



MULTILATERAL  
COOPERATION CENTER  
FOR DEVELOPMENT FINANCE



AFRICAN DEVELOPMENT BANK GROUP



IsDB  
البنك الإسلامي للتنمية  
Islamic Development Bank



ASIAN INFRASTRUCTURE  
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## Concept Note

### ***Workshop on Multilateral Development Bank (MDB) Procurement and Financing Business Opportunities and Policies for the MENA Region***

Date: 13-14 May 2024, Cairo

Jointly organized by Egyptian Ministry of Finance, MCDF, AfDB, IsDB, AIIB, the World Bank, and the Egyptian Federation for Construction & Building Contractors

## **Background**

The ever-increasing amount of global financing currently being made available by MDBs for infrastructure project investment is creating a high demand from contractors, suppliers, consultants and potential project developers for information on how best to optimize their business opportunities resulting from these projects.

The Multilateral Cooperation Center for Development Finance (MCDF) has launched a series of workshops designed to provide a better understanding for contractors, suppliers, consultants and potential project developers on how to successfully participate in MDB financed infrastructure projects, and to spread the use of MDB standards for high-quality and sustainable infrastructure.

Each workshop will primarily focus on understanding MDB procurement regulations and procedures that are applied to tenders for:

- The supply of goods, works, and non-consulting services
- Engineering, Procurement and Construction (EPC) contracts for the design, supply and installation of large infrastructure projects
- Consultancy services
- Concessions such as Public Private Partnerships

Each workshop will also address potential upstream participation in MDB co-investment opportunities under sovereign, non-sovereign (private sector) investment operations, and cover other topics relevant to the specific region and other regions, including upcoming business opportunities.

The first workshop in the series was conducted on 1-2 November 2022 in Beijing for Chinese companies, and was organized together with the Asian Infrastructure Investment Bank (AIIB) and the China International Contractors Association (CHINCA). In addition to AIIB, speakers from a number of MDBs participated, including the World Bank, Asian Development Bank and IFC. The event was very well-received, with participants appreciating the ability to hear from many MDBs at the same time.

It is proposed that the next workshop in the series be focused on MENA-region companies and be hosted in Cairo Egypt, as an important regional hub for infrastructure companies.

## **Objectives**

The main objectives of the workshop are:

1. To provide comprehensive and practical training on MDB procurement regulations and procedures and provide a sound understanding of how to participate successfully in the procurement of MDB-financed contracts;
2. To provide guidance on how to pursue potential MDB financing for private sector project development;
3. To cover other related topics agreed by the co-organizers as useful to support MENA-region companies in partnering with MDBs, and to better align with MDB standards.

## **Design**

**Target audience:** MENA-region contractors, suppliers, consultants and potential private sector or state-owned enterprise project co-investees.

**Language:** Speaker presentations will be in English and Arabic, with simultaneous translation provided in both languages. All presentation slides will be in English.

**Format:** The event will be both physical and virtual (hybrid) with the following benefits:

- ✓ Ease of interaction in Q&A sessions
- ✓ Ability to interact informally during coffee breaks and meals
- ✓ Additional benefits of a virtual meeting in allowing people to attend from outside Cairo, and for some speakers to be able to dial in (although we will try to arrange for the majority of speakers to be present physically)

Presentations and panel discussions will be mixed with hands-on case studies to maximize practical learning.

**Participants Interaction:** this will be promoted through the following:

- Participants asked to flag key questions upon registration;
- App to be used during the workshop for participants to respond anonymously to questions from the presenters;
- Participants seated around tables to facilitate group discussions;
- Q&A at the end of each presentation.

**Organizers:** Egyptian Ministry of Finance, MCDF, AfDB, IsDB, AIIB, the World Bank, and the Egyptian Federation for Construction & Building Contractors (EFCBC).

**Other MDBs to be invited:** AFC, Afrexim, EBRD, EIB, IFC.

## DRAFT AGENDA

Day 1 – Monday, 13 May 2024	
<b>09:30 – 10:00</b>	<b>Registration</b>
10:00 – 10:40	<p><b>Opening Remarks:</b> H.E. Dr. Mohamed Maait, Minister of Finance and AIB Governor, Egypt</p> <p><b>Welcome Remarks:</b> Strahan Spencer, Head of the Platform Team, MCDF Abdourahmane Diaw, Country Manager for Egypt, AfDB Quan Zeng, Director General, Strategy, Policy and Budget Department, AIB May Ali Babiker, Head of Regional Hub in Cairo/Director, Cooperation &amp; Capacity Development Department, IsDB Country Director, the World Bank Cairo Office (TBC) Eng. Mohamed Sammy, Chairman, Egyptian Federation for Construction &amp; Building Contractors (TBC)</p>
<b>10:40 – 11:00</b>	<b>Group Photo and Coffee Break</b>
<b>11:00 – 12:00</b>	<p><b>Session 1: MDB Roles and International Business Opportunities</b></p> <p><b>Moderator:</b> Eng. Mohamed Sammy, EFCBC (TBC)</p> <p><b>Speakers:</b> Taha Elfeel, Field Procurement Officer, IsDB Guoping Yu, Senior Procurement Specialist, AIB (online) Majed Elbayya, MENA Regional Procurement Manager, The World Bank Ibrahim Hamid, Procurement Specialist, AfDB Procurement Specialist, NDB</p> <p><i>In this session the participating MDB's will provide an overview of both their primary operational role and the potential international business opportunities in the MENA region and beyond associated with their project financing. The objective of the session is to provide the workshop participants with information that will better enable them to pursue appropriate international business opportunities under MDB operations.</i></p>
<b>12:00 – 12:30</b>	<b>Question and Answer</b>
<b>12:30 – 13:00</b>	<b>Coffee Break</b>
<b>13:00 – 14:00</b>	<p><b>Session 2: MDB Procurement Policies and Regulations</b></p> <p><b>Moderator:</b> Ian Nightingale, Senior Procurement Consultant, MCDF</p> <p><b>Lead Speaker:</b> Majed Elbayya, MENA Regional Procurement Manager, The World Bank</p> <p><b>Speakers:</b> Aya Amer, Field Procurement Officer, IsDB Hongbin Jiang, Principal Procurement Policy Specialist, AIB Andreja Neral Lamza, Senior Procurement Specialist, European Investment Bank (online) Ibrahim Hamid, Procurement Specialist, AfDB</p> <p><i>This session will provide an oversight of the procurement framework (policies, regulations, and directives) of each the participating MDBs. Following the relatively recent introduction of the new principle-based approach to procurement policy for project procurement, the MDB's will share their experiences to date as to how this is working from a project implementation perspective.</i></p>
<b>14:00 – 14:30</b>	<b>Question and Answer</b>
<b>14:30 – 15:30</b>	<b>Lunch</b>
<b>15:30 – 17:00</b>	<p><b>Session 3: MDB Standard Procurement Documents</b></p> <p><b>Moderator:</b> Ian Nightingale, Senior Procurement Consultant, MCDF</p> <p><b>Speakers:</b> Ibrahim Hamid, Procurement Specialist, AfDB Guoping Yu, Senior Procurement Specialist, AIB (online) Taha Elfeel, Field Procurement Officer, IsDB Mohamed El Hafedh Hendah, Senior Procurement Specialist, The World Bank Procurement Specialist, AFREXIM (TBC)</p> <p><i>This session will discuss standard procurement documents used by participating MDBs, including case studies on (i) best tender practice, (ii) common mistakes made by tenders during tender submission, (iii)</i></p>

<b>Day 1 – Monday, 13 May 2024</b>	
	<i>tender environmental and safeguard considerations and implications; and (iv) issues arising from contract implementation such as dispute resolution and contract payment.</i>
<b>17:00 – 17:30</b>	<b>Question and Answer</b>
<b>Day 2 – Tuesday, 14 May 2024</b>	
<b>09:30 – 10:00</b>	<b>Registration</b>
<b>10:00 – 10:15</b>	<b>Recap of Day 1/Overview of Day 2</b> Ian Nightingale, Senior Procurement Consultant, MCDF
<b>10:15 – 11:00</b>	<p><b>Session 4: MDB Anti-corruption and Integrity Requirements and the Rights of Bidders</b></p> <p><b>Moderator:</b> Hongbin Jiang, Principal Procurement Policy Specialist, AIIB</p> <p><b>Speakers:</b> Ezzeddine Nciri, Director, Integrity and Ethics Department, IsDB (online) Andrew Mendoza, Senior Integrity Specialist, AIIB Yash Gupta, Lead Procurement Specialist, The World Bank Integrity Specialist, AfDB</p> <p><i>This session will discuss the anti-corruption and integrity requirements of MDBs for infrastructure contractors, including: (i) prohibited practices that MDBs screen for (including fraud, corruption and collusion); (ii) investigation and debarment processes; and (iii) integrity compliance support provided by MDBs to help companies to strengthen their compliance systems. It will also cover the rights that bidders have throughout the bidding process and in the event of any integrity investigation.</i></p>
<b>11:00 – 11:30</b>	<b>Question and Answer</b>
<b>11:30 – 12:00</b>	<b>Coffee Break</b>
<b>12:00 – 13:30</b>	<p><b>Session 5: Opportunities and Policies for Private Sector Co-Investment with MDBs</b></p> <p><b>Moderator:</b> Strahan Spencer, Head of the Platform Team, MCDF</p> <p><b>Speakers:</b> Kenan Jusufpahic, Lead PPP Investment Officer, IsDB (online) Yash Gupta, Lead Procurement Specialist, The World Bank Private Sector Investment Specialist, AfDB Private Sector Investment Specialist, AFC (TBC) Atter Hanoura, Director of the Central PPP Unit, Ministry of Finance, Egypt Strahan Spencer, Head of the Platform Team, MCDF</p> <p><i>This session will cover: (i) how EPC contractors can move up the value chain to become project developers; (ii) the opportunities for project finance from MDBs, what MDBs look for when selecting projects and partners, and case studies of this; (iii) how MENA-region developers can mitigate their risks when investing in infrastructure projects overseas, and (iv) MCDF's JIGSAW digital platform to facilitate the matching of projects with MDB financing.</i></p>
<b>13:30 – 14:00</b>	<b>Question and Answer</b>
<b>14:00 – 14:30</b>	<p><b>Closing Remarks from the Organizers</b></p> <p>Atter Hannoura, Director of the Central PPP Unit, Ministry of Finance, Egypt Strahan Spencer, Head of the Platform Team, MCDF AfDB (TBC) Hongbin Jiang, Principal Procurement Policy Specialist, AIIB Aamir Ghani Mir, Manager, Project Procurement and Financial Management Division, IsDB (online) Majed Elbayya, MENA Regional Procurement Manager, The World Bank (TBC) Egyptian Federation for Construction &amp; Building Contractors (TBC)</p>
<b>14:30 – 15:30</b>	<b>Lunch</b>