide range of financing instruments
- Diagnostic infrastructure
 - Providing financing to the governments to set up and/or upgrade and maintain diagnostic infrastructure
- Connectivity for innovative health solutions
 - The Bank will provide ICT infrastructure to enable RMCs to introduce innovative approaches to health service delivery

The Bank has also developed the **2030 Vision and Action Plan for the Development of Africa's Pharmaceutical Industry**. Key takeaways from this strategy include:

- The vision stipulates that the continent should aspire to focus on the top 30 molecules, which account for ~30 % of Africa's pharmaceutical market.
- Increasing local production of these top 30 molecules from just over 25% to 70% of total production by 2030 will enable local producers increase their share of total pharmaceutical production to about 55 % by 2030 (up from 30%).
- In terms of vaccine manufacturing, the AU/ACDC set a continental goal of producing 60% of local vaccine needs within the continent.
- The Pharmaceutical and Vaccine manufacturing plans focus on:
 - Supporting the development of local manufacturers of essential molecules to serve their local markets
 - Fostering the expansion of African and mid-sized international companies that produce essential molecules in selected countries
 - Helping mature pharmaceutical companies diversify their product portfolios and technologies.

IMPORTANT TO KNOW:

- Poor health deters economic productivity across all sectors and studies have found that diseases have cost the African economy 2.4 trillion dollars annually.
- Many African citizens are seeking healthcare outside of the continent. This is billions of dollars that could be channeled back into the continent.
- Only 51% of primary health facilities in sub-Saharan Africa have access to basic water and sanitation services.



- Presently only half of the primary healthcare facilities in Sub-Saharan Africa have clean water and only a third have reliable access to electricity.
- Currently Africa is only spending \$3.4 billion in capital expenditures for health infrastructure this is far below the estimated \$26 billion in annual investment needed to meet changing health needs.
- Only 15% of the African population have access to diagnostic services.

The Strategy for Quality Health Infrastructure in Africa will be conducted in two phases:

- Phase I (2022-2025)
 - The Bank will focus on investing in developing expertise in health infrastructure
- Phase II (2026-2030)
 - Focus on solving the issues brought up in Phase I, which could lead to changes in the SQHIA, revising the resulting framework, and reviewing the capacity of the Banks project

Pharmaceutical investments will focus on four critical enablers:

- Fostering intra-African trade and creating pharmaceutical hubs
- Impending quality standards in line with global industry benchmarks
- Building research and development capacities
- Paving the way for increased vaccines manufacturing on the continent with support to continental platforms





Asian Development Bank
(www.adb.org and <https://trade.gov/adb>)

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ADB Overview

The Asian Development Bank (ADB) is a multilateral development bank established in 1966 and headquartered in Manila, Philippines. It lends approximately US\$32 billion per year to government projects (75%) and private projects (25%). Sixty-eight countries own shares in ADB, with U.S. and Japan as the largest co-shareholders with 15.6% total shares each. Forty-five countries borrow from the ADB. India, Philippines, Pakistan, China, and Indonesia are the largest recipients of ADB financing. Top sectors include **public sector management**, **energy infrastructure**, **transportation infrastructure**, smart cities, and **water management**. To help guide its mission in the coming decades, ADB has launched a new strategy, **Strategy 2030**, which outlines the bank's vision and key directions for engagement with its developing member countries.

ADB investments spread across five major regions:

- Southeast Asia (38%)¹
- South Asia (25%)²
- Central and West Asia (22%)³
- East Asia (7%)⁴
- Regional (3.6%)⁵

Finding Business Opportunities

ADB investments translate into business opportunities in the form of consulting and procurement contracts. In 2021, US won \$433 million worth of ADB-funded consulting and supply of goods and works contracts. Opportunities exist to provide goods and services on both the corporate and project sides of the ADB. **Corporate procurement** relates to the institutional procurement done to operate the Bank, while **project procurement** are the opportunities relating to development projects across Asia and the Pacific.

¹ADB investment in 2020, ADB Annual Report 2021

²Ibid.

³Ibid.

⁴Ibid.

⁵Ibid.



These projects often take years to develop, and there are many opportunities to provide consulting and technical assistance during the project's formation. It is important to be active during the project's development, as many firms will find themselves at a disadvantage if they wait until a project is formally approved. This requires a proactive approach, with companies being engaged in-country with the ADB and host government via the company's local representatives, agents, etc. Each country that borrows from ADB works with the Bank to develop a **Country Partnership Strategy (CPS)**, which is an important document to review for any country where a company wants to do business with the Bank. **Consulting opportunities** exist in most of the projects. Aspiring consultants must register in **ADB's Consultant Management System (CMS)** to participate in consulting opportunities.

ADB TRANSPORT SECTOR

In 2021, ADB procurement for transport had the highest value at \$2.9 billion distributed across South Asia (\$1.6 billion), Central and West Asia (\$459 million), Southeast Asia (\$398 million), East Asia (\$309 million), and the Pacific (\$154 million).

Transport programs, initiatives, and partnerships. ADB investments in transport sector, mainly focused on roads, remain significant for many developing member countries in Asia-Pacific. While past ADB projects and transport sector road maps addressed some dimensions of sustainable transport, several development gaps and blind spots linger; for instance, increased road accidents, noise and emissions persists, rural roads and efficient bus services and facilities for women's use of transport are not yet implemented in many ADB developing member countries. To address these, ADB continues to incorporate various elements of 'sustainable transport' to develop accessible, affordable, safe, and environment-friendly transport systems in Asia-Pacific.

In 2020, ADB initiated the **Asian Transport Outlook** in support of the planning and delivery of its Transport Sector Assistance, as well as developing member countries' transport policy development and delivery.

ADB's partnerships with a range of organizations include:

- **Partnership on Sustainable Low Carbon Transport** to promote the integration of transport in climate change policies and financing modalities
- **iRAP** to improve safety of high-risk roads
- **The Korea Transport Institute** to transfer Korean knowledge on sustainable transport
- **FIA Foundation** to promote safe and sustainable transport
- **Institute for Transportation Development and Policy** to develop sustainable transport
- **Inter-American Development Bank** to develop sustainable low-carbon transport
- **Clean Air Initiative for Asian Cities** to improve air quality
- **International Union of Railways** to cooperate and collaborate on railway development

ADB URBAN DEVELOPMENT, ENVIRONMENT AND WATER SECTOR

ADB identified "**Making Cities More Livable**" as one of its seven operational priorities. Under this, ADB works to address urban development challenges: i) up to 3% losses in gross domestic product due to traffic congestion and long commuting hours in Asia-Pacific's urban areas; ii) poor air quality; iii) 84% of the people affected by natural disasters worldwide are living in Asia and the Pacific; and iv) unaffordable housing in urban areas.



The latest investment portfolio in ADB's urban sector operations is observed to be more diverse with cross-sector and thematic approaches to include urban transport, affordable housing, tourism and urban heritage, information and communication technologies and e-governance, circular economy, and ocean health.

To help lay the groundwork for such projects, the **Urban Financing Partnership Facility** was established in 2009. Under this facility, ADB administers the **Urban Climate Change Resilience Trust Fund (UCCRTF)**, a fund contributed by Rockefeller Foundation, Switzerland, United Kingdom, and United States. This trust fund supports fast-growing cities in Asia-Pacific by helping execute a better plan and design infrastructure. Apart from UCCRTF, ADB also manages **Urban Environmental Infrastructure Fund**, and **Cities Development Initiative for Asia**, among other funds.

Resulting from these ADB investments, South Asia, in 2021, received the largest ADB procurement with \$891 million for water and urban infrastructure sector, including environment sector. East Asia had \$395 million, followed by Southeast Asia as well as Central and West Asia with \$174 million and \$135 million, respectively. The Pacific Island countries had \$17 million.

Environment programs, initiatives, and partnerships. ADB invests in and supports: 1) **Greater Mekong Subregion (GMS) Climate Change and Environmental Sustainability Program** to improve the environmental sustainability and climate-compatibility of economic growth and prosperity in GMS; 2) **Sustainable Management of the Bay of Bengal Large Marine Ecosystem Programme** to contribute to sustainable management of fisheries, marine living resources and their habitats in the Bay of Bengal region for the benefit of coastal states and communities in Bangladesh, India, Indonesia, Malaysia, Maldives, Myanmar, Sri Lanka, and Thailand; 3) **Brunei Darussalam-Indonesia-Malaysia-Philippines East ASEAN Growth Area** to provide technical and strategic guidance, knowledge and capacity building support, and infrastructure project financing for greater connectivity; and 4) **Indonesia-Malaysia-Thailand Growth Triangle** to promote private-sector-led economic growth and development focusing on agriculture and agro-based industry, tourism, and halal products and services.

ADB finances environment projects and programs through these initiatives:

- The **Ocean Financing Initiative** supports ADB developing member countries to catalyze financing for projects protecting and restoring marine ecosystems and promote sustainable blue economies. This leverages public sector funds to create investment opportunities able to attract financing from a range of sources, including the private sector.
- The **ASEAN Catalytic Green Finance Facility (ACGF)**, an ASEAN (Association of Southeast Asian Nations) Infrastructure Fund initiative supporting Southeast Asia governments to prepare and finance infrastructure projects, promote environmental sustainability and contribute to climate change goals. The ACGF is owned by the finance ministries of the 10 ASEAN member countries as well as ADB, which also manages the facility. Current activities include helping Indonesia and Cambodia develop blended marine financing vehicles to support further investment.
- **From Source to Sea: Towards a Plastic Free Ocean** flagship program under ADB's Healthy Oceans Action Plan starts with the regional technical assistance project Promoting Action on Plastic Pollution from Source to Sea in Asia and the Pacific and will be expanded over time.
- **Building Resilience: Investing in Critical Coastal Ecosystems and Livelihoods** flagship program under ADB's Healthy Oceans Action Plan supports developing member countries to identify, prepare and accelerate interventions to boost coastal resilience; expand the program through strategic action planning; advance knowledge on the role of coastal ecosystems in building resilience; and encourage regional cooperation.



The program is being initiated through a regional technical assistance project **Building Coastal Resilience through Nature-Based and Integrated Solutions**.

- The **Global Wildlife Program**, supported by the GEF and led by the World Bank, is a global partnership promoting wildlife conservation and sustainable development by combating illicit trafficking in wildlife.
- The **Sustainable Cities Impact Program**, supported by the GEF and led by UN Environment Programme, including other UN agencies, national and local governments, the World Bank and other regional development banks, is a global platform supporting cities to undertake integrated urban planning and interventions to improve energy efficiency, transport, waste and wastewater management, and food production systems; and advance nature-based solutions.
- The **Global Programme to Support Countries with the Shift to Electric Mobility** program, led by UNEP and implemented by the International Energy Agency, aims to improve air quality, reduce fossil fuel use, and promote access to finance for electric vehicles.

To further expand support for environment sector, ADB partnered with various institutions, including **United States Environmental Protection Agency, Global Environment Facility, Institute for Global Environmental Strategies, United Nations Environment Programme**, among others organizations.

Water programs, initiatives, and partnerships. “**Water for All**” is ADB’s vision for Asia-Pacific region. ADB has been proactively working to increase investments for better water services in cities and rural communities and careful water resources management. To realize this vision, ADB executes water pilot and demonstration activities which are small-scale, short-term projects testing and validating innovative approaches, methodologies, and technologies for replication or scaling up.

To boost ADB’s work and investment on water sector, ADB manages **Water Financing Partnership Facility (WFPF)**, which also supports the implementation of ADB’s Water Financing Program. Under WFPF, ADB also manages **Sanitation Financing Partnership Trust Fund**, a funding in partnership with Bill & Melinda Gates Foundation.

ADB ENERGY SECTOR

In 2021, the energy sector received \$569 million worth of procurement, 23.2% of the total procurement share derived from ADB investments and operations. The largest share of \$1.14 billion was recorded in South Asia. Central and West Asia marked a \$768 million procurement, followed by Southeast Asia with \$396 million. East Asia and Pacific Island countries had \$130 million and 27 million, respectively. Regional initiatives had \$11 million.

Energy programs, initiatives, and partnerships. ADB has been assisting its developing member countries in the energy sector for more than 40 years to enhance access to clean and modern energy, scale up renewable energy deployment, strengthen electricity transmission and distribution systems integrating more renewable energy, improve demand-side energy efficiency, and promote power sector reforms and regional integration. To support these efforts, ADB manages **Asian Clean Energy Fund** and **Clean Energy Fund**, among other financing.

In 2021, ADB approved a new energy policy to support universal access to reliable and affordable energy services, while promoting low-carbon transition in Asia-Pacific. **ADB’s 2021 Energy Policy** will guide ADB support to Asia-Pacific region based on five principles:

1. Securing Energy for a Prosperous and Inclusive Asia and the Pacific;
2. Building a Sustainable and Resilient Energy Future;
3. Supporting Institutions, Private Sector Participation, and Good Governance;



4. Promoting Regional Cooperation and Integration, and
5. Integrated Cross-Sector Operations to Maximize Development Impact.

ADB joins the Governments of Indonesia and the Philippines to formally launch a partnership to pilot **Energy Transition Mechanism (ETM)** in Southeast Asia. ETM is a scalable, collaborative initiative developed in partnership with developing member countries that will leverage a market-based approach to accelerate the transition from fossil fuels to clean energy.

ADB HEALTH SECTOR

The health sector reached a total of \$2 billion (19%), in 2021, with South Asia, Central and West Asia, and Southeast Asia having the largest share at \$881 million, \$533 million, and \$510 million, respectively.

Health programs, initiatives, and partnerships. ADB investments in health sector deal with communicable diseases, maternal and child health, pandemics and emerging diseases, as well as strengthening health systems and services. To counter COVID-19, ADB provided \$20 billion to its developing member countries. Southeast and South Asian countries received the largest share with \$811 million and \$415 million, respectively. In 2013, the **Health Financing Partnership Facility** was established to mobilize co-financing from development partner agencies, private sector, and foundations to improve health outcomes in Asia-Pacific. This facility includes the **Regional Malaria and Other Communicable Disease Threats Trust Fund, and the Cooperation Fund for Fighting HIV/AIDS in Asia and the Pacific.**

ADB DIGITAL TECHNOLOGY SECTOR

Digital technology programs, initiatives, and partnerships. ADB incorporates innovative strategies for the application of digital technologies in its policies, projects and programs for agriculture and food security, education, health, public sector management, and telecommunications sectors.

ADB's 2003 Digital Technology Strategy, **Toward E-Development in Asia and the Pacific: A Strategic Approach for Information and Communication Technology**, outlines three main goals:

- 1) create an enabling environment through policy improvements, public institution strengthening, and relevant infrastructure provision;
- 2) build human resources for digital technology literacy and professional skills; and
- 3) develop digital technology applications and information content through ADB-supported projects and activities.

Additionally, ADB's **Road to 2030: Information and Communications Technology in ADB's Corporate Strategy and Operations** highlights the current state of digital technology, trends and applications, and recent and upcoming challenges within the sector.

In addition to its financing assistance channels, ADB also administers the **e-Asia and Knowledge Partnership Fund**, an ICT trust fund supporting digital technology initiatives of its member countries. Moreover, ADB's partnerships with **Asian and Pacific Centre for Information and Communication Technology; National Information Society Agency; International Telecommunication Union; and United Nations - Economic and Social Commission for Asia and the Pacific** promote and encourage the project implementation with development organizations and other regional partners whose expertise and resources should be maximized in developing innovative ideas, strategies, and technological platforms.



ADB PRIVATE SECTOR OPERATIONS

ADB, through its **Private Sector Operations Department (PSOD)**, supports privately held and state-sponsored firms in Asia-Pacific region to catalyze, structure, and provide financing across infrastructure, financial and capital market, agribusiness, health, education, and business development projects. These projects emphasize commercially viable transactions generating sound financial returns while delivering environmentally sustainable and inclusive economic growth.

In 2018, PSOD's **Business Development Team (BDT)** was created to explore, identify, coordinate and process early-stage developmental initiatives, and contribute to the long-term ADB project pipeline. BDT designs, pilots and launches new financing products that support the deployment and scaling of impactful technologies and business models in the Asia-Pacific through capacity building and patient-capital funding to early-stage businesses. To this effect, BDT launched **ADB Ventures Financing Partnership Facility (ADB Ventures)** in 2020, as a non-sovereign platform to operate for about 30 years.

ADB private sector operations are summarized into three main programs:

- **Microfinance Risk Participation and Guarantee Program** is a credit enhancement and a risk-allocation tool to address market gaps and promote local currency lending to microfinance institutions. The program encourages private sector participation.
- **Trade and Supply Chain Finance Program** provides guarantees and loans to ADB's partner banks in support of international trade.
- **Commercial Cofinancing for Nonsovereign Projects** assists developing member countries' governments and private sector borrowers in securing debt financing on commercial terms for ADB projects through engagement with commercial financial institutions.

GENDER AND DEVELOPMENT

Strategy 2030 Operational Priority 2: **Accelerating Progress in Gender Equality** recognizes gender equality as critical in helping realize socioeconomic development. Under this gender operational plan, ADB focuses on five strategic operational priorities: (i) women's economic empowerment increased, (ii) gender equality in human development enhanced, (iii) gender equality in decision making and leadership enhanced, (iv) women's time poverty and drudgery reduced, and (v) women's resilience to external shocks strengthened.

Gender programs, initiatives, and partnerships. ADB's **Policy on Gender and Development** guides its framework for gender and development activities. This adopts gender mainstreaming as the key strategy for promoting gender equality and women's empowerment across the full range of ADB operations. Further, **Gender and Development Cooperation Fund** was set up to support country gender assessments and strategies to guide the formulation of country partnership strategies, project-specific gender action plans for ADB gender-relevant projects, recruitment of long-term gender consultants, gender impact assessments, and promotion of partnerships with women's organizations and other development partners.



Additional Resources

- **ADB Business Center**
- **Country Planning Documents** for ADB and Developing Member Country's sectoral thrusts and project investments during a three- to five-year timeframe.
- **Procurement Plans** for documents on the procurement schedule.
- **Project Information** for project details and project officers.
- **Business Opportunities** for the latest procurement and consulting opportunities.
- **Procurement Regulations for ADB Borrowers** for all projects with concept notes approved on or after 1 July 2017.
- **ADB Procurement Policy** for all projects with concept notes approved on or after 1 July 2017.
- **ADB Events** to learn more about upcoming and past ADB events.
- **ADB Subscription** to receive updates on projects, events, business opportunities and jobs by e-mail alert or by newsletter.
- **ADB Trade Leads** for information about imminent government tenders under ADB projects.





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EBRD Overview

The European Bank for Reconstruction and Development (EBRD) is a multilateral development bank established in 1991 and headquartered in London, United Kingdom. First established to help build a new, post-Cold War era, the EBRD now funds projects across three continents: from the Southern and Eastern Mediterranean, to Central and Eastern Europe, to Central Asia. The EBRD helps develop open and sustainable market economies in countries committed to, and applying, democratic principles. Its team of bankers, economists and analysts work with each borrowing country to develop a strategy of how the country and EBRD will work together to accomplish main objectives over the next three to five years.

The EBRD finances over US\$11 billion per year, with investments in the private sector (75-80%) and funding public sector projects (20-25%). The European Union, European Investment Bank and 70 countries are shareholders in the EBRD, with 36 borrowing countries. Top recipients of EBRD financing are Turkey, Ukraine, Kazakhstan, and Egypt. Top sectors include transportation infrastructure, municipal and environmental infrastructure, and power and energy.

FINDING BUSINESS OPPORTUNITIES

Opportunities exist to provide goods and services on both the corporate and project sides of the EBRD. Corporate procurement relates to the procurement done to operate the Bank, while Project Procurement details the opportunities relating to public sector projects in the EBRD's countries of operation. These projects often take years to develop, and there are many opportunities to provide consulting and technical assistance before, during, and after the project's formation. It is important to be active during the project's development, to gain knowledge of the parameters and timelines of the project. Companies should establish or maintain relationships with the borrowing country and the public sector entities involved. This requires a pro-active approach, with companies being engaged in-country with the EBRD's Resident Offices as well as the U.S. Embassy/Consulate's Commercial Team. Companies may wish to engage local representatives, agents, or joint-venture partners if they do not have a presence in-country.

The EBRD Strategic and Capital Framework (SCF) is a 5 year strategy outlining the banks' goals. The latest SCF was approved in fall of 2020 by the Board of Governors:

The EBRD seeks to "provide timely and effective support to countries of operations to preserve and accelerate transition in the context of the economic crisis caused by the Covid-19 pandemic." Three strategic themes will be followed in pursuing transition: supporting transition to a green economy, promoting equality of opportunity, and accelerating the digital transition.

The EBRD seeks to focus "its efforts on supporting those of its countries of operations less advanced in transition, including the Early Transition Countries (ETCs), Southern and Eastern Mediterranean (SEMED) and the Western Balkans



through enhanced investment and policy activity.” Three countries within this geographic scope are not currently countries of operations. Of these, Algeria has applied to be a country of operations and the EBRD would like to begin operations in these countries by 2025, subject to approval of the Governors.

The bank will “directly support progress toward green, low-carbon economies through higher levels of investment in the Green Economy Transition”. At the 2021 Annual Meeting Governors voted to align the bank objectives to the Paris Climate Agreement.

In March 2022 EBRD announced an initial **EUR 2 Billion Resilience and Livelihoods financing package** to support Ukraine and surrounding countries affected by the war in Ukraine. In April 2022, the EBRD’s Board of Governors decided to suspend access to the Bank’s resources by Russia and Belarus in response to the invasion of Ukraine. The Bank has closed its offices in Moscow and Minsk. Russia and Belarus continue to be a shareholders of the Bank.

In May 2022 the U.S. International Trade Administration and EBRD signed a first ever Strategic Partnership MOU to support US industry interest and collaborate on targeted outreach to U.S. companies.

EBRD REGIONAL STRATEGIC OUTLOOK:

The Southern & Eastern Mediterranean (SEMED) region for EBRD includes Egypt, Jordan, Lebanon, Morocco, Tunisia, and West Bank & Gaza.

EUR13.2B was invested by the EBRD in this region from 2016-2020. Historically about 45% of projects are public, with 35% in Sustainable Infrastructure and about 10% in Industry/Commerce/Agribusiness. EBRD investment is projected to grow by over 50% from 2020-2023; this region is an estimated 21% of EBRD total portfolio at about EUR11.2B. EBRD-financed projects focus on the need for job creation, increased FDI investment, energy resilience, inclusive economies, improved governance and enhanced transition in this region. Algeria has applied to be a country of operations.

- Egypt: largest market with about EUR7B invested 2016-2020; investments in infrastructure and tourism.
- Morocco: About 40% the size of Egypt’s market for EBRD. More than tripled investments in 2020 compared to 2019 (EUR 742M up from 204M) Key themes are renewable energy, engineering and equipment, and infrastructure. Also automotive, aeronautics, and electronics. Sharp revenue losses due to pandemic; EBRD focus on infrastructure and water post-pandemic
- Tunisia: small, but expect to grow as a % of the region portfolio; expect PPPs on hospitals and schools longer term

2020 Analysis of U.S. States export data to this region related to EBRD top sectors: top exporting states by dollar and volume are Texas, Louisiana, Washington, Maryland, California, Ohio, and significant volume of exports also from Virginia.

The Baltic States and Central European Region for EBRD includes Poland, Hungary, Croatia, Slovak Republic, Slovenia, and Estonia/Latvia/Lithuania

EUR25.6B was invested by the EBRD in this region from 2016-2020. Historically 87% of the region portfolio is private sector financing, and 13% public projects, with 58% in Industry/Commerce/Agribusiness and 27% Sustainable Infrastructure. The EBRD portfolio is forecast to grow 3% to an estimated 12% of the total portfolio in 2023; this is down from 14% of the total portfolio, a reflection of the advanced transition status of most of these countries. A



weak external environment hurts growth potential in the region. EBRD looks to support financial markets and energy resilience. Potential for energy opportunities in Estonia/Latvia/Lithuania.

Romania: EUR8.9B 2016-20 largest market. Focus on energy and agriculture

Serbia: EUR 6.5B 2016-20. Interested in FinTech, looking at energy efficiency and electric car battery. Historically 45% public sector, 50% infrastructure. EBRD focus on infrastructure, renewables, energy storage, energy security, and Green Cities.

2020 Analysis of U.S. States export data to this region related to EBRD top sectors: top exporting states by dollar and volume are California, Texas, New York, and Pennsylvania, with significant dollar volume also from Washington and Georgia, and significant volume of exports also from Illinois, Florida, and Ohio.

The Central Asian region for EBRD includes Kazakhstan, Uzbekistan, Mongolia, and Turkmenistan/Tajikistan/Kyrgyz Republic.

EUR13.5B was invested by the EBRD in this region from 2016-2020. Historically this region's portfolio has been about 1/2 public sector projects, with about 65% of those in Sustainable Infrastructure and 9% in Industry/Commerce/Agribusiness. Going forward: EBRD plans continued emphasis on Energy Resilience and Infrastructure, with some interest in digitalization. Kazakhstan is largest part of the portfolio, but Uzbekistan is expected to grow to be about the same size. EBRD projected portfolio growth in this region for 2020-2023 is 32%, to an estimated 13% of total portfolio, up from 11%.

Kazakhstan: EUR7.9B 2016-2020. Largest market; focus on infrastructure and renewable energy

Uzbekistan: expected to match Kazakhstan in size of market; has grown quickly since return in 2017

2020 Analysis of U.S. States export data to this region related to EBRD top sectors: top exporting states by dollar and volume are Texas, California, and Illinois, with significant dollar value exports also from Washington, Virginia, and Florida, and significant volume of exports from New York and Pennsylvania.

The Eastern Europe & the Caucasus region for EBRD includes Ukraine, Moldova, Armenia, Azerbaijan, Belarus, and Georgia.

EUR27.5B was invested by the EBRD in this region from 2016-2020. Historically, Ukraine is the largest market accounting for about half of the EBRD region portfolio, with 53% public sector projects in the region, 37% of projects are in infrastructure, and about 34% in Industry/Commerce/Agriculture. Looking forward: focus on improved governance and integration, making this region a better environment for doing business. Ukraine is expected to be a strong focus of EBRD, with the most potential for opportunities for U.S. Industry. EBRD projected portfolio growth for 2020-2023 is 20%, to an estimated 19% of portfolio, up from 18%.

Ukraine: EUR14.5B 2016-20, largest market by far; in March 2022 EBRD approved an EUR 2 billion recovery financing package to support Ukraine and surrounding countries.

Georgia: about 28% size of Ukraine for EBRD; focus on COVID-19 response in healthcare and air travel industries.

Armenia: small, but showing growth in past three years; focus on energy.

Country and Sector Strategies at the EBRD can also provide excellent insights into the focus areas of the bank for financing:

The EBRD works with each of its borrowing countries of operation to develop a Country Strategy identifying the top areas where the EBRD will assist in meeting the country's economic development goals.



EBRD Competitive Environment

Due to the differences in private sector vs public sector projects, American entities need to consider the best way(s) to work with the EBRD, and this is where the CS office can be of particular assistance. Established multinational firms with extensive experience and significant financing are well placed to bring private projects to the EBRD for possible co-financing. Small and medium-sized firms often prefer to serve as subcontractors to the prime or provide consulting services as a project goes through the review cycle. U.S. technologies in clean and green tech, and digitization are a strong fit for projects financed under the EBRD Green Cities program.

Bidding on EBRD financed public sector projects, and consultancy projects may also be attractive to U.S. companies. Some reasons provided by US companies for not pursuing EBRD procurements include: unfamiliarity with a region where European companies have a longer history of working in those countries; geopolitical turmoil and reluctance to put resources on the ground; lack of understanding of the differences in procurement and best ways to proceed; preference to serve as a subcontractor to prime; the configuration of the project may be too small for a large multinational. However, in general, smaller EBRD projects sizes may be a good fit for U.S. mid-size companies.

U.S. companies can enhance their competitiveness by showcasing their prior work, highlighting relevant expertise, including work in the EBRDs Countries of Operation, language abilities, experience in delivering specific results, etc. Companies considering finding a local partner can work with CS Posts in-country for services like Gold Key and Single Company Promotions to expand their reach in the market.

Companies need to do the homework on potential opportunities, and EBRD has a number of good sources of information: Project Summary Documents (information published for potential future projects, can get on a company's radar early in the business development cycle), Country and Sector Strategy Reports, Country Factsheets, and Automatic Alerts for projects/consultancy opportunities on the EBRD procurement data bases.

Companies can write or call the named Point of Contact to clarify project specifications and to register interest, review contract award notifications, and look at the possibility of serving as a subcontractor or supplier to the prime. CS-EBRD encourages companies to supplement EBRD information with Country Commercial Guides and other economic analyses from GM and Posts.

For public sector projects, U.S. companies should meet with leadership in Ministries or municipalities to share expertise; meetings with local EBRD offices are also helpful. CS-EBRD also encourages companies to meet with CS Posts in-country for market information and support.

Companies need to commit to being in for the long haul. Many companies say it takes up to 3 years to see success with an MDB.

EBRD Opportunities:

Direct Investments: In sheer volume and value and corresponding to the EBRD's emphasis on the private sector as the main driver for change, excellent opportunities for American companies are in private sector projects and direct investments with EBRD in countries of operation, individually or in a consortium, where American products are supplied to the projects. Private sector contracts range from €5 million to €250 million, with average at €25 million.

Technical Cooperation: Excellent opportunities exist for consultants with expertise in sustainable energy investment and environmental sustainability, municipal infrastructure sectors, and fiscal, economic and democratic reforms.



Small Business International Advisers: This network of international advisers provides business advice to help SMEs in the EBRD's countries of operation grow and succeed, becoming genuine catalysts for their local economies and region. American advisers help transform a wide range of businesses by focusing on strategy, marketing, operations, quality management, energy efficiency, financial management, and promotion of gender equality.

Public Procurement Projects: Although overall only about 20-30% of all EBRD-financed contracts, public procurement still offers excellent opportunities for American firms with recognized expertise and innovative technologies/products. EBRD requires public tenders to follow their Procurement policies and rules. EBRD financing in individual projects has ranged from less than €1 million to more than €150 million.

Green Energy: With the EBRD and new SCF's focus on green energy projects as well as the alignment with the Paris Agreement, there will be excellent opportunities for U.S. energy firms in EBRD projects.

Companies can view EBRD public sector project and consultancy opportunities by **country** or **industry sector**. Clients interested in bidding on EBRD procurement projects should register on the **EBRD's E-Procurement Portal**.

Additional Resources

- **EBRD's Projects** For information on EBRD projects.
- **Email Newsletters, News, and Events** Sign up for automatic delivery of information on projects, upcoming events and recent developments at the EBRD
- **EBRD Procurement Notices** To review Procurement notices for goods, public works and consultancy services not procured via E-Procurement Portal.
- **Contract Awards Notification** To view companies that will conduct EBRD-financed projects.
- **Consultancy Opportunities** The EBRD often utilizes consultants as a project moves through the Project Cycle.
- **Standard Procurement Documents and Guidance Notes** For Standard EBRD Tender Documents.
- **Trade Facilitation Program** To learn more about EBRD's Trade Facilitation Program with international banks.





Inter-American Development Bank
(iadb.org and trade.gov/idb)

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IDB Overview

The Inter-American Development Bank (IDB) was founded in 1959 and provides multilateral financing for economic, social, and institutional development in Latin America and the Caribbean. It lends nearly US\$14 billion per year to government projects across the IDB's 26 borrowing member countries in the region. The IDB's members include 48 regional and non-regional countries, of which the United States is the largest shareholder with just over 30% of shares. The IDB is headquartered in Washington, D.C. and has offices in its 26 borrowing member countries in Latin America and the Caribbean, as well as in Madrid and Tokyo. Top countries for IDB-funded projects include Brazil, Argentina, Mexico, Chile, Colombia. Key sectors for IDB project financing include transport, water & sanitation, urban development & housing, health, and energy.

THE IDB GROUP COMPRISES THE INTER-AMERICAN DEVELOPMENT BANK (IDB), IDB INVEST, AND IDB LAB:

- **The IDB:** The IDB works with national and subnational governments. The IDB finances sovereign projects and programs through loans, guarantees, grants, and technical assistance. It accounts for about 80% of total lending.
- **IDB Invest:** Formerly the Inter-American Investment Corporation (IIC), IDB Invest is the private sector lending arm of the IDB Group to promote economic development in Latin America and the Caribbean. It works with corporations, financial intermediaries, SMEs, and partially or wholly-owned state enterprises, and it also partners with clients to provide advisory and training services. IDB Invest offers clients a range of solutions, including loans, guarantees, and equity, among other solutions. It accounts for about 20% of total lending.
- **IDB Lab:** The commercial name of the Multilateral Investment Fund (MIF), IDB Lab is the IDB's Group's innovation laboratory. It designs and finances pilot projects with the private sector to test new and scalable approaches that create economic opportunities to solve development challenges in Latin America and the Caribbean. The IDB Lab supports client with technical cooperation, equity investments, and small loans.

FINDING BUSINESS OPPORTUNITIES

Opportunities exist to provide goods and services on both the corporate and project sides of the IDB. Corporate procurement, also known as bank-executed operations (**BEO Procurement**), relates to the institutional procurement done to operate the IDB, while **project procurement** refers to the opportunities relating to development projects across the region. These projects often take years to develop, and there are many opportunities to provide consulting and technical assistance during the project's formation. It is important to be active during the project's development, as many firms will find themselves at a disadvantage if they wait until a project is formally approved. This requires a proactive approach, with companies being engaged in-country with the IDB and host government



via local representatives, agents, etc. Each country that borrows from the IDB works with the IDB to develop a formal **strategic plan**, also known as the Country Strategy document, which is an important document to review for any country where a company wants to do business with the IDB, for it outlines the sectoral priorities in the country.

IDB Group Transport Sector Overview

The IDB's activities in the **transport sector** center around 3 focus areas:

- 1) working with both the public and private sector to improve transport infrastructure and direct efforts towards integration;
- 2) expand efficient accessible, inclusive, and safe transportation; and
- 3) invest in and develop urban mass transportation.

The **IDB Transport Sector Framework** guides work with the countries and governments of Latin America and the Caribbean (LAC). As of 2022, the IDB has financed 40 transport projects in 15 countries totaling \$6.32 billion in investment.

IDB Invest's **Transport Sector Strategy** aims to help the region double its infrastructure investments over the next 30 years.

IDB TRANSPORT UNITS & PROGRAMS

- **IDB Urban Transport** supports initiatives aimed at promoting urban mobility that is (i) productive, which favors efficient use of road space; (ii) clean, which mitigates the problems of pollution and climate change; (iii) multimodal, and integrated with the urban environment; (iv) inclusive, affordable and safe for all; (v) innovative in the testing and adoption of new technologies; and (vi) governable, transparent and fiscally sustainable.
- **IDB Road Safety** works with countries of Latin America and the Caribbean to promote safe and accessible mobility; reduce traffic injury rates (fatal and non-fatal) and encourage the implementation of the Safe Systems approach or "Vision Zero."
- **IDB Intelligent Transport Systems (ITS)** increases the offer and the market of technological solutions aimed at improving the quality, safety, affordability and accessibility of mobility services, the planning and management processes of transport systems, data collection and processing, the analysis of risks and the traceability of operations, both in passenger and cargo transport. The IDB ITS strategy identifies 4 primary solutions: Autonomous, Connected, Electric and Shared transport.

IDB Group Housing & Urban Development & Housing Sector Overview

IDB's **Housing & Urban Development Division** strives to help Latin American and Caribbean cities address the New Urban Agenda (Habitat III), aligned with the United Nations Sustainable Development Goals and the Paris Agreement. The Division's work includes an urban portfolio and a knowledge program focused on sustainability and climate change mainstreaming. Operations are structured around **four action areas**:

- 1) urban infrastructure and services, including neighborhood upgrading;
- 2) housing;
- 3) habitat, public landscape, and heritage; and
- 4) institutions, governance, and management.

An **Housing & Urban Development Sector Framework** further details IDB Group strategy and implementation of its action areas.



IDB HOUSING & URBAN DEVELOPMENT UNITS AND PROGRAMS:

- The **Emerging and Sustainable Cities Program (ESC)** is a non-reimbursable technical assistance program providing direct support to national and subnational governments in the development and execution of city action plans. ESC's approach is based upon three pillars:
 - 1) environmental and climate change sustainability;
 - 2) urban sustainability; and
 - 3) fiscal sustainability and governance.
- **IDB Cities Network** was created in 2017 by the Housing and Urban Development Division (CSD/HUD) as a platform for Latin American and Caribbean cities to facilitate the exchange of knowledge and solutions to address common urbanization challenges.
- **IDB Cities Laboratory** is a platform for innovation, design, and experimentation for sustainable urban development in Latin America and the Caribbean. It leads innovative prototypes that arise from co-design processes between officials of the Inter-American Development Bank and local actors (community, academia, government).

IDB Group Energy Sector Overview

The IDB's goal in the **energy sector** is to help increase the access of LAC countries to efficient, sustainable, reliable, and affordable energy, in a diversified and secure manner, while reducing poverty, promoting improved quality of life, and fostering competitiveness and economic growth and development.

The **Energy Sector Framework** provides guidance to the IDB's work in the energy sector with the following focus areas: large-scale wind farms, solar power systems for rural areas, biofuel facilities that co-generate electricity, programs to promote efficient lighting, retrofitting hydroelectric facilities with more efficient turbines, and ensuring that new dams and natural gas projects meet strict social and environmental standards. As of 2022, **the IDB has financed 34 energy projects** in 17 countries totaling \$5.05 billion in investment.

IDB Invest's **energy team** works with experienced project sponsors to accelerate the transition from fossil fuels to renewable energy. They not only invest in energy production but also in solid support systems through modern distribution networks and storage capacity, while promoting and keeping track of energy efficient technologies.

IDB ENERGY UNITS AND PROGRAMS:

- **Sustainable Energy for all Americas (SE4ALL Americas)** an online hub to understand challenges and opportunities of sustainable energy in the LAC launched by the IDB, United Nations, and other key partners. This online hub catalyzes sustainable energy growth; consolidates fragmented energy information; and promotes transparency, access to information, and the use of standardized information.
- The **Energy Database** is an interactive tool that shows time-series energy data and market/institutional organization in Latin America and the Caribbean and, for comparison, other major countries/regions.



IDB Group Environment & Natural Disasters Sector Overview

IDB's **environment and natural disasters sector** focuses on

- 1) strengthening environmental governance and policy;
- 2) innovating in public and private financing investment opportunities;
- 3) assisting countries in the design and implementation sustainable development plans that include natural capital, disaster risk management and climate change impact consideration; and
- 4) providing environmental and social safeguards for all countries' projects and plans.

IDB's **environment thematic areas** focus on sustainability, climate change & disaster risk management, and natural resources & cultural heritage. As of 2022, the IDB has financed 18 environment projects in 13 countries, totaling \$1.48 billion in investment.

IDB ENVIRONMENT AND NATURAL DISASTERS UNITS AND PROGRAMS:

- **IDB-GEF Portfolio:** The IDB finances operations related to the following GEF focal areas: Biodiversity (protected areas, marine resources, forestry biotechnology), Climate Change (including biofuels), International Waters (watershed management), Land Degradation (erosion control), and POPs (pest management).
 - The **Global Environmental Facility (GEF):** an independent financial organization 182 countries with international institutions, civil society organizations (CSOs), and the private sector to address global environmental issues in eligible developing countries and countries with economies in transition, while supporting national sustainable development initiatives. Currently, the GEF is the largest public funder of projects to improve the global environment. The GEF provides grants for projects related to biodiversity, climate change, international waters, land degradation, the ozone layer, and persistent organic pollutants.
- **IDB Natural Disasters** has developed an integrated disaster risk management approach that emphasizes actions that are taken before a hazard results in a disaster, and incorporates climate change adaptation. The Bank also works with countries to better prepare for emergencies and improve their emergency response, and it also plays an important role in helping them to revitalize their development efforts post-disaster and avoid rebuilding vulnerability.
- **IDB Forestry:** is helping the region to reduce emissions from deforestation and forest degradation; adapt to climate change; and protect biodiversity while promoting rural development along pathways that protect and sustainable manage forests.

IDB Group Water & Sanitation Sector Overview

IDB's **water and sanitation sector** works to

- 1) expand access to quality services for low-income and vulnerable populations, and promote comprehensive and sustainable solutions;
- 2) improve sector governance and financial sustainability; and
- 3) incorporate the concept of water security in the sector, particularly by increasing wastewater treatment coverage, protecting supply watersheds and reducing flooding risk.

The **Water and Sanitation Framework** proposes that IDB Group activities in water supply and sanitation achieve a focus on services rather than infrastructure, that support the elimination of inequities, achieving the universalization of efficient, affordable, sustainable, and good quality services. As of 2022, the IDB has financed 35 water and sanitation projects in 13 countries, totaling \$3.75 billion in investment.



IDB Invest's **Water and Sanitation Strategy** offers innovative financial solutions for the development and operation of sustainable water and sanitation infrastructure projects, as well as promoting greater coverage, quality, and efficiency of services.

IDB WATER & SANITATION UNITS AND PROGRAMS:

- IDB Solid Waste Management Division supports lending member countries in their efforts to provide universal access to solid waste management services, promoting the incorporation of circular economy principles, incentivizing waste prevention and recovery, and ensuring the correct final disposal of items that cannot be reused. It also provides technical support and financing for projects that allow those objectives to be reached.
- **Source of Innovation** is an initiative to promote the development and integration of innovative solutions in the water, sanitation and solid waste sector that contribute to providing universal safely managed water, sanitation, and solid waste management services.
- The **Aquafund** is the main financing mechanism to support the IDB's investments in water and sanitation in Latin America and the Caribbean, developing innovative knowledge products and platforms, increasing institutional capacity at all levels and supporting technical studies
- The **Latin American Water Funds Partnership** creates and strengthen Water Funds (WFs) across the region. A WF is a financial and institutional mechanism that promotes public and private sector participation for the conservation of watersheds to improve urban water security through nature-based solutions.
- **Optimal Sanitation** is an IDB initiative that promotes efficient sanitation solutions that are appropriate within the social and geographical contexts of the communities where they are proposed, increasing access and quality of sanitation services in Latin America and the Caribbean.
- **HydroBID** is a tool of the Inter-American Development Bank (IDB) created to support the Latin American and Caribbean region in the management and planning of water resources.
- **AquaRating** is a system based on an international standard for the evaluation and improvement of water and sanitation utilities. It offers a comprehensive and impartial evaluation of the utilities' performance, based on indicators, best practices and reliable information.
- **HydroBID** is a tool of the Inter-American Development Bank (IDB) created to support the Latin American and Caribbean region in the management and planning of water resources.
- **AquaRating** is a system based on an international standard for the evaluation and improvement of water and sanitation utilities. It offers a comprehensive and impartial evaluation of the utilities' performance, based on indicators, best practices and reliable information.
- **Latin American Caribbean Water and Sanitation Observatory (OLAS)** is a digital platform that compiles relevant information about the water and sanitation sector in the region and contributes to the monitoring of the related Sustainable Development Goals (SDGs).

IDB Group Health & Social Investment Sectors Overview

IDB's **activities in the health sector** focus upon

- 1) information and co-responsibility in health care;
- 2) timely and ongoing access to health and nutrition services;
- 3) financial protection through efficient spending on health; and
- 4) efficiency and intersectoral collaboration among health authorities.



The **IDB Health Sector Framework** prioritizes actions to reduce population health risks through multi-sector policies; actions to strengthen primary healthcare-based integrated networks with the participation of individuals and their communities, while engaging both public and private sectors; actions to pursue fiscal and financial sustainability through improvements in efficiency and mobilization of domestic resources in accordance with each country's economic and epidemiological profile; actions to promote digital transformation in healthcare; and actions to invest in epidemiological surveillance and emergency preparedness. As of 2022, the IDB has financed 29 health projects in 17 countries totaling \$2.85 billion in investment.

IDB's **social investment efforts** focus upon

- 1) **Social Protection**: promoting the development of skills and access to comprehensive quality programs for people living in vulnerable situations, poverty, and extreme poverty;
- 2) **Work and Pensions**: fostering labor and social security policies that help create more and better jobs, as well as universal pension coverage;
- 3) **Gender and Diversity**: promoting gender equality and development support for Latin America and the Caribbean's Afro-descendants and indigenous peoples; and
- 4) **Public Safety**: supporting a safer region by working with vulnerable groups on social prevention, police prevention and justice systems improvements.

These focus areas are detailed further in the IDB's Social Investment Framework. As of 2022, the IDB has financed 59 social investment projects in 20 countries totaling \$10.08 billion in investment.

IDB Invest's **Social Infrastructure Strategy** outlines its work with public and private companies to extend financing and make health and education services more inclusive.

IDB HEALTH & SOCIAL INVESTMENT UNITS AND PROGRAMS:

- **Salud Mesoamerica** is an innovative public-private partnership that improves access to health for the poorest women and children of the Mesoamerican countries by supporting their governments. The effectiveness and success of this initiative is based on results-based financing, innovation, measurement of indicators and learning and continuous improvement.
- **Red CRITERIA** is a knowledge network that supports Latin American and Caribbean countries to decide, in a more equitable and efficient way, which health services and technologies to finance with public resources.
- **DB Labor** Markets Division works with countries of the region to achieve an accessible labor market for all, a better prepared and more productive workforce, and pension systems that guarantee a decent life for the elderly.
- **IDB Gender and Diversity Division** promotes gender equality, the development with identity of indigenous peoples, and the inclusion of people with disabilities, Afro-descendants, and the LGBTQ + population, while harnessing the talent and capacities that reside in these population groups to promote the socio-economic development of the countries in Latin America and the Caribbean.
- **IDB & Child Development** work promotes and implements effective policies and programs that strengthen early childhood development (ECD) by providing high quality care and education to children ages 0 to 5 and their families.
- **IDB Migration Unit** uses financial and non-financial instruments to leverage investments and scale innovative solutions to tackle migration challenges in the region, contributing to the successful integration of migrants to their host communities.
- The **Early Childhood Development Innovation Fund (ECD)** is a partnership to finance, design, implement, and evaluate innovative and scalable approaches to improve the lives of children in Latin America



and the Caribbean (LAC). It targets children aged zero to five in the region's most disadvantaged populations. Any government, university, or private sector institution can apply. Projects must be implemented in the IDB's borrowing member countries.

- **IDB Conditional Cash Transfer (CCT)** programs are the main social programs used by Latin American and Caribbean countries to assist families living in poverty. In addition to supporting consumption, they encourage the accumulation of human capital. To mark the 20 years since the implementation of CCT programs, the Inter-American Development Bank (IDB) created this toolkit, which is primarily aimed at those who design and operate CCTs, as well as the general public.
- **Panorama of Aging and Long-Term Care** aims to inform decision-makers about the health conditions of the elderly and the present and future needs for support services and policies based on the available empirical evidence. The Panorama provides comparable indicators, publications, and references that promote the design of effective policies to mitigate the effect of population aging.
- **Knowledge Hub on Early Childhood Development in LAC** aims to promote and facilitate the exchange of knowledge and useful resources on Early Childhood Development (ECD) in Latin America and the Caribbean (LAC) as well as to highlight the wealth of learning and knowledge produced in the region. This resources portal seeks to assist governments, national and international organizations, the private sector, civil society, students, families, and anyone interested in knowing and learning about early childhood development in LAC region.
- **DIME** is a web platform with comparative information on prices, coverage, supply/availability and rational use of medicines with high financial impact in countries in the Americas that supports governments in the decision-making process.

IDB Group Science & ICT Sectors Overview

IDB works in **science and technology development** with the following focus areas:

- 1) boosting science, technology, and innovation investment, both public and private, in order to reduce the innovation deficit characteristic of the region's economies;
- 2) support the countries of the region in taking full advantage of the potential of the digital economy and mitigating its negative effects;
- 3) support the generation of highly qualified human capital as a key component to sustain and further develop innovation ecosystems;
- 4) increase public and private investment in technological and scientific infrastructure; and
- 5) improve the business and innovation climate for greater development of the private sector and for more intense business innovation.

These focus areas are detailed further in the IDB **Science and Technology Framework**. As of 2022, **the IDB has financed 15 social investment projects** in 10 countries totaling \$2.11 billion in investment.

IDB SCIENCE & TECHNOLOGY UNITS AND PROGRAMS:

- **IDB Competitiveness Technology and Innovation Division** provides funding, technical assistance and knowledge products to support governments in key action areas. IDB programs in these areas incorporate common themes, such as training in science, technology, and innovation for advanced human capital; strengthening scientific and technological infrastructure; designing public policies to promote innovation; and strengthening institutional capacity of the agencies and ministries that are responsible for implementing these policies.



- **Innovation Lab (I-Lab)** promotes the generation of social innovations when the problem is not defined and the demand is not structured, involving multiple actors in the process: citizens, public institutions, academia and private sector.
- **Compete Caribbean** provides technical assistance grants and investment funding to support productive development and innovation policies, business climate reforms, clustering initiatives and SME development activities in the Caribbean.
- **Innovation and Entrepreneurship Ecosystem of the Pacific Alliance** - with support from the IDB, the Pacific Alliance initiated the implementation of a public-private agenda aimed at creating and consolidating a Regional Ecosystem of Innovation and Entrepreneurship with member countries.
- **Regional Policy Dialogue on Innovation** provides senior government officials a forum to discuss common issues related to national innovation systems, exchange experiences and explore regional cooperation initiatives.

ADDITIONAL RESOURCES

- **Events:** seminars and networking opportunities.
- **Procurement Policies and Guidelines:** including the latest procurement notices and requests for expression of interest.
- **Private Sector Project Financing:** U.S. companies can apply for project financing from IDB Invest to support qualified private sector investments in the IDB's 26 borrowing countries.
- **Connect Americas:** A social network for businesses in the Americas hosted by the IDB. It provides access to communities of clients, suppliers, and investors in the region and all over the world, and it provides useful information about procedures and regulations for international commerce.
- IDB social media:
 - **Facebook**
 - **Twitter**
 - **Instagram**
 - **Youtube**
 - **Linkedin**
 - **Vimeo**
 - **Soundcloud**

