Agenda

- Preamble
- The Case for Private Sector Engagement
- Value Proposition
- World Bank Activities and Lending Portfolio
- Resources for Business Opportunities
2.4 billion people

1.2 billion people

643 million people

1.2 million lives

Private Sector Business Outreach
The Case for Private Sector Engagement

“Working with the private sector will become increasingly important to meet the scale of financing needs for our development goals.”

Jim Yong Kim, President of the World Bank Group
Value Proposition

Private Sector Business Outreach

World Bank institutions

Innovation - Expertise - Knowledge

Credit Enhancement
Risk Mitigation
Long Term Financing
Local Currency Financing

Public Financing
Technical Assistance
Enabling Environment

Private Sector Companies

Technical and Managerial Expertise
Private Financing
Technological Innovation

Infrastructure and Social Goods & Services

Innovation – Expertise – Knowledge
The World Bank Group

... Supports Private Sector Through:

- Interventions at public sector level (e.g. legal and regulatory reforms, technical assistance, capacity building, public-private partnership advisory, etc.)

- Direct investments in private sector companies (e.g. loans, equity)

- Guarantees and risk mitigation instruments to support private investment (e.g. political risk insurance, partial risk guarantee, etc.)
A Global Footprint

**WBG Global Commitments**
Billions of Dollars, Fiscal year 2016

- IBRD: 29.7
- IDA: 16.2
- IFC: 11.1
- MIGA: 4.3
- Trust Funds: 2.9

**Active Portfolio Net Commitments**
Billions of Dollars, as of June 2016

- South Asia
- Middle East and North Africa
- Latin America and the Caribbean
- Europe and Central Asia
- East Asia and Pacific
- Sub-Saharan Africa

**Recipient Executed**

- South Asia
- Middle East and North Africa
- Latin America and the Caribbean
- Europe and Central Asia
- East Asia and Pacific
- Sub-Saharan Africa
Across Key Sustainable Development Sectors

IBRD Lending by Sector

IDA Lending by Sector

Agriculture, fishery, forestry
Education
Energy and mining
Finance
Health and other
Industry and trade
Public administration, law and justice
Transportation
Water, sanitation, flood protection


Resources for Business Opportunities

- Project Procurement Pipeline - Monthly Operational Summary (MOS)

- Operational Consulting
  Econsult2:
  https://wbgeconsult2.worldbank.org/wbgec/index.html#

- UN Development Business - Business opportunities generated through the World Bank, regional development banks, and other development agencies - Available online by subscription.
  http://www.devbusiness.com/

VIDEO
World Bank Procurement Video: How to bid, finding opportunities, what makes a successful bid